



ALDAGI

LEADER INSURER IN GEORGIA

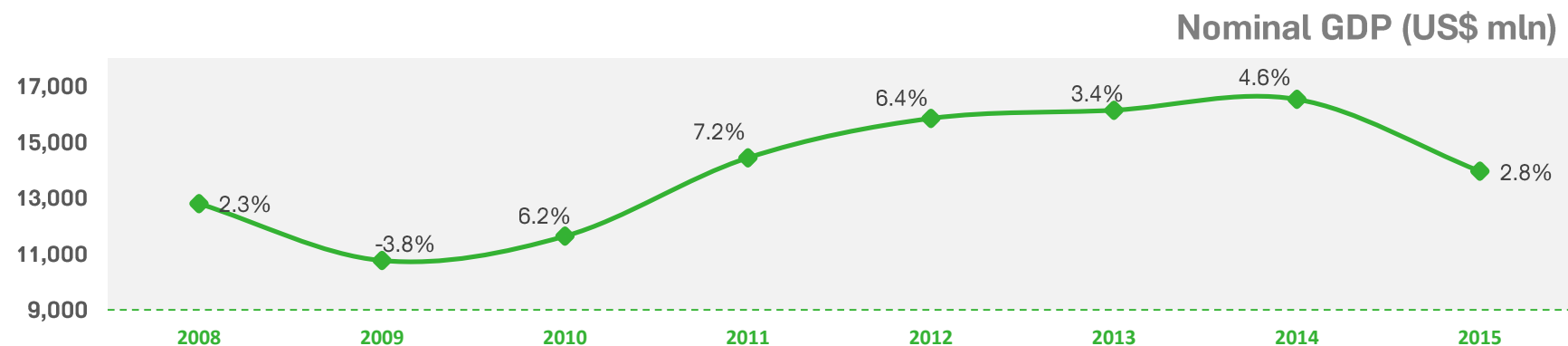
June - 2016



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GEORGIAN ECONOMY TODAY

Real GDP Y-o-Y Growth Rate (%)



Georgian Economy Statistics	2008	2009	2010	2011	2012	2013	2014	2015
Nominal GDP (US\$ mln)	12,801	10,767	11,637	14,439	15,847	16,140	16,529	13,960
Real GDP Growth (y-o-y; %)	2.3%	-3.8%	6.2%	7.2%	6.4%	3.4%	4.6%	2.8%
GDP per Capita (US\$)	2,921	2,455	2,623	3,231	3,523	3,600	3,681	3,759
CPI (D-o-D)	110	102	107	109	99	100	103	104
FDI (US\$ mln)	1 564.0	658	815	1,117	912	942	1 758.4	1 351.1
Current Account Deficit as % of GDP	-22.1%	-10.6%	-10.3%	-12.7%	-11.7%	-5.7%	-10.6%	-11.8%

*Source: The World Bank Record, Geostat.ge.

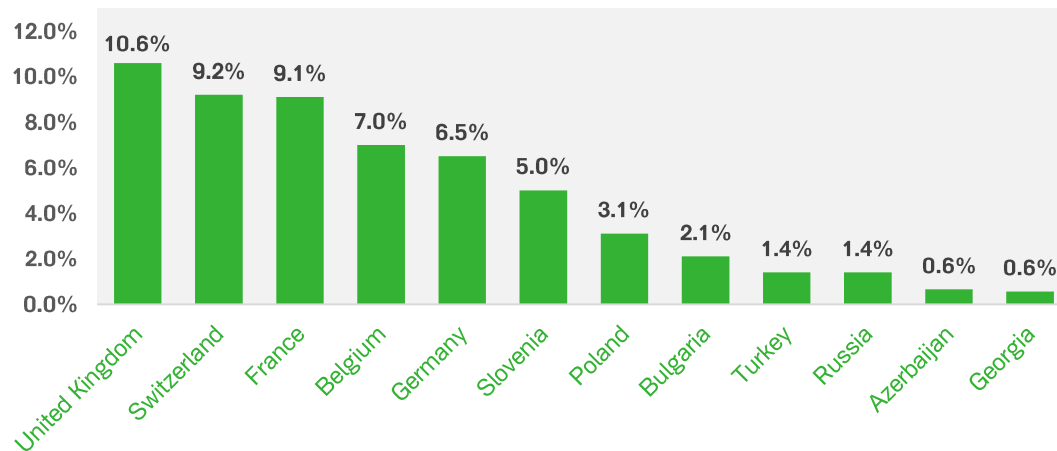


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INSURANCE DENSITY AND PENETRATION

