

# UNAUDITED SEMI-ANNUAL REPORT REINSURANCE COMPANY SAVA LTD

**JANUARY-JUNE 2008** 

Ljubljana, 29 August 2008

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#### 1 INTRODUCTION

In accordance with the provisions of the Market in Financial Instruments Act and the Ljubljana Stock Exchange Rules, Sava Re, with its registered office in Ljubljana, Dunajska 56, is herewith publishing its unaudited semi-annual report for the period January-June 2008.

Information on Sava Re and the Sava Re Group published herein was prepared in accordance with the International Financial Reporting Standards, but was not audited.

Starting with 29 August 2008, the unaudited semi-annual report of Sava Re for the period January-June 2008 in Sloven language will be available at the registered office of the Company In Ljubljana, Dunajska 56, each business day from 9am to 3pm, as well as on its website.

## 1.1 Sava Re Group as at 30 June 2008

The Sava Re Group comprises the parent Sava Re company and six insurance companies established in Slovenia and in the countries of the former Yugoslavia, as well as a pension company and an investment fund management company established in Macedonia.

#### 1.1.1. Sava Re basic details

Company name: Pozavarovalnica Sava d.d.
 Registered office: Dunajska 56, Ljubljana
 Telephone: +386 (1) 47 50 200
 Facsimile: +386 (1) 47 50 264
 E-mail: info@sava-re.si

6. Company ID no: 5063825
7. Tax no: 17986141

8. Registration entry: 1/01413/00, Ljubljana District Court

9. Basic activity: reinsurance 10. Activity code: 65.200 11. Year established: 1977

12. Share capital: EUR 39,069,099.48

13. Shares:14. Listing:15. Shares:16. Shares:17. Shares:18. Shares:19. Shares:19. In on-par value shares11. Lipubliana Stock Exchange,

standard market

#### **Management Board**

Pursuant to its Articles of Association and its Management Act, the Company is managed and represented by a two-member Management Board consisting of a Chairman and a Deputy Chairman. They always represent the Company jointly. In the first half of 2008, there were no changes in the Management Board.

Management Board members as at 30 June 2008:

Chairman: **Dušan Čeč** 

Deputy Chairman: mag Zvonko Ivanušič

The Chairman was appointed by the Supervisory Board as of 1 October 2004, while the term of office of the Deputy Chairman started on the date when he was granted the authorisation to assume the function of a member of the Management Board by the Insurance Supervision Agency, i.e. on 23 November 2004. Members of the Management Board are appointed for a term of five years and may be re-elected repeatedly.

#### **Supervisory Board**

Pursuant to its Articles of Association and the applicable legislation, the Supervisory Board of the Company is composed of six members, of which four (shareholder representatives) are elected by the Company's General Meeting and two (employee representatives) are elected by the Workers' Council, which informs the General Meeting of its decision. Members of the Supervisory Board are appointed for a term of up to four years and may be re-elected. In the first half of 2008, there were no changes in the Supervisory Board.

Supervisory Board members as at 30 June 2008:

Chairman: mag Marko Pogačnik
Deputy Chairman: dr Timotej Jagrič
Member: dr Edo Pirkmajer
Member: Anton Sagadin
Member – employee representative: mag Aleš Mirnik
Member – employee representative: Nada Zidar

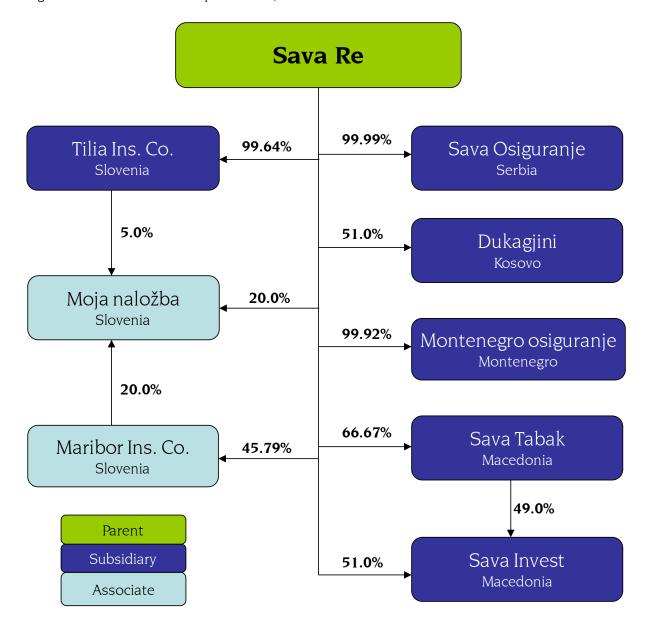
## The General Meeting

The General Meeting of Sava Re was convened once in the first half of 2008, on 14 April 2008. The 20th General Meeting was held at the Company's registered office to approve an amendment to the Articles of Association relating to the authorisation to the Management Board to increase the Company's share (authorised) capital. Pursuant to the relevant resolution adopted by the General Meeting, the Management Board is now authorised to increase the Company's share capital up to EUR 49,214,563.51, i.e. by EUR 16,404,853.11 at maximum, with the consent of the Supervisory Board but without a special resolution of the General Meeting, which it may decide to do within five years of the entry of the said amendment in the court register.

No challenging actions were announced at the 20th General Meeting.

## 1.1.2. Sava Re Group structure

Figure 1: The Sava Re Group as at 30 June 2008



### 1.2 Shareholders and share trading

In the first half of 2008, Sava Re, in accordance with the Prospectus relating to the initial public offering of Sava Re, as approved by the Insurance Supervision Agency with its decision no. 11/393/AG-08-(214) of 9 May 2008, and in accordance with the Addendum to the said prospectus, as approved by the Insurance Supervision Agency with its decision no. 11/393/AG-08-(284) of 27 May 2008, carried out the initial public offering. The initial public offering involved both the existing shares of Sava Re offered by the Slovenian Restitution Fund (SOD), and newly issued shares offered by Sava Re to increase its share capital. Shares were offered to holders of pre-emptive rights (SOD, waived its rights), small investors and well-informed investors in Slovenia and abroad. The initial public offering was successful both for the Company and for the seller. It was completed with the payment of 1,500,000 new shares, which increased Sava Re's equity by EUR 42 million: share capital increased by EUR 6,259,389.08 (from EUR 32,809,710.40 to EUR 39,069,099.48), and capital surplus (share premium) increased by EUR 35,740,610.92. The number of shares with voting rights increased to 1,500,000.

The share of Sava Re's share capital held by SOD decreased from 99.8665% to 25.0% plus one share.

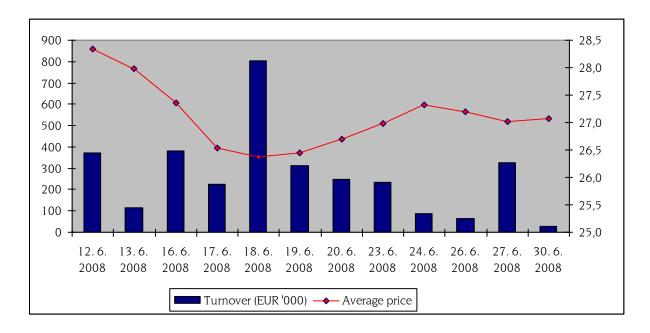
As at 30 June 2008, Sava Re's share capital amounted to EUR 39,069,099.48 and was divided into 9,362,519 non-par value shares. Shares, which are registered, were issued in dematerialised form and entered in the central securities registry with the code POSR. All shares pertain to the same class and are freely transferable without restrictions. Sava Re's Management Board is unaware of agreements among the shareholders that could limit transferability of shares.

The ordinary (regular) shares of Sava Re give their holders the following rights:

- to participate in corporate governance, with one share carrying one vote at the General Meeting;
- to participate in profit (dividends); and
- to participate in the Company's assets remaining after its liquidation or bankruptcy.

With the listing of its shares on the Ljubljana Stock Exchange on 11 June 2008, Sava Re became a public limited company. Its shares are traded in the standard equity market of the Ljubljana Stock Exchange (as defined upon new segmentation in effect as of 30 June 2008).

Chart 1: Trading in Sava Re's shares in the first half of 2008



As at 30 June 2008, Sava Re had 5,896 shareholders, compared to 21 as at 31 December and 30 June 2007.

As at 30 June 2008, Sava Re had 210 own shares, which represents 0.002% of all shares outstanding. In the first half of 2008, the Company acquired no additional own shares.

The table below shows the top ten shareholders of Sava Re as at 30 June 2008.

Table 1: Sava Re's top ten shareholders as at 30 June 2008

| Shareholder                              | Number of shares | Share of share capital (%) |
|--|------------------|----------------------------|
| Slovenska odškodninska družba d.d. (SOD) | 2,340,631        | 25.0%                      |
| Poteza naložbe d.o.o.                    | 468,125          | 5.0%                       |
| Hypo bank d.d.                           | 446,449          | 4.8%                       |
| Nova KBM d.d.                            | 435,925          | 4.7%                       |
| Zavarovalnica Maribor d.d KS ŽZ          | 393,485          | 4.2%                       |
| Kapitalska družba d.d ZVPSJU             | 320,346          | 3.4%                       |
| KD Galileo, vzajemni sklad S             | 250,000          | 2.7%                       |
| Kapitalska družba d.d SODPZ              | 238,109          | 2.5%                       |
| NFD 1 delniški investicijski sklad d.d.  | 211,000          | 2.3%                       |
| Kapitalska družba d.d KVPS               | 168,150          | 1.8%                       |

Source: Central securities registry of KDD d.d.

As regards shareholder nationality, 97% were domestic and 3% were foreign as at 30 June 2008.

Table 2: Sava Re's shareholders as at 30 June 2008 by nationality

|                                       | Domestic | Foreign |
|---------------------------------------|----------|---------|
| Banks                                 | 15.2%    | 2.5%    |
| Financial institutions                | 31.4%    | 0.1%    |
| Natural persons                       | 13.5%    | 0.1%    |
| Investment companies and mutual funds | 17.6%    | 0.3%    |
| Other companies                       | 4.1%     | 0.0%    |
| Insurance and pension companies       | 15.3%    | 0.0%    |
| Own shares                            | 0.0%     | n/a     |
| Total                                 | 97.0%    | 3.0%    |

Source: Central securities registry of KDD d.d., and own calculations.

As at 30 June 2008, members of management and supervisory boards held 2,819 shares, which represents 0.0301% of all shares outstanding.

Table 3: Sava Re's shares held by members of management and supervisory boards as at 30 June 2008

|   | Number of<br>shares | Share of share<br>capital (%) |
|---|---------------------|-------------------------------|
| Management Board members                          |                     |                               |
| Dušan Čeč, Chairman                               | 1,071               | 0.011%                        |
| mag Zvonko Ivanušič, Deputy Chairman              | 1,071               | 0.011%                        |
| Supervisory Board members                         |                     |                               |
| mag Marko Pogačnik, Chairman                      | 0                   | 0.000%                        |
| dr Timotej Jagrič, Deputy Chairman                | 0                   | 0.000%                        |
| dr Edo Pirkmajer, Member <sup>1</sup>             | 570                 | 0.006%                        |
| Anton Sagadin, Member                             | 0                   | 0.000%                        |
| mag Aleš Mirnik, Member - employee representative | 0                   | 0.000%                        |
| Nada Zidar, Member - employee representative      | 107                 | 0.001%                        |

Source: Central securities registry of KDD d.d.

In the first half of 2008, net earnings per share were EUR  $0.61^{2}$ , while consolidated net earnings per share were EUR 0.89.

As at 30 June 2008, book value per share was EUR 19.4<sup>3</sup>, while consolidated book value per share was EUR 21.7.

<sup>1</sup> Dr Edo Pirkmajer owns Sava Re's shares through his company Edo Pirkmajer, upravljanje d.o.o., k.d.

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<sup>&</sup>lt;sup>2</sup> Net profit or loss for the period / number of shares outstanding excluding own shares (9,362,309).

<sup>&</sup>lt;sup>3</sup> Equity as at 30 June 2008 / number of shares outstanding (9,362,519).

Table 4: Trading in Sava Re's shares in the first half of 2008

| (EUR)                                 |           |
|---------------------------------------|-----------|
| Average price from 12 to 30 June 2008 | 27.11     |
| Price as at 30 June 2008              | 27.08     |
| Turnover                              | 3,200,310 |
| Minimum price from 12 to 30 June 2008 | 26.37     |
| Maximum price from 12 to 30 June 2008 | 28.34     |

## 1.3 Performance highlights for the first half of 2008

Table 5: Performance highlights for the first half of 2008

| (EUR, unless otherwise stated)                      | Sava Re Group | Sava Re     |
|---|---------------|-------------|
| Gross premiums written                              | 117,200,814   | 68,046,803  |
| Change from the same period in 2007                 | 26.8%         | 12.5%       |
| Gross claims and benefits paid                      | 53,430,605    | 35,103,123  |
| Change from the same period in 2007                 | 13.0%         | 5.4%        |
| Paid loss ratio as at 30 June 2008                  | 45.6%         | 51.6%       |
| Net premiums earned                                 | 89,423,762    | 50,999,710  |
| Change from the same period in 2007                 | 28.3%         | 21.3%       |
| Net claims and benefits incurred                    | 51,584,410    | 31,375,085  |
| Change from the same period in 2007                 | 3.9%          | -5.8%       |
| Operating expenses (including commission income)    | 33,906,595    | 19,310,329  |
| Change from the same period in 2007                 | 41.2%         | 46.5%       |
| Combined ratio, net of reinsurance <sup>4</sup>     | 95.6%         | 99.4%       |
| Decrease in the combined ratio, net of reinsurance, |               |             |
| compared to the same period in 2007 (in             |               |             |
| percentage points)                                  | 10.1          | 11.2        |
| Net investment income                               | 9,297,326     | 7,112,100   |
| Change from the same period in 2007                 | 7.8%          | 47.2%       |
| Balance sheet total as at 30 June 2008              | 529,427,101   | 394,178,488 |
| Change from the same period in 2007                 | 10.5%         | 10.5%       |
| Net technical provisions as at 30 June 2008         | 221,054,907   | 113,327,544 |
| Change from the same period in 2007                 | 9.6%          | 4.9%        |
| Number of employees as at 30 June 2008              | 1,081         | 59          |
| Change from the same period in 2007                 | 9.2%          | 7.3%        |
| Gross premiums written per employee                 | 108,419       | 1,153,336   |
| Change from the same period in 2007                 | 16.2%         | 4.9%        |
| Profit before tax                                   | 10,440,161    | 7,396,657   |
| Change from the same period in 2007                 | 465.2%        | 1,850.5%    |
| Net profit for the period                           | 8,362,446     | 5,732,409   |
| Change from the same period in 2007                 | 403.5%        | 1,143.0%    |
| Return on equity as at 30 June 2008 <sup>5</sup>    | 4.5%          | 3.5%        |

 $<sup>^4</sup>$  (net claims and benefits incurred + operating expenses + commission income) / net premiums earned.  $^5$  Net profit for the period / average equity for the period ((equity as at 30 June 2008 + equity as at 31 December 2007) / 2).

### 1.4 Significant events in the first half of 2008

#### 1.4.1 Sava Re Group

The Sava Re Group ended the first half of 2008 successfully.

- The Group ended the first half of 2008 with profit before tax of EUR 10,440,161, up 465.2% compared to the same period in 2007. Its net profit was EUR 8,362,446.
- Consolidated gross premiums written increased to EUR 117.2 million, up 26.8% compared to the same period in 2007, when they were EUR 92.4 million. The increase is partly explainable by the first full consolidation of Montenegro osiguranje, of which gross premiums earned were EUR 5.5 in the first half of 2008.
- In June 2008, the Group expanded with the establishment of Sava Invest in Skopje, Macedonia, an investment fund management company. Its founders are Sava Re (with a 51% share) and Sava Re's subsidiary Sava Tabak (with a 49% share).

#### 1.4.2 Sava Re

Sava Re ended the first half of 2008 successfully.

- The Company ended the first half of 2008 with profit before tax of EUR 7,396,657 up 1,850.5% compared to the same period in 2007. Its net profit was EUR 5,732,409.
- Gross premiums written increased 12.5% compared to the same period in 2007. Foreign markets, where gross premiums written increased 35.5%, contributed 29.4% to the total gross premiums written (first half of 2007: 24.4%).
- On 14 April 2008, the General Meeting of Sava Re was held; on proposal from the Management Board, it approved an amendment to the Articles of Association relating to the authorisation to the Management Board to increase the Company's share capital by 50% at maximum within the next five years.
- On 9 May 2008, the Management Board, pursuant to the relevant resolution adopted by the General Meeting and with the consent of the Supervisory Board, decided to increase the Company's share capital from EUR 32,809,710.40 to EUR 39,069,099.48. New shares were issued through an initial public offering.

- On 11 June 2008, the initial public offering was successfully completed with listing on the Ljubljana Stock Exchange under symbol POSR. Sava Re thus achieved a dispersed ownership structure. The Slovenian Restitution Fund (SOD), previously an almost 100percent owner, retained 25% plus one share, while none of the other shareholders held more than 5% upon listing. By the date of this semi-annual report, no major concentration of ownership occurred.
- In June 2008, Sava Re, implementing its long-term strategy, established its first investment fund management company, Sava Invest, which it did together with the Sava Tabak subsidiary. The company was included in the consolidated balance sheet as at 30 June 2008.

## 1.5 Significant events after the accounting period

- On 11 July 2008, the General Meeting of Sava Re was held to approve an amendment to the Articles of Association of Sava Re relating to the publishing of information and announcements by the Company: under the amended version, the Company shall publish all important announcements on SEOnet, an electronic information dissemination system provided by the Ljubljana Stock Exchange, while calls for the General Meeting and other information/announcements required by law to be published in printed form shall be published also in the dailies Delo/Finance/Dnevnik or Official Gazette of the Republic of Slovenia. The General Meeting also took note of the Annual Report 2007 and the accompanying documentation, decided to allocate the total distributable profit of EUR 35,914,680.80 to other revenue reserves, granted discharge to the Management Board, and appointed BDO Eos revizija, d.o.o., as auditors of the Company for 2008.
- On 15 August 2008, Standard & Poor's confirmed the Company's BBB+ issuer credit rating and insurer financial strength rating with a stable mid-term outlook, first assigned to Sava Re in 2005.
- Based on market and other information Sava Re estimated market claims relating to the summer 2008 storms at over EUR 130 million. However, the Company has an appropriate reinsurance policy in place to reduce the net effect of such claims on its results. During the summer, it bought additional reinsurance to cover catastrophic losses, given the partly exhausted primary cover. The total net effect of claims and the additional reinsurance premiums paid in connection with storms of 13 and 14 July and 8 and 15 August 2008 was estimated at EUR 1,5 million. This amount does not include claims relating to insured crop, which can only be estimated after harvest. This notwithstanding, Sava Re in this connection established claims provisions of EUR 3.3 million (up EUR 2 million compared to 2007).

#### 2 TECHNICAL CATEGORIES

## 2.1 Sava Re Group

#### 2.1.1 Consolidated gross (re)insurance premiums written

The Sava Re Group collected gross consolidated premiums of EUR 117.2 million in the first half of 2008, up 26.8% compared to the same period in 2007. Group companies saw growth rates of more than 10%. This is particularly satisfactory in the Slovenian insurance market that shows slower growth than other markets where the Group operates. Favourable were also growth rates achieved in the Western Balkan markets. Reinsurance premiums from abroad also increased. Slightly more than 23.4% of the increase is attributable to the acquisition at the end of 2007 and the first full consolidation as of 1 January 2008 of Montenegro osiguranje<sup>6</sup>.

Table 6: Consolidated gross (re)insurance premiums written in the first half of 2008

| (EUR)                  | First half 2008 | First half 2007 | Index |
|------------------------|-----------------|-----------------|-------|
| Gross premiums written | 117,200,814     | 92,408,272      | 126.8 |
| Net premiums written   | 105,155,640     | 80,802,999      | 130.1 |
| Net premiums earned    | 89,423,762      | 69,700,202      | 128.3 |

Table 7: Consolidated gross (re)insurance premiums written in the first half of 2008 by geographical segments

| (EUR, unless otherwise stated) | First half 2008 | Structure | First half 2007 | Structure | Index |
|--------------------------------|-----------------|-----------|-----------------|-----------|-------|
| Slovenia                       | 74,056,561      | 63.2%     | 66,920,924      | 72.4%     | 110.7 |
| International                  | 43,144,253      | 36.8%     | 25,487,348      | 27.6%     | 169.3 |
| Total                          | 117,200,814     | 100.0%    | 92,408,272      | 100.0%    | 126.8 |

In the first half of 2008, 63.2% of consolidated gross premiums were collected in the Slovenian insurance market, while the percentage of consolidated gross premiums collected abroad increased by 9.2 percentage points.

Table 8: Consolidated gross (re)insurance premiums written in the first half of 2008 by business segments

| (EUR, unless otherwise stated) | First half 2008 | Structure | First half 2007 | Structure | Index |
|--------------------------------|-----------------|-----------|-----------------|-----------|-------|
| Insurance                      | 61,406,601      | 52.4%     | 41,222,733      | 44.6%     | 149.0 |
| Reinsurance                    | 55,794,213      | 47.6%     | 51,185,539      | 55.4%     | 109.0 |
| Total                          | 117,200,814     | 100.0%    | 92,408,272      | 100.0%    | 126.8 |

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<sup>&</sup>lt;sup>6</sup> The company was included in the consolidated balance sheet as at 31 December 2007.

Consolidated gross insurance premiums written increased by 49.0% compared to the same period in 2007 as a result of favourable growth of the domestic and foreign insurance markets, as well as acquisition of the Montenegro insurance company. The increase in consolidated reinsurance premiums written<sup>7</sup> of 9.0% is attributable mainly to premiums collected abroad.

## 2.1.2 Consolidated gross (re)insurance claims paid

In the first half of 2008, consolidated gross (re)insurance claims paid recorded by the Sava Re Group were EUR 53.4 million, up 13.0% compared to the same period in 2007.

Table 9: Consolidated gross (re)insurance claims in the first half of 2008

| (EUR)                            | First half 2008 | First half 2007 | Index |
|----------------------------------|-----------------|-----------------|-------|
| Gross claims and benefits paid   | 53,430,605      | 47,300,549      | 113.0 |
| Net claims and benefits paid     | 50,651,727      | 40,465,755      | 125.2 |
| Net claims and benefits incurred | 51,584,410      | 49,626,213      | 103.9 |

Table 10: Consolidated gross (re)insurance claims paid in the first half of 2008 by geographical segments

| (EUR, unless otherwise stated) | First half 2008 | Structure | First half 2007 | Structure | Index |
|--------------------------------|-----------------|-----------|-----------------|-----------|-------|
| Slovenia                       | 34,330,681      | 64.3%     | 37,081,417      | 78.4%     | 92.6  |
| International                  | 19,099,924      | 35.7%     | 10,219,132      | 21.6%     | 186.9 |
| Total                          | 53,430,605      | 100.0%    | 47,300,549      | 100.0%    | 113.0 |

The percentage of consolidated gross (re)insurance claims paid in Slovenia decreased by 7.4 percentage points in the first half of 2008. Tilia recorded no major claims until 30 June 2008, neither did other Slovenian cedants of Sava Re. The increase in the percentage of consolidated gross (re)insurance claims recorded abroad is explainable mainly by the first full consolidation of Montenegro osiguranje. Favourable were also simple loss ratios achieved in the Western Balkan markets.

Table 11: Consolidated gross (re)insurance claims paid in the first half of 2008 by business segments

| (EUR, unless otherwise stated) | First half 2008 | Structure | First half 2007 | Structure | Index |
|--------------------------------|-----------------|-----------|-----------------|-----------|-------|
| Insurance                      | 24,108,637      | 45.1%     | 20,289,168      | 42.9%     | 118.8 |
| Reinsurance                    | 29,321,968      | 54.9%     | 27,011,381      | 57.1%     | 108.6 |
| Total                          | 53,430,605      | 100.0%    | 47,300,549      | 100.0%    | 113.0 |

Consolidated gross insurance claims increased by 18.8% compared to the same period in 2007, which is attributable to the first full consolidation of Montenegro osiguranje, while

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<sup>&</sup>lt;sup>7</sup> Consolidated reinsurance premiums written (gross premiums less premiums received by Sava Re from its subsidiaries).

the rather significant increase in reinsurance claims paid by foreign cedants was compensated by the decrease in reinsurance claims paid by domestic cedants.

## 2.1.3 Movements in consolidated net technical provisions

Table 12: Consolidated net technical provisions as at 30 June 2008

| (EUR)  | As at 30 June 2008 | As at 31 December 2007 | Index |
|--|--------------------|------------------------|-------|
| Net unearned premiums  | 79,354,091         | 63,141,714             | 125.7 |
| Net provisions for outstanding claims  | 117,749,850        | 116,790,159            | 100.8 |
| Net mathematical provisions  | 9,690,253          | 9,294,329              | 104.3 |
| Technical provisions for the benefit of insurance policyholders who bear the investment risk | 11,700,740         | 11,112,839             | 105.3 |
| Provisions for bonuses, rebates and cancellations  | 438,296            | 330,975                | 132.4 |
| Other technical provisions   | 2,121,677          | 1,017,639              | 208.5 |
| Total  | 221,054,907        | 201,687,655            | 109.6 |

Total net technical provisions increased 9.6% in the first half of 2008, of which 8.0% is attributable to net unearned premiums and the remaining 1.6% is attributable to other categories of net technical provisions. Net unearned premiums increased 25.7%, which is explainable by growth in premiums written, while net provisions for outstanding claims remained practically at the level achieved at the end of 2007 (they saw only a 0.8% growth). Total net mathematical provisions relating to both classic and unit-linked life insurance increased 4.8%. The category that saw the highest relative growth rate were other technical provisions, in particular due to the increase in provisions for unexpired risks.

#### 2.2 Sava Re

## 2.2.1 Gross reinsurance premiums written

Sava Re collected reinsurance premiums of EUR 68 million in the first half of 2008, up 12.5% compared to the same period in 2007. Net premiums written increased 15.9% and net premiums earned increased 21.3%.

Table 13: Gross reinsurance premiums written in the first half of 2008

| (EUR)                  | First half 2008 | First half 2007 | Index |
|------------------------|-----------------|-----------------|-------|
| Gross premiums written | 68,046,803      | 60,481,221      | 112.5 |
| Net premiums written   | 57,536,360      | 49,632,728      | 115.9 |
| Net premiums earned    | 50,999,710      | 42,045,188      | 121.3 |

Table 14: Gross reinsurance premiums written in the first half of 2008 by geographical segments

| (EUR, unless      | First hal  | f 2008    | First ha   | lf 2007   |       |
|-------------------|------------|-----------|------------|-----------|-------|
| otherwise stated) | Premium    | Structure | Premium    | Structure | Index |
| Slovenia          | 48,019,395 | 70.6%     | 45,704,338 | 75.6%     | 105.1 |
| International     | 20,027,408 | 29.4%     | 14,776,883 | 24.4%     | 135.5 |
| Total             | 68,046,803 | 100.0%    | 60,481,221 | 100.0%    | 112.5 |

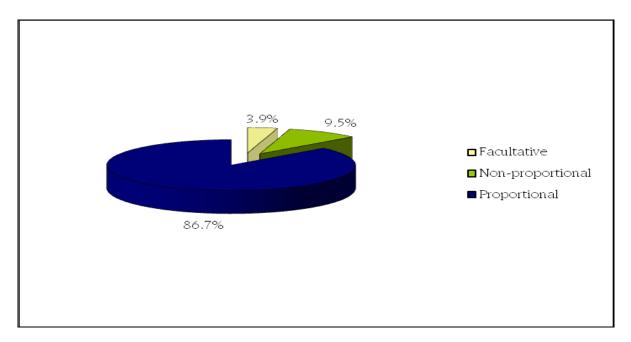
Premiums received from domestic cedants increased 5.1%, while premiums received from foreign cedants increased 35.5%. The higher growth of the latter reflects the Company's long-term strategy of a balanced reinsurance portfolio in terms of geographical segments. In the first half of 2008, the percentage of premiums collected abroad was 29.4%, up 5 percentage points compared to the same period in 2007.

Table 15: Gross reinsurance premiums in the first half of 2008 by insurance classes

|                                | First half 2008 |           | First half 2007 |           |       |
|--------------------------------|-----------------|-----------|-----------------|-----------|-------|
| (EUR, unless otherwise stated) | Premium         | Structure | Premium         | Structure | Index |
| Fire and natural forces        | 15,386,394      | 22.6%     | 10,903,844      | 18.0%     | 141.1 |
| Motor liability                | 15,321,834      | 22.5%     | 15,229,627      | 25.2%     | 100.6 |
| Other damage to property       | 13,996,204      | 20.6%     | 11,999,401      | 19.8%     | 116.6 |
| Land vehicles casco            | 12,236,604      | 18.0%     | 11,757,529      | 19.4%     | 104.1 |
| Personal accident              | 5,065,674       | 7.4%      | 5,074,702       | 8.4%      | 99.8  |
| General liability              | 2,421,281       | 3.6%      | 2,322,741       | 3.8%      | 104.2 |
| Goods in transit               | 1,418,247       | 2.1%      | 870,427         | 1.4%      | 162.9 |
| Credit                         | 885,48          | 1.3%      | 769,951         | 1.3%      | 115.0 |
| Miscellaneous financial loss   | 482,462         | 0.7%      | 442,196         | 0.7%      | 109.1 |
| Ships hull                     | 416,338         | 0.6%      | 465,434         | 0.8%      | 89.5  |
| Aircraft liability             | 153,704         | 0.2%      | 223,020         | 0.4%      | 68.9  |
| Life                           | 123,282         | 0.2%      | 86,611          | 0.1%      | 142.3 |
| Liability for ships            | 76,835          | 0.1%      | 84,020          | 0.1%      | 91.4  |
| Assistance                     | 13,828          | 0.0%      | 15,732          | 0.0%      | 87.9  |
| Aircraft hull                  | 13,271          | 0.0%      | 205,004         | 0.3%      | 6.5   |
| Suretyship                     | 28,744          | 0.0%      | 27,156          | 0.0%      | 105.8 |
| Legal expenses                 | 4,798           | 0.0%      | 3,827           | 0.0%      | 125.4 |
| Unit-linked life               | 1,820           | 0.0%      | 0               | 0.0%      | 1     |
| Total                          | 68,046,803      | 100.0%    | 60,481,221      | 100.0%    | 112.5 |

Of the insurance classes that collected reinsurance premiums of over EUR 0.5 million in the first half of 2008, those that recorded the highest growth compared to the same period in 2007 were "fire and natural forces" (EUR 4.5 million or 41.1%) and "other damage to property" (EUR 2.0 million or 16.6%). "Goods in transit" saw the highest relative growth of 62.9%, which, however, was only EUR 0.5 million in absolute terms. Growth in "fire and natural forces" and "other damage to property" is mainly attributable to reinsurance premiums collected abroad, where these two insurance classes contribute the largest share of reinsurance premiums.

Chart 2: Gross reinsurance premiums in the first half of 2008 by insurance classes



In the first half of 2008, the structure of gross reinsurance premiums in terms of reinsurance cover did not change significantly compared to the same period in 2007. Proportional reinsurance, which is the most important reinsurance cover, increased 12.6%, premiums for non-proportional reinsurance increased 23.2%, and premiums for facultative reinsurance decreased 9.2%.

## 2.2.2 Gross reinsurance claims paid

In the first half of 2008, gross reinsurance claims paid by Sava Re were EUR 35.1 million, up 5.4% compared to the same period in 2007. Net reinsurance claims and benefits paid increased 24.3%, while net reinsurance claims incurred decreased 5.8%.

Table 16: Gross reinsurance claims in the first half of 2008

| (EUR)               | First half 2008 | First half 2007 | Index |
|---------------------|-----------------|-----------------|-------|
| Gross claims paid   | 35,103,123      | 33,307,098      | 105.4 |
| Net claims paid     | 32,645,437      | 26,254,312      | 124.3 |
| Net claims incurred | 31,375,085      | 33,309,902      | 94.2  |

Table 17: Gross reinsurance claims paid in the first half of 2008 by geographical segments

| (EUR, unless      | First half 2008 |           | First hal  |           |       |
|-------------------|-----------------|-----------|------------|-----------|-------|
| otherwise stated) | Claims          | Structure | Claims     | Structure | Index |
| Slovenia          | 23,615,583      | 67.3 %    | 27,208,134 | 81.7 %    | 86.8  |
| International     | 11,487,540      | 32.7 %    | 6,098,964  | 18.3 %    | 188.4 |
| Total             | 35,103,123      | 100.0 %   | 33,307,098 | 100.0 %   | 105.4 |

Gross reinsurance claims paid for domestic business decreased 13.2% (premiums from domestic business increased 5.1%), while those for foreign business increased 88.4% (premiums from foreign business increased 35.5%). The decrease in the first is mainly explainable by the high claims paid in the summer 2007, while the significant increase in the latter is explainable by the claims paid in 2008 but for previous underwriting years. At this point, it must be noted that the majority of claims paid for foreign business were included in the 2007 provisions for outstanding claims, for which reason their payment in 2008 did not affect significantly the semi-annual results recorded by Sava Re.

Table 18: Gross reinsurance claims in the first half of 2008 by insurance classes

|                                | First half 2008 |           | First hal  | f 2007    |       |
|--------------------------------|-----------------|-----------|------------|-----------|-------|
| (EUR, unless otherwise stated) | Claims          | Structure | Claims     | Structure | Index |
| Motor liability                | 8,251,565       | 23.5%     | 8,103,466  | 24.3%     | 101.8 |
| Land vehicles casco            | 8,058,785       | 23.0%     | 7,479,226  | 22.5%     | 107.7 |
| Fire and natural forces        | 7,218,987       | 20.6%     | 8,912,646  | 26.8%     | 81.0  |
| Other damage to property       | 6,443,687       | 18.4%     | 4,264,349  | 12.8%     | 151.1 |
| Personal accident              | 2,044,112       | 5.8%      | 1,949,109  | 5.9%      | 104.9 |
| General liability              | 1,081,132       | 3.1%      | 1,058,350  | 3.2%      | 102.2 |
| Goods in transit               | 648,711         | 1.8%      | 161,330    | 0.5%      | 402.1 |
| Credit                         | 570,138         | 1.6%      | 606,858    | 1.8%      | 93.9  |
| Miscellaneous financial loss   | 227,375         | 0.6%      | 104,294    | 0.3%      | 218.0 |
| Ships hull                     | 208,178         | 0.6%      | 305,979    | 0.9%      | 68.0  |
| Suretyship                     | 181,424         | 0.5%      | 91,602     | 0.3%      | 198.1 |
| Aircraft liability             | 107,321         | 0.3%      | 42,163     | 0.1%      | 254.5 |
| Life                           | 21,682          | 0.1%      | 98,605     | 0.3%      | 22.0  |
| Aircraft hull                  | 20,339          | 0.1%      | 116,063    | 0.3%      | 17.5  |
| Aircraft liability             | 15,214          | 0.0%      | 3,581      | 0.0%      | 424.9 |
| Assistance                     | 4,366           | 0.0%      | 9,476      | 0.0%      | 46.1  |
| Unit-linked life               | 106             | 0.0%      | 0          | 0.0%      | -     |
| Total                          | 35,103,123      | 100.0%    | 33,307,098 | 100.0%    | 105.4 |

The structure of reinsurance claims by insurance classes remained practically the same as in the first half of 2007. In absolute terms, "other damage to property" saw the highest increase in gross reinsurance claims (EUR 2.2 million or 51.1%), while "fire and natural forces" saw the highest decrease (EUR 1.7 million or 19.0%).

