

## PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.03.2017

*(Rs in Lakhs)*

Sl.No.	Business Acquisition through different channels (Individuals)								
	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	7979692	1290745.60	7647385	1305734.88	19367728	4381401.54	19712599	3168840.51
2	Corporate Agents-Banks	70136	41714.11	74609	28623.25	170232	108902.94	250659	71661.63
3	Corporate Agents -Others	8665	1516.72	10959	1334.14	22680	4657.14	40443	4467.86
4	Brokers	391	300.83	326	317.15	828	1659.06	699	541.86
5	Micro Agents	188696	522.64	181577	703.58	480892	1587.13	452291	1953.77
6	Direct Business	20776	15077.44	21680	15967.84	60882	66394.27	59832	36340.66
	Total (A)	8268356	1349877.34	7936536	1352680.84	20103242	4564602.08	20516523	3283806.29
1	Referral (B)								
	Grand Total (A+B)	8268356	1349877.34	7936536	1352680.84	20103242	4564602.08	20516523	3283806.29

Note:

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