

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

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| For The Quarter Ended September 30, 2013 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | For The Quarter Ended September 30, 2013 | |
|---|---------------|-----------------|----------------|---------------|---------------|---------------------------|----------------------|---------------------|------------|---------------|--------------|-----------------|---------------|----------------|---|--|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviatio n | Trade Credit | Others | Total | Grand Total | |
| Employees' remuneration and welfare benefits | 22,287 | 3,638 | - | 28,039 | 22,476 | 625 | 1,629 | 14,545 | 175 | 7,246 | 84 | 24 | 14,209 | 89,052 | 114,977 | |
| Travel, conveyance and vehicle running expenses | 3,118 | 497 | - | 3,999 | 3,200 | 89 | 230 | 2,000 | 25 | 1,052 | 12 | 3 | 2,011 | 12,621 | 16,236 | |
| Training expenses | 202 | 21 | - | 329 | 259 | 8 | 16 | 97 | 2 | 103 | 1 | - | 152 | 967 | 1,190 | |
| Rents, rates and taxes | 7,301 | 1,125 | - | 9,608 | 7,672 | 216 | 543 | 4,569 | 60 | 2,585 | 26 | 6 | 4,785 | 30,070 | 38,496 | |
| Repairs | 4,466 | 761 | - | 5,420 | 4,358 | 120 | 322 | 3,007 | 34 | 1,352 | 18 | 5 | 2,786 | 17,422 | 22,649 | |
| Printing and stationery | 1,524 | 256 | - | 1,874 | 1,505 | 42 | 110 | 1,015 | 12 | 474 | 6 | 2 | 958 | 5,998 | 7,778 | |
| Communication | 2,472 | 435 | - | 2,914 | 2,350 | 64 | 176 | 1,704 | 18 | 706 | 10 | 3 | 1,516 | 9,461 | 12,368 | |
| Legal and Professional charges | 2,609 | 312 | - | 4,004 | 3,159 | 92 | 206 | 1,368 | 25 | 1,209 | 8 | - | 1,885 | 11,956 | 14,877 | |
| Service Charges | 10,274 | 1,593 | - | 13,456 | 10,749 | 302 | 763 | 6,460 | 84 | 3,605 | 37 | 9 | 6,713 | 42,178 | 54,045 | |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| a) as auditors | (167) | (48) | - | (77) | (71) | (1) | (9) | (171) | (1) | 12 | (1) | (1) | (66) | (386) | (601) | |
| b) as advisor or in any other capacity, in respect of : | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (iii) Management services | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| c) in any other capacity and | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| d) out of pocket expenses | 19 | 4 | - | 20 | 16 | - | 1 | 15 | - | 4 | - | - | 11 | 67 | 90 | |
| Advertisement and publicity | 2,024 | 292 | - | 2,787 | 2,218 | 63 | 153 | 1,209 | 17 | 778 | 7 | 1 | 1,365 | 8,598 | 10,914 | |
| Interest and Bank Charges | (270) | (69) | - | (181) | (156) | (3) | (16) | (250) | (1) | (8) | (2) | (1) | (123) | (741) | (1,080) | |
| Others: | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Agents Training | (107) | (34) | - | (32) | (32) | - | (6) | (118) | - | 17 | (1) | - | (37) | (209) | (350) | |
| Recruitment Expenses | 51 | 6 | - | 82 | 65 | 2 | 4 | 25 | 1 | 26 | - | - | 38 | 243 | 300 | |
| Information Technology Expenses | 3,309 | 543 | - | 4,144 | 3,324 | 92 | 241 | 2,168 | 26 | 1,067 | 13 | 4 | 2,104 | 13,183 | 17,035 | |
| Membership & Subscription | 323 | 59 | - | 369 | 298 | 8 | 23 | 228 | 2 | 86 | 1 | - | 194 | 1,209 | 1,591 | |
| Miscellaneous Expenses | 2,910 | 537 | - | 3,257 | 2,639 | 71 | 204 | 2,087 | 20 | 744 | 12 | 5 | 1,727 | 10,766 | 14,213 | |
| Depreciation | 3,154 | 513 | - | 3,981 | 3,191 | 89 | 231 | 2,052 | 25 | 1,032 | 12 | 3 | 2,015 | 12,631 | 16,298 | |
| Service Tax on premium account | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Total | 65,499 | 10,441 | - | 83,993 | 67,220 | 1,879 | 4,821 | 42,010 | 524 | 22,090 | 243 | 63 | 42,243 | 265,086 | 341,026 | |

