

FORM L-38 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)
RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED
(Formerly known as Reliance Life Insurance Company Limited)

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 30th September, 2019		For the Quarter ended on 30th September, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	24,547	11,957	29,337	13,200
2	Corporate Agents-Banks	1,304	357	2,096	793
3	Corporate Agents -Others	4,707	1,418	4,139	1,452
4	Brokers	3,530	1,269	4,293	1,702
5	Micro Agents	-	-	-	-
6	Direct Business	15,895	6,863	15,071	5,814
7	Web Aggregator	54	4	-	-
	Total (A)	50,037	21,869	54,936	22,961
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	50,037	21,869	54,936	22,961

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2019		Upto the Quarter ended on 30th September, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	52,721	23,662	56,694	23,625
2	Corporate Agents-Banks	2,605	809	3,369	1,200
3	Corporate Agents -Others	9,538	2,846	7,532	2,557
4	Brokers	7,378	2,628	7,142	2,733
5	Micro Agents	-	-	-	-
6	Direct Business	30,469	13,234	28,106	10,501
7	Web Aggregator	106	6	-	-
	Total (A)	1,02,817	43,185	1,02,843	40,616
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	1,02,817	43,185	1,02,843	40,616

Note:

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