FORM NL-7-OPERATING EXPENSES SCHEDULE

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS FOR THE QUARTER ENDED 30TH JUNE 2011

| | Particulars | FOR THE QUARTER | UP TO THE QUARTER | For the corresponding quarter of the preceeding year | up to the Quarter of the prceeding year |
|----|--|-----------------|-------------------|--|--|
| | | (Rs.'000) | (Rs.'000) | (Rs.'000) | (Rs.'000) |
| 1 | Employees' remuneration & welfare benefits | 174,468 | 174,468 | 173,197 | 173,197 |
| 2 | Travel, conveyance and vehicle running expenses | 12,895 | 12,895 | 11,240 | 11,240 |
| 3 | Training expenses | 1,679 | 1,679 | 704 | 704 |
| 4 | Rents, rates & taxes | 27,529 | 27,529 | 24,969 | 24,969 |
| 5 | Repairs | 5,298 | 5,298 | 5,455 | 5,455 |
| 6 | Printing & stationery | 8,022 | 8,022 | 11,131 | 11,131 |
| 7 | Communication | 13,660 | 13,660 | 11,937 | 11,937 |
| 8 | Legal & professional charges | 3,574 | 3,574 | 1,618 | 1,618 |
| 9 | Auditors' fees, expenses etc | | | | |
| | (a) as auditor | 313 | 313 | 275 | 275 |
| | (b) as adviser or in any other capacity, in respect of | | | | |
| | (i) Taxation matters | 125 | 125 | 125 | 125 |
| | (ii) Insurance matters | - | - | | |
| | (iii) Management services; and | - | - | | |
| | (c) in any other capacity | 250 | 250 | 5 | 5 |
| | (d) out of pocket expenses | 25 | 25 | 6 | 6 |
| 10 | Advertisement and publicity | 880 | 880 | 1,220 | 1,220 |
| 11 | Interest & Bank Charges | 4,364 | 4,364 | 5,230 | 5,230 |
| 12 | Others (to be specified) | | | | |
| | Data processing and outsourcing | 435,264 | 435,264 | 260,082 | 260,082 |
| | marketing related expenses | 93,083 | 93,083 | 128,322 | 128,322 |
| | Software and hardware maintainance | 33,277 | 33,277 | 26,739 | 26,739 |
| | Policy Stamp expenses | 508 | 508 | 206 | 206 |
| | Directors' sitting fees | 290 | 290 | 190 | 190 |
| | Miscellaneous Expenses | 13,980 | 13,980 | 12,093 | 12,093 |
| 13 | Depreciation | 13,399 | 13,399 | 24,211 | 24,211 |
| 14 | Service tax on premium | <u> </u> | | - | - |
| | TOTAL | 842,883 | 842,883 | 698,955 | 698,955 |

Note: Items of expenses and income in excess of one percent of the total premiums (less reinsurance) or Rs.5,00,000 whichever is higher, shall be shown as a separate line item.