

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 December, 2018			For the Quarter ended on 31st December, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	1	72	1
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	3,165	6	2	5,510	9
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	13	484,843	1,764	43	164,625	4,743
	Total (A)	15	488,008	1,770	46	170,207	4,752
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	15	488,008	1,770	46	170,207	4,752

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2018			Upto the Quarter ended on 31st December, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	(1)	-	1	148	2
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	5	4,823	19	5	6,252	22
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	51	2,887,144	7,434	106	964,480	12,469
	Total (A)	56	2,891,966	7,452	112	970,880	12,492
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	56	2,891,966	7,452	112	970,880	12,492

Note:

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