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# UNCONSOLIDATED UNAUDITED QUARTERLY REPORT, PERIOD ENDING 31.12.2019 

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## I. UNAUDITED FINANCIAL STATEMENTS



## STATEMENT OF COMPREHENSIVE INCOME (STATEMENT OF PROFIT OR LOSS)

## For the period: 1.1.2019-31.12.2019

| Item | ADP <br> code | Same period of the previous year |  |  | Current year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Life | Non-life | Total | Life | Non-life | Total |
| 1 | 2 | 3 | 4 | 5(3+4) | 6 | 7 | 8(6+7) |
| I Earned premiums (ADP 119 to 123) | 118 | 564.701 .246 | 1.891 .293 .812 | 2.455.995.058 | 516.797 .292 | 1.968.720.775 | 2.485 .518 .067 |
| 1 Gross w ritten premium | 119 | 564.731 .193 | 2.213.513.248 | 2.778.244.441 | 517.407 .481 | 2.221 .290 .222 | 2.738 .697 .703 |
| 2 Value adjustment and charged premium value adjustment | 120 | 0 | 14.535.751 | 14.535.751 | 0 | 3.810 .299 | 3.810 .299 |
| 3 Outw ard reinsurance premiums (-) | 121 | -68.151 | -287.648.933 | -287.717.084 | -89.149 | -247.719.321 | -247.808.470 |
| 4 Change of gross provisions for unearned premiums ( + /-) | 122 | 38.216 | -76.096.343 | -76.058.127 | -523.834 | 4.452 .474 | 3.928 .640 |
| 5 Change of provisions for unearned premiums, reinsurers' share ( + /-) | 123 | -12 | 26.990.089 | 26.990.077 | 2.794 | -13.112.899 | -13.110.105 |
| II Income from investments (ADP 125 to 131) | 124 | 130.366 .642 | 352.229 .318 | 482.595 .960 | 131.978 .407 | 363.146 .323 | 495.124.730 |
| 1 Income from branches, associates and joint ventures. | 125 | 377.051 | 39.653 .208 | 40.030 .259 | 947.704 | 43.308 .958 | 44.256 .662 |
| 2 Income frominvestment in land and buildings | 126 | 0 | 111.576 .849 | 111.576 .849 | 0 | 41.040 .287 | 41.040 .287 |
| 3 Interest income | 127 | 110.434.684 | 115.645 .388 | 226.080 .072 | 106.303.691 | 109.626.509 | 215.930 .200 |
| 4 Unrealised gains on investments | 128 | 256.116 | 2.643 .240 | 2.899 .356 | 475.060 | 7.325 .949 | 7.801 .009 |
| 5 Realised gains on investments | 129 | 18.119.143 | 55.919 .353 | 74.038 .496 | 15.473 .438 | 45.795 .207 | 61.268 .645 |
| 6 Net positive exchange rate differences | 130 | 0 | 0 | 0 | 8.768 .666 | 5.258 .179 | 14.026 .845 |
| 7 Other income from investments | 131 | 1.179.648 | 26.791 .280 | 27.970 .928 | 9.848 | 110.791 .234 | 110.801 .082 |
| III Income from commissions and fees | 132 | 2.066 .850 | 37.956 .139 | 40.022 .989 | 2.154.864 | 33.928 .007 | 36.082 .871 |
| IV Other insurance-technical income, net am ount from reinsurance | 133 | 198.789 | 19.055 .843 | 19.254.632 | 203.029 | 27.839 .650 | 28.042 .679 |
| V Other income | 134 | 58.996 | 16.646 .334 | 16.705 .330 | 3.949 | 21.285 .273 | 21.289.222 |
| VI Claims incurred, net (ADP $136+139$ ) | 135 | -404.261.962 | -1.046.531.552 | -1.450.793.514 | -356.548.481 | -1.095.772.610 | -1.452.321.091 |
| 1 Claims settled (ADP 137+138) | 136 | -374.047.324 | -1.059.690.782 | -1.433.738.106 | -363.782.364 | -1.132.561.442 | -1.496.343.806 |
| 1.1 Gross amount (-) | 137 | -374.047.324 | -1.169.679.020 | -1.543.726.344 | -363.782.364 | -1.246.902.469 | -1.610.684.833 |
| 1.2 Reinsurers' share (+) | 138 | 0 | 109.988.238 | 109.988.238 | 0 | 114.341 .027 | 114.341 .027 |
| 2 Change in the provision for claims ( + /-) (ADP 140 +141) | 139 | -30.214.638 | 13.159 .230 | -17.055.408 | 7.233 .883 | 36.788 .832 | 44.022 .715 |
| 2.1 Gross amount | 140 | -30.214.638 | 36.560 .261 | 6.345 .623 | 7.233 .883 | 25.714 .963 | 32.948 .846 |
| 2.3 Reinsurers' share | 141 | 0 | -23.401.031 | -23.401.031 | 0 | 11.073 .869 | 11.073 .869 |
| VII Change in $m$ athematical provision and other technical provisions, net of reinsurance (ADP 143+146) | 142 | -19.519.695 | 17.412 .179 | -2.107.516 | -167.716.110 | 15.302 .095 | -152.414.015 |
| 1 Change in mathematical provisions ( $+/$ ) (ADP 144+145) | 143 | -19.519.695 | 8.200 .635 | -11.319.060 | -167.716.110 | 11.342 .252 | -156.373.858 |
| 1.1 Gross amount (-) | 144 | -19.531.454 | 8.200 .635 | -11.330.819 | -167.726.381 | 11.342 .252 | -156.384.129 |
| 1.2 Reinsurers' share (+) | 145 | 11.759 | 0 | 11.759 | 10.271 | 0 | 10.271 |
| 2 Change in other technical provisions, net of reinsurance (+l-) (ADP 147+148) | 146 | 0 | 9.211 .544 | 9.211 .544 | 0 | 3.959 .843 | 3.959 .843 |
| 2.1 Gross amount (-) | 147 | 0 | 9.211 .544 | 9.211 .544 | 0 | 3.959 .843 | 3.959 .843 |
| 2.2 Reinsurers' share (+) | 148 | 0 | 0 | 0 | 0 | 0 | 0 |
| VIII Change of special provision for life assurance where policyholders bear the investment risk, net of reinsurance ( $+/$ ) (ADP 150+151) | 149 | -94.987.987 | 0 | -94.987.987 | 11.314 .972 | 0 | 11.314 .972 |
| 1 Gross amount (-) | 150 | -94.987.987 | 0 | -94.987.987 | 11.314 .972 | 0 | 11.314 .972 |
| 3 Reinsurers' share (+) | 151 | 0 | 0 | 0 | 0 | 0 | 0 |
| IX Cash payments for bonuses and rebates, net of reinsurance (ADP 153+154) | 152 | 0 | -4.738.239 | -4.738.239 | 0 | -7.645.260 | -7.645.260 |
| 1 Performance-dependent (bonuses) | 153 | 0 | -4.738.239 | -4.738.239 | 0 | -7.645.260 | -7.645.260 |
| 2 Performance-independent (rebates) | 154 | 0 | 0 | 0 | 0 | 0 | 0 |

