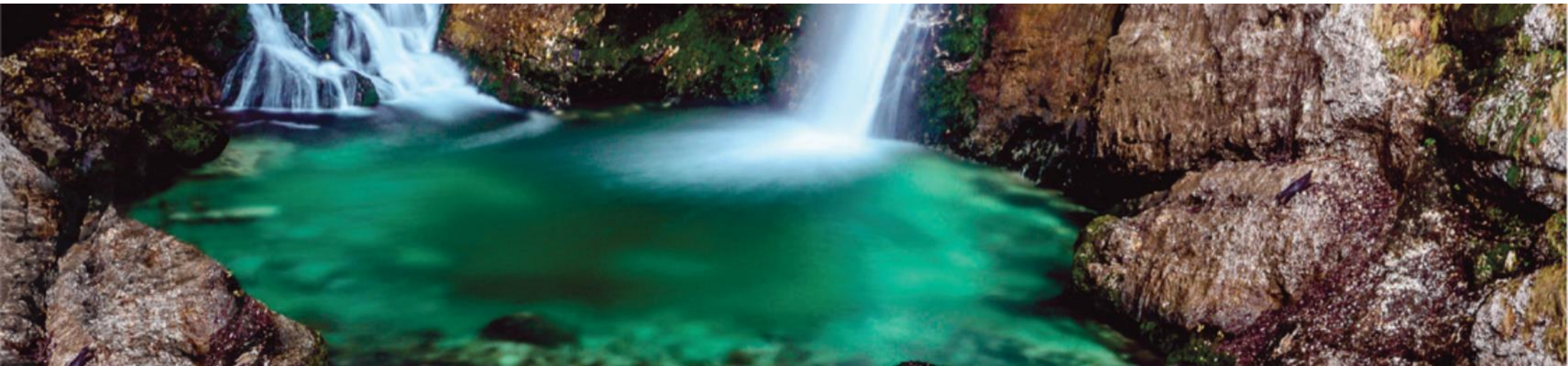




Sava Insurance Group presentation

June 2022



Contents

- Overview
- Profile of business pillars
- 2021 results
- 2022 plan
- Strategy 2020-2022

Business profile

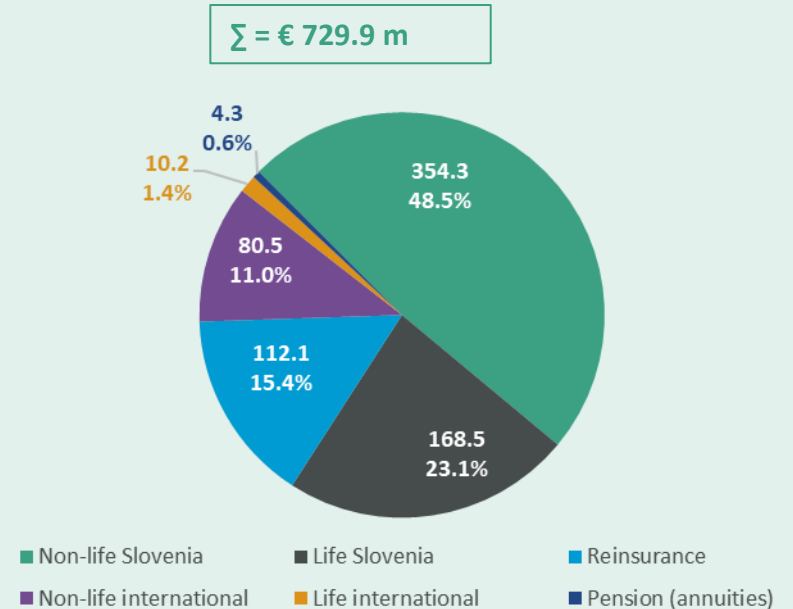
Sava Insurance Group GPW and market shares (insurance) 2021 by country



Key facts

- The 3rd largest insurance group in the Adria region (total GWP of € 729.9 million in 2021).
- Presence in 6 Adria countries with strong position in underpenetrated markets alike Montenegro, North Macedonia and Kosovo.
- The largest non-captive reinsurer in the region with business spanning worldwide.
- After the takeover of Slovenian fund management company in 2019 Sava Insurance Group has over € 3 billion assets under management.

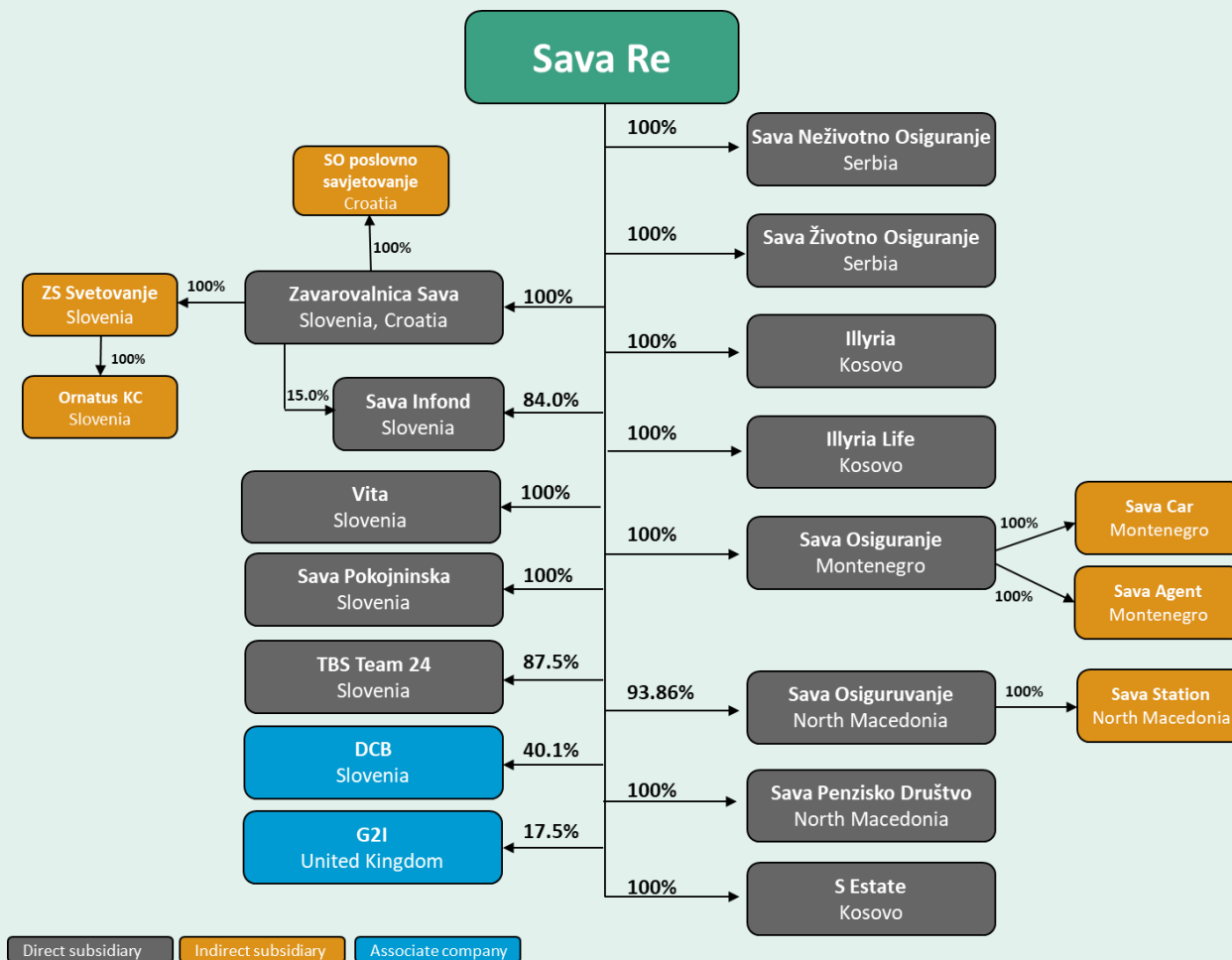
Breakdown of 2021 consolidated GPW by segments



- Rating: S&P A, stable outlook (Sep 2021), AM Best A, stable outlook (Oct 2021)
- Listed on the prime market of the Ljubljana Stock Exchange (POSR symbol)
- Solvency position of Sava Insurance Group at 31 Dec 2021: SII: 198%

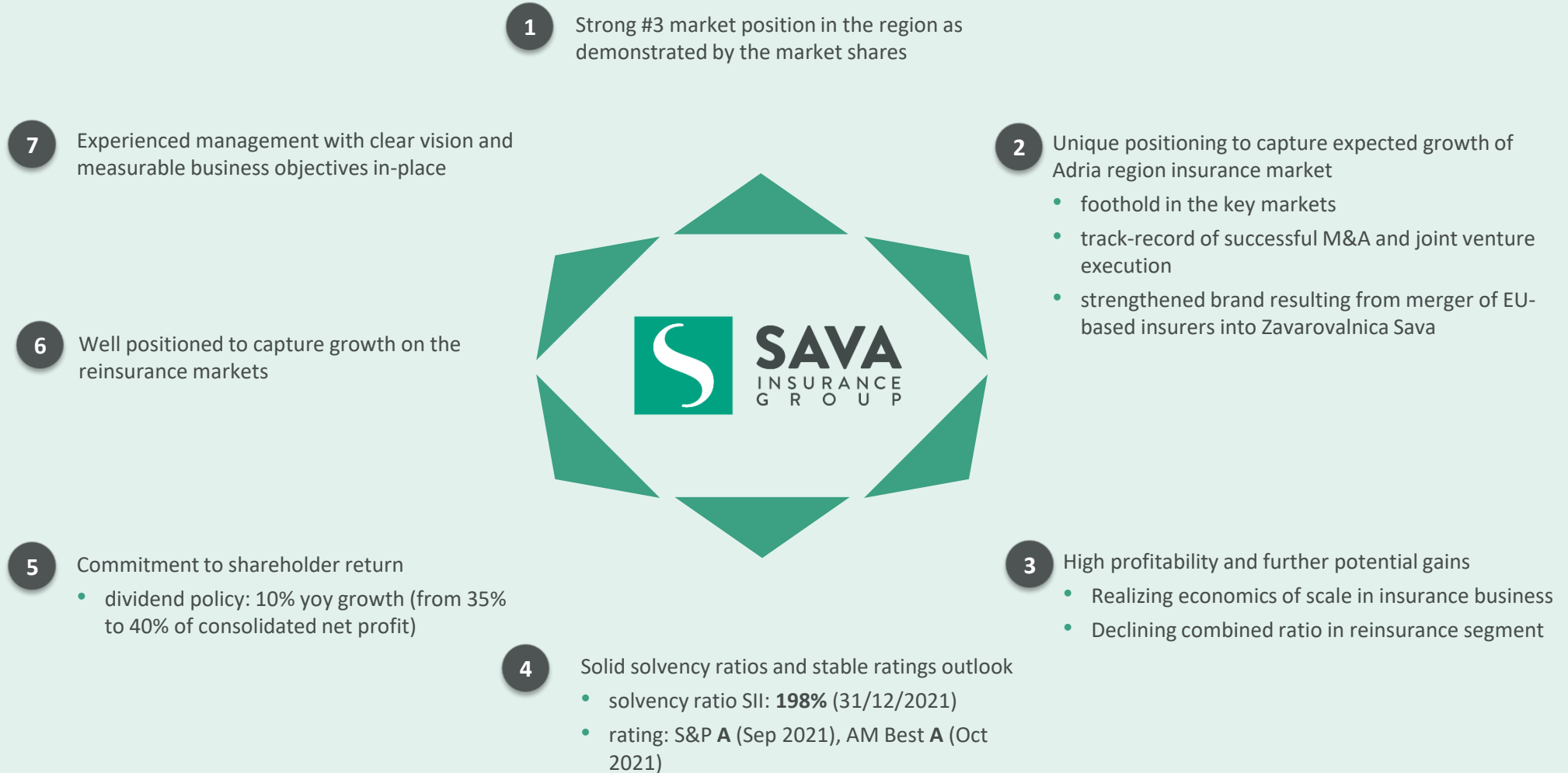
Sava Insurance Group

Composition of the Sava Insurance Group as of December 31, 2021

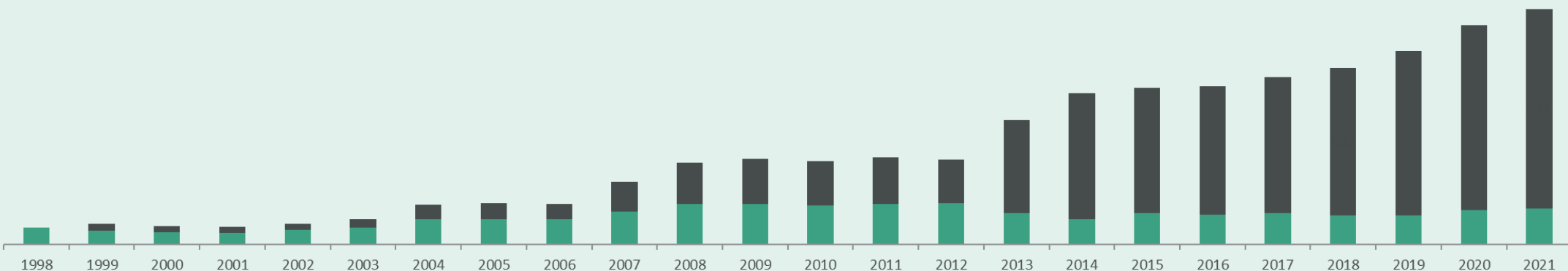


The percentages in the figure relate to equity stakes. GZI, Sava Infond and DCB also hold own shares, which is why voting rights do not equal equity stakes.

