

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.03.2020

(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	5947830	1238709.06	7836017	1670932.50	20711273	4870011.26	20489434	4888666.18
2	Corporate Agents-Banks	55516	42657.19	70417	55243.54	214447	142986.12	190423	126938.02
3	Corporate Agents -Others	6030	1068.56	11702	1905.22	24555	4008.27	37168	4600.22
4	Brokers	365	673.27	692	828.71	1418	2405.38	1611	1964.21
	IMFs	1764	721.46	462	307.04	5055	1378.59	1085	1064.63
5	Micro Agents	318094	12179.23	271998	735.73	859375	22208.97	617653	2091.43
6	Direct Business	24081	18930.76	22320	24877.06	80097	97263.21	66531	77286.36
	Total (A)	6353680	1314939.54	8213608	1754829.80	21896220	5140261.80	21403905	5102611.05
1	Referral (B)						0		
	Grand Total (A+B)	6353680	1314939.54	8213608	1754829.80	21896220	5140261.80	21403905	5102611.05

Note:

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