

PERIODIC DISCLOSURES

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

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

Date: 31.3.2015

Sl.No.	Business Acquisition through different channels (Individual)								
	Channels	For the Quarter ended March 15		For the Quarter ended March 14		Upto the Quarter ended March 15		Upto the Quarter ended March 14	
		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	30,536	8,171	15,852	5,012	62,524	18,656	72,640	21,153
2	Corporate Agents-Banks	878	3,124	1,954	423	1,646	3,310	9,106	2,078
3	Corporate Agents -Others	21	14	-	0	24	17	82	(14)
4	Brokers	17	(5)	122	172	147	124	3,941	1,677
5	Micro Agents	4,749	5	13,848	15	4,749	8	27,421	43
6	Direct Business	1,291	635	1,313	537	2,725	1,355	4,170	1,976
	Total (A)	37,492	11,945	33,089	6,159	71,815	23,470	117,360	26,913
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	37,492	11,945	33,089	6,159	71,815	23,470	117,360	26,913