#### 2.2.3 Net retention

Table 19: Retained business premiums and claims in the first half of 2008

|              | First half 2008 |            |           | First half 2007 |            |           |
|--------------|-----------------|------------|-----------|-----------------|------------|-----------|
| (EUR, unless |                 |            | Share of  |                 |            | Share of  |
| otherwise    | Inward          | Own        | own       | Inward          | Own        | own       |
| stated)      | reinsurance     | retention  | retention | reinsurance     | retention  | retention |
| Premiums     |                 |            |           |                 |            |           |
| written      | 68,046,803      | 57,536,358 | 84.6%     | 60,481,221      | 49,632,729 | 82.1%     |
| Claims paid  | 35,103,123      | 32,645,437 | 93.0%     | 33,307,098      | 26,254,314 | 78.8%     |

In the first half of 2008, net premiums written and net claims paid increased by 15.9% and 24.3% respectively compared to the same period in 2007.

The percentage of retained premiums written increased 2.5 percentage points. As regards proportional, non-proportional and facultative reinsurance, the percentage of retained premiums increased by practically zero, 19.0 and 8.9 percentage points respectively compared to the first half of 2007. As regards the second, the increase is attributable to the change in participation in certain reinsurance programmes (under which Sava Re used to reinsure higher amounts and subsequently retrocede them, while in 2008 it only confirmed participation as regards retention), as well as to the increase in premiums from abroad that are mainly retained by Sava Re.

The percentage of retained claims paid increased 14.2 percentage points. The increase is attributable to the increase in claims recorded abroad. Additionally, in the absence of losses related to major risks that are mainly retroceded abroad, the percentage of retained claims increases.

### 2.2.4 Movements in net technical provisions

Table 20: Net technical provisions

| (EUR)   | As at 30 June 2008 | As at 31 December 2007 | Index |
|---|--------------------|------------------------|-------|
| Net unearned premiums                             | 40,997,083         | 34,460,433             | 119.0 |
| Net provisions for outstanding claims             | 71,616,497         | 72,886,850             | 98.3  |
| Provisions for bonuses, rebates and cancellations | 245,880            | 195,280                | 125.9 |
| Other technical provisions                        | 468,085            | 468,085                | 100.0 |
| Total   | 113,327,545        | 108,010,648            | 104.9 |
| Credit risk equalisation reserves                 | 3,053,943          | 3,669,552              | 83.2  |
| Earthquake reserves                               | 1,028,204          | 1,028,204              | 100.0 |

Total net technical provisions increased 4.9% in the first half of 2008.

Net unearned premiums increased 19.0% (compared to 24.5% in the same period in 2007), while they are expected to follow the usual dynamics and decrease toward year-end.

Net provisions for outstanding claims decreased 1.7% in the first half of 2008. Gross claims provisions for domestic business increased 1.4%, while those for foreign business decreased 3.6%, mainly due to claims paid from claims provisions established at the end of 2007 (in connection with Kyrill, among others). At this point, it must be noted that in the same period in 2007, gross claims provisions for foreign business decreased as much as 26.3%. In the first half of 2008, movements in this portfolio segment were less volatile. Net provisions for outstanding claims decreased also due to the 7.2% growth in retroceded claims provisions.

Net provisions for bonuses, rebates and cancellations remained relatively low: they increase together with unearned premiums for the underlying reinsurance treaties for which they are established.

After transition to IFRS, provisions for unexpired risks are the only sub-item of other technical provisions. Due to their unreliable calculation based on quarterly incurred loss ratios, these provisions are not changed during the year.

Equalisation reserves, included in capital surplus as required under IFRS, established only for credit risk starting with 1 January 2007. Their upper limit, however, is being reduced<sup>8</sup>, and accordingly they decreased 16.8% in the first half of 2008.

Earthquake reserves are also included in capital surplus as required under IFRS and are not changed during the year.

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<sup>&</sup>lt;sup>8</sup> In accordance with the implementing regulations.

## **3 FINANCING ACTIVITIES**

### 3.1 Sava Re Group

#### 3.1.1 Financial investments<sup>9</sup>

As at 30 June 2008, financial investments of the Sava Re Group stood at EUR 341.5 million. Compared to 30 June 2007 and 31 December 2007, they increased 16.0% and 8.2% respectively. Growth in the investment portfolio is mainly explainable by the increase in the Sava Re's share capital.

Table 21: Financial investments as at 30 June 2008

|                  | As at 30 June | As at 31 December | As at 30 June |       |       |
|------------------|---------------|-------------------|---------------|-------|-------|
|                  | 2008          | 2007              | 2007          | Index | Index |
| (EUR '000)       | 1             | 2                 | 3             | 1/3   | 1/2   |
| Deposits and CDs | 101,269       | 63,175            | 60,098        | 168.5 | 160.3 |
| Bonds            | 137,707       | 149,057           | 143,312       | 96.1  | 92.4  |
| Shares           | 21,507        | 28,901            | 15,927        | 135.0 | 74.4  |
| Strategic shares | 31,442        | 30,989            | 29,340        | 107.2 | 101.5 |
| Mutual funds     | 46,864        | 41,268            | 37,649        | 124.5 | 113.6 |
| Other            | 2,744         | 2,386             | 8,192         | 33.5  | 115.0 |
| Total            | 341,533       | 315,776           | 294,518       | 116.0 | 108.2 |

#### 3.1.2 Return on financial investments

Return on financial investments of the Sava Re Group was 5.9% in the first half of 2008. Compared to the first half of 2007, return on financial investments increased 0.8 percentage points, mainly due to realised capital gains.

Table 22: Return on financial investments in the first half of 2008

|                        | As at 30 June<br>2008 | As at 30 June<br>2007 |
|------------------------|-----------------------|-----------------------|
|                        | 2008                  | 2007                  |
| Deposits and CDs       | 4.4%                  | 4.9%                  |
| Bonds                  | 3.5%                  | 4.4%                  |
| Shares                 | 45.7%                 | 22.0%                 |
| Shares of subsidiaries | 0.7%                  | 0.0%                  |
| Mutual funds           | 2.8%                  | 7.8%                  |
| Other                  | 119.9%                | 37.7%                 |
| Total                  | 5.9%                  | 5.1%                  |

<sup>&</sup>lt;sup>9</sup> Amounts presented in this section do not match relevant amounts presented in the financial statements as they do not include the investments of life insurance policyholders, clients of Tilia, who bear the investment risk, and the investments of Sava Re with cedants in connection with reinsurance contracts.

#### 3.2 Sava Re

#### 3.2.1 Financial investments

As at 30 June 2008, financial investments of Sava Re stood at EUR 308.6 million. Compared to 30 June 2007 and 31 December 2007, they increased 21.7% and 9.1% respectively.

Growth in financial investments is explainable by the positive effect of the increase in the Sava Re's equity (EUR 42 million) on the one side and by the negative effect of net cash used in operating activities (EUR 7.1 million) and fair value revaluation of property (EUR 9.2 million) on the other side.

In 2008, Sava Re adapted its investment policy to capital market conditions. Due to negative trends and high volatility in capital markets, it became more conservative. The Company therefore opted for investments that allowed it to minimise market risks as much as possible while still earning acceptable returns. Accordingly, deposits in its investment portfolio increased significantly, on account of the majority of other investment types.

Table 23: Financial investments as at 30 June 2008<sup>10</sup>

|                  | As at 30 June<br>2008 | As at 31 December<br>2007 | As at 30 June<br>2007 | Index | Index |
|------------------|-----------------------|---------------------------|-----------------------|-------|-------|
| (EUR '000)       | 1                     | 2                         | 3                     | 1/3   | 1/2   |
| Deposits and CDs | 63,953                | 26,572                    | 28,958                | 220.8 | 240.7 |
| Bonds            | 114,211               | 126,443                   | 121,167               | 94.3  | 90.3  |
| Shares           | 17,964                | 25,143                    | 13,501                | 133.1 | 71.4  |
| Strategic shares | 69,189                | 68,817                    | 53,354                | 129.7 | 100.5 |
| Mutual funds     | 39,587                | 32,864                    | 29,678                | 133.4 | 120.5 |
| Other            | 3,719                 | 3,088                     | 7,032                 | 52.9  | 120.4 |
| Total            | 308,623               | 282,927                   | 253,690               | 121.7 | 109.1 |

#### 3.2.2 Return on financial investments

Return on financial investments of Sava Re was 5.0% in the first half of 2008. Compared to the first half of 2007, return on financial investments increased 0.9 percentage points, mainly due to capital gains realised on disposal of shares and bonds, and revaluation of derivatives used to hedge interest rate risk.

<sup>&</sup>lt;sup>10</sup> Amounts presented in this section do not match relevant amounts presented in the financial statements as they do not include the investments of Sava Re with cedants in connection with reinsurance contracts.

Table 24: Return on financial investments in the first half of 2008

|                        | As at 30 June 2008 | As at 31 December<br>2007 | 30 June 2007 |
|------------------------|--------------------|---------------------------|--------------|
| Deposits and CDs       | 3.4%               | 4.0%                      | 4.7%         |
| Bonds                  | 3.2%               | 3.4%                      | 4.2%         |
| Shares                 | 51.8%              | 97.2%                     | 22.2%        |
| Shares of subsidiaries | 0.5%               | 1.8%                      | 0.0%         |
| Mutual funds           | 0.4%               | 1.8%                      | 4.2%         |
| Other                  | 82.2%              | 73.0%                     | 52.8%        |
| Total                  | 5.0%               | 8.8%                      | 4.1%         |

#### 4 GROUP KEY PERFORMANCE INDICATORS

#### 4.1 Sava Re Group

Table 25: Group key performance indicators

| (EUR)                            | Firs half 2008     | First half 2007        | Index |
|----------------------------------|--------------------|------------------------|-------|
| Net premiums earned              | 89,423,762         | 69,700,202             | 128.3 |
| Investment income                | 15,935,567         | 11,100,992             | 143.6 |
| Other technical income           | -9,292,866         | -8,186,101             | 113.5 |
| Net claims and benefits incurred | -51,584,410        | -49,626,213            | 103.9 |
| Operating expenses               | -23,307,268        | -15,319,286            | 152.1 |
| Investment expenses              | -6,638,241         | -2,479,485             | 267.7 |
| Profit after tax                 | 8,362,446          | 1,660,861              | 503.5 |
|                                  | As at 30 June 2008 | As at 31 December 2007 |       |
| Balance sheet total              | 529,427,101        | 478,960,480            | 110.5 |
| Equity                           | 203,068,251        | 168,551,461            | 120.5 |

In the first half of 2008, consolidated net premiums earned increased 28.3% compared to the same period in 2007. This is attributable to growth in premiums collected in the Slovenian insurance market and in the Western Balkan markets, but also to growth in reinsurance premiums collected abroad. It is partly attributable also to the first full consolidation of Montenegro osiguranje.

Consolidated investment income increased 43.6% compared to the first half of 2007, mainly due to capital gains realised by the parent company on disposal of shares and bonds.

Consolidated other technical income comprises mainly reinsurance commissions. At the parent company level, given the reinsurance nature of its business, these are expenses, and consequently negative also at consolidated level. They increased 13.5% compared to the first half of 2007, mainly due to the increase in reinsurance premiums.

Consolidated net claims and benefits incurred increased 3.9% compared to the first half of 2007. Their growth lagged behind that of net premiums earned due to favourable claim development in the Slovenian insurance market and low loss ratios of insurance companies operating the Western Balkan markets.

Consolidated operating expenses increased 52.1% compared to the first half of 2007. The increase is attributable to the increased business of insurance companies in foreign markets, which involves higher premium acquisition costs, but also to the first full consolidation of Montenegro osiguranje and the initial public offering.

Consolidated investment expenses increased 167.7% as a result of increase in net unrealised losses on investments in mutual funds of life insurance policyholders, clients of Tilia, who bear the investment risk. The increase is also attributable to the following developments in the parent company: negative exchange rate differences connected with USD, movements in stock market prices, capital losses realised on disposal of a structured product, and increase in the interest rate applicable to a subordinated debt.

Consolidated profit after tax increased 403.5% compared to the first half of 2007, which reflects all of the above-mentioned developments.

Consolidated balance sheet total as at 30 June 2008 increased 10.5% compared to 31 December 2007. The increase is mainly explainable by the increase of EUR 42 million in the Sava Re's equity. Montenegro osiguranje, which was included in the consolidated balance sheet as at 31 December 2007, did not affect this increase.

Equity, as shown in the consolidated balance sheet as at 30 June 2008, increased 20.5% compared to 31 December 2007 due to the increase in the Sava Re's share capital.

#### 4.2 Sava Re

Table 26: Key performance indicators

| (EUR)                            | Firs half 2008     | First half 2007        | Index   |
|----------------------------------|--------------------|------------------------|---------|
| Net premiums earned              | 50,999,710         | 42,045,188             | 121.3   |
| Investment income                | 11,386,335         | 7,205,564              | 158.0   |
| Other technical income           | -13,554,621        | -10,667,913            | 127.1   |
| Net claims and benefits incurred | -31,375,085        | -33,309,902            | 94.2    |
| Operating expenses               | -5,658,431         | -2,374,745             | 238.3   |
| Investment expenses              | -4,274,235         | -2,373,793             | 180.1   |
| Profit after tax                 | 5,732,409          | 461,169                | 1.243.0 |
|                                  | As at 30 June 2008 | As at 31 December 2007 |         |
| Balance sheet total              | 394,178,488        | 356,701,026            | 110.5   |
| Equity                           | 181,412,246        | 145,637,434            | 124.6   |

In the first half of 2008, net premiums earned increased 21.3% compared to the same period in 2007. The increase is attributable to the increase in gross reinsurance premiums collected abroad, smaller retrocession business, and slower growth in unearned premiums compared to the same period in 2007.

Investment income increased 57.4% compared to the first half of 2007, mainly due to capital gains realised on disposal of shares and bonds.

Other technical income comprises mainly reinsurance commissions. They increased 27.1%, slightly more than reinsurance premiums earned, as the reinsurance market is still in the phase of falling premium rates and rising commission rates.

Net claims and benefits incurred decreased 5.8% compared to the first half of 2007. The decrease is attributable to favourable claim development in the Slovenian insurance market in the first half of 2008. However, the number of loss events increased afterwards and the ratio of claims and benefits incurred to premiums earned is expected to increase by year-end.

Operating expenses increased 138.3% compared to the first half of 2007. The increase is attributable to the initial public offering and new employments.

Investment expenses increased 80.1% due to negative exchange rate differences connected with USD, movements in stock market prices, capital losses realised on disposal of a structured product, and increase in the interest rate applicable to a subordinated debt.

Profit after tax increased 1,143.0% compared to the first half of 2007, which reflects all of the above-mentioned developments.

Balance sheet total as at 30 June 2008 increased 10.5% compared to 31 December 2007. The increase is mainly explainable by the increase of EUR 42 million in the Sava Re's equity (new money).

Equity, as shown in the balance sheet as at 30 June 2008, increased 24.6% compared to 31 December 2007 due to the increase in the Sava Re's share capital. In absolute terms, the increase is less than the increase in the Sava Re's share capital due to the decrease in the item revaluation surplus associated with the fair value revaluation of financial investments reflecting the unfavourable situation in the financial markets as at 30 June 2008.

#### **5 RISK MANAGEMENT**

#### 5.1 Solvency risk

Sava Re and its subsidiaries all comply with capital adequacy requirements set out in local regulations. Sava Re has a significant capital surplus (i.e. surplus of available solvency margin over the required solvency margin). Consequently, the sum of available solvency margins of Group members is significantly above the sum of their required solvency margins, and solvency risk level considered negligible.

## 5.2 Underwriting risks

The underwriting process risk is the risk of incurring financial losses due to incorrect assessment and approval of risks to be (re)insured. This risk is mainly reduced by following standard or prescribed risk assumption procedures, guidelines and instructions, by having a system of authorisations and an appropriate pricing and reinsurance policy in place, and by undergoing actuarial reviews.

Pricing risk is the risk that the (re)insurance premiums charged will be insufficient to cover liabilities under (re)insurance contracts. This risk is mainly managed by conducting actuarial analyses of and by tracking trends in claim ratios, and by making appropriate corrections to tariffs.

Claims risk is the risk that the number of claims or the average claim amount will be higher than expected. This risk is managed by having appropriate insurance conditions and tariffs, by having an appropriate underwriting policy, by monitoring risk concentration, and in particular by having appropriate reinsurance (subsidiaries) and retrocession (Sava Re) programmes in place.

Net retention risk is the risk of occurrence of large (aggregate) losses net of reinsurance due to catastrophic or concentrated loss events. This risk is managed mainly by defining appropriate maximum net retention limits and an appropriate reinsurance/retrocession programme.

Reserving risk is the risk that technical provisions are insufficient. This risk is mainly managed by comparing past technical provisions and liabilities, by using modern actuarial methods, and by prudently establishing claims provisions.

## 5.3 Market, liquidity and credit risks

Members of the Sava Re Group are exposed to various market risks as regards their financial activities. Interest rate risk is managed by duration matching of assets and liabilities, and by natural hedging<sup>11</sup>. Equity securities risk is managed by investment diversification in terms of issuers, sectors and geographic regions. Currency risk is managed by currency matching of assets and liabilities. Concentration risk is managed by investment portfolio diversification. Assets are invested in various classes of assets (deposits, debt and equity securities, structured products, mutual funds, etc.) Bond portfolio is further diversified by issuers and comprises government bonds, as well as bank and corporate bonds, all issued both in Slovenia and abroad. Equity portfolio too is diversified by issuers, credit ratings and geographic regions. Investments in mutual funds are diversified both directly and indirectly.

