

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 Q3 2020-21		For Q3 2019-20		Upto Q3 2020-21		Upto Q3 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	6,538	100	15,370	234	26,940	443	69,020	1,071
2	Corporate Agents-Banks	-	-	3	0	-	-	9	0
3	Corporate Agents -Others	27,200	1,681	22,920	1,411	49,510	3,056	60,270	3,677
4	Brokers	21,654	526	25,466	512	58,353	1,366	2,05,647	4,820
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business Internet	524	10	10,887	63	2,641	52	36,575	640
7	Direct Business Others	22,139	434	2,176	383	31,829	834	4,428	1,436
8	Others - Web Aggregator	21,843	616	594	40	41,730	1,488	28,616	1,651
	Total (A)	99,898	3,366	77,416	2,644	2,11,003	7,239	4,04,565	13,295
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	99,898	3,366	77,416	2,644	2,11,003	7,239	4,04,565	13,295

Note:

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