

## PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 31.03.2013

*(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	12529619	1323959.94	12419408	1689305.98	31735643	4009955.82	31217410	4116699.97
2	Corporate Agents-Banks	158894	49530.00	162836	47061.00	499468	132368.00	455297	109788.52
3	Corporate Agents -Others	32271	2491.00	42555	3921.00	74635	6123.00	131546	9222.28
4	Brokers	744	205.00	1581	958.00	2266	798.00	6135	1739.40
5	Micro Agents	1846270	3141.82	1406088	2835.19	4340235	9949.05	3826783	9971.36
6	Direct Business	34736	12390.00	32136	12310.00	103204	34183.00	87578	26414.00
	Total (A)	14602534	1391717.76	14064604	1756391.17	36755451	4193376.87	35724749	4273835.53
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	14602534	1391717.76	14064604	1756391.17	36755451	4193376.87	35724749	4273835.53

Note:

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