In the first half of 2008, in view of developments in capital markets, Sava Re reduced its investments in shares and bonds, and instead increased its deposits.

Liquidity risk is mainly managed by Sava Re by investing a large portion of its assets in highly liquid marketable securities that can be converted to cash almost immediately. In the event of large losses, Sava Re relies also on the "cash call" in the reinsurance contracts concluded with cedants or retrocessionaires, as well as on credit lines contracts concluded with banks.

Credit risk is the risk that issuers of securities or reinsurers will not meet their obligations. The risk that issuers of securities will not meet their obligations is managed by members of the Sava Re Group by investing their assets as deposits with first-class banks, as well as by acquiring debt securities with an adequate rating and shares with sufficient market capitalisation or liquidity. In this, they act in accordance with local regulations and local market conditions.

The risk that reinsurers will not meet their obligations mainly relates to the retrocession contracts concluded by Sava Re. Other members of the Sava Re Group conclude reinsurance contracts with Sava Re, unless local regulations require that they conclude them with local reinsurers. Sava Re manages this risk by retroceding the excess risk to various first-class reinsurers.

## 5.4 Operational risk

Operational risk includes risks related to human resources, corporate governance, IT systems, processes, legal affairs, etc.

This risk is managed by having an appropriate IT support and controls in place for critical business functions. In addition, members of the Sava Re Group also control this risk by means of internal audits and employee training and awareness-raising.

#### 6 EMPLOYEES AND EMPLOYEE TRAINING

## 6.1 Employees

In the first half of 2008, five highly-skilled persons were employed by Sava Re: of these, one was posted to work in Serbia (Sava Osiguranje) and one in Montenegro (Montenegro osiguranje). The other three were assigned to the finance and accounting sector (two) and the reinsurance business sector (one). In the same period, one employment relationship was terminated with mutual consent.

As at 30 June 2008, Sava Re employed 59 persons, compared to 55 persons as at 31 December and 30 June 2007.

<sup>&</sup>lt;sup>11</sup> Investments in variable rate bonds.

Table 27: Sava Re's employees as at 30 June 2008

| Education                          | Total | Male | Female |
|------------------------------------|-------|------|--------|
| Primary and lower secondary (I-IV) | 1     | 1    | 0      |
| Secondary (V)                      | 15    | 0    | 15     |
| Higher (VI)                        | 6     | 5    | 1      |
| University (VII)                   | 28    | 15   | 13     |
| Master's degree (VIII)             | 9     | 7    | 2      |
| Total                              | 59    | 28   | 31     |

Table 28: Sava Re's employees as at 30 June 2008 and 30 June 2007

| Education                          | As at 30 June<br>2008 | As at 30 June<br>2007 | Index |
|------------------------------------|-----------------------|-----------------------|-------|
| Primary and lower secondary (I-IV) | 1                     | 1                     | 100.0 |
| Secondary (V)                      | 15                    | 15                    | 100.0 |
| Higher (VI)                        | 6                     | 4                     | 150.0 |
| University (VII)                   | 28                    | 27                    | 103.7 |
| Master's degree (VIII)             | 9                     | 8                     | 112.5 |
| Total                              | 59                    | 55                    | 107.3 |

As at 30 June 2008, the Group employed 1,081 persons.

## 6.2 Training

In the first half of 2008, Sava Re spent EUR 12,660 on various forms of training or 23% of the amount set aside for employee training in 2008.

Sava Re also involved employees of its subsidiaries in training on financial statement preparation and consolidation, and operational and strategic planning.

## 7 FINANCIAL STATEMENTS OF SAVA RE GROUP WITH NOTES

## 7.1 Consolidated balance sheet as at 30 June 2008

| (EUI | R) |  | As at 30 June 2008 | As at 31 December 2007 | Index    |
|------|----|--|--------------------|------------------------|----------|
|      |    | ASSETS   | 529,427,101        | 478,960,480            | 110.5    |
| A.   |    | Intangible assets  | 25,597,574         | 25,393,041             | 100.8    |
| B.   |    | Property and equipment   | 21,669,135         | 20,943,727             | 103.5    |
| C.   |    | Non-current assets held for sale                                 | 1,332,113          | 1,422,509              | 93.6     |
| D.   |    | Deferred tax assets  | 397,964            | 342,453                | 116.2    |
| E.   |    | Investment property  | 1,862,627          | 1,320,833              | 141.0    |
| F.   |    | Investments in group companies and associates                    | 31,458,535         | 31,004,948             | 101.5    |
| G.   |    | Financial investments  | 324,517,600        | 299,929,526            | 108.2    |
|      |    | - held to maturity   | 6,605,367          | 2,016,636              | 327.5    |
|      |    | - available for sale   | 212,558,100        | 213,229,310            | 99.7     |
|      |    | - at fair value through profit or loss                           | 3,926,475          | 15,449,472             | 25.4     |
|      |    | - loans and receivables  | 101,427,658        | 69,234,108             | 146.5    |
| I.   |    | Reinsurers' share of technical provisions                        | 26,708,233         | 22,421,167             | 119.1    |
| J.   |    | Inventories  | 294,81             | 128,684                | 229.1    |
| K.   |    | Receivables  | 73,101,585         | 57,630,105             | 126.8    |
|      | 1  | Receivables arising out of primary insurance business            | 30,149,091         | 20,117,564             | 149.9    |
|      | 2  | Receivables arising out of co-insurance and reinsurance business | 33,117,440         | 27,663,707             | 119.7    |
|      | 3  | Other receivables  | 9,835,253          | 9,848,834              | 99.9     |
| L.   | _  | Other assets   | 18,677,720         | 13,740,448             | 135.9    |
| М.   |    | Tax receivables  | 104,096            | 101,386                | 102.7    |
| N.   |    | Cash and cash equivalents  | 3,705,109          | 4,581,653              | 80.9     |
|      |    | LIABILITIES AND EQUITY   | 529,427,101        | 478,960,480            | 110.5    |
| A.   |    | Equity   | 203,068,251        | 168,551,461            | 120.5    |
|      | 1  | Called-up capital  | 39,069,099         | 32,809,710             | 119.1    |
|      |    | Share premium  | 35,846,773         | 106,162                | 33,766.1 |
|      |    | Revenue reserves   | 64,366,545         | 55,914,286             | 115.1    |
|      |    | Revaluation surplus  | -196,518           | 16,011,444             | -1.2     |
|      |    | Retained earnings  | 50,744,041         | 39,413,115             | 128.7    |
|      |    | Net profit for the period  | 7,958,776          | 20,041,044             | 39.7     |
|      |    | Foreign currency translation adjustment                          | 237,62             | -371,822               | -63.9    |
|      |    | Minority interest in equity                                      | 5,041,915          | 4,627,522              | 109.0    |
| B.   |    | Subordinated liabilities   | 31,140,534         | 31,136,034             | 100.0    |
| C.   |    | Technical provisions   | 247,763,140        | 224,108,822            | 110.6    |
|      | 1  | Unearned premiums  | 84,450,977         | 66,259,147             | 127.5    |
|      |    | Mathematical provision   | 9,690,459          | 9,294,535              | 104.3    |
|      |    | Provision for outstanding claims                                 | 138,893,027        | 135,741,158            | 102.3    |
|      |    | Technical provision for the benefit of life insurance            | 11,700,740         | 11,112,839             | 105.3    |
|      |    | policyholders who bear the investment risk                       | , ,                | , ,                    |          |
|      | 5  | Other technical provisions                                       | 3,027,937          | 1,701,143              | 178.0    |
| D.   |    | Other provisions   | 578,439            | 628,707                | 92.0     |
| F.   |    | Deferred tax liabilities   | 148,64             | 4,068,866              | 3.7      |
| G.   |    | Financial liabilities  | 20,697             | 37,211                 | 55.6     |
|      | 2  | Other financial liabilities                                      | 20,697             | 37,211                 | 55.6     |
| H.   |    | Other liabilities  | 42,867,579         | 40,044,752             | 107.0    |
|      | 1  | Liabilities from primary insurance business                      | 2,647,627          | 1,995,277              | 132.7    |
|      | 2  | Liabilities from co-insurance and reinsurance business           | 26,007,103         | 25,163,430             | 103.4    |
|      | 3  | Diverse liabilities  | 14,212,849         | 12,886,045             | 110.3    |
| I.   |    | Current income tax liabilities                                   | 3,839,821          | 10,384,627             | 37.0     |

# 7.2 Consolidated income statement for the first half of 2008

| (EUR   |   | First half 2008 | First half 2007 | Index |
|--------|---|-----------------|-----------------|-------|
| I.     | Net earned premiums   | 89,423,762      | 69,700,202      | 128.3 |
|        | - Gross premiums written  | 117,200,814     | 92,408,272      | 126.8 |
|        | - Written premiums ceded to reinsurers and co-insurers              | -12,045,174     | -11,605,273     | 103.8 |
|        | - Change in unearned premiums                                       | -15,731,878     | -11,102,797     | 141.7 |
| II.    | Income from investments in affiliates                               | 2,031,225       | 682,472         | 297.6 |
| III.   | Investment income   | 13,904,342      | 10,418,520      | 133.5 |
| IV.    | Other technical income, of this                                     | -9,292,866      | -8,186,101      | 113.5 |
|        | - commission income   | -10,599,327     | -8,700,652      | 121.8 |
| V.     | Other income  | 300,846         | 851,573         | 35.3  |
| VI.    | Net insurance claims and benefits incurred                          | -51,584,410     | -49,626,213     | 103.9 |
|        | - Gross claims and benefits paid                                    | -53,430,605     | -47,300,549     | 113.0 |
|        | - Reinsurers' and co-insurers' share of claims and benefits paid    | 2,778,878       | 6,834,794       | 40.7  |
|        | - Change in the provision for outstanding claims                    | -932,683        | -9,160,458      | 10.2  |
| VII.   | Change in other technical provisions                                | -1,512,660      | -2,653,393      | 57.0  |
| VIII.  | Change in liabilities relating to investment contracts              | 0               | 0               | 0.0   |
| IX.    | Bonuses and rebates   | -105,434        | -111,924        | 94.2  |
| X.     | Operating expenses, of this   | -23,307,268     | -15,319,286     | 152.1 |
|        | - acquisition costs   | -4,808,950      | -2,332,392      | 206.2 |
| XI.    | Expenses relating to investments in affiliates                      | 0               | 0               | 0.0   |
| XII.   | Investment expenses   | -6,638,241      | -2,479,485      | 267.7 |
| XIII.  | Other technical expenses  | -2,423,163      | -1,150,276      | 210.7 |
| XIV.   | Other expenses  | -355,972        | -279,074        | 127.6 |
| XV.    | Profit before tax   | 10,440,161      | 1,847,015       | 565.2 |
| XVI.   | Current tax   | -3,413,834      | -1,691,442      | 201.8 |
| XVII.  | Deferred tax  | 1,336,119       | 1,505,288       | 88.8  |
| XVIII. | Profit for the period   | 8,362,446       | 1,660,861       | 503.5 |
|        | Profit for the period attributable to equity holders of the company | 7,815,739       | 1,034,075       | 755.8 |
|        | Profit for the period attributable to minority interest             | 546,707         | 626,786         | 87.2  |

# 7.3 Consolidated statement of changes in equity for the first half of 2008

|   | Called-up     | capital             | Share      | Revenue    | Revaluation | Retained   | Net profit or<br>loss for the | currency    | attributable            | Minority<br>interest in |             |
|---|---------------|---------------------|------------|------------|-------------|------------|-------------------------------|-------------|-------------------------|-------------------------|-------------|
| (EUR)   | Share capital | Uncalled<br>capital |            | reserves   | surplus     | earnings   | period                        | translation | holders of the<br>group | equity                  |             |
| Balance at 1 January 2008                                   | 32,809,710    | 0                   | 106,162    | 55,914,286 | 16,011,444  | 39,413,114 | 20,041,044                    | -371,822    | 163,923,938             | 4,627,522               | 168,551,460 |
| Movements to equity   | 6,259,389     | 0                   | 35,740,611 | 8,137      | 0           | 0          | 7,815,739                     | 609,442     | 50,433,318              | 546,707                 | 50,980,025  |
| - subscription of called-up share capital                   | 6,259,389     | 0                   | 35,740,611 | 0          | 0           | 0          | 0                             | 0           | 42,000,000              | 0                       | 42,000,000  |
| - net profit or loss for the period                         | 0             | 0                   | 0          | 0          | 0           | 0          | 7,815,739                     | 0           | 7,815,739               | 546,707                 | 8,362,446   |
| - equity revaluation adjustment                             | 0             | 0                   | 0          | 8,137      | 0           | 0          | 0                             | 609,442     | 0                       | 0                       | 0           |
| Movements within equity                                     | 0             | 0                   | 0          | 8,444,122  | 0           | 11,586,198 | -19,898,007                   | 0           | 132,313                 | -132,313                | 0           |
| - allocation of net profit as a component of equity by      |               |                     |            |            |             |            |                               |             |                         |                         |             |
| decision of the management and the supervisory board        | 0             | 0                   | 0          | 9,185,348  | 0           | -9,185,348 | 0                             | 0           | 0                       | 0                       | 0           |
| - other reallocation of components of equity                | 0             | 0                   | 0          | -741,226   | 0           | 20,771,546 | -19,898,007                   | 0           | 132,313                 | -132,313                | 0           |
| Movements from equity                                       | 0             | 0                   | 0          | 0          | 16,207,962  | -255,271   | 0                             | 0           | -16,463,233             | -1                      | -16,463,234 |
| - dividends   | 0             | 0                   | 0          | 0          | 0           | -230,135   | 0                             | 0           | -230,135                | 0                       | -230,135    |
| - use of revaluation surplus for impairment of assets       | 0             | 0                   | 0          | 0          | -9,252,336  | 0          | 0                             | 0           | -9,252,336              | 0                       | -9,252,336  |
| - transfer of revaluation surplus to operating or financial |               |                     |            |            |             |            |                               |             |                         |                         |             |
| income  | 0             | 0                   | 0          | 0          | -6,955,626  | 0          | 0                             | 0           | -6,955,626              | 0                       | -6,955,626  |
| - other decreases in components of equity                   | 0             | 0                   | 0          | 0          | 0           | -25,136    | 0                             | 0           | -25,136                 | -1                      | -25,137     |
| Balance at 30 June 2008                                     | 39,069,099    | 0                   | 35,846,773 | 64,366,545 | -196,518    | 50,744,041 | 7,958,776                     | 237,620     | 198,026,336             | 5,041,915               | 203,068,251 |

|   | Called-up     | capital  | Share   | Povonuo    | Revaluation | Potoinad   | Net profit or loss | Foreign currency | Equity        | Minority    |             |
|---|---------------|----------|---------|------------|-------------|------------|--------------------|------------------|---------------|-------------|-------------|
|   |               | Uncalled | premium |            |             |            |                    | translation      |               | interest in | Total       |
| (EUR)   | Share capital | capital  | premium | reserves   | Sarpias     | carrings   | for the period     | adjustment       | to the equity | equity      |             |
| Balance at 1 January 2007                                   | 32,809,710    | 0        | 106,162 | 45,228,433 | 6,690,972   | 43,316,055 | 7,282,816          | 0                | 135,434,148   | 1,061,838   | 136,495,986 |
| Movements to equity   | 0             | 0        | 0       | 0          | 10,467,980  | 0          | 1,034,075          | 0                | 11,502,055    | 3,561,907   | 15,063,962  |
| - net profit or loss for the period                         | 0             | 0        | 0       | 0          | 0           | 0          | 1,034,075          | 0                | 1,034,075     | 626,786     | 1,660,861   |
| - equity revaluation adjustment                             | 0             | 0        | 0       | 0          | 10,467,980  | 0          | 0                  | 0                | 10,467,980    | 0           | 10,467,980  |
| - increase in equity due to acquisition of subsidiaries     | 0             | 0        | 0       | 0          | 0           | 0          | 0                  | 0                | 0             | 2,935,121   | 0           |
| Movements within equity                                     | 0             | 0        | 0       | 50,468     | 0           | 7,282,816  | -7,333,284         | 0                | 0             | 0           | 0           |
| - other reallocation of components of equity                | 0             | 0        | 0       | 50,468     | 0           | 7,282,816  | -7,333,284         | . 0              | 0             | 0           | 0           |
| Movements from equity                                       | 0             | 0        | 0       | 0          | -9,036,567  | 0          | 0                  | 0                | -9,036,567    | 0           | -9,036,567  |
| - transfer of revaluation surplus to operating or financial |               |          |         |            |             |            |                    |                  |               |             |             |
| income  | 0             | 0        | 0       | 0          | -9,036,567  | 0          | 0                  | 0                | 0             | 0           | -9,036,567  |
| - other decreases in components of equity                   | 0             | 0        | 0       | 0          | 0           | 0          | 0                  | 0                | 0             | 0           | 0           |
| Balance at 30 June 2007                                     | 32,809,710    | 0        | 106,162 | 45,278,901 | 8,122,385   | 50,598,871 | 983,607            | 0                | 137,899,636   | 4,623,745   | 142,523,381 |

