

PERIODIC DISCLOSURES

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

Insurer: **TATA AIG LIFE INSURANCE COMPANY LIMITED**

Date: **30.06.11**

Sl.No.	Channels	Business Acquisition through different channels (Individual)							
		For the Quarter ended Jun 11		For the Quarter ended Jun 10		Upto the Quarter ended Jun 11		Upto the Quarter ended Jun 10	
		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	38,228	10,148	62,060	14,733	38,228	10,148	62,060	14,733
2	Corporate Agents-Banks	7,528	1,733	8,034	2,032	7,528	1,733	8,034	2,032
3	Corporate Agents -Others	3,566	459	10,752	1,141	3,566	459	10,752	1,141
4	Brokers	17,504	5,340	8,230	1,430	17,504	5,340	8,230	1,430
5	Micro Agents	5,479	20	15,482	48	5,479	20	15,482	48
6	Direct Business	-	168	13,753	631	-	168	13,753	631
	Total (A)	72,305	17,869	118,311	20,015	72,305	17,869	118,311	20,015
1	Referral (B)	(13)	14	5,944	1,376	(13)	14	5,944	1,376
	Grand Total (A+B)	72,292	17,883	124,255	21,391	72,292	17,883	124,255	21,391