

# PERIODIC DISCLOSURES

FORM L-25- (i) : Geographical Distribution Channel - Individual

For the Quarter ended September 2014

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2014

## Geographical Distribution of Total Business

| Sl.No.       | State / Union Territory | Rural<br>(Individual) |               |                       |                           | Urban<br>(Individual ) |                |                       |                           | Total Business<br>(Individual ) |                |                       |                           |
|--------------|-------------------------|-----------------------|---------------|-----------------------|---------------------------|------------------------|----------------|-----------------------|---------------------------|---------------------------------|----------------|-----------------------|---------------------------|
|              |                         | No. of Policies       | No. of Lives  | Premium (₹ in Crores) | Sum Assured (₹ in Crores) | No. of Policies        | No. of Lives   | Premium (₹ in Crores) | Sum Assured (₹ in Crores) | No. of Policies                 | No. of Lives   | Premium (₹ in Crores) | Sum Assured (₹ in Crores) |
| 1            | Andhra Pradesh          | 2,186                 | 2,430         | 1.99                  | 46.60                     | 8,094                  | 9,763          | 21.72                 | 378.99                    | 10,280                          | 12,193         | 23.71                 | 425.59                    |
| 2            | Assam                   | 1,486                 | 1,720         | 2.46                  | 31.89                     | 8,576                  | 10,224         | 15.93                 | 212.94                    | 10,062                          | 11,944         | 18.40                 | 244.83                    |
| 3            | Bihar                   | 1,799                 | 2,036         | 2.34                  | 34.45                     | 5,120                  | 5,931          | 9.38                  | 133.81                    | 6,919                           | 7,967          | 11.72                 | 168.26                    |
| 4            | Chandigarh              | 219                   | 256           | 0.32                  | 6.27                      | 2,885                  | 3,398          | 5.25                  | 108.48                    | 3,104                           | 3,654          | 5.57                  | 114.75                    |
| 5            | Chattisgarh             | 150                   | 173           | 0.26                  | 4.30                      | 475                    | 586            | 1.13                  | 30.68                     | 625                             | 759            | 1.40                  | 34.98                     |
| 6            | Delhi                   | 975                   | 1,062         | 1.49                  | 26.54                     | 16,735                 | 19,918         | 40.87                 | 731.01                    | 17,710                          | 20,980         | 42.36                 | 757.54                    |
| 7            | Goa                     | 66                    | 78            | 0.16                  | 2.28                      | 259                    | 305            | 0.71                  | 10.01                     | 325                             | 383            | 0.87                  | 12.29                     |
| 8            | Gujarat                 | 1,917                 | 2,316         | 2.39                  | 47.64                     | 12,989                 | 16,812         | 29.75                 | 639.07                    | 14,906                          | 19,128         | 32.15                 | 686.71                    |
| 9            | Haryana                 | 685                   | 822           | 1.49                  | 27.88                     | 5,831                  | 7,161          | 13.65                 | 255.67                    | 6,516                           | 7,983          | 15.14                 | 283.55                    |
| 10           | Himachal Pradesh        | 143                   | 163           | 0.27                  | 5.09                      | 408                    | 470            | 0.95                  | 17.94                     | 551                             | 633            | 1.21                  | 23.03                     |
| 11           | Jharkhand               | 785                   | 862           | 1.15                  | 16.80                     | 6,583                  | 7,701          | 13.36                 | 217.42                    | 7,368                           | 8,563          | 14.51                 | 234.22                    |
| 12           | Karnataka               | 1,157                 | 1,269         | 1.31                  | 30.18                     | 9,907                  | 11,154         | 23.62                 | 452.17                    | 11,064                          | 12,423         | 24.93                 | 482.35                    |
| 13           | Kerala                  | 1,978                 | 2,203         | 3.90                  | 53.17                     | 6,957                  | 7,778          | 16.52                 | 201.68                    | 8,935                           | 9,981          | 20.42                 | 254.84                    |
| 14           | Madhya Pradesh          | 46                    | 59            | 0.08                  | 1.62                      | 967                    | 1,113          | 2.31                  | 41.72                     | 1,013                           | 1,172          | 2.39                  | 43.34                     |
| 15           | Maharashtra             | 3,883                 | 4,689         | 6.82                  | 180.01                    | 38,785                 | 45,669         | 103.10                | 3,155.37                  | 42,668                          | 50,358         | 109.91                | 3,335.38                  |
| 16           | Meghalaya               | 2                     | 2             | 0.02                  | 0.15                      | 45                     | 55             | 0.12                  | 1.18                      | 47                              | 57             | 0.14                  | 1.33                      |
| 17           | Mizoram                 | -                     | -             | -                     | -                         | 19.00                  | 22.00          | 0.05                  | 0.76                      | 19                              | 22             | 0.05                  | 0.76                      |
| 18           | Orissa                  | 3,066                 | 3,701         | 4.07                  | 53.66                     | 5,550                  | 6,771          | 9.70                  | 127.25                    | 8,616                           | 10,472         | 13.77                 | 180.91                    |
| 19           | Punjab                  | 99                    | 125           | 0.19                  | 2.86                      | 1,289.00               | 1,564.00       | 2.68                  | 54.54                     | 1,388                           | 1,689          | 2.87                  | 57.40                     |
| 20           | Rajasthan               | 1,309                 | 1,552         | 1.46                  | 25.69                     | 6,132.00               | 7,489.00       | 10.41                 | 180.26                    | 7,441                           | 9,041          | 11.86                 | 205.95                    |
| 21           | Sikkim                  | -                     | -             | -                     | -                         | -                      | -              | -                     | -                         | -                               | -              | -                     | -                         |
| 22           | Tamil Nadu              | 1,366                 | 1,600         | 2.83                  | 45.33                     | 16,714                 | 19,366         | 44.03                 | 647.92                    | 18,080                          | 20,966         | 46.86                 | 693.25                    |
| 23           | Tripura                 | 257                   | 290           | 0.50                  | 6.19                      | 729.00                 | 829.00         | 1.60                  | 16.49                     | 986                             | 1,119          | 2.11                  | 22.68                     |
| 24           | Uttar Pradesh           | 903                   | 971           | 1.00                  | 14.49                     | 6,139                  | 7,138          | 13.58                 | 210.21                    | 7,042                           | 8,109          | 14.58                 | 224.70                    |
| 25           | Uttarakhand             | 41                    | 45            | 0.07                  | 2.31                      | 485                    | 536            | 1.28                  | 24.86                     | 526                             | 581            | 1.36                  | 27.18                     |
| 26           | West Bengal             | 9,519                 | 10,841        | 12.85                 | 170.00                    | 31,417                 | 35,653         | 59.45                 | 800.78                    | 40,936                          | 46,494         | 72.30                 | 970.78                    |
| <b>TOTAL</b> |                         | <b>34,037</b>         | <b>39,265</b> | <b>49.42</b>          | <b>835.37</b>             | <b>193,090</b>         | <b>227,406</b> | <b>441.15</b>         | <b>8,651.21</b>           | <b>227,127</b>                  | <b>266,671</b> | <b>490.57</b>         | <b>9,486.58</b>           |