#### 7.4 Consolidated cash flow statement for the first half of 2008

| (EUR)   |   | First half 2008 | First half 2007 |
|---------|---|-----------------|-----------------|
| A. CASI | H FLOWS FROM OPERATING ACTIVITIES                                       |                 |                 |
| a.)     | Items of the income statement   | 651,936         | 8,351,245       |
|         | Net premiums written  | 83,312,384      | 73,376,333      |
|         | Investment income   | 11,442,613      | 6,075,456       |
|         | 3. Other operating income (excl. revaluation income and releases from   | 1,596,987       | 2,457,695       |
|         | provisions) and financial income from operating receivables             |                 |                 |
|         | 4. Net claims and benefits paid   | -51,213,433     | -47,509,861     |
|         | 5. Expenses arising out of liabilities relating to insurance contracts  | -2,620,550      | -749,595        |
|         | 6. Net operating expenses excl. depreciation and change in deferred     | -32,996,596     | -23,407,061     |
|         | acquisition costs   |                 |                 |
|         | 7. Other operating expenses excl. depreciation (other than for          | -5,098,826      | -1,741,993      |
|         | revaluation and excl. additions to provisions)                          |                 |                 |
|         | 8. Tax on profit and other taxes not included in operating expenses     | -3,770,643      | -149,729        |
| b.)     | deferred tax receivables/liabilities) of operating items of the balance | -24,041,112     | -7,319,874      |
|         | Change in operating receivables   | -13,429,397     | -3,302,856      |
|         | Change in short-term deferred costs and accrued income                  | -4,937,273      | 176,585         |
|         | 3. Change in deferred tax receivables                                   | 0               | 57,929          |
|         | 5. Change in inventories  | -125,306        | -62,415         |
|         | 6. Change in operating liabilities                                      | 1,769,709       | -2,972,821      |
|         | 7. Change in accrued costs, deferred income and provisions              | -310,419        | 1,308,178       |
|         | 8. Change in deferred tax liabilities                                   | -7,008,426      | -2,524,474      |
| c.)     | Net cash from/used in operating activities (a + b)                      | -23,389,176     | 1,031,371       |
| B. CASI | H FLOWS FROM INVESTING ACTIVITIES                                       |                 |                 |
| a.)     | Cash receipts from investing activities                                 | 228,459,701     | 306,326,290     |
|         | Interest received from investing activities                             | 5,282,914       | 4,828,040       |
|         | Cash receipts from participation in the profit of others                | 308,783         | 227,155         |
|         | Proceeds from sale of property and equipment                            | 158,121         | 173,845         |
|         | Proceeds from sale of investment property                               | 39,990          | 0               |
|         | 7. Proceeds from sale of financial investments                          | 222,669,893     | 301,097,250     |
| b.)     | Cash disbursements in investing activities                              | -246,678,601    | -316,337,419    |
|         | 1. Purchase of intangible assets  | -366,685        | -283,161        |
|         | Purchase of property and equipment                                      | -1,090,594      | -4,689,070      |
|         | Purchase of investment property   | -548,25         | 0               |
|         | 4. Purchase of financial investments in affiliated companies            | -510,563        | -10,105,535     |
|         | 5. Purchase of financial investments                                    | -244,162,509    | -301,259,653    |
| c.)     | Net cash from/used in investing activities (a + b)                      | -18,218,900     | -10,011,129     |
| C. CASI | H FLOWS FROM FINANCING ACTIVITIES                                       |                 |                 |
| a.)     | Cash receipts from financing activities                                 | 42,208,347      | 1,669,170       |
|         | 1. Proceeds from paid-in capital  | 42,000,000      | 1,669,170       |
|         | 2. Proceeds from long-term borrowing                                    | 14,709          | 0               |
|         | 3. Proceeds from short-term borrowing                                   | 193,638         | 0               |
| b.)     | Cash disbursements in financing activities                              | -1,476,815      | -1,005,403      |
|         | 1. Interest paid  | ~1,455,917      | -1,005,403      |
|         | 4. Repayment of short-term financial liabilities                        | -20,898         | 0               |
| c.)     | Net cash from/used in financing activities (a + b)                      | 40,731,532      | 663,767         |
| Č. Cash | and cash equivalents as at 30 June                                      | 3,705,109       | 3,361,421       |
| x.)     | (sum of Ac, Bc in Cc)   | -876,544        | -8,315,991      |
| Cash    | and cash equivalents as at 1 January                                    | 4,581,653       | 11,677,412      |

Cash flow statement was prepared using the indirect method.

Data on cash flows from operating activities were obtained from the income statements and changes in balance sheet items of the Group companies. Data on cash flows from investing and financing activities are presented by showing directly cash receipts/disbursements, which are adjusted, in the case of cash flows from investing activities, by the amount of investment income already shown in cash flows from operating activities.

Compared to the 2007 and 2006 audited cash flow statement, the consolidated cash flow statement for the first half of 2008 shows net cash used in operating activities due to changes in: operating receivables, deferred costs and accrued income, and tax on profit (associated with dismantling of an important portion of what used to be known as

equalisation provisions that the Company had to carry out upon its transition to IFRS as of 1 January 2007).

Net cash from investing activities is explainable also by the increase in Sava Re's equity of EUR 42 million, needed by the Group in relation to its expansion plans but currently invested in non-risk short-term assets.

## 7.5 Notes to the consolidated financial statements of Sava Re Group

## **Intangible assets**

| Cost  |                 |              |           |           |                   |             |                      |               |  |  |
|---|-----------------|--------------|-----------|-----------|-------------------|-------------|----------------------|---------------|--|--|
| (EUR)   | As at 1 January | Acquisitions | Additions | Disposals | Reclassifications | Impairments | Exchange differences | As at 30 June |  |  |
| Intangible assets                                 | 2,464,082       | 0            | 402,552   | 0         | 0                 | 0           | 12,196               | 2,878,830     |  |  |
| Goodwill  | 23,657,809      | 0            | 0         | 0         | 0                 | 0           | 0                    | 23,657,809    |  |  |
| Other long-term deferred costs and accrued income | 107,740         | 0            | 1,911     | 0         | 0                 | 0           | 47                   | 109,698       |  |  |
| Total   | 26,229,631      | 0            | 404,463   | 0         | 0                 | 0           | 12,243               | 26,646,337    |  |  |

|   |                 | Book value   |           |           |                   |             |                      |               |               |                 |
|---|-----------------|--------------|-----------|-----------|-------------------|-------------|----------------------|---------------|---------------|-----------------|
| (EUR)   | As at 1 January | Acquisitions | Additions | Disposals | Reclassifications | Impairments | Exchange differences | As at 30 June | As at 30 June | As at 1 January |
| Intangible assets                                 | 777,430         | 0            | 144,220   | 39,351    | 0                 | 12,620      | 9,822                | 983,443       | 1,895,387     | 1,686,652       |
| Goodwill  | 0               | 0            | 0         | 0         | 0                 | 0           | 0                    | 0             | 23,657,809    | 23,657,809      |
| Other long-term deferred costs and accrued income | 59.160          | 0            | 0         | 6.160     | 0                 | 0           | 0                    | 65.320        | 44.378        | 48.580          |
| Total   | 836,590         | 0            | 144,220   | 45,511    | 0                 | 12,620      | 9,822                | 1,048,763     | 25,597,574    | 25,393,041      |

## **Property and equipment**

|   | Cost            |              |           |           |                   |                     |             |                      |               |  |  |
|---|-----------------|--------------|-----------|-----------|-------------------|---------------------|-------------|----------------------|---------------|--|--|
| (EUR)   | As at 1 January | Acquisitions | Additions | Disposals | Reclassifications | Upward revaluations | Impairments | Exchange differences | As at 30 June |  |  |
| Land directly used in insurance operations      | 353,834         | 0            | 0         | 0         | 0                 | 0                   | 0           | 0                    | 353,834       |  |  |
| Buildings directly used in insurance operations | 20,750,300      | 0            | 450,780   | 0         | 0                 | 0                   | 0           | 56,896               | 21,257,976    |  |  |
| Equipment                                       | 6,642,146       | 0            | 853,981   | -190,264  | 0                 | 0                   | 0           | 6,749                | 7,312,612     |  |  |
| Other property and equipment                    | 220,280         | 0            | 1,943     | 0         | 0                 | 0                   | 0           | 849                  | 223,072       |  |  |
| Total   | 27,966,560      |              | 1,306,704 | -190,264  |                   |                     |             | 64,494               | 29,147,494    |  |  |

|   |                 | Write-downs in value |           |           |                   |                     |             |                      |               |               | value           |
|---|-----------------|----------------------|-----------|-----------|-------------------|---------------------|-------------|----------------------|---------------|---------------|-----------------|
| (EUR)   | As at 1 January | Acquisitions         | Additions | Disposals | Reclassifications | Upward revaluations | Impairments | Exchange differences | As at 30 June | As at 30 June | As at 1 January |
| Land directly used in insurance operations      | 0               | 0                    | 0         | 0         | 0                 | 0                   | 0           | 0                    | 0             | 353,834       | 353,834         |
| Buildings directly used in insurance operations | 3,206,643       | 0                    | 200,045   | 29,016    | 0                 | 0                   | 0           | 5,482                | 3,441,186     | 17,816,790    | 17,543,657      |
| Equipment                                       | 3,784,602       | 0                    | 89,411    | 213,834   | 0                 | 0                   | 0           | -82,975              | 4,004,872     | 3,307,740     | 2,857,544       |
| Other property and equipment                    | 32              | 0                    | 713       | 0         | 0                 | 0                   | 0           | 0                    | 32,301        | 191           | 189             |
| Total   | 7,022,833       | 0                    | 290,169   | 242,850   | 0                 | 0                   | 0           | -77,493              | 7,478,359     | 21,669,135    | 20,943,727      |

## **Deferred tax assets**

In the first half of 2008, deferred tax assets increased 16% compared to the same period in 2007.

#### **Investment property**

|  |                | Cost         |                      |                        |                   |                       |                      |         |               |              |  |
|--|----------------|--------------|----------------------|------------------------|-------------------|-----------------------|----------------------|---------|---------------|--------------|--|
| (EUR)                                      |                | 1 January    | Acquisitions         | Acquisitions Additions |                   | Reclassifications     | Exchange differences |         | As at 30 June |              |  |
| Land directly used in insurance operations |                | 136,048 0    |                      | )                      | 0 0               | 0                     | 0                    |         |               | 136,048      |  |
| Buildings                                  |                | 1,484,528    | C                    | 548,25                 | 50 0              | 0                     |                      | 1,166   | 2,            | ,033,944     |  |
| Total                                      |                | 1,620,576    | 0 548,2              |                        | 50 0              | 0                     | 1,166                |         | 2,            | ,169,992     |  |
|  |                |              | Write-downs in value |                        |                   |                       |                      |         | Book          | c value      |  |
| (EUR)                                      | As at 1 Januar | y Acquisitio | ons Additions        | Disposals              | Reclassifications | s Exchange difference | es As at 30 June     | As at 3 | 0 June        | As at 1 Janu |  |
| Land directly used in insurance operations |                | 0            | 0 0                  | 0                      | (                 | )                     | 0 0                  | 1.      | 36,048        | 136,0        |  |
| Buildings                                  | 299,74         | 3            | 0 4,791              | 2,831                  | (                 | )                     | 0 307,365            | 1,7     | 26,579        | 1,184,7      |  |
| Total                                      | 299,74         | 3            | 0 4,791              | 2,831                  | Ç                 |                       | 0 307,365            | 1,80    | 62,627        | 1,320,8      |  |

The increase in investment property is explainable by the acquisition of property in Koper that the Sava Re Group has been renting out.

#### Financial investments in subsidiaries and associates

|   |                 | As at 1 January<br>2008 | Increases | Î      | As at 30 June 2008 |
|---|-----------------|-------------------------|-----------|--------|--------------------|
|   |                 | Share                   | Share     | Share  | Voting rights      |
| 1 | Tilia           | 99.64%                  | 0.00%     | 99.64% | 99.63%             |
| 2 | Sava Osiguranje | 99.99%                  | 0.00%     | 99.99% | 99.99%             |
| 3 | Dukagjini       | 51.00%                  | 0.00%     | 51.00% | 51.00%             |
| 4 | Sava Tabak      | 66.67%                  | 0.00%     | 66.67% | 66.70%             |
| 5 | Montenegro      | 99.92%                  | 0.00%     | 99.92% | 99.92%             |
| 5 | Sava Invest     | 0.00%                   | 83.67%12  | 83.67% | 83.67%             |

| (EU                           | IP unloce    | As at 1   | January    | Additions |        | Impair    | ments  | As at 30 June |            |               |  |
|-------------------------------|--------------|-----------|------------|-----------|--------|-----------|--------|---------------|------------|---------------|--|
| (EUR.unless otherwise stated) |              | Share (%) | Amount     | Share (%) | Amount | Share (%) | Amount | Share (%)     | Amount     | Voting rights |  |
| 1                             | ZM           | 45.79%    | 28,214,138 | ı         | 0      | 1         | 0      | 45.79%        | 28,563,430 | 45.79%        |  |
| 2                             | Moja naložba | 20.00%    | 965,773    | ı         | 0      | 1         | 0      | 20.00%        | 1,113,760  | 20.00%        |  |
| 3                             | Gold-Mak     | 17.70%    | 1,825,037  | ı         | 0      | 1         | 0      | 17.70%        | 1,765,072  | 17.70%        |  |
| Tot                           | al           |           | 31,004,948 |           | 0      |           | 0      |               | 31,442,262 |               |  |

Total investments in associates are EUR 16,273 higher due to an investment in an associate twice removed.

#### **Financial investments**

The change in financial investments stated at fair value through profit or loss results from their downward fair value revaluation: the drop in stock market prices negatively affected also the value of the Group's equity portfolio.

Due to unstable conditions in capital markets, the Group adopted a very conservative investment policy, and accordingly increased its deposits.

<sup>-</sup>

 $<sup>^{12}</sup>$  The share was calculated based on the direct (51%) and indirect (32.67%) share in Sava Invest (the latter via Sava Tabak)

The value of financial investments classified as available-for-sale assets decreased, partly due to their downward fair value revaluation and partly due to their not being reinvested upon maturity.

|                                | Held to ma | turity     | At fair v        | alue through profit or | loss       |               |             |             |
|--------------------------------|------------|------------|------------------|------------------------|------------|---------------|-------------|-------------|
|                                |            |            | Non-             | derivative             | Derivative |               |             |             |
|                                | Carrying   |            |                  | Designated as at fair  |            | Available for | Loans and   |             |
| (EUR)                          | amount     | Fair value | Held for trading | value through p/l      |            | sale          | receivables | Total       |
| Long-term financial            |            |            |                  |                        |            |               |             |             |
| investments                    |            |            |                  |                        |            |               |             |             |
| Shares and other variable      |            |            |                  |                        |            |               |             |             |
| income securities and          |            |            |                  |                        |            |               |             |             |
| mutual funds                   | 868,294    | 0          | 0                | 0                      | 0          | 66,867,554    | 0           | 67,735,848  |
| Debt and other fixed income    |            |            |                  |                        |            |               |             |             |
| securities                     | 4,705,024  | 0          | 1,017,441        | 0                      | 0          | 96,060,793    | 0           | 101,783,258 |
| Shares in investment funds     | 0          | 0          | 0                | 0                      | 0          | 693,121       | 0           | 693,121     |
| Other financial investments    | 63,122     | 0          | 0                | 0                      | 443,100    | 199,462       | 0           | 705,684     |
| Bank deposits                  | 0          | 0          | 0                | 0                      | 0          | 0             | 28,673,882  | 28,673,882  |
| Short-term financial           |            |            |                  |                        |            |               |             |             |
| investments                    |            |            |                  |                        |            |               |             |             |
| Shares and interests held for  |            |            |                  |                        |            |               |             |             |
| trading                        | 0          | 0          | 2,465,934        | 0                      | 0          | 1,202,132     | 0           | 3,668,066   |
| Securities held for trading or |            |            |                  |                        |            |               |             |             |
| with maturity of less than     |            |            |                  |                        |            |               |             |             |
| one year                       | 0          | 0          | 0                | 0                      | 0          | 31,227,286    | 0           | 31,227,286  |
| Bank deposits                  | 0          | 0          | 0                | 0                      | 0          | 0             | 72,753,776  | 72,753,776  |
| Other short-term financial     |            |            |                  |                        |            |               |             |             |
| investments                    | 968,927    | 0          | 0                | 0                      | 0          | 0             | 0           | 968,927     |
| Financial investments of       |            |            |                  |                        |            |               |             |             |
| reinsurers i.r.o. reinsurance  |            |            |                  |                        |            |               |             |             |
| contracts with cedants         | 0          | 0          | 0                | 0                      | 0          | 4,779,677     | 0           | 4,779,677   |
| Investments for the benefit    |            |            |                  |                        |            |               |             |             |
| of life insurance              |            |            |                  |                        |            |               |             |             |
| policyholders who bear the     |            |            |                  |                        |            |               |             |             |
| investment risk                | 0          | 0          | 0                | 0                      | 0          | 11,528,075    | 0           | 11,528,075  |
| Total                          | 6,605,367  | 0          | 3,483,375        | 0                      | 443,100    | 212,558,100   | 101,427,658 | 324,517,600 |

### Reinsurers' share of technical provisions

|                                    | As at 30 June | As at 31 December |       |
|------------------------------------|---------------|-------------------|-------|
| (EUR)                              | 2008          | 2007              | Index |
| Retained premiums                  | 5,096,886     | 3,117,433         | 163.5 |
| Mathematical provisions            | 206           | 206               | 0.0   |
| Provisions for claims outstanding  | 21,143,177    | 18,950,999        | 111.6 |
| Provisions for bonuses and rebates | 0             | 0                 | 1     |
| Other technical provisions         | 467,964       | 352,529           | 132.7 |
| Total                              | 26,708,233    | 22,421,167        | 119.1 |

#### Other assets

|  | As at 30 June | As at 31 December |       |
|--|---------------|-------------------|-------|
| (EUR)  | 2008          | 2007              | Index |
| Accrued income from interest and rent              | 1,337,114     | 816,141           | 163.8 |
| Short-term deferred acquisition costs              | 7,541,433     | 5,375,660         | 140.3 |
| Other short-term deferred costs and accrued income | 9,799,173     | 7,548,647         | 129.8 |
| Total  | 18,677,720    | 13,740,448        | 135.9 |

#### **Equity**

Early in June 2008, Sava Re successfully completed the increase in its share capital by means of 1,500,000 new ordinary shares issued through an initial public offering. The Group's equity thus increased by EUR 42 million: share capital increased by EUR 6,259,389 and capital surplus by EUR 35,740,611.

