

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

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	Premium	No. of Policies	Premium
1	Individual agents	22,938	13,172	27,722	12,113
2	Corporate Agents-Banks	871	160	3,100	1,199
3	Corporate Agents -Others	4,749	1,455	4,416	1,399
4	Brokers	2,975	1,131	4,686	1,701
5	Micro Agents	-	-	-	-
6	Direct Business	16,262	7,974	16,371	6,120
7	Web Aggregator	22	4	-	-
	Total (A)	47,817	23,896	56,295	22,531
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	47,817	23,896	56,295	22,531

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2019		Upto the Quarter ended on 31st December, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	75,659	36,834	84,416	35,737
2	Corporate Agents-Banks	3,476	969	6,469	2,399
3	Corporate Agents -Others	14,287	4,301	11,948	3,956
4	Brokers	10,353	3,759	11,828	4,434
5	Micro Agents	-	-	-	-
6	Direct Business	46,731	21,207	44,477	16,621
7	Web Aggregator	128	9	-	-
	Total (A)	1,50,634	67,080	1,59,138	63,148
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	1,50,634	67,080	1,59,138	63,148

Note:

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