

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 30.06.2017

(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	3546887	797157.93	3569848	705798.66	3546887	797157.93	3569848	705798.66
2	Corporate Agents-Banks	24590	16996.82	24735	9518.10	24590	16996.82	24735	9518.10
3	Corporate Agents -Others	4894	529.71	4249	558.51	4894	529.71	4249	558.51
4	Brokers	329	540.07	118	78.56	329	540.07	118	78.56
5	Micro Agents	69230	256.95	59450	233.78	69230	248.47	59450	233.78
6	Direct Business	13807	14624.04	11023	9000.62	13807	14624.04	11023	9000.62
	Total (A)	3659737	830105.52	3669423	725188.23	3659737	830097.04	3669423	725188.23
1	Referral (B)								
	Grand Total (A+B)	3659737	830105.52	3669423	725188.23	3659737	830097.04	3669423	725188.23

Note:

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