

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)
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 / 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	232	7	1	353	1
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	18	5,32,514	2,208	23	20,29,740	2,609
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	19	5,32,746	2,215	24	20,30,093	2,610
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	19	5,32,746	2,215	24	20,30,093	2,610

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2019			Upto the Quarter ended on 30th September, 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	267	7	3	1,658	12
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	30	6,48,764	3,596	38	24,02,301	5,670
7	Web Aggregator	-	-	-	-	-	-
	Total (A)	31	6,49,031	3,603	41	24,03,959	5,682
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	31	6,49,031	3,603	41	24,03,959	5,682

Note:

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