

FORM L-37

Business Acquisition through different channels (Group)

PERIODIC DISCLOSURES

Insurer:

TATA AIA LIFE INSURANCE COMPANY LIMITED

Date:

30.06.2014

| Sl.No. | Business Acquisition through different channels (Group) | | | | | | | | | | | | |
|--------|---|------------------------------------|-----------------|-------------------------|------------------------------------|-----------------|-------------------------|------------------------------------|-----------------|-------------------------|------------------------------------|-----------------|-------------------------|
| | | For the Quarter ended June 14 | | | For the Quarter ended June 13 | | | Upto to the Quarter ended June 14 | | | Upto to the Quarter ended June 13 | | |
| | 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 | 1,008 | 17 | 5 | 1,182 | 25 | 3 | 1,008 | 17 | 5 | 1,182 | 25 |
| 2 | Corporate Agents-Banks | - | 164 | 16 | - | 655 | 54 | - | 164 | 16 | - | 655 | 54 |
| 3 | Corporate Agents -Others | - | - | - | - | 30,065 | 1,093 | - | - | - | - | 30,065 | 1,093 |
| 4 | Brokers | 5 | 1,007 | 25 | 4 | 77 | 14 | 5 | 1,007 | 25 | 4 | 77 | 14 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - | - | - | - | - |
| 6 | Direct Business | 28 | 19,592 | 1,075 | 38 | 41,299 | 4,399 | 28 | 19,592 | 1,075 | 38 | 41,299 | 4,399 |
| | Total(A) | 36 | 21,771 | 1,134 | 47 | 73,278 | 5,585 | 36 | 21,771 | 1,134 | 47 | 73,278 | 5,585 |
| 1 | Referral (B) | - | - | - | - | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 36 | 21,771 | 1,134 | 47 | 73,278 | 5,585 | 36 | 21,771 | 1,134 | 47 | 73,278 | 5,585 |