

**Bharti AXA Life Insurance Company Limited**
**Schedule forming part of the Revenue Account for the Nine Months Ended 31 December, 2018**

**L-6 - OPERATING EXPENSES SCHEDULE**
**(Rs.'000)**

Particulars	For the Quarter Ended 31 December, 2018	For the Quarter Ended 31 December, 2017	For the Nine Months Ended 31 December, 2018	For the Nine Months Ended 31 December, 2017
Employees' Remuneration and Welfare Benefits	670,660	593,132	1,978,053	1,675,210
Travel, Conveyance and Vehicle Running Expenses	20,452	14,545	62,365	47,433
Training Expenses	443	305	802	(606)
Rents, Rates and Taxes	59,408	54,972	165,239	148,509
Repairs	5,602	3,662	14,479	12,396
Printing and Stationery	9,183	5,453	26,835	21,529
Communication Expenses	2,165	5,790	17,355	20,297
Legal and Professional Charges	48,008	31,588	131,008	86,535
Medical Fees	4,362	9,241	17,965	23,982
<b>Auditors' Fees, Expenses etc:</b>				
a) as Auditor	1,375	1,000	4,126	3,000
b) as Adviser or in any other capacity, in respect of				
(i) Taxation Matters	38	263	113	262
(ii) Insurance Matters	-	-	-	-
(iii) Certification Fees	-	35	179	161
c) in any Other Capacity (Out of pocket expenses)	18	16	90	119
Advertisement and Publicity	642,699	448,211	1,816,532	1,407,813
Interest and Bank Charges	8,774	6,596	22,401	14,795
Sales related Recruitment, Training and Incentives	107,189	127,480	338,411	235,590
<u>Others:</u>				
a) Courier	4,026	4,022	22,277	15,361
b) Facility Maintenance	12,720	8,469	30,602	21,597
c) Telemarketing expenses	2,885	2,706	8,804	7,695
d) Information Technology and Related Expenses	113,332	86,937	265,581	284,585
e) Subscription fees	5,079	2,493	12,170	9,494
f) Electricity	7,375	10,966	31,312	33,910
g) Security	1,121	912	2,668	8,041
h) Policy Issuance & Customer Service	16,956	23,019	57,736	79,315
i) Service Tax/ GST	-	(2)	-	6,422
j) Others	18,877	16,788	48,316	45,798
Depreciation / Amortisation	27,267	17,461	83,885	51,041
<b>Total</b>	<b>1,790,014</b>	<b>1,476,060</b>	<b>5,159,304</b>	<b>4,260,284</b>