

PERIODIC DISCLOSURES

FORM L

Business Acquisition through different channels (Individuals)

Insurer: **LIC OF INDIA**

FOR THE QTR ENDED 30.06.2019 (Prov.)

(Rs in Lakhs)

Business Acquisition through different channels (Individuals)

Sl.No.	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	3279036	872915.33	3437526	831758.41	3279036	872915.33	3437526	831758.41
2	Corporate Agents-Banks	35699	22910.80	23709	12067.53	35699	22910.80	23709	12067.53
3	Corporate Agents -Others	5951	717.30	6468	630.28	5951	717.30	6468	630.28
4	Brokers	257	433.76	236	266.00	257	433.76	236	266.00
	IMF	258	73.33	131	180.72	258	73.33	131	180.72
5	Micro Agents	79872	417.40	66953	354.97	79872	417.40	66953	354.97
6	Direct Business	12131	17359.32	11956	11093.08	12131	17359.32	11956	11093.08
	Total (A)	3413204	914827.24	3546979	856350.99	3413204	914827.24	3546979	856350.99
7	Referral (B)	0	0	0	0	0	0	0	0
	Grand Total (A+B)	3413204	914827.24	3546979	856350.99	3413204	914827.24	3546979	856350.99

Note:

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