

**PERIODIC DISCLOSURES****FORM L-38 Business Acquisition through different channels (Individuals)**Insurer: **Reliance Life Insurance Co.Ltd.**Date: 31/03/2009

Sl.No.	Business Acquisition through different channels (Individuals)				
	Channels	Current Year (2008-09)		Previous Year (2007-08)	
		No. of Policies	Premium (Rs lacs)	No. of Policies	Premium (Rs lacs)
1	Individual agents	720,871	127,671	567,769	130,704
2	Corporate Agents-Banks	-	-	-	-
3	Corporate Agents -Others	614,426	58,253	71,563	13,493
4	Brokers	22,291	5,020	27,646	6,013
5	Micro Agents	-	-	-	-
6	Direct Business	35,575	5,310	28,826	6,293
	Total (A)	1,393,163	196,254	695,804	156,503
1	Referral (B)	826,110	137,939	377,911	77,400
	<b>Grand Total (A+B)</b>	<b>2,219,273</b>	<b>334,193</b>	<b>1,073,715</b>	<b>233,903</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