INSURANCE PENETRATION

GPW/GDP, 2014



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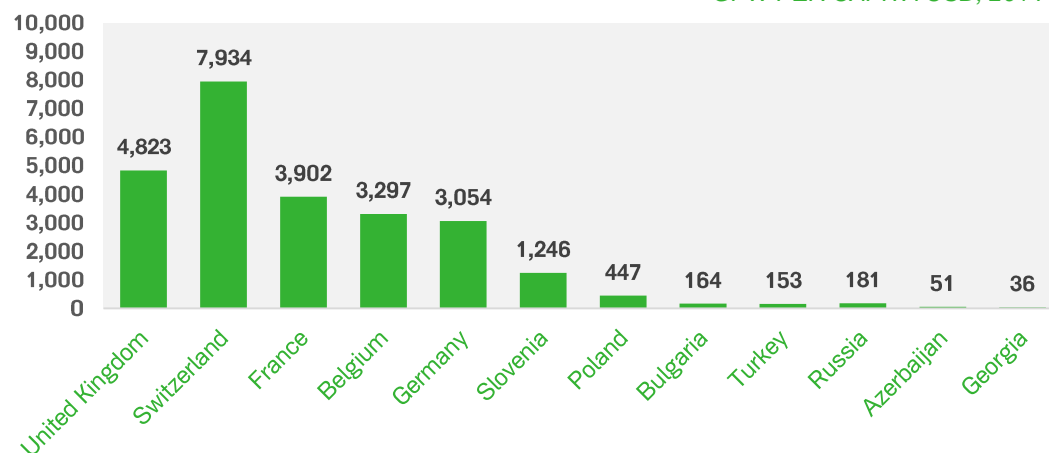
Insurance consumption determinants as density and penetration in insurance are extremely low in Georgia.

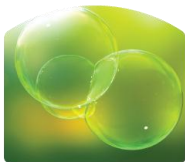
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Mandatory MTPL introduction will reveal in significant positive changes of consumption determinants from 2016

INSURANCE DENSITY

GPW PER CAPITA USD, 2014





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NEED INSURANCE . . .

25-YEAR HISTORY OF ALDAGI'S EVOLUTION AND SUCCESS



FIRST INSURANCE COMPANY IN GEORGIA. ALDAGI MAINTAINS ITS LEADING POSITION OVER THE YEARS.



BROAD RANGE OF PRODUCTS, INNOVATIVE, NEW OFFERINGS, FROM FINANCIALLY STRONG AND STABLE COMPANY



MANY YEARS OF EXPERIENCE, BEST INSURANCE DECISIONS, INDIVIDUALLY TAILORED OPTIMAL COVERAGE.



MEMBER OF BANK OF GEORGIA FINANCIAL GROUP, STABLE PARTNER FOR YOUR BUSINESS, LISTED ON THE MAIN MARKET OF THE LONDON'S STOCK EXCHANGE

