

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

Date: September 30, 2021

Name of the Insurer: Reliance Nippon Life Insurance Company Limited

Business Acquisition through Different Channels (Individual)

Sl. No.	Channels	FOR THE QUARTER ENDED ON 30TH SEPTEMBER, 2021		FOR THE QUARTER ENDED ON 30TH SEPTEMBER, 2020		UPTO THE QUARTER ENDED ON 30TH SEPTEMBER, 2021		UPTO THE QUARTER ENDED ON 30TH SEPTEMBER, 2020	
		No. of Policies	Premium (₹ Lakhs)	No. of Policies	Premium (₹ Lakhs)	No. of Policies	Premium (₹ Lakhs)	No. of Policies	Premium (₹ Lakhs)
1	Individual agents	14,593	8,479	14,699	7,549	26,894	15,770	30,721	15,039
2	Corporate Agents-Banks	1,169	362	1,094	288	1,814	550	1,749	426
3	Corporate Agents -Others	3,212	1,080	2,970	809	5,827	1,911	4,736	1,237
4	Brokers	1,454	589	2,318	849	2,329	806	3,225	1,236
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	19,426	10,801	24,442	12,100	36,287	19,824	42,942	19,084
	- Online (Through Company Website)	11	4	63	17	13	13	102	28
	- Others	19,415	10,797	24,379	12,083	36,274	19,811	42,840	19,055
7	IMF	-	-	-	-	-	-	-	-
8	Common Service Centres	-	-	-	-	-	-	-	-
9	Web Aggregators	-	2	109	6	-	5	148	10
10	Point of Sales	-	-	-	-	-	-	-	-
11	Others (Please Specify)	-	-	-	-	-	-	-	-
	Total	39,854	21,313	45,632	21,600	73,151	38,865	83,521	37,031
	Referral Arrangements	-	-	-	-	-	-	-	-
	Grand Total	39,854	21,313	45,632	21,600	73,151	38,865	83,521	37,031

Note:

1. No of Policies stand for no. of policies sold