

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 30th September, 2016		For the Quarter ended on 30th September, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	48,695	10,868	63,463	15,416
2	Corporate Agents-Banks	419	50	-	-
3	Corporate Agents -Others	3,766	699	5,126	926
4	Brokers	3,249	1,137	11,110	3,393
5	Micro Agents	-	-	-	-
6	Direct Business	12,073	3,689	14,568	4,711
	Total (A)	68,202	16,444	94,267	24,445
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	68,202	16,444	94,267	24,445

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2016		Upto the Quarter ended on 30th September, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	85,273	18,419	112,522	25,670
2	Corporate Agents-Banks	484	57	-	-
3	Corporate Agents -Others	7,056	1,242	10,575	1,762
4	Brokers	5,498	1,784	20,910	5,899
5	Micro Agents	-	-	-	-
6	Direct Business	22,290	6,635	26,520	7,829
	Total (A)	120,601	28,136	170,527	41,160
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	120,601	28,136	170,527	41,160

Note:

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