

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 September 2019		For the quarter ended 30th Septemeber 2018		Upto the quarter ended 30th Septemeber 2019		Upto the quarter ended 30th Septemeber 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,473	314	2,033	292	4,870	699	4,138	642
2	Corporate Agents-Banks	35,298	3,477	27,461	3,323	68,779	5,984	45,751	5,623
3	Corporate Agents -Others	78,774	973	2,321	287	160,480	1,888	4,486	562
4	Brokers	41,551	2,599	18,305	1,508	66,901	4,880	31,466	2,470
5	Micro Agents	19,002	117	-	-	25,051	152	-	-
6	Direct Business	228,608	1,687	99,029	958	321,846	2,957	121,144	1,400
7	Others-Web Aggregator	33,712	657	19,786	702	60,804	1,243	29,757	1,097
8	Others-Point of Sale	2,282	244	2,048	202	4,115	470	4,680	438
9	Others-MISP	-	-	-	-	-	-	2	0.98
	Total (A)	441,700	10,067	170,983	7,272	712,846	18,272	241,424	12,232
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	441,700	10,067	170,983	7,272	712,846	18,272	241,424	12,232