

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 30.06.2013

(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	4663973	574713.71	4985844	867648.77	4663973	574713.71	4985844	867648.77
2	Corporate Agents-Banks	86615	16132.98	76290	15641.00	86615	16132.98	76290	15641.00
3	Corporate Agents -Others	9731	750.95	14222	1182.00	9731	750.95	14222	1182.00
4	Brokers	364	95.54	584	168.00	364	95.54	584	168.00
5	Micro Agents	276068	1419.95	378733	1433.34	276068	1419.95	378733	1433.34
6	Direct Business	23072	6050.00	16677	5722.00	23072	6050.00	16677	5722.00
	Total (A)	5059823	599163.13	5472350	891795.11	5059823	599163.13	5472350	891795.11
1	Referral (B)	0	0.00	0	0.00	0	0.00	0	0.00
	Grand Total (A+B)	5059823	599163.13	5472350	891795.11	5059823	599163.13	5472350	891795.11

Note:

599163.13

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