

PERIODIC DISCLOSURES

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

Insurer: LIC OF INDIA

FOR THE QTR ENDED 30.09.2020

(Rs in Lakhs)

Sl.No.	Channels	Business Acquisition through different channels (Individuals)							
		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	5785726	2419764.47	4788861	1477618.26	5785726	2419764.47	8067897	2350533.65
2	Corporate Agents-Banks	53870	66748.03	56207	44784.29	73342	84833.48	91906	67695.09
3	Corporate Agents -Others	6583	2411.68	5806	1155.29	8816	2845.17	11757	1872.58
4	Brokers	356	1346.05	368	1193.67	512	1811.70	625	1627.42
5	IMFS	1689	916.21	981	324.42	2293	1108.05	1239	397.75
6	Micro Agents	201095	9021.43	219800	4345.80	249312	11193.30	299672	4763.16
7	Direct Business	21455	50101.05	18197	42520.94	30554	69018.09	30328	59880.26
	Total (A)	6070774	2550308.926	5090220	1571942.67	6150555	2590574.266	8503424	2486769.91
1	Referral (B)								
	Grand Total (A+B)	6070774	2550308.926	5090220	1571942.67	6150555	2590574.27	8503424	2486769.91

Note:

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