

Dated: 30th September, 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 30th September, 2020		For the Quarter ended on 30th September, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	14,699	7,549	24,547	11,957
2	Corporate Agents-Banks	1,094	288	1,304	357
3	Corporate Agents -Others	2,970	809	4,707	1,418
4	Brokers	2,318	849	3,530	1,269
5	Micro Agents	-	-	-	-
6	Direct Business	24,442	12,100	15,895	6,863
7	Web Aggregator	109	6	54	4
	Total (A)	45,632	21,600	50,037	21,869
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	45,632	21,600	50,037	21,869

(₹ in Lacs)

Sr. No	Channels	For the Half Year ended on 30th September, 2020		For the Half Year ended on 30th September, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	30,721	15,039	52,721	23,662
2	Corporate Agents-Banks	1,749	426	2,605	809
3	Corporate Agents -Others	4,736	1,237	9,538	2,846
4	Brokers	3,225	1,236	7,378	2,628
5	Micro Agents	-	-	-	-
6	Direct Business	42,942	19,084	30,469	13,234
7	Web Aggregator	148	10	106	6
	Total (A)	83,521	37,031	1,02,817	43,185
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	83,521	37,031	1,02,817	43,185

Note:

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