## STATEMENT OF COMPREHENSIVE INCOME (STATEMENT OF PROFIT OR LOSS)

For the period: 1.1.2019-31.12.2019

| Item | $\begin{aligned} & \text { ADP } \\ & \text { code } \end{aligned}$ | Same period of the previous year |  |  | Current year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Life | Non-life | Total | Life | Non-life | Total |
| 1 | 2 | 3 | 4 | 5(3+4) | 6 | 7 | $8(6+7)$ |
| X Operating expenses (business expenditures), net (ADP 156+160) | 155 | -98.002.734 | -784.443.453 | -882.446.187 | -84.348.494 | -832.018.936 | -916.367.430 |
| 1 Acquisition costs (ADP 157 to 159) | 156 | -47.035.632 | -439.398.514 | -486.434.146 | -37.326.726 | -474.735.493 | -512.062.219 |
| 1.1 Commission | 157 | -19.666.349 | -329.739.890 | -349.406.239 | -11.400.130 | -263.988.593 | -275.388.723 |
| 1.2 Other acquisition costs | 158 | -27.369.283 | -186.232.044 | -213.601.327 | -25.926.596 | -185.454.230 | -211.380.826 |
| 1.3 Change in def erred acquisition costs | 159 | 0 | 76.573 .420 | 76.573 .420 | 0 | -25.292.670 | -25.292.670 |
| 2 Administration expenses (administrative costs) (ADP 161 to 163) | 160 | -50.967.102 | -345.044.939 | -396.012.041 | -47.021.768 | -357.283.443 | -404.305.211 |
| 2.1 Depreciation | 161 | -2.861.003 | -39.699.726 | -42.560.729 | -3.686.062 | -54.248.874 | -57.934.936 |
| 2.2 Salaries, taxes and contributions fromion salaries | 162 | -20.628.243 | -118.368.891 | -138.997.134 | -19.365.586 | -124.374.460 | -143.740.046 |
| 2.3 Other administration expenses | 163 | -27.477.856 | -186.976.322 | -214.454.178 | -23.970.120 | -178.660.109 | -202.630.229 |
| XI Investm ent expenses (ADP 165 to 171) | 164 | -38.797.438 | -166.759.562 | -205.557.000 | -4.940.320 | -141.817.187 | -146.757.507 |
| 1 Depreciation of land and buildings not occupied by an undertaking for its own activities | 165 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Interest | 166 | -11.362 | -1.113.246 | -1.124.608 | -1.321.372 | -8.932.083 | -10.253.455 |
| 3 Impairment of investments | 167 | -452.538 | -40.381.761 | -40.834.299 | 0 | -34.485.331 | -34.485.331 |
| 4 Realised loss on investments | 168 | -3.811.436 | -7.599.102 | -11.410.538 | -864.282 | -16.181.820 | -17.046.102 |
| 5 Unrealised loss on investments | 169 | -34.429 | -3.585.027 | -3.619.456 | -300.004 | -5.324.927 | -5.624.931 |
| 6 Net negative exchange rate differences | 170 | -32.211.093 | -13.705.198 | -45.916.291 | 0 | 0 | 0 |
| 7 Other investment expenses | 171 | -2.276.580 | -100.375.228 | -102.651.808 | $-2.454 .662$ | -76.893.026 | -79.347.688 |
| XII Other technical expenses, net of reinsurance (ADP $173+174)$ | 172 | -54.988 | -31.433.179 | -31.488.167 | -407.137 | -36.775.208 | -37.182.345 |
| 1 Expenses of preventive activities | 173 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Other technical expenses of insurance | 174 | -54.988 | -31.433.179 | -31.488.167 | -407.137 | -36.775.208 | -37.182.345 |
| XIII Other activities, including value adjustments | 175 | 0 | -17.377.235 | -17.377.235 | -990 | -11.298.522 | -11.299.512 |
| XIV Profit or loss for the accounting period before tax $\begin{aligned} & (+1-) \quad(\text { ADP } 118+124+132 \text { to } \\ & 135+142+149+152+155+164+172+175) \end{aligned}$ | 176 | 41.767 .719 | 283.310 .405 | 325.078.124 | 48.490 .981 | 304.894 .400 | 353.385 .381 |
| XV Profit or loss tax (ADP 178+179) | 177 | -5.557.841 | -49.102.525 | -54.660.366 | -8.815.039 | -51.439.629 | -60.254.668 |
| 1 Current tax expense | 178 | -7.159.028 | -30.917.949 | -38.076.977 | -8.731.189 | -35.245.008 | -43.976.197 |
| 2 Deferred tax expense (income) | 179 | 1.601 .187 | -18.184.576 | -16.583.389 | -83.850 | -16.194.621 | -16.278.471 |
| XVI Profit or loss for the accounting period after tax (+/-) (ADP 176+177) | 180 | 36.209 .878 | 234.207 .880 | 270.417 .758 | 39.675 .942 | 253.454.771 | 293.130 .713 |
| 1 Attributable to owners of the parent | 181 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Attributable to non-controlling interest | 182 | 0 | 0 | 0 | 0 | 0 | 0 |
| XVII TOTAL INCOME (ADP 118+124+132+133+134+179) | 183 | 698.993.710 | 2.298 .996 .870 | 2.997 .990 .580 | 651.053.691 | 2.398.725.407 | 3.049.779.098 |
| XVIII TOTAL EXPENSES (ADP $135+142+149+152+155+164+172+175+178)$ | 184 | -662.783.832 | $-2.064 .788 .990$ | $-2.727 .572 .822$ | $-611.377 .749$ | $-2.145 .270 .636$ | $-2.756 .648 .385$ |
| IX Other comprehensive income (ADP 186 to 193) | 185 | -15.305.115 | -45.759.719 | -61.064.834 | 81.013 .025 | 162.936 .980 | 243.950 .005 |
| 1 Gains/losses arising fromtranslation of financial statements relating to foreign operations | 186 | 0 | -1.277 | -1.277 | 0 | -30.198 | -30.198 |
| 2 Gains/losses arising from the revaluation of financial assets available for sale | 187 | -18.664.774 | -53.199.877 | -71.864.651 | 98.796 .373 | 198.076 .792 | 296.873 .165 |
| 3 Gains/losses arising from the revaluation of land and buildings occupied by an undertaking for its own activities | 188 | 0 | -2.603.101 | -2.603.101 | 0 | 663.668 | 663.668 |
| 4 Gains/losses arising from the revaluation of other tangible (other than land and property) and intangible assets | 189 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 Effects of cash flow hedging instruments | 190 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 Actuarial gains/losses on pension plans w ith defined pensions | 191 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 Share in other comprehensive income of associates | 192 | 0 | 0 | 0 | 0 | 0 | 0 |
| 8 Income tax on other comprehensive income | 193 | 3.359 .659 | 10.044.536 | 13.404 .195 | -17.783.348 | -35.773.282 | -53.556.630 |
| XX Total comprehensive income (ADP $180+185$ ) | 194 | 20.904 .763 | 188.448.161 | 209.352 .924 | 120.688 .967 | 416.391 .751 | 537.080 .718 |
| 1 Attributable to owners of the parent | 195 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Attributable to non-controlling interests | 196 | 0 | 0 | 0 | 0 | 0 | 0 |
| XXI Reclassification adjustments | 197 | 0 | 0 | 0 | 0 | 0 | 0 |

