

**FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)**  
**RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED**  
(Formerly known as Reliance Life Insurance Company Limited)

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 30th September, 2018			For the Quarter ended on 30th September, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	66	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	1	353	1	1	330	1
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	23	2,029,740	2,609	29	167,668	3,722
	<b>Total (A)</b>	<b>24</b>	<b>2,030,093</b>	<b>2,610</b>	<b>30</b>	<b>168,064</b>	<b>3,724</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>24</b>	<b>2,030,093</b>	<b>2,610</b>	<b>30</b>	<b>168,064</b>	<b>3,724</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2018			Upto the Quarter ended on 30th September, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	76	1
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	3	1,658	12	3	742	13
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	38	2,402,301	5,670	63	799,855	7,726
	<b>Total (A)</b>	<b>41</b>	<b>2,403,959</b>	<b>5,682</b>	<b>66</b>	<b>800,673</b>	<b>7,740</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>41</b>	<b>2,403,959</b>	<b>5,682</b>	<b>66</b>	<b>800,673</b>	<b>7,740</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