

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.12.2018

(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	4369195	1248217.06	4465647	1489027.04	12653417	3217733.68	12465027	3492787.19
2	Corporate Agents-Banks	47127	35080.43	40702	42708.42	120006	71694.48	109251	99052.37
3	Corporate Agents -Others	8854	1156.26	7220	1213.35	25466	2695.00	20057	2641.50
4	Brokers	383	444.29	250	654.61	919	1135.50	1094	1628.63
5	IMFS	167	274.12	81	291.94	623	757.59	174	472.67
6	Micro Agents	156712	518.40	140913	421.83	345655	1355.70	340696	1182.12
7	Direct Business	15497	24351.61	16082	38737.91	44211	52409.30	47413	81237.65
	Total (A)	4597935	1310042.17	4670895	1573055.1	13190297	3347781.25	12983712	3679002.13
1	Referral (B)								
	Grand Total (A+B)	4597935	1310042.17	4670895	1573055.1	13190297	3347781.25	12983712	3679002.13

Note:

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