

# PERIODIC DISCLOSURES

FORM L-37 Business Acquisition through different channels (Group)

Insurer: TATA AIG LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2011

| Sl.No. | Business Acquisition through different channels (Group) |                                    |                         |                         |                                    |                         |                         |                                    |                         |                         |                                    |                         |                         |
|--------|---|------------------------------------|-------------------------|-------------------------|------------------------------------|-------------------------|-------------------------|------------------------------------|-------------------------|-------------------------|------------------------------------|-------------------------|-------------------------|
|        |   | For the Quarter ended Sep 2011     |                         |                         | For the Quarter ended Sep 2010     |                         |                         | For the Half Year ended Sep 2011   |                         |                         | For the Half Year ended Sep 2010   |                         |                         |
|        | Channels  | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium<br>(₹ in lakhs) | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium<br>(₹ in lakhs) | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium<br>(₹ in lakhs) | No. of Policies/<br>No. of Schemes | No. of Lives<br>Covered | Premium<br>(₹ in lakhs) |
| 1      | Individual agents                                       | 6                                  | 925                     | 50                      | 5                                  | 5,347                   | 191                     | 20                                 | 5,998                   | 282                     | 8                                  | 8,048                   | 328                     |
| 2      | Corporate Agents-Banks                                  | -                                  | 757                     | 45                      | 2                                  | 120                     | 12                      | 1                                  | 2,973                   | 91                      | 2                                  | 296                     | 37                      |
| 3      | Corporate Agents -Others                                | -                                  | 17,745                  | 613                     | -                                  | 43                      | 21                      | -                                  | 30,092                  | 1,032                   | -                                  | 102                     | 52                      |
| 4      | Brokers   | 6                                  | 9,904                   | 156                     | 6                                  | 3,616                   | 626                     | 14                                 | 15,365                  | 261                     | 10                                 | 18,528                  | 717                     |
| 5      | Micro Agents  | -                                  | -                       | -                       | -                                  | -                       | -                       | -                                  | -                       | -                       | -                                  | -                       | -                       |
| 6      | Direct Business   | 43                                 | 158,465                 | 5,794                   | 13                                 | 125,525                 | 6,593                   | 96                                 | 410,152                 | 8,702                   | 31                                 | 143,592                 | 8,249                   |
|        | Total(A)  | 55                                 | 187,796                 | 6,658                   | 26                                 | 134,651                 | 7,444                   | 131                                | 464,580                 | 10,368                  | 51                                 | 170,566                 | 9,383                   |
| 1      | Referral (B)  | -                                  | -                       | -                       | -                                  | -                       | -                       | -                                  | -                       | -                       | -                                  | -                       | -                       |
|        | Grand Total (A+B)                                       | 55                                 | 187,796                 | 6,658                   | 26                                 | 134,651                 | 7,444                   | 131                                | 464,580                 | 10,368                  | 51                                 | 170,566                 | 9,383                   |