

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

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	Premium	No. of Policies	Premium
1	Individual agents	26,199	14,415	32,800	14,655
2	Corporate Agents-Banks	1,163	263	3,165	1,127
3	Corporate Agents -Others	4,828	1,492	5,195	1,632
4	Brokers	3,294	1,062	5,125	1,896
5	Micro Agents	-	-	-	-
6	Direct Business	18,704	9,810	20,445	7,752
7	Web Aggregator	22	4	3	0
	Total (A)	54,210	27,046	66,733	27,062
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	54,210	27,046	66,733	27,062

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2020		Upto the Quarter ended on 31st March, 2019	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,01,858	51,249	1,17,216	50,392
2	Corporate Agents-Banks	4,639	1,232	9,634	3,526
3	Corporate Agents -Others	19,115	5,793	17,143	5,588
4	Brokers	13,647	4,822	16,953	6,330
5	Micro Agents	-	-	-	-
6	Direct Business	65,435	31,017	64,922	24,373
7	Web Aggregator	150	13	3	0
	Total (A)	2,04,844	94,126	2,25,871	90,209
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	2,04,844	94,126	2,25,871	90,209

Note:

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