



## **MEDIA RELEASE**

**RELIANCE LIFE INSURANCE WELCOMES NEW IRDA REGULATIONS  
ALLOWING BANKS TO BE LICENCED INSURANCE BROKERS**

**EXTREMELY PROGRESSIVE MEASURE IN THE BEST INTEREST  
OF HUNDREDS OF MILLIONS OF CUSTOMERS**

**NEW REGULATIONS TO DRIVE BANKS TO ALIGN THEIR INTEREST  
WITH THEIR CUSTOMERS, INSTEAD OF SINGLE MANUFACTURER**

**NEW REGULATIONS TO ALLOW BANKS TO OFFER WIDER CHOICE  
OF PRODUCTS OF MULTIPLE LIFE INSURANCE COMPANIES  
TO THEIR CUSTOMERS**

**NEW REGULATIONS WILL LEAD TO AN OPEN BANCASSURANCE  
ARCHITECTURE**

**NEW REGULATIONS TO ENABLE MUCH DEEPER PENETRATION  
AND ENHANCED DISTRIBUTION OF LIFE INSURANCE ACROSS INDIA**

**Mumbai, Aug 12, 2013:** Reliance Life Insurance Company (RLIC), part of Reliance Capital Ltd, today welcomed new regulations announced by the Insurance Regulatory and Development Authority (IRDA) that allows banks to become licensed insurance brokers and sell products of multiple life insurance companies.

**Mr. Anup Rau, CEO, Reliance Life Insurance Ltd said,** "We welcome IRDA's new regulations, allowing banks to become licensed insurance brokers and to offer products of multiple life insurance companies to their customers.

We are happy that IRDA has taken an extremely progressive measure in the best interests of hundreds of millions of consumers across all strata of society.



These new regulations will lead to an open bancassurance architecture and will drive banks to align their interest with their customers by offering them a wider choice of products from a larger number of life companies, instead of the existing conflicted practice of pushing products from a single manufacturer“.

"We expect these new regulations to lead to much deeper penetration and enhanced distribution for the life insurance industry in general, thereby contributing to a greater sense of security for all Indians, and also serving important long-term economic objectives for the nation," said Mr. Rau.

#### **About Reliance Life Insurance Company Limited**

[www.reliancelife.com](http://www.reliancelife.com)

Reliance Life Insurance Company Limited, associate of Reliance Capital Limited, is one of India's top private sector life insurance companies with business premium, including renewal premium of over Rs. 4,015 crore for the year ended 31<sup>st</sup> March 2013.

The company has sold over 7.5 lakh policies during the above financial year and has an asset under management of more than Rs 18,189 crore (as on 31st March 2013). It has an extensive distribution network of 1,000 offices and over 1,00,000 advisors.

Reliance Life Insurance offers a comprehensive range of innovative and need-based products, including protection, investment and retirement, targeted at individuals and groups.

#### **For Media queries**

Sanjiv Kumar    [sanjiv.k.sinha@relianceada.com](mailto:sanjiv.k.sinha@relianceada.com)    Reliance Life Insurance    09312456677

Sharad Goel    [sharad.goel@relianceada.com](mailto:sharad.goel@relianceada.com)    Reliance Capital Ltd    09324984296