

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 June 2017		For the quarter ended 30th June 2016		Upto the quarter ended 30th June 2017		Upto the quarter ended 30th June 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	585	87.05	-	-	585	87.05	-	-
2	Corporate Agents-Banks	13,885	1,615.50	7,573	709.48	13,885	1,615.50	7,573	709.48
3	Corporate Agents -Others	869	201.96	607	143.70	869	201.96	607	143.70
4	Brokers	9,936	596.41	465	70.91	9,936	596.41	465	70.91
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	19,893	682.29	637	97.06	19,893	682.29	637	97.06
7	Others-Web Aggregator	5,564	412.92	2	0.31	5,564	412.92	2	0.31
8	Others-Point of Sale	11	1.37	-	-	11	1.37	-	-
	Total (A)	50,743	3,597.51	9,284	1,021.47	50,743	3,597.51	9,284	1,021.47
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	50,743	3,597.51	9,284	1,021.47	50,743	3,597.51	9,284	1,021.47