

Insurer:	TATA AIG Life Insurance Co.Ltd	Date:	31.3.2007
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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, 2007		For the year ended March 31, 2006	
		No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	217,290	25,577	177,708	18,662
2	Corporate Agents-Banks	145,101	22,208	51,104	13,077
3	Corporate Agents -Others	22,174	3,250	45,977	4,215
4	Brokers	12,208	2,093	5,278	985
5	Micro Agents		-		-
6	Direct Business	11,929	1,067	15,432	1,734
	<b>Total (A)</b>	<b>408,702</b>	<b>54,195</b>	<b>295,499</b>	<b>38,673</b>
1	Referral (B)				
	<b>Grand Total (A+B)</b>	<b>408,702</b>	<b>54,195</b>	<b>295,499</b>	<b>38,673</b>