

PERIODIC DISCLOSURES

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

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

Date: **30.09.2014**

Sl.No.	Channels	Business Acquisition through different channels (Individual)							
		For the Quarter ended September 14		For the Quarter ended September 13		Upto the Quarter ended September 14		Upto the Quarter ended September 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	12,843	4,253	20,331	5,427	21,117	7,047	35,265	9,576
2	Corporate Agents-Banks	(28)	(4)	2,337	582	770	189	4,902	1,072
3	Corporate Agents -Others	-	(0)	8	(7)	-	(0)	82	(14)
4	Brokers	46	38	1,112	468	115	118	3,056	1,119
5	Micro Agents	-	1	3,027	9	-	2	6,054	17
6	Direct Business	487	278	1,050	520	1,011	497	1,558	916
	Total (A)	13,348	4,565	27,865	6,998	23,013	7,853	50,917	12,687
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	13,348	4,565	27,865	6,998	23,013	7,853	50,917	12,687