

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

Date: FOR THE QTR ENDED 31.03.2016

(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	7647385	1305734.88	7539957	923235.36	19712599	3168840.51	19305747	3150329.67
2	Corporate Agents-Banks	74609	28623.25	87703	17136.77	250659	71661.63	313173	85443.35
3	Corporate Agents -Others	10959	1334.14	13345	1445.33	40443	4467.86	38988	4043.99
4	Brokers	326	317.15	210	98.35	699	541.86	810	664.34
5	Micro Agents	181577	703.58	156478	620.78	452291	1953.77	400341	1640.00
6	Direct Business	21680	15967.84	22357	10931.59	59832	36340.66	78832	40608.54
	Total (A)	7936536	1352680.84	7820050	953468.18	20516523	3283806.29	20137891	3282729.89
1	Referral (B)			0	0.00			0	0.00
	Grand Total (A+B)	7936536	1352680.84	7820050	953468.18	20516523	3283806.29	20137891	3282729.89

Note:

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