

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

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

Date: June 30, 2020

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 30th June, 2020		For the Quarter ended on 30th June, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	16,022	7,490	28,174	11,705
2	Corporate Agents-Banks	655	138	1,301	452
3	Corporate Agents -Others	1,766	428	4,831	1,428
4	Brokers	907	387	3,848	1,359
5	Micro Agents	-	-	-	-
6	Direct Business	18,500	6,984	14,574	6,371
7	Web Aggregator	39	4	52	1
	Total (A)	37,889	15,431	52,780	21,316
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	37,889	15,431	52,780	21,316

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2020		Upto the Quarter ended on 30th June, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	16,022	7,490	28,174	11,705
2	Corporate Agents-Banks	655	138	1,301	452
3	Corporate Agents -Others	1,766	428	4,831	1,428
4	Brokers	907	387	3,848	1,359
5	Micro Agents	-	-	-	-
6	Direct Business	18,500	6,984	14,574	6,371
7	Web Aggregator	39	4	52	1
	Total (A)	37,889	15,431	52,780	21,316
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	37,889	15,431	52,780	21,316

Note:

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