

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 June, 2016		For the Quarter ended on 30th June, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	36,578	7,551	49,059	10,254
2	Corporate Agents-Banks	65	6	-	-
3	Corporate Agents -Others	3,290	542	5,449	836
4	Brokers	2,249	646	9,800	2,506
5	Micro Agents	-	-	-	-
6	Direct Business	10,217	2,946	11,952	3,118
	Total (A)	52,399	11,693	76,260	16,715
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	52,399	11,693	76,260	16,715

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2016		Upto the Quarter ended on 30th June, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	36,578	7,551	49,059	10,254
2	Corporate Agents-Banks	65	6	-	-
3	Corporate Agents -Others	3,290	542	5,449	836
4	Brokers	2,249	646	9,800	2,506
5	Micro Agents	-	-	-	-
6	Direct Business	10,217	2,946	11,952	3,118
	Total (A)	52,399	11,693	76,260	16,715
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	52,399	11,693	76,260	16,715

Note:

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