

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 31st March, 2017			For the Quarter ended on 31st March, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	48	0	-	22	1
2	Corporate Agents-Banks			-			-
3	Corporate Agents -Others			-			-
4	Brokers	3	1,308	13	5	48,275	117
5	Micro Agents			-			-
6	Direct Business	49	539,318	7,530	60	957,948	7,600
	Total (A)	52	540,674	7,543	65	1,006,245	7,718
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	52	540,674	7,543	65	1,006,245	7,718

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2017			Upto the Quarter ended on 31st March, 2016		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	3	1,567	25	2	401	9
2	Corporate Agents-Banks						-
3	Corporate Agents -Others						-
4	Brokers	10	24,125	100	15	53,460	184
5	Micro Agents						-
6	Direct Business	167	2,639,659	33,895	242	3,308,868	64,248
	Total (A)	180	2,665,351	34,020	259	3,362,729	64,442
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	180	2,665,351	34,020	259	3,362,729	64,442

Note:

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