

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.12.2016

(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	3620005	1395863.70	4436017	714284.74	11388036	3090655.93	12065214	1863105.63
2	Corporate Agents-Banks	28593	36160.18	67701	19709.74	100096	67188.83	176050	43038.38
3	Corporate Agents -Others	4041	1704.58	9111	1099.14	14015	3140.42	29484	3133.72
4	Brokers	191	722.47	159	131.17	437	1358.24	373	224.71
5	Micro Agents	116481	410.01	118191	549.00	292196	1064.50	270714	1250.19
6	Direct Business	14888	28303.37	12955	8593.09	40106	51316.82	38152	20372.82
	Total (A)	3784199	1463164.31	4644134	744366.88	11834886	3214724.74	12579987	1931125.45
1	Referral (B)								
	Grand Total (A+B)	3784199	1463164.31	4644134	744366.88	11834886	3214724.74	12579987	1931125.45

Note:

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