

FORM L-37

Business Acquisition through different channels (Group)

PERIODIC DISCLOSURES

Insurer:

TATA AIA LIFE INSURANCE COMPANY LIMITED

Date:

30.09.2013

Sl.No.	Business Acquisition through different channels (Group)												
		For the Quarter ended Sept 2013			For the Quarter ended Sept 2012			Upto to the Quarter ended Sept 2013			Upto to the Quarter ended Sept 2012		
	Channels	No. of Policies/ No. of Schemes	No. of Lives	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives	Premium (₹ in lakhs)	No. of Policies/ No. of Schemes	No. of Lives	Premium (₹ in lakhs)
1	Individual agents	3	1,067	83	5	303	61	8	2,249	108	9	1,487	79
2	Corporate Agents-Banks	1	1,934	59	-	1,335	73	1	2,589	114	-	2,867	122
3	Corporate Agents -Others	-	26,539	946	-	25,308	919	-	56,604	2,039	-	49,482	1,618
4	Brokers	1	7,272	94	4	9,021	240	5	7,349	108	8	10,140	247
5	Micro Agents	-	-	-	-	-	-	-	-	-	-	-	-
6	Direct Business	24	22,425	3,479	21	53,715	5,660	62	63,724	7,878	69	110,738	8,472
	Total(A)	29	59,237	4,662	30	89,682	6,953	76	132,515	10,247	86	174,714	10,538
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	29	59,237	4,662	30	89,682	6,953	76	132,515	10,247	86	174,714	10,538