Equity story full outline



Sava Insurance Group growth through acquisitions



1998

2006 - 2009

2013

2015

2016

2018

2019

2020

Entry into Slovenian direct insurance market through acquisition of Zavarovalnica Tilia

Entry into insurance markets of:

- N. Macedonia (NL)
- Montenegro (NL)
- Kosovo (NL + L)
- Serbia (NL + L)
- Croatia (NL + L)

Acquisition of Zavarovalnica Maribor in Slovenia (55 million capital increase)

Entry into Slovenian pension market

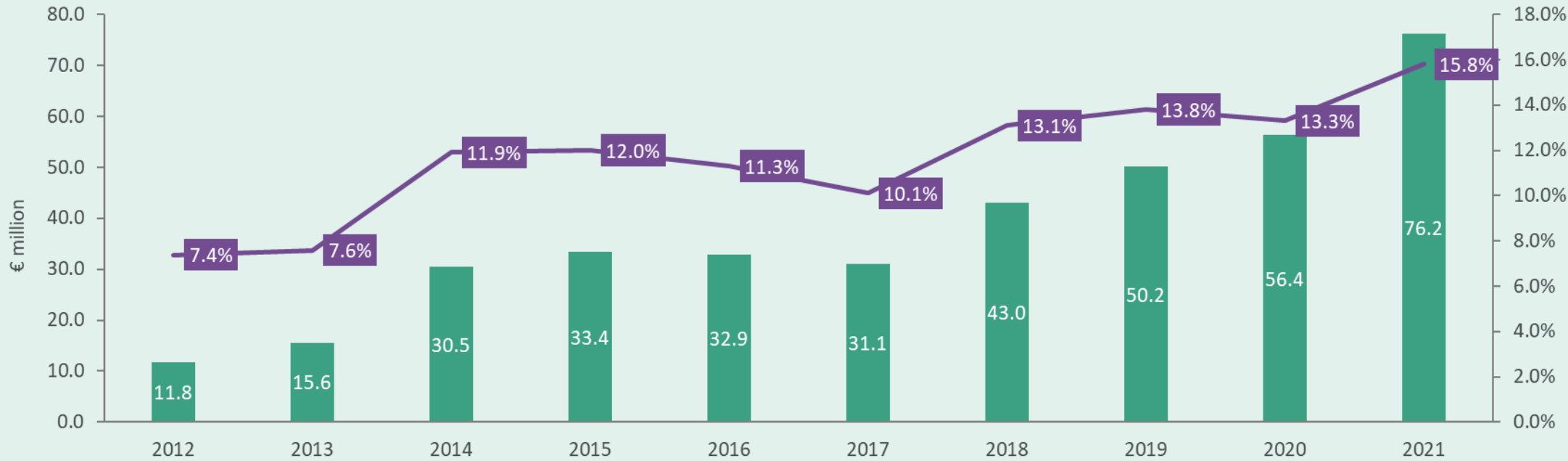
Merger of EU-based companies (Slovenian Zavarovalnica Tilia and Zavarovalnica Maribor and Croatian Life and Non-life)

- Entry into North Macedonian pension market
- Acquisition of Slovenian based international assistance provider TBS Team 24
- Acquisition of Serbian insurance company (merged into existing Serbian insurer at the end of 2018)

- Acquisition of two Croatian insurers (NL + L)
- Entry into asset management market through acquisition of KBM Infond

- Acquisition of Slovenian health-care provider Diagnostic Centre Bled
- Acquisition of Slovenian life insurance company NLB Vita

Sava Insurance Group history - Consolidated net result & ROE



A.M. Best rating: A- (stable)
S&P rating: BBB+ (stable)

S&P rating: A- (stable)

S&P rating: A (stable) (July 2018)
A.M. Best rating: A (stable) (Nov 2018)

The management board



Marko Jazbec
Chairman

- Marko Jazbec took up the leadership of Sava Re in May 2017. In his role he is responsible for finance; human resources; general, organisational and legal affairs; public relations; compliance; internal audit; information technology and the management of strategic investments in Slovenia-based subsidiaries. He has years of experience in senior and top management positions, notably at the Bank of Slovenia; SKB banka, d.d.; Droga Kolinska, d.d.; Intereuropa, d.d.; NLB, d.d.; and Hoteli Bernardin, d.d. Until mid-July 2016, he headed up Slovenian Sovereign Holding, d.d.
- During his career, Marko has gained valuable experience in the corporate governance of banks and companies, and significant expertise in asset management, risk management, treasury finance, corporate finance and corporate banking.
- Marko holds a degree in economics from the University of Ljubljana.



Polona Pirš Zupančič
Member

- Polona Pirš Zupančič has served on the management board of Sava Re since January 2018. In her role she is responsible for corporate finance, strategic planning and controlling, accounting, investor relations, risk and capital management, actuarial affairs and modelling. She began her career at Sava Re in 1999. Since 2009 she has headed the corporate finance and controlling department as executive director.
- In addition to her long-term experience in reinsurance underwriting, Polona brings with her a proven track record in managing and supporting complex projects of strategic importance to the Company and the Group.
- Polona holds a master's degree in economics from the University of Ljubljana.



Peter Skvarča
Member

- Peter Skvarča became a member of the Sava Re management board in June 2020. In this role he is responsible for reinsurance operations and the management of strategic investments in subsidiaries based outside Slovenia. He joined the Group in 2007 as deputy chief operating officer of the subsidiary Sava Osiguruvanje in Macedonia, where he took over as chief executive in 2011 and led the company until 2019.
- Peter started his career at the Slovenian Ministry of Economic Relations and Development and was later economic counsellor to the Slovenian ambassador to Macedonia.
- In addition to Slovenian, he is fluent in English, French, Serbian and Macedonian. Peter holds a degree in political science (University of Ljubljana) and a master's degree in European integration (University of Limerick).

Growth in book value of share

Book value of share

€32.53

2021/20: +9.5%

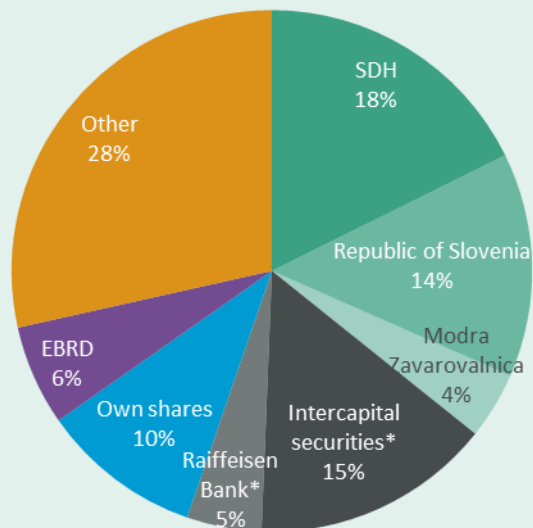
Performance and turnover (01/01/2021 = 100)



More information on POSR share performance and returns is available at: <https://www.sava-re.si/en-si/investor-relations/our-share/>

Ownership structure

Shareholders as at 31 December 2021



* Fiduciary account.

** Sava Re was informed on 2 June 2016 that Adris Grupa, together with its subsidiaries, holds 19.04% of shares of Sava Re's share capital (21.15% of all shares with voting rights) in fiduciary accounts.

| | 31/12/2021 |
|-----------------------------------|------------|
| Share capital (€ million) | 71.9 |
| Market capitalisation (€ million) | 432.4 |
| Trading symbol | POSR |
| No. of shares | 17,219,662 |
| No. of own shares | 1,721,966 |
| No. of shareholders | 4,274 |

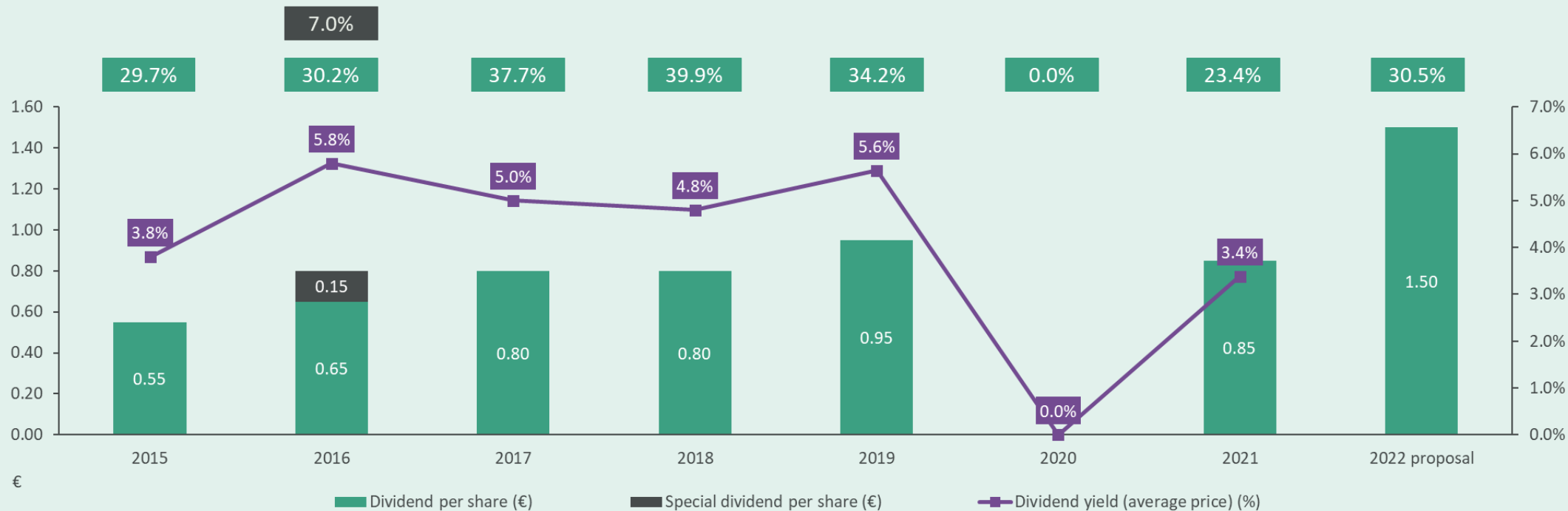
| Investor type | Local investor | Foreign investor |
|--|----------------|------------------|
| Insurance undertakings and pension companies | 18.3 % | 0.0 % |
| Other financial institutions* | 18.0 % | 15.8 % |
| Republic of Slovenia | 13.9 % | 0.0 % |
| Individuals | 10.7 % | 0.1 % |
| Investment companies and mutual funds | 2.6 % | 0.1 % |
| Other non-financial corporations | 2.9 % | 1.0 % |
| Banks | 0.0 % | 16.6 % |
| Total | 66.4 % | 33.6 % |

* Within other financial institutions SDH holds 17.7% of all shares.

Dividend policy

Special dividend as % of consolidated profit

Regular dividend as % of consolidated profit

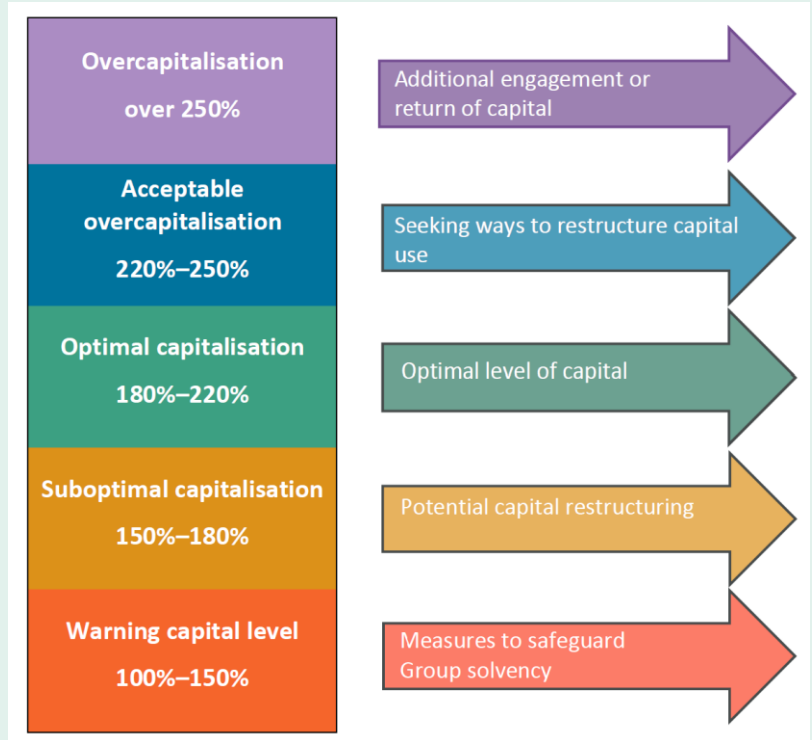


- **Dividend policy:** 10% average increase in dividend per year; distribution of between 35% and 45% of the net profit of the Sava Insurance Group.
- Sava Re did not pay any dividends in 2020 because of increased Covid-19-related risks identified and due to special caution in response to recommendations by the Insurance Supervision Agency. The amount of the 2020 dividend paid out in 2021 was limited on the recommendation of the Insurance Supervision Agency.
- Proposed dividend payout in 2022 in respect of the 2021 profit: proposed dividend payment of €23,246,544.00 or €1.50 gross per share. The general meeting of shareholders is scheduled to be held on 23 June 2022.

