



# Sava Insurance Group presentation

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April 2025

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- 03 | 2024 results
- 04 | 2023–2027 strategy
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OVERVIEW

01



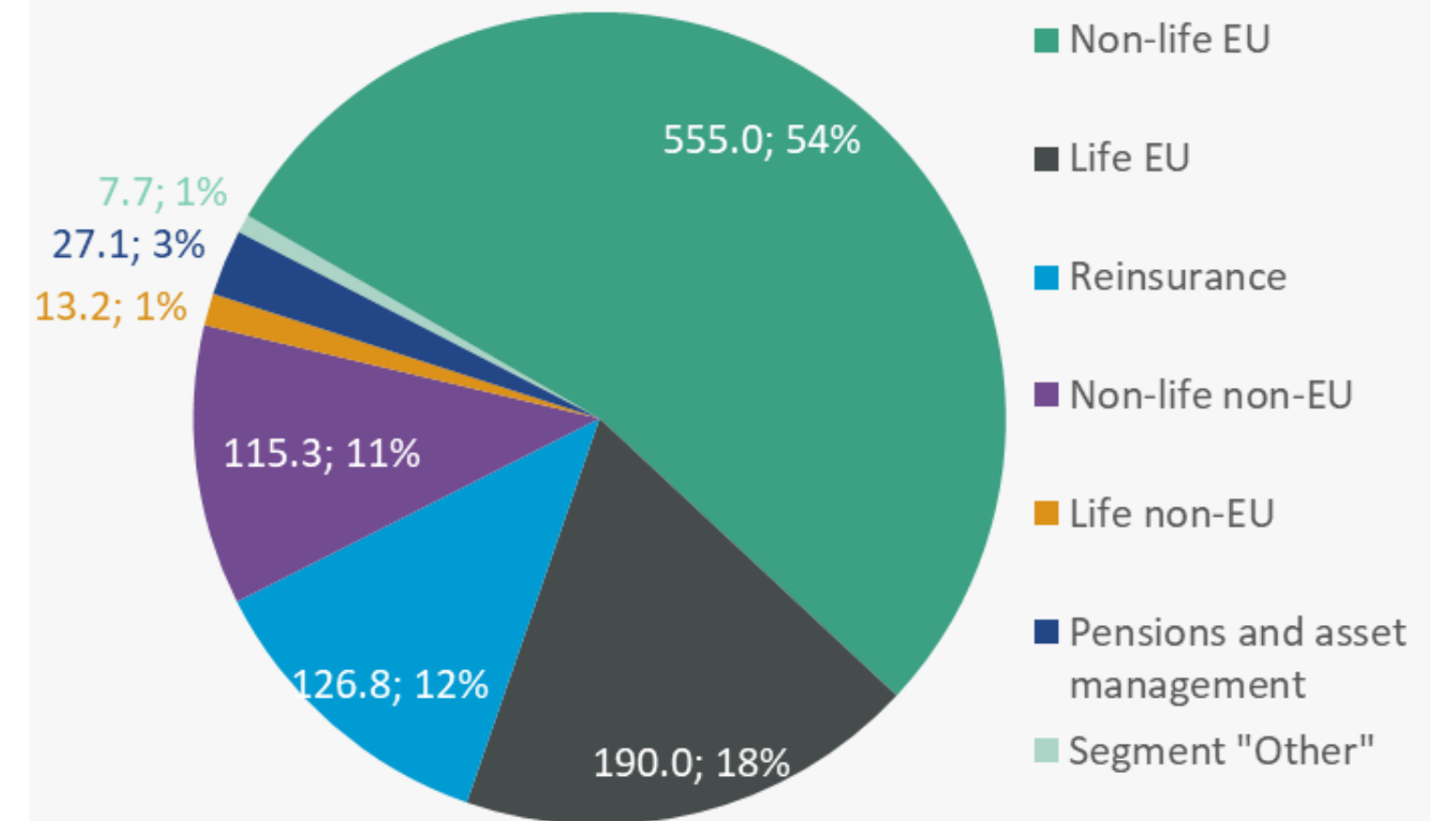
# Business profile

## Sava Insurance Group GPW and market shares (insurance) 2024 by country



\* 1–9/2024 as data for the full year 2024 have not yet been published.

## Breakdown of 2024 business volume (€1,035.1m)



### Key facts

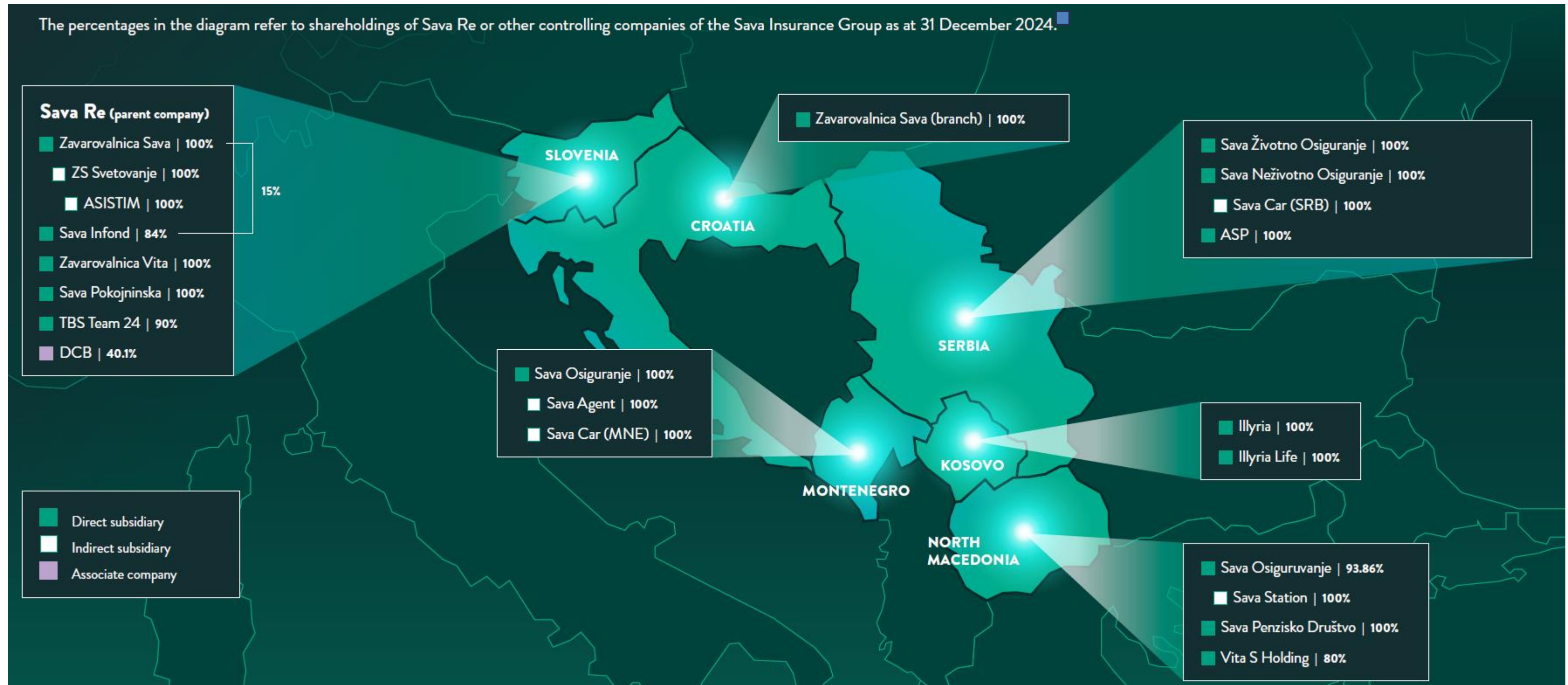
- The 3rd largest insurance group in the Adria region (total GPW of €1,004m in 2024).
- Presence in 6 Adria countries with strong position in underpenetrated markets alike Montenegro, North Macedonia and Kosovo.
- The largest non-captive reinsurer in the region with business spanning worldwide.
- After the takeover of Slovenian fund management company in 2019 Sava Insurance Group has over €4b assets under management.

