

## FORM NL-7-OPERATING EXPENSES SCHEDULE

## OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(₹ '000)

For The Quarter Ended DEC 31, 2011	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS										For The Quarter Ended DEC 31, 2011
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Others	Total	Grand Total
Employees' remuneration and welfare benefits	16,207	1,893	-	37,916	23,486	603	522	7,971	75	1,561	-	10,279	82,413	100,513
Travel, conveyance and vehicle running expenses	2,226	265	-	4,928	3,041	79	91	1,096	14	223	-	1,407	10,879	13,370
Training expenses	444	56	-	808	491	14	30	219	5	50	-	277	1,894	2,394
Rents, rates and taxes	4,561	514	-	11,636	7,249	181	81	2,239	7	410	-	2,910	24,713	29,788
Repairs	2,543	300	-	5,825	3,602	93	90	1,251	14	249	-	1,611	12,735	15,578
Printing and stationery	1,117	134	-	2,436	1,501	39	48	550	8	113	-	705	5,400	6,651
Communication	1,500	179	-	3,312	2,043	53	62	739	10	150	-	948	7,317	8,996
Legal and Professional charges	7,289	876	-	15,805	9,736	256	319	3,590	51	740	-	4,601	35,098	43,263
Service Charges	15,218	1,842	-	32,342	19,893	528	711	7,499	116	1,564	-	9,594	72,247	89,307
Auditors' fees, expenses etc.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
a) as auditors	214	26	-	431	264	7	12	106	2	23	-	135	980	1,220
b) as advisor or in any other capacity, in respect of :	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(i) Taxation matters	24	3	-	41	25	1	2	12	-	3	-	15	99	126
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
c) in any other capacity and	-	-	-	-	-	-	-	-	-	-	-	-	-	-
d) out of pocket expenses	9	1	-	35	22	-	(1)	4	-	-	-	6	66	76
Advertisement and publicity	(530)	(116)	-	1,518	1,059	13	(204)	(273)	(41)	(134)	-	(287)	1,651	1,005
Interest and Bank Charges	516	66	-	923	559	16	36	255	4	58	-	322	2,173	2,755
Others:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agents Training	203	26	-	359	218	6	14	101	3	23	-	127	851	1,080
Recruitment Expenses	139	17	-	265	161	4	9	68	1	15	-	87	610	766
Information Technology Expenses	1,392	169	-	2,937	1,805	48	67	686	11	144	-	877	6,575	8,136
Stamp Duty	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Membership & Subscription	69	7	-	204	128	3	(1)	34	-	5	-	45	418	494
Miscellaneous Expenses	4,527	536	-	10,198	6,300	164	172	2,228	26	448	-	2,864	22,400	27,463
Depreciation	4,540	526	-	10,814	6,707	171	133	2,232	18	432	-	2,883	23,390	28,456
Service Tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>62,208</b>	<b>7,320</b>	<b>-</b>	<b>142,733</b>	<b>88,290</b>	<b>2,279</b>	<b>2,193</b>	<b>30,607</b>	<b>324</b>	<b>6,077</b>	<b>-</b>	<b>39,406</b>	<b>311,909</b>	<b>381,437</b>

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(₹ '000)

