

PERIODIC DISCLOSURES

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

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

Date: **30.06.2012**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Jun 12		For the Quarter ended Jun 11		Upto the Quarter ended Jun 12		Upto the Quarter ended Jun 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	17,813	4,823	37,071	9,485	17,813	4,823	37,071	9,485
2	Corporate Agents-Banks	4,089	882	7,271	1,678	4,089	882	7,271	1,678
3	Corporate Agents -Others	1,411	281	3,138	398	1,411	281	3,138	398
4	Brokers	8,350	1,788	17,469	5,333	8,350	1,788	17,469	5,333
5	Micro Agents	2,695	11	5,475	24	2,695	11	5,475	24
6	Direct Business	894	582	1,891	951	894	582	1,891	951
	Total (A)	35,252	8,367	72,315	17,869	35,252	8,367	72,315	17,869
1	Referral (B)	-	-	(23)	14	-	-	(23)	14
	Grand Total (A+B)	35,252	8,367	72,292	17,883	35,252	8,367	72,292	17,883