

**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 December, 2016		For the Quarter ended on 31st December, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	42,743	11,937	52,941	12,512
2	Corporate Agents-Banks	273	39	-	-
3	Corporate Agents -Others	3,089	643	4,796	869
4	Brokers	2,916	1,009	9,530	2,773
5	Micro Agents	-	-	-	-
6	Direct Business	13,057	4,391	13,217	4,593
	<b>Total (A)</b>	<b>62,078</b>	<b>18,019</b>	<b>80,484</b>	<b>20,748</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>62,078</b>	<b>18,019</b>	<b>80,484</b>	<b>20,748</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2016		Upto the Quarter ended on 31st December, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	128,016	30,357	165,463	38,183
2	Corporate Agents-Banks	774	95	-	-
3	Corporate Agents -Others	10,128	1,884	15,371	2,631
4	Brokers	8,414	2,793	30,440	8,672
5	Micro Agents	-	-	-	-
6	Direct Business	35,347	11,026	39,737	12,422
	<b>Total (A)</b>	<b>182,679</b>	<b>46,156</b>	<b>251,011</b>	<b>61,908</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>182,679</b>	<b>46,156</b>	<b>251,011</b>	<b>61,908</b>

Note:

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