## STATEMENT OF FINANCIAL POSITION (BALANCE SHEET)

## As at: 31.12.2019

| Item | $\begin{aligned} & \text { ADP } \\ & \text { code } \end{aligned}$ | Last day of the preceding business year |  |  | At the reporting date of the current period |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Life | Non-life | Total | Life | Non-life | Total |
| 1 | 2 | 3 | 4 | 5(3+4) | 6 | 7 | 8(6+7) |
| ASSETS |  |  |  |  |  |  |  |
| A) INT ANGIBLE ASSETS (ADP $002+003$ ) | 001 | 0 | 27.374.679 | 27.374.679 | 0 | 36.992 .651 | 36.992 .651 |
| 1 Goodw ill | 002 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Other intangible assets | 003 | 0 | 27.374 .679 | 27.374 .679 | 0 | 36.992 .651 | 36.992 .651 |
| B) TANGIBLE ASSETS (ADP 005 to 007) | 004 | 6.411 | 452.704.878 | 452.711 .289 | 9.973 | 641.779.864 | 641.789.837 |
| 1 Land and buildings occupied by an undertaking for its own activities | 005 | 1.805 | 418.753.349 | 418.755.154 | 0 | 355.254 .200 | 355.254 .200 |
| 2 Equipment | 006 | 4.606 | 25.420 .546 | 25.425.152 | 9.973 | 18.585 .898 | 18.595.871 |
| 3 Other tangible assets and inventories | 007 | 0 | 8.530.983 | 8.530 .983 | 0 | 267.939.766 | 267.939.766 |
| C) INVESTM ENTS (ADP 009+010+014+033) | 008 | 2.766.323.139 | 4.729.651.948 | 7.495.975.087 | 3.054.031.686 | 5.465.347.334 | 8.519.379.020 |
| I Investments in land and buildings not occupied by an undertaking for its own activities | 009 | 0 | 333.932 .265 | 333.932 .265 | - | 367.521 .081 | 367.521 .081 |
| II Investments in branches, associates and joint ventures (ADP 011 to 013) | 010 | 0 | 246.928.776 | 246.928.776 | 0 | 279.110.925 | 279.110 .925 |
| 1 Shares and holdings in branches | 011 | 0 | 213.240 .483 | 213.240 .483 | 0 | 245.422 .632 | 245.422 .632 |
| 2 Shares and holdings in associates | 012 | 0 | 5.688 .293 | 5.688 .293 | 0 | 5.688 .293 | 5.688 .293 |
| 3 Shares and holdings in joint ventures | 013 | 0 | 28.000.000 | 28.000 .000 | 0 | 28.000 .000 | 28.000 .000 |
| III Financial assets (ADP 015+018+023+029) | 014 | 2.766.323.139 | 4.148.790.907 | 6.915.114.046 | 3.054.031.686 | 4.818.715.328 | 7.872.747.014 |
| 1 Financial assets held to maturity (ADP 016+017) | 015 | 1.296.119.235 | 745.529 .073 | 2.041.648.308 | 1.228.357.915 | 944.029.371 | 2.172.387.286 |
| 1.1 Debl financial instruments | 016 | 1.296.119.235 | 745.529.073 | 2.041.648.308 | 1.228.357.915 | 944.029.371 | 2.172.387.286 |
| 1.2 Other | 017 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Financial assets available for sale (ADP 019 to 022) | 018 | 1.318.571.912 | 2.378.587.559 | 3.697.159.471 | 1.528.859.849 | 2.817.918.674 | 4.446.778.523 |
| 2.1 Equity financial instruments | 019 | 8.289.296 | 371.921.137 | 380.210 .433 | 24.551 .993 | 498.028.031 | 522.580 .024 |
| 2.2 Debl financial instruments | 020 | 1.296.462.292 | 1.980.290.141 | 3.276.752.433 | 1.582.180.361 | 2.255.225.971 | 3.837.406.332 |
| 2.3 Units in investment funds | 021 | 13.820.324 | 26.376.281 | 40.196 .605 | 22.127.495 | 64.664 .672 | 86.792 .167 |
| 2.4 Other | 022 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 Financial assets at fair value through statement of prof it or loss (ADP 024 to 028) | 023 | 256.116 | 169.995.891 | 170.252.007 | 589.945 | 47.661 .095 | 48.251 .040 |
| 3.1 Equity financial instruments | 024 | O | 13.867 .751 | 13.867 .751 | 0 | 17.070.930 | 17.070 .930 |
| 3.2 Debt financial instruments | 025 | 0 | 0 | 0 | 0 | 0 | - |
| 3.3 Derivative financial instruments | 026 | 256.116 | 2.125 .175 | 2.381 .291 | 589.945 | 3.080 .534 | 3.670 .479 |
| 3.4 Units in investment funds | 027 | 0 | 154.002.965 | 154.002.965 | 0 | 27.509 .631 | 27.509 .631 |
| 3.5 Other | 028 | 0 | 0 | 0 |  | 0 | 0 |
| 4 Loans and receivables (ADP 030 to 032) | 029 | 151.375.876 | 854.678.384 | 1.006.054.260 | 196.223 .977 | 1.009.106.188 | 1.205.330.165 |
| 4.1 Deposits w ith credit institutions | 030 | 91.628 .502 | 368.302.667 | 459.931.169 | 144.001 .733 | 540.294 .540 | 684.296.273 |
| 4.2 Loans | 031 | 59.747.374 | 486.375.717 | 546.123.091 | 52.222 .244 | 312.837 .084 | 365.059.328 |
| 4.3 Other | 032 | 0 | 0 | 0 | 0 | 155.974.564 | 155.974.564 |
| IV Deposits with cedants | 033 | 0 | 0 | 0 |  | O | 0 |
| D) INVESTMENTS FOR THE ACCOUNT OF LIFE ASSURANCE POLICYHOLDERS WHO BEAR THE INVESTMENT RISK | 034 | 434.791 .407 | 0 | 434.791.407 | 445.325 .559 | 0 | 445.325 .559 |
| E) REINSURANCE AMOUNT IN TECHNICAL PROVISIONS (ADP 036 to 042) | 035 | 12.688 | 215.546 .457 | 215.559.145 | 25.754 | 213.507 .427 | 213.533 .181 |
| 1 Frovisions for unearned premiums, reinsurance amount | 036 | 929 | 55.298.066 | 55.298.995 | 3.724 | 42.185.167 | 42.188 .891 |
| 2 Mathematical provision, reinsurance amount | 037 | 11.759 | 0 | 11.759 | 22.030 | 0 | 22.030 |
| 3 Claims outstanding, reinsurance amount | 038 | 0 | 160.248.391 | 160.248.391 | 0 | 171.322.260 | 171.322 .260 |
| 4 Provisions for bonuses and rebates, reinsurance amount | 039 | 0 | 0 | 0 | 0 | $\bigcirc$ | 0 |
| 5 Equalization provision, reinsurance amount | 040 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 Other technical provisions, reinsurance amount | 041 | 0 | 0 | O | 0 | 0 | - |
| 7 Special provisions for life assurance w here policyholders bear the investment risk, reinsurance amount | 042 | 0 | 0 | 0 | 0 | 0 | $\bigcirc$ |
| F) DEFERRED AND CURRENT TAX ASSETS (ADP $044+045$ ) | 043 | 2.112 .506 | 82.781 .917 | 84.894 .423 | 2.028 .656 | 66.492 .988 | 68.521 .644 |
| 1 Deferred tax assets | 044 | 2.112.506 | 82.781 .917 | 84.894 .423 | 2.028 .656 | 66.492 .988 | 68.521 .644 |
| 2 Current tax assets | 045 | 0 | 0 | O | 0 | 0 | 0 |
| G) RECEIVABLES (ADP 047+050+051) | 046 | 768.671 | 880.030.430 | 880.799.101 | 503.662 | 854.729.992 | 855.233 .654 |
| 1 Receivables arising from insurance business (ADP 048+049) | 047 | 233.778 | 474.073.870 | 474.307.648 | 235.763 | 465.705.701 | 465.941.464 |
| 1.1 From policy holders | 048 | 0 | 472.001.053 | 472.001.053 | 0 | 464.918 .705 | 464.918 .705 |
| 1.2 From insurance agents or insurance brokers | 049 | 233.778 | 2.072 .817 | 2.306 .595 | 235.763 | 786.996 | 1.022.759 |
| 2 Receivables arising from reinsurance business | 050 | 629 | 34.684 .196 | 34.684 .825 | 879 | 46.715 .736 | 46.716 .615 |
| 3 Other receivables (ADP 052 to 054) | 051 | 534.264 | 371.272.364 | 371.806 .628 | 267.020 | 342.308 .555 | 342.575.575 |
| 3.1 Receivables arising from other insur ance operations | 052 | 0 | 224.615.927 | 224.615.927 | 0 | 199.851 .589 | 199.851.589 |
| 3.2 Receivables for investment income | 053 | 269.845 | 6.007 .637 | 6.277 .482 | 262.624 | 997.458 | 1.260 .082 |
| 3.3 Other receivablos | 054 | 264.419 | 140.648.800 | 140.913 .219 | 4396 | 141.459 .508 | 141.463 .904 |
| H) OTHER ASSETS (ADP 056+060+061) | 055 | 11.820 .028 | 343.820 .427 | 355.640.455 | 25.003.071 | 100.317.264 | 125.320.335 |
| 1 Cash at bank and in hand (ADP 057 to 059) | 056 | 11.820 .028 | 343.812.262 | 355.632.290 | 25.003 .071 | 100.316 .752 | 125.319 .823 |
| 1.1 Funds in the business account | 057 | 0 | 343.812 .262 | 343.812.262 | 0 | 100.316.752 | 100.316.752 |
| 1.2 Funds in the account of assets covering mathematical provisions | 058 | 11.820.028 | 0 | 11.820 .028 | 25.003 .071 | 0 | 25.003.071 |
| 1.3 Cash in hand | 059 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Fixed assets held for sale and termination of business operations | 060 | 0 | 0 | 0 | 0 | $\bigcirc$ | 0 |
| 3 Other | 061 | 0 | 8.165 | 8.165 | 0 | 512 | 512 |
| 1) PREPAYM ENTS AND ACCRUED INCOME (ADP 063 to 065) | 062 | 0 | 261.064.556 | 261.064.556 | 0 | 239.306.560 | 239.306.560 |
| 1 Deferred interest and rent | 063 | 0 | 0 | 0 | 0 | - | 0 |
| 2 Deferred acquisition costs | 064 | 0 | 251.402 .447 | 251.402 .447 | 0 | 226.109.778 | 226.109 .778 |
| 3 Other prepayments and accrued income | 065 | 0 | 9.662 .109 | 9.662 .109 | 0 | 13.196 .782 | 13.196 .782 |
| J) TOTAL ASSETS (ADP 001+004+008+034+035+043+046+055+062) | 066 | 3.215.834.850 | 6.992.975.292 | 10.208 .810 .142 | 3.526.928.361 | 7.618.474.080 | 11.145 .402 .441 |
| K) OFF-BALANCE SHEET ITEMS | 067 | 172.028.971 | 2.579.201.308 | 2.751.230.279 | 265.956.261 | 2.518.024.767 | 2.783.981.028 |

