

PERIODIC DISCLOSURES

FORM NL-36- BUSINESS -CHANNELS WISE

Name of the Insurer: Navi General Insurance Limited

(Formerly known as DHFL General Insurance Limited)

Registration No. 155 dated May 22, 2017

CIN: U66000KA2016PLC148551



(₹ in Lakhs)

Business Acquisition through different channels									
Sl.No.	Channels	For Q2 2021-22		Upto Q2 2021-22		For Q2 2020-21		Upto Q2 2020-21	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	2,544	64	6,921	113	12,052	203	20,402	343
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	26,396	1,384	28,322	1,438	20,833	1,297	22,310	1,375
4	Brokers	34,577	1,081	41,012	1,141	26,468	538	36,699	840
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business Internet	27,224	347	33,356	474	7,186	208	11,807	442
7	Direct Business Others	-	-	-	-	-	-	-	-
8	Common Service Centres(CSC)	-	-	-	-	-	-	-	-
9	Insurance Marketing Firm	-	-	-	-	-	-	-	-
10	Point of sales person (Direct)	-	-	-	-	-	-	-	-
11	MISP (Direct)	203	12	10,060	493	14,451	570	19,887	872
12	Web Aggregators	-	-	-	-	-	-	-	-
13	Referral Arrangements	-	-	-	-	-	-	-	-
14	Others	-	-	-	-	-	-	-	-
	<b>Total (A)</b>	<b>90,944</b>	<b>2,889</b>	<b>119,671</b>	<b>3,660</b>	<b>80,990</b>	<b>2,816</b>	<b>111,105</b>	<b>3,873</b>
1	Business outside India (B)	-	-	-	-	-	-	-	-
	<b>Grand Total (A+B)</b>	<b>90,944</b>	<b>2,889</b>	<b>119,671</b>	<b>3,660</b>	<b>80,990</b>	<b>2,816</b>	<b>111,105</b>	<b>3,873</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