

Company in brief

Ard Insurance JSC was established in 1994 and, in compliance with the relevant laws, regulations, and requirements, obtained a special license to operate in the insurance industry (license No. 2/16) from the Financial Regulatory Commission. The company has been operating for over 30 years as a general insurance company

In 2018, it launched an IPO and became a publicly listed company on the Mongolian Stock Exchange with approximately 9,500 shareholders.

Today, Ard Insurance JSC is a leading provider of stable and reputable insurance services both domestically and internationally. It has also become a reliable partner and supporter for wealth creators, making significant contributions to the economic and social development of the country, as demonstrated by its continued success.

Shareholders (2024.12.31)

56.7%



Ard Financial Group*

43.3%



Public

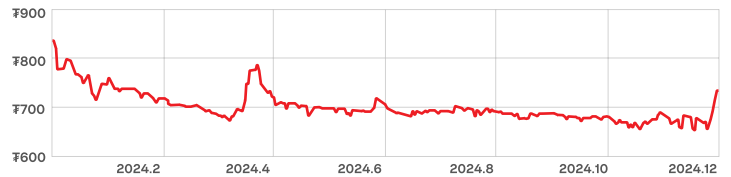
Number of shares

25 M

* Ard Financial Group's affiliated companies.

Stock trend

MSE: AIC (www.mse.mn)



Facts

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Company with the most shareholders

+70

Agents and brokers

+30

Years of operation

19 Billion MNT

Total claim

+100

Employees

9.5k

Shareholders

+50

Types of insurance products

45 Billion MNT

Gross written premium

5

Cooperating banks

9%

Market share (gross premium)

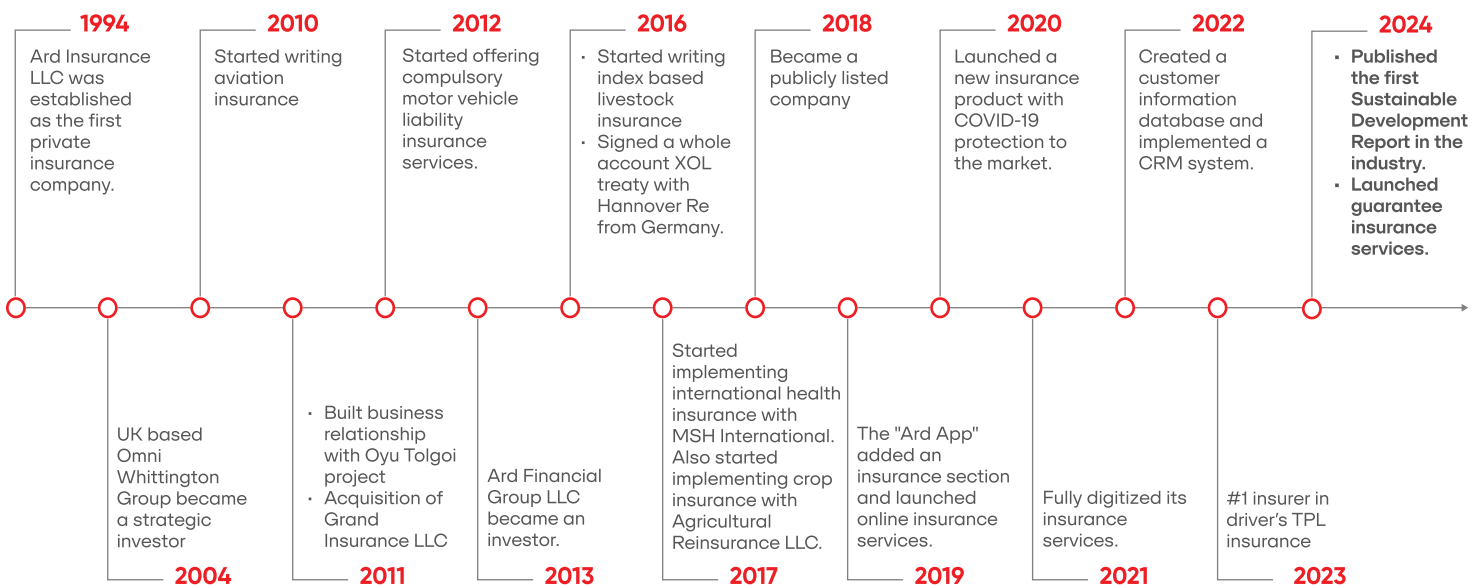
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Branches

