

**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 30th June, 2019		For the Quarter ended on 30th June, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	28,174	11,705	27,357	10,424
2	Corporate Agents-Banks	1,301	452	1,273	408
3	Corporate Agents -Others	4,831	1,428	3,393	1,105
4	Brokers	3,848	1,359	2,849	1,032
5	Micro Agents	-	-		
6	Direct Business	14,574	6,371	13,035	4,687
7	Web Aggregator	52	1	-	-
	Total (A)	52,780	21,316	47,907	17,656
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	52,780	21,316	47,907	17,656

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2019		Upto the Quarter ended on 30th June, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	28,174	11,705	27,357	10,424
2	Corporate Agents-Banks	1,301	452	1,273	408
3	Corporate Agents -Others	4,831	1,428	3,393	1,105
4	Brokers	3,848	1,359	2,849	1,032
5	Micro Agents	-	-		
6	Direct Business	14,574	6,371	13,035	4,687
7	Web Aggregator	52	1	-	-
	Total (A)	52,780	21,316	47,907	17,656
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	52,780	21,316	47,907	17,656

Note:

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