

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 Q1 2022-23 | | Upto Q1 2022-23 | | For Q1 2021-22 | | Upto Q1 2021-22 | |
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual Agents | - | 14 | - | 14 | 4,377 | 50 | 4,377 | 50 |
| 2 | Corporate Agents-Banks | - | 0 | - | 0 | - | - | - | - |
| 3 | Corporate Agents -Others | 3,902 | 331 | 3,902 | 331 | 1,926 | 54 | 1,926 | 54 |
| 4 | Brokers | 31,650 | 711 | 31,650 | 711 | 7,638 | 125 | 7,638 | 125 |
| 5 | Micro Agents | - | - | - | - | - | - | - | - |
| 6 | Direct Business Internet | 9,828 | 775 | 9,828 | 775 | 771 | 16 | 771 | 16 |
| 7 | Direct Business Others | 54,211 | 184 | 54,211 | 184 | 5,361 | 111 | 5,361 | 111 |
| 8 | Common Service Centres(CSC) | - | - | - | - | - | - | - | - |
| 9 | Insurance Marketing Firm | - | - | - | - | - | - | - | - |
| 10 | Point of sales person (Direct) | 349 | 121 | 349 | 121 | - | - | - | - |
| 11 | MISP (Direct) | - | 1 | - | 1 | - | - | - | - |
| 12 | Web Aggregators | 585 | 7 | 585 | 7 | 8,654 | 416 | 8,654 | 416 |
| 13 | Referral Arrangements | - | - | - | - | - | - | - | - |
| 14 | Others | - | - | - | - | - | - | - | - |
| | Total (A) | 1,00,525 | 2,143 | 1,00,525 | 2,143 | 28,727 | 771 | 28,727 | 771 |
| 1 | Business outside India (B) | - | - | - | - | - | - | - | - |
| | Grand Total (A+B) | 1,00,525 | 2,143 | 1,00,525 | 2,143 | 28,727 | 771 | 28,727 | 771 |

Note:

1. Premium means amount of premium received from business acquired by the source

2. Number of Policies stand for number of policies sold