Up To The Quarter Ended DEC 31, 2011	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS										Up To The Quarter Ended DEC 31, 2011 Grand Total
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Others	Total	
Employees' remuneration and welfare benefits	53,901	6,914	-	94,770	57,359	1,637	3,862	26,648	691	6,138	-	33,633	224,738	285,553
Travel, conveyance and vehicle running expenses	6,287	807	-	11,055	6,691	191	450	3,108	81	716	-	3,923	26,215	33,309
Training expenses	554	71	-	975	590	17	40	274	7	63	-	346	2,312	2,937
Rents, rates and taxes	19,031	2,441	-	33,461	20,252	578	1,364	9,409	244	2,167	-	11,875	79,350	100,822
Repairs	7,956	1,021	-	13,988	8,466	242	570	3,933	102	906	-	4,964	33,171	42,148
Printing and Stationery	3,007	386	-	5,287	3,200	91	215	1,487	39	342	-	1,876	12,537	15,930
Communication	4,199	539	-	7,382	4,468	128	301	2,076	54	478	-	2,620	17,507	22,245
Legal and Professional charges	19,250	2,469	-	33,847	20,486	585	1,379	9,517	247	2,192	-	12,012	80,265	101,984
Service Charges	37,563	4,818	-	66,046	39,974	1,141	2,691	18,571	481	4,278	-	23,439	156,621	199,002
Auditors' fees, expenses etc.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
a) as auditors	433	56	-	762	461	13	31	214	6	49	-	270	1,806	2,295
b) as advisor or in any other capacity, in respect of :	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(i) Taxation matters	23	3	-	41	25	1	2	12	-	3	-	15	99	125
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
c) in any other capacity and	-	-	-	-	-	-	-	-	-	-	-	-	-	-
d) out of pocket expenses	87	11	-	153	93	3	6	43	1	10	-	54	363	461
Advertisement and publicity	9,272	1,189	-	16,302	9,867	282	664	4,584	119	1,056	-	5,785	38,659	49,120
Interest and Bank Charges	577	74	-	1,014	614	18	41	285	7	66	-	360	2,405	3,056
Others:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agents Training	210	27	-	369	224	6	15	104	3	24	-	131	876	1,113
Recruitment Expenses	223	29	-	391	237	7	16	110	3	25	-	139	928	1,180
Information Technology Expenses	3,348	429	-	5,887	3,563	102	240	1,655	43	381	-	2,089	13,960	17,737
Stamp Duty	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Membership & subscription	398	51	-	700	424	12	29	197	5	45	-	248	1,660	2,109
Miscellaneous Expenses	13,486	1,730	-	23,711	14,351	410	966	6,667	173	1,536	-	8,415	56,229	71,445
Depreciation	15,869	2,036	-	27,901	16,887	482	1,137	7,845	203	1,807	-	9,902	66,164	84,069
Service Tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>195,674</b>	<b>25,101</b>	<b>-</b>	<b>344,042</b>	<b>208,232</b>	<b>5,946</b>	<b>14,019</b>	<b>96,739</b>	<b>2,509</b>	<b>22,282</b>	<b>-</b>	<b>122,096</b>	<b>815,865</b>	<b>1,036,640</b>

## FORM NL-7-OPERATING EXPENSES SCHEDULE

## OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(₹ '000)

For the corresponding quarter of the preceeding Period Ended DEC 31, 2010	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS										For the corresponding quarter of the preceeding period Ended DEC 31, 2010
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviatio n	Others	Total	Grand Total
Employees' remuneration and welfare benefits	17,156	1,513	-	29,190	12,598	624	864	5,916	264	1,301	-	11,250	62,007	80,676
Travel, conveyance and vehicle running expenses	1,931	171	-	3,306	1,424	70	98	669	30	148	-	1,266	7,011	9,113
Training expenses	74	7	-	136	58	2	4	27	1	6	-	49	283	364
Rents, rates and taxes	7,697	709	-	14,085	5,973	254	441	2,820	118	644	-	5,053	29,388	37,794
Repairs	3,272	306	-	6,156	2,594	104	197	1,227	50	284	-	2,151	12,763	16,341
Printing and Stationery	1,527	138	-	2,719	1,160	52	83	547	23	123	-	1,003	5,710	7,375
Communication	2,048	193	-	3,879	1,632	64	124	772	31	179	-	1,345	8,026	10,267
Legal and Professional charges	6,019	545	-	10,722	4,576	207	329	2,156	92	486	-	3,950	22,518	29,082
Service Charges	11,356	926	-	16,843	7,535	477	438	3,500	176	709	-	7,434	37,112	49,394
Auditors' fees, expenses etc.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
a) as auditors	146	13	-	269	114	5	8	54	2	12	-	96	560	719
b) as advisor or in any other capacity, in respect of :	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(i) Taxation matters	16	2	-	36	15	-	1	7	-	2	-	11	72	90
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
c) in any other capacity and	(4)	-	-	(10)	(4)	-	-	(2)	-	(1)	-	(1)	(18)	(22)
d) out of pocket expenses	24	2	-	34	15	1	1	7	-	1	-	16	75	101
Advertisement and publicity	709	66	-	1,326	559	23	42	265	11	61	-	465	2,752	3,527
Interest and Bank Charges	(16)	(3)	-	(73)	(26)	1	(3)	(13)	-	(5)	-	(8)	(127)	(146)
Others:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agents Training	32	3	-	63	26	1	2	12	-	3	-	21	128	163
Recruitment Expenses	180	18	-	390	159	4	14	76	3	19	-	119	784	982
Information Technology Expenses	866	74	-	1,383	607	34	39	283	13	60	-	568	2,987	3,927
Stamp Duty	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Membership & subscription	50	3	-	41	22	3	-	10	1	1	-	32	110	163
Miscellaneous Expenses	1,403	142	-	2,982	1,223	36	103	584	21	143	-	923	6,015	7,560
Depreciation	5,222	455	-	8,704	3,776	195	253	1,770	80	385	-	3,423	18,586	24,263
Service Tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>59,708</b>	<b>5,283</b>	<b>-</b>	<b>102,181</b>	<b>44,036</b>	<b>2,157</b>	<b>3,038</b>	<b>20,687</b>	<b>916</b>	<b>4,561</b>	<b>-</b>	<b>39,166</b>	<b>216,742</b>	<b>281,733</b>

