

## PERIODIC DISCLOSURES

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

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

Date: **30.09.2012**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Sep 12		For the Quarter ended Sep 11		Upto the Quarter ended Sep 12		Upto the Quarter ended Sep 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	18,392	4,644	39,542	12,545	36,205	9,467	76,613	22,030
2	Corporate Agents-Banks	3,027	580	8,226	1,840	7,116	1,462	15,497	3,518
3	Corporate Agents -Others	1,272	312	2,672	373	2,683	592	5,810	771
4	Brokers	5,413	1,381	16,092	4,028	13,763	3,169	33,561	9,361
5	Micro Agents	4,207	18	5,437	22	6,902	29	10,912	46
6	Direct Business	262	378	-	38	1,156	960	1,891	989
	Total (A)	32,573	7,313	71,969	18,846	67,825	15,679	144,284	36,715
1	Referral (B)	-	-	-	(5)	-	-	(23)	9
	Grand Total (A+B)	32,573	7,313	71,969	18,841	67,825	15,679	144,261	36,724