## STATEMENT OF FINANCIAL POSITION (BALANCE SHEET)

## As at: 31.12.2019

| Item | $\begin{gathered} \text { ADP } \\ \text { code } \end{gathered}$ | Last day of the preceding business year |  |  | At the reporting date of the current period |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Life | Non-life | Total | Life | Non-life | Total |
| 1 | 2 | 3 | 4 | 5(3+4) | 6 | 7 | 8(6+7) |
| LIABILITIES |  |  |  |  |  |  |  |
| A) CAPITAL AND RESERVES (ADP 069+072+073+077+081+084) | 068 | 314.109.856 | 2.497.114.377 | 2.811.224.233 | 434.798 .823 | 2.913.664.884 | 3.348.463.707 |
| 1 Subscribed capital (ADP 070 to 071) | 069 | 44.288 .720 | 545.037 .080 | 589.325 .800 | 44.288 .720 | 545.037 .080 | 589.325 .800 |
| 1.1 Paid in capital - ordinary shares | 070 | 44.288 .720 | 545.037 .080 | 589.325 .800 | 44.288 .720 | 545.037 .080 | 589.325.800 |
| 1.2 Paid in capital - preference shares | 071 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Premium on shares issued (capital reserves) | 072 | 0 | 681.482 .525 | 681.482 .525 | 0 | 681.482 .525 | 681.482 .525 |
| 3 Revaluation reserves (ADP074 to 076) | 073 | 66.981 .804 | 206.447.110 | 273.428 .914 | 147.994 .829 | 368.660 .865 | 516.655 .694 |
| 3.1 Land and buildings | 074 | 0 | 50.649 .941 | 50.649.941 | 0 | 50.470 .925 | 50.470 .925 |
| 3.2 Financial assets available for sale | 075 | 66.981 .804 | 155.797.169 | 222.778 .973 | 147.994 .829 | 318.189 .940 | 466.184 .769 |
| 3.3 Other revaluation reserves | 076 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 Reserves (ADP 078 to 080) | 077 | 85.295 .937 | 316.742 .638 | 402.038 .575 | 85.295 .937 | 316.742 .638 | 402.038 .575 |
| 4.1 Legal reserves | 078 | 2.214 .436 | 27.864.354 | 30.078 .790 | 2.214 .436 | 27.864 .354 | 30.078 .790 |
| 4.2 Statutory reserve | 079 | 7.581 .501 | 139.638 .995 | 147.220 .496 | 7.581 .501 | 139.638 .995 | 147.220 .496 |
| 4.3 Other reserves | 080 | 75.500 .000 | 149.239 .289 | 224.739.289 | 75.500 .000 | 149.239.289 | 224.739 .289 |
| 5 Retained profit or loss brought forward (ADP $082+083$ ) | 081 | 81.333.516 | 513.197.146 | 594.530.662 | 117.543.395 | 748.287.005 | 865.830.400 |
| 5.1 Retained profit | 082 | 81.333.516 | 513.197.146 | 594.530 .662 | 117.543 .395 | 748.287 .005 | 865.830 .400 |
| 5.2 Loss brought forw ard (-) | 083 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 Profit or loss for the current accounting period (ADP 085+086) | 084 | 36.209 .879 | 234.207 .878 | 270.417 .757 | 39.675 .942 | 253.454 .771 | 293.130 .713 |
| 6.1 Profit for the current accounting period | 085 | 36.209 .879 | 234.207.878 | 270.417.757 | 39.675 .942 | 253.454.771 | 293.130 .713 |
| 6.2 Loss for the current accounting period(-) | 086 | 0 | 0 | 0 | 0 | 0 | 0 |
| B) SUBORDINATE LIABILITIES | 087 | 0 | 0 | 0 | 0 | 0 | 0 |
| C) MINORITY INTEREST | 088 | 0 | 0 | 0 | 0 | 0 | 0 |
| D) TECHNICAL PROVISIONS (ADP 090 to 095) | 089 | 2.411.166.082 | 3.758.389.641 | 6.169.555.723 | 2.572.182.413 | 3.712.920.109 | 6.285.102.522 |
| 1 Provisions for unearned premiums, gross amount | 090 | 4.345.475 | 1.135.019.493 | 1.139.364.968 | 4.869 .308 | 1.130.567.020 | 1.135.436.328 |
| 2 Mathematical provisions, gross amount | 091 | 2.337.954.488 | 29.250.666 | 2.367.205.154 | 2.505.680.869 | 17.908 .413 | 2.523.589.282 |
| 3 Claims outstanding, gross amount | 092 | 68.866 .119 | 2.558.582.619 | 2.627 .448 .738 | 61.632 .236 | 2.532 .867 .656 | 2.594.499.892 |
| 4 Provisions for bonuses and rebates, gross amount | 093 | 0 | 6.487 .900 | 6.487 .900 | 0 | 7.653 .600 | 7.653 .600 |
| 5 Equalization provision, gross amount | 094 | 0 | 7.055.533 | 7.055 .533 | 0 | 7.055 .533 | 7.055 .533 |
| 6 Other technical provisions, gross amount | 095 | 0 | 21.993 .430 | 21.993 .430 | 0 | 16.867 .887 | 16.867 .887 |
| E) SPECIAL PROVISIONS FOR LIFE ASSURANGE WHERE POLICYHOLDERS BEAR THE INVESTMENT RISK, gross amount | 096 | 434.791 .407 | 0 | 434.791 .407 | 445.325 .559 | 0 | 445.325 .559 |
| F OTHER PROVISIONS (ADP $098+099$ ) | 097 | 3.318 .530 | 100.316.438 | 103.634.968 | 2.930 .875 | 104.301 .522 | 107.232 .397 |
| 1 Provisions for pensions and similar obligations | 098 | 3.063 .589 | 95.800 .689 | 98.864 .278 | 2.930.875 | 99.785 .773 | 102.716 .648 |
| 2 Other provisions | 099 | 254.941 | 4.515 .749 | 4.770 .690 | 0 | 4.515 .749 | 4.515 .749 |
| G) DEFERRED ANDCURRENT TAX LIABILITIES (ADP 101 + 102) | 100 | 14.703 .323 | 65.710 .341 | 80.413.664 | 32.486 .670 | 94.182 .105 | 126.668 .775 |
| 1 Deferred tax liability | 101 | 14.703 .323 | 45.631 .468 | 60.334.791 | 32.486 .670 | 81.151 .686 | 113.638 .356 |
| 2 Current tax liability | 102 | 0 | 20.078.873 | 20.078.873 | , | 13.030 .419 | 13.030 .419 |
| H) DEPOSITS HEl D UNDER BUSINESS CEDED | 103 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1) FINANCIAL LIABILITIES (ADP 105 to 107) | 104 | 221.051 | 17.068 .879 | 17.289 .930 | 300.004 | 271.366 .763 | 271.666 .767 |
| 1 Loan liabilities | 105 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Liabilities for issued financial instruments | 106 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 Other financial liabilities | 107 | 221.051 | 17.068.879 | 17.289.930 | 300.004 | 271.366.763 | 271.666 .767 |
| J) OTHER LIABILITIES (ADP 109 to 112) | 108 | 18.193 .277 | 220.781.207 | 238.974.484 | 16.312 .651 | 209.728 .027 | 226.040 .678 |
| 1 Liabilities from direct insurance business | 109 | 4.692 .105 | 81.962.574 | 86.654.679 | 4.067 .620 | 78.960 .077 | 83.027 .697 |
| 2 Liabilities from coinsurance and reins urance bus iness | 110 | 15.735 | 58.462 .070 | 58.477 .805 | 21.961 | 43.692 .666 | 43.714 .627 |
| 3 Liabilities for disposal and discontinued operations | 111 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 Other liabilities | 112 | 13.485 .437 | 80.356 .563 | 93.842 .000 | 12.223 .070 | 87.075.284 | 99.298.354 |
| K) ACCRUALS AND DEFERRED INCOME (ADP 114+115) | 113 | 19.331.324 | 333.594 .409 | 352.925 .733 | 22.591 .366 | 312.310 .670 | 334.902 .036 |
| 1 Deferred reinsurance commission | 114 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 Other accruals and deferred income | 115 | 19.331 .324 | 333.594 .409 | 352.925 .733 | 22.591 .366 | 312.310 .670 | 334.902 .036 |
|  | 116 | 3.215.834.850 | 6.992.975.292 | 10.208.810.142 | 3.526.928.361 | 7.618.474.080 | 11.145.402.441 |
| M) OFF-BALANCE SHEET ITEMS | 117 | 172.028.971 | 2.579.201.308 | 2751.230.279 | 265.956 .261 | 2.518 .024 .767 | 2.783 .981 .028 |

