

**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, 2014		For the Quarter ended on 30th June, 2013	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	61,990	15,235	103,515	17,854
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	15,614	1,231	24,617	4,307
4	Brokers	12,381	3,577	12,015	1,917
5	Micro Agents	-	-	-	-
6	Direct Business	15,916	5,169	16,274	2,736
	Total (A)	105,901	25,212	156,421	26,814
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	105,901	25,212	156,421	26,814

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 30th June, 2014		Upto the Quarter ended on 30th June, 2013	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	61,990	15,235	103,515	17,854
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	15,614	1,231	24,617	4,307
4	Brokers	12,381	3,577	12,015	1,917
5	Micro Agents	-	-	-	-
6	Direct Business	15,916	5,169	16,274	2,736
	Total (A)	105,901	25,212	156,421	26,814
1	Referral (B)	-	-	-	-
	Grand Total (A+B)	105,901	25,212	156,421	26,814

Note:

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