

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 31st December 2019		For the quarter ended 31st December 2018		Upto the quarter ended 31st December 2019		Upto the quarter ended 31st December 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	3,469	436	3,600	486	8,339	1,135	7,738	1,128
2	Corporate Agents-Banks	37,897	3,139	24,603	3,162	106,677	9,123	70,354	8,785
3	Corporate Agents -Others	93,446	1,080	2,209	277	253,925	2,968	6,695	838
4	Brokers	42,743	3,806	23,302	2,112	109,644	8,686	54,768	4,582
5	Micro Agents	17,000	91	-	-	42,051	243	-	-
6	Direct Business	260,030	2,753	99,384	1,190	581,876	5,710	220,528	2,590
7	Others-Web Aggregator	27,630	760	27,904	988	88,434	2,003	57,661	2,085
8	Others-Point of Sale	4,625	350	2,425	311	8,740	820	7,105	749
9	Others-MISP	-	-	-	-	-	-	2	1
	Total (A)	486,840	12,416	183,427	8,525	1,199,686	30,688	424,851	20,757
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	486,840	12,416	183,427	8,525	1,199,686	30,688	424,851	20,757