

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.03.2019

(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	7836017	1670932.50	8001491	1456255.42	20489434	4888666.18	20466518	4949042.62
2	Corporate Agents-Banks	70417	55243.54	71363	35991.03	190423	126938.02	180614	135043.40
3	Corporate Agents -Others	11702	1905.22	8209	1023.44	37168	4600.22	28266	3664.94
4	Brokers	692	828.71	382	942.58	1611	1964.21	1476	2571.21
	IMFs	462	307.04	304	297.51	1085	1064.63	478	770.18
5	Micro Agents	271998	735.73	223845	604.7	617653	2091.43	564541	1786.81
6	Direct Business	22320	24877.06	21392	3278.44	66531	77286.36	68805	84516.09
	Total (A)	8213608	1754829.80	8326986	1498393.12	21403905	5102611.05	21310698	5177395.25
1	Referral (B)								
	Grand Total (A+B)	8213608	1754829.80	8326986	1498393.12	21403905	5102611.05	21310698	5177395.25

Note:

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