

**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 June, 2015		For the Quarter ended on 30th June, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	49,059	10,254	61,990	15,235
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	5,449	836	15,614	1,231
4	Brokers	9,800	2,506	12,381	3,577
5	Micro Agents	-	-	-	-
6	Direct Business	11,952	3,118	15,916	5,169
	<b>Total (A)</b>	<b>76,260</b>	<b>16,715</b>	<b>105,901</b>	<b>25,212</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>76,260</b>	<b>16,715</b>	<b>105,901</b>	<b>25,212</b>

*(₹ in Lacs)*

Sr. No	Channels	Upto the Quarter ended on 30th June, 2015		Upto the Quarter ended on 30th June, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	49,059	10,254	61,990	15,235
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	5,449	836	15,614	1,231
4	Brokers	9,800	2,506	12,381	3,577
5	Micro Agents	-	-	-	-
6	Direct Business	11,952	3,118	15,916	5,169
	<b>Total (A)</b>	<b>76,260</b>	<b>16,715</b>	<b>105,901</b>	<b>25,212</b>
1	Referral (B)	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>76,260</b>	<b>16,715</b>	<b>105,901</b>	<b>25,212</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