

SAVA RE GROUP

UNAUDITED 2017 RESULTS AND PLAN FOR 2018

9 MARCH 2018



UNAUDITED RESULTS 2017

2017 – GOOD PERFORMANCE, BUT HEAVY LOSS BURDEN

GPW

€ 517.2 million

+ 5.5% growth
above plan

Net profit for year

€ 31.1 million

– 5.5% drop
within plan

ROE

10.1%

–1.2 p.p.
in line with strategy

Investment return*

2.0%

–0.2 p.p.
above plan

Shareholders' equity

€ 316.1 million

+ 6.4% growth
within plan

Net expense ratio

32.7%

–1.3 p.p.
within plan

Net combined ratio*

95.5%

+0.9 p.p.
0.5 p.p. above plan

Book value per share

€20.40

+ 8.5% growth

Reaffirmed ratings and S&P outlook upgraded to positive:

Standard & Poor's **A–** (positive outlook); July 2017

A.M. Best **A–** (stable outlook); October 2017

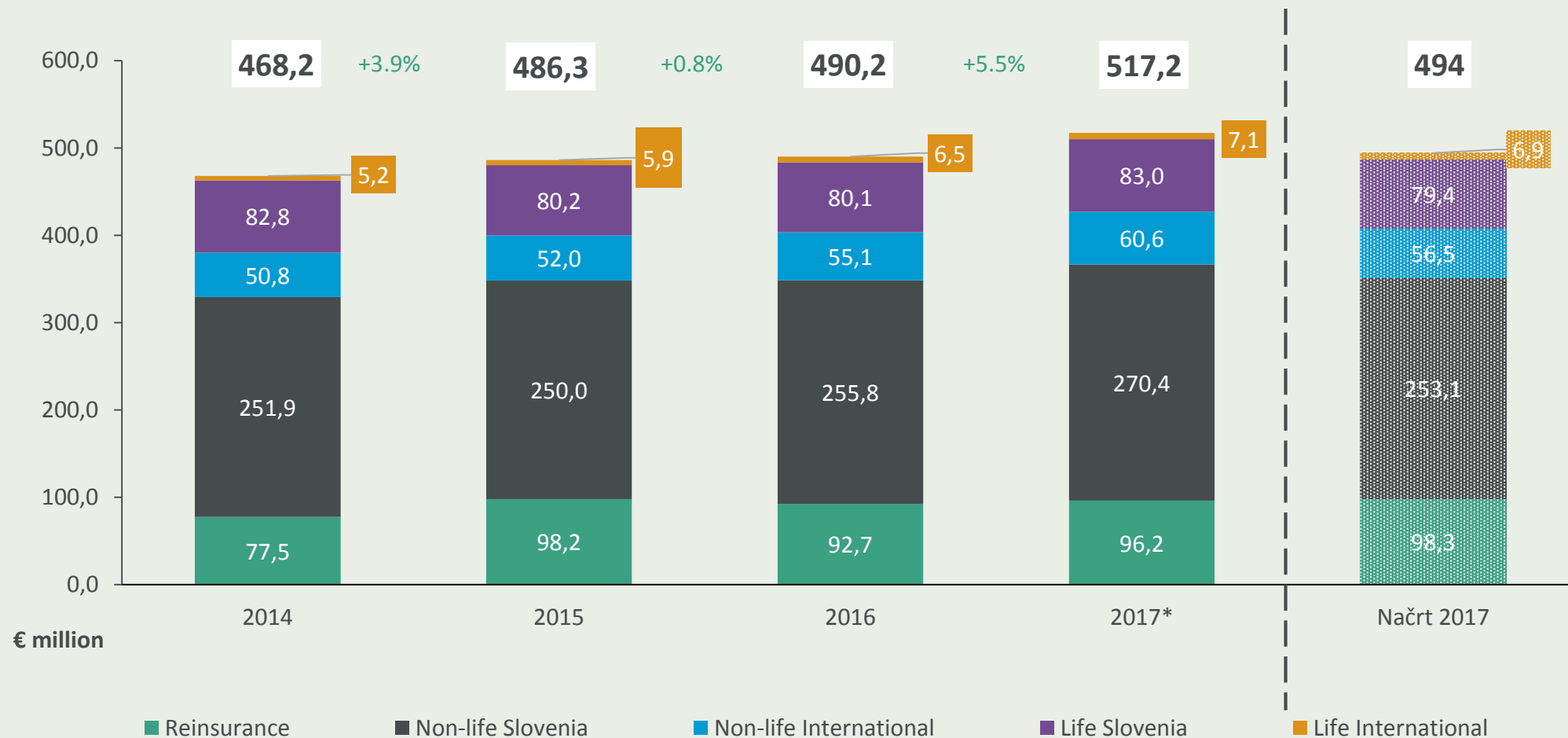
- The Sava Re Group **hit the €500 million GPW mark in 2017.**
- In 2017 Sava Re **fully repaid its subordinated debt (€24 million).**
- Signed **acquisition deals for two companies:** NLB NPF (Macedonian pension fund) and TBS Team 24 (Slovenian assistance company with international presence).
- Sava Re became **the sole owner** of Zavarovalnica Sava (squeeze-out of minority shareholders).

