

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)  
 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 / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	227	5	-	6	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	6	4,221	48	15	2,380	30
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	81	917,302	35,570	128	484,415	29,753
	<b>Total (A)</b>	<b>88</b>	<b>921,750</b>	<b>35,622</b>	<b>143</b>	<b>486,801</b>	<b>29,783</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>88</b>	<b>921,750</b>	<b>35,622</b>	<b>143</b>	<b>486,801</b>	<b>29,783</b>

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th September, 2015			Upto the Quarter ended on 30th September, 2014		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	1	228	5	-	41	0
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	7	4,276	53	22	6,069	58
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	136	1,892,360	48,926	216	825,791	59,912
	<b>Total (A)</b>	<b>144</b>	<b>1,896,864</b>	<b>48,984</b>	<b>238</b>	<b>831,901</b>	<b>59,970</b>
1	Referral (B)	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>144</b>	<b>1,896,864</b>	<b>48,984</b>	<b>238</b>	<b>831,901</b>	<b>59,970</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