

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 2020		For the quarter ended 30th September 2019		Upto the quarter ended 30th September 2020		Upto the quarter ended 30th September 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,390	300.15	2,473	313.55	4,403	541.06	4,870	699.33
2	Corporate Agents-Banks	31,346	4,103.20	35,298	3,477.33	58,782	7,491.86	68,779	5,983.91
3	Corporate Agents -Others	19,340	629.89	78,774	972.58	33,590	1,059.83	160,480	1,887.60
4	Brokers	274,389	3,194.90	41,551	2,599.33	300,432	5,086.23	66,901	4,880.40
5	Micro Agents	878	2.29	19,002	116.88	2,250	10.24	25,051	151.56
6	Direct Business	206,114	4,031.25	228,608	1,686.95	427,777	6,402.76	321,846	2,957.10
7	Others-Web Aggregator	54,450	905.02	33,712	656.79	96,481	1,862.95	60,804	1,242.66
8	Others-Point of Sale	5,326	448.95	2,282	243.61	10,153	903.44	4,115	469.58
9	Others-MISP	-	-	-	-	-	-	-	-
	Total (A)	594,233	13,615.64	441,700	10,067.03	933,868	23,358.37	712,846	18,272.14
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	594,233	13,615.64	441,700	10,067.03	933,868	23,358.37	712,846	18,272.14