

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 Q4 2020-21		For Q4 2019-20		Upto Q4 2020-21		Upto Q4 2019-20	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	2,316	23	9,969	155	29,256	466	78,976	1,222
2	Corporate Agents-Banks	-	-	1	0	-	-	10	1
3	Corporate Agents -Others	72,325	2,359	24,049	1,496	1,21,835	5,416	84,319	5,173
4	Brokers	6,297	146	17,491	434	64,650	1,512	2,23,148	5,256
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business Internet	38	1	24,145	109	2,679	54	60,720	748
7	Direct Business Others	8,634	155	778	263	40,463	988	5,209	1,701
8	Others - Web Aggregator	15,474	517	660	47	57,204	2,004	29,276	1,697
	Total (A)	1,05,084	3,201	77,093	2,504	3,16,087	10,440	4,81,658	15,799
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	1,05,084	3,201	77,093	2,504	3,16,087	10,440	4,81,658	15,799

Note:

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