

PERIODIC DISCLOSURES

FORM L-38

Business Acquisition through different channels (Individuals)

Insurer: LIC OF INDIA Date: 30.09.2018 FOR THE QTR ENDED 30.09.2018

FINAL

(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	4846696	1137757.96	4452493	1206615.27	8284222	1969516.62	7999380	2003781.68
2	Corporate Agents-Banks	49170	24546.52	43959	39347.13	72879	36614.05	68549	56343.95
3	Corporate Agents -Others	10144	908.46	8014	924.25	16612	1538.74	12837	1428.15
4	Brokers	300	424.93	515	433.94	536	691.21	844	974.01
5		325	302.75	22	154.92	456	483.47	93	180.73
6	Micro Agents	121990	482.33	130553	490.30	188943	837.30	199783	738.77
7	Direct Business	16758	16964.73	17524	27875.70	28714	28057.69	31331	42499.74
	Total (A)	5045383	1181387.68	4653080.00	1275841.51	8592362.00	2037739.08	8312817.00	2105947.03
1	Referral (B)	0	0.00	0	0.00	0	0	0	0.00
	Grand Total (A+B)	5045383	1181387.68	4653080	1275841.51	8592362	2037739.08	8312817	2105947.03

Note:

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

NOTE : The business of Direct Marketing includes business completed by DSEs, Visting DSEs, DSAs and Online Business (without intermediary).

EXECUTIVE DIRECTOR (DIR.MKTG.)