



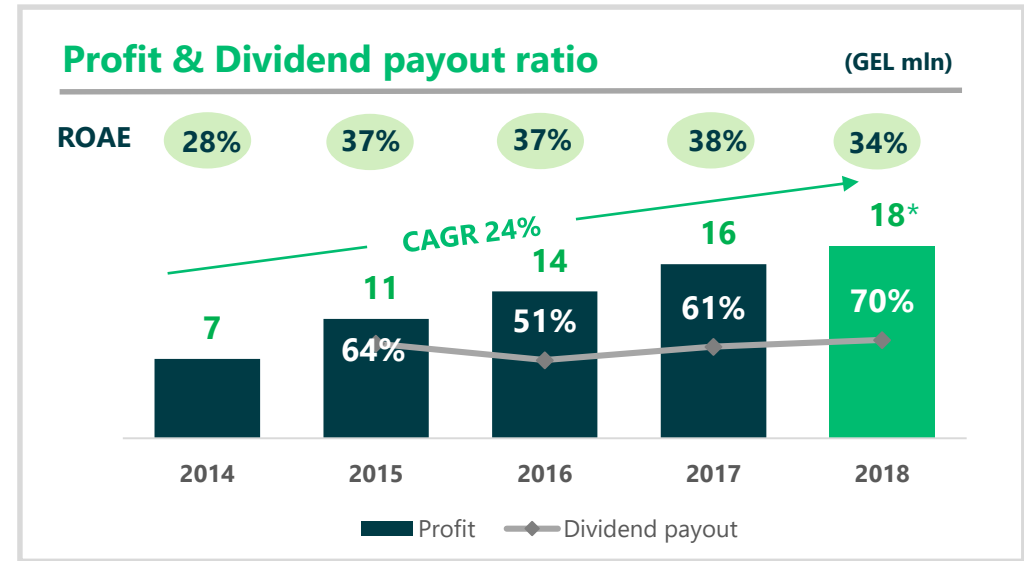
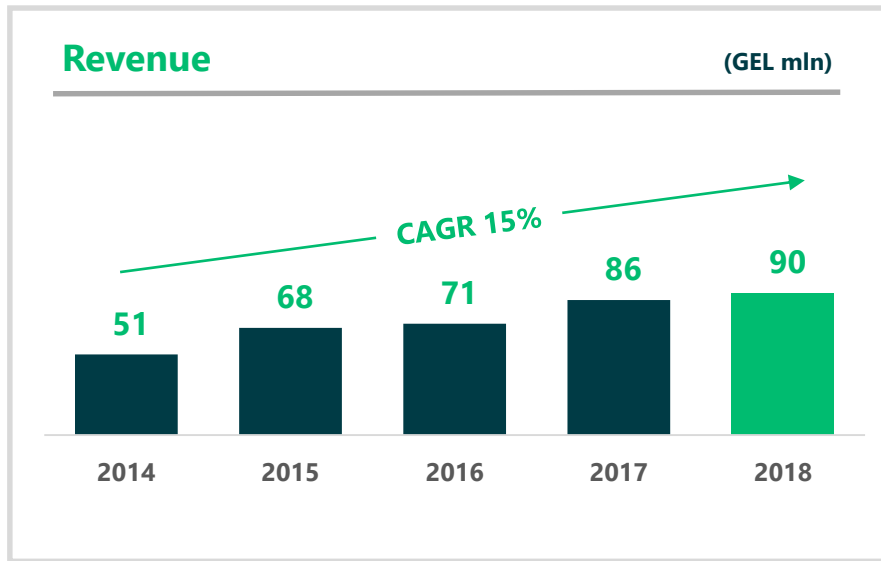
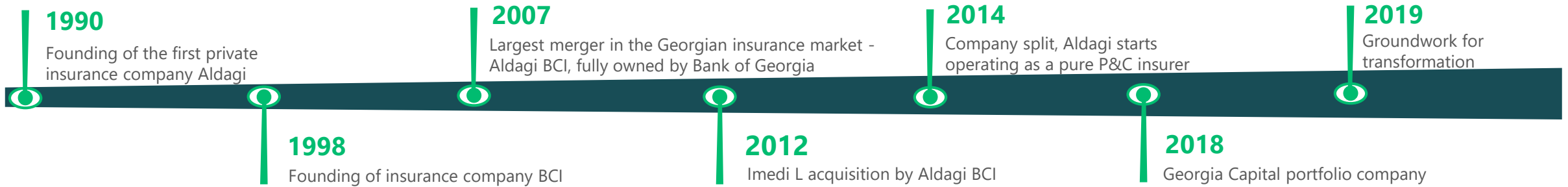
## **Property & Casualty Business**

