

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

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st December, 2019			For the Quarter ended on 31st December, 2018		
		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	37	1	2	3,165	6
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	10	(50,880)	1,696	13	4,84,843	1,764
7	Web Aggregator	-	-	-	-	-	-
	<b>Total (A)</b>	<b>11</b>	<b>(50,843)</b>	<b>1,697</b>	<b>15</b>	<b>4,88,008</b>	<b>1,770</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>11</b>	<b>(50,843)</b>	<b>1,697</b>	<b>15</b>	<b>4,88,008</b>	<b>1,770</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2019			Upto the Quarter ended on 31st December, 2018		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	(1)	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	304	8	5	4,823	19
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	40	5,97,884	5,292	51	28,87,144	7,434
7	Web Aggregator	-	-	-	-	-	-
	<b>Total (A)</b>	<b>42</b>	<b>5,98,188</b>	<b>5,300</b>	<b>56</b>	<b>28,91,966</b>	<b>7,452</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>42</b>	<b>5,98,188</b>	<b>5,300</b>	<b>56</b>	<b>28,91,966</b>	<b>7,452</b>

Note:

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