

Name of the Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

FORM L-6-OPERATING EXPENSES SCHEDULE

	PARTICULARS	FOR THE QUARTER ENDED DECEMBER 31, 2012	UP TO THE QUARTER ENDED DECEMBER 31, 2012	FOR THE QUARTER ENDED DECEMBER 31, 2011	UP TO THE QUARTER ENDED DECEMBER 31, 2011
		(₹'000)	(₹'000)	(₹'000)	(₹'000)
1	Employees' remuneration & welfare benefits	591,926	1,817,239	751,581	2,417,941
2	Travel, conveyance and vehicle running	24,303	71,320	31,864	94,780
3	Training expenses	8,178	23,927	11,469	29,043
4	Rents, rates & taxes	105,801	344,512	154,471	483,477
5	Repairs	81,276	257,388	98,806	290,143
6	Printing & stationery	12,856	36,555	21,923	66,622
7	Communication expenses	24,192	78,367	40,810	117,623
8	Legal & professional charges	145,216	380,386	118,897	359,466
9	Medical fees	4,597	9,084	3,458	11,934
10	Auditors' fees, expenses etc				
	a) as auditor	900	3,400	800	3,100
	b) as advisor or in any other capacity, in respect				
	(i) Taxation matters	-	-	-	-
	(ii) Insurance matters	-	-	-	-
	(iii) Management services; and	-	-	-	-
	c) in any other capacity	(113)	152	143	318
	d) out of pocket expenses	11	90	21	49
11	Advertisement and publicity	120,790	138,275	91,494	124,671
12	Interest & Bank Charges	13,476	44,508	14,218	46,343
13	Others				
	(a) Business promotion expenses	100,623	503,749	147,570	895,222
	(b) Direct marketing expenses	2,265	6,571	4,026	9,860
	(c) Stamp duty expenses	7,374	18,685	7,233	27,110
	(d) Information Technology related expenses	76,372	201,377	59,370	167,932
	(e) Directors sitting fees	310	1,010	350	1,220
	(f) Office and miscellaneous expenses	7,121	23,264	23,377	81,666
	(g) Exchange fluctuation loss	648	1,207	17	917
	(h) Loss on Sale of Fixed Assets	-	-	(204)	-
14	Depreciation	51,235	152,705	66,783	268,786
15	Service tax on fund	140,291	466,878	101,351	299,312
	TOTAL	1,519,648	4,580,649	1,749,828	5,797,535