

PERIODIC DISCLOSURES

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

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

Date: **31.03.2011**

Sr. No.	Channels	Quarter ended 31st March, 2011		Quarter ended 31st March, 2010		Year ended 31st March, 2011		Year ended 31st March, 2010	
		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	77,999	22,177.55	107,583	29,293.46	290,724	77,078.12	398,847	79,344.66
2	Corporate Agents-Banks	14,085	3,679.80	13,220	3,939.59	44,234	10,607.14	37,598	9,889.99
3	Corporate Agents -Others	5,592	867.09	19,660	3,209.45	41,754	4,451.19	50,555	7,700.86
4	Brokers	25,122	6,576.82	11,069	2,877.93	71,820	14,842.42	34,092	7,942.95
5	Micro Agents	12,667	45.69	20,900	65.29	68,243	217.67	82,041	273.28
6	Direct Business	(30)	313.06	16,274	620.45	27,433	2,064.07	55,693	1,913.19
	Total (A)	135,435	33,660.01	188,706	40,006.17	544,208	109,260.62	658,826	107,064.94
1	Referral (B)	116	72.95	8,607	2,076.26	8,995	2,457.00	30,370	6,475.57
	Grand Total (A+B)	135,551	33,732.95	197,313	42,082.44	553,203	111,717.62	689,196	113,540.51