

# PERIODIC DISCLOSURES

FORM L-25- (ii) : Geographical Distribution Channel - GROUP

For the Quarter ended Sept 2013

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2013

| Geographical Distribution of Total Business- GROUP |                         |                              |              |                          |                              |                              |              |                          |                              |                              |              |                          |                              |
|----------------------------------------------------|-------------------------|------------------------------|--------------|--------------------------|------------------------------|------------------------------|--------------|--------------------------|------------------------------|------------------------------|--------------|--------------------------|------------------------------|
| Sl.No.                                             | State / Union Territory | Rural<br>(Group)             |              |                          |                              | Urban<br>(Group)             |              |                          |                              | Total Business<br>(Group)    |              |                          |                              |
|                                                    |                         | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) |
| 1                                                  | Andhra Pradesh          | -                            | -            | -                        | -                            | 3                            | 3,991        | 2.07                     | 194.03                       | 3                            | 3,991        | 2.07                     | 194.03                       |
| 2                                                  | Assam                   | -                            | -            | -                        | -                            | -                            | 405          | 0.15                     | 10.99                        | -                            | 405          | 0.15                     | 10.99                        |
| 3                                                  | Bihar                   | -                            | -            | -                        | -                            | -                            | 938          | 0.34                     | 19.09                        | -                            | 938          | 0.34                     | 19.09                        |
| 4                                                  | Chandigarh              | -                            | -            | -                        | -                            | 1                            | 151          | 0.15                     | 32.02                        | 1                            | 151          | 0.15                     | 32.02                        |
| 5                                                  | Chattisgarh             | -                            | -            | -                        | -                            | -                            | 2,348        | 0.91                     | 52.24                        | -                            | 2,348        | 0.91                     | 52.24                        |
| 6                                                  | Delhi                   | -                            | -            | -                        | -                            | 26                           | 24,863       | 5.12                     | 2,599.63                     | 26                           | 24,863       | 5.12                     | 2,599.63                     |
| 7                                                  | Goa                     | -                            | -            | -                        | -                            | -                            | 43           | 0.02                     | 1.03                         | -                            | 43           | 0.02                     | 1.03                         |
| 8                                                  | Gujarat                 | -                            | -            | -                        | -                            | 2                            | 22,566       | 1.36                     | 215.09                       | 2                            | 22,566       | 1.36                     | 215.09                       |
| 9                                                  | Haryana                 | -                            | -            | -                        | -                            | -                            | 1,421        | 1.34                     | 83.15                        | -                            | 1,421        | 1.34                     | 83.15                        |
| 10                                                 | Himachal Pradesh        | -                            | -            | -                        | -                            | -                            | 377          | 0.12                     | 7.25                         | -                            | 377          | 0.12                     | 7.25                         |
| 11                                                 | Jammu & Kashmir         | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            |
| 12                                                 | Jharkhand               | -                            | -            | -                        | -                            | -                            | 686          | 0.24                     | 17.75                        | -                            | 686          | 0.24                     | 17.75                        |
| 13                                                 | Karnataka               | -                            | -            | -                        | -                            | 23                           | 10,074       | 8.02                     | 499.71                       | 23                           | 10,074       | 8.02                     | 499.71                       |
| 14                                                 | Kerala                  | -                            | -            | -                        | -                            | -                            | 914          | 0.60                     | 36.76                        | -                            | 914          | 0.60                     | 36.76                        |
| 15                                                 | Lakshadweep             | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            |
| 16                                                 | Manipur                 | -                            | -            | -                        | -                            | -                            | 140          | 0.07                     | 4.98                         | -                            | 140          | 0.07                     | 4.98                         |
| 17                                                 | Madhya Pradesh          | -                            | -            | -                        | -                            | -                            | 1,827        | 0.90                     | 50.28                        | -                            | 1,827        | 0.90                     | 50.28                        |
| 18                                                 | Maharashtra             | -                            | -            | -                        | -                            | 64                           | 99,005       | 19.51                    | 4,655.93                     | 64                           | 99,005       | 19.51                    | 4,655.93                     |
| 19                                                 | Meghalaya               | -                            | -            | -                        | -                            | -                            | 71           | 0.03                     | 2.99                         | -                            | 71           | 0.03                     | 2.99                         |
| 20                                                 | Mizoram                 | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            |
| 21                                                 | Orissa                  | -                            | -            | -                        | -                            | -                            | 1,237        | 0.41                     | 24.84                        | -                            | 1,237        | 0.41                     | 24.84                        |
| 22                                                 | Pondicherry             | -                            | -            | -                        | -                            | -                            | 8            | 0.00                     | 0.14                         | -                            | 8            | 0.00                     | 0.14                         |
| 23                                                 | Punjab                  | -                            | -            | -                        | -                            | -                            | 1,250        | 1.04                     | 58.75                        | -                            | 1,250        | 1.04                     | 58.75                        |
| 24                                                 | Rajasthan               | -                            | -            | -                        | -                            | -                            | 2,504        | 1.22                     | 79.00                        | -                            | 2,504        | 1.22                     | 79.00                        |
| 25                                                 | Sikkim                  | -                            | -            | -                        | -                            | -                            | 7            | 0.01                     | 0.35                         | -                            | 7            | 0.01                     | 0.35                         |
| 26                                                 | Tamil Nadu              | -                            | -            | -                        | -                            | 1                            | 2,651        | 1.56                     | 104.59                       | 1                            | 2,651        | 1.56                     | 104.59                       |
| 27                                                 | Tripura                 | -                            | -            | -                        | -                            | -                            | 11           | 0.00                     | 0.24                         | -                            | 11           | 0.00                     | 0.24                         |
| 28                                                 | UttraKhand              | -                            | -            | -                        | -                            | -                            | 334          | 0.28                     | 14.22                        | -                            | 334          | 0.28                     | 14.22                        |
| 29                                                 | Uttar Pradesh           | -                            | -            | -                        | -                            | -                            | 1,677        | 2.20                     | 139.74                       | -                            | 1,677        | 2.20                     | 139.74                       |
| 30                                                 | West Bengal             | -                            | -            | -                        | -                            | 7                            | 4,622        | 4.22                     | 133.06                       | 7                            | 4,622        | 4.22                     | 133.06                       |
| 31                                                 | Dadra & Nagar Haveli    | -                            | -            | -                        | -                            | -                            | 2            | 0.00                     | 0.03                         | -                            | 2            | 0.00                     | 0.03                         |
| 32                                                 | Diu Daman               | -                            | -            | -                        | -                            | -                            | 2            | 0.00                     | 0.13                         | -                            | 2            | 0.00                     | 0.13                         |
| Total                                              |                         | -                            | -            | -                        | -                            | 127                          | 184,125      | 51.89                    | 9,038.04                     | 127                          | 184,125      | 51.89                    | 9,038.04                     |