1990

Founding of the first private insurance company

1998

Founding of insurance company BCI

2004

Bank of Georgia acquisition of BCI

2014

Company Split into pure P&C Insurance and Healthcare Business

2013

Restyling of Aldagi Brand

2012

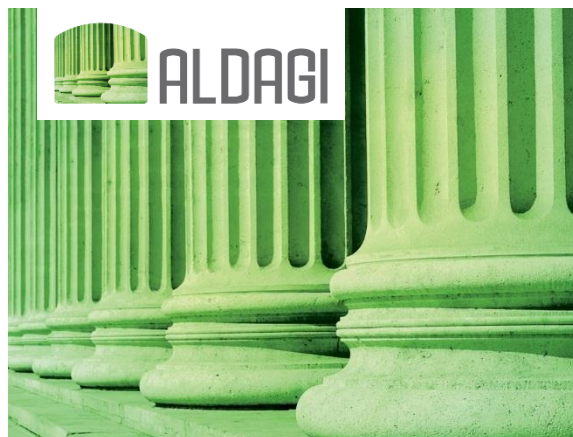
Imedi L acquisition by Aldagi BCI

2009

Aldagi BCI is rewarded as the best insurer of the year by Euromoney

2006-2007

- BCI acquisition of Aldagi
- Largest merger on the market - Aldagi BCI





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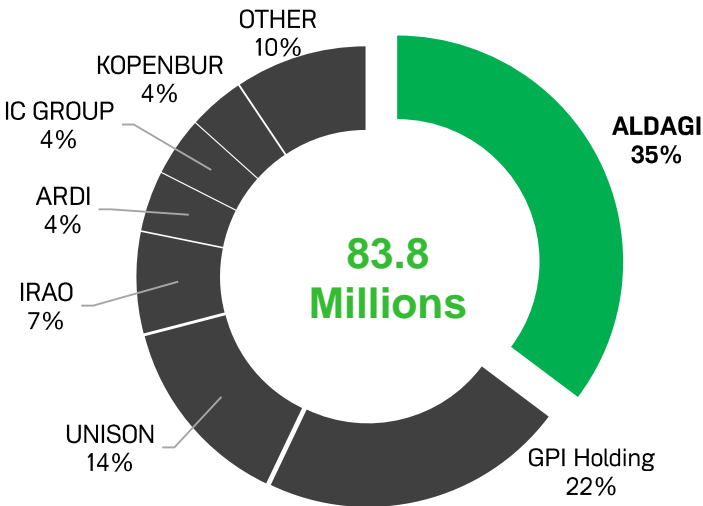
P&C INSURANCE MARKET

P&C Insurance Market share by GPW (USD)

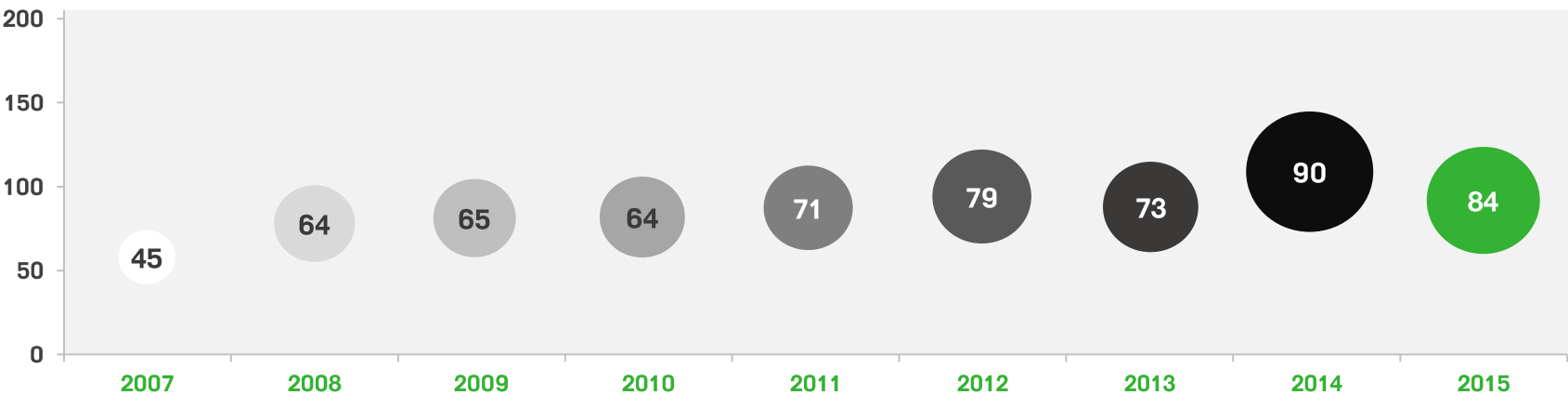
ALDAGI is the **leader** on the P&C insurance market with GPW of USD 29.5 million for 2015

35% market share by GPW compared to 22% market share of the nearest competitor GPI Holding.

