

**FORM L-38 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (INDIVIDUALS)
RELIANCE LIFE INSURANCE COMPANY LIMITED**

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st March, 2016		For the Quarter ended on 31st March, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	82,474	20,379	100,906	24,707
2	Corporate Agents-Banks	1	0	-	-
3	Corporate Agents -Others	4,921	1,066	8,362	1,659
4	Brokers	10,165	2,277	18,646	6,252
5	Micro Agents	-	-	-	-
6	Direct Business	15,933	5,762	18,126	6,264
	Total (A)	113,494	29,483	146,040	38,882
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	113,494	29,483	146,040	38,882

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2016		Upto the Quarter ended on 31st March, 2015	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	247,937	58,561	309,219	76,291
2	Corporate Agents-Banks	1	0	-	-
3	Corporate Agents -Others	20,292	3,697	37,400	4,512
4	Brokers	40,605	10,949	60,411	18,502
5	Micro Agents	-	-	-	-
6	Direct Business	55,670	18,183	71,635	23,026
	Total (A)	364,505	91,391	478,665	122,331
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	364,505	91,391	478,665	122,331

Note:

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