

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

Date: FOR THE QTR ENDED 30.09.2016

(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	4198183	988993.57	4084552	613873.77	7768031	1694792.23	7629197	1148820.89
2	Corporate Agents-Banks	46768	21510.55	71941	14727.22	71503	31028.65	108349	23328.64
3	Corporate Agents -Others	5725	877.33	11950	1060.56	9974	1435.84	20373	2034.58
4	Brokers	128	557.21	119	39.09	246	635.77	214	93.54
5	Micro Agents	116265	420.71	95564	365.97	175715	654.49	152523	701.19
6	Direct Business	14195	14012.83	14242	7027.30	25218	23013.45	25197	11779.73
	Total (A)	4381264	1026372.20	4278368	637093.91	8050687	1751560.43	7935853	1186758.57
1	Referral (B)								
	Grand Total (A+B)	4381264	1026372.2	4278368	637093.91	8050687	1751560.43	7935853	1186758.57

Note:

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