# PERIODIC DISCLOSURES

FORM L-25- (ii) : Geographical Distribution Channel - GROUP

Upto the Quarter ended Sept 2013

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2013

| Geographical Distribution of Total Business |                         |                              |              |                          |                              |                              |              |                          |                              |                              |              |                          |                              |
|---------------------------------------------|-------------------------|------------------------------|--------------|--------------------------|------------------------------|------------------------------|--------------|--------------------------|------------------------------|------------------------------|--------------|--------------------------|------------------------------|
| Sl.No.                                      | State / Union Territory | Rural<br>(Group)             |              |                          |                              | Urban<br>(Group)             |              |                          |                              | Total Business<br>(Group)    |              |                          |                              |
|                                             |                         | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) | No. of Policies /<br>Schemes | No. of Lives | Premium<br>(₹ in Crores) | Sum Assured<br>(₹ in Crores) |
| 1                                           | Andhra Pradesh          | -                            | -            | -                        | -                            | 7.00                         | 9,920.00     | 4.53                     | 537.49                       | 7                            | 9,920        | 4.53                     | 537.49                       |
| 2                                           | Assam                   | -                            | -            | -                        | -                            | -                            | 817.00       | 0.31                     | 23.12                        | -                            | 817          | 0.31                     | 23.12                        |
| 3                                           | Bihar                   | -                            | -            | -                        | -                            | -                            | 1,823.00     | 0.65                     | 37.12                        | -                            | 1,823        | 0.65                     | 37.12                        |
| 4                                           | Chandigarh              | -                            | -            | -                        | -                            | 1.00                         | 221.00       | 0.39                     | 47.18                        | 1                            | 221          | 0.39                     | 47.18                        |
| 5                                           | Chattisgarh             | -                            | -            | -                        | -                            | -                            | 4,861.00     | 1.87                     | 111.35                       | -                            | 4,861        | 1.87                     | 111.35                       |
| 6                                           | Delhi                   | -                            | -            | -                        | -                            | 46.00                        | 38,261.00    | 9.05                     | 3,705.12                     | 46                           | 38,261       | 9.05                     | 3,705.12                     |
| 7                                           | Goa                     | -                            | -            | -                        | -                            | -                            | 79.00        | 0.03                     | 1.85                         | -                            | 79           | 0.03                     | 1.85                         |
| 8                                           | Gujarat                 | -                            | -            | -                        | -                            | 4.00                         | 45,742.00    | 3.26                     | 455.57                       | 4                            | 45,742       | 3.26                     | 455.57                       |
| 9                                           | Haryana                 | -                            | -            | -                        | -                            | -                            | 3,222.00     | 2.80                     | 167.22                       | -                            | 3,222        | 2.80                     | 167.22                       |
| 10                                          | Himachal Pradesh        | -                            | -            | -                        | -                            | -                            | 762.00       | 0.26                     | 14.92                        | -                            | 762          | 0.26                     | 14.92                        |
| 11                                          | Jammu & Kashmir         | -                            | -            | -                        | -                            | -                            | 4.00         | 0.00                     | 0.06                         | -                            | 4            | 0.00                     | 0.06                         |
| 12                                          | Jharkhand               | -                            | -            | -                        | -                            | -                            | 1,510.00     | 0.54                     | 39.27                        | -                            | 1,510        | 0.54                     | 39.27                        |
| 13                                          | Karnataka               | -                            | -            | -                        | -                            | 58.00                        | 41,053.00    | 16.60                    | 1,089.03                     | 58                           | 41,053       | 16.60                    | 1,089.03                     |
| 14                                          | Kerala                  | -                            | -            | -                        | -                            | -                            | 2,041.00     | 1.06                     | 68.67                        | -                            | 2,041        | 1.06                     | 68.67                        |