## STATEMENT OF CHANGES IN EQUITY

For the period: 1.1.2019-31.12.2019

|  |  | Attributable to owners of the parent |  |  |  |  |  |  | Atributable to noncontrolling interest | Total capital and reserves $(9+10)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item | $\begin{aligned} & \text { ADP } \\ & \text { code } \end{aligned}$ | Paid in capital (ordinary and prelerence shares) | $\left\|\begin{array}{c} \text { Premium on } \\ \text { shares } \\ \text { issued } \end{array}\right\|$ | Revaluation reserves | Reserves (legal, statutory, other) | Retained profit or loss brought forward | Profitiloss for the year | Total capital and reserves (3 to 8) |  |  |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| Balance on the first day of the previous business year | 1 | 589.325 .800 | 681.482.525 | 334.225.530 | 400.450 .237 | 413.454.289 | 150.942 .944 | 2.569.881.325 | 0 | 2.569.881.325 |
| Change in accounting policies | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Correction of errors from prior periods | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| II Balance on the first day of the previous business year (restated) | 4 | 589.325 .800 | 681.482 .525 | 334.225 .530 | 400.450 .237 | 413.454 .289 | 150.942.944 | 2.569.881.325 | 0 | 2.569.881.325 |
| III Comprehensive income or loss for the same period of the previous year (ADP $006+$ ADP 007) | 5 | 0 | 0 | -61.064.833 | 0 | 0 | 270.417 .757 | 209.352.924 | 0 | 209.352.924 |
| Profit or loss for the period | 6 | 0 | 0 | 0 | 0 | 0 | 270.417.757 | 270.417 .757 | 0 | 270.417 .757 |
| 2 Other comprehensive income or loss for the same period of the previous yoar (ADP 008 to ADP 11) | 7 | 0 | 0 | -61.064.833 | 0 | 0 | 0 | -61.064.833 | 0 | -61.064.833 |
| Unrealised gains or losses on tangible assets (land and buildings) | 8 | 0 | 0 | -2.134.543 | 0 | 0 | 0 | -2.134.543 | 0 | -2.134.543 |
| Unrealised gains or losses on financial assets available for sale | 9 | 0 | 0 | -24.818.074 | 0 | 0 | 0 | -24.818.074 | 0 | -24.818.074 |
| Realis ed gains or los ses on financial assets available for sale | 10 | 0 | 0 | -34.110.939 | 0 | 0 | 0 | -34.110.939 | 0 | -34.110.939 |
| Oher changes in equity unre elated to owners | 11 | 0 | 0 | -1.277 | 0 | 0 | 0 | -1. 277 | 0 | -1.277 |
| IV Transactions with owners (previous period) | 12 | 0 | 0 | 268.217 | 1.588 .338 | 181.076 .373 | -150.942.944 | 31.989 .984 | 0 | 31.989 .984 |
| hcrease/decrease in subscribed capital | 13 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oher contributions by owners | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payment of share in profit/dividend | 15 | 0 | 0 | 0 | 0 | 0 | -980.000 | -980.000 | 0 | -980.000 |
| Other distribution to ow ners | 16 | 0 | 0 | 268.217 | 1.588.338 | 181.076 .373 | -149.962.944 | 32.969 .984 | 0 | 32.969 .984 |
| V Balance on the last day of the previous business year reporting period | 17 | 589.325 .800 | 681.482 .525 | 273.428 .914 | 402.038 .575 | 594.530 .662 | 270.417 .757 | 2.811 .224 .233 | 0 | 2.811.224.233 |
| VI Balance on the first day of the current business year | 18 | 589.325.800 | 681.482 .525 | 273.428 .914 | 402.038 .575 | 594.530.662 | 270.417 .757 | 2.811 .224 .233 | 0 | 2.811.224.233 |
| Change in accounting policies | 19 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Correction of errors from prior periods | 20 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| VII Balance on the firsi day orthe current business year (restated) | 21 | 589.325.800 | 681.482 .525 | 273.428 .914 | 402.038.575 | 594.530.662 | 270.417 .757 | 2.811.224.233 |  | 2.811.224.233 |
| VIII Comprehensive income or loss for the year | 22 | 0 | 0 | 243.950 .005 | 0 | 0 | 293.130 .713 | 537.080 .718 | 0 | 537.080 .718 |
| Profit or loss for the period | 23 | 0 | 0 | 0 | 0 | 0 | 293.130 .713 | 293.130.713 | 0 | 293.130 .713 |
| Oher comprehensive income or loss for the year | 24 | 0 | 0 | 243.950 .005 | 0 | 0 | 0 | 243.950 .005 | 0 | 243.950.005 |
| Unrealised gains or losses on tangible assets (land and buildings) | 25 | 0 | 0 | 544.208 | 0 | 0 | 0 | 544.208 | 0 | 544.208 |
| Unrealised gains or losses on financial assets available for sale | 26 | 0 | 0 | 270.441 .738 | 0 | 0 | 0 | 270.441 .738 | 0 | 270.441 .738 |
| Realised gains or losses on financial as sets available for sale | 27 | 0 | 0 | -27.005.743 | 0 | 0 | 0 | -27.005.743 | 0 | -27.005.743 |
| Other changes in equity unrelated to ow ners owners | 28 | 0 | 0 | -30.198 | 0 | 0 | 0 | -30.198 | 0 | -30.198 |
| Transactions with owners (current period) | 29 | 0 | 0 | -723.225 | 0 | 271.299 .738 | -270.417.757 | 158.756 | 0 | 158.756 |
| Increase/decrease in subscribed capital | 30 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other contributions by ow ners | 31 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payment of share in profittdividend | 32 | 0 | 0 | 0 | 0 | 0 | 0 | - | 0 | 0 |
| Oher trans actions with ow ners | 33 | 0 | 0 | -723.225 | , | 271.299 .738 | -270.417.757 | 158.756 | 0 | 158.756 |
| Balance on the last day of the current year reporting period | 34 | 589.325.800 | 681.482 .525 | 516.655 .694 | 402.038 .575 | 865.830 .400 | 293.130 .713 | 3.348.463.707 | 0 | 3.348.463.707 |