- Rating: S&P A, positive outlook (Dec 2024), AM Best A, stable outlook (Sep 2024)
- Listed on the prime market of the Ljubljana Stock Exchange (POSR symbol)
- Solvency position of Sava Insurance Group at 31 Dec 2023: SII: 191%





# Composition of the Sava Insurance Group as of December 31, 2024



# Equity story full outline



**1** | Strong market position (#3) in the region.

**2** | Unique positioning to capture expected growth of Adria region insurance market.

**3** | Historical achievement of high return on equity.

**4** | Strong financial position and credit rating rated "A" with a positive outlook (S&P).

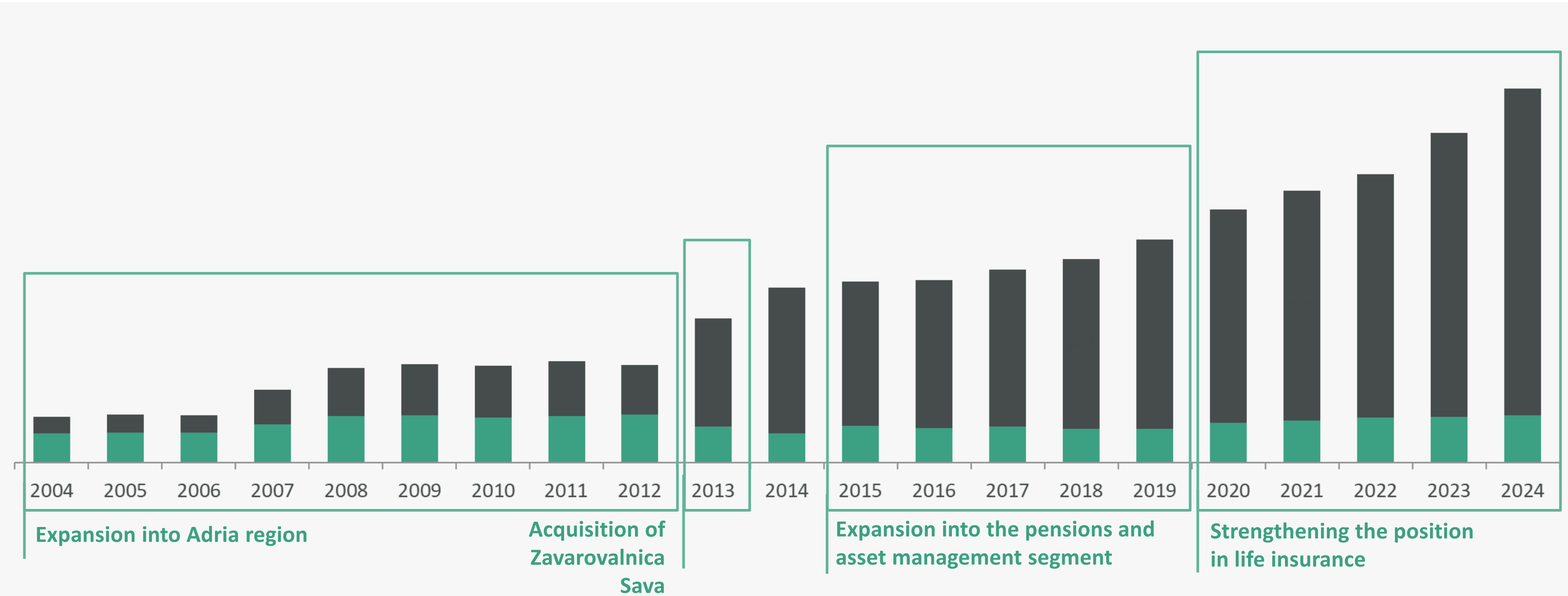
**5** | A model for the transfer of good practices in Slovenia to other markets – close connection of processes.

**6** | Reputation on international reinsurance markets.

**7** | Experienced leadership with a clear vision and measurable business goals.



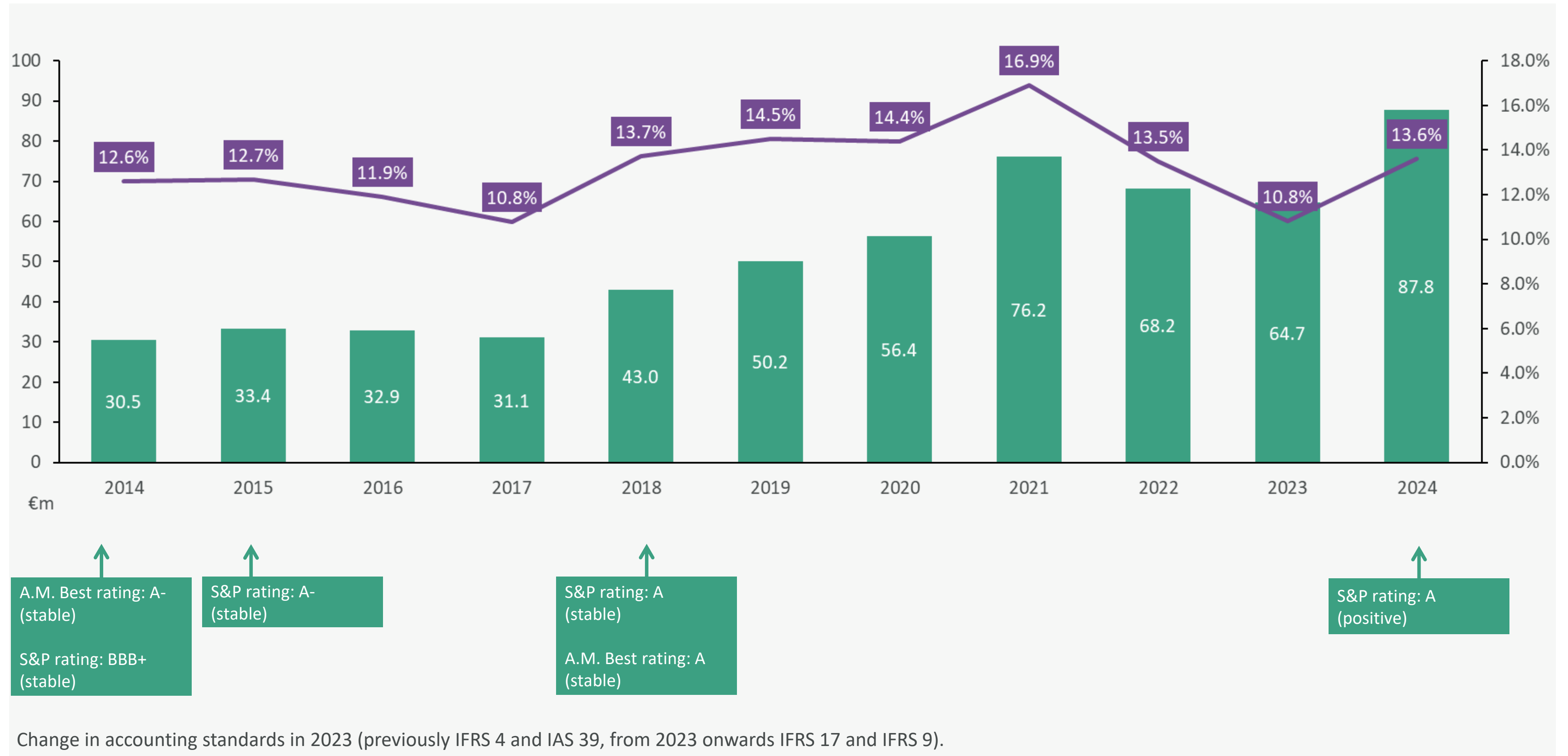
# Sava Insurance Group growth through acquisitions



Sava Re has been engaged in reinsurance for more than 40 years.



# Sava Insurance Group history - Consolidated net result & ROE





# The management board



**Marko Jazbec**  
Chairman

He is responsible for human resources; general, organisational and legal affairs; public relations; compliance; internal audit; information technology, sustainability and the management of strategic investments in Slovenia-based subsidiaries.



**Polona Pirš Zupančič**  
Member

She is responsible for corporate finance, strategic planning and controlling, accounting, investor relations, risk and capital management, actuarial affairs and modelling.



**Peter Skvarča**  
Member

He is responsible for reinsurance operations and management of strategic investments in non-Slovenian insurance subsidiaries.



**David Benedek**  
Member

He is responsible for financial operations and asset management, management of strategic investments in pension companies, asset management companies (DZUs), healthcare companies and management of cross-sectoral cooperation with commercial banks at Group level.



# Book value per share and Sava Re share price performance

Book value per share

**€41.85**

2024/2023: **+10.7%**

Share price at 31/12/2024

**€40.00**

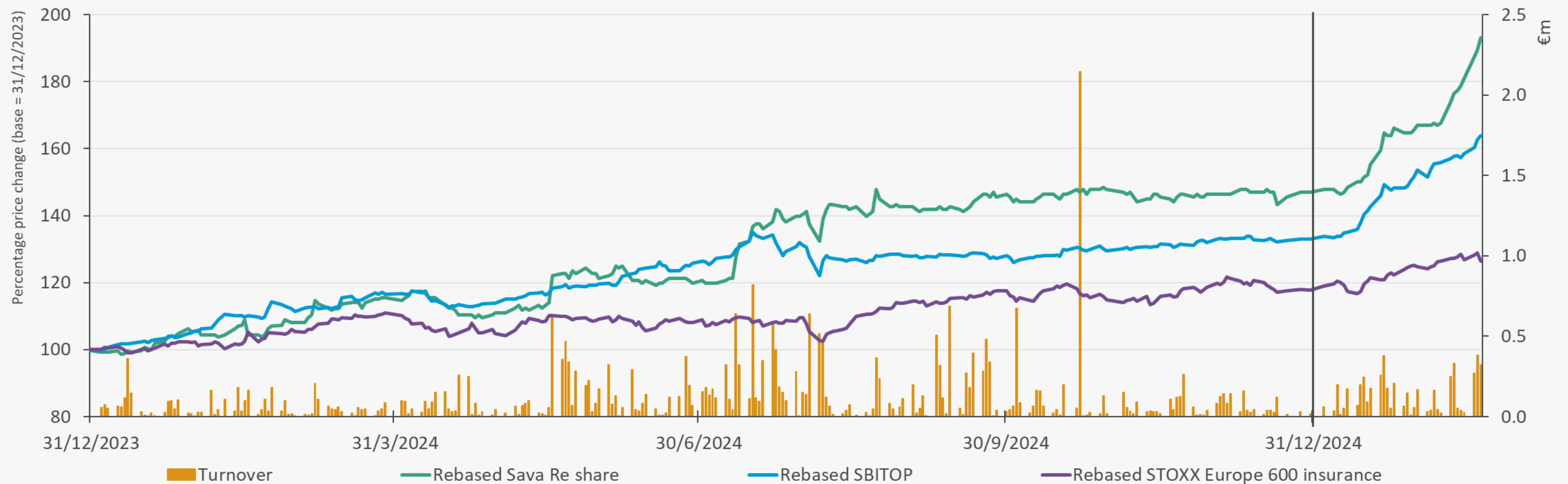
2024/2023: **+42.9%**

Total shareholder return

**49.1%**

2024/2023: **+17.0 pp**

Relative performance of Sava Re share compared to benchmark indices and turnover of Sava Re share