| 15                                          | Lakshadweep             | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            |
| 16                                          | Manipur                 | -                            | -            | -                        | -                            | -                            | 381.00       | 0.20                     | 13.46                        | -                            | 381          | 0.20                     | 13.46                        |
| 17                                          | Madhya Pradesh          | -                            | -            | -                        | -                            | -                            | 4,001.00     | 1.95                     | 110.64                       | -                            | 4,001        | 1.95                     | 110.64                       |
| 18                                          | Maharashtra             | -                            | -            | -                        | -                            | 129.00                       | 341,783.00   | 46.98                    | 10,447.96                    | 129                          | 341,783      | 46.98                    | 10,447.96                    |
| 19                                          | Meghalaya               | -                            | -            | -                        | -                            | -                            | 120.00       | 0.04                     | 4.67                         | -                            | 120          | 0.04                     | 4.67                         |
| 20                                          | Mizoram                 | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            | -                            | -            | -                        | -                            |
| 21                                          | Orissa                  | -                            | -            | -                        | -                            | -                            | 2,635.00     | 0.91                     | 54.71                        | -                            | 2,635        | 0.91                     | 54.71                        |
| 22                                          | Pondicherry             | -                            | -            | -                        | -                            | -                            | 13.00        | 0.00                     | 0.21                         | -                            | 13           | 0.00                     | 0.21                         |
| 23                                          | Punjab                  | -                            | -            | -                        | -                            | -                            | 2,589.00     | 2.07                     | 126.35                       | -                            | 2,589        | 2.07                     | 126.35                       |
| 24                                          | Rajasthan               | -                            | -            | -                        | -                            | -                            | 5,525.00     | 2.79                     | 166.89                       | -                            | 5,525        | 2.79                     | 166.89                       |
| 25                                          | Sikkim                  | -                            | -            | -                        | -                            | -                            | 15.00        | 0.01                     | 0.49                         | -                            | 15           | 0.01                     | 0.49                         |
| 26                                          | Tamil Nadu              | -                            | -            | -                        | -                            | 3.00                         | (6,293.00)   | 3.46                     | 180.55                       | 3                            | (6,293)      | 3.46                     | 180.55                       |
| 27                                          | Tripura                 | -                            | -            | -                        | -                            | -                            | 51.00        | 0.01                     | 1.44                         | -                            | 51           | 0.01                     | 1.44                         |
| 28                                          | UttraKhand              | -                            | -            | -                        | -                            | -                            | 667.00       | 0.52                     | 27.32                        | -                            | 667          | 0.52                     | 27.32                        |
| 29                                          | Uttar Pradesh           | -                            | -            | -                        | -                            | -                            | 3,866.00     | 4.67                     | 275.45                       | -                            | 3,866        | 4.67                     | 275.45                       |
| 30                                          | West Bengal             | -                            | -            | -                        | -                            | 19.00                        | 11,900.00    | 8.83                     | 309.82                       | 19                           | 11,900       | 8.83                     | 309.82                       |
| 31                                          | Dadra & Nagar Haveli    | -                            | -            | -                        | -                            | -                            | 5.00         | 0.00                     | 0.07                         | -                            | 5            | 0.00                     | 0.07                         |
| 32                                          | Diu Daman               | -                            | -            | -                        | -                            | -                            | 4.00         | 0.00                     | 0.25                         | -                            | 4            | 0.00                     | 0.25                         |
| Total                                       |                         | -                            | -            | -                        | -                            | 267                          | 517,578      | 113.83                   | 18,018.27                    | 267                          | 517,578      | 113.83                   | 18,018.27                    |