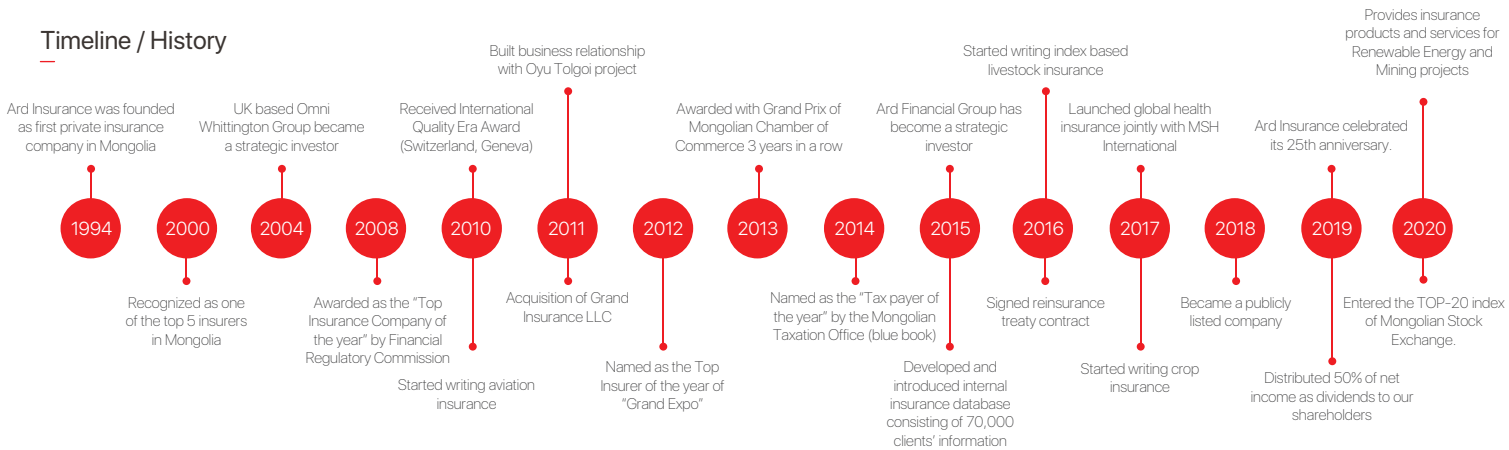
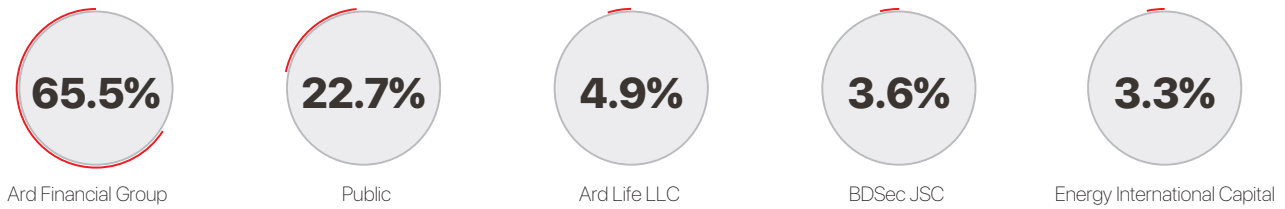


Timeline / History



Shareholders



General Information

Ard Insurance, offers over 50 types of insurance products and services to its customers. It is the first insurance company has made an IPO on the Mongolian Stock Exchange and a pioneer in the local market to write Compulsory Motor TPL insurance, Livestock insurance and Crop insurance.

- Health and Personal Accident Insurance
- Travel Insurance
- Construction Insurance
- Property Insurance
- Motor Own Damage Insurance
- Aviation Insurance
- Cargo Insurance
- Medical Insurance
- Agriculture Insurance
- All types of Liability Insurances
- Drivers TPL Insurance
- Financial Insurance
- Index based Livestock Insurance
- Apartment Owners Liability

Health Insurance

We offer the following types of Health Insurance products to individuals and corporate clients.

