

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 March 2020		For the quarter ended 31st March 2019		Upto the quarter ended 31st March 2020		Upto the quarter ended 31st March 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	4,183	557	3,251	492	12,522	1,692	10,989	1,620
2	Corporate Agents-Banks	36,424	2,832	38,996	3,403	143,101	11,956	109,350	12,188
3	Corporate Agents -Others	85,144	901	56,006	407	339,069	3,869	62,701	1,246
4	Brokers	47,195	3,513	22,242	2,289	156,839	12,199	77,010	6,871
5	Micro Agents	24,299	122	5,920	46	66,350	365	5,920	46
6	Direct Business	374,228	3,282	133,266	1,560	956,104	8,992	353,794	4,150
7	Others-Web Aggregator	36,333	895	36,220	876	124,767	2,898	93,881	2,960
8	Others-Point of Sale	5,888	548	2,196	280	14,628	1,368	9,301	1,029
9	Others-MISP	1	1	3	1	1	1	5	2
	Total (A)	613,695	12,651	298,100	9,354	1,813,381	43,339	722,951	30,111
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	613,695	12,651	298,100	9,354	1,813,381	43,339	722,951	30,111