

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 2019-20		For Q4 2018-19		Upto Q4 2019-20		Upto Q4 2018-19	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual Agents	9,969	155	1,231	39	78,976	1,222	1,231	39
2	Corporate Agents-Banks	1	0	31	1	10	1	38	1
3	Corporate Agents -Others	24,049	1,496	21,836	1,091	84,319	5,173	2,30,053	19,978
4	Brokers	17,491	434	5,344	1,125	2,23,148	5,256	5,736	1,667
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business Internet	24,145	109	16,073	330	60,720	748	30,703	635
7	Direct Business Others	778	263	1,284	151	5,209	1,701	3,099	1,361
8	Others - Web Aggregator	660	47	8,827	626	29,276	1,697	8,856	626
	Total (A)	77,093	2,504	54,626	3,363	4,81,658	15,799	2,79,716	24,307
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	77,093	2,504	54,626	3,363	4,81,658	15,799	2,79,716	24,307

Note:

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