

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 31st December, 2017			For the Quarter ended on 31st December, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	72	1	2	975	14
2	Corporate Agents-Banks			-	-	-	-
3	Corporate Agents -Others			-	-	-	-
4	Brokers	2	5,510	9	3	13,678	20
5	Micro Agents			-	-	-	-
6	Direct Business	43	164,625	4,743	51	806,830	3,408
	Total (A)	46	170,207	4,752	56	821,483	3,443
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	46	170,207	4,752	56	821,483	3,443

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2017			Upto the Quarter ended on 31st December, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	148	2	3	1,519	25
2	Corporate Agents-Banks			-	-	-	-
3	Corporate Agents -Others			-	-	-	-
4	Brokers	5	6,252	22	7	22,817	88
5	Micro Agents			-	-	-	-
6	Direct Business	106	964,480	12,469	118	2,100,341	26,365
	Total (A)	112	970,880	12,492	128	2,124,677	26,477
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	112	970,880	12,492	128	2,124,677	26,477

Note:

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