

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 June, 2012			For the Quarter ended on 30th June, 2011		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	5	6,399	5	5	10,396	22
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	108	678,522	6,941	111	581,428	3,973
	Total (A)	113	684,921	6,946	116	591,824	3,995
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	113	684,921	6,946	116	591,824	3,995

(₹ in Lacs)

Sr. No	Channels	For the Period ended on 30th June, 2012			For the Period ended on 30th June, 2011		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	-	-	-	-	-	-
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	5	6,399	5	5	10,396	22
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	108	678,522	6,941	111	581,428	3,973
	Total (A)	113	684,921	6,946	116	591,824	3,995
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	113	684,921	6,946	116	591,824	3,995

Note:

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