

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 Dec 2017		For the quarter ended 31st Dec 2016		Upto the quarter ended 31st Dec 2017		Upto the quarter ended 31st Dec 2016	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,326	294.71	176	11.32	4,608	601.95	194	13.73
2	Corporate Agents-Banks	20,501	2,356.65	15,079	1,105.46	52,096	6,061.60	31,245	2,693.48
3	Corporate Agents -Others	1,072	232.48	653	160.56	2,913	657.07	1,928	461.24
4	Brokers	10,992	762.41	5,210	467.86	29,745	1,992.83	7,645	749.21
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	18,267	406.55	4,963	423.98	62,814	1,571.84	7,627	791.57
7	Others-Web Aggregator	13,645	564.70	5,421	436.50	31,546	1,394.36	5,423	436.80
8	Others-Point of Sale	2,128	213.31	-	-	2,953	337.90	-	-
	Total (A)	68,931	4,830.82	31,502	2,605.69	186,675	12,617.55	54,062	5,146.03
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	68,931	4,830.82	31,502	2,605.69	186,675	12,617.55	54,062	5,146.03