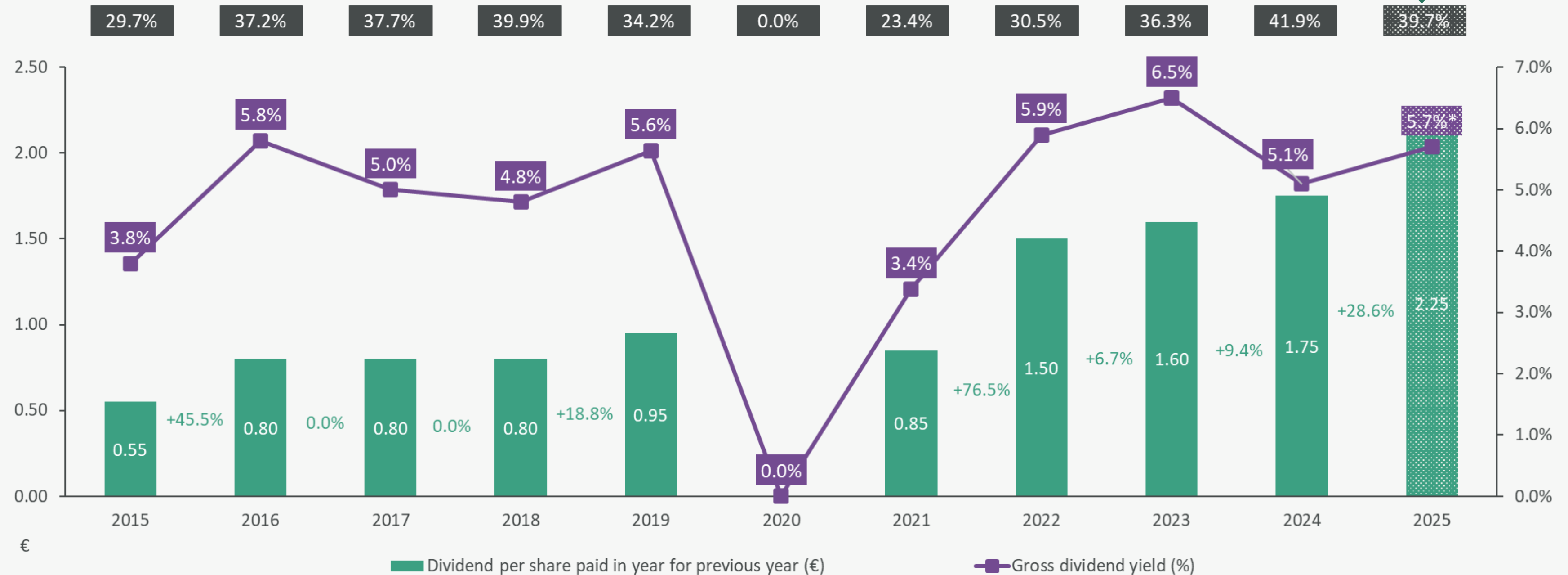
More information on the Sava Re share performance and returns is available at: <https://www.sava-re.si/en-si/investor-relations/our-share/>



# High dividend yield

**Dividend policy:** distribution of between 35% and 45% of the net profit of the Sava Insurance Group

Dividend payout ratio (dividend payout as % of previous year's net profit)



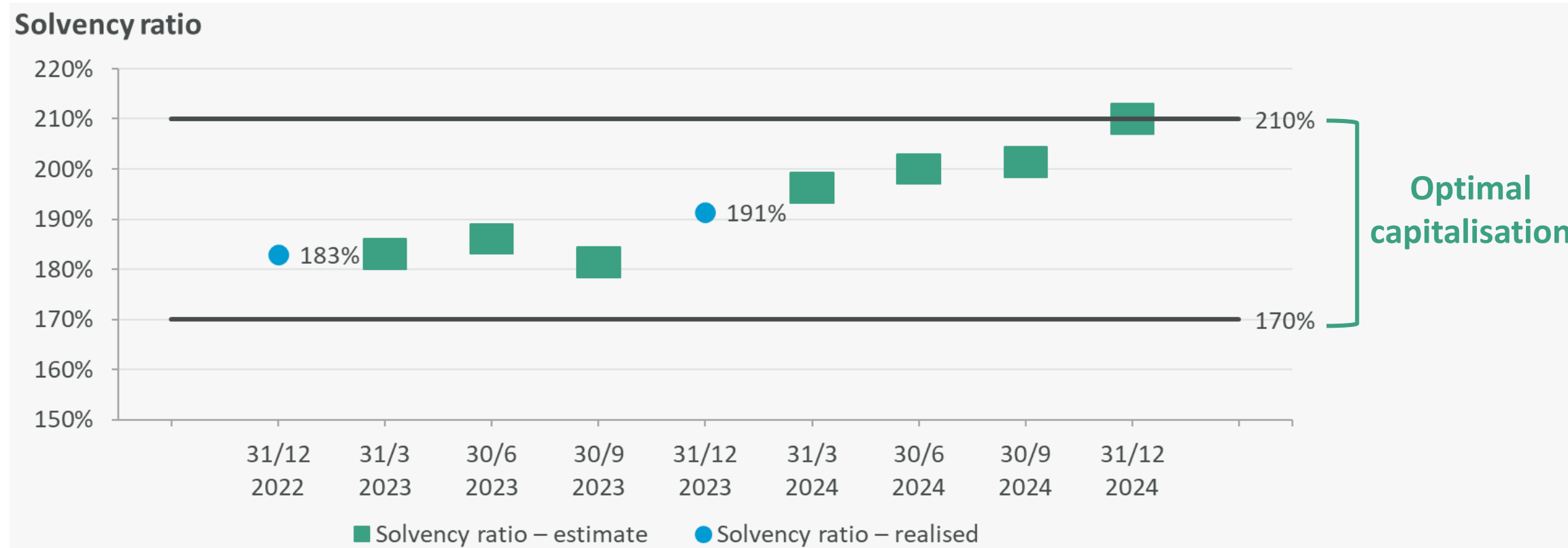
\* The dividend yield has been calculated using the average share price over the trailing 12 months (1 April 2024 – 31 March 2025).

- Proposed dividend payout in 2025 in respect of the 2024 profit: €34,869,816.00 or **€2.25** gross per share. The general meeting of shareholders will be held on 26 May 2025.

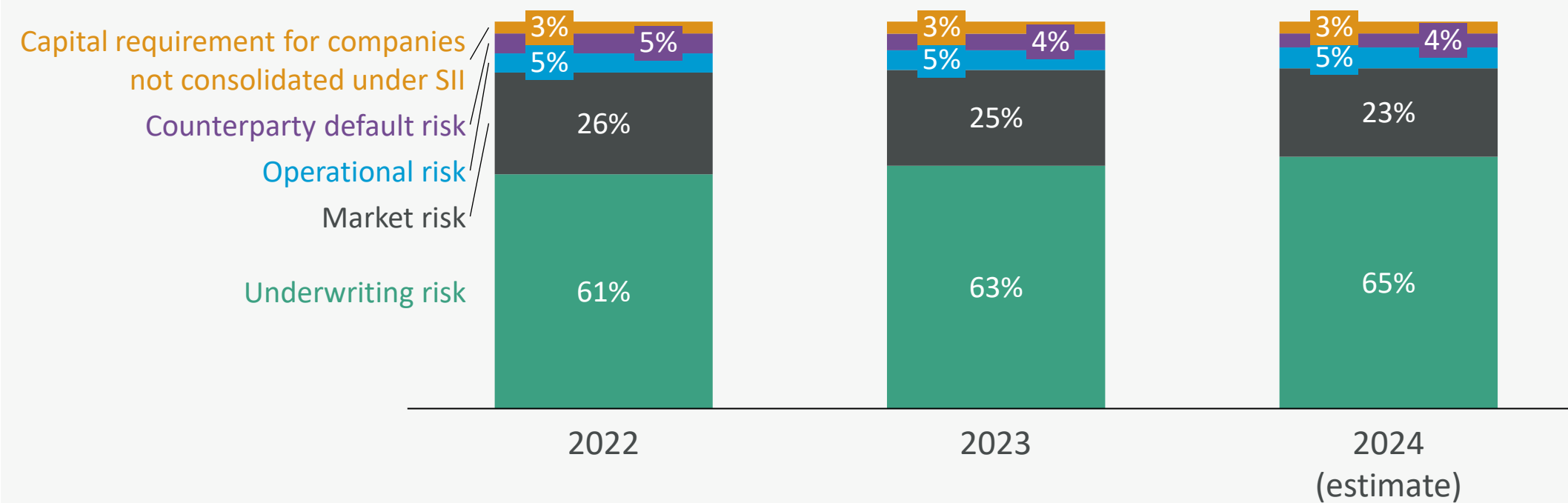




# Strong solvency position



## Rating profile



The Solvency and Financial Condition Report of the Sava Insurance Group for 2024 will be published on 16 May 2025 on the websites of the Company and the Ljubljana Stock Exchange.

