

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

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 30th September, 2015		For the Quarter ended on 30th September, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	63,463	15,416	67,819	17,380
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	5,126	926	4,702	325
4	Brokers	11,110	3,393	16,056	4,659
5	Micro Agents	-	-	-	-
6	Direct Business	14,568	4,711	21,406	6,480
	Total (A)	94,267	24,445	109,983	28,845
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	94,267	24,445	109,983	28,845

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2015		Upto the Quarter ended on 30th September, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	112,522	25,670	129,809	32,615
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	10,575	1,762	20,316	1,556
4	Brokers	20,910	5,899	28,437	8,237
5	Micro Agents	-	-	-	-
6	Direct Business	26,520	7,829	37,322	11,649
	Total (A)	170,527	41,160	215,884	54,057
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	170,527	41,160	215,884	54,057

Note:

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