

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

Date: June 30, 2021

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 30th June, 2021			For the Quarter ended on 30th June, 2020		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	954	3	1	1,147	3
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	15	39,849	808	7	37,753	634
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	16	40,803	811	8	38,900	637
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	16	40,803	811	8	38,900	637

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2021			Upto the Quarter ended on 30th June, 2020		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	954	3	1	1,147	3
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	15	39,849	808	7	37,753	634
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	16	40,803	811	8	38,900	637
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	16	40,803	811	8	38,900	637

Note:

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