

Name of the Insurer: Edelweiss General Insurance Co. Ltd.
Registration No. 159 and Date of Registration December 18, 2017
CIN No. U66000MH2016PLC273758

FORM NL-40 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS

Business Acquisition through different channels									
Sl.No.	Channels	For Q3 2019-20		For Q3 2018-19		Upto 9M 2019-20		Upto 9M 2018-19	
		No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)	No. of Policies	Premium (₹ in Lakhs)
1	Individual agents	1,610	205.80	1,853	393.07	3,836	493.99	2,408	448.29
2	Corporate Agents-Banks	-	-	-	-	-	-	-	-
3	Corporate Agents -Others	138	27.45	11	1.14	148	28.51	19	1.60
4	Brokers	6,476	1,799.05	2,217	1,365.20	9,710	4,606.78	2,352	2,728.45
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	5,441	660.83	2,166	516.56	12,212	2,005.33	7,561	2,121.06
7	Others*	14,067	1,298.15	4,238	352.86	22,497	2,008.92	4,257	354.11
	Total (A)	27,732	3,991.28	10,485	2,628.84	48,403	9,143.53	16,597	5,653.52
1	Referral (B)	-	-	-	-	-	-	-	-
	Grand Total (A+B)	27,732	3,991.28	10,485	2,628.84	48,403	9,143.53	16,597	5,653.52

Note:

1. Premium means amount of premium received from business acquired by the source
2. Number of Policies stand for number of policies sold
3. Others Includes business sourced through Web Aggregator & POSP