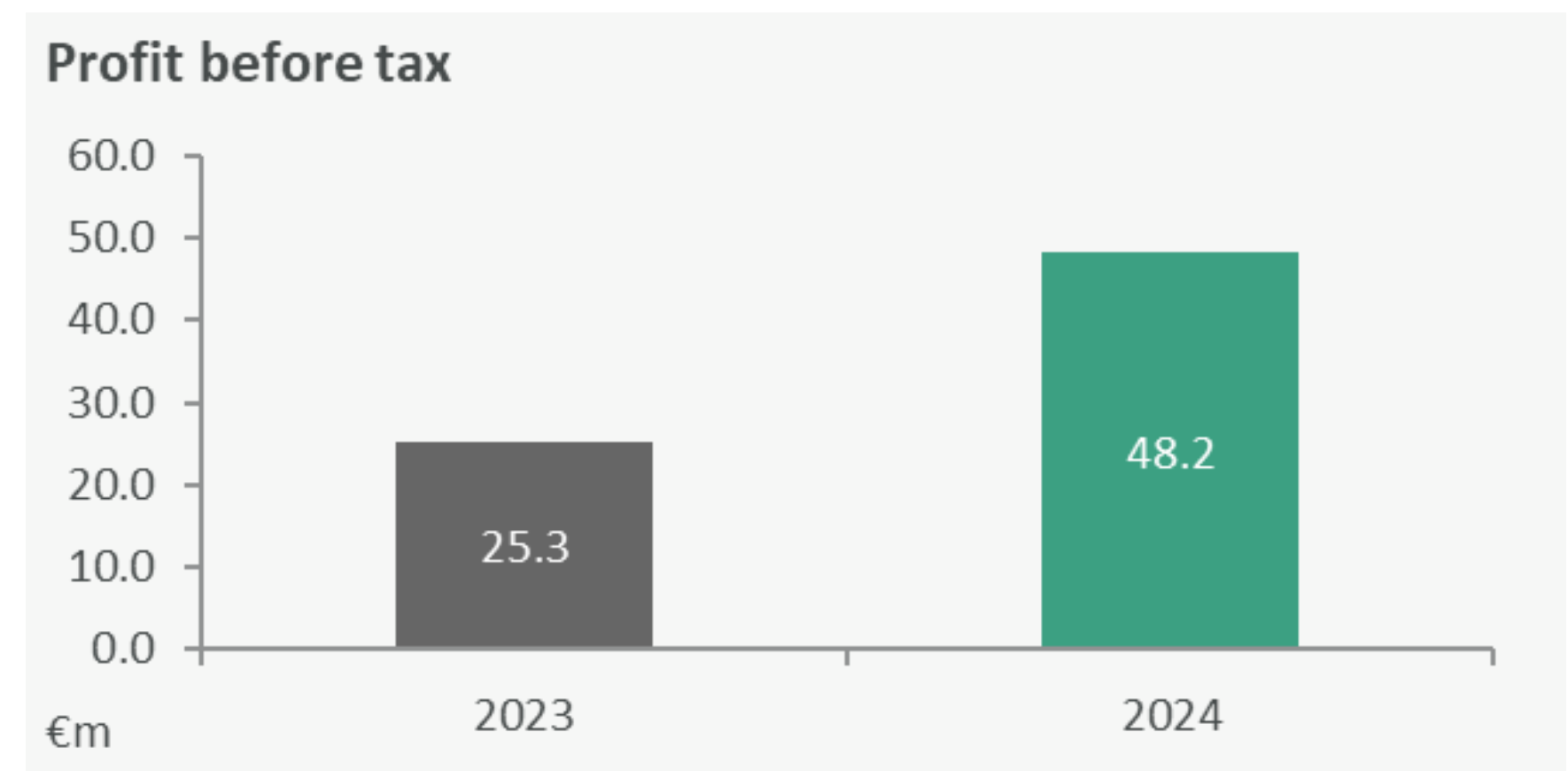
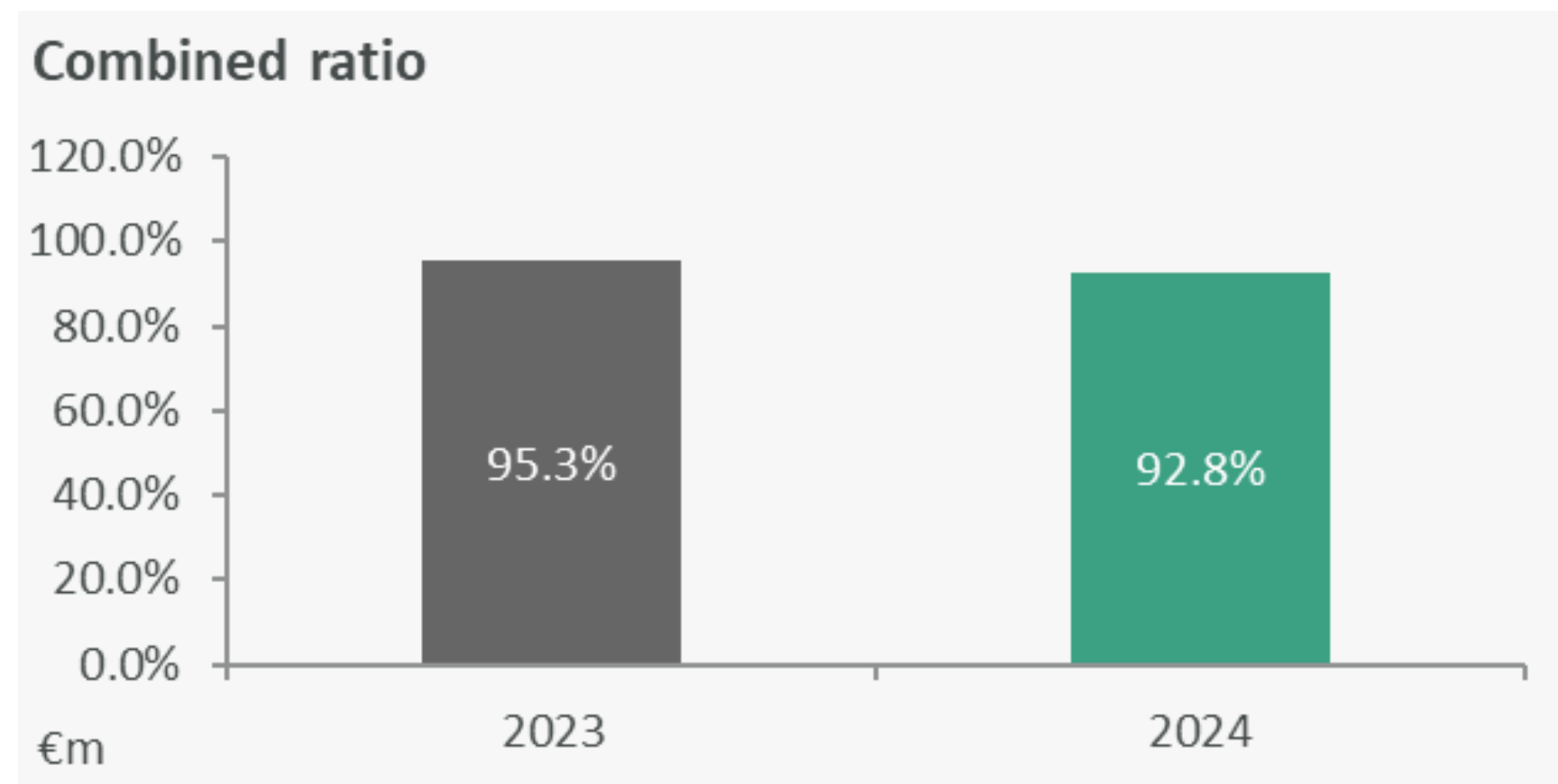
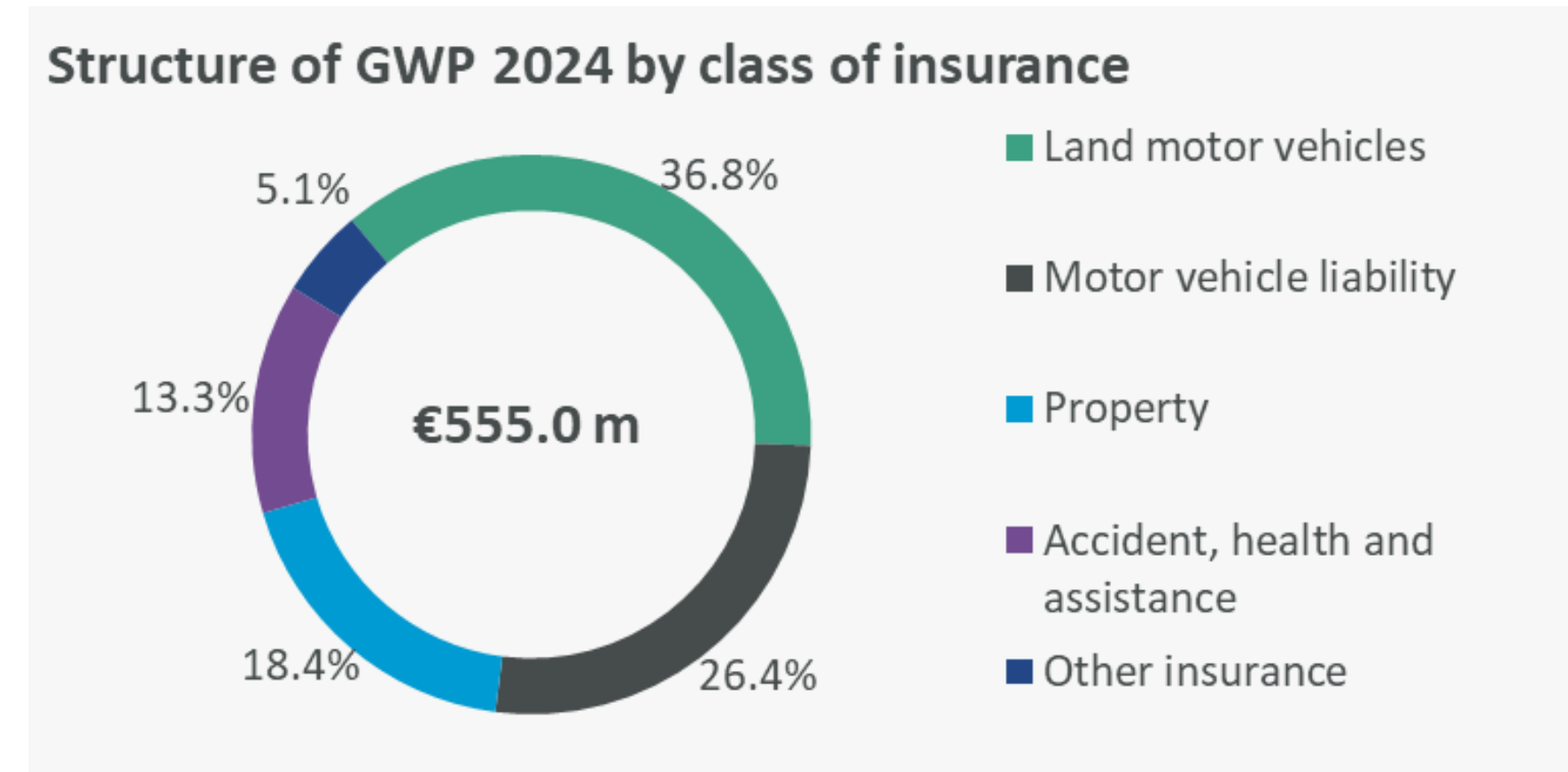
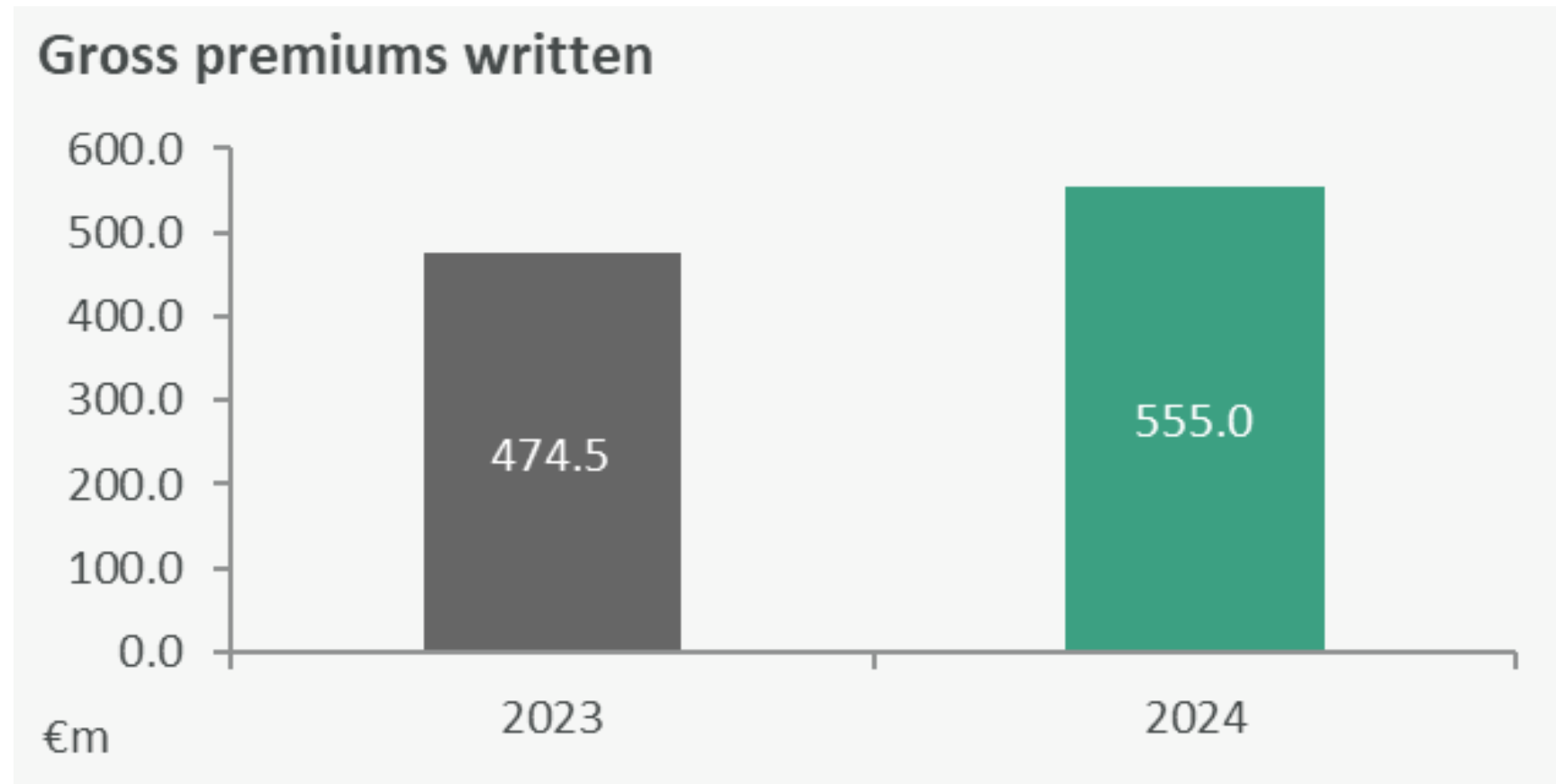


