

## PERIODIC DISCLOSURES

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

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

**Date:** 31.12.2013

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended Dec 13		For the Quarter ended Dec 12		Upto the Quarter ended Dec 13		Upto the Quarter ended Dec 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	21,523	6,564	18,547	4,882	56,788	16,140	54,752	14,349
2	Corporate Agents-Banks	2,250	584	3,116	563	7,152	1,656	10,232	2,025
3	Corporate Agents -Others	-	(1)	837	289	82	(15)	3,520	881
4	Brokers	763	386	4,737	1,398	3,819	1,505	18,500	4,566
5	Micro Agents	7,519	11	2,970	14	13,573	28	9,872	43
6	Direct Business	1,299	522	339	277	2,857	1,439	1,495	1,237
	Total (A)	33,354	8,067	30,546	7,423	84,271	20,754	98,371	23,102
1	Referral (B)	-	-			-	-	-	-
	Grand Total (A+B)	33,354	8,067	30,546	7,423	84,271	20,754	98,371	23,102