FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Kotak Mahindra General Insurance Company Limited

Date: 31st Mar 2022

Sl.No.	Channels	For the Quarter		Upto the Quarter		For the corresponding quarter of the previous year		Up to the corresponding quarter of the previous year	
		No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)	No. of Policies	Premium (Rs.Lakhs)
1	Individual agents	3,863	567.97	11,747	1,636.02	3,880	515.13	12,215	1,561.37
2	Corporate Agents-Banks	20,886	2,895.85	93,095	12,081.94	17,100	2,254.74	1,00,197	12,757.37
3	Corporate Agents -Others	3,93,843	1,695.17	4,95,331	3,043.14	63,387	850.58	1,54,422	2,723.15
4	Brokers	3,73,877	9,358.29	12,58,743	27,204.47	1,59,345	4,891.84	6,58,881	13,848.78
5	Micro Agents	75,073	163.42	1,11,871	254.41	9,947	32.28	16,250	54.65
6	Direct Business								
	-Officers/Employees	-	-	-	-	-	-	-	-
	-Online (Through Company Website)	842	72.98	2,525	225.07	666	61.23	2,415	212.81
	-Others	3,60,427	8,328.80	13,92,379	25,283.37	4,13,359	5,824.02	10,41,485	17,034.62
7	Common Service Centres(CSC)								
8	Insurance Marketing Firm								
9	Point of sales person (Direct)	11,138	1,091.36	38,249	3,725.51	9,468	876.67	27,954	2,499.41
10	MISP (Direct)	-	-	-	-	-	-	-	-
11	Web Aggregators	148	17.78	49,508	792.88	64,139	861.79	2,46,702	3,707.06
12	Referral Arrangements	-	-	-	-	-	-	-	-
13	Other (to be sepcified) (i) _____ (ii) _____	-	-	-	-	-	-	-	-
	Total (A)	12,40,097	24,191.60	34,53,448	74,246.81	7,41,291	16,168.29	22,60,521	54,399.23
14	Business outside India (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	**12,40,097**	**24,191.60**	**34,53,448**	**74,246.81**	**7,41,291**	**16,168.29**	**22,60,521**	**54,399.23**