

**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 September, 2016			For the Quarter ended on 30th September, 2015		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	503	10	1	227	5
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	3	1,464	41	6	4,221	48
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	31	457,396	16,376	81	917,302	35,570
	<b>Total (A)</b>	<b>35</b>	<b>459,363</b>	<b>16,427</b>	<b>88</b>	<b>921,750</b>	<b>35,622</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>35</b>	<b>459,363</b>	<b>16,427</b>	<b>88</b>	<b>921,750</b>	<b>35,622</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2016			Upto the Quarter ended on 30th September, 2015		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	544	10	1	228	5
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	4	9,139	67	7	4,276	53
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	67	1,293,511	22,957	136	1,892,360	48,926
	<b>Total (A)</b>	<b>72</b>	<b>1,303,194</b>	<b>23,034</b>	<b>144</b>	<b>1,896,864</b>	<b>48,984</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>72</b>	<b>1,303,194</b>	<b>23,034</b>	<b>144</b>	<b>1,896,864</b>	<b>48,984</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