

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 Q2 2020-21		For Q2 2019-20		Upto Q2 2020-21		Upto Q2 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	12,052	203	45,916	689	20,402	343	53,650	837
2	Corporate Agents-Banks	-	-	3	0	-	-	6	0
3	Corporate Agents -Others	20,833	1,297	20,608	1,226	22,310	1,375	37,350	2,265
4	Brokers	26,468	538	1,46,869	2,759	36,699	840	1,80,181	4,308
5	Micro Agents			-	-			-	-
6	Direct Business Internet	597	18	8,502	176	2,117	43	25,688	577
7	Direct Business Others	6,589	190	682	937	9,690	400	2,252	1,053
8	Others - Web Aggregator	14,451	570	14,410	716	19,887	872	28,022	1,611
	Total (A)	80,990	2,816	2,36,990	6,503	1,11,105	3,873	3,27,149	10,651
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	80,990	2,816	2,36,990	6,503	1,11,105	3,873	3,27,149	10,651

Note:

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