

PERIODIC DISCLOSURES

FORM NL-40 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Name of the Insurer: Navi General Insurance Limited  
 (Formerly known as DHFL General Insurance Limited)  
 Registration No. 155 dated May 22, 2017  
 CIN: U66000MH2016PLC283275



(₹ in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	For Q1 2020-21		For Q1 2019-20		Upto Q1 2020-21		Upto Q1 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	8,350	140	7,734	148	8,350	140	7,734	148
2	Corporate Agents-Banks	-	-	3	0	-	-	3	0
3	Corporate Agents -Others	1,477	78	16,742	1,040	1,477	78	16,742	1,040
4	Brokers	10,231	302	33,312	1,549	10,231	302	33,312	1,549
5	Micro Agents			-	-			-	-
6	Direct Business Internet	1,520	24	17,186	400	1,520	24	17,186	400
7	Direct Business Others	3,101	210	1,570	116	3,101	210	1,570	116
8	Others - Web Aggregator	5,436	302	13,612	894	5,436	302	13,612	894
	<b>Total (A)</b>	<b>30,115</b>	<b>1,057</b>	<b>90,159</b>	<b>4,147</b>	<b>30,115</b>	<b>1,057</b>	<b>90,159</b>	<b>4,147</b>
1	Referral (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>30,115</b>	<b>1,057</b>	<b>90,159</b>	<b>4,147</b>	<b>30,115</b>	<b>1,057</b>	<b>90,159</b>	<b>4,147</b>

Note:

1. Premium means amount of premium received from business acquired by the source
2. Number of Policies stand for number of policies sold