

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 30.09.2019

(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	4788861	1477618.26	4846696	1137757.96	8067897	2350533.65	8284222	1969516.62
2	Corporate Agents-Banks	56207	44784.29	49170	24546.52	91906	67695.09	72879	36614.05
3	Corporate Agents -Others	5806	1155.29	10144	908.46	11757	1872.58	16612	1538.74
4	Brokers	368	1193.67	300	424.93	625	1627.42	536	691.21
5	IMFS	981	324.42	325	302.75	1239	397.75	456	483.47
6	Micro Agents	219800	4345.80	121990	482.33	299672	4763.16	188943	837.30
7	Direct Business	18197	42520.94	16758	16964.73	30328	59880.26	28714	28057.69
	Total (A)	5090220	1571942.67	5045383	1181387.68	8503424	2486769.91	8592362	2037739.08
1	Referral (B)								
	Grand Total (A+B)	5090220	1571942.67	5045383	1181387.68	8503424	2486769.91	8592362	2037739.08

Note:

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