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(₹ '000)

Up to the Quarter of the preceding period Ended DEC 31, 2010	FIRE	MARINE CARGO	MARINE HULL	MISCELLANEOUS										Up to the Quarter of the preceding period Ended DEC 31, 2010
				Motor OD	Motor TP	Workmen's Compensation	Personal Accident	Health Insurance	Liability	Engineering	Aviation	Others	Total	Grand Total
Employees' remuneration and welfare benefits	43,252	4,463	-	94,978	38,693	1,022	3,333	18,502	650	4,593	-	28,467	190,238	237,953
Travel, conveyance and vehicle running expenses	4,804	496	-	10,550	4,298	114	370	2,055	72	510	-	3,162	21,131	26,431
Training expenses	159	16	-	350	143	4	12	68	2	17	-	105	701	876
Rents, rates and taxes	16,361	1,688	-	35,926	14,636	387	1,261	6,999	246	1,737	-	10,768	71,960	90,009
Repairs	6,441	665	-	14,144	5,762	152	496	2,755	97	684	-	4,239	28,329	35,435
Printing and Stationery	3,477	359	-	7,635	3,110	82	268	1,487	52	369	-	2,288	15,291	19,127
Communication	3,949	407	-	8,671	3,532	93	304	1,689	59	419	-	2,599	17,366	21,722
Legal and Professional charges	13,691	1,413	-	30,064	12,248	324	1,055	5,857	206	1,454	-	9,011	60,219	75,323
Service Charges	36,253	3,741	-	79,609	32,432	857	2,794	15,508	545	3,849	-	23,861	159,455	199,449
Auditors' fees, expenses etc.														
a) as auditors	301	31	-	661	269	7	23	129	5	32	-	198	1,324	1,656
b) as advisor or in any other capacity, in respect of :														
(i) Taxation matters	16	2	-	36	15	-	1	7	-	2	-	11	72	90
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
c) in any other capacity and	-	-	-	-	-	-	-	-	-	-	-	-	-	-
d) out of pocket expenses	85	9	-	186	76	2	7	36	1	9	-	56	373	467
Advertisement and publicity	1,416	146	-	3,109	1,267	33	109	606	21	150	-	932	6,227	7,789
Interest and Bank Charges	103	11	-	226	92	2	8	44	1	11	-	68	452	566
Others:														
Agents Training	59	6	-	129	52	1	5	25	1	6	-	39	258	323
Recruitment Expenses	196	20	-	430	175	5	15	84	2	21	-	129	861	1,077
Information Technology Expenses	2,464	254	-	5,412	2,205	58	190	1,054	37	262	-	1,622	10,840	13,558
Stamp Duty	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Membership & subscription	262	27	-	575	234	6	20	112	4	28	-	172	1,151	1,440
Miscellaneous Expenses	1,706	176	-	3,746	1,526	40	131	730	26	181	-	1,123	7,503	9,385
Depreciation	13,720	1,416	-	30,129	12,274	324	1,057	5,869	206	1,457	-	9,030	60,346	75,482
Service Tax on premium account	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>148,715</b>	<b>15,346</b>	<b>-</b>	<b>326,566</b>	<b>133,039</b>	<b>3,513</b>	<b>11,459</b>	<b>63,616</b>	<b>2,233</b>	<b>15,791</b>	<b>-</b>	<b>97,880</b>	<b>654,097</b>	<b>818,158</b>