# PERIODIC DISCLOSURES

FORM L-25- (i) : Geographical Distribution Channel - Individual

Upto the Quarter ended September 2014

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 30.09.2014

## Geographical Distribution of Total Business

| Sl.No. | State / Union Territory | Rural<br>( Individual ) |              |                            |                                | Urban<br>( Individual ) |              |                            |                                | Total Business<br>( Individual ) |              |                         |                                |
|--------|-------------------------|-------------------------|--------------|----------------------------|--------------------------------|-------------------------|--------------|----------------------------|--------------------------------|----------------------------------|--------------|-------------------------|--------------------------------|
|        |                         | No. of Policies         | No. of Lives | Premium<br>( ₹ in Crores ) | Sum Assured<br>( ₹ in Crores ) | No. of Policies         | No. of Lives | Premium<br>( ₹ in Crores ) | Sum Assured<br>( ₹ in Crores ) | No. of Policies                  | No. of Lives | Premium ( ₹ in Crores ) | Sum Assured<br>( ₹ in Crores ) |
| 1      | Andhra Pradesh          | 4,676                   | 5,208        | 3.96                       | 82.93                          | 14,957                  | 18,094       | 37.02                      | 696.83                         | 19,633                           | 23,302       | 40.98                   | 779.76                         |
| 2      | Assam                   | 3,035                   | 3,530        | 5.09                       | 62.71                          | 16,819                  | 20,082       | 29.70                      | 415.52                         | 19,854                           | 23,612       | 34.79                   | 478.23                         |
| 3      | Bihar                   | 3,543                   | 3,999        | 4.71                       | 68.74                          | 9,916                   | 11,554       | 17.16                      | 263.47                         | 13,459                           | 15,553       | 21.87                   | 332.21                         |
| 4      | Chandigarh              | 519                     | 595          | 0.70                       | 14.14                          | 5,730                   | 6,841        | 9.70                       | 198.72                         | 6,249                            | 7,436        | 10.40                   | 212.86                         |
| 5      | Chattisgarh             | 284                     | 328          | 0.50                       | 7.33                           | 861                     | 1,076        | 1.93                       | 47.20                          | 1,145                            | 1,404        | 2.43                    | 54.53                          |
| 6      | Delhi                   | 1,959                   | 2,201        | 2.91                       | 53.01                          | 31,083                  | 37,156       | 72.49                      | 1,360.34                       | 33,042                           | 39,357       | 75.40                   | 1,413.35                       |
| 7      | Goa                     | 92                      | 111          | 0.24                       | 3.31                           | 442                     | 516          | 1.31                       | 20.14                          | 534                              | 627          | 1.55                    | 23.45                          |
| 8      | Gujarat                 | 3,940                   | 4,708        | 4.73                       | 91.99                          | 23,921                  | 30,851       | 53.71                      | 1,209.52                       | 27,861                           | 35,559       | 58.44                   | 1,301.51                       |
| 9      | Haryana                 | 1,423                   | 1,728        | 2.91                       | 55.54                          | 11,552                  | 14,241       | 25.00                      | 516.13                         | 12,975                           | 15,969       | 27.91                   | 571.67                         |
| 10     | Himachal Pradesh        | 267                     | 316          | 0.52                       | 8.77                           | 761                     | 892          | 1.82                       | 35.01                          | 1,028                            | 1,208        | 2.34                    | 43.77                          |
| 11     | Jharkhand               | 1,431                   | 1,595        | 2.10                       | 30.67                          | 12,337                  | 14,453       | 23.60                      | 397.22                         | 13,768                           | 16,048       | 25.71                   | 427.89                         |
| 12     | Karnataka               | 2,048                   | 2,233        | 2.29                       | 49.98                          | 18,349                  | 20,664       | 40.87                      | 823.54                         | 20,397                           | 22,897       | 43.16                   | 873.52                         |