Capital adequacy

| € million | 31/12/2020 |
|------------------------------------|--------------|
| Eligible own funds | 567.8 |
| Solvency capital requirement (SCR) | 287.4 |
| Solvency ratio | 198 % |

| € million | 31/12/2021 |
|------------------------------------|--------------|
| Eligible own funds | 601.3 |
| Solvency capital requirement (SCR) | 304.4 |
| Solvency ratio | 198 % |



The Sava Insurance Group’s solvency and financial condition report for 2021 was posted on the Sava Re website and that of the Ljubljana stock exchange on 19 May 2022.

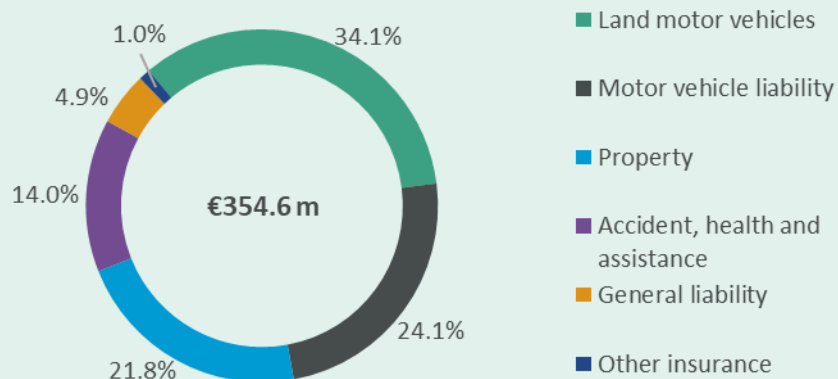
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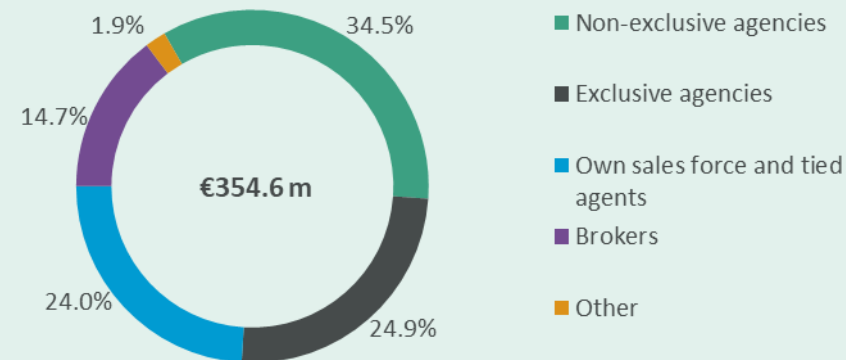
Slovenian insurance business – non-life (non-consolidated)

Data for Vita are shown for all years, although Vita has been included in the consolidated accounts since June 2020.

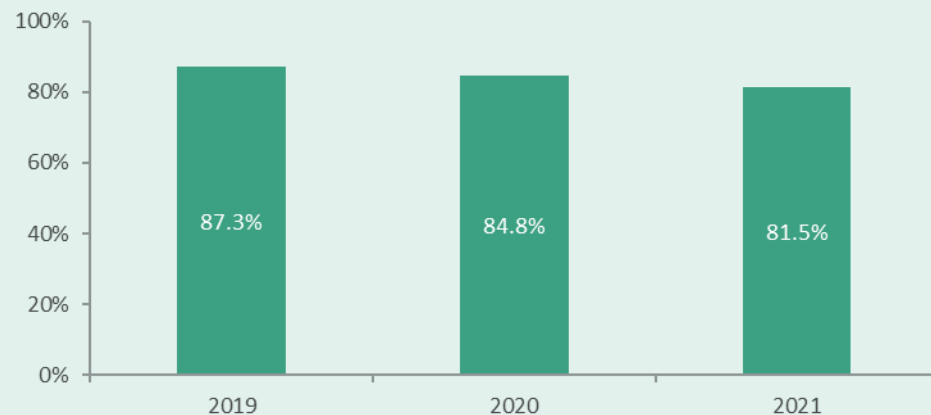
Structure of GWP 2021 by class of insurance



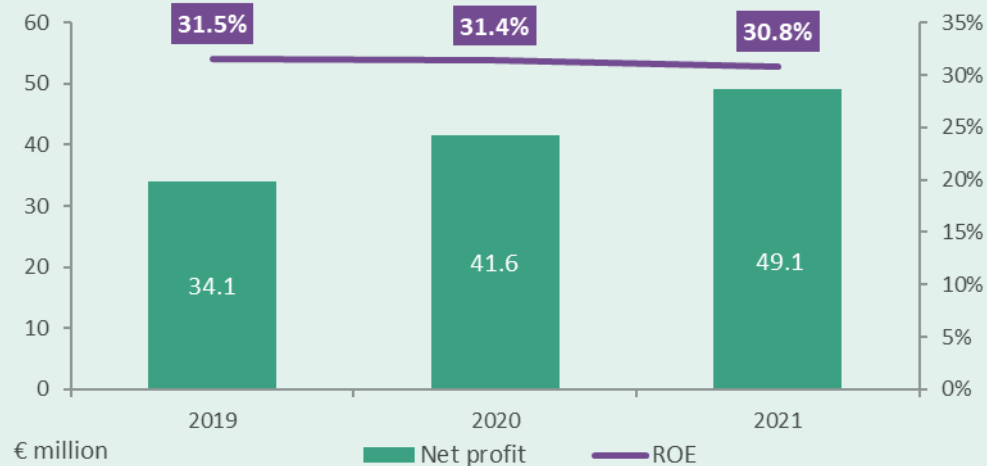
Structure of GWP 2021 by sales channel



Combined ratio



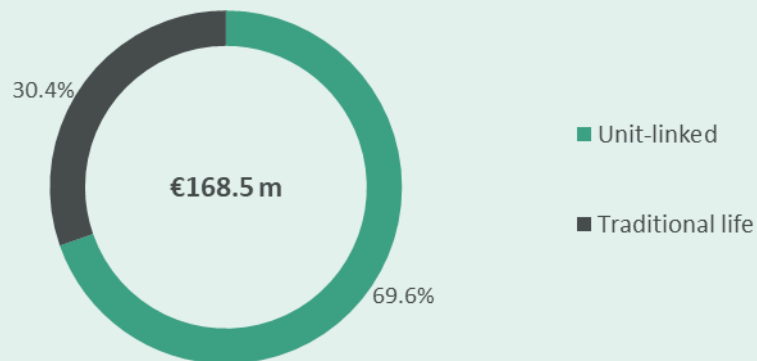
Net profit and ROE



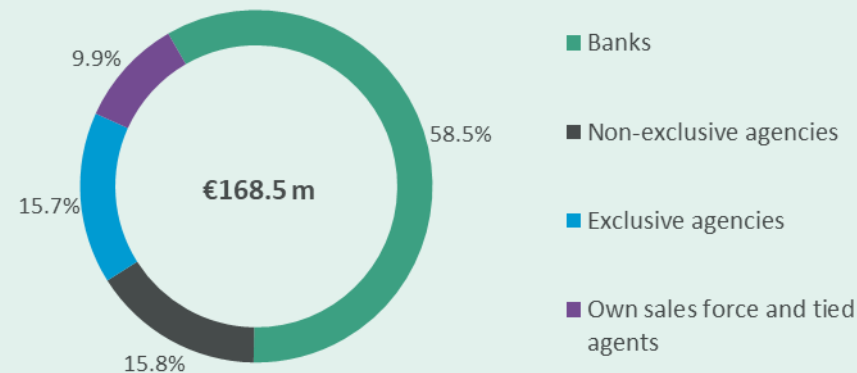
Slovenian insurance business – life (non-consolidated)

Data for Vita are shown for all years, although Vita has been included in the consolidated accounts since June 2020.

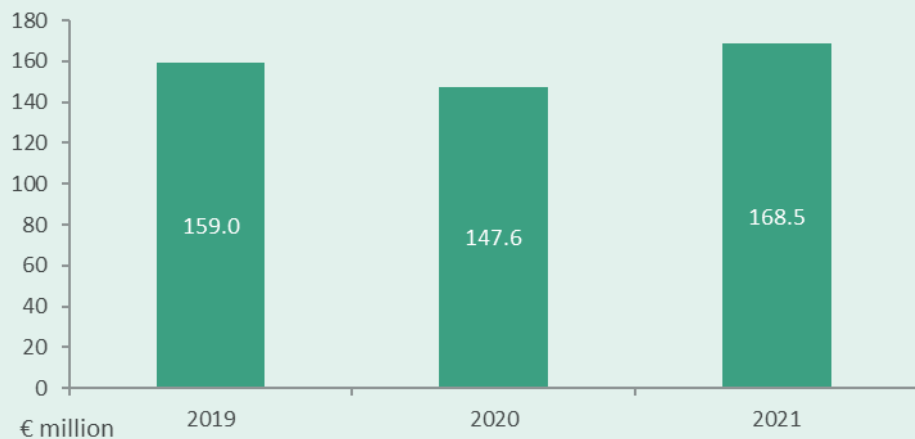
Structure of GWP 2021 by class of insurance



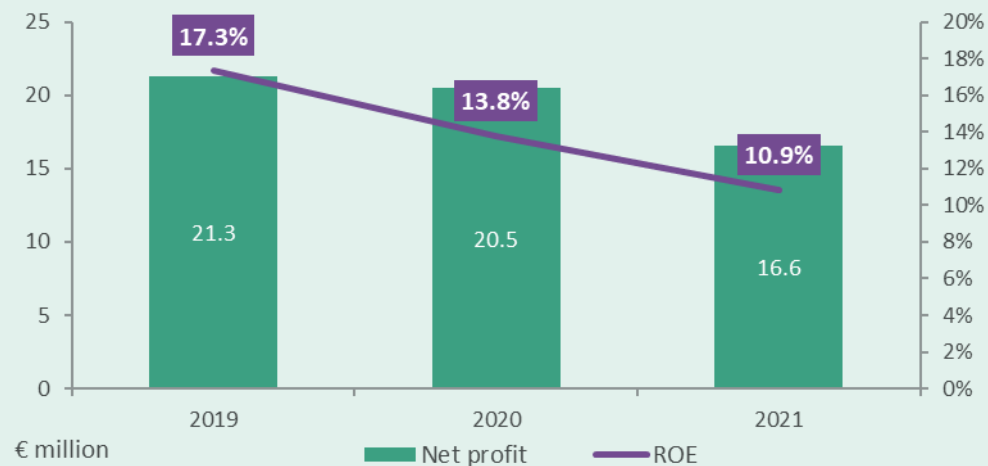
Structure of GWP 2021 by sales channel



Gross premiums written

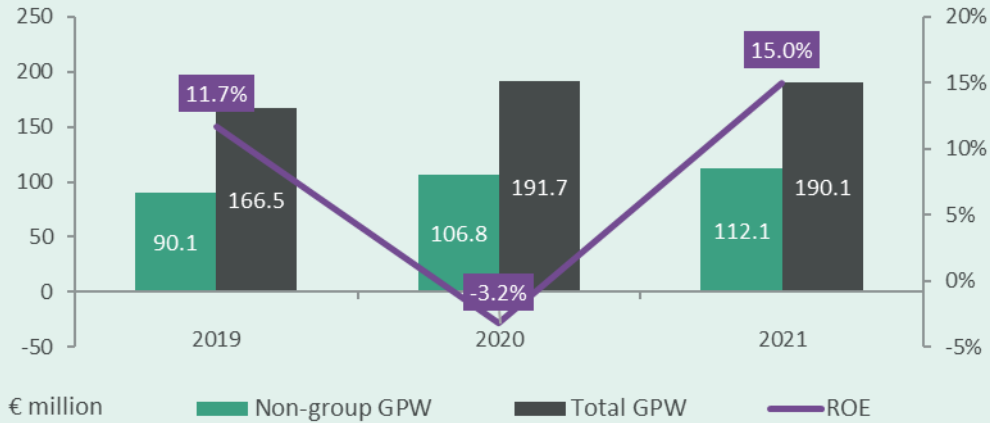


Net profit and ROE

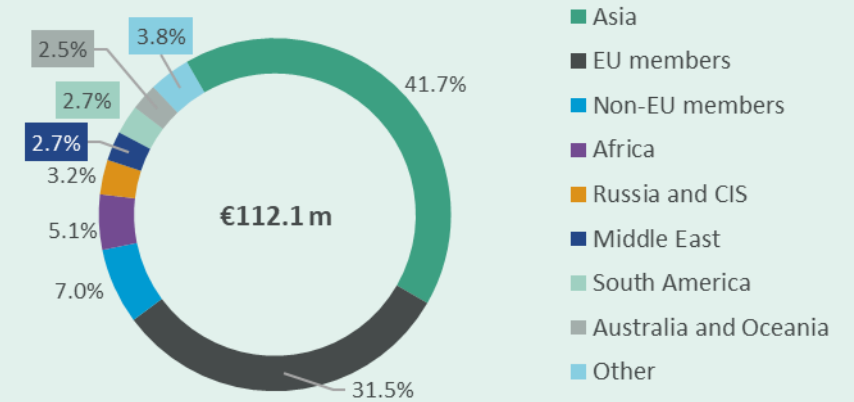


Sava Re (non-consolidated)

