

PERIODIC DISCLOSURES

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

Insurer: TATA AIG Life Insurance Co.Ltd

Date: 31.12.2010

Sr. No.	Channels	Quarter ended 31st December, 2010		Quarter ended 31st December, 2009		Upto the period 31st December, 2010		Upto the period 31st December, 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	67,711	16,590.73	91,481	19,592.50	212,725	54,900.57	291,264	50,051.20
2	Corporate Agents-Banks	10,257	2,322.28	9,395	2,443.48	30,149	6,927.35	24,378	5,950.40
3	Corporate Agents -Others	10,612	893.55	11,588	1,683.53	36,162	3,584.09	30,895	4,491.41
4	Brokers	25,745	4,309.04	7,244	1,820.88	46,698	8,265.60	23,023	5,065.02
5	Micro Agents	20,795	59.59	19,521	66.43	55,576	171.98	61,141	207.99
6	Direct Business	1,822	445.78	14,961	515.74	27,463	1,751.01	39,419	1,292.73
	Total (A)	136,942	24,620.97	154,190	26,123	408,773	75,600.61	470,120	67,058.76
1	Referral (B)	(4)	111.83	6,289	1,363.77	8,879	2,384.05	21,763	4,399.31
	Grand Total (A+B)	136,938	24,732.80	160,479	27,486.32	417,652	77,984.66	491,883	71,458.07