



PZU Україна

200 years in Europe - 12 years in Ukraine

PZU Group

- The Largest Insurer in the CEE
- 200 years of experience in insurance
- 1 bln. USD of net profit for 2005
- The highest rating among all financial institutions of CEE
(“A-”, Standard&Poor’s)

PZU Ukraine

- 12 years on the Ukrainian insurance market
- Branches in all regions of Ukraine
- Authorized Capital 100 mln. UAH
- Assets 135 mln. UAH
- 3 mln. clients

PZU Group

- ✓ 200 years of experience in insurance
- ✓ Universal financial institution – besides insurance manages investment and pension funds
- ✓ The largest insurer of Central and Eastern Europe (18% of CEE insurance market)
- ✓ Strong market positions – occupies 45% of polish insurance market
- ✓ Perfect financial results – 1 bln. USD of net profit for 2005
- ✓ The highest rating among all financial institutions of CEE - “A-”, Standard&Poor’s
- ✓ The largest sales network in Poland – almost 800 offices and more than 10000 agents
- ✓ Strong Brand Name – recognized by over 90% Poles
- ✓ 16 000 employees

PZU Group Results 2005



PZU SA
PZU Życie SA
PTE PZU SA, TFI PZU SA

*The biggest insurance group in
Poland & CEE*

*One of the leading motor
insurers in Europe
(above 8,4 mm of car insured)*

USD 13,2 bn of total assets



PZU SA

No. 1 in non-life insurance

*49,4% market share
(in terms of GWP)*

GWP USD 2,4 bn

9mm clients



PZU Życie SA

No. 1 in life insurance

*39,8% market share
(in terms of GWP)*

GWP USD 1,9 bn

13,7mm clients



PTE PZU SA

No. 3 in pensions

*13,7% market share
(in terms of AUM)*

*USD 3,6 bn of assets
under management*

1,8mm clients



TFI PZU SA

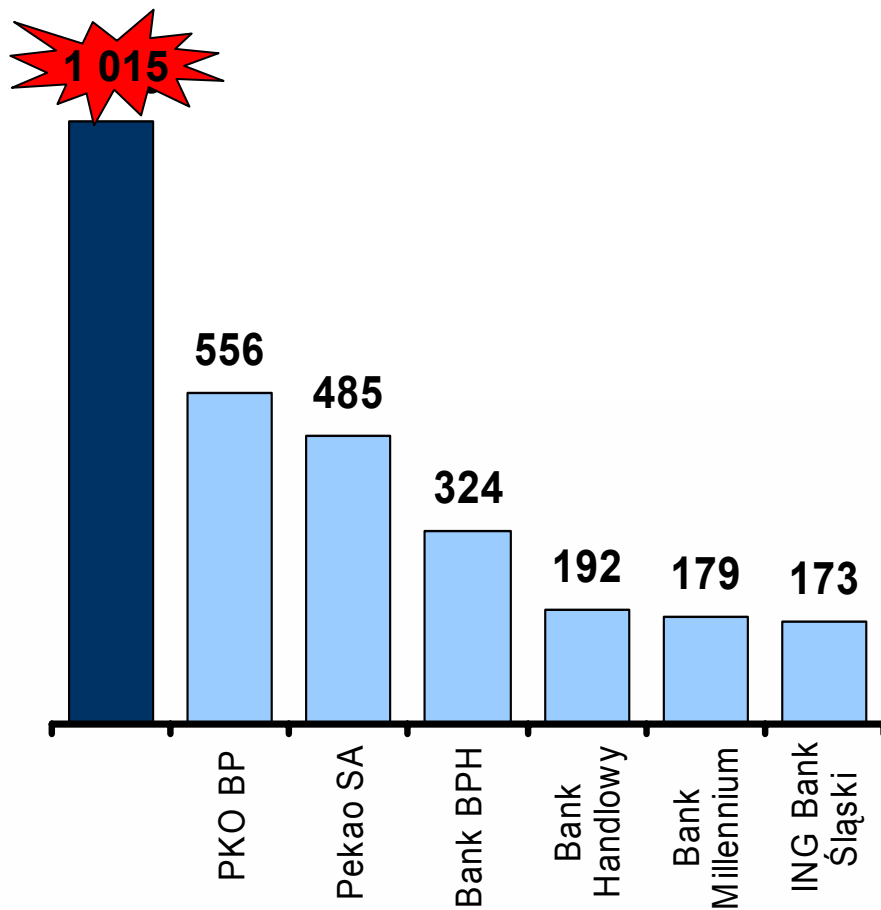
No. 14 in mutual funds

1,4% market share

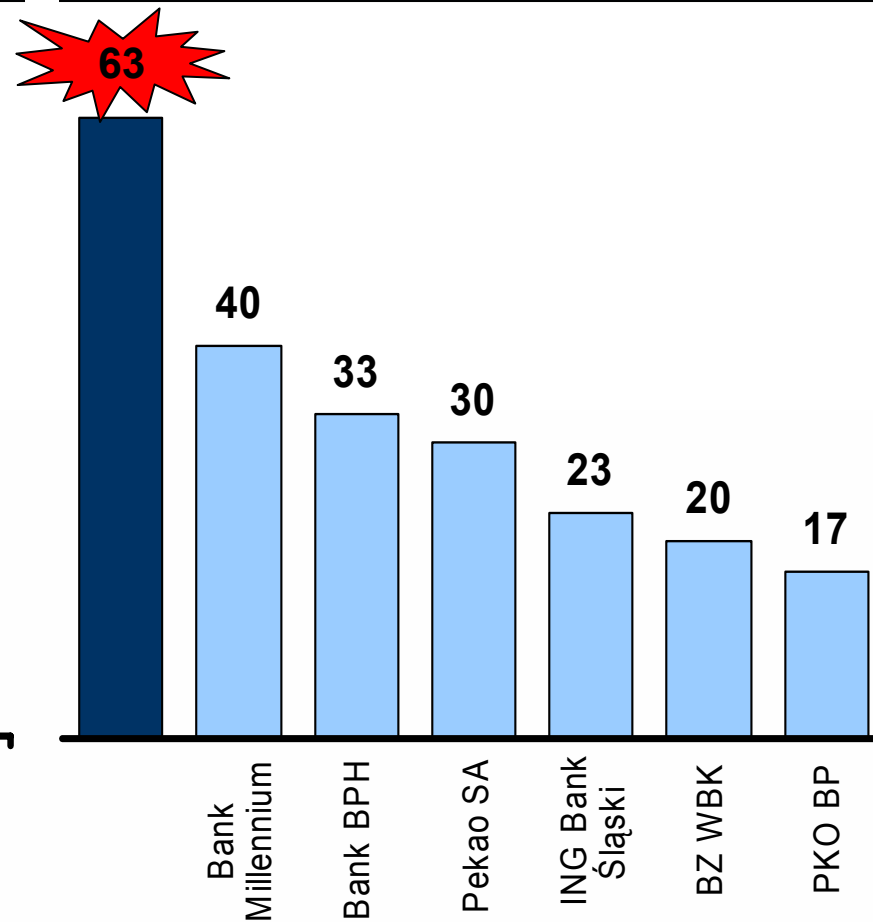
*USD 254 mm of assets
under management*

PZU Group is the first financial institution of Central and Eastern Europe with 1 billion USD of net profit

