

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.03.2018

(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	8001491	1456255.42	7979692	1290745.60	20466518	4949042.62	19367728	4381401.54
2	Corporate Agents-Banks	71363	35991.03	70136	41714.11	180614	135043.40	170232	108902.94
3	Corporate Agents -Others	8513	1320.95	8665	1516.72	28744	4435.12	22680	4657.14
4	Brokers	382	942.58	391	300.83	1476	2571.21	828	1659.06
5	Micro Agents	223845	604.7	188696	522.64	564541	1786.81	480892	1587.13
6	Direct Business	21392	3278.44	20776	15077.44	68805	84516.09	60882	66394.27
	Total (A)	8326986	1498393.12	8268356	1349877.34	21310698	5177395.25	20103242	4564602.08
1	Referral (B)								
	Grand Total (A+B)	8326986	1498393.12	8268356	1349877.34	21310698	5177395.25	20103242	4564602.08

Note:

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