

PERIODIC DISCLOSURES

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

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

Date: **31.12.2011**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Dec 11		For the Quarter ended Dec 10		For the period ended Dec 11		For the period ended Dec 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	32,922	11,066	67,711	16,591	110,692	33,760	212,725	54,901
2	Corporate Agents-Banks	8,019	1,779	10,257	2,322	23,773	5,352	30,149	6,927
3	Corporate Agents -Others	2,436	365	10,612	894	8,674	1,198	36,162	3,584
4	Brokers	15,923	3,354	25,745	4,309	49,519	12,722	46,698	8,266
5	Micro Agents	3,328	14	20,795	60	14,244	56	55,576	172
6	Direct Business	-	3	1,822	446	-	209	27,463	1,751
	Total (A)	62,628	16,582	136,942	24,621	206,902	53,297	408,773	75,601
1	Referral (B)	3	(2)	(4)	112	(10)	7	8,879	2,384
	Grand Total (A+B)	62,631	16,579	136,938	24,733	206,892	53,303	417,652	77,985