

PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.06.2014

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended June 14		For the Quarter ended June 13		Upto the Quarter ended June 14		Upto the Quarter ended June 13	
		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	8,274	2,795	14,934	4,150	8,274	2,795	14,934	4,150
2	Corporate Agents-Banks	798	193	2,565	490	798	193	2,565	490
3	Corporate Agents -Others	-	(0)	74	(7)	-	(0)	74	(7)
4	Brokers	69	81	1,944	651	69	81	1,944	651
5	Micro Agents	-	1	3,027	9	-	1	3,027	9
6	Direct Business	524	219	508	396	524	219	508	396
	Total (A)	9,665	3,288	23,052	5,689	9,665	3,288	23,052	5,689
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	9,665	3,288	23,052	5,689	9,665	3,288	23,052	5,689