

## PERIODIC DISCLOSURES

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

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

Date: **31.03.2013**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Mar 13		For the Quarter ended Mar 12		For the Year ended Mar 13		For the Year ended Mar 12	
		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	26,874	7,730	37,646	13,333	81,626	22,079	147,181	46,429
2	Corporate Agents-Banks	3,876	869	8,762	2,207	14,108	2,894	32,278	7,503
3	Corporate Agents -Others	203	7	2,530	574	3,723	888	10,776	1,711
4	Brokers	2,761	1,010	16,725	3,142	21,261	5,577	66,209	15,857
5	Micro Agents	17,976	16	3,870	19	27,848	59	18,110	80
6	Direct Business	622	654	-	6	2,117	1,891	1,891	998
	Total (A)	52,312	10,286	69,533	19,282	150,683	33,388	276,445	72,579
1	Referral (B)	-	-			-	-	(20)	7
	Grand Total (A+B)	52,312	10,286	69,533	19,282	150,683	33,388	276,425	72,585