

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 2020		For the quarter ended 30th June 2019		Upto the quarter ended 30th June 2020		Upto the quarter ended 30th June 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,013	240.90	2,397	385.78	2,013	240.90	2,397	385.78
2	Corporate Agents-Banks	27,436	3,388.66	33,481	2,506.58	27,436	3,388.66	33,481	2,506.58
3	Corporate Agents -Others	14,250	429.94	81,706	915.02	14,250	429.94	81,706	915.02
4	Brokers	26,043	1,891.33	25,350	2,281.07	26,043	1,891.33	25,350	2,281.07
5	Micro Agents	1,372	7.96	6,049	34.68	1,372	7.96	6,049	34.68
6	Direct Business	221,663	2,371.50	93,238	1,270.15	221,663	2,371.50	93,238	1,270.15
7	Others-Web Aggregator	42,031	957.94	27,092	585.87	42,031	957.94	27,092	585.87
8	Others-Point of Sale	4,827	454.49	1,833	225.97	4,827	454.49	1,833	225.97
9	Others-MISP	-	-	-	-	-	-	-	-
	Total (A)	339,635	9,742.73	271,146	8,205.11	339,635	9,742.73	271,146	8,205.11
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	339,635	9,742.73	271,146	8,205.11	339,635	9,742.73	271,146	8,205.11