

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 March, 2017		For the Quarter ended on 31st March, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	65,338	17,361	82,474	20,379
2	Corporate Agents-Banks	130	44	1	0
3	Corporate Agents -Others	3,807	879	4,921	1,066
4	Brokers	3,332	972	10,165	2,277
5	Micro Agents	-	-	-	-
6	Direct Business	16,781	5,726	15,933	5,762
	Total (A)	89,388	24,982	113,494	29,483
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	89,388	24,982	113,494	29,483

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2017		Upto the Quarter ended on 31st March, 2016	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	193,354	47,717	247,937	58,561
2	Corporate Agents-Banks	904	139	1	0
3	Corporate Agents -Others	13,935	2,764	20,292	3,697
4	Brokers	11,746	3,766	40,605	10,949
5	Micro Agents	-	-	-	-
6	Direct Business	52,128	16,752	55,670	18,183
	Total (A)	272,067	71,138	364,505	91,391
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	272,067	71,138	364,505	91,391

Note:

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