

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 Mar 2019		For the quarter ended 31st Mar 2018		Upto the quarter ended 31st Mar 2019		Upto the quarter ended 31st Mar 2018	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	3,251	492	2,969	418	10,989	1,620	7,577	1,020
2	Corporate Agents-Banks	38,996	3,403	23,289	2,620	109,350	12,188	75,385	8,681
3	Corporate Agents -Others	56,006	407	1,961	264	62,701	1,246	4,874	921
4	Brokers	22,242	2,289	13,549	1,361	77,010	6,871	43,294	3,354
5	Micro Agents	5,920	46	-	-	5,920	46	-	-
6	Direct Business	133,266	1,560	9,407	421	353,794	4,150	72,221	1,993
7	Others-Web Aggregator	36,220	876	11,429	533	93,881	2,960	42,975	1,928
8	Others-Point of Sale	2,196	280	2,798	269	9,301	1,029	5,751	607
9	Others-MISP	3	1	53	35	5	2	53	35
	Total (A)	298,100	9,354	65,455	5,922	722,951	30,111	252,130	18,539
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	298,100	9,354	65,455	5,922	722,951	30,111	252,130	18,539