

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA Date: FOR THE QTR ENDED 30.09.2012

(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 | 6626010 | 995844.67 | 6497608 | 768706.41 | 11611854 | 1863493.44 | 11559059 | 1491884.26 |
| 2 | Corporate Agents-Banks | 131320 | 33917.00 | 99576 | 22632.00 | 207610 | 49558.00 | 165487 | 33266.00 |
| 3 | Corporate Agents -Others | 12868 | 1085.00 | 26238 | 1807.00 | 27090 | 2267.00 | 53016 | 3474.00 |
| 4 | Brokers | 516 | 281.00 | 802 | 357.00 | 1100 | 449.00 | 2082 | 609.00 |
| 5 | Micro Agents | 892469 | 2336.62 | 963779 | 3932.16 | 1271202 | 3769.96 | 1367062 | 4696.17 |
| 6 | Direct Business | 21914 | 7293.00 | 19111 | 4190.00 | 38591 | 13015.00 | 32653 | 7870.00 |
| | Total (A) | 7685097 | 1040757.29 | 7607114 | 801624.57 | 13157447 | 1932552.40 | 13179359 | 1541799.43 |
| 1 | Referral (B) | 0 | 0.00 | 0 | 0.00 | 0 | 0 | 0 | 0.00 |
| | Grand Total (A+B) | 7685097 | 1040757.29 | 7607114 | 801624.57 | 13157447 | 1932552.40 | 13179359 | 1541799.43 |

Note:

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