Revenue reserves as at 30 June 2008

| (ELID)  |            | As at 31 December | To do |
|---|------------|-------------------|-------|
| (EUR)   | 2008       | 2007              | Index |
| Reserves required under Articles of Association | 15,242,088 | 14,986,525        | 101.7 |
| Reserves for own shares                         | 1,774      | 1,774             | 100.0 |
| Own shares (as a deduction item)                | -1,774     | -1,774            | 100.0 |
| Credit risk equalization reserves               | 3,053,330  | 3,839,550         | 79.5  |
| Catastrophe equalization reserves               | 1,432,089  | 1,387,095         | 103.2 |
| Other reserves                                  | 44,639,038 | 35,701,116        | 125.0 |
| Total   | 64,366,545 | 55,914,286        | 115.1 |

Credit risk equalisation reserves that have a technical nature decreased slightly compared to 31 December 2007, in accordance with actuarial calculations, while catastrophe equalisation reserves increased.

Other revenue reserves increased significantly after management and supervisory boards at the meeting of 3 June 2008 allocated the portion within their competence of the 2007 net profit to other revenue reserves.

The remaining portion was allocated by the General Meeting held in July 2008 also to other revenue reserves, but is, as at 30 June 2008, still presented under the retained earnings item.

#### **Revaluation surplus**

| Revaluation of long-term available-for-sale financial assets (EUR) |            |
|--|------------|
| As at 1 January 2008   | 16,011,444 |
| Downward fair value revaluation                                    | -9,252,336 |
| Transfer of revaluation surplus to operating and financial income  | -6,955,626 |
| As at 30 June 2008   | -196,518   |

Net earnings per share as at 30 June 2008

| (EUR)                                     | First half 2008 | First half 2007 |
|---|-----------------|-----------------|
| Profit after tax                          | 8,362,446       | 1,660,861       |
| Shares outstanding (excluding own shares) | 9,362,099       | 7,862,309       |
| Net earnings per share                    | 0.89            | 0.21            |

All of the outstanding shares of Sava Re are ordinary shares, for which reason the "adjusted net earnings per share" indicator equals the "simple net profit per share" indicator shown above.

#### **Technical provisions**

|  | As at 1 January |             | Used and   | As at 30 June |
|--|-----------------|-------------|------------|---------------|
|  | 2008            | Established | released   | 2008          |
| (EUR)  | 1               | 2           | 3          | 5 = 1 + 2 - 3 |
| Gross retained premiums                              | 66,259,147      | 38,147,977  | 19,956,147 | 84,450,977    |
| Mathematical provisions                              | 9,294,535       | 859,880     | 463,956    | 9,690,459     |
| Gross provisions for claims outstanding              | 135,741,158     | 44,964,784  | 41,81,2915 | 138,893,027   |
| Gross provisions for bonuses, rebates and            |                 |             |            |               |
| cancellations  | 331             | 387,759     | 280,438    | 438           |
| Other gross technical provisions                     | 1,370,168       | 1,219,473   | 0          | 2,589,641     |
| Net technical provisions for the benefit of life     |                 |             |            |               |
| insurance policyholders who bear the investment risk | 11,112,838      | 793,713     | 205,811    | 11,700,740    |
| Total  | 224,108,821     | 86,373,586  | 62,719,267 | 247,763,140   |

#### Other provisions

| (EUR)                           | As at 1 January<br>2008 | Established | Used   | As at 30 June<br>2008 |
|---------------------------------|-------------------------|-------------|--------|-----------------------|
| Provisions for pensions         | 498,555                 | 0           | 7,253  | 491,302               |
| Provisions for jubilee benefits | 123,619                 | 0           | 53,913 | 69,706                |
| Total employee benefits         | 622,174                 | 0           | 61,166 | 561,008               |
| Other long-tern deferred income | 6,534                   | 10,897      | 0      | 17,431                |
| Total other provisions          | 628,708                 | 10,897      | 61,166 | 578,439               |

#### **Deferred tax liabilities**

In the first half of 2008, deferred tax liabilities decreased by EUR 3,920,226.

#### Tax liabilities

In the first half of 2008, tax liabilities decreased by EUR 6,544,806 due to the tax paid for 2007. Considering also deferred tax liabilities, the assessed tax was EUR 2,077,715 and the effective tax rate 19.9%, compared to 10.1% in the same period of 2007.

#### Net premiums earned

In the first half of 2008, net premiums earned increased 28.3% compared to the same period in 2007. This is attributable to growth in premiums collected in the Slovenian insurance market and in the Western Balkan markets, but also to growth in reinsurance premiums collected abroad. It is partly attributable also to the first full consolidation of Montenegro osiguranje.

#### **Investment income**

The table below shows both income from investments in associates and other investment income.

Investment income in the first half of 2008 – non-life business

| (EUR)  | Liability fund<br>First half 2008 | Liability fund<br>First half 2007 | Index    |
|--|-----------------------------------|-----------------------------------|----------|
| Income from shares and interests               | 82,212                            | 163                               | 50,436.8 |
| Income from land and buildings                 | 16,658                            | 53,149                            | 31,3     |
| Interest income                                | 3,351,945                         | 2,928,820                         | 114.4    |
| Financial income from revaluation              | 87,803                            | 120,091                           | 73.1     |
| Other financial income                         | 4,115                             | 159,666                           | 2.6      |
| Gains on disposal of investments               | 1,043,002                         | 1,895,213                         | 55.0     |
| Total investment income - liability fund       | 4,585,735                         | 5,157,102                         | 88.9     |
|  | Capital fund<br>First half 2008   | Capital fund<br>First half 2007   | Index    |
| Income from shares and interests               | 674,227                           | 17,558                            | 3,840.0  |
| Income from land and buildings                 | 50,893                            | 198,202                           | 25,7     |
| Interest income                                | 1,436,196                         | 1,520,455                         | 94.5     |
| Financial income from revaluation              | 597,085                           | 1,387,000                         | 43.0     |
| Other financial income                         | 0                                 | 279,682                           | 1        |
| Gains on disposal of investments               | 6,250,976                         | 698,626                           | 894.8    |
| Total investment income - capital fund         | 9,009,377                         | 4,101,523                         | 219.7    |
| Total investment income from non-life business | 13,595,112                        | 9,258,625                         | 146.8    |

Investment income in the first half of 2008 – life business

| (EUR)   | Liability fund | Liability    | Index   |
|---|----------------|--------------|---------|
|   | First half     | fund First   |         |
|   | 2008           | half 2007    |         |
| Interest income                                 | 255,209        | 257,360      | 99.2    |
| Other financial income                          | 3,279          | 43           | 7,625.6 |
| Gains on disposal of investments                | 0              | 37,744       | ı       |
| Net unrealised gains on investments of life     | 32,948         | 864,748      | 3.8     |
| insurance policyholders who bear the investment |                |              |         |
| risk  |                |              |         |
| Total investment income - liability fund        | 291,436        | 1,159,895    | 25.1    |
|   | Capital fund   | Capital fund | Index   |
|   | First half     | First half   |         |
|   | 2008           | 2007         |         |
| Interest income                                 | 17,794         | 0            | -       |
| Total investment income - capital fund          | 17,794         | 0            | ı       |
| Total investment income from life business      | 309,230        | 1,159,895    | 26.7    |

#### Other technical income

Other technical income increased 13.5%. It comprises mainly reinsurance commissions. At the parent company level, given the reinsurance nature of its business, these are negative, and consequently also at the consolidated level. Their increase mainly reflects the increase in reinsurance premiums.

#### Net claims and benefits incurred

Net claims and benefits incurred increased 3.9% compared to the first half of 2007. Their growth lagged behind that of net premiums earned due to favourable claim development in the Slovenian insurance market and low loss ratios of insurance companies operating the Western Balkan markets.

#### **Operating expenses**

| (EUR)   | First half 2008 | First half 2007 | Index |
|---|-----------------|-----------------|-------|
| Acquisitions costs (commissions)  | 4,808,950       | 2,938,878       | 163.6 |
| Change in deferred acquisitions costs   | -1,102,720      | -606,486        | 181.8 |
| Depreciation of operating assets  | 743,714         | 609,326         | 122.1 |
| Labour costs  | 9,688,334       | 7,595,488       | 127.6 |
| - salaries and wages  | 7,396,756       | 5,577,940       | 132.6 |
| - social and pension insurance costs  | 1,344,454       | 1,096,197       | 122.6 |
| - other labour costs  | 947,124         | 921,351         | 102.8 |
| Costs of services provided by natural persons not pursuing business, incl. of contributions | 400 500         | 222.240         | 122.0 |
|   | 409,580         | 333,260         | 122.9 |
| Other operating expenses  | 8,759,410       | 4,448,820       | 196.9 |
| Total   | 23,307,268      | 15,319,286      | 152.1 |

The increase in operating expenses is attributable to the costs of the initial public offering: these were EUR 2.8 million, of which 63% were legal and consulting fees.

## **Investment expenses**

Investment expenses in the first half of 2008 – non-life business

|   | Liability fund  | Liability fund  |         |
|---|-----------------|-----------------|---------|
| (EUR)   | First half 2008 | First half 2007 | Index   |
| Depreciation of investments not necessary for operations                  | 355             | 2,684           | 13.2    |
| Asset management expenses, interest expenses and other financial expenses | 180,024         | 85,023          | 211.7   |
| Financial expenses from revaluation                                       | 511,796         | 325,387         | 157.3   |
| Losses on disposal of investments   | 562,955         | 266,716         | 211.1   |
| Total investment expenses - liability fund                                | 1,255,130       | 679,810         | 184.6   |
|   | Capital fund    | Capital fund    |         |
|   | First half 2008 | First half 2007 | Index   |
| Depreciation of investments not necessary for operations                  | 7,912           | 23,106          | 34.2    |
| Asset management expenses, interest expenses and other financial expenses | 1,418,115       | 1,296,169       | 109.4   |
| Financial expenses from revaluation                                       | 346,109         | 373,405         | 92.7    |
| Losses on disposal of investments   | 1,448,455       | 86,453          | 1,675.4 |
| Total investment expenses - capital fund                                  | 3,220,591       | 1,779,133       | 181.0   |
| Total investment expenses - non-life business                             | 4,475,721       | 2,458,943       | 182.0   |

Investment expenses in the first half of 2008 – life business

|  | Liability fund  | Liability fund  |          |
|--|-----------------|-----------------|----------|
| (EUR)  | First half 2008 | First half 2007 | Index    |
| Asset management expenses, interest expenses   |                 |                 |          |
| and other financial expenses   | 10              | 11              | 90.9     |
| Total investment expenses - liability fund   | 10              | 11              | 90.9     |
|  | Capital fund    | Capital fund    |          |
| (EUR)  | First half 2008 | First half 2007 | Index    |
| Net unrealised losses on investments of life insurance policyholders who bear the investment |                 |                 |          |
| risk   | 2,162,510       | 20,531          | 10,532.9 |
| Total investment expenses - capital fund   | 2,126,510       | 20,531          | 10,532.9 |
| Total investment expenses - life business  | 2,162,520       | 20,542          | 10,527.3 |

## FINANCIAL STATEMENTS OF SAVA RE WITH NOTES

### 8.1 Balance sheet as at 30 June 2008

| (EU             | ID) | ,  | A+ 20 I                      | A+ 21                        | I1                 |
|-----------------|-----|--|------------------------------|------------------------------|--------------------|
| (EU             | IK) |  | As at 30 June                | As at 31<br>December 2007    | Index              |
|                 |     | ASSETS   | 394,178,488                  |                              | 110.5              |
| Α.              |     | Intangible assets  | 210,006                      | 162,140                      | 129.5              |
| Д.<br>В.        |     | Property and equipment   | 1,903,006                    | 1,907,468                    | 99.8               |
| <u>Б.</u><br>D. |     | Deferred tax assets  | 131,804                      | 131,804                      | 100.0              |
| E.              |     | Investment property  | 1,271,616                    | 728,514                      | 174.5              |
| F.              |     | Investments in Group companies and in associates                         | 72,914,816                   | 72,487,296                   | 100.6              |
| G.              |     | Financial investments:   | 239,217,465                  | 215,610,292                  | 110.9              |
| Ħ               |     | - held to maturity   | 4,405,024                    | 0                            |                    |
| H               |     | - available for sale   | 177,477,058                  | 187,458,823                  | 94.7               |
|                 |     | - at fair value through profit or loss                                   | 3,926,475                    | 4,799,223                    | 81.8               |
|                 |     | - loans and receivables  | 53,408,908                   | 23,352,246                   | 228.7              |
| I.              |     | Reinsurers' share of technical provisions                                | 24,781,348                   | 21,473,195                   | 115.4              |
| K.              | -   | Receivables  | 42,755,992                   | 35,484,845                   | 120.5              |
| $\Box$          | 2.  | Receivables arising out of co-insurance and reinsurance business         | 40,128,795                   | 33,094,211                   | 121.3              |
| -               | _   | Other receivables  | 2,627,197                    | 2,390,634                    | 109.9              |
| L.              |     | Other assets   | 10,773,501                   | 8,576,418                    | 125.6              |
| N.              |     | Cash and cash equivalents  | 218,934                      | 139,054                      | 157.4              |
|                 |     | LIABILITIES AND EQUITY   | 394,178,488                  | 356,701,026                  | 110.5              |
| A.              |     | Equity   | 181,412,246                  | 145,637,435                  | 124.6              |
|                 | 1.  | Called-up capital  | 39,069,099                   | 32,809,710                   | 119.1              |
|                 | 2.  | Share premium  | 35,846,773                   | 106,162                      | 33,766.1           |
|                 | 3.  | Revenue reserves   | 63,699,573                   | 55,385,397                   | 115.0              |
|                 | 4.  | Revaluation surplus  | 534,102                      | 12,491,698                   | 4.3                |
|                 |     | Retained earnings  | 36,530,290                   | 26,811,969                   | 136.2              |
|                 | 6.  | Net profit for the period  | 5,732,409                    | 18,032,498                   | 31.8               |
| В.              |     | Subordinated liabilities   | 31,140,534                   | 31,136,034                   | 100.0              |
| C.              |     | Technical provisions   | 138,108,892                  | 129,483,842                  | 106.7              |
|                 |     | Unearned premiums  | 46,093,969                   | 37,577,865                   | 122.7              |
|                 |     | Provision for outstanding claims   | 91,277,382                   | 91,219,036                   | 100.1              |
|                 | 5.  | Other technical provisions   | 737,541                      | 686,941                      | 107.4              |
| D.              |     | Other provisions   | 165,762                      | 165,762                      | 100.0              |
| F.              |     | Deferred tax liabilities   | 141,977                      | 3,585,825                    | 4.0                |
| _               |     | Financial liabilities  | 1,133                        | 2,308                        | 49.1               |
| G.              |     |  |                              |                              |                    |
|                 |     | Other financial liabilities  | 1,133                        | 2,308                        | 49.1               |
| Н.              | 2.  | Other liabilities  | 39,518,431                   | 36,523,792                   | 108.2              |
| Н.              | 2.  | Other liabilities Liabilities from co-insurance and reinsurance business | <b>39,518,431</b> 28,469,654 | <b>36,523,792</b> 27,267,893 | <b>108.2</b> 104.4 |
| Н.              | 2.  | Other liabilities  | 39,518,431                   | 36,523,792                   | 108.2              |

## 8.2 Income statement for the first half of 2008

| (EUR  |  | First half 2008 | First half 2007 | Index   |
|-------|--|-----------------|-----------------|---------|
| I.    | Net earned premiums                                    | 50,999,710      | 42,045,188      | 121.3   |
|       | - Gross premiums written                               | 68,046,803      | 60,481,221      | 112.5   |
|       | - Written premiums ceded to reinsurers and co-insurers | -10,510,443     | -10,848,493     | 96.9    |
|       | - Change in unearned premiums                          | -6,536,650      | -7,587,540      | 86.1    |
| II.   | Income from investments in affiliates                  | 139,966         | 59,379          | 235.7   |
| III.  | Investment income                                      | 11,246,369      | 7,146,185       | 157.4   |
| IV.   | Other technical income, of this                        | -13,554,621     | -10,667,913     | 127.1   |
|       | - commission income                                    | -13,651,898     | -10,803,123     | 126.4   |
| VI.   | Net insurance claims and benefits incurred             | -31,375,085     | -33,309,902     | 94.2    |
|       | - Gross claims and benefits paid                       | -35,103,123     | -33,307,098     | 105.4   |
|       | paid   | 2,457,686       | 7,052,786       | 34.8    |
|       | - Change in the provision for outstanding claims       | 1,270,352       | -7,055,590      | -18.0   |
| VII.  | Change in other technical provisions                   | -50,600         | -66,167         | 76.5    |
| X.    | Operating expenses, of this                            | -5,658,431      | -2,374,745      | 238.3   |
|       | - acquisition costs                                    | 0               | 0               | 0.0     |
| XII.  | Investment expenses                                    | -4,274,235      | -2,373,793      | 180.1   |
| XIII. | Other technical expenses                               | -75,097         | -79,011         | 95.0    |
| XIV.  | Other expenses   | -1,319          | 0               | 0.0     |
| XV.   | Profit before tax                                      | 7,396,657       | 379,221         | 1,950.5 |
| XVI.  | Current tax  | -3,000,367      | -1,423,340      | 210.8   |
| XVII. | Deferred tax   | 1,336,119       | 1,505,288       | 88.8    |
| XVIII | Profit for the period                                  | 5,732,409       | 461,169         | 1,243.0 |