*Excluding exchange differences.

Unaudited data.

Net combined ratio. Ratio of total expenses (other than investment) to total income (other than investment). The ratio is calculated for the reinsurance and non-life insurance operating segments.

2017 – €500 MILLION GPW MARK REACHED

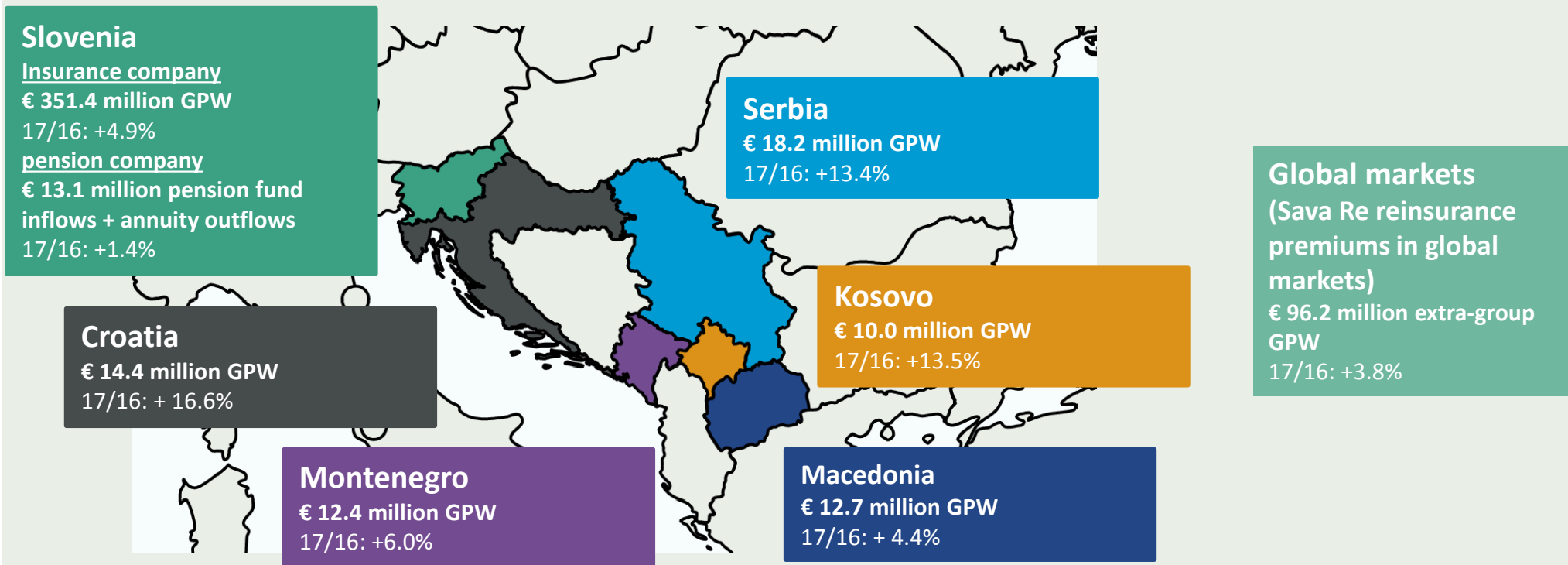


*Unaudited data.

2017 – STRONG GROWTH IN GPW IN ALL MARKETS

Insurance and pension companies

Reinsurance company



Unaudited data.

PLAN FOR 2018

CHIEF DIRECTIONS FOR THE 2017–2019 PERIOD

- 1. Digitalisation and technological modernisation of operations to place the client at the centre of services and ways of working**
- 2. Growth through acquisitions**
- 3. Seeking opportunities in environmental/sustainable-oriented investment projects**
- 4. Closing the gap between intrinsic value and market price of shares**

NEVER ALONE

WE ARE CREATING A MODERN, DIGITAL, SOCIALLY- AND SUSTAINABLE-ORIENTED INSURANCE GROUP.

2018 PLAN – MAIN TARGETS (CONSOLIDATED)

	2016	2017 plan	2017**	2018 plan
Gross written premiums	€490.2 million	€494 million	€517.2 million	> €520 million
Net combined ratio* (reinsurance + non-life)	94.6%	94.6%	95.5%	94.0%–94.5%
Net incurred loss ratio* (reinsurance + non-life)	58.2%	59.4%	60.5%	59.4%–59.9%
Net expense ratio	34.0%	32.6%	32.7%	31.4%–31.7%
Return on the investment portfolio*	2.2%	1.8%	2.0%	1.7%
Profit/loss, net of tax	€32.9 million	between €31 and €33 million	€31.1 million	between €37 and €39 million
Return on equity	11.3%	10.3%	10.1%	> 11%

*Excl. exchange differences

**Unaudited data.

THANK YOU FOR YOUR ATTENTION!