

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 June, 2018		For the Quarter ended on 30th June, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	27,357	10,424	32,187	9,680
2	Corporate Agents-Banks	1,273	408	47	9
3	Corporate Agents -Others	3,393	1,105	2,566	589
4	Brokers	2,849	1,032	1,271	444
5	Micro Agents			-	-
6	Direct Business	13,035	4,687	10,702	3,564
	Total (A)	47,907	17,656	46,773	14,286
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	47,907	17,656	46,773	14,286

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2018		Upto the Quarter ended on 30th June, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	27,357	10,424	32,187	9,680
2	Corporate Agents-Banks	1,273	408	47	9
3	Corporate Agents -Others	3,393	1,105	2,566	589
4	Brokers	2,849	1,032	1,271	444
5	Micro Agents			-	-
6	Direct Business	13,035	4,687	10,702	3,564
	Total (A)	47,907	17,656	46,773	14,286
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	47,907	17,656	46,773	14,286

Note:

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