**FORM L-38 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUAL)**

**Name of the Insurer: LIC OF INDIA** **Date:**

**Business Acquisition through Different Channels (Individual)** **FOR THE QTR ENDED : 31.03.2026**

| Sl. No. | Channels | For the Quarter - Current Year | | For the Quarter - Previous Year | | Up to the Quarter - Current Year | | Up to the Quarter - Previous Year | |
|---|---|---|---|---|---|---|---|---|---|
| | | No. of Policies | Premium (Rs. Lakhs) | No. of Policies | Premium (Rs. Lakhs) | No. of Policies | Premium (Rs. Lakhs) | No. of Policies | Premium (Rs. Lakhs) |
| 1 | Individual agents | 6695256 | 2085567.98 | 6002231 | 1845096.59 | 18149640 | 6197730.882 | 17358647 | 5857599.99 |
| 2 | Corporate Agents-Banks | 28243 | 111570.80 | 42707 | 112510.54 | 104921 | 315133.25 | 125303 | 257674.38 |
| 3 | Corporate Agents -Others | 3181 | 755.60 | 4386 | 928.13 | 10087 | 2296.15 | 20294 | 4188.01 |
| 4 | Brokers | 2431 | 18492.04 | 1032 | 4091.58 | 8038 | 61712.34 | 4483 | 14433.53 |
| 5 | Micro Agents | 31733 | 2555.73 | 7041 | 799.76 | 112005 | 8907.26 | 178556 | 10910.76 |
| 6 | Direct Business | 0 | 0.00 | 0 | 0.00 | | | | |
| | - Online (Through Company Webs | 7279 | 5760.73 | 1426 | 1638.90 | 21278 | 17824.24 | 5004 | 6098.04 |
| | - Others (NPS) | 845 | 6867.74 | 1049 | 6794.04 | 4309 | 31956.21 | 3744 | 27132.63 |
| | | | | | | | | | |
| 7 | IMF | 6380 | 39816.20 | 5546 | 29915.45 | 19178 | 117885.30 | 14485 | 53768.23 |
| 8 | Common Service Centres | 1963 | 280.02 | 7026 | 969.69 | 11699 | 1672.67 | 72383 | 8635.04 |
| 9 | Web Aggregators | 0 | 0.00 | 0 | 0.00 | | | | |
| 10 | Point of Sales | 8 | 0.29 | 26 | 16.29 | 20 | 0.97 | 76 | 18.87 |
| 11 | Others | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | Total | **6777319** | **2271667.14** | **6072470** | **2002760.98** | **18441175** | **6755119.28** | **17782975** | **6240459.49** |
| | Referral Arrangements | | | | | | | | |