

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 31st March, 2019			For the Quarter ended on 31st March, 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	852	4	1	792	4
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	23	128,642	9,035	31	273,015	4,646
7	Web Aggregator	-	-	-	-	-	-
	<b>Total (A)</b>	<b>24</b>	<b>129,494</b>	<b>9,039</b>	<b>32</b>	<b>273,807</b>	<b>4,650</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>24</b>	<b>129,494</b>	<b>9,039</b>	<b>32</b>	<b>273,807</b>	<b>4,650</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2019			Upto the Quarter ended on 31st March, 2018		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	1	148	2
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	6	5,675	23	6	7,044	26
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	74	3,015,786	16,468	137	1,237,495	17,115
7	Web Aggregator	-	-	-	-	-	-
	<b>Total (A)</b>	<b>80</b>	<b>3,021,461</b>	<b>16,491</b>	<b>144</b>	<b>1,244,687</b>	<b>17,142</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>80</b>	<b>3,021,461</b>	<b>16,491</b>	<b>144</b>	<b>1,244,687</b>	<b>17,142</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