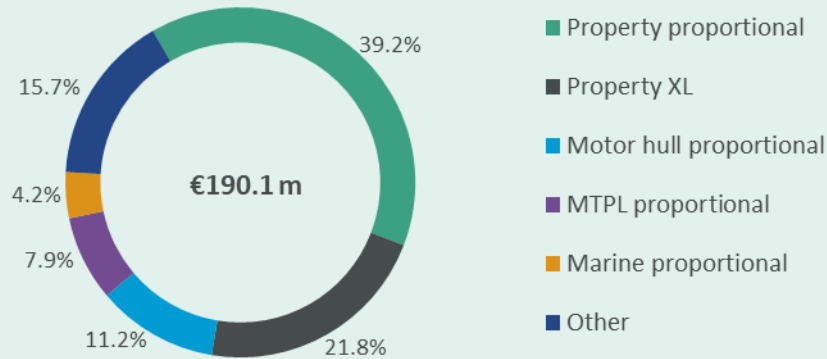
Gross premiums written and ROE



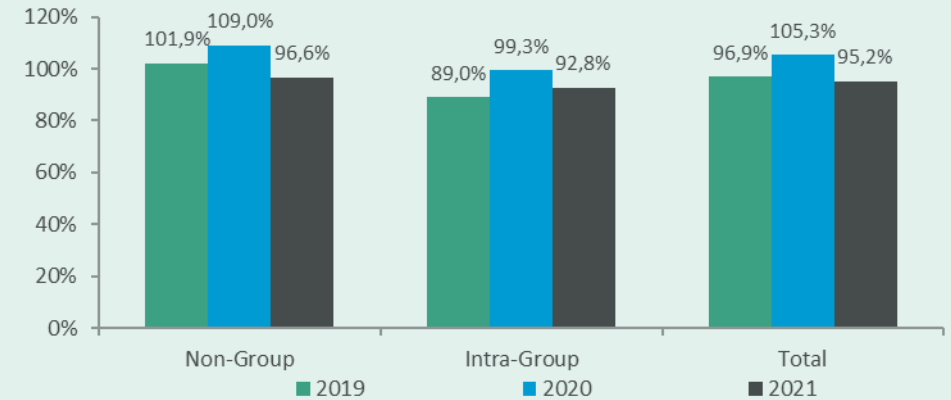
Geographical split of non-group GPW 2021



Split of total GPW 2021 by type

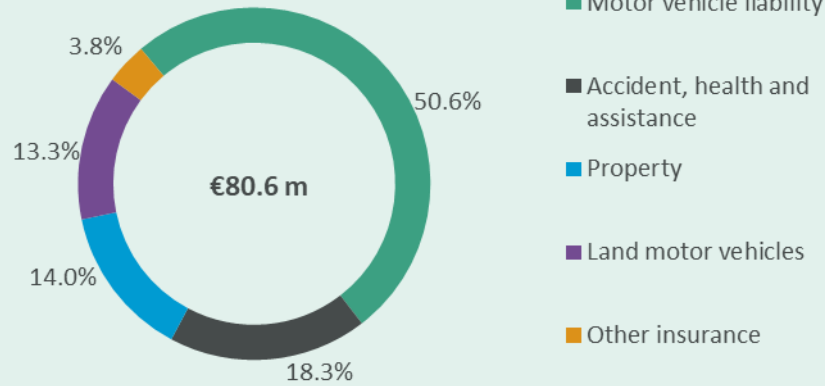


Combined ratio (excl. FX diff. and holding expenses)

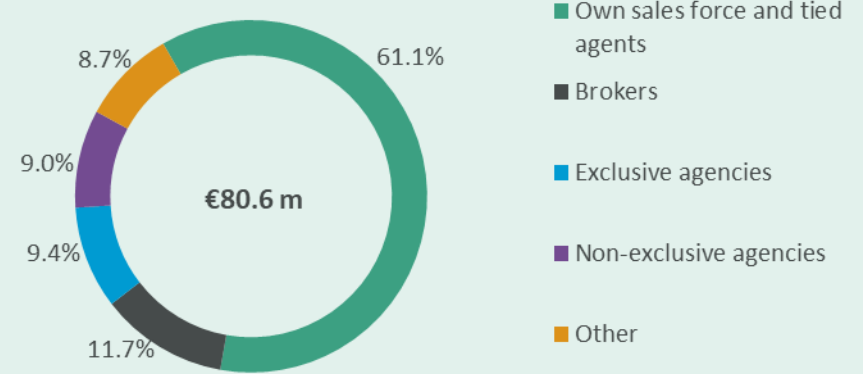


International insurance business – non-life (non-consolidated)

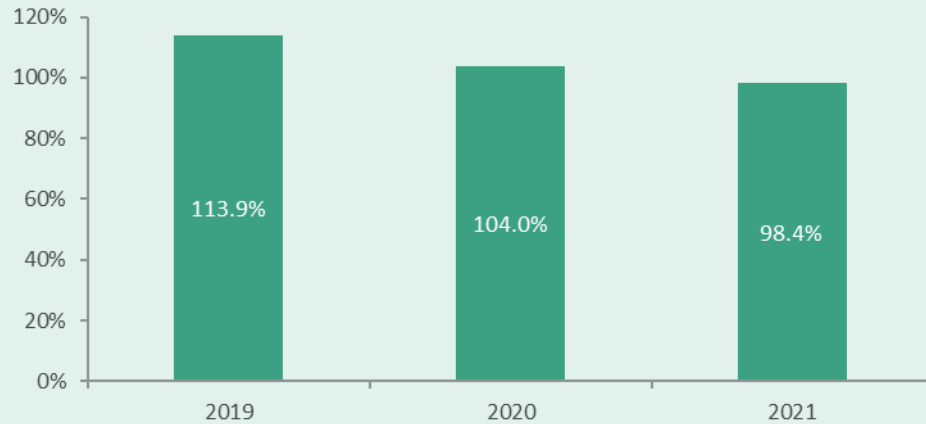
Structure of GWP 2021 by class of insurance



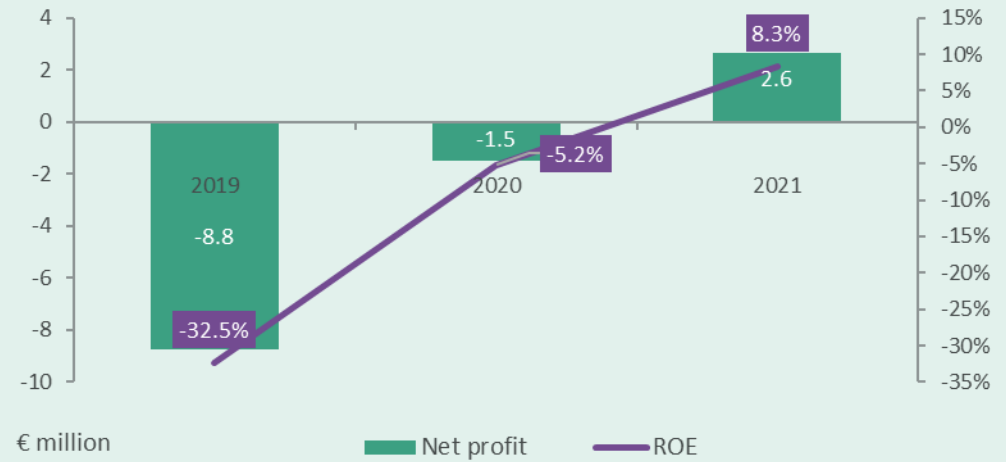
Structure of GWP 2021 by sales channel



Combined ratio

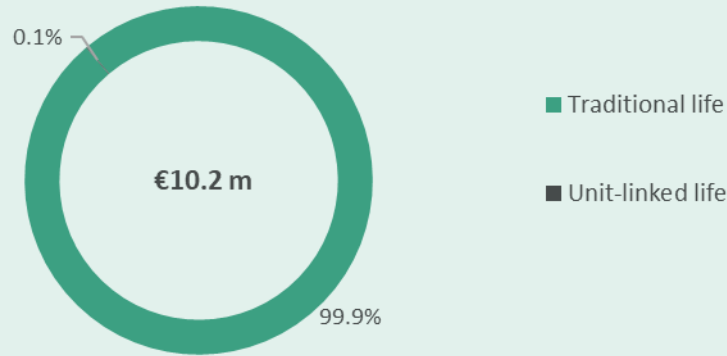


Net profit and ROE

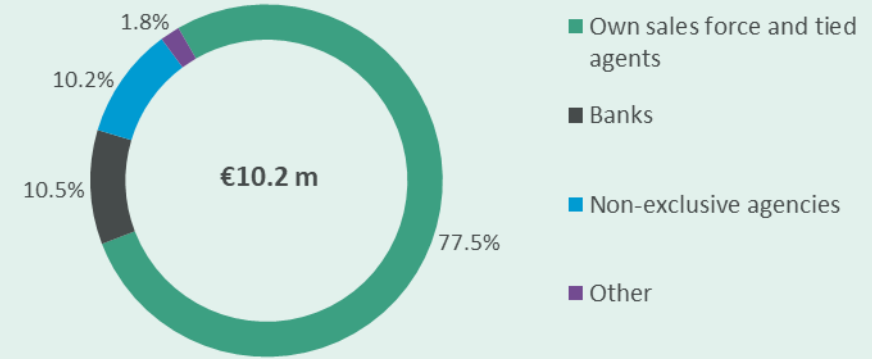


International insurance business – life (non-consolidated)

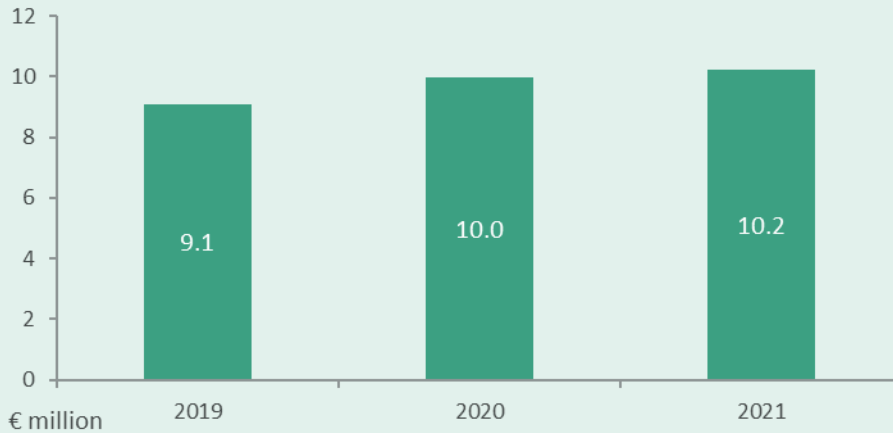
Structure of GWP 2021 by class of insurance



