

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)
 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 / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	22	1	-	3	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	5	48,275	117	10	8,329	46
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	60	957,948	7,600	94	981,514	10,802
	Total (A)	65	1,006,245	7,718	104	989,846	10,848
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	65	1,006,245	7,718	104	989,846	10,848

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2016			Upto the Quarter ended on 31st March, 2015		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	2	401	9	1	109	2
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	15	53,460	184	36	18,091	162
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	242	3,308,868	64,248	376	2,442,407	84,474
	Total (A)	259	3,362,729	64,442	413	2,460,607	84,637
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	259	3,362,729	64,442	413	2,460,607	84,637

Note:

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