

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 Dec 31, 2020		For the Quarter Ended Dec 31, 2019		For the Period Ended Dec 31, 2020		For the Period Ended Dec 31, 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	382,710	51,989	319,102	39,262	978,790	137,403	971,677	122,951
2	Corporate Agents-Banks	505,124	27,457	455,784	20,126	1,375,769	74,581	1,160,228	53,274
3	Corporate Agents -Others	78,299	5,072	359,922	6,188	255,832	13,019	1,274,379	15,203
4	Brokers	1,108,565	95,150	1,247,995	78,381	2,643,950	259,630	3,513,564	245,121
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	696,794	20,423	266,917	18,328	1,162,410	66,842	814,077	102,955
7	Others*	328,080	24,916	151,315	10,392	661,411	51,629	411,876	29,321
	<b>Total (A)</b>	<b>3,099,572</b>	<b>225,005</b>	<b>2,801,035</b>	<b>172,677</b>	<b>7,078,162</b>	<b>603,104</b>	<b>8,145,801</b>	<b>568,825</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>3,099,572</b>	<b>225,005</b>	<b>2,801,035</b>	<b>172,677</b>	<b>7,078,162</b>	<b>603,104</b>	<b>8,145,801</b>	<b>568,825</b>

Note:

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

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