PROFILE OF BUSINESS  
PILLARS

02

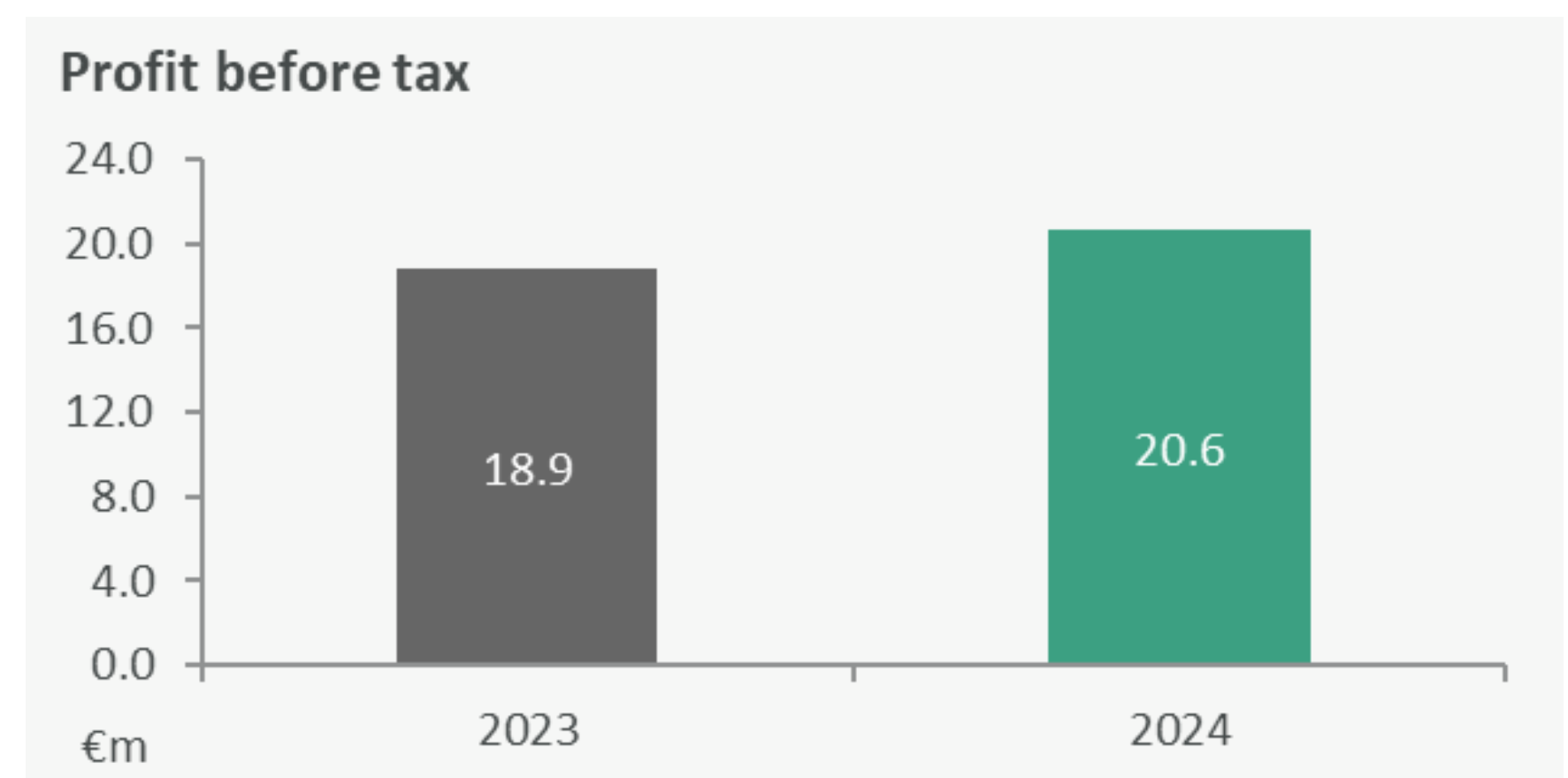
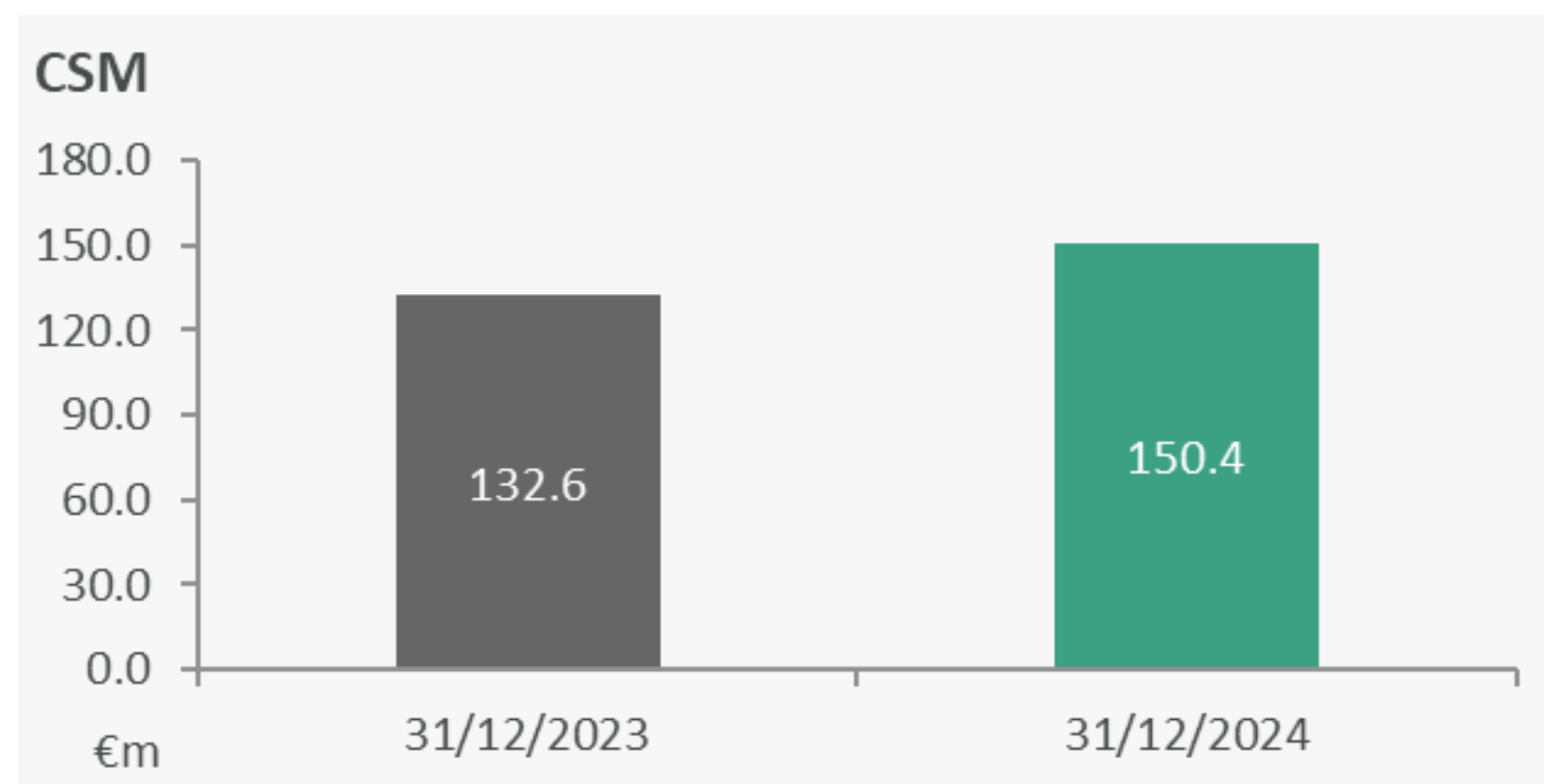