Net profit of PZU Group for 2005, mln. USD



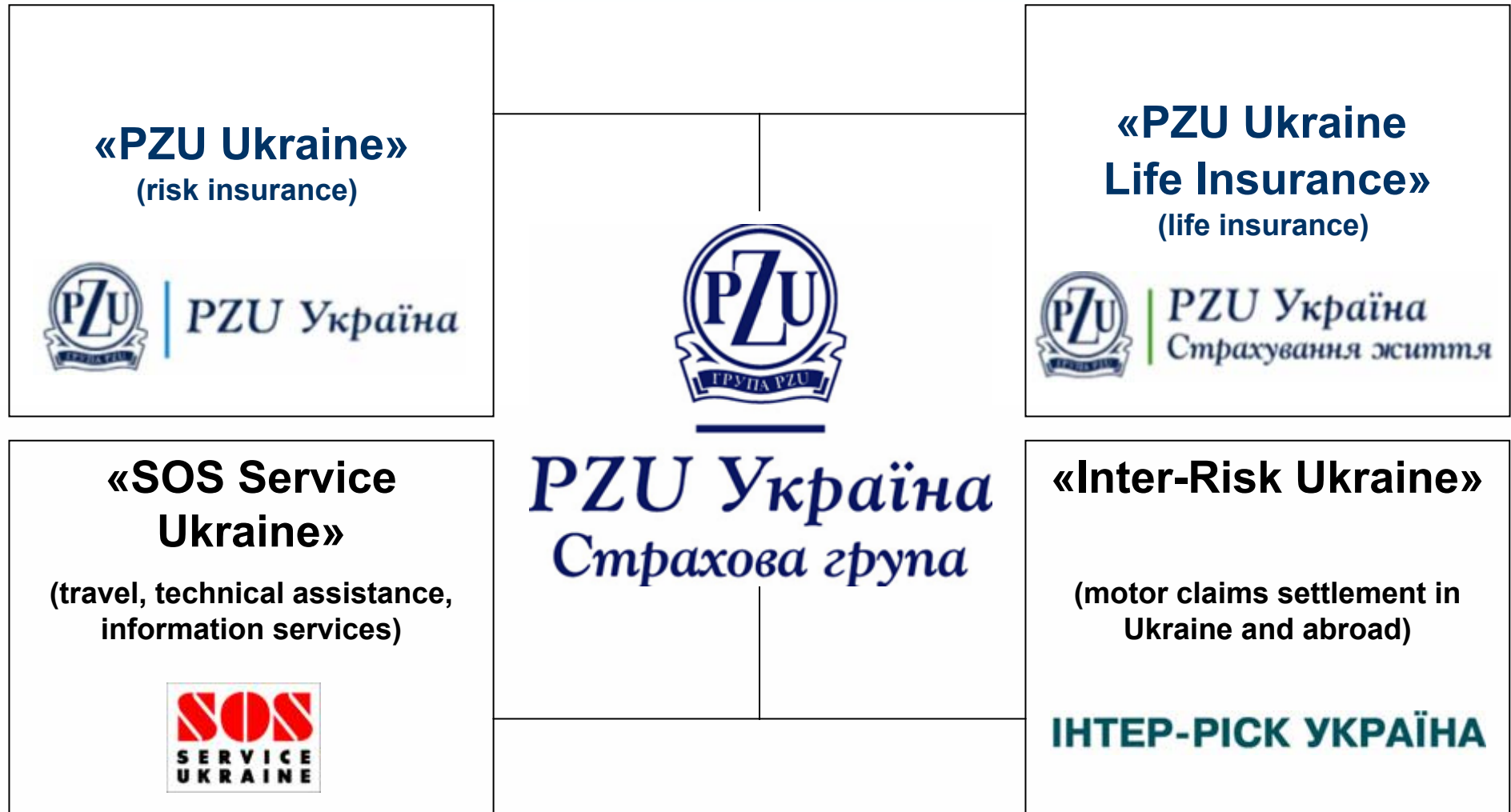
Net profit of per one employee for 2005, ths. USD



Development strategy of PZU Group on Ukrainian market

- ✓ Attaining and keeping leading positions on insurance market
- ✓ Increasing of Company's value for shareholders (keeping high level of ROI and ROE indexes)
- ✓ Development of human resources
- ✓ Implementation of approved business-models
- ✓ Transferring of experience and know-how