## STATEMENT OF CASH FLOWS - indirect method <br> For the period: 1.1.2019-31.12.2019

| Item | $\begin{aligned} & \text { ADP } \\ & \text { code } \end{aligned}$ | Same period of the previous year | Current business period |
| :---: | :---: | :---: | :---: |
| 1 | 2 | 3 | 4 |
| I Cash flow from operating activities (ADP 002+013+031) | 001 | 107.830 .958 | -248.135.890 |
| 1 Cash flow before changes in operating assets and liabilities (ADP 003+004 | 002 | 125.617.129 | 129.921 .502 |
| 1.1 Profit/oss before tax | 003 | 325.078.124 | 353.385.381 |
| 1.2 Adjustments: (ADP 005 to 012) | 004 | -199.460.995 | -223.463.879 |
| 1.2.1 Depreciation of property and equipment | 005 | 28.251 .452 | 40.640 .873 |
| 1.2.2 Amortization of intangible assets | 006 | 14.309.277 | 17.294 .063 |
| 1.2.3 impairment and gains/losses on fair valuation | 007 | 32.406 .997 | -28.969.476 |
| 1.2.4 interest expenses | 008 | 1.124.608 | 10.253.455 |
| 1.2.5 interest incomo | 009 | -226.080.072 | -215.930.200 |
| 1.2.6 Share in profit of associates | 010 | 0 | 0 |
| 1.2.7 Profit/loss from the sale of tangible assets (including land and <br> buildings) | 011 | -13.916.185 | -1.135.517 |
| 1.2.8 Other adjus tmonts | 012 | -35.557.072 | -45.617.077 |
| 2 Increase/decrease in operating assets and liabilities (ADP 014 to 030) | 013 | 9.796 .677 | -327.032.741 |
| 2.1 Incroaso/docroaso in financial assots availablo for salo | 014 | -274.267.880 | -361.421.935 |
| 2.2 Increase/decrease in financial assets at fair value through statement of profit or loss | 015 | -89.240.656 | 124.003 .667 |
| 2.3 Increase/decrease in loans and receivables | 016 | 346.094.877 | -223.962.355 |
| 2.4 Incroase/docrease in doposits with codants | 017 | 0 | 0 |
| 2.5 Increase/decrease in investments for the account of life assurance policyholders who bear the investment risk | 018 | -99.127.310 | -10.534.151 |
| 2.6 Increase/decrease in reinsurance amount in technic al provisions | 019 | -3.600.805 | 2.025 .965 |
| 2.7 Increase/decrease in tax assets | 020 | 317.123 | 94.308 |
| 2.8 Increase/decrease in receivables | 021 | 36.826.777 | 21.377 .957 |
| 2.9 Increase/decrease in other assets | 022 | 540.760 | 0 |
| 2.10 Increase/decrease in prepayments and accrued income | 023 | -76.759.081 | 21.757 .998 |
| 2.11 Increase/decrease in technical provisions | 024 | 71.139 .610 | 115.546 .800 |
| 2.12 Increase/decrease in special provisions for life assurance where policyholders bear the investment risk | 025 | 99.127.310 | 10.534.151 |
| 2.13 Increase/decrease in tax liabilities | 026 | -374.745 | -115.427 |
| 2.14 Increase/decrease in deposits held under reinsurance business ceded | 027 | o | 0 |
| 2.15 Increase/decrease in financial liabilities | 028 | 1.916.214 | 40.360 |
| 2.16 Increase/decrease in other liabilities | 029 | -2.767.510 | -8.356.374 |
| 2.17 Increase/docroase in accruals and doforrod incomo | 030 | -28.007 | -18.023.705 |
| 3 Income tax paid | 031 | -27.582.848 | -51.024.651 |
| II CASH FLOW FROM INV ESTING ACTIVITIES (ADP 033 to 046) | 032 | 154.392 .546 | 51.334 .851 |
| 1 Cash receipts from the sale of tangible assets | 033 | 2.276 .088 | 5.417 .096 |
| 2 Cash payments for the purchase of tangible assets | 034 | -20.128.840 | -25.969.189 |
| 3 Cash receipts from the sale of intangible assets | 035 |  | 643.969 |
| 4 Cash payments for the purchase of intangible assets | 036 | -13.559.232 | -27.541.961 |
| 5 Cash receipts from the sale of land and buildings not occupied by an undertaking for its ow $n$ activities | 037 | 30.651 .520 | 16.750.126 |
| 6 Cash payments for the purchase of land and buildings not occupied by an undertaking for its ow n activities | 038 | -1.017.205 | -4.259.498 |
| 7 Increase/decrease of investments in branches, associates and joint venturos. | 039 | -230.106 | o |
| 8 Gash receipts from financial assets held to maturity | 040 | 448.510 .330 | 357.560 .988 |
| 9 Cash payments for financial assets held to maturity | 041 | -339.343.206 | -386.588.725 |
| 10 Cash rocoipts from the sale of financial instruments | 042 | 0 | 0 |
| 11 Cash payments for investments in financial instruments | 043 |  | - |
| 12 Cash receipts from dividends and share in profit | 044 | 39.267 .885 | 43.886 .354 |
| 13 Cash receipts from repayments of short-term and long-term loans given | 045 | 101.776.873 | 93.026 .128 |
| 14 Cash payments for short-term and long-term loans | 046 | -93.811.561 | -21.590.437 |
| III CASH FLOW FROM RNANCING ACTIVITIES (ADP 048 to 052) | 047 | -980.000 | -19.492.236 |
| 1 Cash receipts resulting from the increase of initial capital | 048 | - | 0 |
| 2 Cash rocoipts from short-torm and long-torm loans roceived | 0 | 0 | - |
| 3 Cash payments for the repayment of short-term and long-term loans received | 050 | - | -18.512.236 |
| 4 Cash payments for the redemption of treasury shares | 051 | 0 | 0 |
| 5 Cash payments of share in profit (dividend) | 052 | -980.000 | -980.000 |
| NET CASH FLOW (ADP $001+032+047$ ) | 053 | 261.243 .504 | -216.293.275 |
| IV EFFECT OF EXCHANGE RATE FLUCTUATIONS ON CASH AND CASH EQUIV ALENTS | 054 | 45.916 .291 | -14.026.845 |
| V NET INCREASE/DECREASEIN CASH AND CASH EQUIV ALENTS (053+054) | 055 | 307.159 .795 | -230.320.120 |
| Cash and cash equivalents at the beginning of period | 056 | 48.480 .660 | 355.640 .455 |
| Cash and cash equivalents at the end of period (ADP 055 + 056) | 057 | 355.640.455 | 125.320.335 |

