

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 December 2020		For the quarter ended 31st December 2019		Upto the quarter ended 31st December 2020		Upto the quarter ended 31st December 2019	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	3,932	505.18	3,469	436.10	8,335	1,046.24	8,339	1,135.43
2	Corporate Agents-Banks	24,315	3,010.76	37,897	3,139.41	83,097	10,502.62	106,677	9,123.32
3	Corporate Agents -Others	57,445	812.75	93,446	1,080.27	91,035	1,872.57	253,925	2,967.87
4	Brokers	199,104	3,870.71	42,743	3,805.51	499,536	8,956.94	109,644	8,685.91
5	Micro Agents	4,053	12.13	17,000	91.33	6,303	22.38	42,051	242.89
6	Direct Business	202,098	4,959.43	260,030	2,753.16	629,875	11,362.18	581,876	5,710.25
7	Others-Web Aggregator	86,082	982.32	27,630	760.12	182,563	2,845.27	88,434	2,002.78
8	Others-Point of Sale	8,333	719.30	4,625	350.25	18,486	1,622.74	8,740	819.83
9	Others-MISP	-	-	-	-	-	-	-	-
	Total (A)	585,362	14,872.58	486,840	12,416.16	1,519,230	38,230.95	1,199,686	30,688.29
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	585,362	14,872.58	486,840	12,416.16	1,519,230	38,230.95	1,199,686	30,688.29