Speaker: Giorgi Baratashvili, CEO

Georgia Capital Investor Day

27 June 2019

## 29-year history of Aldagi evolution and success



\*Adjusted for non-recurring items



FIRST INSURANCE  
COMPANY IN GEORGIA



BROAD RANGE OF  
PRODUCTS, INNOVATIVE,  
NEW OFFERINGS



MANY YEARS OF  
EXPERIENCE, BEST  
INSURANCE DECISIONS

Market Position

32%

Revenue

GEL 90 mln

Net Profit

GEL 18 mln \*

Combined  
Ratio

75%

ROAE

34% \*

# of Clients

~ 48K

Solvency Ratio\*\*

131%

Retail  
Concentration\*\*\*

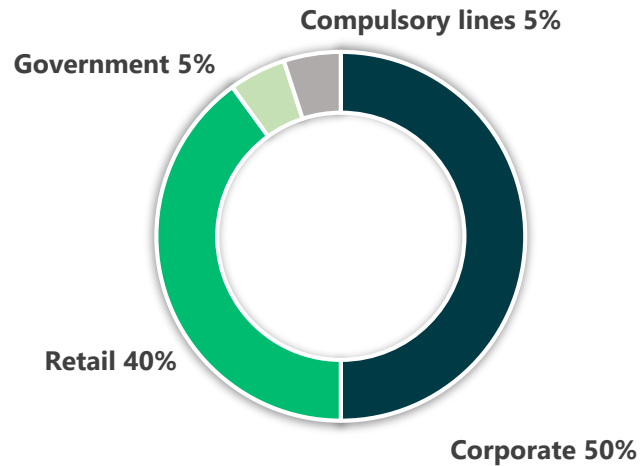
45%

\*Adjusted for non-recurring items

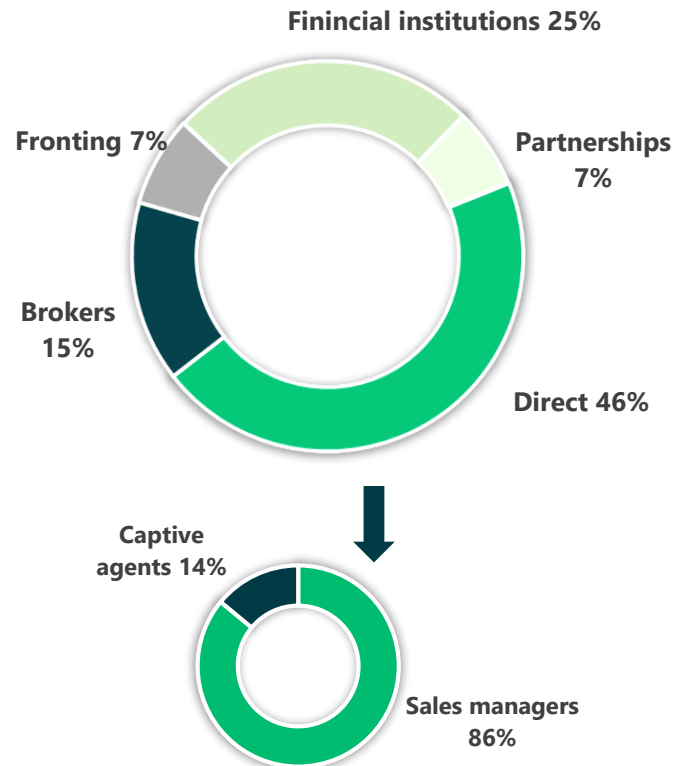
\*\*Solvency ratio - regulatory capital divided by required solvency capital (greater of 18% of premium written and 26% of claims paid)

\*\* Including compulsory lines

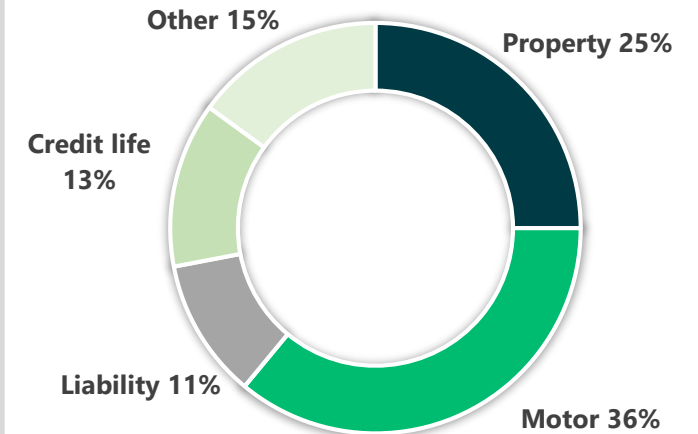
## Business Units (GWP %)



