

**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 31st March, 2019		For the Quarter ended on 31st March, 2018	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	32,800	14,655	45,232	17,587
2	Corporate Agents-Banks	3,165	1,127	3,221	656
3	Corporate Agents -Others	5,195	1,632	943	635
4	Brokers	5,125	1,896	3,538	1,609
5	Micro Agents	-	-	-	-
6	Direct Business	20,445	7,752	16,398	5,907
7	Web Aggregator	3	0	-	-
	<b>Total (A)</b>	<b>66,733</b>	<b>27,062</b>	<b>69,332</b>	<b>26,393</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>66,733</b>	<b>27,062</b>	<b>69,332</b>	<b>26,393</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	Premium	No. of Policies	Premium
1	Individual agents	1,17,216	50,392	1,41,472	49,400
2	Corporate Agents-Banks	9,634	3,526	3,502	714
3	Corporate Agents -Others	17,143	5,588	9,422	2,701
4	Brokers	16,953	6,330	10,006	4,050
5	Micro Agents	-	-	-	-
6	Direct Business	64,922	24,373	52,105	17,554
7	Web Aggregator	3	0	-	-
	<b>Total (A)</b>	<b>2,25,871</b>	<b>90,209</b>	<b>2,16,507</b>	<b>74,420</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>2,25,871</b>	<b>90,209</b>	<b>2,16,507</b>	<b>74,420</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