PERIODIC DISCLOSURERS TATA AIG General Insurance Company Limited IRDAI Registration No. 108, dated January 22, 2001



FORM NL-36- BUSINESS -CHANNELS WISE

Date: 30th June, 2022

| SI.No. | Channels | For the Quarter June 2022 | | Upto the Quarter June 2022 | | For the corresponding quarter of the previous year June 2021 | | of the previous year June 2021 | |
|--------|---|------------------------------|-----------------------|-------------------------------|-----------------------|--|-----------------------|--------------------------------|-----------------------|
| | | No. of Policies | Premium (Rs.Lakhs) | No. of Policies | Premium (Rs.Lakhs) | No. of Policies | Premium (Rs.Lakhs) | No. of Policies | Premium (Rs.Lakhs) |
| 1 | Individual agents | 333,546 | 54,037 | 333,546 | 54,037 | 268,635 | 41,909 | 268,635 | 41,909 |
| 2 | Corporate Agents-Banks | 277,027 | 28,575 | 277,027 | 28,575 | 184,494 | 21,677 | 184,494 | 21,677 |
| 3 | Corporate Agents -Others | 267,856 | 6,165 | 267,856 | 6,165 | 20,226 | 3,348 | 20,226 | 3,348 |
| 4 | Brokers | 976,880 | 133,161 | 976,880 | 133,161 | 653,277 | 98,543 | 653,277 | 98,543 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business -Officers/Employees -Online (Through Company Website) | | | | | | | | |
| | -Others | 407,259 | 46,987 | 407,259 | 46,987 | 213,114 | 26,696 | 213,114 | 26,696 |
| 7 | Common Service Centres(CSC) | - | - | - | - | - | - | - | - |
| 8 | Insurance Marketing Firm | 1,158 | 192 | 1,158 | 192 | 536 | 76 | 536 | 76 |
| 9 | Point of sales person (Direct) | 201,691 | 19,849 | 201,691 | 19,849 | 121,432 | 12,509 | 121,432 | 12,509 |
| 10 | MISP (Direct) | 59,983 | 2,528 | 59,983 | 2,528 | 35,449 | 1,459 | 35,449 | 1,459 |
| 11 | Web Aggregators | 522 | 39 | 522 | 39 | 32,760 | 1,184 | 32,760 | 1,184 |
| 12 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 13 | Other (to be sepcified) | | | | | | | | |
| | (i) (ii) | - | - | - | - | - | - | - | - |
| | Total (A) | 2,525,922 | 291,533 | 2,525,922 | 291,533 | 1,529,923 | 207,401 | 1,529,923 | 207,401 |
| 14 | Business outside India (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 2,525,922 | 291,533 | 2,525,922 | 291,533 | 1,529,923 | 207,401 | 1,529,923 | 207,401 |