USD '000	2014	2015
Aldagi GPW	32,973	29,531



P&C Insurance Market by GPW (USD)



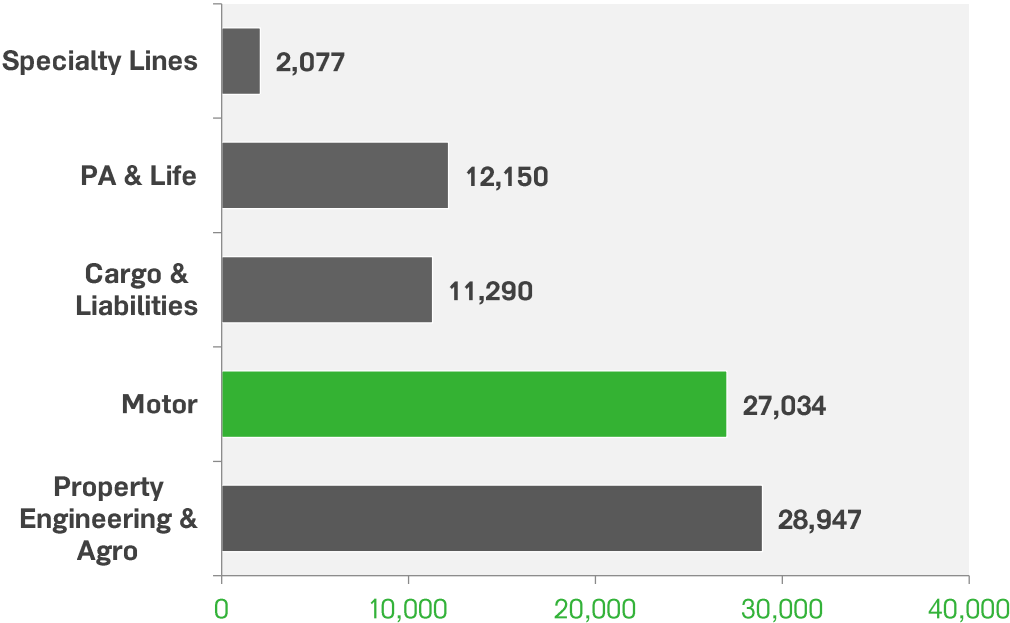


ALDAGI

P&C INSURANCE MARKET

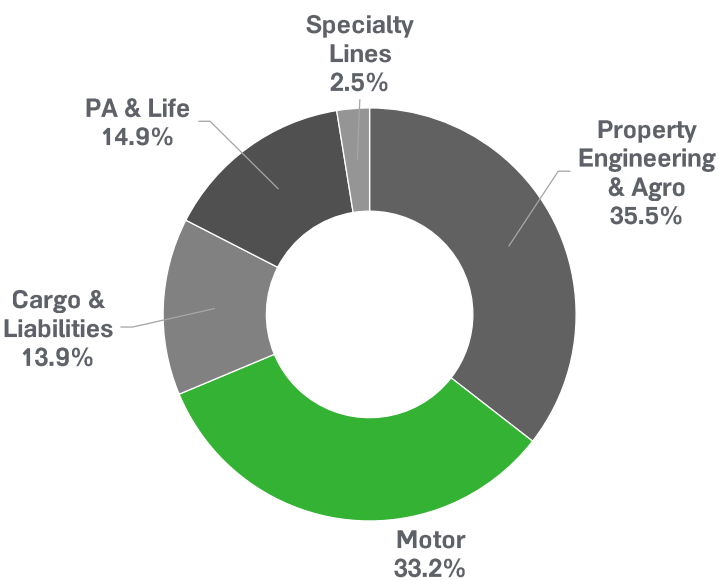
P&C Market GPW

