

**Kotak Mahindra General Insurance Company Limited**  
IRDA 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 September 2016		For the quarter ended 30th September 2015		Upto the quarter ended 30th September 2016		Upto the quarter ended 30th September 2015	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	18	2.40	-	-	18	2.40	-	-
2	Corporate Agents-Banks	8,593	878.53	-	-	16,166	1,588.01	-	-
3	Corporate Agents -Others	668	156.98	-	-	1,275	300.68	-	-
4	Brokers	1,970	210.44	-	-	2,435	281.35	-	-
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	2,027	270.52	-	-	2,664	367.58	-	-
7	Others					2	0.31		
	Total (A)	13,276	1,518.88	-	-	22,560	2,540.34	-	-
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>13,276</b>	<b>1,518.88</b>	<b>-</b>	<b>-</b>	<b>22,560</b>	<b>2,540.34</b>	<b>-</b>	<b>-</b>