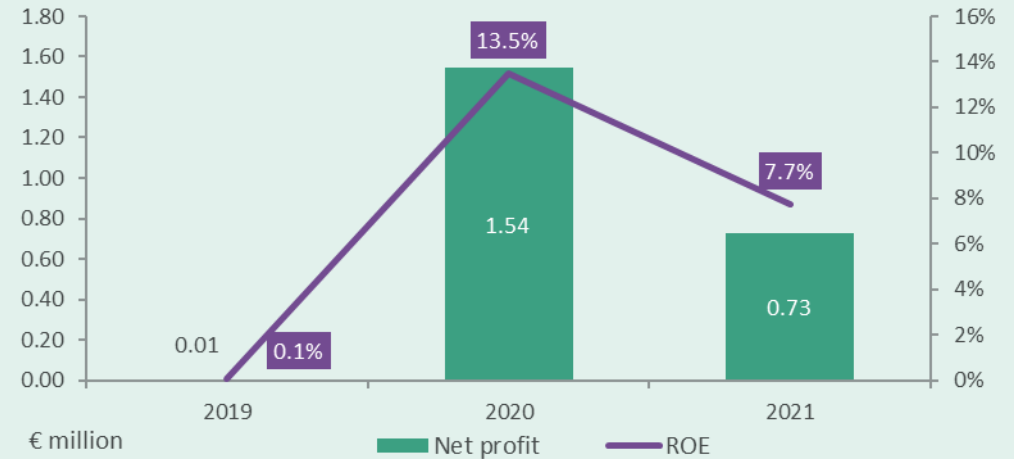
Structure of GWP 2021 by sales channel



Gross premiums written

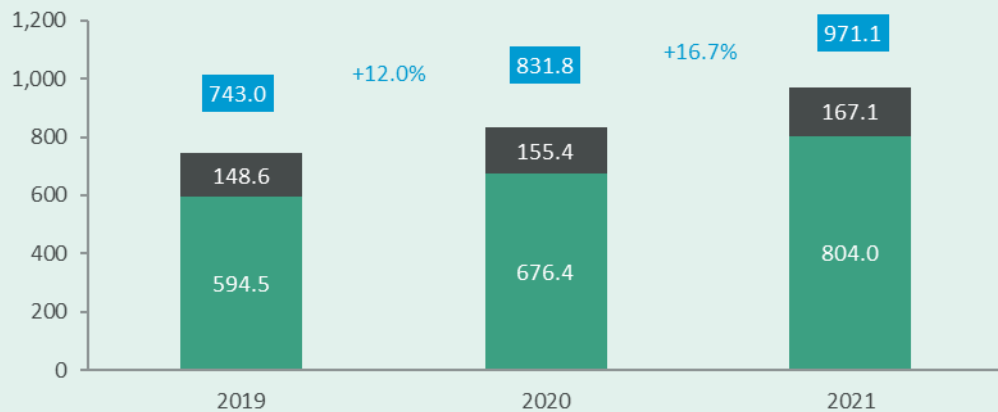


Net profit and ROE



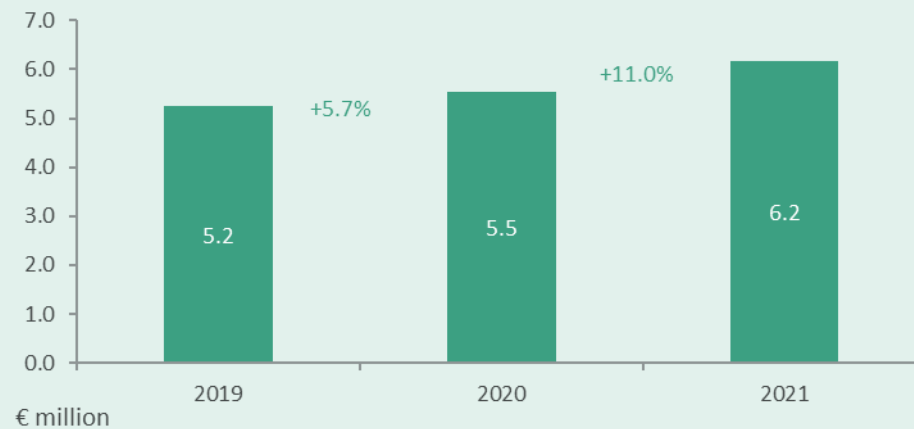
Pension business (non-consolidated)

Pension fund assets



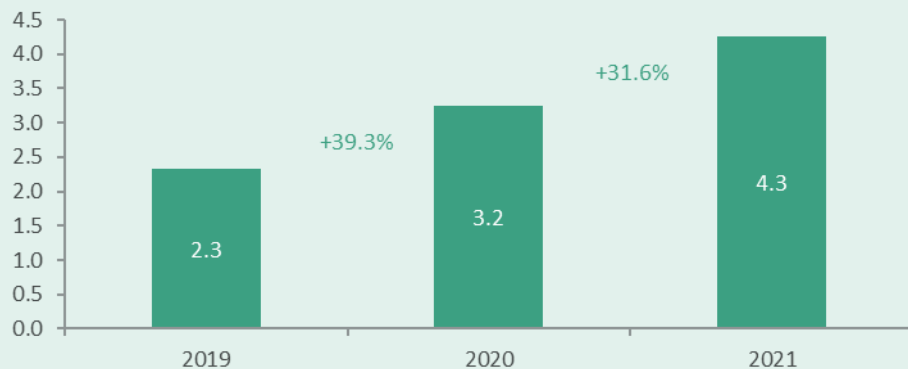
€ million ■ North Macedonian pension company ■ Slovenian pension company ■ Total

Revenue from managing pension funds



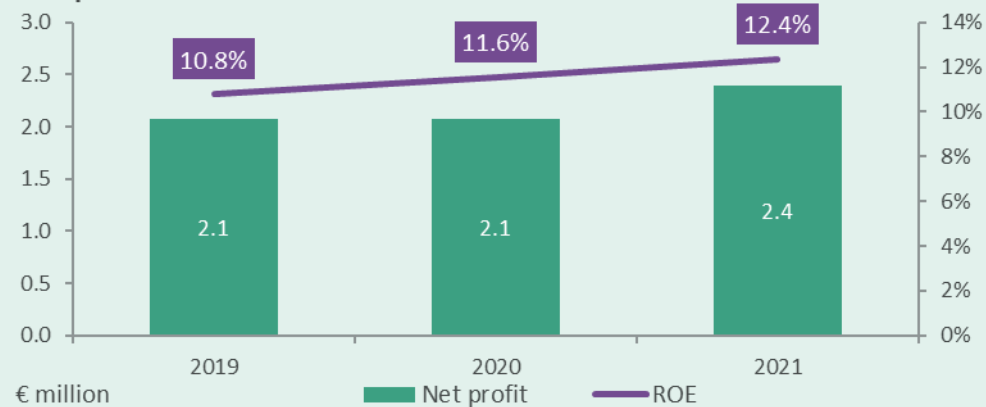
€ million

Gross premiums written (Slovenian company annuities)



€ million

Net profit and ROE

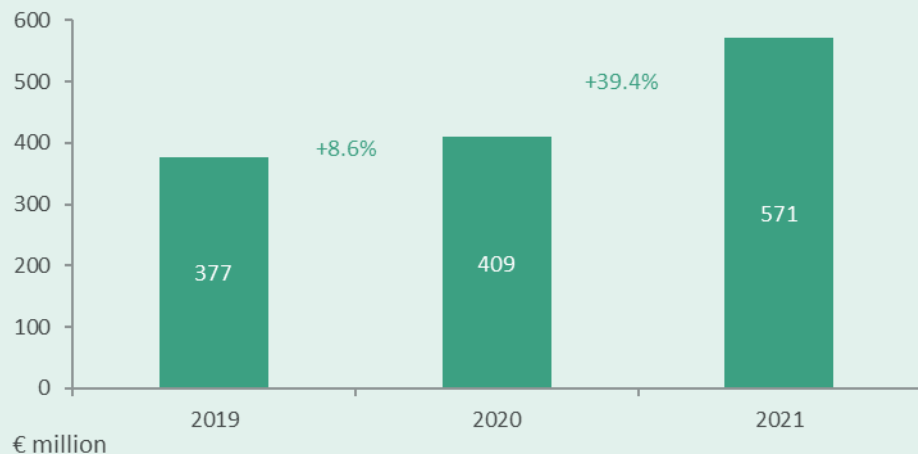


€ million

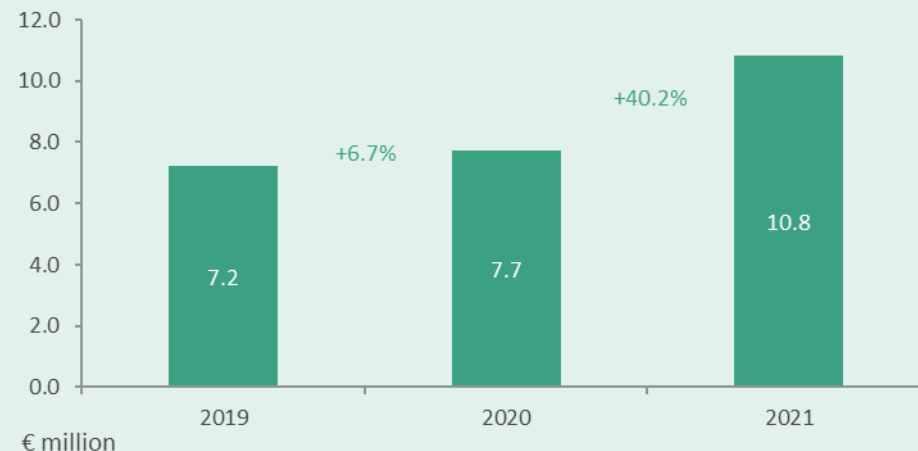
Mutual fund management (non-consolidated)

Data shown for all years, even though Sava Infond was included in the consolidated accounts in July 2019.

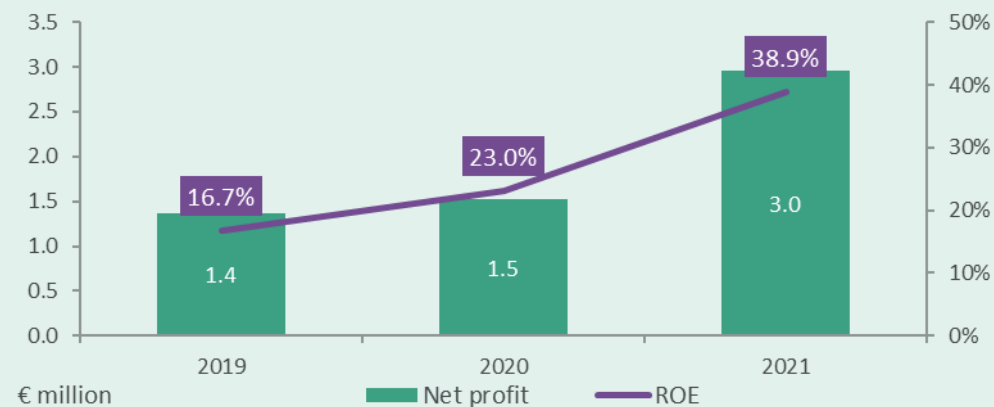
Mutual fund assets



Revenue from managing funds



Net profit and ROE



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Highlights of 2021

Growth in operating revenue of **7.6%**

Record net profit of **€76.2 million**, which exceeds planned net profit by 43.7%

Net expense ratio of **29.0%** (last year 29.5%)

Net combined ratio (excluding FX differences) of **88.3%** (last year 93.9%)

All segments ended the year with a profit, except for the “other” segment, which includes subordinated debt expenses

Improved performance of non-life segments due to favourable claims development, improved performance of the pensions & AM segment due to higher inflows and favourable conditions on the stock markets with a positive impact on the amount of AUM

