

Insurer:	TATA AIG Life Insurance Co.Ltd	Date:	31.3.2006
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**FORM L-38 Business Acquisition through different channels (Individuals)**

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels (Individuals)				
	Channels	For the year ended March 31, 2006		For the year ended March 31, 2005	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	177,708	18,662	153,580	13,973
2	Corporate Agents-Banks	51,104	13,077	7,672	5,837
3	Corporate Agents -Others	45,977	4,215	48,050	3,304
4	Brokers	5,278	985	3,648	644
5	Micro Agents		-		-
6	Direct Business	15,432	1,734	13,639	1,086
	<b>Total (A)</b>	<b>295,499</b>	<b>38,673</b>	<b>226,589</b>	<b>24,844</b>
1	Referral (B)				
	<b>Grand Total (A+B)</b>	<b>295,499</b>	<b>38,673</b>	<b>226,589</b>	<b>24,844</b>