

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

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	Premium	No. of Policies	Premium
1	Individual agents	12,301	7,290	16,022	7,490
2	Corporate Agents-Banks	645	188	655	138
3	Corporate Agents -Others	2,615	831	1,766	428
4	Brokers	875	216	907	387
5	Micro Agents	-	-	-	-
6	Direct Business	16,861	9,023	18,500	6,984
7	Web Aggregator	-	3	39	4
	Total (A)	33,297	17,552	37,889	15,431
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	33,297	17,552	37,889	15,431

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2021		Upto the Quarter ended on 30th June, 2020	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	12,301	7,290	16,022	7,490
2	Corporate Agents-Banks	645	188	655	138
3	Corporate Agents -Others	2,615	831	1,766	428
4	Brokers	875	216	907	387
5	Micro Agents	-	-	-	-
6	Direct Business	16,861	9,023	18,500	6,984
7	Web Aggregator	-	3	39	4
	Total (A)	33,297	17,552	37,889	15,431
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	33,297	17,552	37,889	15,431

Note:

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