256k

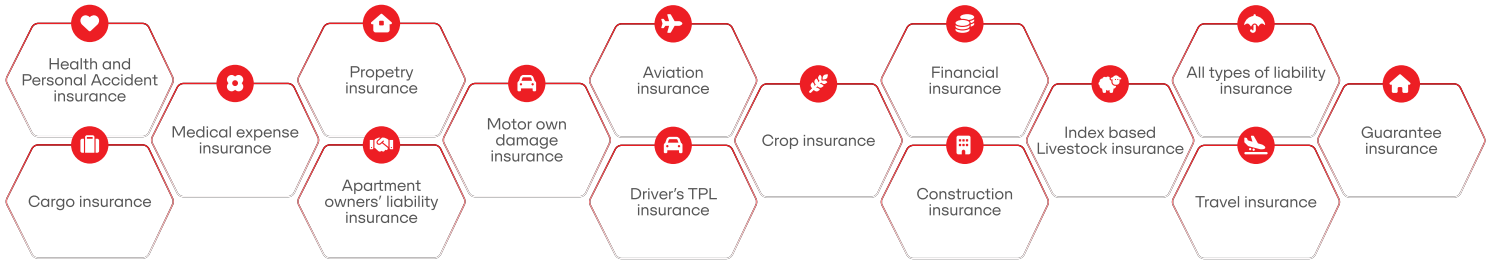
Insured clients

Timeline



Insurance service

Ard Insurance JSC is a general insurance company that offers over 50 types of voluntary insurance products in addition to mandatory insurance. We are one of the pioneers in implementing motor vehicle liability insurance, livestock indexed insurance, crop insurance, and guarantee insurance.

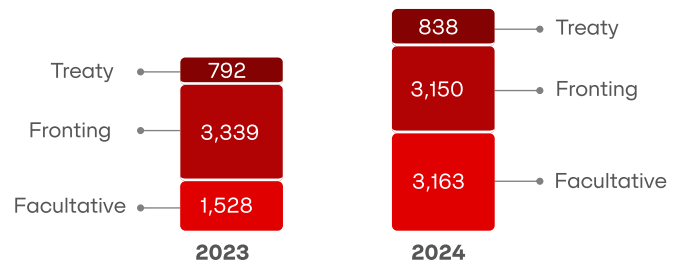


Reinsurance

Since 2003, Ard Insurance JSC has consistently reinsured with major international reinsurers from countries such as the United Kingdom, the United States, Germany, Japan, Singapore, and Switzerland, all of which hold high credit ratings.

As part of a strategic partnership, we have been collaborating with Allianz Germany for the long term. Additionally, Hannover Re, Mongolian Re, and Swiss Re are among our regular reinsurers, with whom we place our risk portfolio through facultative and treaty reinsurance agreements.

Reinsurance premiums (in million MNT)



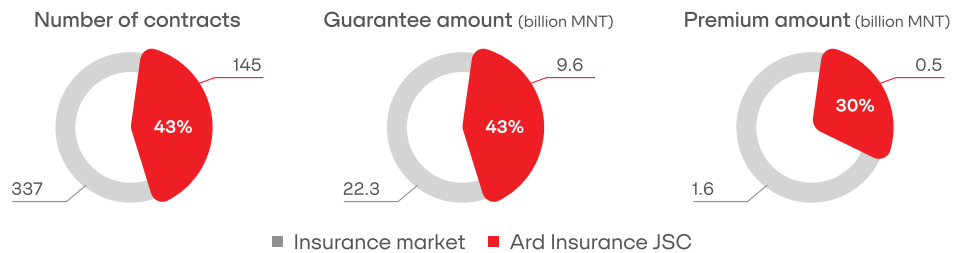
PREMIUM	2023	%	2024	%
Facultative	1,528	27%	3,163	44%
Fronting	3,339	59%	3,150	44%
Treaty	792	14%	838	12%
Total	5,660	100%	7,150	100%

(Under the insurance contract)

CLAIM	2023	%	2024	%
Health & Accident	196	5%	87	9%
Property	729	19%	258	28%
Livestock	320	8%	586	63%
Financial	2,559	67%		
Total	3,804	100%	931	100%

Guarantee insurance

Ard Insurance JSC has started providing guarantee insurance following the amendments to the Insurance Law and the Law on Procurement of Goods, Works, and Services with State and Local Property.