S&P and AM Best **“A” ratings**, stable outlook, affirmed

Record profit for the year

Gross result

€93.5 m

2021/20: +38.1%

Net result

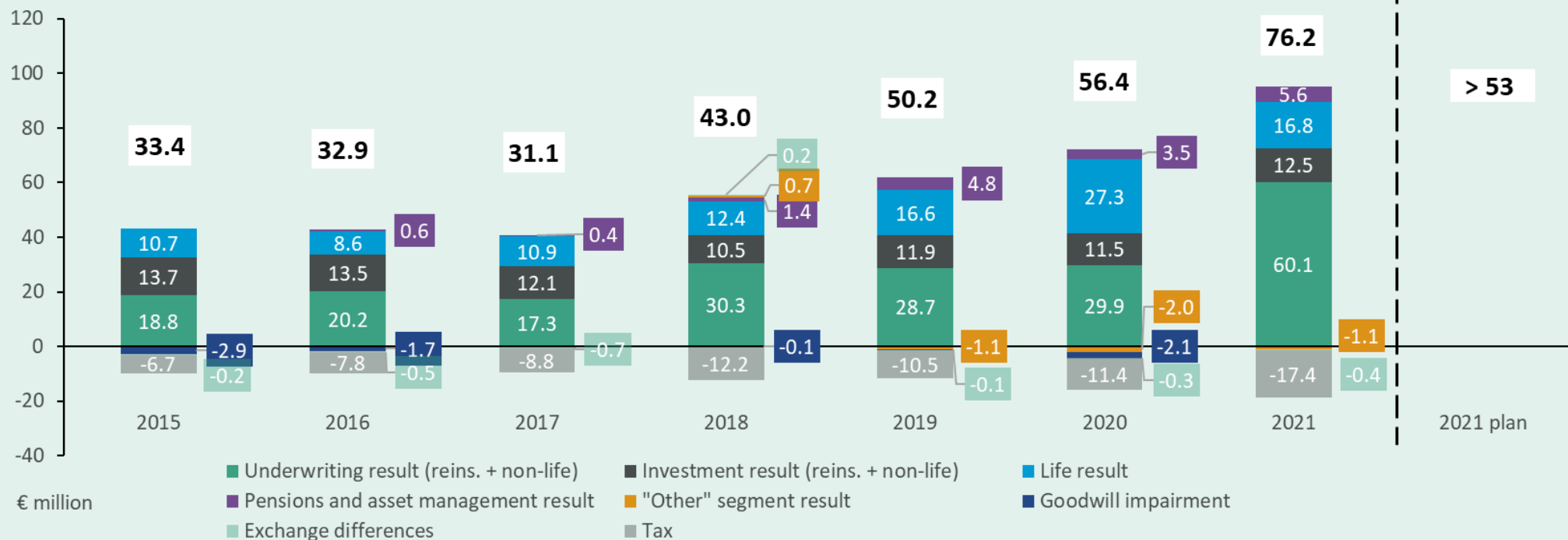
€76.2 m

2021/20: +35.1%

Plan achieved



Composition of net result



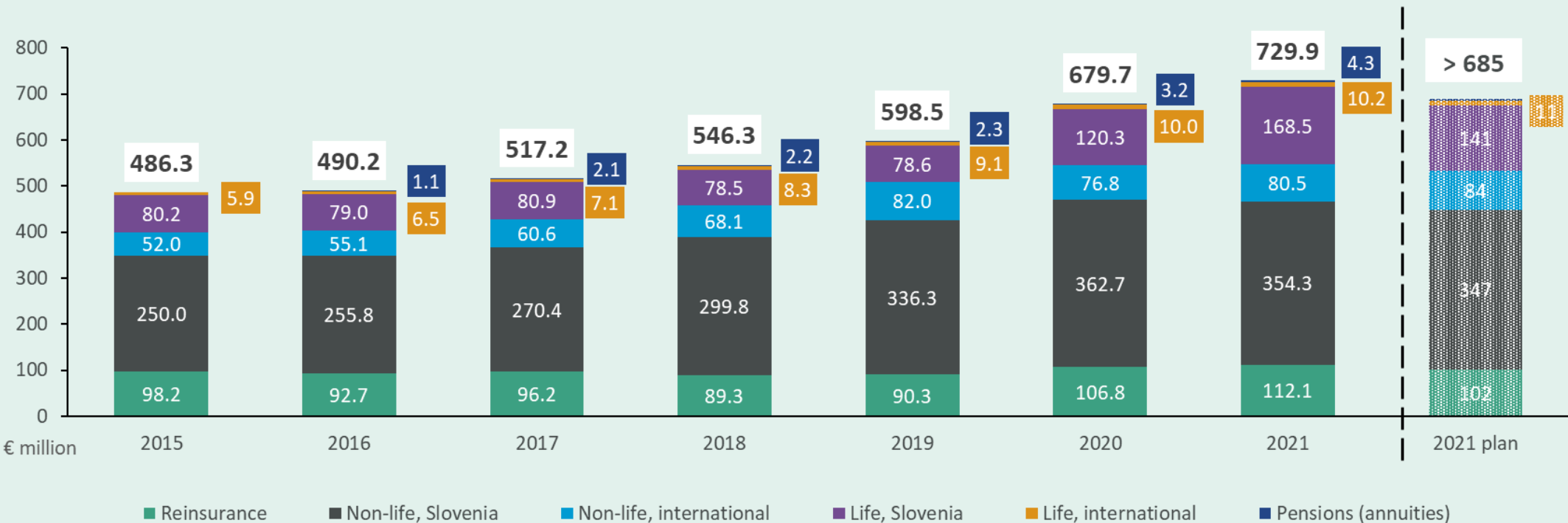
Development of consolidated GPW

Consolidated gross premiums written in 2021

€729.9 m

2021/20: **+7.4%**

Plan achieved



Development of consolidated GPW by insurance market

Insurance, pension and asset management companies

Slovenia

Insurance companies (MS: 20.0%)

Premiums: €523.0 m

2021/20: +8.3%

Pension company (MS: 10.4%**)

Savings fund inflows:

€13.4 m

2021/20: +6.0%

Asset management company (MS: 13.2%)

AuM: €570.5 m

2021/20: +39.4%

Croatia

branch office (MS: 1.0%)

Premiums: €16.4 m

2021/20: -24.7%

Montenegro

Insurance company (MS: 14.6%)

Premiums: €14.4 m

2021/20: +12.2%

Serbia

Insurance companies (MS: 2.8%*)

Premiums: €27.7 m

2021/20: +13.1%

Kosovo

Insurance companies (MS: 14.5%)

Premiums: €17.0 m

2021/20: +22.4%

North Macedonia

Insurance company (MS: 8.1%)

Premiums: €15.3 m

2021/20: +11.0%

Pension company (MS: 49.4%)

Pension fund inflows:

€75.2 m

2021/20: +3.3%

Reinsurance company



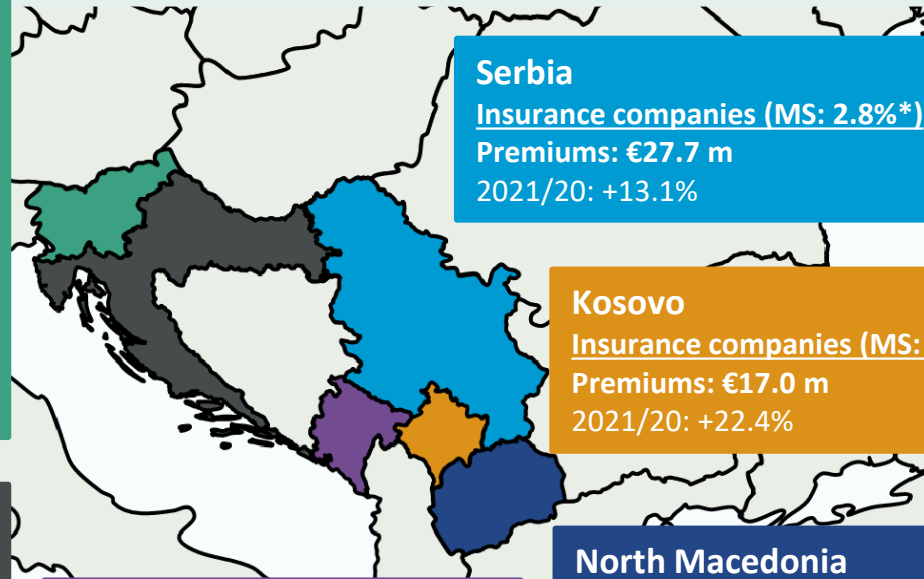
Global markets

Sava Re reinsurance business

Non-Group premiums:

€112.1 m

2021/20: +5.0%



MS = market share

* 1-9/2021 since the data for whole year 2021 is not published yet.

** 1-12/2020 – no newer data available.

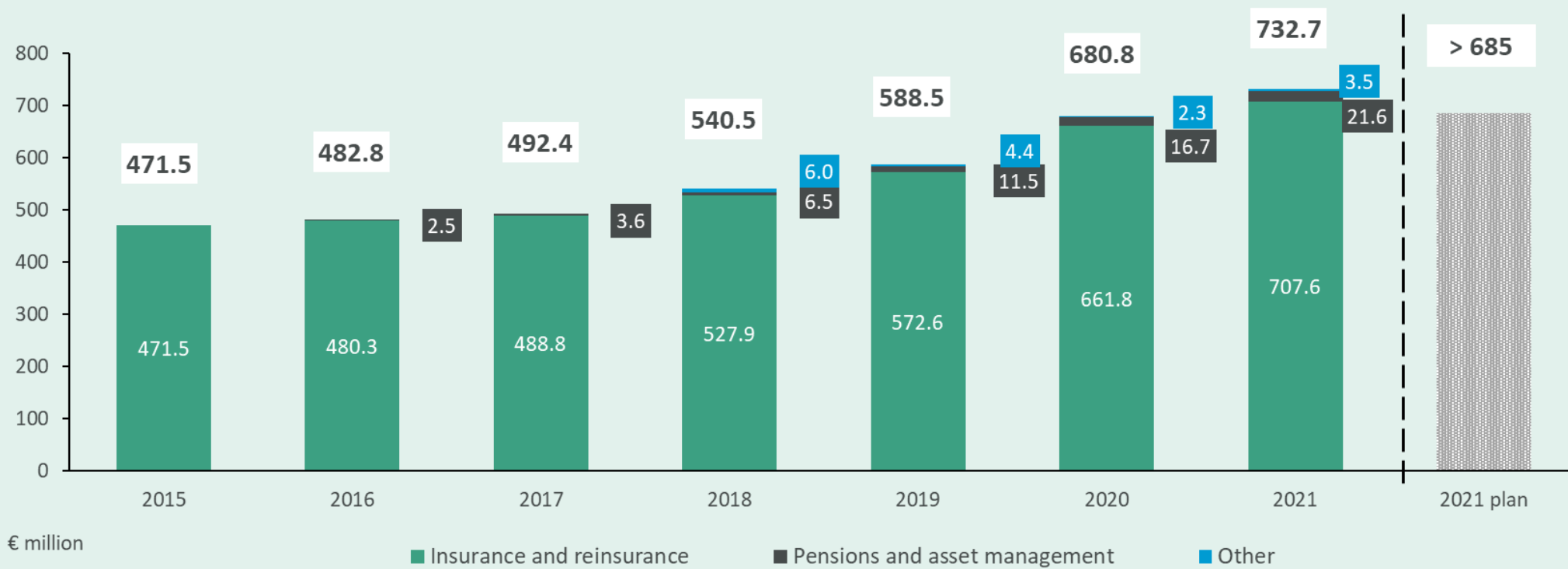
Growth of operating revenue

Operating revenue

€732.7 m

2021/20: +7.6%

Plan achieved



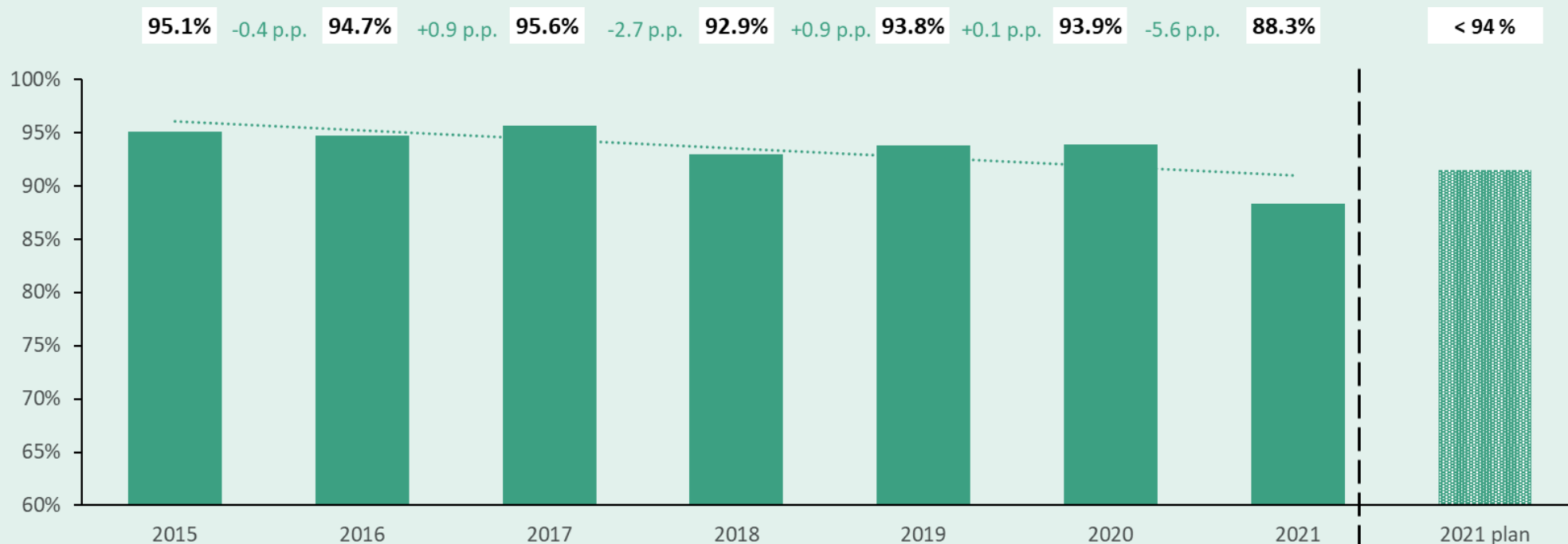
Combined ratio within target range

Net combined ratio*

88.3%

2021/20: **-5.6 p.p.**

Plan achieved



* Excluding the effect of exchange differences.

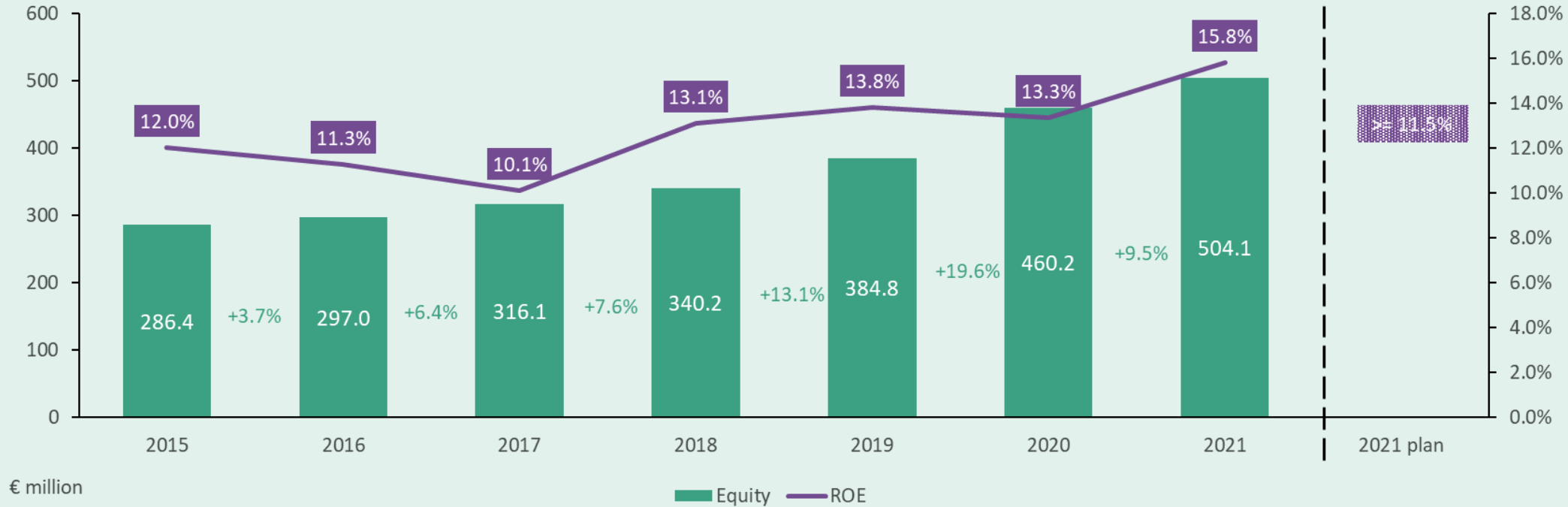
Net combined ratio: all expenses (other than from investments) as percentage of total income (other than from investments) – calculated for the non-life and reinsurance segments.

