

Dated: 31st March, 2021

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

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st March, 2021		For the Quarter ended on 31st March, 2020	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	18,516	12,245	26,199	14,415
2	Corporate Agents-Banks	1,564	482	1,163	263
3	Corporate Agents -Others	5,220	1,704	4,828	1,492
4	Brokers	2,822	1,067	3,294	1,062
5	Micro Agents	-	-	-	-
6	Direct Business	30,544	18,120	18,704	9,810
7	Web Aggregator	-	4	22	4
	Total (A)	58,666	33,622	54,210	27,046
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	58,666	33,622	54,210	27,046

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2021		Upto the Quarter ended on 31st March, 2020	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	63,581	35,609	1,01,858	51,249
2	Corporate Agents-Banks	4,251	1,149	4,639	1,232
3	Corporate Agents -Others	14,549	4,369	19,115	5,793
4	Brokers	8,969	3,199	13,647	4,822
5	Micro Agents	-	-	-	-
6	Direct Business	98,873	51,310	65,435	31,017
7	Web Aggregator	201	18	150	13
	Total (A)	1,90,424	95,654	2,04,844	94,126
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	1,90,424	95,654	2,04,844	94,126

Note:

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