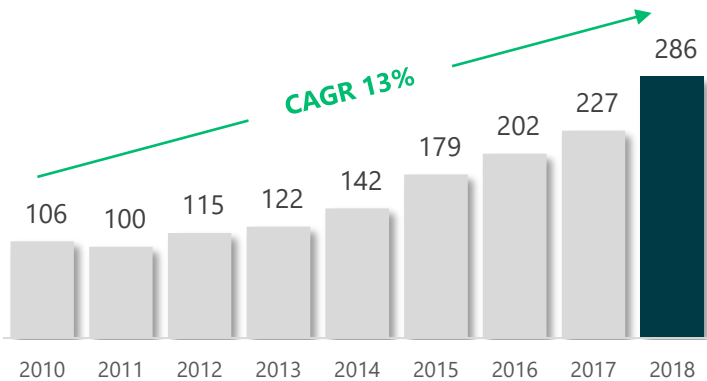
## Distribution Mix (GWP %)



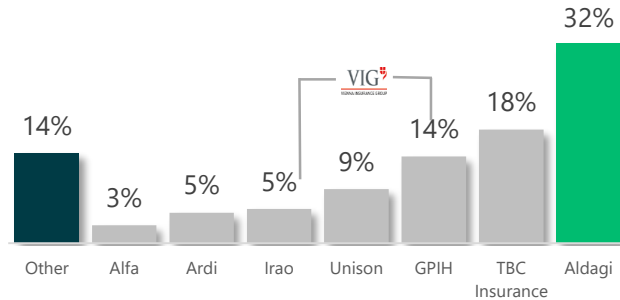
## Lines of Business (GWP %)



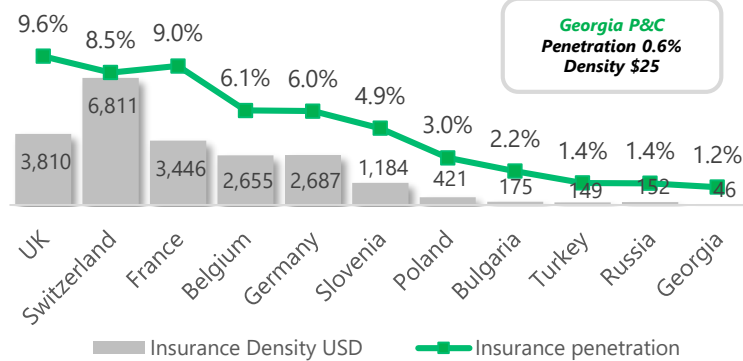
**Market Revenue (GEL mln)**



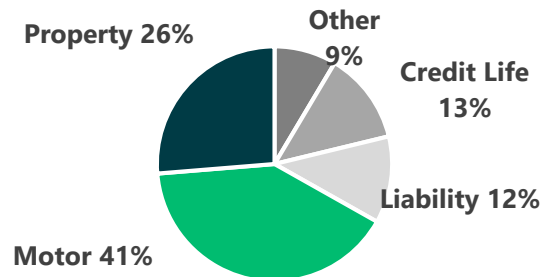
**Market Share YE18 (earned premium, gross)**