High return on equity

Equity
€504.1 m
 2021/20: **+9.5%**

ROE
15.8%
 2021/20: **+2.5 p.p.**

Plan achieved

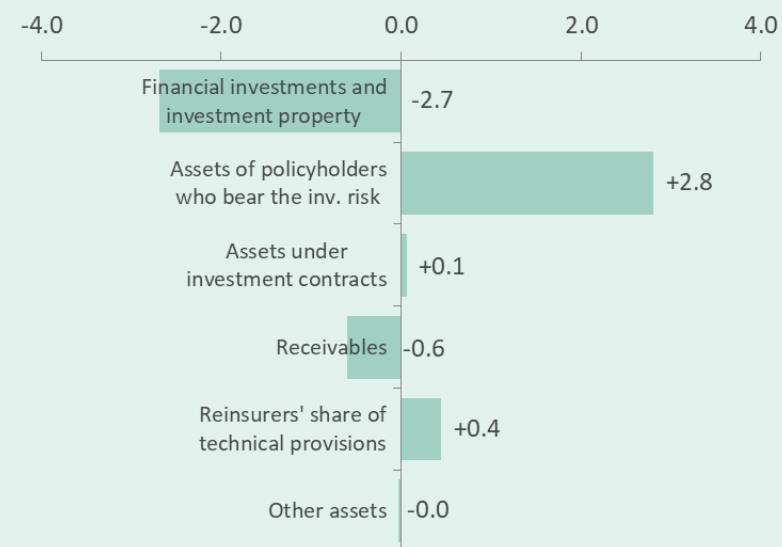


Assets structure

Assets
€2,658.3 m
2021/20: **+7.7%**

| € million | 2020 | 2021 |
|--|----------------|----------------|
| Financial investments and investment property | 1,446.3 | 1,487.0 |
| Assets of policyholders who bear the investment risk | 411.2 | 517.4 |
| Receivables | 153.9 | 149.9 |
| Assets under investment contracts | 158.8 | 172.8 |
| Reinsurers' share of technical provisions | 42.6 | 57.8 |
| Other assets | 254.5 | 273.4 |
| Total assets | 2,467.3 | 2,658.3 |

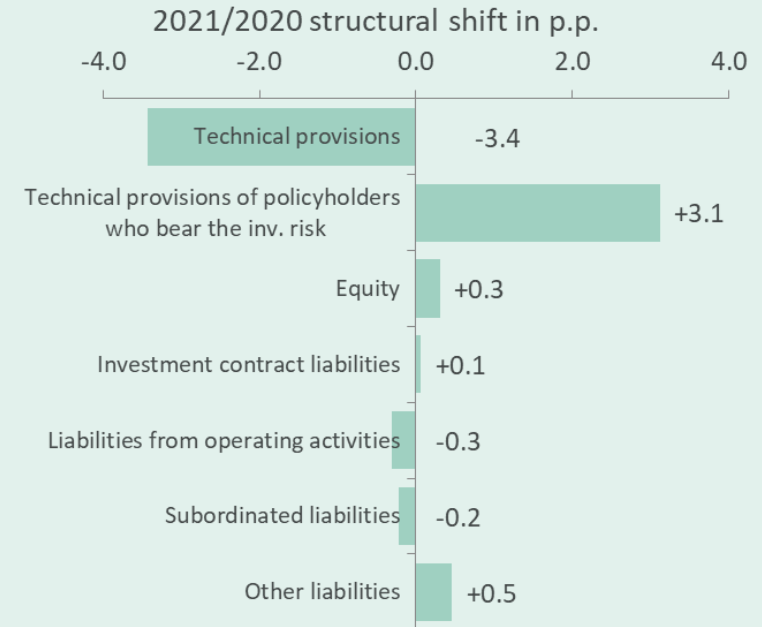
2021/2020 structural shift in p.p.



Liabilities structure

Liabilities
€2,658.3 m
 2021/20: **+7.7%**

| € million | 2020 | 2021 |
|--|----------------|----------------|
| Technical provisions | 1,233.3 | 1,237.5 |
| Technical provisions of policyholders who bear the investment risk | 409.6 | 524.2 |
| Equity | 460.2 | 504.1 |
| Investment contract liabilities | 158.6 | 172.7 |
| Liabilities from operating activities | 58.4 | 54.8 |
| Subordinated liabilities | 74.8 | 74.9 |
| Other liabilities | 72.3 | 90.3 |
| Total liabilities | 2,467.3 | 2,658.3 |

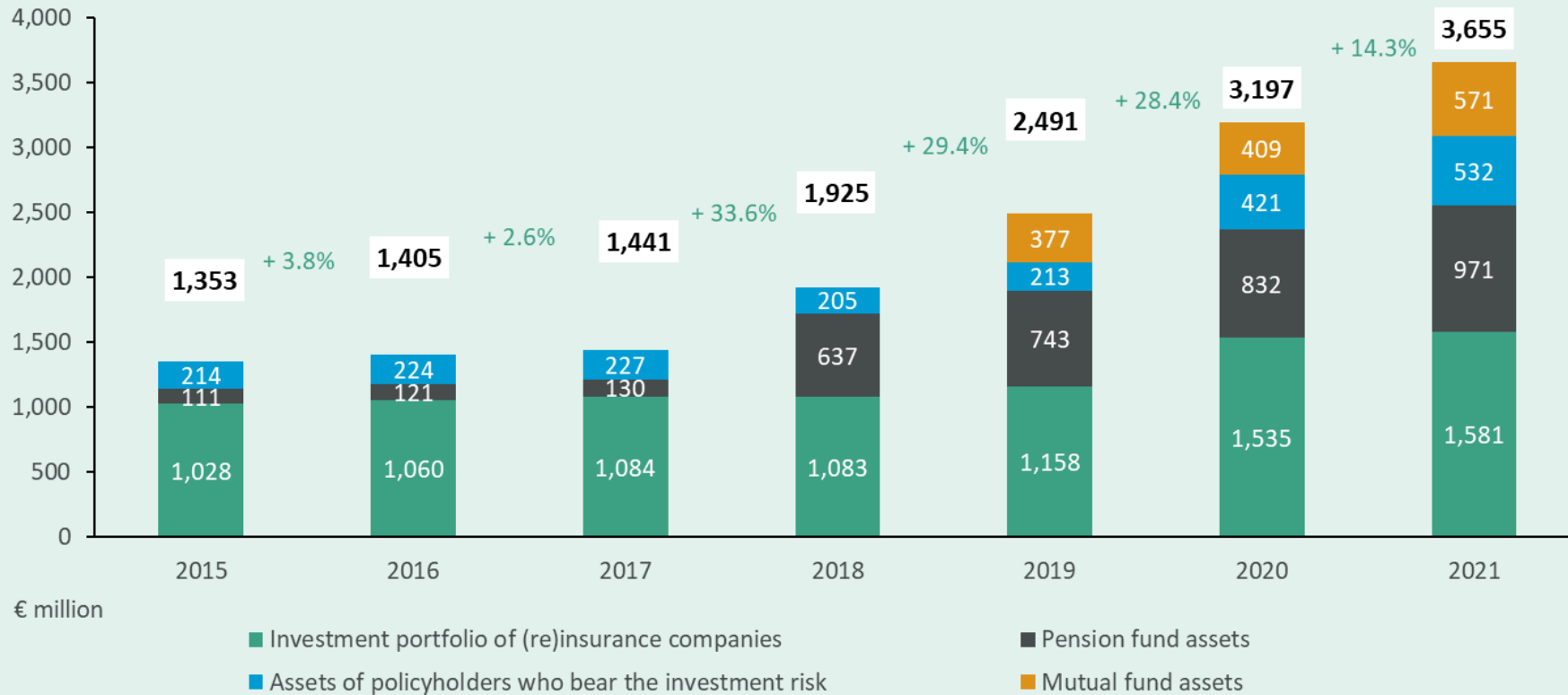


Growth in assets under management

Assets under management

€3,655.2 m

2021/20: +14.3%



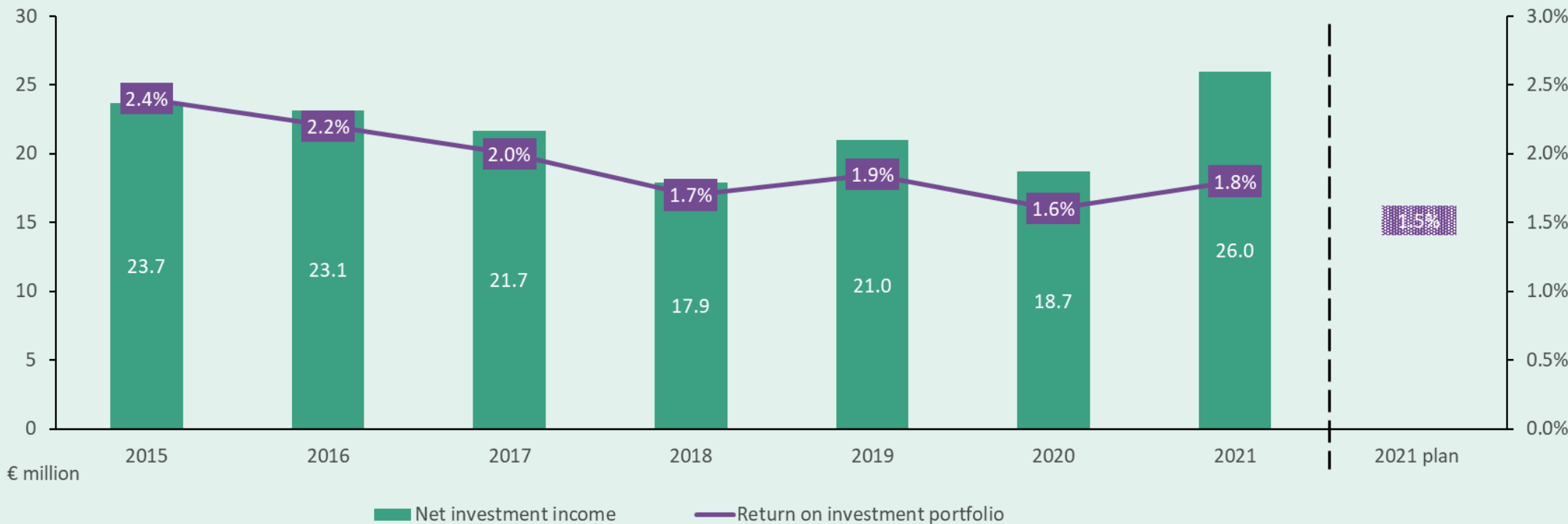
Development of return on investment portfolio

Return on investment portfolio*

1.8%

2021/20: **+0.2 p.p.**

Plan achieved



* Excluding FX differences and expenses of subordinated debt.

