

**Kotak Mahindra General Insurance Company Limited**  
IRDAI Registration No. 152 Dated November 18, 2015



PERIODIC DISCLOSURES

FORM NL-40 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

*(Rs in Lakhs)*

Sl.No.	Channels	For the quarter ended 30th Sep 2017		For the quarter ended 30th Sep 2016		Upto the quarter ended 30th Sep 2017		Upto the quarter ended 30th Sep 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	1,697	220.18	18	2.40	2,282	307.24	18	2.40
2	Corporate Agents-Banks	17,710	2,089.45	8,593	878.53	31,595	3,704.95	16,166	1,588.01
3	Corporate Agents -Others	972	222.63	668	156.98	1,841	424.59	1,275	300.68
4	Brokers	8,817	634.01	1,970	210.44	18,753	1,230.42	2,435	281.35
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	24,654	483.01	2,027	270.52	44,547	1,165.29	2,664	367.58
7	Others-Web Aggregator	12,337	416.74	-	-	17,901	829.66	2	0.31
8	Others-Point of Sale	814	123.21	-	-	825	124.59	-	-
	Total (A)	67,001	4,189.23	13,276	1,518.88	117,744	7,786.74	22,560	2,540.34
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>67,001</b>	<b>4,189.23</b>	<b>13,276</b>	<b>1,518.88</b>	<b>117,744</b>	<b>7,786.74</b>	<b>22,560</b>	<b>2,540.34</b>