AMOUNTS IN '000 USD, 2015



P&C Market Share by Lines

2015





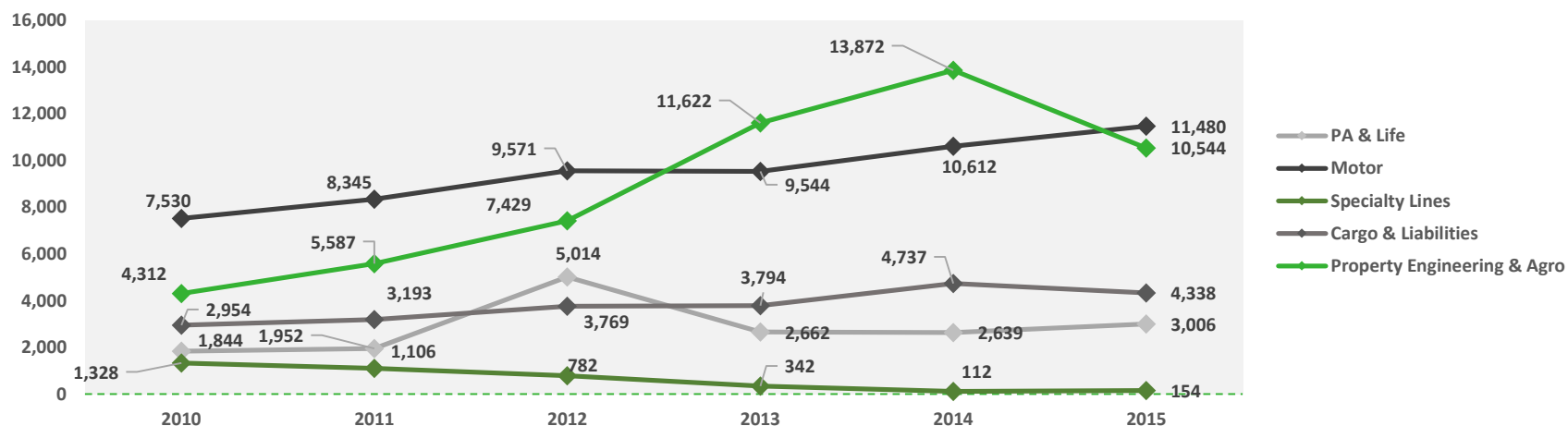
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ALDAGI BUSINESS DEVELOPMENT DYNAMICS

INSURANCE MARKET TRENDS BY LINES (2015)

