

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 30th September, 2018		For the Quarter ended on 30th September, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	29,337	13,200	33,741	11,339
2	Corporate Agents-Banks	2,096	793	104	22
3	Corporate Agents -Others	4,139	1,452	3,377	844
4	Brokers	4,293	1,702	2,376	925
5	Micro Agents	-	-	-	-
6	Direct Business	15,071	5,814	12,285	3,805
	Total (A)	54,936	22,961	51,883	16,935
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	54,936	22,961	51,883	16,935

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2018		Upto the Quarter ended on 30th September, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	56,694	23,625	65,928	21,019
2	Corporate Agents-Banks	3,369	1,200	151	31
3	Corporate Agents -Others	7,532	2,557	5,943	1,434
4	Brokers	7,142	2,733	3,647	1,369
5	Micro Agents	-	-	-	-
6	Direct Business	28,106	10,501	22,987	7,369
	Total (A)	1,02,843	40,616	98,656	31,221
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	1,02,843	40,616	98,656	31,221

Note:

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