

PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2013

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Sept 13		For the Quarter ended Sept 12		Upto the Quarter ended Sept 13		Upto the Quarter ended Sept 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	20,331	5,427	18,392	4,644	35,265	9,576	36,205	9,467
2	Corporate Agents-Banks	2,337	582	3,027	580	4,902	1,072	7,116	1,462
3	Corporate Agents -Others	8	(7)	1,272	312	82	(14)	2,683	592
4	Brokers	1,112	468	5,413	1,381	3,056	1,119	13,763	3,169
5	Micro Agents	3,027	9	4,207	18	6,054	17	6,902	29
6	Direct Business	1,050	520	262	378	1,558	916	1,156	960
	Total (A)	27,865	6,998	32,573	7,313	50,917	12,687	67,825	15,679
1	Referral (B)	-	-			-	-	-	-
	Grand Total (A+B)	27,865	6,998	32,573	7,313	50,917	12,687	67,825	15,679