

## PERIODIC DISCLOSURES

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

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

Date: **31.12.2012**

| Sl.No. | Channels                 | Business Acquisition through different channels (Individual) |                      |                              |                      |                               |                      |                               |                      |
|--------|--------------------------|--|----------------------|------------------------------|----------------------|-------------------------------|----------------------|-------------------------------|----------------------|
|        |                          | For the Quarter ended Dec 12                                 |                      | For the Quarter ended Dec 11 |                      | Upto the Quarter ended Dec 12 |                      | Upto the Quarter ended Dec 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        | 18,547   | 4,882                | 32,922                       | 11,066               | 54,752                        | 14,349               | 109,535                       | 33,096               |
| 2      | Corporate Agents-Banks   | 3,116  | 563                  | 8,019                        | 1,779                | 10,232                        | 2,025                | 23,516                        | 5,296                |
| 3      | Corporate Agents -Others | 837  | 289                  | 2,436                        | 365                  | 3,520                         | 881                  | 8,246                         | 1,136                |
| 4      | Brokers                  | 4,737  | 1,398                | 15,923                       | 3,354                | 18,500                        | 4,566                | 49,484                        | 12,716               |
| 5      | Micro Agents             | 2,970  | 14                   | 3,328                        | 14                   | 9,872                         | 43                   | 14,240                        | 60                   |
| 6      | Direct Business          | 339  | 277                  | -                            | 3                    | 1,495                         | 1,237                | 1,891                         | 992                  |
|        | Total (A)                | 30,546   | 7,423                | 62,628                       | 16,582               | 98,371                        | 23,102               | 206,912                       | 53,297               |
| 1      | Referral (B)             | -  | -                    | 3                            | (2)                  | -                             | -                    | (20)                          | 7                    |
|        | Grand Total (A+B)        | 30,546   | 7,423                | 62,631                       | 16,579               | 98,371                        | 23,102               | 206,892                       | 53,303               |