

PERIODIC DISCLOSURES

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

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

Date: **30.09.2011**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Sep 11		For the Quarter ended Sep 10		For the Half Year ended Sep 11		For the Half Year ended Sep 10	
		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	39,542	12,545	82,954	23,577	77,770	22,694	145,014	38,310
2	Corporate Agents-Banks	8,226	1,840	11,858	2,573	15,754	3,573	19,892	4,605
3	Corporate Agents -Others	2,672	373	14,798	1,550	6,238	832	25,550	2,691
4	Brokers	16,092	4,028	12,723	2,526	33,596	9,368	20,953	3,957
5	Micro Agents	5,437	22	19,299	64	10,916	42	34,781	112
6	Direct Business	-	38	11,888	674	-	206	25,641	1,305
	Total (A)	71,969	18,846	153,520	30,965	144,274	36,715	271,831	50,980
1	Referral (B)	-	(5)	2,939	896	(13)	9	8,883	2,272
	Grand Total (A+B)	71,969	18,841	156,459	31,861	144,261	36,724	280,714	53,252