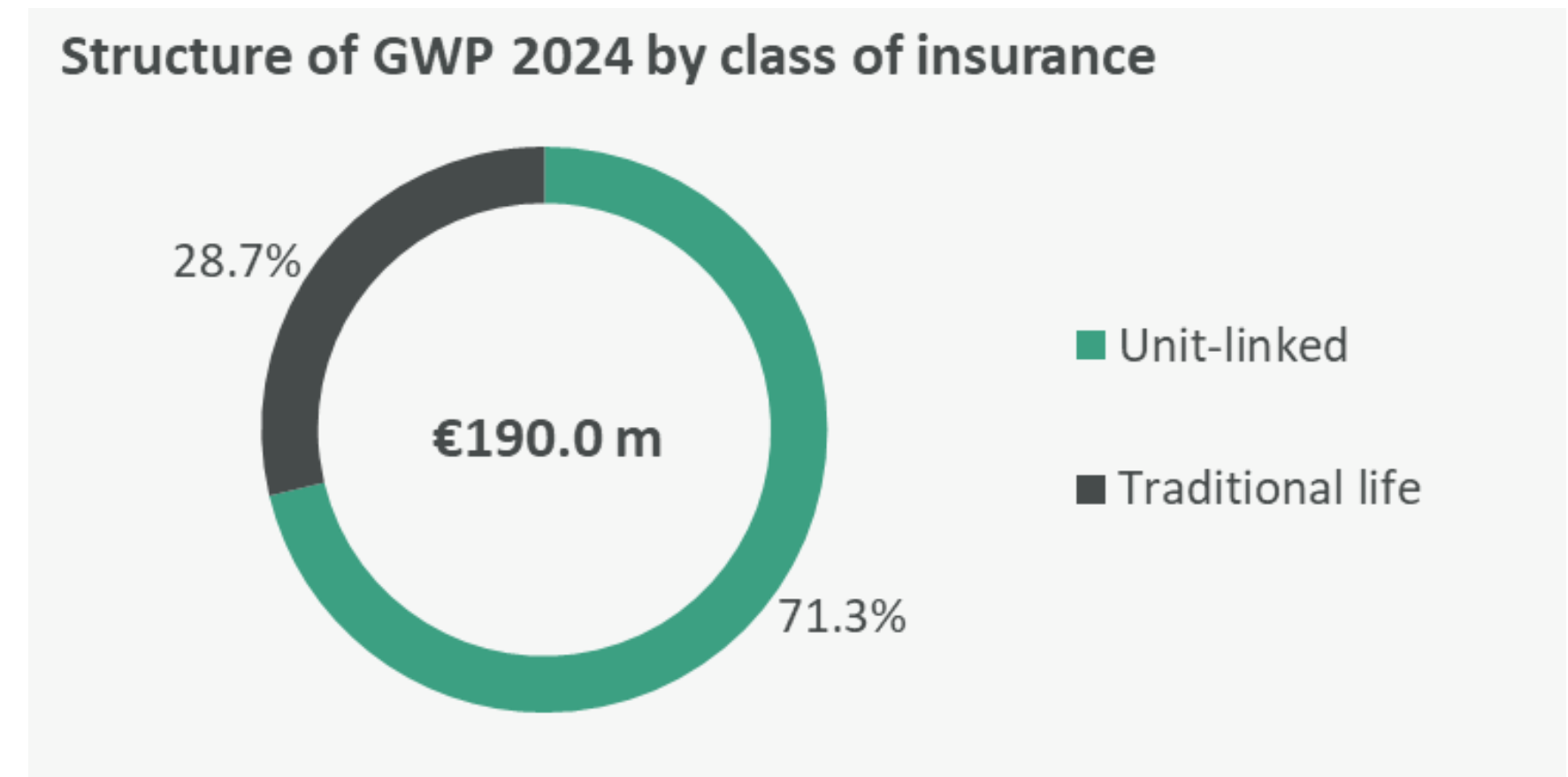
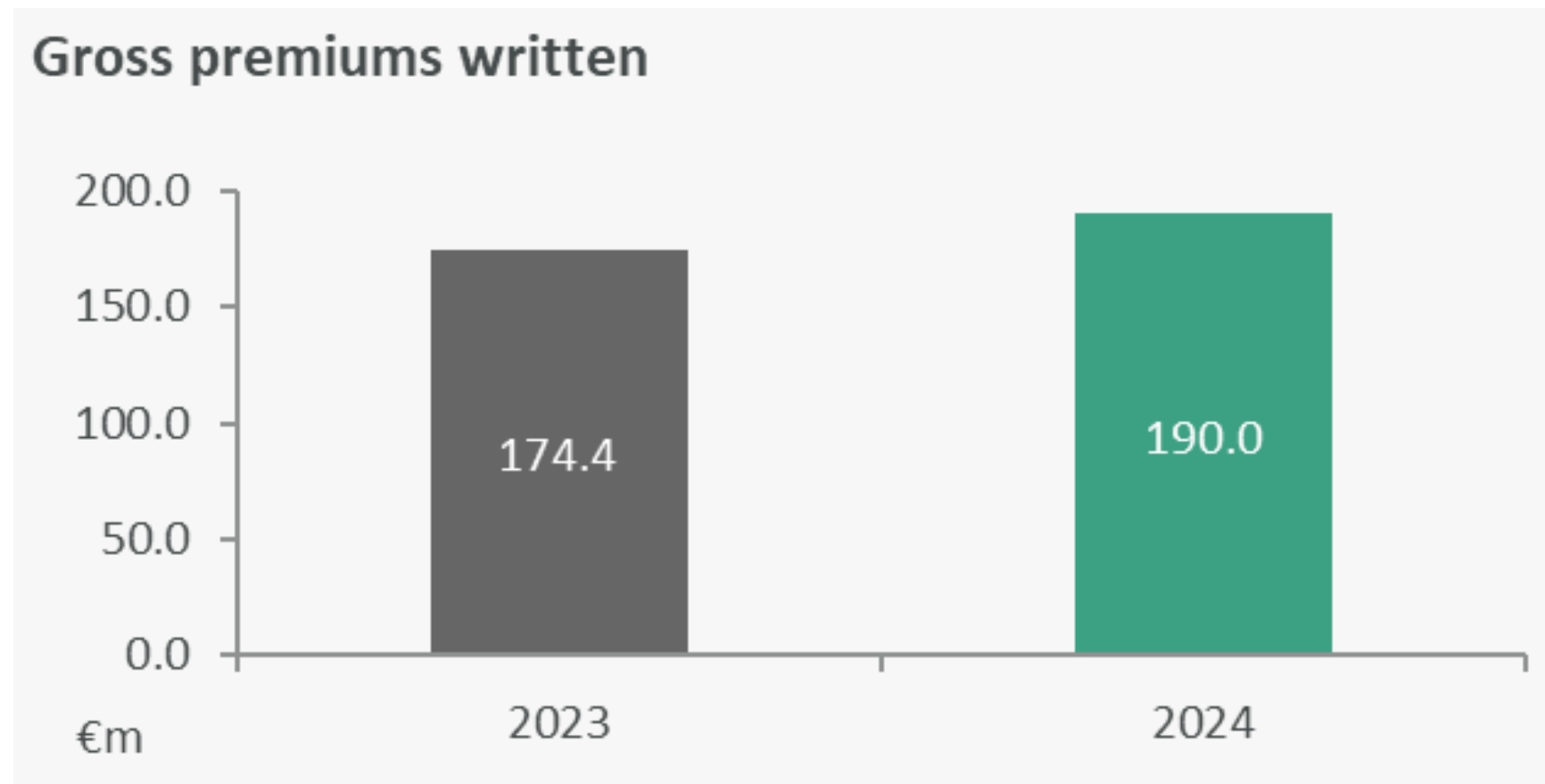