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Major development areas in 2022



DIGITAL TRANSFORMATION & PLACING THE CUSTOMER AT THE CENTRE

- Continued work on introducing remote solutions supporting insurance operations & expanding remote business
- Facilitating customer communication, exploring omni-channel marketing and replacing paper-based communication with electronic means
- Introducing new digital avenues: offering a wider array of online sales options, informative solutions, service subscriptions and information points providing advice on selecting optimal coverage for individual customer segments



IT OVERHAUL

- Overhaul activities on the core IT solution supporting reinsurance operations
- Completed overhaul of the core IT solution for the Croatian branch office of Zavarovalnica Sava
- Work on the content expansion of data warehouses relating to insurance business
- Continuing technological and process upgrades in cyber security, with an emphasis on end-user training



ACQUISITIONS-BASED GROWTH

- Exploring opportunities for growth through acquisitions in the areas and countries where the Group is present

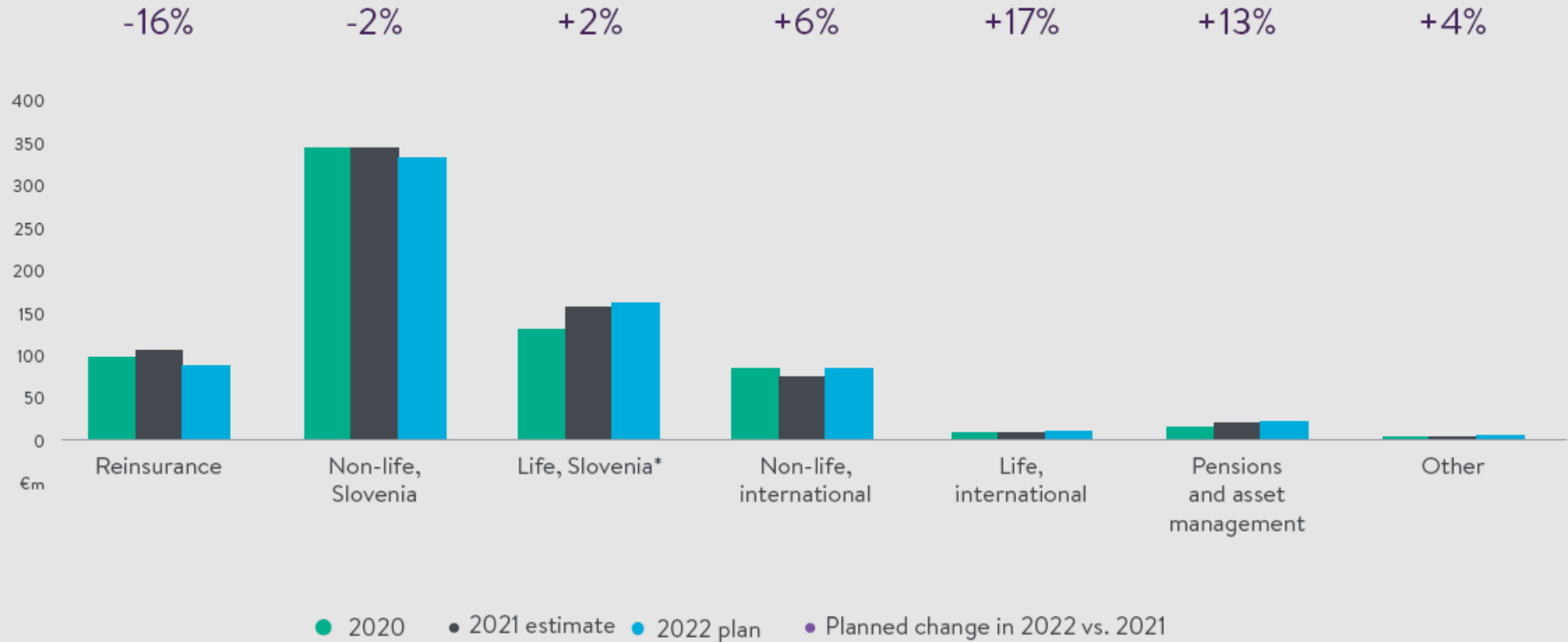
Key group performance metrics

| | 2020 actual | 2021 actual | 2022 plan |
|---|----------------|----------------|--------------|
| Operating revenues | €680.8 m | €732.7 m | > €700 m |
| Profit, net of tax | €56.4 m | €76.2 m | > €60 m |
| Return on equity (ROE) | 13.3% | 15.8% | >= 11.5% |
| Net expense ratio* | 29.5% | 29.0% | 31–32% |
| Investment return* | 1.6% | 1.8% | 1.4% |
| Net combined ratio* (reins. + non-life) | 93.9% | 88.3% | < 94% |

* Impact of exchange rate differences excluded. The investment return does not include subordinated debt expenses. The net expense ratio does not include amortisation of contractual relationships with clients. The Group net expense ratio in 2020 does not include the positive difference between the fair value of net assets acquired and the purchase price of the investment in Vita.

This plan is based on autumn forecasts for GDP growth in the countries where the Group is present and on expected relatively stable financial markets. It also assumes there will be no new lockdowns in 2022 or restrictions on movement like those imposed in these countries in 2020 and 2021.

Operating revenue by segment



* Vita included as from 31 May 2020.

Contents

- Overview
- Profile of business pillars
- 2021 results
- 2022 plan
- **Strategy 2020-2022**

KEY TARGETS FOR 2020–2022

GROWTH IN REVENUES*

> 5% annually

SOLVENCY RATIO

180–220%

HITTING THE TOTAL REVENUES MARK

of €720 m by 2022

COMBINED RATIO
(NON-LIFE + REINSURANCE)

< 95%

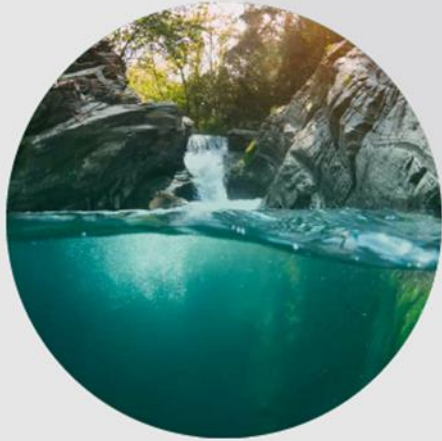
RETURN ON EQUITY

> 12%

RETURN ON INVESTMENT
(EXCL. COST OF SUBORDINATED DEBT)

> 1.5%

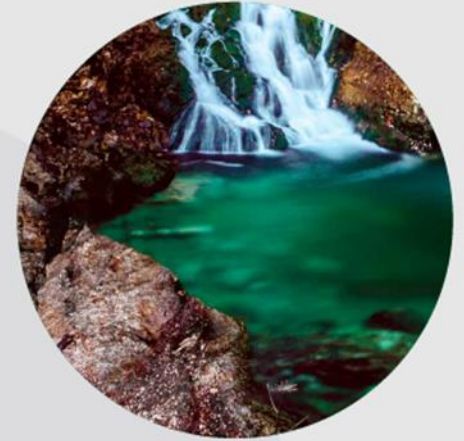
**KEY GROUP STRATEGIC FOCUS
AREAS 2020–2022**



**DIGITAL
TRANSFORMATION &
PLACING THE CUSTOMER
AT THE CENTRE**



IT TRANSFORMATION



**ACQUISITIONS-
BASED GROWTH**

AREAS OF DIGITAL TRANSFORMATION



CUSTOMER AT THE CENTRE

- Omni-channel approach
- Web
- Innovative products
- New sales channels
- Business process modelling tools
- Sales process development
- Business intelligence



OPTIMISATION

- Core reinsurance business IT solution
- Core insurance business IT solution
- Document management system



REGULATORY

- IFRS 17
- IFRS 9

IT FOCUS AREAS 2020–2022

SHARED SERVICES/
SOLUTIONS
& THEIR
CONSOLIDATION

INTEGRATED
DATA & QUALITY
MANAGEMENT/
BUSINESS
REPORTING

INTERNAL &
EXTERNAL
DIGITALISATION

HUMAN
RESOURCES

CYBERSECURITY
&
DATA PROTECTION

VALUE-FOCUSED
IT MANAGEMENT

| TARGET TIME | REQUIRED CAPACITY |
|-----------------|--|
| Up to 7 years | Capacity to gradually re-engineer the applications in terms of technology and generations |
| Up to 2 years | Capacity to integrate an elaborate core business solution in a particular company (up to two at the same time) |
| Up to 14 months | Capacity to introduce major process synergies arising out of the Group level |
| Up to 4 months | Capacity to computerise ownership control over and management of an acquired company |
| Up to 3 months | Capacity to develop a complex market product |
| Up to 45 days | Capacity to analyse in detail and to make IT decisions regarding new initiatives |
| Up to 5 days | 80% of upgrades to processes, products or new services are chiefly configurable by qualified users |
| 24/7 | Implementation of active defence of the Company's cyberspace |
| Ongoing task | Adequacy and organisation of expert IT staff and IT processes for providing IT support to strategic objectives |
| Ongoing task | IT management with a view to achieving value-added inputs in IT |

ACQUISITIONS-BASED GROWTH

| | GOALS |
|--------------------------|--|
| ADRIATIC REGION INSURERS | Strengthening market shares in existing markets (Serbia, Croatia) |
| NEW EU MARKET INSURERS | Entry into new markets |
| PENSION COMPANIES | Strengthening market position in existing markets to achieve economies of scale |
| HEALTH BUSINESS | Comprehensive range of health services in Slovenia; expanding to other markets where the Group is present |
| SUPPORTIVE ACTIVITIES | Companies that could take the customer-insurer relationship to a higher level |
| ASSET MANAGERS | Achieving economies of scale; keeping pace with the development of capital markets in the region |
| SUSTAINABILITY PROJECTS | Improving energy efficiency, development of renewable sources, advancing quality of life & promoting social cohesion |

PILLARS OF BUSINESS OPERATIONS

INTEGRAL RISK MANAGEMENT

INSURANCE & PENSIONS

Slovenia non-life
Slovenia life
Adria non-life
Adria life
FoS business*
Assistance and other supportive activities
Pensions

REINSURANCE BUSINESS

Extra-Group
Group

OTHER ACTIVITIES

Sale of mutual fund units
Health business
Other

ASSET MANAGEMENT

Insurance company portfolios
Management of mutual fund assets
Pension portfolios

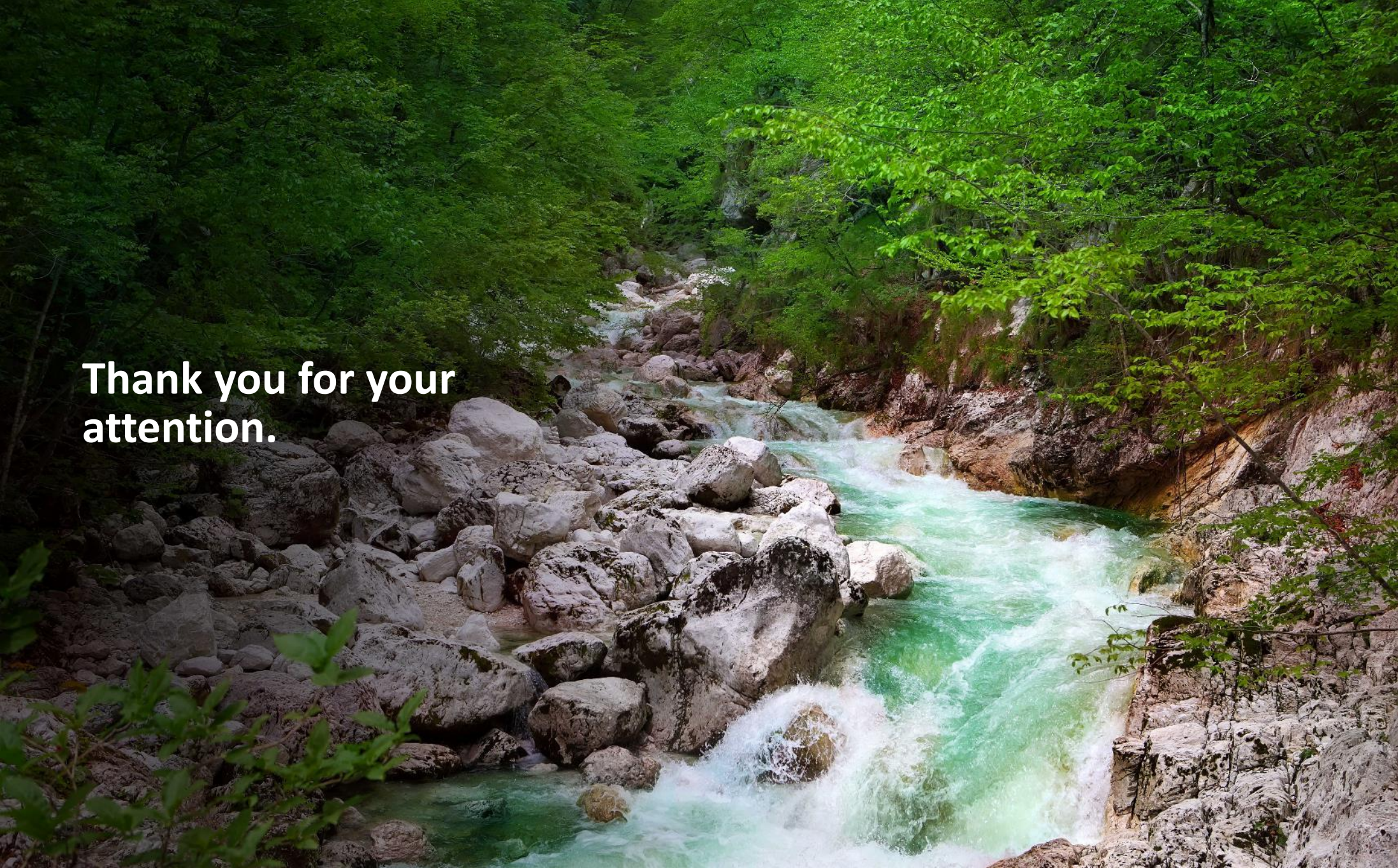
CAPITAL GROWTH & USE

Organic growth
Acquisitions
Dividend policy

SUPPORTING ACTIVITIES

* FoS business. Freedom of Services business. Business written within the European Economic Area based on the freedom of services right to provide services on a cross-border basis.

**Thank you for your
attention.**



Disclaimer

Forward-looking statements

This document may contain forward-looking statements relating to Sava Re's expectations, plans or goals, which are based on assumptions made by Sava Re management. By their nature, forward-looking statements involve risk and uncertainty. As a result, actual developments, in particular performance, may differ materially from expectations, plans and goals set out in this document; therefore, persons should not rely on forward-looking statements.

Duty to update

Sava Re assumes no obligation to adjust any forward-looking statements or other information contained in this document to future events or developments.