

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 June, 2017			For the Quarter ended on 30th June, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	10	0	-	41	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	412	12	1	7,675	26
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	34	632,187	4,004	36	836,115	6,581
	Total (A)	36	632,609	4,016	37	843,831	6,607
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	36	632,609	4,016	37	843,831	6,607

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2017			Upto the Quarter ended on 30th June, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	10	0	-	41	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	2	412	12	1	7,675	26
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	34	632,187	4,004	36	836,115	6,581
	Total (A)	36	632,609	4,016	37	843,831	6,607
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	36	632,609	4,016	37	843,831	6,607

Note:

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