

**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 March 2017		For the quarter ended 31st March 2016		Upto the quarter ended 31st March 2017		Upto the quarter ended 31st March 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	150	12.74	-	-	344	26.47	-	-
2	Corporate Agents-Banks	12,437	1,220.38	2,427	222.55	38,124	3,855.24	2,427	222.55
3	Corporate Agents -Others	757	179.16	340	79.94	2,685	640.40	340	79.94
4	Brokers	5,817	443.67	167	23.72	13,462	1,192.89	167	23.72
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	22,657	842.80	241	44.47	35,559	1,670.31	244	44.69
7	Others-Web Aggregator	5,178	360.50			10,884	819.98		
	Total (A)	46,996	3,059.25	3,175	370.68	101,058	8,205.28	3,178	370.89
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>46,996</b>	<b>3,059.25</b>	<b>3,175</b>	<b>370.68</b>	<b>101,058</b>	<b>8,205.28</b>	<b>3,178</b>	<b>370.89</b>