

PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.06.2013

Sl.No.	Business Acquisition through different channels (Group)												
		For the Quarter ended Jun 2013			For the Quarter ended Jun 2012			Upto to the Quarter ended Jun 2013			Upto to the Quarter ended Jun 2012		
	Channels	No. of Policies/ No. of Schemes	No. of Lives	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	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives Covered	Premium (₹ in lakhs)
1	Individual agents	5	1,182	25	4	1,184	19	5	1,182	25	4	1,184	19
2	Corporate Agents-Banks	-	655	54	-	1,532	49	-	655	54	-	1,532	49
3	Corporate Agents -Others	-	30,065	1,093	-	24,174	699	-	30,065	1,093	-	24,174	699
4	Brokers	4	77	14	4	1,119	7	4	77	14	4	1,119	7
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	38	41,299	4,399	48	57,023	2,812	38	41,299	4,399	48	57,023	2,812
	Total(A)	47	73,278	5,585	56	85,032	3,585	47	73,278	5,585	56	85,032	3,585
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	47	73,278	5,585	56	85,032	3,585	47	73,278	5,585	56	85,032	3,585