

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 30.06.2014

(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	2695977	654966.40	4663973	574713.71	2695977	654966.40	4663973	574713.71	
2	Corporate Agents-Banks	61019	15318.20	86615	16132.98	61019	15318.20	86615	16132.98	
3	Corporate Agents -Others	7413	659.99	9731	750.95	7413	659.99	9731	750.95	
4	Brokers	161	30.15	364	95.54	161	30.15	364	95.54	
5	Micro Agents	75545	326.34	276068	1419.95	75545	326.34	276068	1419.95	
6	Direct Business	15333	8213.18	23072	6050.00	15333	8213.18	23072	6050.00	
	Total (A)	2855448	679514.26	5059823	599163.13	2855448	679514.26	5059823	599163.13	
1	Referral (B)			0	0.00			0	0.00	
	Grand Total (A+B)	2855448	679514.26	5059823	599163.13	2855448	679514.26	5059823	599163.13	

Note:

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