

## PERIODIC DISCLOSURES

### FORM L-38 Business Acquisition through different channels (Individuals)

Insurer: LIC OF INDIA

Date: FOR THE QTR ENDED 31.12.2015

*(Rs in Lakhs)*

Business Acquisition through different channels (Individuals)									
Sl.No.	Channels	Current Quarter		Same quarter Previous Year		Up to the period		Same period of the previous year	
		No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)
1	Individual agents	4436017	714284.74	4871129	736612.51	12065214	1863105.63	11765790	2227094.31
2	Corporate Agents-Banks	67701	19709.74	78293	28607.26	176050	43038.38	225470	68306.58
3	Corporate Agents -Others	9111	1099.14	9145	1035.12	29484	3133.72	25643	2598.66
4	Brokers	159	131.17	229	339.73	373	224.71	600	565.99
5	Micro Agents	118191	549.00	78482	331.39	270714	1250.19	243863	1019.22
6	Direct Business	12955	8593.09	20921	10435.88	38152	20372.82	56475	29676.95
	Total (A)	4644134	744366.88	5058199	777361.89	12579987	1931125.45	12317841	2329261.71
1	Referral (B)			0	0.00			0	0.00
	Grand Total (A+B)	4644134	744366.88	5058199	777361.89	12579987	1931125.45	12317841	2329261.71

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold