

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 September, 2017			For the Quarter ended on 30th September, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	66	0	1	503	10
2	Corporate Agents-Banks			-	-	-	-
3	Corporate Agents -Others			-	-	-	-
4	Brokers	1	330	1	3	1,464	41
5	Micro Agents			-	-	-	-
6	Direct Business	29	167,668	3,722	31	457,396	16,376
	Total (A)	30	168,064	3,724	35	459,363	16,427
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	30	168,064	3,724	35	459,363	16,427

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2017			Upto the Quarter ended on 30th September, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	76	1	1	544	10
2	Corporate Agents-Banks			-	-	-	-
3	Corporate Agents -Others			-	-	-	-
4	Brokers	3	742	13	4	9,139	67
5	Micro Agents			-	-	-	-
6	Direct Business	63	799,855	7,726	67	1,293,511	22,957
	Total (A)	66	800,673	7,740	72	1,303,194	23,034
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	66	800,673	7,740	72	1,303,194	23,034

Note:

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