

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 30.06.2005

(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	3364723	270609.32	3620913	310455.02	3364723	270609.32	3620913	310455.02	
2	Corporate Agents-Banks	4919	1022.76	838	204.35	4919	1022.76	838	204.35	
3	Corporate Agents -Others	13359	731.38	6631	271.97	13359	731.38	6631	271.97	
4	Brokers	972	130	908	51.17	972	130	908	51.17	
5	Micro Agents	0	0			0	0	0	0.00	
6	Direct Business	0	0			0	0	0	0.00	
	Total (A)	3383973	272493.46	3629290	310982.51	3383973	272493.46	3629290	310982.51	
1	Referral (B)	0	0	0	0	0	0	0	0.00	
	Grand Total (A+B)	3383973	272493.46	3629290	310982.51	3383973	272493.46	3629290	310982.51	

Note:

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

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date:

FOR THE QTR ENDED 30.09.2005

(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	6184862	443848.8	4514019	328473.34	9549585	714458.12	8134932	638928.36
2	Corporate Agents-Banks	26846	4407.86	8522	1734.29	31765	5430.62	9360	1938.64
3	Corporate Agents -Others	23982	1279.8	22754	913.66	37341	2011.18	29385	1185.63
4	Brokers	2875	392.12	918	77.32	3847	522.12	1826	128.49
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	0	0	0	0	0	0	0	0
	Total (A)	6238565	449928.58	4546213	331198.61	9622538	722422.04	8175503	642181.12
1	Referral (B)	0	0			0	0	0	0
	Grand Total (A+B)	6238565	449928.58	4546213	331198.61	9622538	722422.04	8175503	642181.12

Note:

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

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 31.12.2005

(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	5901617	474881.12	4417881	301792.42	15451202	1189339.24	12552813	940720.78
2	Corporate Agents-Banks	46175	7336.19	14949	3497.41	77940	12766.81	24309	5436.05
3	Corporate Agents -Others	26453	1751.33	19554	899.59	63794	3762.51	48939	2085.22
4	Brokers	1593	210.87	1025	86.52	5440	732.99	2851	215.01
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	0	0	0	0	0	0	0	0
	Total (A)	5975838	484179.51	4453409	306275.94	15598376	1206601.55	12628912	948457.06
1	Referral (B)	0	0			0	0	0	0
	Grand Total (A+B)	5975838	484179.51	4453409	306275.94	15598376	1206601.55	12628912	948457.06

Note:

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

PERIODIC DISCLOSURES

FORM L-38

Business Acquisition through different channels (Individuals)

Insurer:

LIC OF INDIA

Date:

FOR THE QTR ENDED 31.03.2006

(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	15826556	945298.42	11266275	755217.87	31277758	2134637.66	23819088	1695938.65
2	Corporate Agents-Banks	85709	14310.88	29464	8572.62	163649	27077.69	53773	14008.67
3	Corporate Agents -Others	57211	3300.32	32573	2667.15	121005	7062.83	81512	4752.37
4	Brokers	4695	379.6	2479	464.26	10135	1112.59	5330	679.27
5	Micro Agents	0	0	0	0	0	0	0	0
6	Direct Business	0	0	0	0	0	0	0	0
	Total (A)	15974171	963289.22	11330791	766921.90	31572547	2169890.77	23959703	1715378.96
1	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	15974171	963289.22	11330791	766921.90	31572547	2169890.77	23959703	1715378.96

Note:

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