

PERIODIC DISCLOSURES**FORM L-38 Business Acquisition through different channels (Individuals)**Insurer: **Reliance Life Insurance Co.Ltd.**Date: 31/03/2008

Sl.No.	Business Acquisition through different channels (Individuals)				
	Channels	Current Year (2007-08)		Previous Year (2006-07)	
		No. of Policies	Premium (Rs lacs)	No. of Policies	Premium (Rs lacs)
1	Individual agents	567,769	130,704	423,724	74,170
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	71,563	13,493	13,510	1,964
4	Brokers	27,646	6,013	4,558	681
5	Micro Agents	-	-	-	-
6	Direct Business	28,826	6,293	8,891	3,294
	Total (A)	695,804	156,503	450,683	80,109
1	Referral (B)	377,911	77,400	-	-
	Grand Total (A+B)	1,073,715	233,903	450,683	80,109

Note:

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