

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

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

Date: March 31, 2020

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st March, 2020			For the Quarter ended on 31st March, 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	924	5	1	852	4
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	14	14,693	1,181	23	1,28,642	9,035
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	15	15,617	1,186	24	1,29,494	9,039
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	15	15,617	1,186	24	1,29,494	9,039

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2020			Upto the Quarter ended on 31st March, 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	3	1,228	13	6	5,675	23
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	54	6,12,577	6,473	74	30,15,786	16,468
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	57	6,13,805	6,485	80	30,21,461	16,491
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	57	6,13,805	6,485	80	30,21,461	16,491

Note:

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