

PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 31.12.2014

Sl.No.	Channels	Business Acquisition through different channels (Individual)							
		For the Quarter ended December 14		For the Quarter ended December 13		Upto the Quarter ended December 14		Upto the Quarter ended December 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	10,871	3,437	21,523	6,564	31,988	10,485	56,788	16,140
2	Corporate Agents-Banks	(2)	(3)	2,250	584	768	185	7,152	1,656
3	Corporate Agents -Others	3	3	-	(1)	3	3	82	(15)
4	Brokers	15	11	763	386	130	129	3,819	1,505
5	Micro Agents	-	0	7,519	11	-	2	13,573	28
6	Direct Business	423	224	1,299	522	1,434	720	2,857	1,439
	Total (A)	11,310	3,672	33,354	8,067	34,323	11,525	84,271	20,754
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	11,310	3,672	33,354	8,067	34,323	11,525	84,271	20,754