

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 30th June, 2019			For the Quarter ended on 30th June, 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	-	35	0	2	1,305	11
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	12	116,250	1,387	15	372,561	3,061
	<b>Total (A)</b>	<b>12</b>	<b>116,285</b>	<b>1,388</b>	<b>17</b>	<b>373,865</b>	<b>3,072</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>12</b>	<b>116,285</b>	<b>1,388</b>	<b>17</b>	<b>373,865</b>	<b>3,072</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2019			Upto the Quarter ended on 30th June, 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	-	35	0	2	1,305	11
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	12	116,250	1,387	15	372,561	3,061
	<b>Total (A)</b>	<b>12</b>	<b>116,285</b>	<b>1,388</b>	<b>17</b>	<b>373,865</b>	<b>3,072</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>12</b>	<b>116,285</b>	<b>1,388</b>	<b>17</b>	<b>373,865</b>	<b>3,072</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