**Insurance Penetration & Density\***



**Market Composition by product lines**

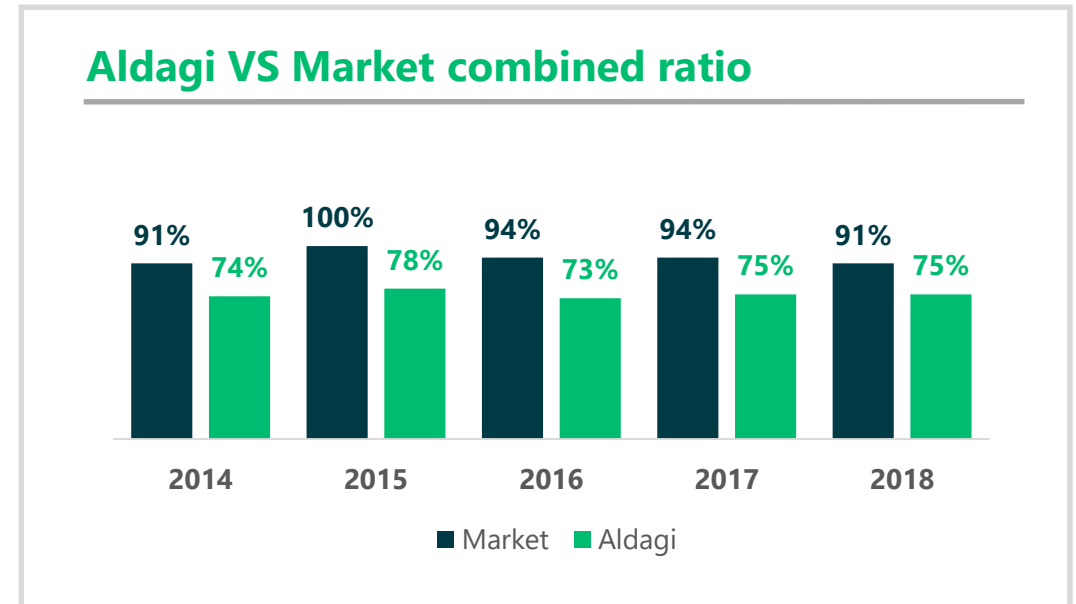
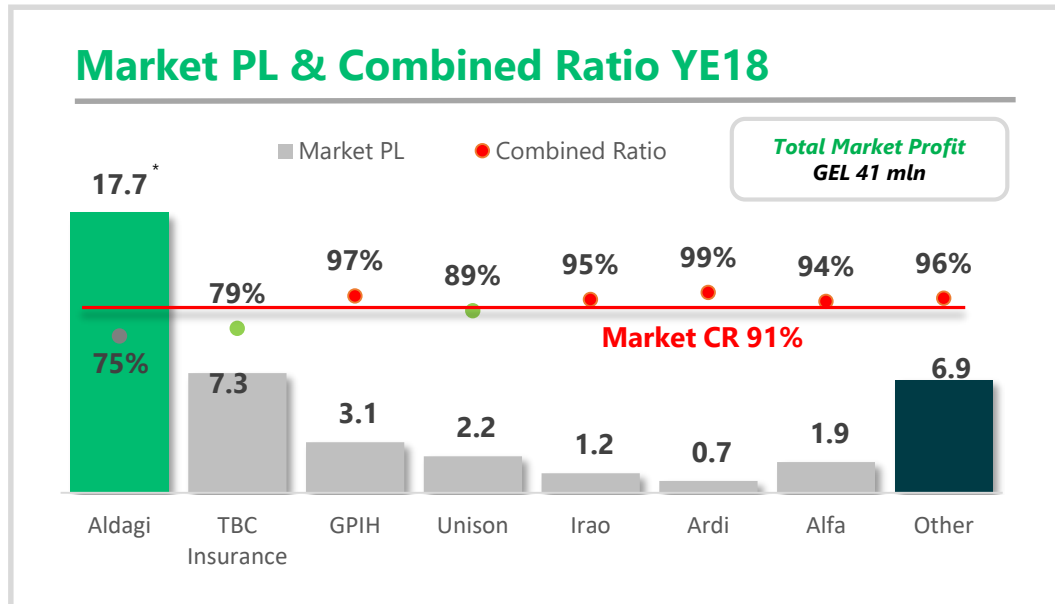


## Highlights

- 17 insurance companies operating in Georgia
- Very low penetration of 0.6% - awaiting compulsory local third party liability launching
- Regulatory and insurance body - Insurance State Supervision Service of Georgia

**Aldagi is undisputed leader on P&C market with share in total market profit of 43%**

**Disciplined underwriting and increased actuarial role is reflected on track record of healthy combined ratio**



\* Aldagi and TBC Insurance net profits and combined ratios are based on IFRS amounts (Aldagi adjusted for non-recurring items)



## Love Brand

Customer centricity



## Big Data

Personalized offerings



## Synergies with Auto Service Business

Benefiting from car ecosystem



## Balanced Portfolio

Sustainable business lines



## Process simplification

Digital first approach



## People & Culture

Strengthened employee engagement

**MTPL**



**Awaiting local compulsory MTPL launch**

**Premium Line**



**Unique customer experience through exclusive services**

**MSME**



**Buying deals in bulk to give exclusive access to MSME sector**



2018

Growth Drivers

Five year target

Combined Ratio	75%	<ul style="list-style-type: none"> <li>Compulsory lines</li> <li>Synergies with auto service business</li> <li>Improved perception of insurance</li> <li>Simplicity through digital approaches</li> </ul>	<80%
Market share	32%		30%+
ROAE	34%*		30%+
Dividend payout	70%		60%+
Retail concentration	45%		60%+

## KEY TAKE-AWAYS

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Attractive underpenetrated market, awaiting compulsory lines



Exceptional and disciplined underwriting expertise, best platform through diverse distribution channels



Market leader with 32% market share in revenue and 43% share in profit



Embracing digitalization & increased focus on Big data and CRM



Track record of 30%+ ROAE and 60%+ dividend payout



Redesigning customer experience in line with client centricity policy, product and process simplification

# Questions?

## Forward looking statements

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