

BIRLA SUN LIFE INSURANCE COMPANY LIMITED

Registration Number: 109 dated 31st January 2001

Schedule 3**Operating Expenses Related to Insurance Business**

(Amounts in thousands of Indian Rupees)

Particulars	Audited Year ended 31st March 2010	Audited Year ended 31st March 2009
1 Employees' remuneration, welfare benefits and other manpower costs	5,688,400	5,434,376
2 Travel, conveyance and vehicle running expenses	166,969	165,736
3 Training expenses	222,672	339,466
4 Rents, rates and taxes	823,709	614,162
5 Repairs & maintenance	246,268	147,479
6 Printing and stationery	324,446	288,508
7 Communication expenses	385,742	341,426
8 Legal and professional charges	70,592	70,499
9 Medical fees	109,889	107,890
10 Auditor's fees, expenses, etc.		
(a) i) as auditor	2,650	2,650
ii) out of pocket expenses	205	204
(b) as advisor or in any other capacity, in respect of		
i) Taxation services / matters	-	-
ii) Management services	1,445	1,946
11 Advertisement and publicity	1,463,915	1,531,199
12 Interest and bank charges	108,882	94,290
13 Others: 1) Distribution expenses	1,179,723	1,107,521
2) Agents recruitment, seminar and other expenses	10,987	36,704
3) Recruitment and seminar expenses	107,874	255,437
4) IT expenses (including maintenance)	252,917	168,501
5) Policy stamps	115,591	113,489
6) (Profit)/Loss on sale of assets	5,884	(2,312)
7) Service Tax expenditure including provision for unutilised credit*	(338,852)	13,249
8) Electricity expenses	185,513	142,881
9) Miscellaneous expenses	12,338	18,123
10) Outsourcing expenses	330,690	126,154
14 Depreciation	462,271	342,692
15 Service tax on premium	1,326,806	1,025,353
Total	13,267,526	12,487,623

* includes reversal of impairment relating to unutilised input credit of service tax for earlier years