

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.12.2019

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different channels (Individuals)				Up to the period		Same period of the previous year	
		Current Quarter		Same quarter Previous Year		No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)
		No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)	No. of Policies	Premium(LACS)
1	Individual agents	6695546	1281221.71	4369195	1248217.06	14763443	3628592.70	12653417	3217733.68
2	Corporate Agents-Banks	67025	34645.84	47127	35080.43	158931	102340.93	120006	71694.48
3	Corporate Agents -Others	6768	1124.12	8854	1156.26	18525	2996.70	25466	2695.00
4	Brokers	428	459.69	383	444.29	1053	2087.11	919	1135.50
5	IMFS	2052	545.37	167	274.12	3291	943.12	623	757.59
6	Micro Agents	241609	5266.58	156712	518.4	541281	10029.74	345655	1355.70
7	Direct Business	25688	18452.19	15497	24351.61	56016	78332.45	44211	52409.30
	Total (A)	7039116	1341715.50	4597935	1310042.17	15542540	3825322.76	13190297	3347781.25
1	Referral (B)								
	Grand Total (A+B)	7039116	1341715.50	4597935	1310042.17	15542540	3825322.76	13190297	3347781.25

Note:

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