

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

Date:

FOR THE QTR ENDED 30.06.2015

(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 | 3544645 | 534947.12 | 2695980 | 654966.40 | 3544645 | 534947.12 | 2695980 | 654966.40 |
| 2 | Corporate Agents-Banks | 36408 | 8601.42 | 61019 | 15318.20 | 36408 | 8601.42 | 61019 | 15318.20 |
| 3 | Corporate Agents -Others | 8423 | 974.02 | 7413 | 659.99 | 8423 | 974.02 | 7413 | 659.99 |
| 4 | Brokers | 95 | 54.45 | 161 | 30.15 | 95 | 54.45 | 161 | 30.15 |
| 5 | Micro Agents | 56959 | 335.22 | 75542 | 326.34 | 56959 | 335.22 | 75542 | 326.34 |
| 6 | Direct Business | 10955 | 4752.43 | 15333 | 8213.18 | 10955 | 4752.43 | 15333 | 8213.18 |
| | Total (A) | 3657485 | 549664.66 | 2855448 | 679514.26 | 3657485 | 549664.66 | 2855448 | 679514.26 |
| 1 | Referral (B) | | | 0 | 0.00 | | | 0 | 0.00 |
| | Grand Total (A+B) | 3657485 | 549664.66 | 2855448 | 679514.26 | 3657485 | 549664.66 | 2855448 | 679514.26 |

Note:

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