

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 31.12.2012

(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	7594170	822721.00	7238943	935509.73	19206024	2686214.44	18798002	2427393.99
2	Corporate Agents-Banks	132964	33280.00	126974	29461.52	340574	82838.00	292461	62727.52
3	Corporate Agents -Others	15274	1365.00	35975	1827.28	42364	3632.00	88991	5301.28
4	Brokers	422	144.00	2472	172.40	1522	593.00	4554	781.40
5	Micro Agents	1222763	2818.71	1053633	2440.00	2493965	6588.67	2420695	7136.17
6	Direct Business	29877	8778.00	22789	6234.00	68468	21793.00	55442	14104.00
	Total (A)	8995470	869106.71	8480786	975644.93	22152917	2801659.11	21660145	2517444.36
1	Referral (B)	0	0.00			0	0.00	0	0.00
	Grand Total (A+B)	8995470	869106.71	8480786	975644.93	22152917	2801659.11	21660145	2517444.36

Note:

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