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

| Up To The Quarter Ended September 30, 2013 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | Up To The Quarter Ended September 30, 2013 | |
|---|----------------|-----------------|----------------|----------------|----------------|---------------------------|----------------------|---------------------|------------|---------------|--------------|-----------------|---------------|---|----------------|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviatio n | Trade Credit | Others | Total | Grand Total |
| Employees' remuneration and welfare benefits | 48,105 | 9,584 | - | 49,600 | 40,524 | 1,063 | 3,278 | 36,467 | 313 | 10,179 | 217 | 89 | 27,315 | 169,045 | 226,734 |
| Travel, conveyance and vehicle running expenses | 7,118 | 1,418 | - | 7,339 | 5,996 | 157 | 485 | 5,396 | 46 | 1,506 | 32 | 13 | 4,043 | 25,013 | 33,549 |
| Training expenses | 820 | 163 | - | 846 | 691 | 18 | 56 | 622 | 5 | 174 | 4 | 2 | 466 | 2,884 | 3,867 |
| Rents, rates and taxes | 17,916 | 3,570 | - | 18,473 | 15,093 | 396 | 1,221 | 13,582 | 117 | 3,791 | 81 | 33 | 10,173 | 62,960 | 84,446 |
| Repairs | 8,624 | 1,718 | - | 8,892 | 7,265 | 191 | 588 | 6,537 | 56 | 1,825 | 39 | 16 | 4,895 | 30,304 | 40,646 |
| Printing and Stationery | 3,066 | 611 | - | 3,161 | 2,583 | 68 | 209 | 2,324 | 20 | 649 | 14 | 6 | 1,739 | 10,773 | 14,450 |
| Communication | 4,338 | 864 | - | 4,472 | 3,654 | 96 | 296 | 3,288 | 28 | 918 | 20 | 8 | 2,463 | 15,243 | 20,445 |
| Legal and Professional charges | 9,312 | 1,855 | - | 9,602 | 7,845 | 206 | 635 | 7,059 | 61 | 1,970 | 42 | 17 | 5,288 | 32,725 | 43,892 |
| Service Charges | 24,878 | 4,957 | - | 25,652 | 20,958 | 550 | 1,696 | 18,860 | 162 | 5,264 | 112 | 46 | 14,126 | 87,426 | 117,261 |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| a) as auditors | 318 | 63 | - | 328 | 268 | 7 | 22 | 241 | 2 | 67 | 1 | 1 | 182 | 1,119 | 1,500 |
| b) as advisor or in any other capacity, in respect of : | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| c) in any other capacity and | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| d) out of pocket expenses | 19 | 4 | - | 20 | 16 | - | 1 | 15 | - | 4 | - | - | 11 | 67 | 90 |
| Advertisement and publicity | 5,597 | 1,115 | - | 5,771 | 4,715 | 124 | 381 | 4,243 | 36 | 1,184 | 25 | 10 | 3,181 | 19,670 | 26,382 |
| Interest and Bank Charges | 227 | 45 | - | 234 | 191 | 5 | 15 | 172 | 1 | 48 | 1 | - | 132 | 799 | 1,071 |
| Others: | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Agents Training | 295 | 59 | - | 304 | 249 | 7 | 20 | 224 | 2 | 62 | 1 | 1 | 168 | 1,038 | 1,392 |
| Recruitment Expenses | 202 | 40 | - | 208 | 170 | 4 | 14 | 153 | 1 | 43 | 1 | - | 114 | 708 | 950 |
| Information Technology Expenses | 7,048 | 1,404 | - | 7,267 | 5,937 | 156 | 480 | 5,343 | 46 | 1,491 | 32 | 13 | 4,003 | 24,768 | 33,220 |
| Membership & subscription | 505 | 101 | - | 521 | 425 | 11 | 34 | 383 | 3 | 107 | 2 | 1 | 287 | 1,774 | 2,380 |
| Miscellaneous Expenses | 4,219 | 839 | - | 4,351 | 3,555 | 93 | 288 | 3,199 | 27 | 893 | 19 | 8 | 2,397 | 14,830 | 19,888 |
| Depreciation | 6,877 | 1,370 | - | 7,091 | 5,794 | 152 | 469 | 5,214 | 45 | 1,455 | 31 | 13 | 3,905 | 24,169 | 32,416 |
| Service Tax on premium account | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 149,484 | 29,780 | - | 154,132 | 125,929 | 3,304 | 10,188 | 113,322 | 971 | 31,630 | 674 | 277 | 84,886 | 525,315 | 704,579 |

