

Bajaj Allianz General Insurance Company Limited

IRDA Registration No 113. dated 2nd May, 2001

Schedules to and forming part of the Revenue Accounts and Profit and Loss account for the year ended on and to Balance Sheet as at 31st March 2015

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

| | Particulars | For the quarter ended 31st March 2015 | For the year ended 31st March 2015 | For the quarter ended 31st March 2014 | For the year ended 31st March 2014 |
|----|--|--|---------------------------------------|--|---------------------------------------|
| | | (Rs.'000) | (Rs.'000) | (Rs.'000) | (Rs.'000) |
| 1 | Employees' remuneration & welfare benefits | 944,225 | 3,078,042 | 568,116 | 2,828,735 |
| 2 | Travel, conveyance and vehicle running expenses | 61,203 | 201,421 | 70,343 | 216,755 |
| 3 | Training expenses | 580 | 1,002 | 356 | 415 |
| 4 | Rents, rates & taxes | 52,704 | 183,122 | 42,182 | 182,860 |
| 5 | Repairs | 18,056 | 71,181 | 19,013 | 72,261 |
| 6 | Printing & stationery | 29,144 | 106,269 | 31,154 | 99,415 |
| 7 | Communication | 46,352 | 152,976 | 38,296 | 140,183 |
| 8 | Information Technology | 55,432 | 266,555 | 33,710 | 246,568 |
| 9 | Legal & professional charges | 6,168 | 34,087 | 13,310 | 32,641 |
| 10 | Auditors' fees, expenses etc | | | | |
| | (a) as auditor | 850 | 5,100 | 750 | 4,450 |
| | (b) as adviser or in any other capacity, in respect of | | | | |
| | (i) Taxation matters | - | - | - | - |
| | (ii) Tax Audit | 162 | 650 | 163 | 650 |
| | (iii) Management services; and | - | - | - | - |
| | (c) in any other capacity | 319 | 769 | -25 | 455 |
| | (d) Out of pocket expenses | 126 | 579 | 501 | 723 |
| 11 | Advertisement and publicity | 114,917 | 350,886 | 66,397 | 252,026 |
| 12 | Interest & Bank Charges | 9,824 | 62,949 | 37,407 | 148,170 |
| 13 | Business development & Promotion | 22,387 | 179,728 | 94,239 | 278,445 |
| 14 | Marketing & Support Services | 1,014,460 | 3,954,411 | 735,968 | 3,123,152 |
| 15 | Other Acquisition Costs | 33,672 | 93,895 | 30,905 | 77,281 |
| 16 | Others (to be specified) | 118,593 | 378,535 | 69,588 | 352,808 |
| 17 | Depreciation | 35,981 | 247,616 | 87,227 | 295,129 |
| 18 | Service Tax Expenses | 54,062 | 63,380 | 5,102 | 9,631 |
| | TOTAL | 2,619,217 | 9,433,153 | 1,944,702 | 8,362,753 |