

**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 2021		For the quarter ended 31st March 2020		Upto the quarter ended 31st March 2021		Upto the quarter ended 31st March 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	3,880	515.13	4,183	556.93	12,215	1,561.37	12,522	1,692.36
2	Corporate Agents-Banks	17,100	2,254.74	36,424	2,832.33	100,197	12,757.37	143,101	11,955.72
3	Corporate Agents -Others	63,387	850.58	85,144	901.20	154,422	2,723.15	339,069	3,869.00
4	Brokers	159,345	4,891.84	47,195	3,513.34	658,881	13,848.78	156,839	12,199.25
5	Micro Agents	9,947	32.28	24,299	121.78	16,250	54.65	66,350	364.67
6	Direct Business	414,025	5,885.25	374,228	3,282.03	1,043,900	17,247.44	956,104	8,992.28
7	Others-Web Aggregator	64,139	861.79	36,333	894.75	246,702	3,707.06	124,767	2,897.54
8	Others-Point of Sale	9,468	876.67	5,888	547.90	27,954	2,499.41	14,628	1,367.73
9	Others-MISP	-	-	1	0.52	-	-	1	0.52
	Total (A)	741,291	16,168.29	613,695	12,650.78	2,260,521	54,399.23	1,813,381	43,339.08
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>741,291</b>	<b>16,168.29</b>	<b>613,695</b>	<b>12,650.78</b>	<b>2,260,521</b>	<b>54,399.23</b>	<b>1,813,381</b>	<b>43,339.08</b>