

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 September, 2017		For the Quarter ended on 30th September, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	33,741	11,339	48,695	10,868
2	Corporate Agents-Banks	104	22	419	50
3	Corporate Agents -Others	3,377	844	3,766	699
4	Brokers	2,376	925	3,249	1,137
5	Micro Agents	-	-	-	-
6	Direct Business	12,285	3,805	12,073	3,689
	Total (A)	51,883	16,935	68,202	16,444
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	51,883	16,935	68,202	16,444

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2017		Upto the Quarter ended on 30th September, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	65,928	21,019	85,273	18,419
2	Corporate Agents-Banks	151	31	484	57
3	Corporate Agents -Others	5,943	1,434	7,056	1,242
4	Brokers	3,647	1,369	5,498	1,784
5	Micro Agents	-	-	-	-
6	Direct Business	22,987	7,369	22,290	6,635
	Total (A)	98,656	31,221	120,601	28,136
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	98,656	31,221	120,601	28,136

Note:

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