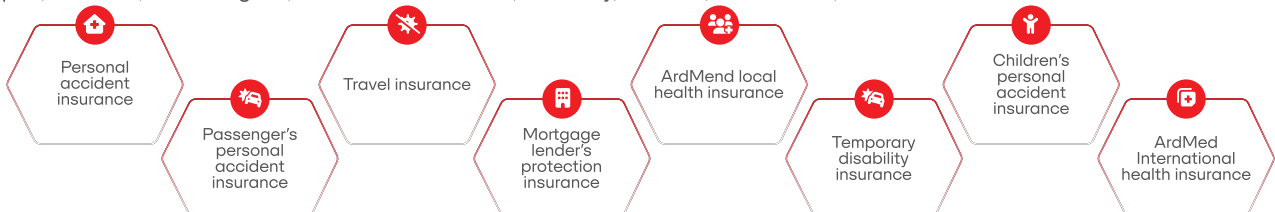


Health insurance

We provide **Ard-Mend** domestic health insurance and **Ard-Medicare (Ard-Med)** international health insurance product, offering comprehensive health and accident coverage to over **150,000 customers**. Our client base continues to grow, reflecting our commitment to reliable and high-quality insurance services.

Ard-Medicare international health insurance is a product implemented in collaboration with **MSH China**, a global healthcare service provider with an extensive network of over 330,000 partner hospitals in more than 200 countries worldwide.

Our customers have accessed direct billing services for international health insurance at network hospitals in Asian countries such as China, South Korea, Japan, Thailand, and Mongolia, as well as in Australia, Germany, Sweden, Switzerland, and other countries around the world.



Financial information (in million MNT)

	Premium	Claim	Reinsurance	Total asset	Reserve fund	Net profit
2022	22,315	7,858	4,231	35,645	14,704	737
2023	32,438	14,095	5,660	44,156	22,367	3,277
2024	45,244	19,663	7,150	51,133	26,912	2,410

Ratio

	Loss Ratio*	Expense ratio**	Combined ratio
2022	40%	59%	99%
2023	41%	56%	97%
2024	49%	49%	98%

*Net claims / Premiums accounted for in the revenue
 **Operating expenses / Premiums accounted for in the revenue

Insurance portfolio (in million MNT)

Type of insurance	Premium			Claim		
	2023	2024	Change	2023	2024	Change
Health & personal accident insurance	5,217	5,320	▲ 2%	2,197	2,440	▲ 11%
Property insurance	5,557	6,487	▲ 17%	1,103	497	▼ -55%
Motor own damage insurance	6,982	12,062	▲ 73%	2,608	3,860	▲ 48%
Cargo insurance	348	427	▲ 23%	36	67	▲ 84%
Construction insurance	552	2,303	▲ 317%	-	-	-
Liability insurance	2,064	4,372	▲ 112%	80	279	▲ 247%
Driver's TPL insurance	7,957	11,874	▲ 49%	4,157	9,366	▲ 125%
Others (8 types)	3,762	2,399	▼ -36%	3,914	3,153	▼ -19%
Total	32,438	45,244	▲ 39%	14,095	19,663	▲ 39%

General Insurance market UW Year 2024 (in million MNT)

	Market	Market average	Ard Insurance
Number of insurers: 17			
Total premium income	498,328	31,146	▲ 45,244
Reinsurance income	165,337	9,726	▲ 7,150
Net premium income	318,292	19,893	▲ 36,800
Premiums accounted for in the revenue	280,830	16,519	▲ 33,610
Total claims	158,326	9,895	▲ 19,663
Net claims	123,513	7,720	▲ 16,338
Operating expense	168,052	9,885	▲ 16,311
Total assets	582,346	34,256	▲ 51,133
Total reserves	78,078	4,593	▲ 6,102
Shareholders equity	225,485	13,264	▲ 19,595
Loss Ratio*	56%	-	59%
Expense Ratio*	60%	-	49%
Combined Ratio*	116%	-	108%

*FRC's 2024 consolidated report on the insurance sector's operations.

Claim

Through indexed livestock insurance, we have paid out a total of **696.8** million MNT in claims. Under our salary loan insurance partnership with Trade and Development Bank, we have provided **2.4** billion MNT in claims to **261** insured customers. Ard Insurance JSC leads the industry in claim payments, ensuring reliable compensation in accordance with insurance contracts.

NUMBERS OF CLAIMS PAID	2023	Percent	2024	Percent
Health & personal accident insurance	2,899	33%	2,193	17%
Property insurance	158	2%	215	2%
Motor own damage insurance	1,620	18%	2,470	19%
Credit insurance	253	3%	266	2%
Liability insurance	56	1%	61	0%
Driver's TPL insurance	3,804	43%	7,782	60%
Others	32	0%	10	0%
Total	8,822	100%	12,997	100%
Number of claims settled per day	34		50	

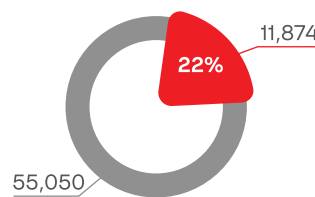
Company achievements of 2024

- ✓ In 2024, we celebrated the 90th anniversary of the insurance sector and the 30th anniversary of Ard Insurance. To mark this milestone, we organized a variety of events and initiatives for our employees and customers.
- ✓ For the first time in the insurance sector, we published the **"Sustainable Development Report 2023"** in the insurance sector, setting a new benchmark for transparency and responsibility. This initiative serves as a model for the insurance market, the FRC, and our investors while inspiring others to adopt similar reporting practices.
- ✓ We have introduced an online system for submitting insurance claims and requesting policy cancellations, making the process more convenient and accessible for our customers.
- ✓ We have started offering online renewal of driver's TPL insurance policies via messaging services, making it easier for customers to extend their coverage.
- ✓ Launched guarantee insurance and green insurance for the first time to the market.

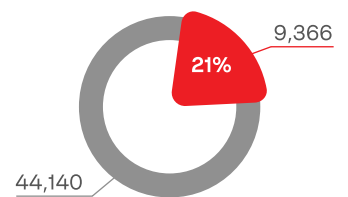
Interesting facts

- ✓ There are 16 insurance companies providing driver's TPL insurance, and the 2024 year-end report can be viewed in the graph.
- ✓ In 2024, the company settled claims worth 13.2 billion MNT for a total of 10,252 cases of driver's TPL insurance, which accounts for 67% of the company's total compensation.
- ✓ Approximately 90% of the above-mentioned insurance claims involve risks such as collisions, impacts, and rollovers during road traffic activities. Of the total claims, 71% are covered under driver's TPL insurance, and 29% are covered under vehicle insurance.
- ✓ Ard Insurance JSC has estimated that it pays approximately 36 million MNT in compensation to 30 policyholders every working day, solely through driver's TPL insurance.
- ✓ 50% of the total claims have been settled through the company's damage verification, while the other 50% has been resolved through the Traffic Police Department's damage verification.
- ✓ The average compensation amounts for motor insurance and vehicle insurance compared to the previous year are as follows:

Driver's TPL premium (in million MNT)



Driver's TPL claims (in million MNT)



■ Insurance market ■ Ard Insurance JSC

Type of insurance	Amount of claims paid (in million MNT)		Number of claims paid		Avg claims amount (in million MNT)	
	2023	2024	2023	2024	2023	2024
Driver's TPL insurance	4,156.6	9,365.7	3,804	7,782	1.1	1.6
Motor own damage insurance	2,607.9	3,680.7	1,620	2,470	1.6	1.2
Нийт	6,764.5	13,226.3	5,424	10,252		