## II. QUARTERLY MANAGEMENT REPORT

In accordance with the statutory deadlines, we submit unaudited reports of the Company at the end of the fourth quarter of 2019. The audit of the financial statements for 2019 is ongoing and the information provided may vary from the final annual audited report.

CROATIA osiguranje d.d. is still the leading company on the market of Republic of CROATIA with total market share of 26.2 percent.

In the period observed CROATIA osiguranje d.d. reported profit before tax in the amount of HRK 353.4 m and profit after tax in the amount of HRK 293.1 m which represents an increase of 8.7 percent and 8.4 percent, respectively, compared to the same period of the previous year.

Earned premium, which represents 81.1 percent of total revenues, amounted to HRK 2,485.5m and increased by 1.2 percent compared to the same period of the previous year. Total gross written premium decreased by 1.4 percent and amounted to HRK $2,738.7 \mathrm{~m}$. Gross written premium of non-life insurance amounted to HRK 2,221.3m and increased by o.4 percent compared to the same period of the previous year. Gross written premium of the life insurance amounted to HRK 517.4 m representing a decrease of 8.4 percent.

In the non-life and life insurance investment business are realised revenues in the amount of HRK 495.1m representing an increase by 2.6 percent compared to the same period of the previous year. Income from investments represent 16.1 percent of total revenues. Expenses from investments amounted to HRK 146.8 m representing a decrease by 28.6 percent compared to the same period of the previous year. Expenses from investments represent 5.4 percent of total expenses.

Net claims incurred represent 53.3 percent of total expenses and amounted to HRK $\mathbf{1 , 4 5 2 . 3 m}$, representing an increase of 0.1 percent compared to the same period of the year 2018.

Acquisition and administration expenses amounted to HRK 916.4 m representing an increase of 3.8 percent compared to the same period of the previous year.

Total assets of the Company as at 31.12.2019 amounted to HRK 11.1 billion, which represents an increase of 9.2 percent compared to the 31.12.2018.

Technical reserves in the reporting period amounted to HRK 6.3 billion, representing an increase of 1.9 percent compared to the 31.12.2018.

The following is the summary of key business indicators for the period observed:

| Key performance indicators | Restated <br> 31.12 .2018 | Change in <br> percentage <br> points (p.p.) |  |
| :--- | ---: | ---: | ---: |
| Claims ratio (non-life)* | $53.3 \%$ | $54.0 \%$ | $0.7 \%$ |
| Cost ratio (non-life) ${ }^{* *}$ | $41.5 \%$ | $42.3 \%$ | $0.8 \%$ |
| Combined ratio (non-life) | $94.8 \%$ | $96.3 \%$ | $0.5 \%$ |
| Net profit margin | $9.0 \%$ | $9.6 \%$ | $0.6 \%$ |

* Claims ratio $=$ (Income from commissions and fees + Other insurance-technical income + Net Claims incurred + Change in mathematical provisions and other technical provisions, net of reinsurance + Change in technical life insurance provisions where the policy holder bears the investment risk, net of reinsurance + Cost for premium returns (bonuses and rebates), net of reinsurance + Other technical expenses, net of reinsurance) / Net Earned premiums
** Cost ratio $=$ Operating expenses (business expenditures) / Net Earned premiums
The combined ratio, as the most important indicator of success in non-life insurance for the observed period amounted to 96.3 percent, which is an increase of 1.5 percentage points compared to the same period of 2018.

Unaudited unconsolidated financial statements at the end of the fourth quarter of the year 2019 will be available on web sites of CROATIA osiguranje d.d., Zagreb Stock Exchange and Officially appointed mechanism for the central storage of regulated information.

## Significant business events in the reporting period

In January 2019, CROATIA osiguranje d.d. has reported on withdrawal from the transaction of purchasing 100 percent of shares in Testing centar limited liability company and 100 percent of shares in CENTRAL OSIGURANJE d.d.

In April 2019 Administrative Court of the Republic of Slovenia, acting in repeated procedure, rejected the claim filed by Adris grupa d.d. and CROATIA osiguranje d.d. against the Decision of the Insurance Supervisory Agency denying approval for acquisition of shares of Pozavarovalnica Sava d.d., Dunajska cesta 56, Ljubljana, Slovenia. The acquisition would have resulted in Adris grupa d.d. and CROATIA osiguranje d.d. becoming direct or indirect holders of a share in the capital equal to or higher than 20 percent but lower than one third of the capital.

On January 30, 2019 the Supervisory Board of CROATIA osiguranje has appointed Mr. Davor Tomašković as a candidate for a member of the Management Board. Following the completion of the legally prescribed procedure and approval of the regulator, on April 17, 2019, the Supervisory Board appointed Davor Tomašković as the Chairman of the Management Board of CROATIA osiguranje d.d. starting from 1 May 2019. Damir Vanđelić was nominated as a member of the Management Board of Adris grupa d.d. and his appointment was confirmed by the Supervisory Board of the Adris grupa d.d. on April 25, 2019.

On June 7, 2019 the General Assembly of CROATIA osiguranje d.d. has adopted the Decision on the profit distribution of CROATIA osiguranje d.d. realised in 2018. It was declared dividend on 8,750 preference shares in the amount HRK 112.00 per share and in total amount of HRK 980,000.00. Dividend payment was in July 2019.

In November 2019, CROATIA osiguranje d.d. and the company Sapiens signed a contract to acquire, implement and maintain the new Core system that will replace current IT solutions over the next three years and create conditions for faster delivery of services and better solutions for the market.

## Significant events after the end of the reporting date

No events occurring after the reporting date were material to the financial statements for the reporting period.

## Company branch

As at 31 December 2019 the Company has one registered branch (Branch Ljubljana). In its legal transactions, the branch operates under CROATIA osiguranje d.d. branch Ljubljana, in Croatian language, and under CROATIA ZAVAROVANJE d.d. branch Ljubljana, in Slovenian language.

## Purchase of treasury shares

The Company does not own treasury shares, and the General Assembly did not authorise the Company to acquire treasury shares.

## Expected development in the future

In 2019, according to available data from the Central Bureau of Statistics, real GDP growth continued. Growth in economic activity is also visible in the insurance market, which also grew by $5 \%$. In view of the above, we expect the continuation of positive economic trends that have contributed to the growth of the insurance market and its further growth. It is expected that the entire economy, including the insurance industry, will take advantage of a positive business environment and preconditions for approaching levels in developed markets in other EU countries.