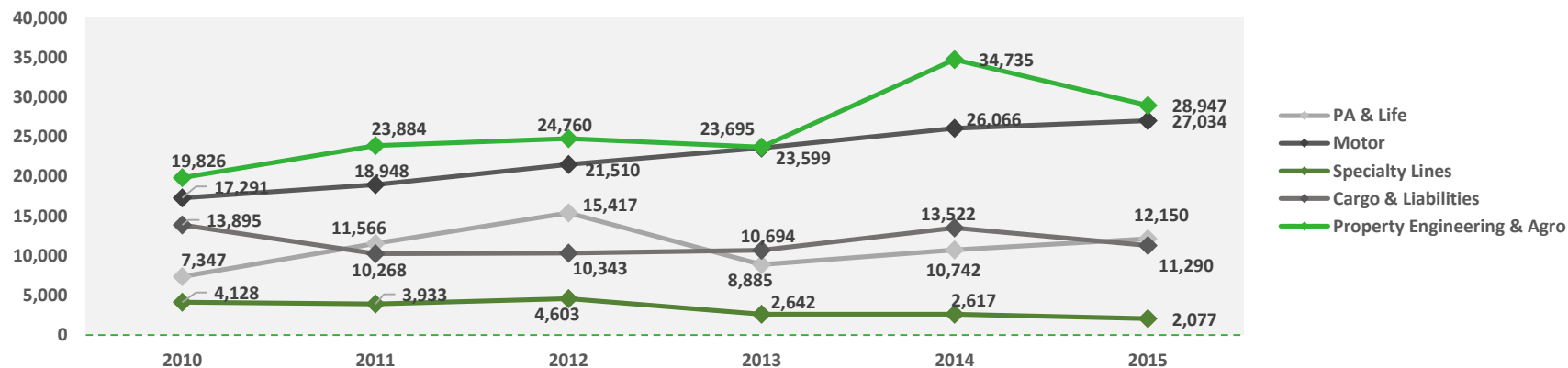
Gross Premiums Written

Aldagi - AMOUNTS IN '000 USD



Gross Premiums Written

Market - AMOUNTS IN '000 USD



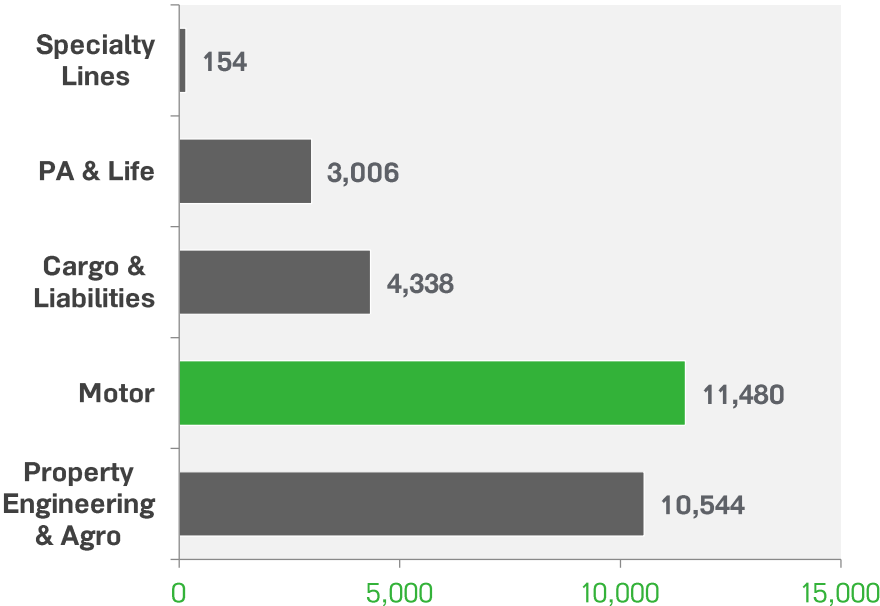


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P&C INSURANCE MARKET

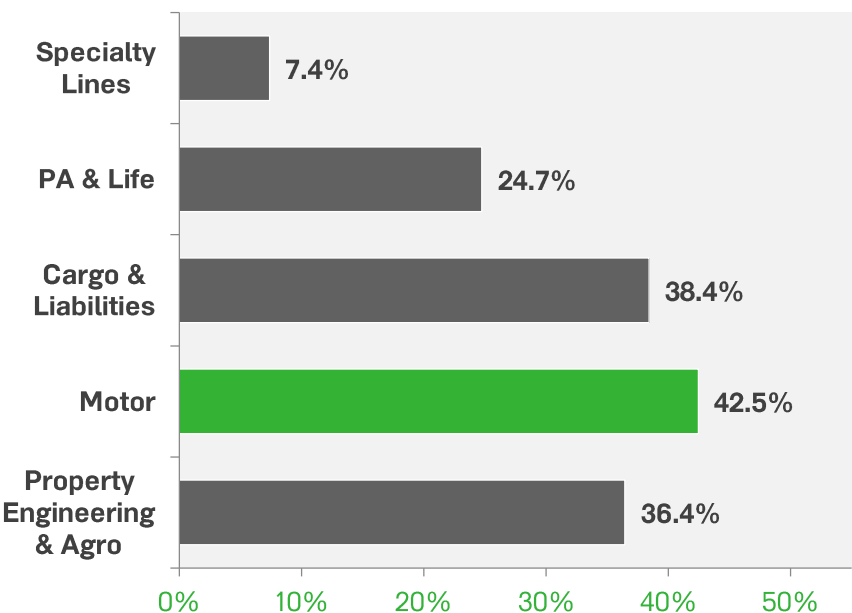
P&C ALDAGI GPW

AMOUNTS IN '000 USD, 2015



P&C ALDAGI Shares by Lines

2015



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ALDAGI – KEY FIGURES

6 months of 2015 (FSA)