# 8.3 Statement of changes in equity for the first half of 2008

| (EUR)  | Called-up<br>Share capital           | Uncalled<br>capital                         | Share<br>premium            | reserves                        | Revaluation<br>surplus  | earnings  | ·  | Total   |
|--|--------------------------------------|---|-----------------------------|---------------------------------|---|---|--|---|
| Balance at 1 January 2008  | 32,809,710                           |   | 106,162                     | 55,385,397                      | 12,491,698  | 26,811,969  | , ,  | 145,637,434   |
| Movements to equity  | 6,259,389                            |   | ,                           | 0                               | 0   | 0   | 5,732,409  | 47,732,409  |
| - subscription of called-up share capital  | 6,259,389                            | 0   | 35,740,611                  | 0                               | 0   | 0   | 0  | 42,000,000  |
| - net profit or loss for the period  | 0                                    | 0   | 0                           | 0                               | 0   | 0   | 5,732,409  | 5,732,409   |
| Movements within equity  | 0                                    | 0   | 0                           | 8,314,176                       | 0   | 9,718,322   | -18,032,498  | 0   |
| - allocation of net profit as a component of equity by decision  |                                      |   |                             |                                 |   |   |  |   |
| of the management and the supervisory board  | 0                                    | 0   | 0                           | 8,929,785                       | 0   | -8,929,785  | 0  | 0   |
| - other reallocation of components of equity   | 0                                    | 0   | 0                           | -615,609                        | 0   | 18,648,107  | -18,032,498  | 0   |
| Movements from equity  | 0                                    | 0   | 0                           | 0                               | -11,957,596   | 0   | 0  | -11,957,596   |
| - use of revaluation surplus for impairment of assets  | 0                                    | 0   | 0                           | 0                               | -5,524,901  | 0   | 0  | -5,524,901  |
| - transfer of revaluation surplus to operating or financial income  Balance at 30 June 2008  | <u>39,069,099</u>                    | 0   | 0<br><b>35,846,773</b>      | 0<br><b>63,699,573</b>          | -6,432,695<br><b>534,102</b>  | <u>0</u><br><b>36,530,291</b>                         | 5, <b>732,409</b>  | -6,432,695<br>181,412,247   |
| Zananico de 30 junio 2000  |                                      | ū   | JJ,040,11J                  | 05,077,515                      | JJ4,102   | 30,330,271  | 2,132,407  | 101,412,241   |
|  | Called ur                            | a capital                                   |                             |                                 |   |   |  |   |
|  | Called-up                            | o capital                                   | Share                       | Revenue                         | Revaluation   | Retained  | Net profit or loss   | Total   |
| (FUR)  |                                      | Uncalled                                    | Share<br>premium            |                                 | Revaluation<br>surplus  | Retained<br>earnings                                  |  | Total   |
| (EUR) Balance at 1 January 2007  | Share capital                        | Uncalled<br>capital                         | premium                     | reserves                        | surplus   | earnings  | for the period   |   |
| Balance at 1 January 2007  |                                      | Uncalled<br>capital                         |                             |                                 | surplus<br>2,957,098  |   | for the period 3,975,330   | Total   |
| Balance at 1 January 2007 Movements to equity  | Share capital                        | Uncalled<br>capital                         | premium                     | reserves                        | surplus   | earnings  | 3,975,330<br>461,169   | 117,924,009<br>9,908,965  |
| Balance at 1 January 2007  | Share capital                        | Uncalled<br>capital                         | premium                     | reserves                        | <b>2,957,098 9,447,796</b> 0  | earnings  | for the period 3,975,330   | 117,924,009   |
| Balance at 1 January 2007  Movements to equity - net profit or loss for the period   | Share capital                        | Uncalled capital  0 0 0 0                   | premium                     | reserves                        | surplus<br>2,957,098  | earnings  | 3,975,330<br>461,169<br>461,169<br>0                                 | 117,924,009<br>9,908,965<br>461,169   |
| Balance at 1 January 2007  Movements to equity - net profit or loss for the period - equity revaluation adjustment   | Share capital 32,809,710 0           | Uncalled capital  0 0 0 0                   | premium                     | reserves 44,704,197 0 0 0       | <b>2,957,098 9,</b> 447,796  0  9,447,796   | earnings 33,371,512 0 0 0                             | 3,975,330<br>461,169<br>461,169<br>0                                 | 117,924,009<br>9,908,965<br>461,169   |
| Balance at 1 January 2007  Movements to equity - net profit or loss for the period - equity revaluation adjustment  Movements within equity  | Share capital 32,809,710 0 0         | Uncalled capital  0 0 0 0 0 0 0             | premium                     | reserves 44,704,197 0 0 0       | <b>2,957,098 9,</b> 447,796  0  9,447,796   | earnings 33,371,512 0 0 0 3,975,330                   | for the period<br>3,975,330<br>461,169<br>461,169<br>0<br>-3,975,330 | 117,924,009<br>9,908,965<br>461,169<br>9,447,796                                  |
| Balance at 1 January 2007  Movements to equity  - net profit or loss for the period  - equity revaluation adjustment  Movements within equity  - other reallocation of components of equity  Movements from equity  - transfer of revaluation surplus to operating or financial income | Share capital 32,809,710 0 0 0 0 0 0 | Uncalled capital  0 0 0 0 0 0 0 0 0 0       | 106,162<br>0<br>0<br>0<br>0 | reserves 44,704,197 0 0 0 0 0 0 | \$\text{surplus}\$ \text{2,957,098}\$ \text{9,447,796}\$ \text{0} \text{9,447,796}\$ \text{0} \text{0} \text{0} \text{-8,193,379}\$ \text{-8,193,379} | earnings 33,371,512 0 0 0 3,975,330 3,975,330 -26,600 | 3,975,330<br>461,169<br>461,169<br>0<br>-3,975,330<br>-3,975,330     | 117,924,009<br>9,908,965<br>461,169<br>9,447,796<br>0<br>-8,219,979<br>-8,193,379 |
| Balance at 1 January 2007  Movements to equity  - net profit or loss for the period  - equity revaluation adjustment  Movements within equity  - other reallocation of components of equity  Movements from equity   | Share capital 32,809,710 0 0 0 0 0 0 | Uncalled capital  0 0 0 0 0 0 0 0 0 0 0 0 0 | 106,162<br>0<br>0<br>0<br>0 | reserves 44,704,197 0 0 0 0 0 0 | \$\text{surplus}\$ \begin{align*} 2,957,098 \\ 9,447,796 \\ 0,9,447,796 \\ 0 \\ 0,447,796 \\ 0 \\ 0,447,796 \\ 0 \\ 0,447,796 \\ 0 \\ -8,193,379      | earnings  33,371,512  0  0  3,975,330  3,975,330      | 3,975,330<br>461,169<br>461,169<br>0<br>-3,975,330<br>-3,975,330     | 117,924,009<br>9,908,965<br>461,169   |

#### 8.4 Cash flow statement for the first half of 2008

| (EU | JR) |      |   | First half 2008 | First half 2007                 |
|-----|-----|------|---|-----------------|---------------------------------|
| A.  | CAS | SH I | FLOWS FROM OPERATING ACTIVITIES   |                 |                                 |
|     | a.) | Ite  | ms of the income statement  | 5,807,117       | 523,954                         |
|     |     | _    | Net premiums written  | 50,999,710      | 42,045,188                      |
|     |     |      | Investment income   | 7,112,101       | 4,831,771                       |
|     |     | 3.   | Other operating income (excl. revaluation income and releases from                          |                 |                                 |
|     |     |      | provisions) and financial income from operating receivables                                 | 97,277          | 135,210                         |
|     |     |      | Net claims and benefits paid  | -31,375,084     | -33,309,902                     |
|     |     |      | Expenses arising out of liabilities relating to insurance contracts                         | -125,363        | -131,642                        |
|     |     | 6.   | Net operating expenses excl. depreciation and change in deferred acquisition                |                 |                                 |
|     |     |      | costs   | -19,235,622     | -13,115,083                     |
|     |     | 7.   | Other operating expenses excl. depreciation (other than for revaluation and                 |                 |                                 |
|     |     |      | excl. additions to provisions)  | -1,654          | -13,536                         |
|     |     | 8.   | Tax on profit and other taxes not included in operating expenses                            | -1,664,248      | 81,948                          |
|     |     |      | anges in net operating assets (and in accruals/deferrals and deferred                       |                 |                                 |
|     | b.) | -    | receivables/liabilities) of operating items of the balance sheet                            | -17,596,890     | -6,690,060                      |
|     |     | 1.   |   | -7,271,147      | -356,258                        |
|     |     | 2.   | Change in short-term deferred costs and accrued income                                      | -2,197,083      | 369,998                         |
|     |     |      | Change in deferred tax receivables  | 0               | 57,929                          |
|     |     | 6.   | Change in operating liabilities Change in accrued costs, deferred income and provisions     | -995,930        | -4,363,515                      |
|     |     |      | Change in accrued costs, deferred income and provisions  Change in deferred tax liabilities | -656,215        | 174,870                         |
|     |     |      |   | -6,476,515      | -2,573,084                      |
| D   |     |      | t cash from/used in operating activities (a + b) FLOWS FROM INVESTING ACTIVITIES            | -11,789,773     | -6,166,106                      |
| В.  |     |      | sh receipts from investing activities   | 190,074,733     | 248 002 410                     |
|     | a.) |      | Interest received from investing activities   | 4,445,082       | <b>268,902,619</b><br>4,081,685 |
|     |     |      | Cash receipts from participation in the profit of others                                    | 81,616          | 209,350                         |
|     |     |      | Proceeds from sale of property and equipment  | 01,010          | 51,566                          |
|     |     |      | Proceeds from sale of property and equipment  Proceeds from sale of financial investments   | 185,548,035     | 264,560,018                     |
|     | h)  |      | sh disbursements in investing activities  | -219,185,675    |                                 |
|     | υ., |      | Purchase of intangible assets   | -68,897         | -73,206                         |
|     |     |      | Purchase of property and equipment  | -47,951         | -138,572                        |
|     |     |      | Purchase of investment property   | -548,250        | 0                               |
|     |     |      | Purchase of financial investments in affiliated companies                                   | -218,280        | -10,126,841                     |
|     |     |      | Purchase of financial investments   | -218,302,297    | -258,240,278                    |
|     | c.) | Ne   | t cash from/used in investing activities (a + b)  | -29,110,942     | 323,722                         |
| C.  |     |      | FLOWS FROM FINANCING ACTIVITIES   | , ,             | ,                               |
|     | a.) | Ca   | sh receipts from financing activities   | 42,000,000      | 0                               |
|     |     |      | Proceeds from paid-in capital   | 42,000,000      | 0                               |
|     | b.) |      | sh disbursements in financing activities  | -1,328,912      | -954,994                        |
|     |     | 1.   | Interest paid   | -1,328,912      | -954,994                        |
|     |     |      | t cash from/used in financing activities $(a + b)$  | 40,671,088      | -954,994                        |
| Č.  | Cas |      | nd cash equivalents as at 30 June   | 218,934         | 448,560                         |
|     |     |      | t increase/decrease in cash and cash equivalents for the period (sum                        |                 |                                 |
|     |     |      | Ac, Bc in Cc)   | -229,627        | -6,797,378                      |
|     | Cas | h a  | nd cash equivalents as at 1 January   | 448,560         | 7,245,938                       |

Cash flow statement was prepared using the indirect method.

Data on cash flows from operating activities were obtained from the income statement and changes in balance sheet items of the Company. Data on cash flows from investing and financing activities are presented by showing directly cash receipts/disbursements, which are adjusted, in the case of cash flows from investing activities, by the amount of investment income already shown in cash flows from operating activities.

Compared to the 2007 and 2006 audited cash flow statement, the cash flow statement for the first half of 2008 shows net cash used in operating activities due to changes in operating receivables, as well as deferred costs and accrued income (which includes deferred insurance commissions). In the first half of a financial year, the Company would usually be net creditor in relation to its basic activity. Relatively high was also tax on profit, mainly due to dismantling of an important portion of what used to be known as

equalisation provisions that the Company had to carry out upon its transition to IFRS as of 1 January 2007. Such dismantling entails approximately EUR 8.1 million of additional tax on profit to be paid by the Company in the period 2008-2010.

Net cash from investing activities is explainable also by the increase in Sava Re's equity of EUR 42 million, needed by the Company in relation to its expansion plans but currently invested in non-risk short-term assets.

#### 8.5 Notes to the financial statements of Sava Re

#### **Intangible assets**

|   | Cost                 |           |                    |  |  |
|---|----------------------|-----------|--------------------|--|--|
| (EUR)   | As at 1 January 2008 | Additions | As at 30 June 2008 |  |  |
| Intangible assets                                 | 297,743              | 68,897    | 366,640            |  |  |
| Other long-term deferred costs and accrued income | 4,967                | 1,911     | 6,878              |  |  |
| Total   | 302,710              | 70,808    | 373,518            |  |  |

|   | Write-               | downs in v | Book value         |                    |                      |
|---|----------------------|------------|--------------------|--------------------|----------------------|
| (EUR)   | As at 1 January 2008 | Additions  | As at 30 June 2008 | As at 30 June 2008 | As at 1 January 2008 |
| Intangible assets                                 | 140,570              | 22,942     | 163,512            | 203,128            | 157,173              |
| Other long-term deferred costs and accrued income | 0                    | 0          | 0                  | 6,878              | 4,967                |
| Total   | 140,570              | 22,942     | 163,512            | 210,006            | 162,140              |

In the first half of 2008, intangible assets increased by EUR 68,897 due to software acquired, and decreased due to amortisation.

#### **Property and equipment**

|   | Cost                 |           |                    |  |  |
|---|----------------------|-----------|--------------------|--|--|
| (EUR)   | As at 1 January 2008 | Additions | As at 30 June 2008 |  |  |
| Land directly used in insurance operations      | 103,949              | 0         | 103,949            |  |  |
| Buildings directly used in insurance operations | 1,631,566            | 0         | 1,631,566          |  |  |
| Equipment                                       | 1,139,366            | 46,008    | 1,185,374          |  |  |
| Other property and equipment                    | 81,986               | 1,943     | 83,929             |  |  |
| Total   | 2,956,867            | 47,951    | 3,004,818          |  |  |

|   | Write                | -downs in va | Book value         |                    |                      |
|---|----------------------|--------------|--------------------|--------------------|----------------------|
| (EUR)   | As at 1 January 2008 | Additions    | As at 30 June 2008 | As at 30 June 2008 | As at 1 January 2008 |
| Land directly used in insurance operations      | 0                    | 0            | 0                  | 103,949            | 103,949              |
| Buildings directly used in insurance operations | 239,011              | 10,606       | 249,617            | 1,381,949          | 1,392,555            |
| Equipment                                       | 778,800              | 41,094       | 819,894            | 365,480            | 360,566              |
| Other property and equipment                    | 31,588               | 713          | 32,301             | 51,628             | 50,398               |
| Total   | 1,049,399            | 52,413       | 1,101,812          | 1,903,006          | 1,907,468            |

#### **Deferred tax assets**

In the first half of 2008, there were no changes in deferred tax assets.

#### **Investment property**

|  | Cost                 |           |                    |  |  |  |  |
|--|----------------------|-----------|--------------------|--|--|--|--|
| (EUR)                                      | As at 1 January 2008 | Additions | As at 30 June 2008 |  |  |  |  |
| Land directly used in insurance operations | 52,696               | 0         | 52,696             |  |  |  |  |
| Buildings                                  | 792,047              | 548,250   | 1,340,297          |  |  |  |  |
| Total                                      | 844,743              | 548,250   | 1,392,993          |  |  |  |  |

|  | Write                | -downs in va | Book value         |                    |                      |
|--|----------------------|--------------|--------------------|--------------------|----------------------|
| (EUR)                                      | As at 1 January 2008 | Additions    | As at 30 June 2008 | As at 30 June 2008 | As at 1 January 2008 |
| Land directly used in insurance operations | 0                    | 0            | 0                  | 52,696             | 52,696               |
| Buildings                                  | 116,228              | 5,149        | 121,377            | 1,218,920          | 675,819              |
| Total                                      | 116,228              | 5,149        | 121,377            | 1,271,616          | 728,515              |

The increase in investment property is explainable by the acquisition of property in Koper that Sava Re has been renting out.

#### Financial investments in subsidiaries and associates

|    |                               | As at 1 January 2008 |            | Acquisitions |         | As at 30 June 2008 |            |               |
|----|-------------------------------|----------------------|------------|--------------|---------|--------------------|------------|---------------|
| (E | EUR, unless otherwise stated) | Share (%)            | Amount     | Share (%)    | Amount  | Share (%)          | Amount     | Voting rights |
| 1  | Tilia                         | 99.64%               | 12,340,676 | 0.00%        | 0       | 99.64%             | 12,340,676 | 99.64%        |
| 2  | Sava Osiguranje               | 99.99%               | 12,453,591 | 0.00%        | 0       | 99.99%             | 12,453,591 | 99.99%        |
| 3  | Dukagjini                     | 51.00%               | 6,115,311  | 0.00%        | 116,280 | 51.00%             | 6,231,591  | 51.00%        |
| 4  | Sava Tabak                    | 66.67%               | 8,499,122  | 0.00%        | 153,500 | 66.67%             | 8,652,622  | 66.67%        |
| 5  | Montenegro                    | 99.92%               | 15,280,618 | 0.00%        | 0       | 99.92%             | 15,280,618 | 99.92%        |
| 6  | Sava Invest                   | 0.00%                | 0          | 51.00%       | 102,000 | 51.00%             | 102,000    | 51.00%        |
|    | Total                         |                      | 54,689,318 |              | 371,780 |                    | 55,061,098 |               |

| (EUR, unless |                  | As at 1 Jar | uary 2008  | As at 30 June 2008 |               |  |
|--------------|------------------|-------------|------------|--------------------|---------------|--|
| 0            | therwise stated) | Share (%)   | Amount     | Amount             | Voting rights |  |
| 1            | ZM               | 45.79%      | 13,416,845 | 13,416,845         | 45.79%        |  |
| 2            | Moja naložba     | 20.00%      | 710,610    | 710,610            | 20.00%        |  |
|              | Total            |             | 14,127,455 | 14,127,455         |               |  |

| (E | EUR, unless otherwise stated) | Debt type   | As at 30 June<br>2008 | As at 31<br>December 2007 |
|----|-------------------------------|-------------|-----------------------|---------------------------|
| 1  | 1 Tilia                       | bond (ZTI1) | 1,726,262             | 1,670,523                 |
| 2  | 2 Sava Osiguranje             | loan        | 1,500,000             | 1,500,000                 |
| 3  | 3 Dukagjini                   | loan        | 500,000               | 500,000                   |
|    | Total                         |             | 3,726,262             | 3,670,523                 |

#### **Financial investments**

The change in financial investments stated at fair value through profit or loss results from their fair value revaluation: the drop in stock market prices negatively affected also the value of the Company's equity portfolio.

