

## PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

Date: FOR THE QTR ENDED 30.06.2016

*(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	3569848	705798.66	3544645	534947.12	3569848	705798.66	3544645	534947.12
2	Corporate Agents-Banks	24735	9518.10	36408	8601.42	24735	9518.10	36408	8601.42
3	Corporate Agents -Others	4249	558.51	8423	974.02	4249	558.51	8423	974.02
4	Brokers	118	78.56	95	54.45	118	78.56	95	54.45
5	Micro Agents	59450	233.78	56959	335.22	59450	233.78	56959	335.22
6	Direct Business	11023	9000.62	10955	4752.43	11023	9000.62	10955	4752.43
	Total (A)	3669423	725188.23	3657485	549664.66	3669423	725188.23	3657485	549664.66
1	Referral (B)								
	Grand Total (A+B)	3669423	725188.23	3657485	549664.66	3669423	725188.23	3657485	549664.66

Note:

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