- Domestic Health Insurance
- International Health Insurance
- Personal Accident Insurance
- Travel Insurance
- Temporary Disability Insurance
- Workers Compensation Insurance
- Employers Liability Insurance

In 2020 our health insurance team has provided services to 56,259 clients with a total Liability Limit of MNT 748 trillion and reimbursed over MNT 800 million to 1,605 clients.

In 2020, we have insured International travel insurance with 4 types of packages, sum insured of 224 billion tugruqs: solved a daily claim of 134 clients', reimbursed 345 million tugruqs payment.

Reinsurance

We have been ceding our risk to reputable Reinsurers in UK, USA, Germany, Japan, Singapore and Russia since 2003 and we are one of the most experienced in this field. We have a strong long-lasting partnership with German Reinsurance / Insurance company Allianz. Furthermore, Hannover Re is our main reinsurer and we cede our risk through Treaty and Facultative reinsurance coverage for Aviation, Cargo, Engineering, Property, Business interruption, Liability, Travel, Crop and International Health insurance policies. We are committed to choose the best available reinsurance solution and tailor-made coverage for each and every client.

#1

Company with the most clients

#1

Company with the most shareholders

#2

Return on investment (in the market)

50

over 50 Products &amp; Insurance Solutions

2,069

Shareholders

100

Employees

24

Branches

9%

Market share (by net premium income)

27

Years of operation

100

Agents

193k

Insured clients

5

Cooperating banks

21

Cooperating brokers

## Financial Information

(mln. MNT)

	Premium	Claims	Reinsurance	Total assets	Reserves
2018	13,001	6,012	3,163	21,003	8,470
2019	11,409	4,423	2,082	20,824	7,880
<b>2020</b>	<b>15,774</b>	<b>4,719</b>	<b>4,453</b>	<b>28,728</b>	<b>10,811</b>
Changes	38%	7%	114%	38%	37%

Calculated from Net Premium  
Ratio Indicator<100%, Solvency Rate>100%

## Ratio

	Loss Ratio	Expense Ratio	Combined Ratio	Solvency Rate
2018	36.3%	51.8%	88.1%	109.5%
2019	44.5%	67.7%	112.2%	123.2%
<b>2020</b>	<b>33.0%</b>	<b>60.4%</b>	<b>93.4%</b>	<b>132.2%</b>

## Insurance Portfolio

(mln. MNT)

	Premium		Claims		Reinsurance (2020)	
	2019	2020	2019	2020	Premium	Claims
Health and Personal Accident Insurance	1,668	2,033	544	800	529	207
Property Insurance	2,410	3,803	435	742	2,528	341
Motor Own Damage Insurance	2,318	2,507	1,304	1,142	-	-
Cargo Insurance	268	316	25	136	39	-
Construction Insurance	143	2,027	3	16	872	-
Liability Insurance	1,027	1,430	116	51	357	-
Drivers TPL Insurance	2,669	2,404	1,286	1,223	-	-
Others (8 types)	907	1,255	710	610	127	-
<b>Total</b>	<b>11,409</b>	<b>15,774</b>	<b>4,423</b>	<b>4,719</b>	<b>4,453</b>	<b>547</b>

Others: Agriculture Insurance, Livestock Insurance, Compulsory Drivers TPL Insurance, Financial Insurance, Credit Insurance, Fidelity Guarantee Insurance, Aviation Insurance

## Insurance market UW year 2020 (General Insurance)

(mln. MNT)

	Market	Market Average	Ard Insurance JSC
Total Assets	316,991	22,642	28,728
Total Reserves	144,282	10,306	10,811
Claim Reserves	56,871	4,062	3,121
Total Premium Income	200,016	14,287	15,774
Net Premium Income	124,892	8,921	11,120
Reinsurance Expense	66,785	4,770	4,453
Total Claims	59,273	4,234	4,719
Net Claims	50,975	3,641	3,667
Operating Expense	79,207	5,658	6,713
Loss Ratio	40.8%	40.8%	33.0%
Expense Ratio	63.4%	63.4%	60.4%
Combined Ratio	104.2%	104.2%	93.4%

Source: Mongolian Insurance Association

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