FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

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 / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	1,147	3	-	35	0
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	7	37,753	634	12	1,16,250	1,387
7	Web Aggregator	-	-	-			
	Total (A)	**8**	**38,900**	**637**	**12**	**1,16,285**	**1,388**
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	**8**	**38,900**	**637**	**12**	**1,16,285**	**1,388**

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2020			Upto the Quarter ended on 30th June, 2019		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	1,147	3	-	35	0
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	7	37,753	634	12	1,16,250	1,387
7	Web Aggregator	-	-	-			
	Total (A)	**8**	**38,900**	**637**	**12**	**1,16,285**	**1,388**
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	**8**	**38,900**	**637**	**12**	**1,16,285**	**1,388**

Note:

1. Premium means amount of premium received from business acquired by the source

2. No of Policies stand for no. of policies sold