

**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 December, 2015		For the Quarter ended on 31st December, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	52,941	12,512	78,504	18,969
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	4,796	869	8,722	1,297
4	Brokers	9,530	2,773	13,328	4,013
5	Micro Agents	-	-	-	-
6	Direct Business	13,217	4,593	16,187	5,114
	<b>Total (A)</b>	<b>80,484</b>	<b>20,748</b>	<b>116,741</b>	<b>29,393</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>80,484</b>	<b>20,748</b>	<b>116,741</b>	<b>29,393</b>

*(₹ in Lacs)*

Sr. No	Channels	Upto the Quarter ended on 31st December, 2015		Upto the Quarter ended on 31st December, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	165,463	38,183	208,313	51,584
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	15,371	2,631	29,038	2,853
4	Brokers	30,440	8,672	41,765	12,250
5	Micro Agents	-	-	-	-
6	Direct Business	39,737	12,422	53,509	16,763
	<b>Total (A)</b>	<b>251,011</b>	<b>61,908</b>	<b>332,625</b>	<b>83,450</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>251,011</b>	<b>61,908</b>	<b>332,625</b>	<b>83,450</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