

FORM L-37

Business Acquisition through different channels (Group)

PERIODIC DISCLOSURES

Insurer:

TATA AIA LIFE INSURANCE COMPANY LIMITED

Date:

31.12.2014

Sl.No.	Business Acquisition through different channels (Group)												
		For the Quarter ended December 14			For the Quarter ended December 13			Upto to the Quarter ended December 14			Upto to the Quarter ended December 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	2	865	188	1	2	12	7	2,007	220	9	2,251	120
2	Corporate Agents-Banks	-	33	6	1	119	30	-	309	33	2	2,708	144
3	Corporate Agents -Others	-	-	-	-	-	-	-	-	-	-	56,604	2,039
4	Brokers	3	2,555	55	8	4,185	81	33	13,534	153	13	11,534	190
5	Micro Agents	-	-	(0)	-	-	-	13	751	8	-	-	-
6	Direct Business	22	25,496	1,540	51	85,526	3,922	149	175,383	4,427	113	149,250	11,800
	Total(A)	27	28,949	1,789	61	89,832	4,046	202	191,984	4,841	137	222,347	14,293
1	Referral (B)	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total (A+B)	27	28,949	1,789	61	89,832	4,046	202	191,984	4,841	137	222,347	14,293