

PERIODIC DISCLOSURES

FORM NL-40 Business Acquisition through different channels
TATA AIG General Insurance Company Limited
IRDAI Registration No. 108, dated January 22, 2001



(₹ in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	For the Quarter Ended Sept 30, 2020		For the Quarter Ended Sept 30, 2019		For the Period Ended Sept 30, 2020		For the Period Ended Sept 30, 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	347,391	47,561	354,006	43,234	596,080	85,414	652,575	83,689
2	Corporate Agents-Banks	490,947	29,554	473,496	19,256	870,645	47,125	704,444	33,148
3	Corporate Agents -Others	84,499	4,516	466,781	5,041	177,533	7,948	914,457	9,015
4	Brokers	877,021	78,158	1,114,330	75,170	1,535,385	164,480	2,265,569	166,739
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	327,392	21,277	285,812	27,683	465,616	46,419	547,160	84,627
7	Others*	222,623	17,136	146,263	10,258	333,331	26,713	260,561	18,930
	Total (A)	2,349,873	198,202	2,840,688	180,643	3,978,590	378,098	5,344,766	396,148
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	2,349,873	198,202	2,840,688	180,643	3,978,590	378,098	5,344,766	396,148

Note:

1. Premium means amount of premium received from business acquired by the source

*Others Includes MISIP, Web Aggregator, PoSP, Insurance marketing Firm (IMF)