

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

Date: FOR THE QTR ENDED 30.09.2015

(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	4084552	613873.77	4198681	835515.40	7629197	1148820.89	6894661	1490481.80
2	Corporate Agents-Banks	71941	14727.22	86158	24381.12	108349	23328.64	147177	39699.32
3	Corporate Agents -Others	11950	1060.56	9085	903.55	20373	2034.58	16498	1563.54
4	Brokers	119	39.09	210	196.11	214	93.54	371	226.26
5	Micro Agents	95564	365.97	89839	361.49	152523	701.19	165381	687.83
6	Direct Business	14242	7027.30	20221	11027.89	25197	11779.73	35554	19241.07
	Total (A)	4278368	637093.91	4404194	872385.56	7935853	1186758.57	7259642	1551899.82
1	Referral (B)			0	0.00			0	0.00
	Grand Total (A+B)	4278368	637093.91	4404194	872385.56	7935853	1186758.57	7259642	1551899.82

Note:

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