

## PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.06.2012

Sl.No.	Business Acquisition through different channels (Group)												
		For the Quarter ended Jun 2012			For the Quarter ended Jun 2011			Upto the Quarter ended Jun 2012			Upto the Quarter ended Jun 2011		
	Channels	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (₹ in lakhs)
1	Individual agents	4	1,184	19	14	5,073	232	4	1,184	19	14	5,073	232
2	Corporate Agents-Banks	-	1,532	49	1	2,216	46	-	1,532	49	1	2,216	46
3	Corporate Agents -Others	-	24,174	699	-	12,347	419	-	24,174	699	-	12,347	419
4	Brokers	4	1,119	7	8	5,461	106	4	1,119	7	8	5,461	106
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	48	57,023	2,812	53	251,687	2,908	48	57,023	2,812	53	251,687	2,908
	Total(A)	56	85,032	3,585	76	276,784	3,711	56	85,032	3,585	76	276,784	3,711
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	56	85,032	3,585	76	276,784	3,711	56	85,032	3,585	76	276,784	3,711