

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 31.12.2017

(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	4465647	1489027.03	3620005	1395863.70	12465027	3492787.19	11388036	3090655.93
2	Corporate Agents-Banks	40702	42708.42	28593	36160.18	109251	99052.37	100096	67188.83
3	Corporate Agents -Others	7301	1505.29	4041	1704.58	20231	3114.17	14015	3140.42
4	Brokers	250	654.62	191	722.47	1094	1628.63	437	1358.24
5	Micro Agents	140913	421.83	116481	410.01	340696	1182.12	292196	1064.50
6	Direct Business	16082	38737.91	14888	28303.37	47413	81237.65	40106	51316.82
	Total (A)	4670895	1573055.10	3784199	1463164.31	12983712	3679002.13	11834886	3214724.74
1	Referral (B)								
	Grand Total (A+B)	4670895	1573055.10	3784199	1463164.31	12983712	3679002.13	11834886	3214724.74

Note:

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