

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 June, 2018			For the Quarter ended on 30th June, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	(1)	-	-	10	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	1,305	11	2	412	12
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	15	372,561	3,061	34	632,187	4,004
	Total (A)	17	373,865	3,072	36	632,609	4,016
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	17	373,865	3,072	36	632,609	4,016

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2018			Upto the Quarter ended on 30th June, 2017		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	(1)	-	-	10	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	1,305	11	2	412	12
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	15	372,561	3,061	34	632,187	4,004
	Total (A)	17	373,865	3,072	36	632,609	4,016
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	17	373,865	3,072	36	632,609	4,016

Note:

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