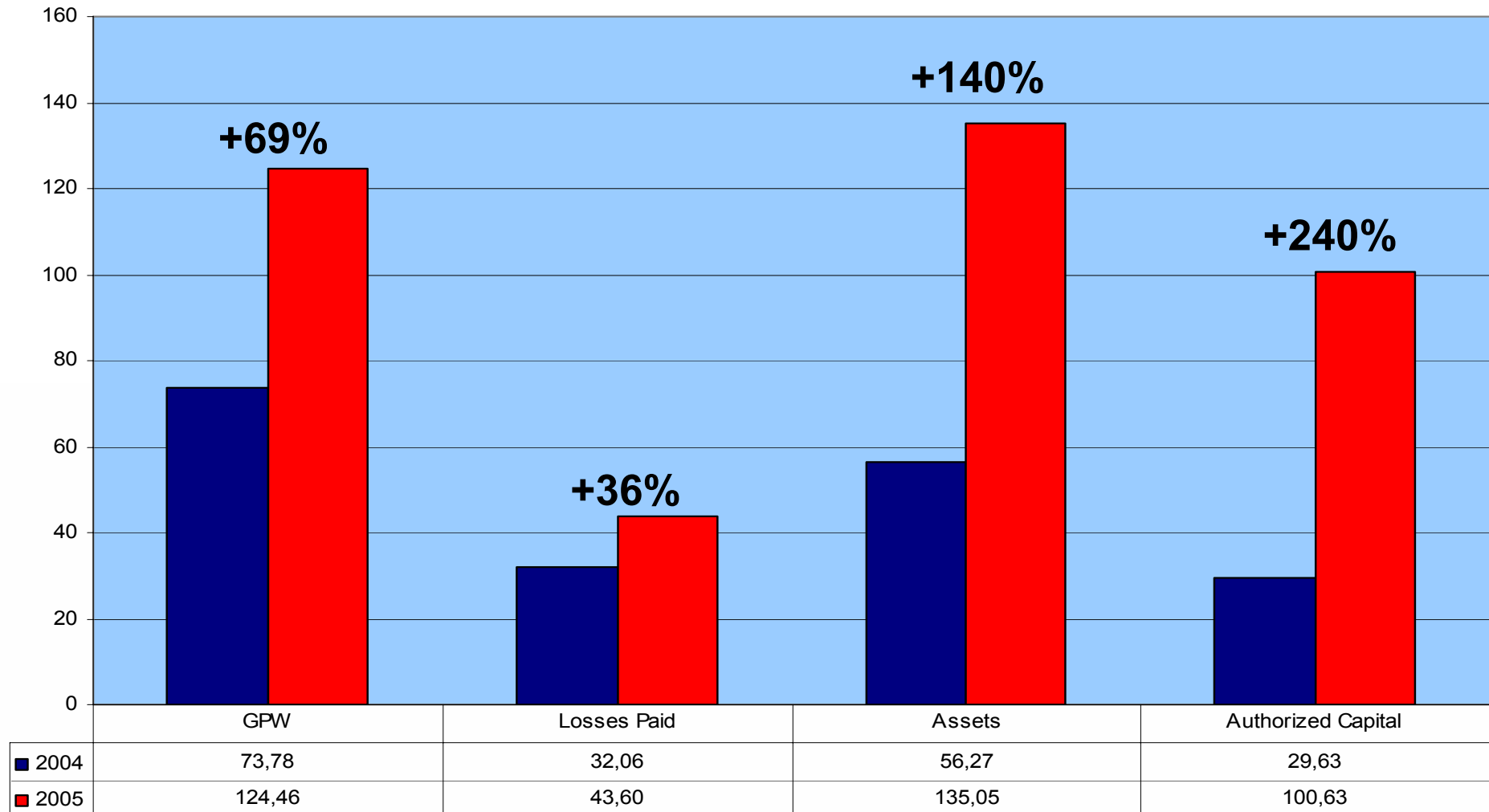
Structure of PZU Ukraine Insurance Group



Strength of PZU Ukraine

- ✓ Financial power and reliability
- ✓ Wide office and agent network
- ✓ Marketing support
- ✓ Human resources
- ✓ Knowledge of Ukrainian market
- ✓ Use of PZU Group experience
- ✓ High quality service

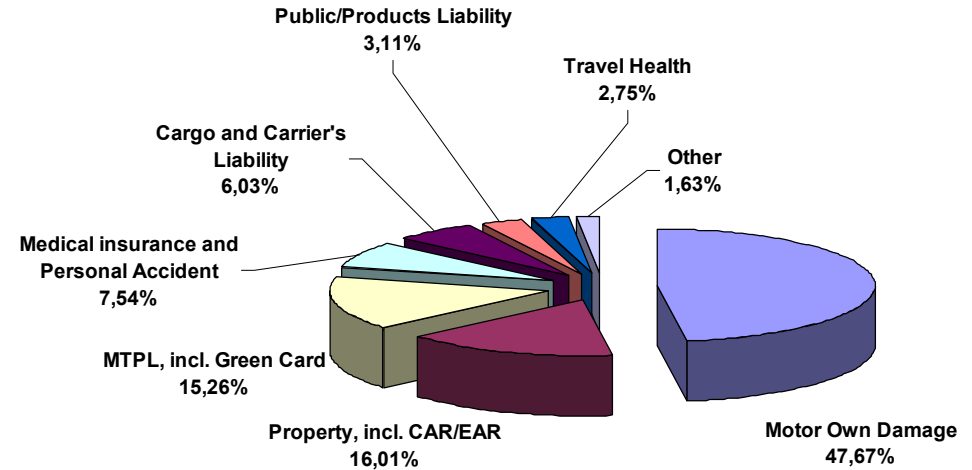
Dynamics of PZU Ukraine main financial indicators



Activity indicators for 2005

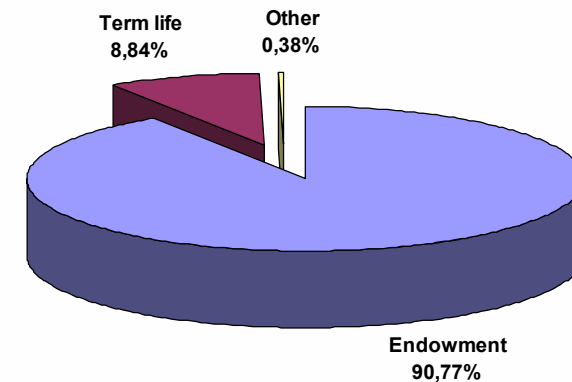
PZU Ukraine IC:

✓ GWP	117,98 mln. UAH
✓ Losses paid	43,22 mln. UAH
✓ Authorized Capital	77,63 mln. UAH
✓ Assets	114,05 mln. UAH



PZU Ukraine Life Insurance IC:

✓ GWP	6,48 mln. UAH
✓ Losses paid	0,38 mln. UAH
✓ Authorized Capital	23,00 mln. UAH
✓ Assets	21,00 mln. UAH

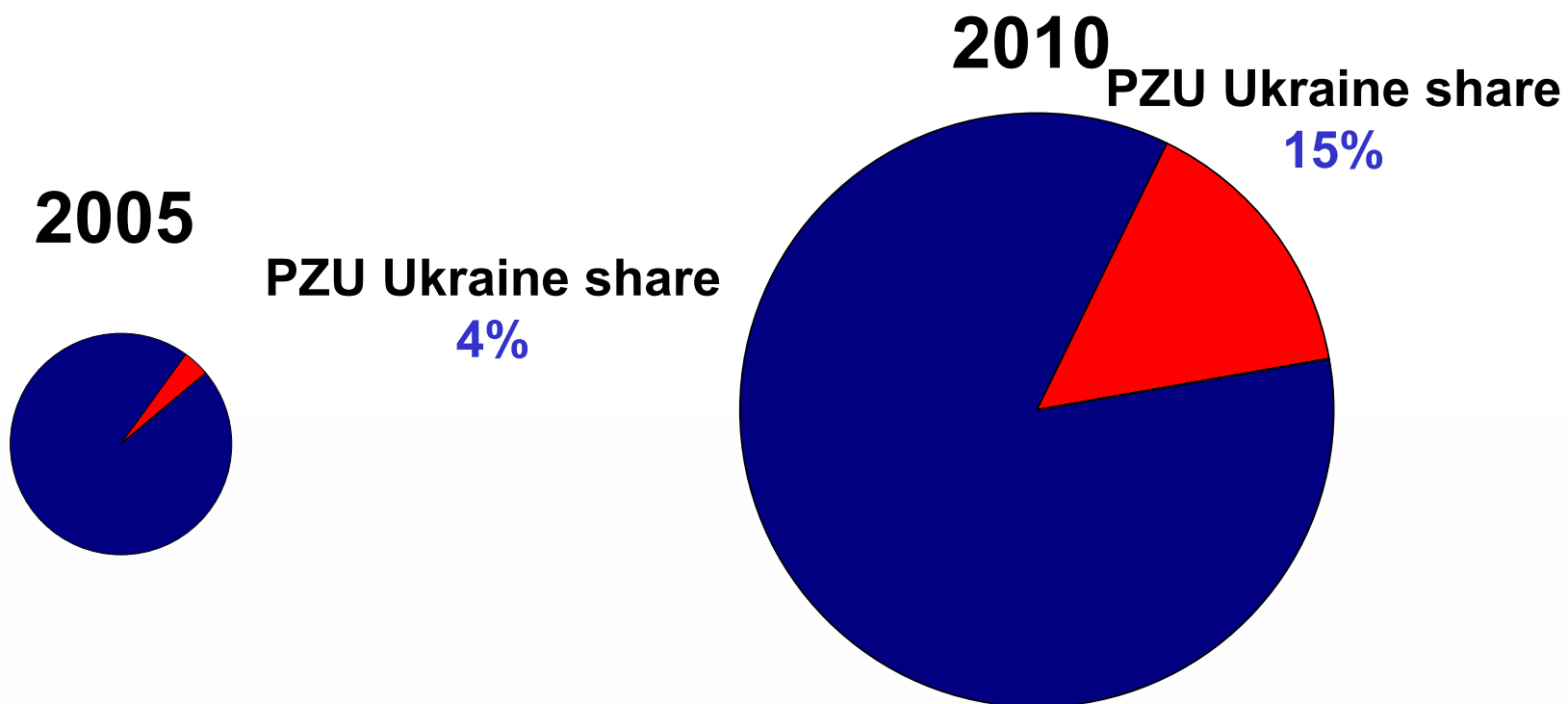


Branches of PZU Ukraine Insurance Group

Total – 52 branches in all regions of Ukraine



PZU Ukraine development forecast



Classic insurance market
GPW: 3,0 bln. UAH

Classic insurance market
GPW: 8,1 bln. UAH

Our Partners

Outstanding Western Reinsurers

Munich Re, Swiss Re, Transatlantic Re, Hannover Re, SCOR, Polish Re, General Insurance Corporation of India and others

Global Insurers

Zurich FS, Royal & SunAlliance, XL Insurance, Allianz, AGF, IF, ACE, Gerling (GKA), HDI and others

Brokers

AON, Marsh, BritMark, MAI, Willis, ProInsurance, Mentor, Intersure Ukraine and others

Our clients

Banks (clients and partners in joint programs of financial service)

- ✓ Alfa bank
- ✓ Bank NRB-Ukraine
- ✓ State export-import bank of Ukraine
- ✓ ING Bank Ukraine
- ✓ Calyon Bank Ukraine
- ✓ Kreditprombank
- ✓ Credobank
- ✓ International Commercial Bank
- ✓ Nadra
- ✓ Industrial-Financial Bank
- ✓ First Ukrainian International Bank
- ✓ Raiffeisenbank Ukraine
- ✓ Ukrainian bank of development and partnership
- ✓ UkrSibBank
- ✓ HVB Ukraine and others

Our Clients