In the first half of 2008, the Company for the first time classified some of the newly acquired bonds as held-to-maturity financial assets. Those bonds have high coupon rates that will flow to the Company until maturity.

Due to unstable conditions in capital markets, the Company adopted a very conservative investment policy, and accordingly increased its deposits.

The value of financial investments classified as available-for-sale assets decreased, partly due to their downward fair value revaluation and partly due to their not being reinvested upon maturity.

|   | Held to   | maturity   | At fair value through profit or loss |             |            |               |             |             |
|---|-----------|------------|--------------------------------------|-------------|------------|---------------|-------------|-------------|
|   |           |            | Non-de                               | erivative   | Derivative |               |             |             |
|   |           |            |                                      | Designated  |            |               |             |             |
|   |           |            |                                      | as at fair  |            |               |             |             |
|   | Carrying  |            | Held for                             | value       |            | Available for | Loans and   |             |
| (EUR)   | amount    | Fair value | trading                              | through p/l |            | sale          | receivables | Total       |
| Long-term financial investments                 |           |            |                                      |             |            |               |             |             |
| Shares and other variable income securities     |           |            |                                      |             |            |               |             |             |
| and mutual funds                                | 0         | 0          | 0                                    | 0           | 0          | 65,395,172    | 0           | 65,395,172  |
| Debt and other fixed income securities          | 4,405,024 | 0          | 1,017,441                            | 0           | 0          | 96,060,793    | 0           | 101,483,258 |
| Shares in investment funds                      | 0         | 0          | 0                                    | 0           | 0          | 693,121       | 0           | 693,121     |
| Other financial investments                     | 0         | 0          | 0                                    | 0           | 443,100    | 0             | 0           | 443,100     |
| Bank deposits                                   | 0         | 0          | 0                                    | 0           | 0          | 14,519,451    | 5,921,149   | 20,440,600  |
| Short-term financial investments                |           |            |                                      |             |            |               |             |             |
| Shares and interests held for trading           | 0         | 0          | 2,465,934                            | 0           | 0          | 0             | 0           | 2,465,934   |
| Securities held for trading or with maturity of |           |            |                                      |             |            |               |             |             |
| less than one year                              | 0         | 0          | 0                                    | 0           | 0          | 0             | 0           | 0           |
| Bank deposits                                   | 0         | 0          | 0                                    | 0           | 0          | 808,520       | 42,704,364  | 43,512,884  |
| Other short-term financial investments          | 0         | 0          | 0                                    | 0           | 0          | 0             | 3,719       | 3,719       |
| Financial investments of reinsurers i.r.o.      |           |            |                                      |             |            |               |             |             |
| reinsurance contracts with cedants              | 0         | 0          | 0                                    | 0           | 0          | 0             | 4,779,677   | 4,779,677   |
| Investments for the benefit of life insurance   |           |            |                                      |             |            |               |             |             |
| policyholders who bear the investment risk      | 0         | 0          | 0                                    | 0           | 0          | 0             | 0           | 0           |
| Total   | 4,405,024 | 0          | 3,483,375                            | 0           | 443,100    | 177,477,057   | 53,408,909  | 239,217,465 |

#### Reinsurers' share of technical provisions

| (EUR)                              | As at 30 June<br>2008 | As at 31 December 2007 | Index |
|------------------------------------|-----------------------|------------------------|-------|
|                                    |                       |                        |       |
| Retained premiums                  | 5,096,886             | 3,117,433              | 163.5 |
| Mathematical provisions            | 0                     | 0                      | 1     |
| Provisions for claims outstanding  | 19,660,885            | 18,332,186             | 107.2 |
| Provisions for bonuses and rebates | 0                     | 0                      | ٠.    |
| Other technical provisions         | 23,577                | 23,576                 | 100.0 |
| Total                              | 24,781,348            | 21,473,195             | 115.4 |

#### Other assets

| (EUR)  | As at 30<br>June 2008 | As at 31<br>December 2007 | Index     |
|--|-----------------------|---------------------------|-----------|
| Accrued income from interest and rent              | 588,571               | 88                        | 668,830.7 |
| Short-term deferred acquisition costs              | 0                     | 0                         | 1         |
| Other short-term deferred costs and accrued income | 10,184,930            | 8,576,330                 | 118.8     |
| Total  | 10,773,501            | 8,576,418                 | 125.6     |

#### **Equity**

Early in June 2008, Sava Re successfully completed the increase in its subscribed capital by means of 1,500,000 new ordinary shares issued through an initial public offering. Its equity thus increased by EUR 42 million: share capital increased by EUR 6,259,389 and capital surplus by EUR 35,740,611.

Revenue reserves as at 30 June 2008

| (EUR)   | 30 June 2008 | 31 December 2007 | Index |
|---|--------------|------------------|-------|
| Reserves required under Articles of Association | 14,986,525   | 14,986,525       | 100.0 |
| Reserves for own shares                         | 1,774        | 1,774            | 100.0 |
| Onw shares (as a deduction item)                | -1,774       | -1,774           | 100.0 |
| Credit risk equalization reserves               | 3,053,943    | 3,669,552        | 83.2  |
| Catastrophe equalization reserves               | 1,028,204    | 1,028,204        | 100.0 |
| Other reserves                                  | 44,630,901   | 35,701,116       | 125.0 |
| Total   | 63,699,573   | 55,385,397       | 115.0 |

Credit risk equalisation reserves that have a technical nature decreased slightly compared to 31 December 2007, in accordance with actuarial calculations.

Other revenue reserves increased significantly after management and supervisory boards at the meeting of 3 June 2008 allocated the portion within their competence of the 2007 net profit to other revenue reserves.

The remaining portion was allocated by the General Meeting held in July 2008 also to other revenue reserves, but is, as at 30 June 2008, still presented under the retained earning item.

Revaluation surplus as at 30 June 2008

| Revaluation of long-term available-for-sale financial assets (EUR) |            |  |  |
|--|------------|--|--|
| As at 1 January 2008   | 12,491,698 |  |  |
| Downward fair value revaluation                                    | -5,524,901 |  |  |
| Transfer of revaluation surplus to operating and                   |            |  |  |
| financial income   | -6,432,695 |  |  |
| As at 30 June 2008   | 534,102    |  |  |

Net earnings per share as at 30 June 2008

| (EUR)                                     | First half 2008 | First half 2007 |
|---|-----------------|-----------------|
| Profit after tax                          | 5,732,409       | 461,169         |
| Shares outstanding (excluding own shares) | 9,362,309       | 7,862,309       |
| Net earnings per share                    | 0.61            | 0.06            |

All of the outstanding shares of Sava Re are ordinary shares, for which reason the "adjusted net earnings per share" indicator equals the "simple net profit per share" indicator shown above.

#### **Technical provisions**

| (EUR)   | As at 1      | Established | Used and   |               |
|---|--------------|-------------|------------|---------------|
|   | January 2008 |             | released   | June 2008     |
|   | 1            | 2           | 3          | 5 = 1 + 2 - 3 |
| Gross retained premiums                                 | 37,577,865   | 8,516,104   | 0          | 46,093,969    |
| Mathematical provisions                                 | 0            | 0           | 0          | 0             |
| Gross provisions for claims outstanding                 | 91,219,036   | 32,871,456  | 32,813,110 | 91,277,382    |
| Gross provisions for bonuses, rebates and cancellations | 195,280      | 50,600      | 0          | 245,880       |
| Other gross technical provisions                        | 491,661      | 0           | 0          | 491,661       |
| Total   | 129,483,842  | 41,438,160  | 32,813,110 | 138,108,892   |

#### **Provisions for employee benefits**

| (EUR)                              | As at 1 January 2008 | As at 30 June 2008 |
|------------------------------------|----------------------|--------------------|
| Provisions for pensions            | 0                    | 0                  |
| Provisions for retirement benefits | 144,440              | 144,440            |
| Provisions for jubilee benefits    | 21,322               | 21,322             |
| Total employee benefits            | 165,762              | 165,762            |

#### **Deferred tax liabilities**

In the first half of 2008, deferred tax liabilities decreased by EUR 3,443,848.

#### Tax liabilities

In the first half of 2008, tax liabilities decreased by EUR 6,476,516 due to the tax paid for 2007. Considering also deferred tax liabilities, the assessed tax was EUR 1,664,248 and the effective tax rate 22.5 %.

Due to deferred tax assets recognised in the balance sheet as at 30 June 2008, profit after tax is higher than profit before tax, for which reason the effective tax rate was not calculated for the first half of 2008.

#### Net premiums earned

In the first half of 2008, net premiums earned increased 21.3% compared to the same period in 2007. The increase is attributable to the increase in gross reinsurance premiums collected abroad, smaller retrocession business, and slower growth in unearned premiums compared to the same period in 2007.

#### **Investment income**

The table below shows both income from investments in associates and other investment income.

| (EUR)                                    | Liability fund<br>First half 2008 | Liability fund<br>First half 2007 | Index |
|--|-----------------------------------|-----------------------------------|-------|
| Income from shares and interests         | 72,079                            | 0                                 | 1     |
| Interest income                          | 1,981,732                         | 1,970,112                         | 100.6 |
| Financial income from revaluation        | 87,803                            | 120,091                           | 73.1  |
| Other financial income                   | 0                                 | 36,814                            | 1     |
| Gains on disposal of investments         | 406,457                           | 1,026,978                         | 39.6  |
| Total investment income - liability fund | 2,548,071                         | 3,153,995                         | 80.8  |
|  | Capital fund<br>First half 2008   | Capital fund<br>First half 2007   | Index |
| Income from shares and interests         | 457,908                           | 0                                 | ı     |
| Income from land and buildings           | 52,284                            | 199,519                           | 26.2  |
| Interest income                          | 1,595,800                         | 1,482,336                         | 107.7 |
| Financial income from revaluation        | 1,108,902                         | 1,387,000                         | 79.9  |
| Other financial income                   | 0                                 | 283,839                           | 0.0   |
| Gains on disposal of investments         | 5,623,371                         | 698,875                           | 804.6 |
| Total investment income - capital fund   | 8,838,265                         | 4,051,569                         | 218.1 |
| Total investment income                  | 11,386,336                        | 7,205,564                         | 158.0 |

#### Other technical income

Other technical income comprises mainly reinsurance commissions. They increased 27.1%, slightly more than reinsurance premiums earned, as the reinsurance market is still in the phase of falling premium rates and rising commission rates.

#### Net claims and benefits incurred

Net claims and benefits incurred decreased 5.8% compared to the first half of 2007. The decrease is explainable by favourable claim development in the Slovenian insurance market in the first half of 2008.

## **Operating expenses**

| (EUR)  | First half 2008 | First half 2007 | Index   |
|--|-----------------|-----------------|---------|
| Depreciation of operating assets               | 74,708          | 62,785          | 119.0   |
| Labour costs                                   | 2,157,965       | 1,796,730       | 120.1   |
| - salaries and wages                           | 1,429,134       | 1,168,395       | 122.3   |
| - social and pension insurance costs           | 276,666         | 221,078         | 125.1   |
| - other labour costs                           | 452,165         | 407,257         | 111.0   |
| Costs of services provided by natural persons  |                 |                 |         |
| not pursuing business, incl. of contributions  | 59,521          | 50,926          | 116.9   |
| Other operating expenses                       | 3,366,238       | 464,304         | 725.0   |
| - entertainment, advertising, exhibitions      | 423,964         | 55,730          | 760.7   |
| - material and energy                          | 73,445          | 89,506          | 82.1    |
| - maintenance services                         | 6,770           | 5,922           | 114.3   |
| - reimbursement of work-related costs          | 175,922         | 60,516          | 290.7   |
| - professional services                        | 2,474,722       | 83,649          | 2,958.5 |
| - duties payable regardless of profit or loss, |                 |                 |         |
| except insurance premiums                      | 29,830          | 30,834          | 96.7    |
| - transport and communication services         | 27,795          | 24,695          | 112.6   |
| - insurance premiums                           | 21,421          | 27,369          | 78.3    |
| - bank fees                                    | 18,626          | 20,165          | 92.4    |
| - rentals and leases                           | 4,660           | 979             | 476.0   |
| - training                                     | 12,660          | 9,284           | 136.4   |
| - other services                               | 96,423          | 55,655          | 173.3   |
| Total  | 5,658,431       | 2,374,745       | 238.3   |

The increase in operating expenses is attributable to the costs of the initial public offering: these were EUR 2.8 million, of which 63% were legal and consulting fees.

### **Investment expenses**

|   | Liability fund  | Liability fund  |         |
|---|-----------------|-----------------|---------|
| (EUR)   | First half 2008 | First half 2007 | Index   |
| Asset management expenses, interest           |                 |                 |         |
| expenses and other financial expenses         | 28,151          | 34,026          | 82.7    |
| Financial expenses from revaluation           | 464,654         | 292,791         | 158.7   |
| Losses on disposal of investments             | 562,955         | 266,716         | 211.1   |
| Total investment expenses - liability fund    | 1,055,760       | 593,533         | 177.9   |
|   | Capital fund    | Capital fund    |         |
|   | First half 2008 | First half 2007 | Index   |
| Depreciation of investments not necessary for |                 |                 |         |
| operations                                    | 5,795           | 23,106          | 25.1    |
| Asset management expenses, interest           |                 |                 |         |
| expenses and other financial expenses         | 1,418,116       | 1,264,700       | 112.1   |
| Financial expenses from revaluation           | 346,109         | 406,000         | 85.2    |
| Losses on disposal of investments             | 1,448,455       | 86,453          | 1,675.4 |
| Total investment expenses - capital fund      | 3,218,475       | 1,780,259       | 180.8   |
| Total investment expenses                     | 4,274,235       | 2,373,792       | 180.1   |

### **Related party disclosures**

Investments in Group companies and amounts due from Group companies as at 30 June 2008

|  | Sava       |           |                 |           |            |            |            |
|--|------------|-----------|-----------------|-----------|------------|------------|------------|
| (EUR)  |            | Tilia     | Sava Osiguranje | Dukagjini | Sava Tabak | Montenegro | Total      |
| Debt securities issued by and loans to Group companies | gross      | 1,726,262 | 1,500,000       | 500,000   | 0          | 0          | 3,726,262  |
|  | allowances | 0         | 0               | 0         | 0          | 0          | 0          |
|  | net        | 1,726,262 | 1,500,000       | 500,000   | 0          | 0          | 3,726,262  |
| Receivables from premiums for assumed reinsurance      | gross      | 4,746,664 | 0               | 180,598   | 1,912,075  | 61,667     | 6,901,004  |
|  | allowances | 0         | 0               | 0         | 0          | 0          | 0          |
|  | net        | 4,746,664 | 0               | 180,598   | 1,912,075  | 61,667     | 6,901,004  |
|  | gross      | 0         | 64,719          | 0         | 0          | 0          | 64,719     |
|  | allowances | 0         | 0               | 0         | 0          | 0          | 0          |
| Long-term receivables                                  | net        | 0         | 64,719          | 0         | 0          | 0          | 64,719     |
| Total  |            | 6,472,926 | 1,564,719       | 680,598   | 1,912,075  | 61,667     | 10,691,985 |

Liabilities to Group companies as at 30 June 2008

| (EUR)                               | Tilia     | Dukagjini | Sava Tabak | Montenegro | Total     |
|-------------------------------------|-----------|-----------|------------|------------|-----------|
| Liabilities for reinsurers share of |           |           |            |            |           |
| claims                              | 455,313   | 5,783     | 666,355    | 47,332     | 1,174,783 |
| Other short-term liabilities        | 1,201,839 | 19,206    | 757,482    | 0          | 1,978,527 |
| Total (excluding provisions)        | 1,657,152 | 24,989    | 1,423,837  | 47,332     | 3,153,310 |

# Income and expenses from transactions with Group companies in the first half of 2008

|                                | Sava       |                 |           |            |            |            |  |
|--------------------------------|------------|-----------------|-----------|------------|------------|------------|--|
| (EUR)                          | Tilia      | Sava Osiguranje | Dukagjini | Sava Tabak | Montenegro | Total      |  |
| Gross reinsurance premiums     |            |                 |           |            |            |            |  |
| written                        | 11,416,509 | 0               | 211,893   | 257,731    | 366,457    | 12,252,590 |  |
| Gross claims and benefits paid | 5,197,234  | 0               | 29,222    | 507,367    | 47,332     | 5,781,155  |  |
| Reinsurance commissions        | 2,804,676  | 0               | 35,325    | 82,418     | 19,582     | 2,942,000  |  |
| Income from land and buildings | 3,225      | 0               | 0         | 0          | 0          | 3,225      |  |
| Interest income                | 82,280     | 44,117          | 13,569    | 0          | 0          | 139,966    |  |