

**FORM NL-7-OPERATING EXPENSES SCHEDULE
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**

(Rupees '000)

Particulars		
	2007	2006
1 Employees' remuneration, benefits & other manpower costs	916,049	532,371
2 Travel, conveyance and vehicle running	86,377	54,274
3 Agent training	13,424	9,718
4 Rents, rates and taxes	119,698	77,656
5 Maintenance & repairs	12,853	9,566
6 Printing and stationery	75,137	51,876
7 Communication	93,383	47,475
8 Information technology	113,180	73,192
9 Legal and professional charges	351,467	276,281
10 Auditor's fees, expenses, etc.		
(a) as auditors	2,000	1,500
(b) as advisor or in any other capacity in respect of:		
(i) Taxation matters	-	274
(ii) Tax Audit	249	198
(iii) Management services	-	-
(c) In any other capacity	715	-
(d) Out of Pocket Expenses	646	1,123
	1,785,178	1,135,504
11 Advertisement and publicity	177,300	86,844
12 Interest and Bank Charges	24,386	20,234
13 Business Development and Promotion	39,703	30,190
14 Marketing and Support Services	1,073,482	642,872
15 Service Charges	413	273
16 Other Acquisition Costs	41,126	27,522
17 Others		
Exchange (gain) /loss	1,267	3,332
Miscellaneous Expenses	130,960	76,224
Loss/(Profit) on disposal of Assets	(1,898)	186
	1,486,739	887,677
18 Depreciation	178,852	129,308
19 Provision for Doubtful Debts	3,250	3,809
Total	3,454,019	2,156,298