

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 March, 2018		For the Quarter ended on 31st March, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	45,232	17,587	65,338	17,361
2	Corporate Agents-Banks	3,221	656	130	44
3	Corporate Agents -Others	943	635	3,807	879
4	Brokers	3,538	1,609	3,332	972
5	Micro Agents	-	-	-	-
6	Direct Business	16,398	5,907	16,781	5,726
	Total (A)	69,332	26,393	89,388	24,982
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	69,332	26,393	89,388	24,982

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2018		Upto the Quarter ended on 31st March, 2017	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	141,472	49,400	193,354	47,717
2	Corporate Agents-Banks	3,502	714	904	139
3	Corporate Agents -Others	9,422	2,701	13,935	2,764
4	Brokers	10,006	4,050	11,746	3,766
5	Micro Agents	-	-	-	-
6	Direct Business	52,105	17,554	52,128	16,752
	Total (A)	216,507	74,420	272,067	71,138
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	216,507	74,420	272,067	71,138

Note:

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