| 13     | Kerala                  | 4,110                   | 4,575        | 7.15                       | 101.44                         | 13,517                  | 15,223       | 29.56                      | 404.85                         | 17,627                           | 19,798       | 36.71                   | 506.28                         |
| 14     | Madhya Pradesh          | 108                     | 128          | 0.17                       | 2.82                           | 1,904                   | 2,206        | 4.18                       | 81.60                          | 2,012                            | 2,334        | 4.35                    | 84.42                          |
| 15     | Maharashtra             | 7,461                   | 9,069        | 13.08                      | 348.16                         | 72,474                  | 85,174       | 184.00                     | 5,704.76                       | 79,935                           | 94,243       | 197.07                  | 6,052.92                       |
| 16     | Meghalaya               | 9                       | 9            | 0.05                       | 0.51                           | 107                     | 134          | 0.31                       | 3.69                           | 116                              | 143          | 0.37                    | 4.20                           |
| 17     | Mizoram                 | -                       | -            | -                          | -                              | 38                      | 46           | 0.09                       | 2.29                           | 38                               | 46           | 0.09                    | 2.29                           |
| 18     | Orissa                  | 6,001                   | 7,229        | 7.68                       | 103.05                         | 10,844                  | 13,283       | 17.10                      | 245.85                         | 16,845                           | 20,512       | 24.78                   | 348.91                         |
| 19     | Punjab                  | 229                     | 282          | 0.40                       | 8.81                           | 2,591                   | 3,160        | 5.06                       | 111.13                         | 2,820                            | 3,442        | 5.46                    | 119.94                         |
| 20     | Rajasthan               | 2,694                   | 3,213        | 3.07                       | 51.63                          | 12,343                  | 15,000       | 19.46                      | 373.50                         | 15,037                           | 18,213       | 22.53                   | 425.13                         |
| 21     | Sikkim                  | -                       | -            | -                          | -                              | -                       | -            | -                          | -                              | -                                | -            | -                       | -                              |
| 22     | Tamil Nadu              | 2,507                   | 2,950        | 5.41                       | 88.11                          | 30,733                  | 35,664       | 77.00                      | 1,219.63                       | 33,240                           | 38,614       | 82.41                   | 1,307.75                       |
| 23     | Tripura                 | 445                     | 509          | 0.87                       | 10.85                          | 1,422                   | 1,640        | 2.92                       | 33.31                          | 1,867                            | 2,149        | 3.79                    | 44.16                          |
| 24     | Uttar Pradesh           | 1,840                   | 1,996        | 1.94                       | 29.09                          | 12,116                  | 14,114       | 25.42                      | 457.04                         | 13,956                           | 16,110       | 27.37                   | 486.12                         |
| 25     | Uttrakhand              | 64                      | 72           | 0.14                       | 2.91                           | 879                     | 993          | 2.20                       | 41.50                          | 943                              | 1,065        | 2.34                    | 44.41                          |
| 26     | West Bengal             | 19,202                  | 21,842       | 25.49                      | 334.12                         | 61,002                  | 69,219       | 106.73                     | 1,511.16                       | 80,204                           | 91,061       | 132.23                  | 1,845.27                       |
| Total  |                         | 67,887                  | 78,426       | 96.15                      | 1,610.61                       | 366,698                 | 432,276      | 788.33                     | 16,173.93                      | 434,585                          | 510,702      | 884.49                  | 17,784.54                      |