

PERIODIC DISCLOSURES



FORM NL-40 Business Acquisition through different channels

Name of the Insurer: **Hannover Rück SE – India Branch**

Registration No.: **FRB/004**

Date of Registration with the IRDAI : **21st December, 2016**

For the year ended 31 March 2020

(Rs in Lakhs)

| Sl.No. | Channels | Business Acquisition through different channels | | | | | | | |
|--------|--------------------------|---|---------|----------------------------|---------|------------------|----------|----------------------------------|---------|
| | | Current Quarter | | Same quarter Previous Year | | Up to the period | | Same period of the previous year | |
| | | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium | No. of Policies | Premium |
| 1 | Individual agents | NA | - | NA | - | NA | - | NA | - |
| 2 | Corporate Agents-Banks | NA | - | NA | - | NA | - | NA | - |
| 3 | Corporate Agents -Others | NA | - | NA | - | NA | - | NA | - |
| 4 | Brokers | NA | 4,258 | NA | 4,678 | NA | 30,772 | NA | 20,282 |
| 5 | Micro Agents | NA | - | NA | - | NA | - | NA | - |
| 6 | Direct Business | NA | 19,828 | NA | 18,704 | NA | 94,058 | NA | 73,028 |
| | Total (A) | | 24,086 | | 23,382 | | 1,24,830 | | 93,310 |
| 1 | Referral (B) | NA | - | NA | - | NA | - | NA | - |
| | Grand Total (A+B) | | 24,086 | | 23,382 | | 1,24,830 | | 93,310 |

Note:

1. Premium means amount of premium received from business acquired by the source
2. Being reinsurer, we only enter into reinsurance treaty with directly insurance companies. As such, details of No of Policies is not applicable.
3. Premium includes estimated premium as well.