# Non-life EU

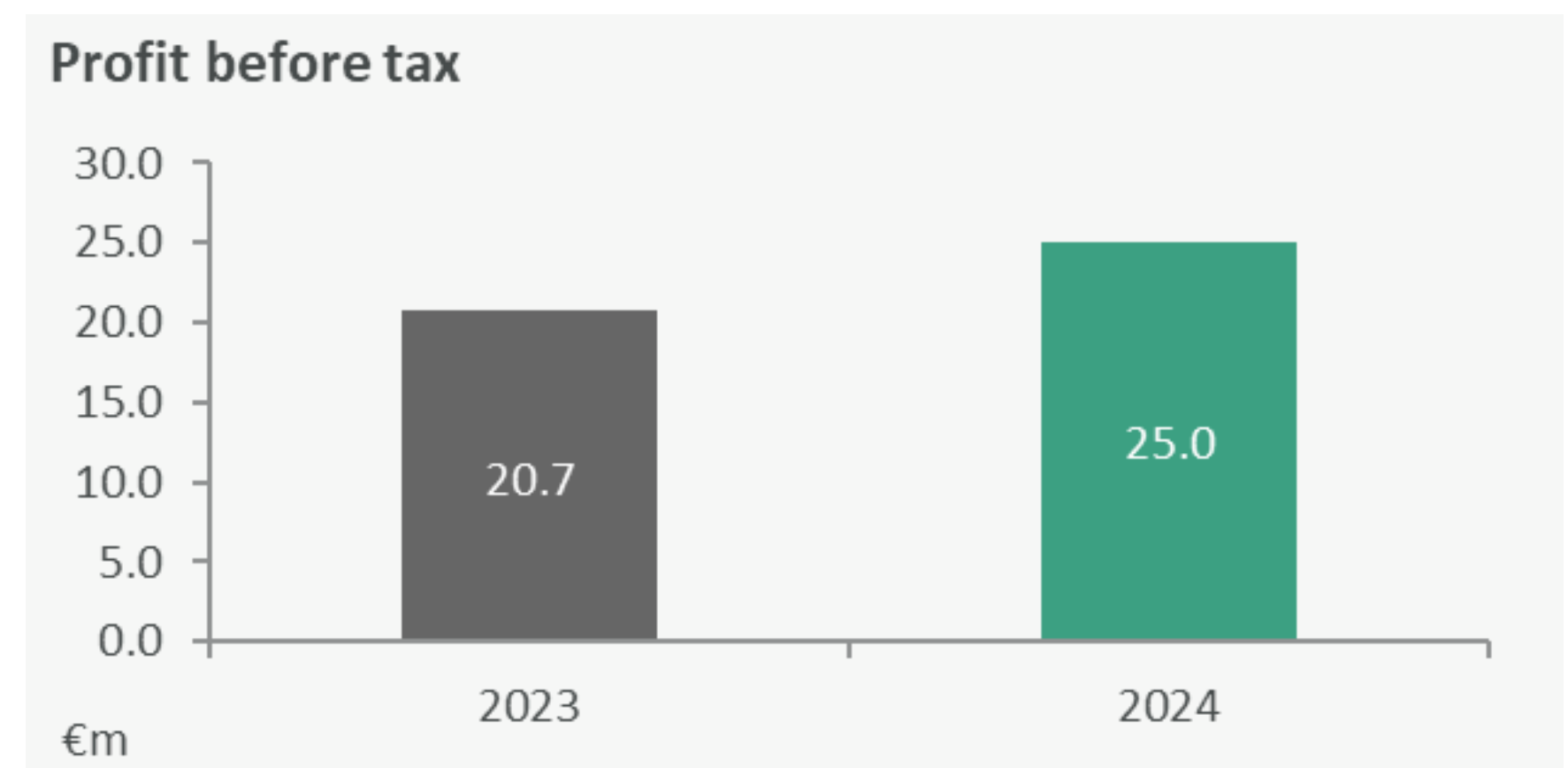
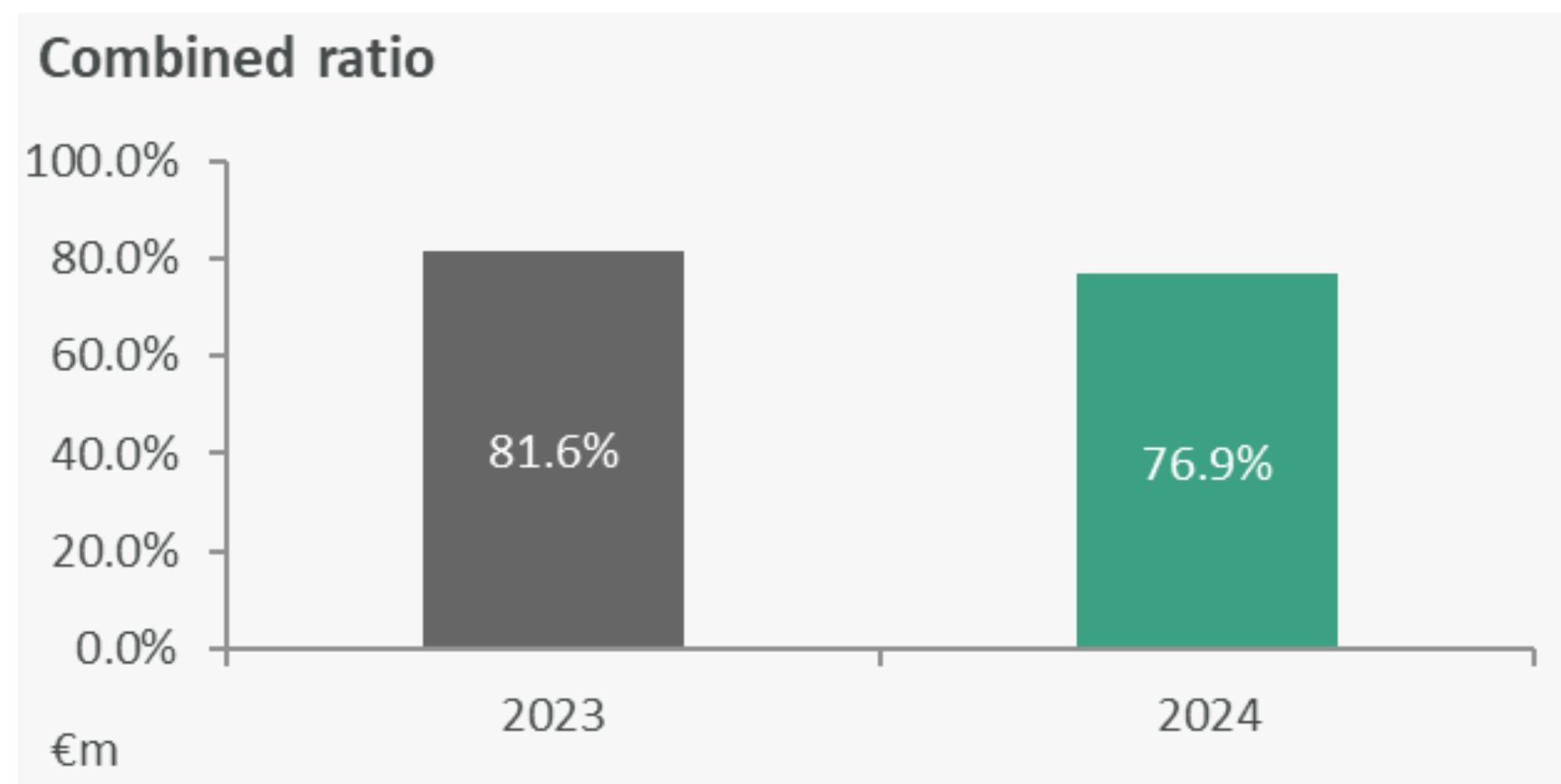
