

Name of the Insurer: TATA AIG LIFE INSURANCE COMPANY LIMITED

FORM L-38 Business Acquisition through different channels (Individuals)

	Channels	Year ended 31st March, 2010		Year ended 31st March, 2009	
		No. of Policies	Premium (Rs in lakhs)	No. of Policies	Premium (Rs in lakhs)
1	Individual agents	509,863	85,570	562,321	70,886
2	Corporate Agents-Banks	37,634	9,899	39,766	13,385
3	Corporate Agents -Others	51,913	8,125	45,363	7,482
4	Brokers	34,092	8,030	24,318	6,319
5	Micro Agents		-		-
6	Direct Business	55,693	1,917	26,050	1,346
	Total (A)	689,195	113,541	697,818	99,417
1	Referral (B)				
	Grand Total (A+B)	689,195	113,541	697,818	99,417

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold