

<b>#1</b> Rated as best insurer in 2011, 2012 and 2013	<b>#2</b> By Driver's TPL claims payment in 2015	<b>#3</b> By claims payment in 2016	<b>100</b> Permanent staff	<b>24</b> Branches	<b>10 %</b> Market share	<b>24</b> Years of operation	<b>238</b> Agents	<b>54K</b> Number of insured customer	<b>6</b> Banks we cooperate with	<b>20</b> Brokers we cooperate with
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## About us

Ard Daatgal insurance company, founded in 1994, is one of the leading general insurers in Mongolia. We have operated for 24 years and features an impressive network which consists of a workforce of over 100 employees, 238 agents and 24 branches across the whole country, providing reliable and fast insurance services in every corner of Mongolia.

We operate in conformity with commercial insurance laws, and regulations issued by the FRC, Article 9 and 49 of the Insurance Law, and provide professional services under the jurisdiction.

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

## Shareholders

Ard Daatgal insurance company's shareholders come from investment, banking and financial sectors which provide experience in corporate law, sustainable development, good governance and best international practices that sought to embed in the mongolian insurance market.

Ard Financial Group JSC 95%

5% Energy International Capital LLC

## Gross written premium, reinsurance & claims (MLN MNT)

	Gross written premium	Claims	Reinsurance
<b>2017</b>	<b>10,355</b> +44.3%	<b>4,063</b> +56.5%	<b>3,302</b> +145.2%
2016	7,172 +21.7%	2,596 -32.2%	1,346 -26.9%
2015	9,160 -9.36%	3,829 +23.7%	1,842 +1.4%
2014	10,106	3,095	1,816

## Expense ratio & loss ratio

	Expense ratio*	Loss ratio*
<b>2017</b>	<b>0.62</b> -4.6%	<b>0.67</b> +52.2%
2016	0.65 +10.1%	0.44 -25.4%
2015	0.59 +3.5%	0.59 +43.9%
2014	0.57	0.41

## Total assets & reserves (MLN MNT)

	Total assets	Reserves
<b>2017</b>	<b>11,726</b> +22.9%	<b>5,559</b> +27.6%
2016	9,541 +8.9%	4,355 -3.9%
2015	8,759 +1.2%	4,532 +8.8%
2014	8,689	4,163

\*The ratio is calculated based on earned premium

## Portfolio

	Gross written premium				Claims				Reinsurance (2017)	
	2016		2017		2016		2017		Gross written premium	Claims
Personal accident & medical insurance	461	6.4%	1,101	10.6%	126	4.9%	111	2.8%	180	2
Property insurance	1,281	17.9%	4,236	40.9%	201	7.7%	399	9.8%	1,874	45
Motor own damage insurance	921	12.8%	1,327	12.8%	756	29.1%	670	16.5%	-	-
Cargo insurance	283	3.9%	227	2.2%	19	0.7%	118	2.9%	43	-
Construction all risk insurance	295	4.1%	451	4.4%	9	0.4%	1,304	32.2%	282	1,278
Agriculture insurance	-	0.0%	43	0.4%	-	0.0%	211	5.3%	37	205
Index based livestock insurance	39	0.5%	113	1.1%	-	0.0%	2	0.0%	36	-
Aviation insurance	1,180	16.4%	37	0.3%	67	2.6%	-	0.0%	368	-
Liability insurance	920	12.8%	500	4.8%	45	1.7%	113	2.7%	468	-
Financial insurance	30	0.4%	12	0.1%	344	13.3%	314	7.7%	1	-
Motor TPL insurance	1,762	24.6%	1,833	17.8%	1,029	39.6%	753	18.5%	12	-
Financial insurance	-	0.0%	476	4.6%	-	0.0%	67	1.6%	-	-
<b>Total</b>	<b>7,172</b>	<b>100.0%</b>	<b>10,355</b>	<b>100.0%</b>	<b>2,596</b>	<b>100.0%</b>	<b>4,063</b>	<b>100.0%</b>	<b>3,302</b>	<b>1,530</b>

**Solvency margin ratio**

2017	111.47%
2016	102.01%

Regulatory solvency requirement is met on a consistent base

**Reinsurance**

Ard Daatgal diversifies its risks through ceding to reinsurance subject to compliance with applicable laws and regulations of Mongolia and international standards.

As a direct insurer we acquire tailor made reinsurance protection directly from reputable reinsurers or through international broker for the following products:

- Property all risks
- Construction all risks
- Aviation all risks
- Commercial general liability
- Professional indemnity
- Cargo all risks
- Personal accident
- International health insurance

• We have a treaty program with Hannover Re group via UIB Singapore since 2016 and have been reinsuring our whole portfolio under the treaty contract, which increases our risk bearing capacity.

• We started offering “ARD MEDICARE”, a global health care Insurance plan for our clients in 2017. One of the leading reinsurers Hannover Re and world’s biggest Health insurance TPA service provider, MSH International are jointly cooperating on this revolutionary product.

Since launch, the insurance program was well received by our customers for it’s availability of access to international hospitals and relatively cheaper price. MSH has corporate clients worldwide with 330,000 health service providers in 200 countries.

• In 2017, Ard Daatgal became the first and only insurance company to write crop insurance in the Mongolian market jointly with Agricultural Reinsurance company and paid out the indemnity over MNT 211 mln to 4 companies.

**Timeline**

- 2017**
  - Started paying out indemnity on the date of occurrence.
  - Started writing crop insurance jointly with Agricultural Reinsurance company.
- 2016**
  - Started writing index based livestock insurance.
  - Signed reinsurance treaty contract with Hannover Re, Germany.
  - Launched global health insurance jointly with Hannover Re and MSH International.
- 2015**
  - Internal insurance database consisting of 70,000 clients information was created.
  - Ard Financial Group became a strategic investor.
- 2014**
  - Named as the “Tax payer of the year” by the Mongolian Taxation Office (Blue book)
  - Celebrated 20th anniversary.
- 2013**
  - Awarded with Grand Prix of Mongolian Chamber of Commerce and Industry.
- 2012**
  - Named as the Top Insurer of the Grand Expo.
  - Awarded with Grand Prix of Mongolian Chamber of Commerce and Industry.
- 2011**
  - Acquisition of Grand Insurance LLC.
  - Named by Financial Regulatory Commission as the “Top Insurance Company of the year”.
  - Started business relations with Oyu tolgoi project.
- 2010**
  - Received International Quality Era Award from Switzerland.
  - Started cooperation with banks and financial institutions.
  - Started writing aviation insurance.
- 2008**
  - Named by Financial Regulatory Commission 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 Daatgal was founded.

**Reinsurers and Brokers**



**Products and services**

Ard Daatgal 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.

