

PERIODIC DISCLOSURES

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

Insurer: **TATA AIG LIFE INSURANCE COMPANY LTD.**

Date: 30.09.2010

Sl.No.	Channels	Business Acquisition through different channels (Individuals)							
		Quarter ended 30th Sept, 2010		Quarter ended 30th Sept, 2009		Upto the period 30th Sept, 2010		Upto the period 30th Sept, 2009	
		No. of Policies	Premium (₹ in lakhs)	No. of Policies	Premium (₹ in lakhs)	No. of Policies	Premium (₹ in lakhs)	No. of Policies	Premium (₹ in lakhs)
1	Individual agents	82,954	23,576.93	113,311	18,397.64	145,014	38,309.84	199,783	30,458.70
2	Corporate Agents-Banks	11,858	2,573.40	8,079	1,935.16	19,892	4,605.07	14,983	3,506.93
3	Corporate Agents -Others	14,798	1,549.78	9,265	1,356.98	25,550	2,690.54	19,307	2,807.88
4	Brokers	12,723	2,526.34	8,424	1,857.92	20,953	3,956.56	15,779	3,244.14
5	Micro Agents	19,299	63.90	19,388	64.23	34,781	112.39	41,620	141.56
6	Direct Business	11,888	674.44	14,364	436.50	25,641	1,305.24	24,458	777.00
	Total (A)	153,520	30,964.79	172,831	24,048.43	271,831	50,979.64	315,930	40,936.20
1	Referral (B)	2,939	896.50	9,030	1,931.66	8,883	2,272.22	15,474	3,035.54
	Grand Total (A+B)	156,459	31,861.29	181,861	25,980.09	280,714	53,251.86	331,404	43,971.75