

## ABOUT US

Ard Insurance Company, founded in 1994, is one of the leading general insurers and innovators in Mongolia. The company features an impressive network which consists of a workforce of over 100 employees, 232 agents and 25 branches across the country, providing reliable and fast insurance services in every corner of Mongolia.

*We are committed to keeping the interests of our clients at the forefront. We encourage fair competition at the market, restrict any activities and refuse to enter into any agreement which may contradict fair competition.*

The solvency ratio indicates the insurance risk bearing capacity of insurance companies. The company's solvency ratio has consistently met the minimum solvency ratio requirement according to the "Regulation on the calculation of solvency ratio of a general insurance company" validated by FRC Decree No.105 of 2016.

**GROSS WRITTEN PREMIUM, REINSURANCE & CLAIMS (MLN MNT)**

	2013	2014	2015	2016
Gross written premium	10,094	10,106	9,160	7,172
Claims paid	2,557	3,095	3,829	2,596
Reinsurance premium paid	4,234	1,816	1,842	1,346

## EXPENSE RATIO & LOSS RATIO

	2013	2014	2015	2016
Expense ratio	0.54	0.57	0.59	0.65
Loss ratio	0.41	0.41	0.59	0.44

**TOTAL ASSETS & RESERVES (MLN MNT)**

	2013	2014	2015	2016
Total assets	7,128	8,649	8,759	9,541
Reserves	3,240	4,163	4,532	4,355

## PORTFOLIO

2015					2016				
	Premium income		Claims paid			Premium income		Claims paid	
Personal accident & medical insurance	440.86	4%	335.20	9%		460.62	6.4%	126.17	4.9%
Property insurance	2,924.85	31.9%	266.96	7%		1,280.79	17.9%	200.50	7.7%
Motor own damage insurance	1,229.98	13.4%	823.40	22%		921.40	12.8%	755.88	29.1%
Cargo insurance	299.13	3.3%	108.13	3%		282.78	3.9%	18.58	0.7%
Construction all risk insurance	208.69	2.3%	6.21	0%		294.95	4.1%	9.11	0.4%
Index based livestock insurance	-	0.0%	-	0%		39.22	0.5%	-	0.0%
Aviation insurance	1,127.99	12.3%	-	0%		1,180.21	16.4%	67.46	2.6%
Motor TPL insurance	2,294.18	25.0%	1,712.14	45%		1,761.81	24.6%	1,028.94	39.6%
Liability insurance	612.39	6.7%	48.02	1%		920.15	12.8%	44.82	1.7%
Financial insurance	21.56	0.2%	528.20	-		30.11	0.4%	344.30	13.3%
<b>Total</b>	<b>9,159.63</b>	<b>100.0%</b>	<b>3,828.56</b>	<b>100.0%</b>		<b>7,172.29</b>	<b>100.0%</b>	<b>2,596.76</b>	<b>100.0%</b>

# #1

Rated as  
best insurer  
in 2012,  
2013

108

Permanent staff

23

Years of operation

## #2

**By Driver's TPL  
claims payment  
in 2015**

25

## Branches

232

## Agents

# #3

By claims  
payment in 2016

7%

### Market share

# 54K

Number of insured customer

## REINSURANCE

For the last 20 years Ard Insurance Company diversified its risks through ceding high risk, high liability accounts to best rated reinsurers of the world. We comply with applicable laws and regulations of Mongolia and international standards and are one of the most experienced local insurers in this area on Mongolian market.

- We are offering Global Health Care Insurance plan for Mongolians and expatriates. One of the leading reinsurers Hannover Re and world's biggest Health Insurance TPA service provider MSH International are jointly cooperating with Ard Insurance on this revolutionary product.

- Furthermore, we have successfully started a cooperation and enhancing our relationship with a Japanese reinsurance broker Marnix to have better gateway in the Asian reinsurance market.

- We have strong relationships with well-known international reinsurers rated A-AAA by Standard and Poors and AM Best, the world's preeminent providers of credit ratings.

- We have a treaty program with Hannover Re Group and have been reinsuring our whole portfolio under the Treaty agreement, which increases our risk bearing capacity.

- Ard Insurance Company has once again been chosen by the leading reinsurance group Allianz as a strategic partner in Mongolia.

- We have improved our joint product with Russian insurance and reinsurance company Ingosstrakh, and, French TPA company Europ Assistance Company, offering our clients Traveler's medical expense and personal accident insurance with improved coverage and decreased cost.

### As a general insurance company we offer:

- Property insurance
- CAR/EAR
- Aviation insurance
- General liability insurance
- Professional indemnity insurance
- Personal accident & medical insurance
- International health insurance

We cooperate with reputable international reinsurance companies to cover high risks directly and through reinsurance broker companies.

## REINSURERS



## PRODUCTS AND SERVICES

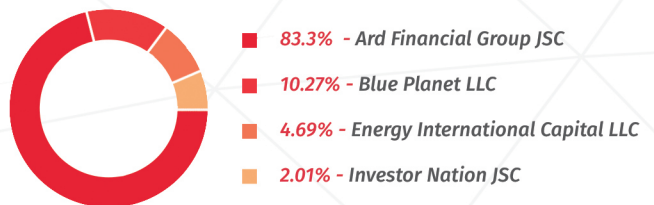
Ard Insurance company is a general insurance company and offers over 50 types of insurance products both on voluntary and compulsory basis and is one of the first few companies to write Driver's TPL compulsory insurance.



## TIMELINE

- 2016** Ard Holdings became a major shareholder of Ard Insurance
- 2015** Internal insurance database consisting of 70,000 clients information was created
- 2015** Ard Holdings Group became a strategic investor
- 2014** Awarded as the best tax payer by the Mongolian Taxation Office, (Blue Book)
- 2013** Awarded with a Grand Prix of the Mongolian Chamber of Commerce and Industry
- 2012** Awarded as the Top Insurer of the Grand Expo
- 2011** Acquisition of Grand Insurance LLC
- 2010** Awarded International Quality Era Award from Switzerland
- 2008** Awarded by the Financial Regulatory Committee as the "Top Insurance Company of the year"
- 2004** UK based Omni Whittington Group became a strategic investor
- 2000** Recognized as one of top 5 insurers in Mongolia
- 1994** Ard Insurance was founded

## SHAREHOLDERS



## BROKERS