

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 December, 2018 | | For the Quarter ended on 31st December, 2017 | |
|--------|--------------------------|---|---------------|---|---------------|
| | | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 27,722 | 12,113 | 30,312 | 10,795 |
| 2 | Corporate Agents-Banks | 3,100 | 1,199 | 130 | 28 |
| 3 | Corporate Agents -Others | 4,416 | 1,399 | 2,536 | 632 |
| 4 | Brokers | 4,686 | 1,701 | 2,821 | 1,072 |
| 5 | Micro Agents | - | - | - | - |
| 6 | Direct Business | 16,371 | 6,120 | 12,720 | 4,278 |
| | Total (A) | 56,295 | 22,531 | 48,519 | 16,806 |
| 1 | Referral (B) | - | - | - | - |
| | Grand Total (A+B) | 56,295 | 22,531 | 48,519 | 16,806 |

(₹ in Lacs)

| Sr. No | Channels | Upto the Quarter ended on 31st December, 2018 | | Upto the Quarter ended on 31st December, 2017 | |
|--------|--------------------------|--|---------------|--|---------------|
| | | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | 84,416 | 35,737 | 96,240 | 31,814 |
| 2 | Corporate Agents-Banks | 6,469 | 2,399 | 281 | 58 |
| 3 | Corporate Agents -Others | 11,948 | 3,956 | 8,479 | 2,066 |
| 4 | Brokers | 11,828 | 4,434 | 6,468 | 2,441 |
| 5 | Micro Agents | - | - | - | - |
| 6 | Direct Business | 44,477 | 16,621 | 35,707 | 11,647 |
| | Total (A) | 1,59,138 | 63,148 | 1,47,175 | 48,027 |
| 1 | Referral (B) | - | - | - | - |
| | Grand Total (A+B) | 1,59,138 | 63,148 | 1,47,175 | 48,027 |

Note:

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