

**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 March, 2015		For the Quarter ended on 31st March, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	100,906	24,707	95,256	22,925
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	8,362	1,659	4,745	367
4	Brokers	18,646	6,252	15,114	4,808
5	Micro Agents	-	-	-	-
6	Direct Business	18,126	6,264	15,808	5,232
	Total (A)	146,040	38,882	130,923	33,332
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	146,040	38,882	130,923	33,332

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st March, 2015		Upto the Quarter ended on 31st March, 2014	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	309,219	76,291	396,204	79,646
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	37,400	4,512	75,911	9,286
4	Brokers	60,411	18,502	58,246	15,161
5	Micro Agents	-	-	-	-
6	Direct Business	71,635	23,026	56,985	13,834
	Total (A)	478,665	122,331	587,346	117,927
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	478,665	122,331	587,346	117,927

Note:

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