

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 June, 2017		For the Quarter ended on 30th June, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	32,187	9,680	36,578	7,551
2	Corporate Agents-Banks	47	9	65	6
3	Corporate Agents -Others	2,566	589	3,290	542
4	Brokers	1,271	444	2,249	646
5	Micro Agents	-	-	-	-
6	Direct Business	10,702	3,564	10,217	2,946
	Total (A)	46,773	14,286	52,399	11,693
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	46,773	14,286	52,399	11,693

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2017		Upto the Quarter ended on 30th June, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	32,187	9,680	36,578	7,551
2	Corporate Agents-Banks	47	9	65	6
3	Corporate Agents -Others	2,566	589	3,290	542
4	Brokers	1,271	444	2,249	646
5	Micro Agents	-	-	-	-
6	Direct Business	10,702	3,564	10,217	2,946
	Total (A)	46,773	14,286	52,399	11,693
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	46,773	14,286	52,399	11,693

Note:

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