

Dated: 31st December, 2020

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 December, 2020		For the Quarter ended on 31st December, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	14,344	8,325	22,938	13,172
2	Corporate Agents-Banks	938	241	871	160
3	Corporate Agents -Others	4,593	1,428	4,749	1,455
4	Brokers	2,922	897	2,975	1,131
5	Micro Agents	-	-	-	-
6	Direct Business	25,387	14,106	16,262	7,974
7	Web Aggregator	53	4	22	4
	Total (A)	48,237	25,001	47,817	23,896
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	48,237	25,001	47,817	23,896

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2020		Upto the Quarter ended on 31st December, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	45,065	23,363	75,659	36,834
2	Corporate Agents-Banks	2,687	667	3,476	969
3	Corporate Agents -Others	9,329	2,665	14,287	4,301
4	Brokers	6,147	2,133	10,353	3,759
5	Micro Agents	-	-	-	-
6	Direct Business	68,329	33,190	46,731	21,207
7	Web Aggregator	201	14	128	9
	Total (A)	1,31,758	62,032	1,50,634	67,080
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	1,31,758	62,032	1,50,634	67,080

Note:

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