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(C '000)

| For the corresponding quarter of the preceeding Period Ended September 30, 2012 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | For the corresponding quarter of the preceeding Year Ended September 30, 2012 | |
|---|---------------|---------------|-------------|----------------|---------------|------------------------|-------------------|------------------|------------|--------------|----------|--------------|---------------|----------------|---|--|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviation | Trade Credit | Others | Total | Grand Total | |
| Employees' remuneration and welfare benefits | 19,482 | 3,210 | - | 33,127 | 27,661 | 579 | 1,245 | 7,877 | 293 | 2,363 | - | 137 | 12,806 | 86,088 | 108,780 | |
| Travel, conveyance and vehicle running expenses | 2,372 | 385 | - | 3,786 | 3,147 | 68 | 153 | 1,035 | 39 | 291 | - | 15 | 1,525 | 10,059 | 12,816 | |
| Training expenses | 68 | 12 | - | 139 | 117 | 2 | 4 | 20 | 1 | 8 | - | 1 | 48 | 340 | 420 | |
| Rents, rates and taxes | 6,487 | 1,079 | - | 11,450 | 9,585 | 197 | 412 | 2,495 | 92 | 781 | - | 49 | 4,323 | 29,384 | 36,950 | |
| Repairs | 3,821 | 622 | - | 6,152 | 5,117 | 110 | 246 | 1,650 | 62 | 468 | - | 24 | 2,464 | 16,293 | 20,736 | |
| Printing and Stationery | 1,005 | 164 | - | 1,628 | 1,355 | 29 | 65 | 431 | 16 | 123 | - | 6 | 650 | 4,303 | 5,472 | |
| Communication | 1,450 | 237 | - | 2,373 | 1,977 | 42 | 93 | 614 | 23 | 177 | - | 9 | 940 | 6,248 | 7,935 | |
| Legal and Professional charges | (2,613) | (330) | - | (40) | 222 | (37) | (193) | (2,403) | (102) | (380) | - | 16 | (1,104) | (4,021) | (6,964) | |
| Service Charges | 13,218 | 2,135 | - | 20,609 | 17,101 | 376 | 856 | 5,915 | 225 | 1,630 | - | 78 | 8,429 | 55,219 | 70,572 | |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| a) as auditors | (61) | (8) | - | 6 | 12 | (1) | (5) | (58) | (2) | (9) | - | - | (25) | (82) | (151) | |
| b) as advisor or in any other capacity, in respect of : | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| (iii) Management services | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| c) in any other capacity and | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| d) out of pocket expenses | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Advertisement and publicity | 1,565 | 286 | - | 3,911 | 3,338 | 58 | 93 | 250 | 6 | 172 | - | 21 | 1,203 | 9,052 | 10,903 | |
| Interest and Bank Charges | 153 | 25 | - | 254 | 212 | 4 | 10 | 64 | 2 | 19 | - | 1 | 100 | 666 | 844 | |
| Others: | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Agents Training | 21 | 5 | - | 106 | 92 | 1 | 1 | (13) | (1) | 2 | - | 1 | 24 | 213 | 239 | |
| Recruitment Expenses | 241 | 38 | - | 359 | 297 | 7 | 16 | 113 | 4 | 30 | - | 1 | 151 | 978 | 1,257 | |
| Information Technology Expenses | 7,976 | 1,257 | - | 11,044 | 9,075 | 214 | 525 | 3,995 | 156 | 1,004 | - | 36 | 4,892 | 30,941 | 40,174 | |
| Membership & subscription | 141 | 23 | - | 244 | 204 | 4 | 9 | 56 | 2 | 17 | - | 1 | 94 | 631 | 795 | |
| Miscellaneous Expenses | 2,292 | 375 | - | 3,759 | 3,129 | 67 | 147 | 969 | 36 | 280 | - | 15 | 1,489 | 9,891 | 12,558 | |
| Depreciation | 4,030 | 668 | - | 7,032 | 5,882 | 121 | 256 | 1,574 | 58 | 486 | - | 30 | 2,673 | 18,112 | 22,810 | |
| Service Tax on premium account | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Total | 61,648 | 10,183 | - | 105,939 | 88,523 | 1,841 | 3,933 | 24,584 | 910 | 7,462 | - | 441 | 40,682 | 274,315 | 346,146 | |

FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

('000)

| Up to the Quarter of the preceding Year Ended September 30, 2012 | FIRE | MARINE CARGO | MARINE HULL | MISCELLANEOUS | | | | | | | | | | | Up to the Quarter of the preceding Year Ended September 30, 2012 |
|---|----------------|-----------------|----------------|----------------|----------------|---------------------------|----------------------|---------------------|--------------|---------------|--------------|-----------------|---------------|----------------|--|
| | | | | Motor OD | Motor TP | Workmen's Compensation | Personal Accident | Health Insurance | Liability | Engineering | Aviatio n | Trade Credit | Others | Total | Grand Total |
| Employees' remuneration and welfare benefits | 42,278 | 6,631 | - | 57,220 | 46,929 | 1,122 | 2,788 | 21,580 | 844 | 5,340 | - | 182 | 25,748 | 161,753 | 210,662 |
| Travel, conveyance and vehicle running expenses | 4,314 | 677 | - | 5,839 | 4,789 | 114 | 285 | 2,202 | 86 | 545 | - | 19 | 2,627 | 16,506 | 21,497 |
| Training expenses | 227 | 36 | - | 308 | 252 | 6 | 15 | 116 | 5 | 29 | - | 1 | 138 | 870 | 1,133 |
| Rents, rates and taxes | 15,490 | 2,429 | - | 20,965 | 17,194 | 411 | 1,021 | 7,906 | 309 | 1,956 | - | 67 | 9,434 | 59,263 | 77,182 |
| Repairs | 7,130 | 1,118 | - | 9,650 | 7,914 | 189 | 470 | 3,639 | 142 | 901 | - | 31 | 4,342 | 27,278 | 35,526 |
| Printing and Stationery | 1,908 | 299 | - | 2,583 | 2,118 | 51 | 126 | 974 | 38 | 241 | - | 8 | 1,162 | 7,301 | 9,508 |
| Communication | 2,838 | 445 | - | 3,841 | 3,150 | 75 | 187 | 1,448 | 57 | 358 | - | 12 | 1,728 | 10,866 | 14,139 |
| Legal and Professional charges | 9,178 | 1,439 | - | 12,422 | 10,188 | 244 | 605 | 4,685 | 183 | 1,159 | - | 39 | 5,590 | 35,115 | 45,732 |
| Service Charges | 22,389 | 3,511 | - | 30,302 | 24,852 | 594 | 1,476 | 11,428 | 447 | 2,828 | - | 96 | 13,635 | 85,658 | 111,558 |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| a) as auditors | 238 | 37 | - | 323 | 265 | 6 | 16 | 122 | 5 | 30 | - | 1 | 145 | 913 | 1,188 |
| b) as advisor or in any other capacity, in respect of : | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| c) in any other capacity and | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| d) out of pocket expenses | 1 | - | - | 1 | 1 | - | - | 1 | - | - | - | - | 1 | 4 | 5 |
| Advertisement and publicity | 7,611 | 1,194 | - | 10,301 | 8,448 | 202 | 502 | 3,885 | 152 | 961 | - | 33 | 4,635 | 29,119 | 37,924 |
| Interest and Bank Charges | 309 | 48 | - | 418 | 343 | 8 | 20 | 158 | 6 | 39 | - | 1 | 188 | 1,181 | 1,538 |
| Others: | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Agents Training | 281 | 44 | - | 381 | 312 | 7 | 19 | 144 | 6 | 36 | - | 1 | 171 | 1,077 | 1,402 |
| Recruitment Expenses | 352 | 55 | - | 477 | 391 | 9 | 23 | 180 | 7 | 45 | - | 2 | 215 | 1,349 | 1,756 |
| Information Technology Expenses | 8,813 | 1,382 | - | 11,928 | 9,783 | 234 | 581 | 4,499 | 176 | 1,113 | - | 38 | 5,367 | 33,719 | 43,914 |
| Membership & subscription | 321 | 50 | - | 435 | 356 | 9 | 21 | 164 | 6 | 41 | - | 1 | 196 | 1,229 | 1,600 |
| Miscellaneous Expenses | 4,507 | 706 | - | 6,099 | 5,002 | 120 | 297 | 2,299 | 91 | 568 | - | 19 | 2,746 | 17,241 | 22,454 |
| Depreciation | 9,350 | 1,466 | - | 12,655 | 10,379 | 248 | 617 | 4,773 | 187 | 1,181 | - | 40 | 5,694 | 35,774 | 46,590 |
| Service Tax on premium account | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 137,535 | 21,567 | - | 186,148 | 152,666 | 3,649 | 9,069 | 70,203 | 2,747 | 17,371 | - | 591 | 83,762 | 526,206 | 685,308 |