

**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 December, 2017		For the Quarter ended on 31st December, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	30,312	10,795	42,743	11,937
2	Corporate Agents-Banks	130	28	273	39
3	Corporate Agents -Others	2,536	632	3,089	643
4	Brokers	2,821	1,072	2,916	1,009
5	Micro Agents	-	-	-	-
6	Direct Business	12,720	4,278	13,057	4,391
	<b>Total (A)</b>	<b>48,519</b>	<b>16,806</b>	<b>62,078</b>	<b>18,019</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>48,519</b>	<b>16,806</b>	<b>62,078</b>	<b>18,019</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2017		Upto the Quarter ended on 31st December, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	96,240	31,814	128,016	30,357
2	Corporate Agents-Banks	281	58	774	95
3	Corporate Agents -Others	8,479	2,066	10,128	1,884
4	Brokers	6,468	2,441	8,414	2,793
5	Micro Agents	-	-	-	-
6	Direct Business	35,707	11,647	35,347	11,026
	<b>Total (A)</b>	<b>147,175</b>	<b>48,027</b>	<b>182,679</b>	<b>46,156</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>147,175</b>	<b>48,027</b>	<b>182,679</b>	<b>46,156</b>

Note:

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