FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Kotak Mahindra General Insurance Company Limited

Date: 31st Dec 2021

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	3,142	423.90	7,884	1,068.05	3,932	505.18	8,335	1,046.24
2	Corporate Agents-Banks	22,120	3,077.57	72,209	9,186.09	24,315	3,010.76	83,097	10,502.62
3	Corporate Agents -Others	94,297	664.49	101,488	1,347.97	57,445	812.75	91,035	1,872.57
4	Brokers	488,656	10,040.17	884,866	17,846.18	199,104	3,870.71	499,536	8,956.94
5	Micro Agents	30,586	71.73	36,798	90.99	4,053	12.13	6,303	22.38
6	Direct Business -Officers/Employees -Online (Through Company Website) -Others	455,184	6,827.31	1,033,635	17,106.67	202,098	4,959.43	629,875	11,362.18
7	Common Service Centres(CSC)								
8	Insurance Marketing Firm								
9	Point of sales person (Direct)	12,354	1,166.94	27,111	2,634.15	8,333	719.30	18,486	1,622.74
10	MISP (Direct)	-	-	-	-	-	-	-	-
11	Web Aggregators	220	15.68	49,360	775.11	86,082	982.32	182,563	2,845.27
12	Referral Arrangements								
13	Other (to be sepcified) (i) _____ (ii) _____								
	Total (A)	1,106,559	22,287.79	2,213,351	50,055.21	585,362	14,872.58	1,519,230	38,230.95
14	Business outside India (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	**1,106,559**	**22,287.79**	**2,213,351**	**50,055.21**	**585,362**	**14,872.58**	**1,519,230**	**38,230.95**