

Name of the Insurer: TATA AIG LIFE INSURANCE COMPANY LIMITED

FORM L-38

Business Acquisition through different channels (Individual)

	Channels	Quarter ended 30th June, 2010		Quarter ended 30th June, 2009		Upto the period 30th June, 2010		Upto the period 30th June, 2009	
		No. of Policies	Premium (Rs in lakhs)	No. of Policies	Premium (Rs in lakhs)	No. of Policies	Premium (Rs in lakhs)	No. of Policies	Premium (Rs in lakhs)
1	Individual agents	62,060	14,732.92	86,472	12,061.06	62,060	14,732.92	86,472	12,061.06
2	Corporate Agents-Banks	8,034	2,031.67	6,904	1,571.77	8,034	2,031.67	6,904	1,571.77
3	Corporate Agents -Others	10,752	1,140.76	10,042	1,450.90	10,752	1,140.76	10,042	1,450.90
4	Brokers	8,230	1,430.22	7,355	1,386.22	8,230	1,430.22	7,355	1,386.22
5	Micro Agents	15,482	48.49	22,232	77.33	15,482	48.49	22,232	77.33
6	Direct Business	13,753	630.79	10,094	340.50	13,753	630.79	10,094	340.50
	Total (A)	118,311	20,014.85	143,099	16,887.78	118,311	20,014.85	143,099	16,887.78
1	Referral (B)	5,944	1,375.72	6,444	1,103.88	5,944	1,375.72	6,444	1,103.88
	Grand Total (A+B)	<b>124,255</b>	<b>21,390.57</b>	<b>149,543</b>	<b>17,991.66</b>	<b>124,255</b>	<b>21,390.57</b>	<b>149,543</b>	<b>17,991.66</b>