*Almost **3 mln. clients** choose Group's coverage. Among them are leading Ukrainian and foreign companies*

- ✓ Metro Cash&Carry
- ✓ Dirol Cadburry
- ✓ McDonald's Ukraine
- ✓ Volyn' Holding (Torchyn-Product TM, Nestle Group)
- ✓ Breweries of SunInterbrew Group (Desna, Rohan', Yantar)
- ✓ Svitoch Confectionary (Nestle Group)
- ✓ Concern Stirol
- ✓ Knauf Gips Plant (Knauf TM)
- ✓ Kryvyi Rih Cement (Heidelberg Cement Group)
- ✓ Slobozhanska Budivelna Keramika
- ✓ Orlan-Trans-Group
- ✓ STI Uktaine
- ✓ Formag
- ✓ Intercar Ukraine Ltd.
- ✓ Niko Trade House and others
- ✓ Kvazar-Micro
- ✓ Henkel-Ukraine
- ✓ UN representative in Ukraine
- ✓ Radisson Hotel and others

Ratings

PZU Ukraine always confirms its leading positions in professional and independent ratings:

- ✓ According to financial rating of *Business* newspaper on results of 2005 PZU Ukraine took the second place in nomination “The most professional insurance company”
- ✓ Every year PZU Ukraine is among the leaders of The National Insurance indemnity Club. During 12 years the Company has paid out about 96 mln UAH, more than 43 mln of which were paid during 2005.
- ✓ In April 2006 according to Brand Guard (*Halytski Kontrakty* magazine) the brand of PZU Ukraine was recognized as the most expensive on Ukrainian insurance market.
- ✓ Other ratings (for example, of such influential periodicals as *Investgazeta*, *Companion*, *Insurance Top*, *Halytski Kontrakty*) also confirms our leadership

