

Tata AIG Life launches "Universe of Life"
Its state-of-the-art, in-house, New Age Training Centre

Press Release

Mumbai, 6th April, 2005:

Tata AIG Life Insurance Co. Ltd. (Tata AIG Life) today announced the inauguration of 'Universe of Life', its in-house Training Centre in Mumbai. The "Universe of Life" is established to facilitate world-class training standards for its financial advisors and Distribution Partners in addition to Corporate Training for its employees. Through continuous training and development modules, Tata AIG Life aims to pool its knowledge and resources along with enabling a structured flow of information and sharing of experiences.

Ian -J Watts, Managing Director, Tata AIG Life said "At the 'Universe of Life' we aim to create and develop a world-class training team which will instill the best ethical selling standards in the Distribution Sales Channels. The Corporate Training team will conduct world-class courses for the employees of Tata AIG Life which would inculcate in them a spirit of enthusiasm and the desire to excel in achieving their business goals. This initiative will give an added impetus in nurturing talent and developing a highly professional sales force."

"Training is considered as an investment that Tata AIG Life makes in its channel partners and employees towards building up its talent pool. Therefore we bring together a wide variety of training programmes ranging from knowledge to skill based courses to financial modules," Mr. Watts added.

The facility with its futuristic space theme has been designed with cutting-edge visuals that communicate the "launch pad" for a financial advisors career and an exciting journey thereafter.

Tata AIG Life has and is continuing to invest aggressively in highly trained in-house staff to meet the complete training requirements of all channels of business as well as employee training. By setting up a separate, stand-alone training centre, isolated from sales offices, the Company will ensure the creation of a healthy training ambience coupled with better learning and knowledge retention.

Recently, Tata AIG Life has been awarded the status of Authorized Educational Service provider for Certified Financial Planner (CFP) course by Financial Planning Services Board, India (FPSB). It is the first Life Insurance Company to be awarded this status in India. Its in-house training module has also been approved by FPSB India.

Further, Tata AIG Life has been awarded the most prestigious international award - LOMA (Life Office Management Association) Excellence in Education Award in the Insurance Sector for providing outstanding professional life insurance education to over 300 employees.

Tata AIG Life's "Universe of Life" will actively run its Sales Skill Drills, Product Training, Strategic Selling Sessions, Refresher courses on Individual Products and a world-class training road map for Distribution partners.

“Universe of Life” regional training centres will be launched in Kolkatta and Delhi shortly. Plans for launching similar centres in Bangalore and Chennai have been drawn up. “Universe of Life” is a milestone in our plan to build the Best Life Insurance Company in India.

About Tata AIG Life Insurance Company Ltd

Tata AIG Life Insurance Company Limited (Tata AIG Life) is a joint venture company, formed by the Tata Group and American International Group, Inc. (AIG). Tata AIG Life combines the Tata Group’s pre-eminent leadership position in India and AIG’s global presence as the world’s leading international insurance and financial services organization. The Tata Group holds 74 per cent stake in the insurance venture with AIG holding the balance 26 per cent. Tata AIG Life provides insurance solutions to individuals and corporates. Tata AIG Life Insurance Company was licensed to operate in India on February 12, 2001 and started operations on April 1, 2001.

The Tata Group

The Tata Group is India's best-known industrial group with an estimated turnover of around US \$ 14. 25 billion (equivalent to 2.6 % of India's GDP), covering 91 major companies with business operations in seven business sectors - Engineering, Materials, Energy, Chemicals, Consumer Products, Services, and Communications and Information Systems. The Tata brand is India's most respected brand across consumer segments with many national and internationally renowned product and service brands: Tata Indica, Tata Indigo, Indigo Marina, Tata Safari, Tata Indicom, Taj Hotels Resorts and Palaces, Tata Consultancy Services, Tata Tea, Tetley, Tata Salt, Titan, Tanishq, Voltas and Westside. By combining ethical values with business acumen, globalisation with national interests and, core businesses with emerging ones, the Tata Group aims to be the largest and most respected global brand from India, whilst fulfilling its long-standing commitment to improving the quality of life of its stakeholders.

American International Group Inc. (AIG)

American International Group, Inc. (AIG) is the world’s leading international insurance and financial services organization, with operations in more than 130 countries and jurisdictions. AIG member companies serve commercial, institutional and individual customers through the most extensive worldwide property-casualty and life insurance networks of any insurer. In the United States, AIG companies are the largest underwriters of commercial and industrial insurance and AIG American General is a top-ranked life insurer. AIG’s global businesses also include financial services, retirement services and asset management. AIG’s financial services businesses include aircraft leasing, financial products, trading and market making. AIG’s growing global consumer finance business is led in the United States by American General Finance. AIG also has one of the largest U.S. retirement services businesses through AIG SunAmerica and AIG VALIC, and is a leader in asset management for the individual and institutional markets, with specialized investment management capabilities in equities, fixed income, alternative investments and real estate. AIG’s common stock is listed on the New York Stock Exchange, as well as the stock exchanges in London, Paris, Switzerland and Tokyo.

Tata AIG Life Insurance Company Ltd

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