

PERIODIC DISCLOSURES

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

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

Date: **30.06.2013**

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Jun 13		For the Quarter ended Jun 12		Upto the Quarter ended Jun 13		Upto the Quarter ended Jun 12	
		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	14,934	4,150	17,813	4,823	14,934	4,150	17,813	4,823
2	Corporate Agents-Banks	2,565	490	4,089	882	2,565	490	4,089	882
3	Corporate Agents -Others	74	(7)	1,411	281	74	(7)	1,411	281
4	Brokers	1,944	651	8,350	1,788	1,944	651	8,350	1,788
5	Micro Agents	3,027	9	2,695	11	3,027	9	2,695	11
6	Direct Business	508	396	894	582	508	396	894	582
	Total (A)	23,052	5,689	35,252	8,367	23,052	5,689	35,252	8,367
1	Referral (B)	-	-			-	-	-	-
	Grand Total (A+B)	23,052	5,689	35,252	8,367	23,052	5,689	35,252	8,367