Amounts in USD

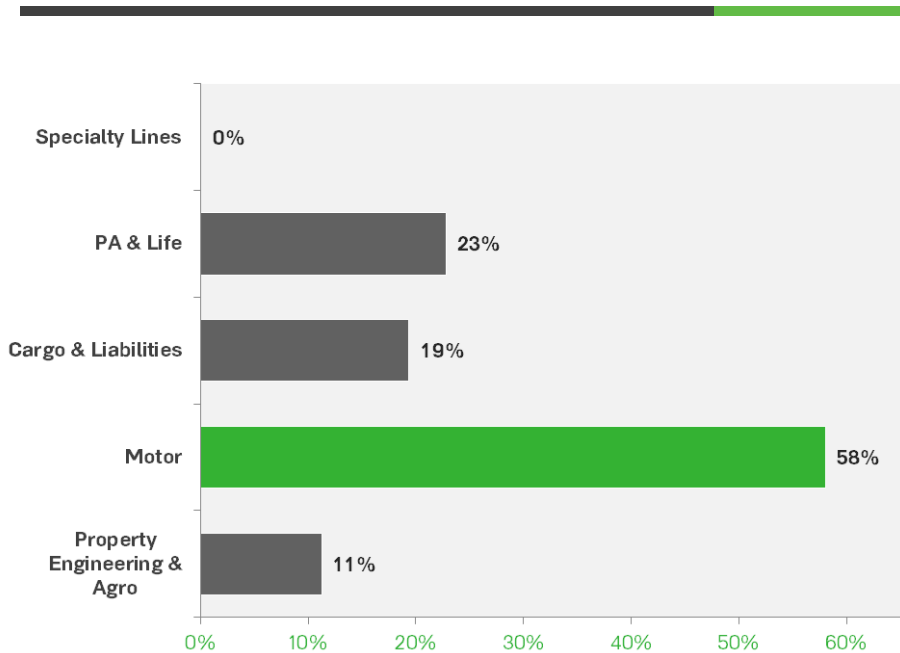
	TOTAL MARKET*	ALDAGI	ALDAGI MARKET SHARE
Gross Revenue	139,729,116	28,171,388	20%
Outward Reinsurance Premiums	-36,782,299	-9,695,275	26%
Net Claims	-69,655,241	-8,569,445	12%
Net Commisions	-4,454,941	-1,519,147	34%
Net U/W Result	28,836,635	8,387,521	29%
Assets	217,282,829	46,525,671	21%
Liabilities	175,277,776	33,167,213	19%
Equity	42,005,053	13,358,458	32%



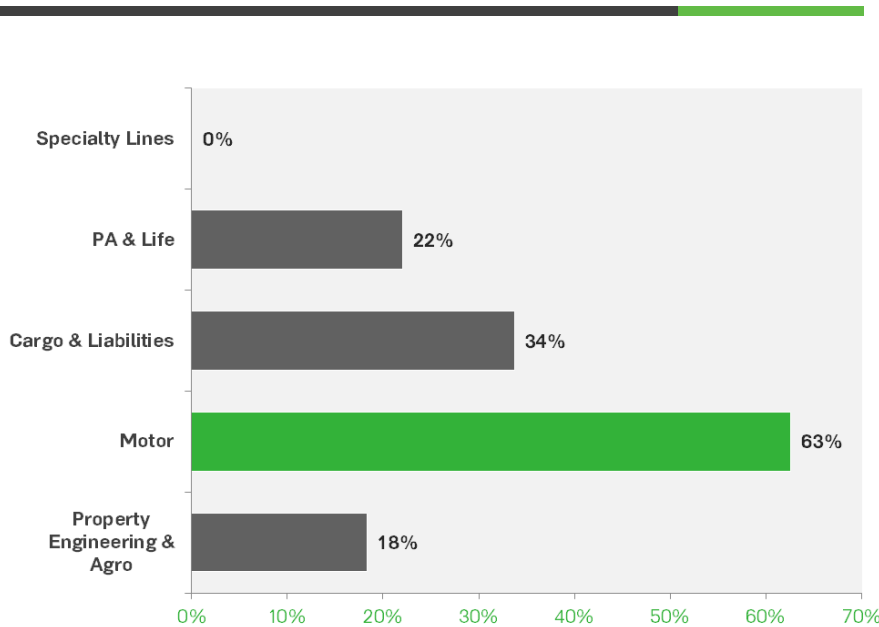
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ALDAGI UW Performance

