

**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 Sep 2018		For the quarter ended 30th Sep 2017		Upto the quarter ended 30th Sep 2018		Upto the quarter ended 30th Sep 2017	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	2,033	291.74	1,697	220.18	4,138	641.88	2,282	307.24
2	Corporate Agents-Banks	27,461	3,323.08	17,710	2,089.45	45,751	5,622.50	31,595	3,704.95
3	Corporate Agents -Others	2,321	286.93	972	222.63	4,486	561.50	1,841	424.59
4	Brokers	18,305	1,508.29	8,817	634.01	31,466	2,470.32	18,753	1,230.42
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	99,029	958.13	24,654	483.01	121,144	1,399.92	44,547	1,165.29
7	Others-Web Aggregator	19,786	701.53	12,337	416.74	29,757	1,097.16	17,901	829.66
8	Others-Point of Sale	2,048	202.18	814	123.21	4,680	437.83	825	124.59
9	Others-MISP	-	-	-	-	2	0.98	-	-
	Total (A)	170,983	7,271.86	67,001	4,189.23	241,424	12,232.10	117,744	7,786.74
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>170,983</b>	<b>7,271.86</b>	<b>67,001</b>	<b>4,189.23</b>	<b>241,424</b>	<b>12,232.10</b>	<b>117,744</b>	<b>7,786.74</b>