

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 Q4 2021-22		Upto Q4 2021-22		For Q4 2020-21		Upto Q4 2020-21	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	-	-	-	-	2,316	23	29,256	466
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	35,237	2,085	77,905	4,324	72,325	2,359	1,21,835	5,416
4	Brokers	36,469	972	1,17,172	3,455	6,297	146	64,650	1,512
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business Internet	14,009	787	41,859	1,415	38	1	2,679	54
7	Direct Business Others	63,722	201	1,36,897	873	8,634	155	40,463	988
8	Common Service Centres(CSC)	-	-	-	-	-	-	-	-
9	Insurance Marketing Firm	-	-	-	-	-	-	-	-
10	Point of sales person (Direct)	539	21	8,296	159	-	-	-	-
11	MISP (Direct)	-	0	31	1	-	-	-	-
12	Web Aggregators	(5)	0	7,647	430	15,474	517	57,204	2,004
13	Referral Arrangements	-	-	-	-	-	-	-	-
14	Others	-	-	-	-	-	-	-	-
	Total (A)	1,49,971	4,066	3,89,807	10,657	1,05,084	3,201	3,16,087	10,440
1	Business outside India (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	1,49,971	4,066	3,89,807	10,657	1,05,084	3,201	3,16,087	10,440

Note:

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