ALDAGI Loss ratio by lines, 2014



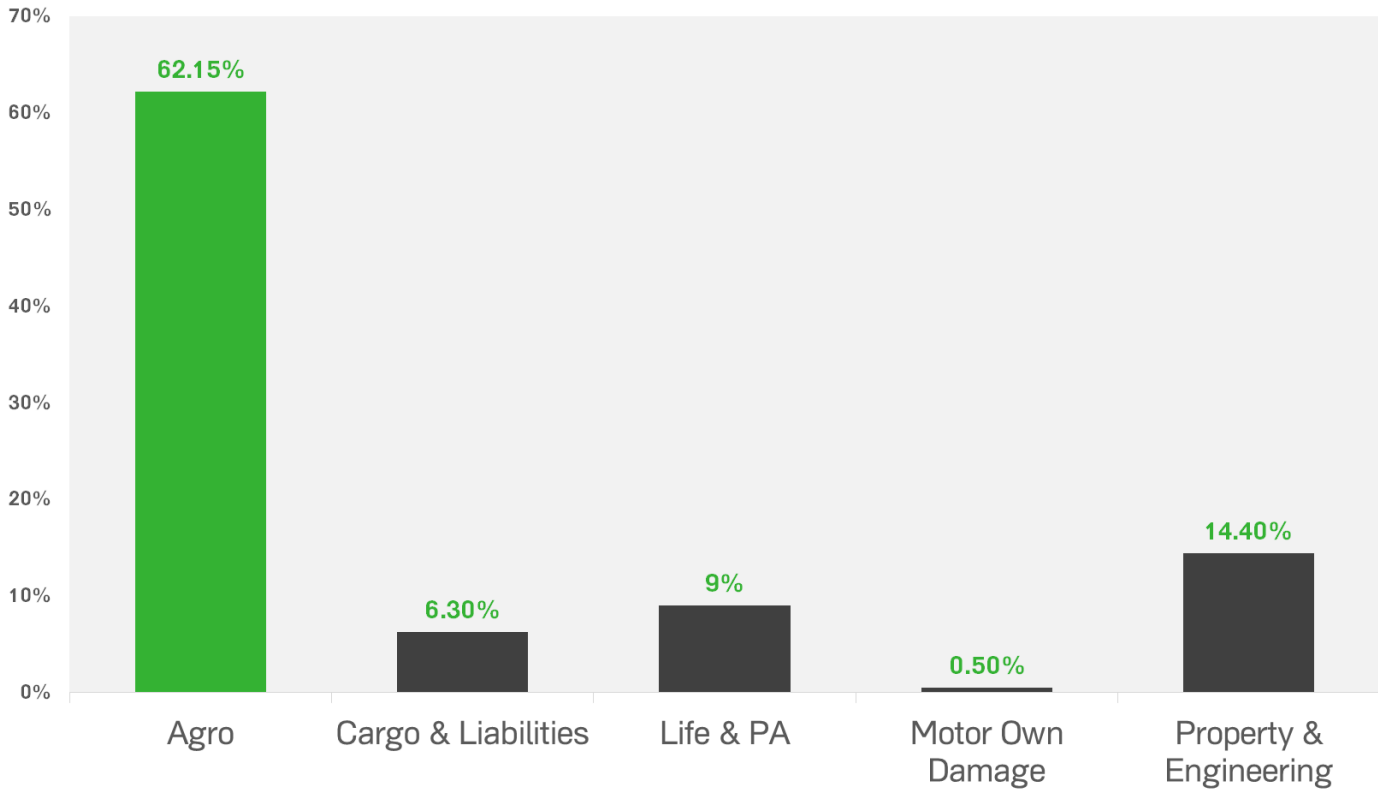
ALDAGI Loss ratio by lines, 2015

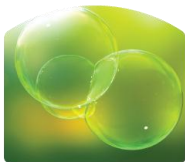




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Reinsurance share in GPW for Treaty Business by Lines





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CONTACT INFORMATION

THANK YOU FOR YOUR ATTENTION!

In case of your interest please contact our reinsurance team:

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