

PERIODIC DISCLOSURES

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

Insurer: **TATA AIA LIFE INSURANCE COMPANY LIMITED**
(Formerly known as TATA AIG LIFE INSURANCE COMPANY LIMITED)

Date: **31.03.2012**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Mar 12		For the Quarter ended Mar 11		For the year ended Mar 12		For the year ended Mar 11	
		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	37,646	13,333	77,999	22,178	148,338	47,093	290,724	77,078
2	Corporate Agents-Banks	8,762	2,207	14,085	3,680	32,535	7,559	44,234	10,607
3	Corporate Agents -Others	2,530	574	5,592	867	11,204	1,772	41,754	4,451
4	Brokers	16,725	3,142	25,122	6,577	66,244	15,864	71,820	14,842
5	Micro Agents	3,870	19	12,667	46	18,114	75	68,243	218
6	Direct Business	-	6	(30)	313	-	215	27,433	2,064
	Total (A)	69,533	19,282	135,435	33,660	276,435	72,579	544,208	109,261
1	Referral (B)	-	-	116	73	(10)	7	8,995	2,457
	Grand Total (A+B)	69,533	19,282	135,551	33,733	276,425	72,585	553,203	111,718