

Insurer: TATA AIG Life Insurance Co.Ltd	Date: 31.3.2009
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FORM L-37-BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)

(Rs in Lakhs)

Sl.No.	Business Acquisition through different channels (Group)						
		For the year ended March 31, 2009			For the year ended March 31, 2008		
	Channels	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium	Policies/ No. of Schemes	No. of Lives Covered	Premium
1	Individual agents	4	1,833	73	10	3,881	71
2	Corporate Agents-Banks	-	2,807	276	-	3,875	321
3	Corporate Agents -Others	7	721	108	1	28	116
4	Brokers	10	2,112	811	16	8,700	729
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	71	384,002	13,581	51	589,287	11,865
	<b>Total(A)</b>	<b>92</b>	<b>391,475</b>	<b>14,849</b>	<b>78</b>	<b>605,771</b>	<b>13,102</b>
1	Referral (B)						
	<b>Grand Total (A+B)</b>	<b>92</b>	<b>391,475</b>	<b>14,849</b>	<b>78</b>	<b>605,771</b>	<b>13,102</b>