

**PERIODIC DISCLOSURES**

**FORM L-38 Business Acquisition through different channels (Individuals)**

Insurer: **Reliance Life Insurance Co.Ltd.**

Date: **31/03/2010**

| Sl.No. | Business Acquisition through different channels (Individuals) |                        |                   |                         |                   |
|--------|---|------------------------|-------------------|-------------------------|-------------------|
|        | Channels  | Current Year (2009-10) |                   | Previous Year (2008-09) |                   |
|        |   | No. of Policies        | Premium (Rs lacs) | No. of Policies         | Premium (Rs lacs) |
| 1      | Individual agents   | 825,628                | 156,297           | 720,871                 | 127,671           |
| 2      | Corporate Agents-Banks  | -                      | -                 | -                       | -                 |
| 3      | Corporate Agents -Others                                      | 1,024,901              | 78,372            | 614,426                 | 58,253            |
| 4      | Brokers   | 33,653                 | 6,542             | 22,291                  | 5,020             |
| 5      | Micro Agents  | -                      | -                 | -                       | -                 |
| 6      | Direct Business   | 14,231                 | 3,196             | 35,575                  | 5,310             |
|        | Total (A)   | 1,898,413              | 244,407           | 1,393,163               | 196,254           |
| 1      | Referral (B)  | 427,218                | 94,445            | 826,110                 | 137,939           |
|        | <b>Grand Total (A+B)</b>                                      | <b>2,325,631</b>       | <b>338,852</b>    | <b>2,219,273</b>        | <b>334,193</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