With a focus on digitalization, CROATIA osiguranje will continue to work as a market leader in further developing the overall insurance market in Croatia. This especially relates to the further development of casco, travel, health and property insurance, and step forward in product creation, sales network organization and customer experience.

The Company continues with continuous improvement in all business segments with the aim of strengthening the leading position on the Croatian market. Key business improvement activities include:

- Introduction of new products and improvement of existing ones according to customer needs
- Continued sales force strengthening activities with the aim of growth in the profitable retail segment and the segment of small and medium-sized businesses
- Further improvement in processes with the aim of providing the best customer service.

In the forthcoming period, the goal is to continue the best practice of transferring operational excellence from the parent to subsidiaries in the region. New sources of growth in the future are combinations of organic and acquisition activities. New acquisitions are aimed at strengthening the insurance business and further development of healthcare offering in addition to using the synergies arising from the insurance offer.

## Research and development activities

Customer focus and continuous innovations are the values of the Company that underlie research activities and new product development. The aim is to provide fast and quality service and increasing client satisfaction.

We conduct trends and developments in highly developed insurance markets with a focus on the EU. Also, we conduct market research activities regularly with the goal of better understanding the existing market needs and creating products that will adequately respond to them. In this way, we connect the relevant worldwide insurance products with the needs of clients in Croatia. We also introduce new and innovative products that will ensure long-term growth and retaining the Company's leading market position.

During product development, our focus is on creating products with quality insurance coverage and on the service that we provide. Special emphasis is placed on quality and available service which will adequately cover risks with which our clients are faced. We monitor trends and continuously implement the latest technology solutions as well as numerous innovations to ensure customer satisfaction. Customer satisfaction is continually monitored, and we respond to all challenges we face.

## Description of the most significant risks and uncertainties

In relation to the most significant risks and uncertainties which were described in the audited financial statements for the year 2018, in the period observed there were no significant changes in relation to the risks to which the Company is exposed.

Zagreb, 27 February 2020


## III. NOTES TO THE UNAUDITED FINANCIAL STATEMENTS FOR THE PERIOD I-XII 2019

## 1. GENERAL INFORMATION ON THE COMPANY

CROATIA osiguranje d.d., Zagreb, Vatroslava Jagića 33 (the 'Company’) is registered in the Court Register of the Commercial Court in Zagreb under the Company's Court Reg. No. ("MBS") 080051022 and PIN ("OIB") 26187994862. The Company's principal activity is non-life and life insurance business and reinsurance business in the non-life insurance group.

The Company also performs the following activities, which are directly or indirectly related to insurance business, as follows:

- Mediation in the sale or sale of items belonging to the Company based on performing insurance business,
- Taking measures to prevent and eliminate hazards that endanger the insured property and persons,
- Assessment of the degree of the risk exposure of insured facility and claim assessment,
- Performing other intellectual and technical services relating to insurance business.


## Supervisory Board and Management Board

According to the Company Act, Insurance Act and the Articles of Association of the Company the Company's bodies are the General Assembly, the Supervisory Board and the Management Board.

## Members of the Supervisory Board are:

| Roberto Škopac | President |
| :--- | :--- |
| Dr.sc. Željko Lovrinčević | Vice President |
| Vitomir Palinec | Member |
| Hrvoje Patajac | Member |
| Prof.dr.sc. Petar Miladin | Member until 18 June 2019 |
| Vlasta Pavličević | Member |
| Damir Vanđelić | Member since 19 June 2019 |

## Members of the Management Board are:

| Damir Vanđelić | President until 30 April 2019 |
| :--- | :--- |
| Davor Tomašković | President since $\mathbf{1}$ May 2019 |
| Nikola Mišetić | Member until 23 April 2019 |
| Marijan Kralj | Member until 30 June 2019 |
| Robert Vučković | Member |
| Miroslav Klepač | Member |

## Share capital and shares

The Company's share capital with a nominal value of 601.575 .800 as at 31 December 2019 is divided among 429.697 shares with a nominal value of HRK 1,400 . The shares are marked as follows:

| Number of shares | Nominal amount: |
| :--- | ---: |
| 307.598 ordinary shares I. emission with ticker CROS-R-A/CROS | $430,637,200$ |
| 113.349 ordinary shares II. emission with ticker CROS-R-A/CROS | $158,688,600$ |
| TOTAL OF ORDINARY SHARES | $\mathbf{5 8 9 , 3 2 5 , 8 0 0}$ |
| 8.750 preference shares I. emission with ticker CROS-P-A/CROS2 | $\mathbf{1 2 , 2 5 0 , 0 0 0}$ |
| TOTAL OF PREFERENCE SHARES | $\mathbf{1 2 , 2 5 0 , 0 0 0}$ |

Each share, ordinary and preference, provides the right to 1 (one) vote at the Company's General Assembly. All shares are paid in full, issued in dematerialized form, are transferable and are managed at the central depository of the Central Depository \& Clearing Company.

## 2. Basis of preparation of financial statements

Financial statements are prepared in accordance with the Company's Act (Official Gazette 65/18), International Financial Reporting Standards ('IFRS') as adopted in the European Union, Rules of Zagreb Stock Exchange and Ordinance on the structure and content of periodic financial reports for issuers during the year, which is issued by Croatian Financial Services Supervisory Agency.

Financial statements are prepared by using accrual-based principle which is the underlying accounting assumption. Economic events are recognized when they occurred and are reported in financial statements for the period in which they occurred by using the underlying accounting principle of going concern.

## Presentation currency

Company's financial statements are prepared in the Croatian kuna as the functional and presentation currency.

## Use of estimates and judgements

Preparation of financial statements in conformity with IFRS requires the Management Board to make judgements, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, and information available at the date of preparation of financial statements, the results of which form the basis of making the judgements about carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

## Accounting policies

Accounting policies which are used in the preparation of financial statements for the reporting period are the same as accounting policies which are used for preparation of the audited financial statements for the year 2018, except accounting policies which are related to recognition of lease arrangements (IFRS 16).

As at 1 January 2019, the Company applied new accounting standard IFRS 16 Leases. The Company has applied the simplified transition approach and did not restate comparative amounts for the year prior to first adoption. As at 31 December 2019, the Company recognised the assets (right-of-use the assets) of HRK 249.1m and lease liabilities of HRK 253.8m. Gross profit for the period 1.1.-31.12.2019 has decreased by HRK 4.7 m as a result of adopting the new rules.

In the financial report for the current period the Company reported costs relating to employees in the investment process in the position of Other investment expenses which is part of Investment expenses. In previous period those expenses were classified in the position of Salaries, taxes and contributions from/on salaries and Other administration expenses which are part of Administration expenses. Therefore, in current report the Company reclassified information in the Statement of comprehensive income for the previous period (1.1. - 31.12.2018) in order to achieve a comparable presentation of expenses.

In the current period there were usual related party transactions of goods and services.

CROATIA osiguranje d.d.
Vatroslava Jagića 33, 10000 Zagreb www.crosig.hr

Pursuant to article 20 of the Articles of Association of the Company from 14 January 2020 and article 468 of the Capital Market Law (Official Gazette 65/18), the Management Board provides this

## STATEMENT

That to the best of our knowledge:

- $\quad$ the set of quarterly unaudited financial statements of the issuer for the period 1.1. - 31.12.2019, prepared by using applicable financial reporting standards, gives a true and fair view of assets and liabilities, the financial position and profit or loss of the issuer,
- the management report presents an objective view of the development and business results and position of the issuer with description of significant risks and uncertainties to which the issuer is exposed.

Zagreb, 27 February 2020