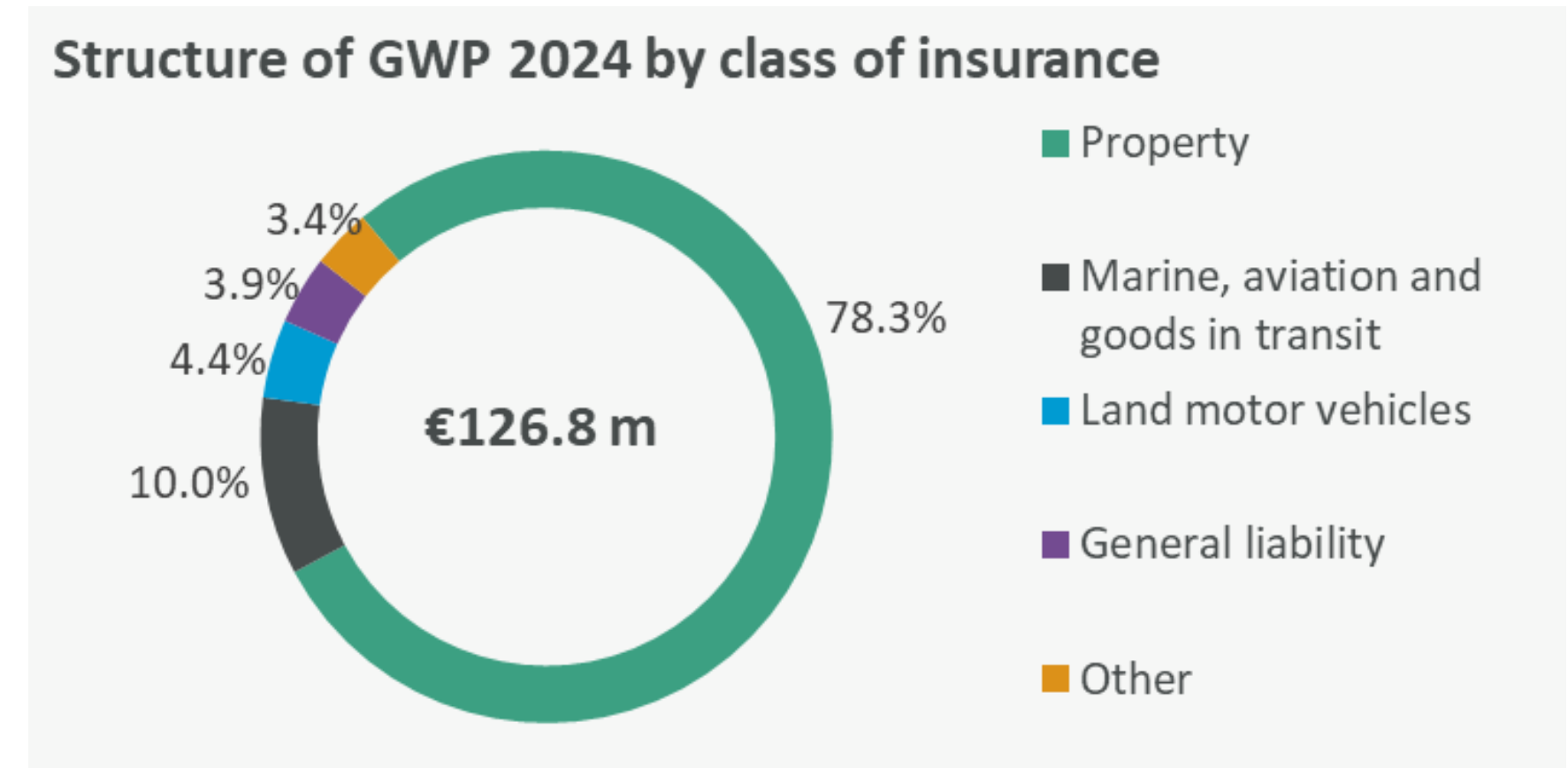
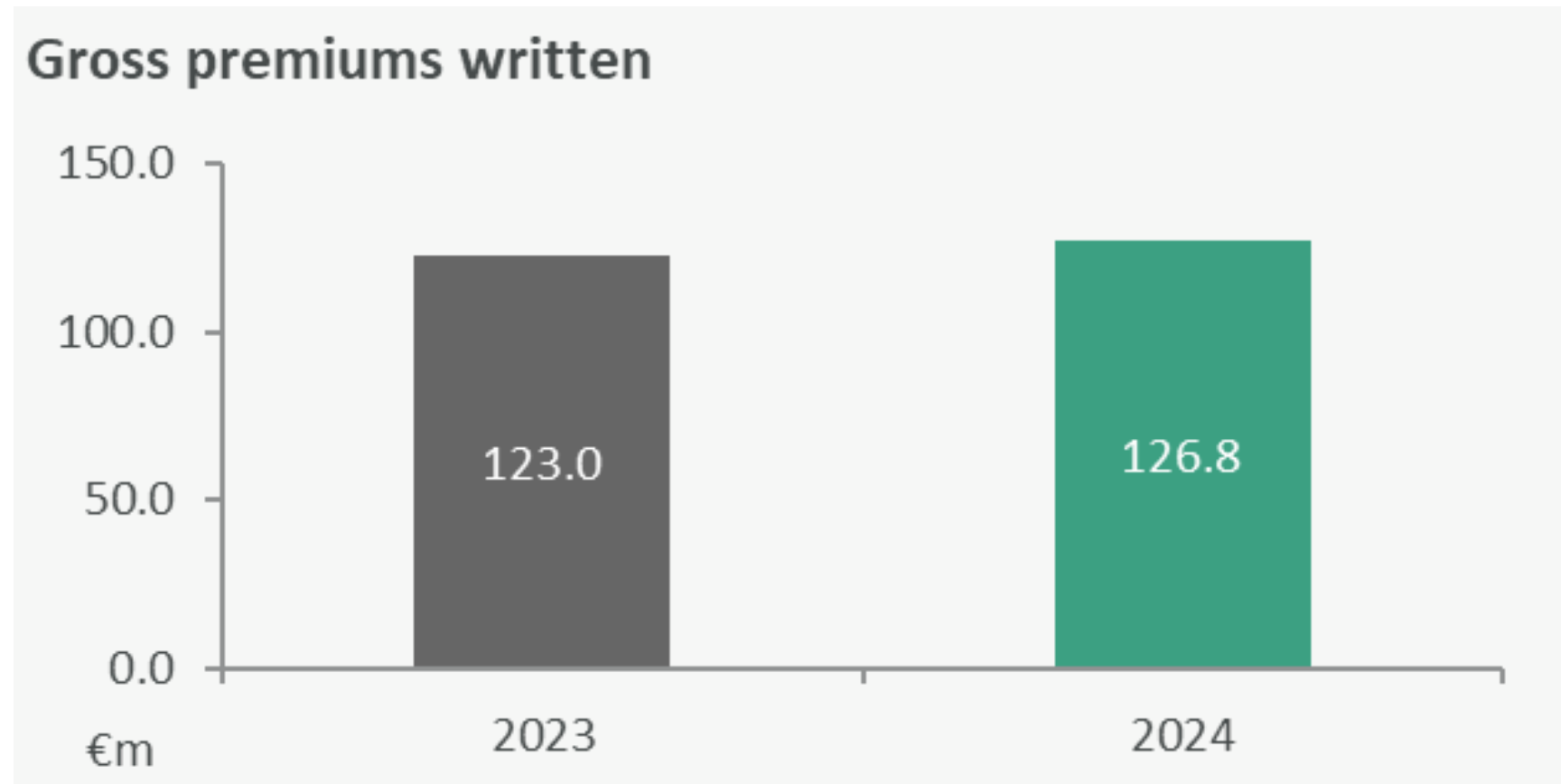




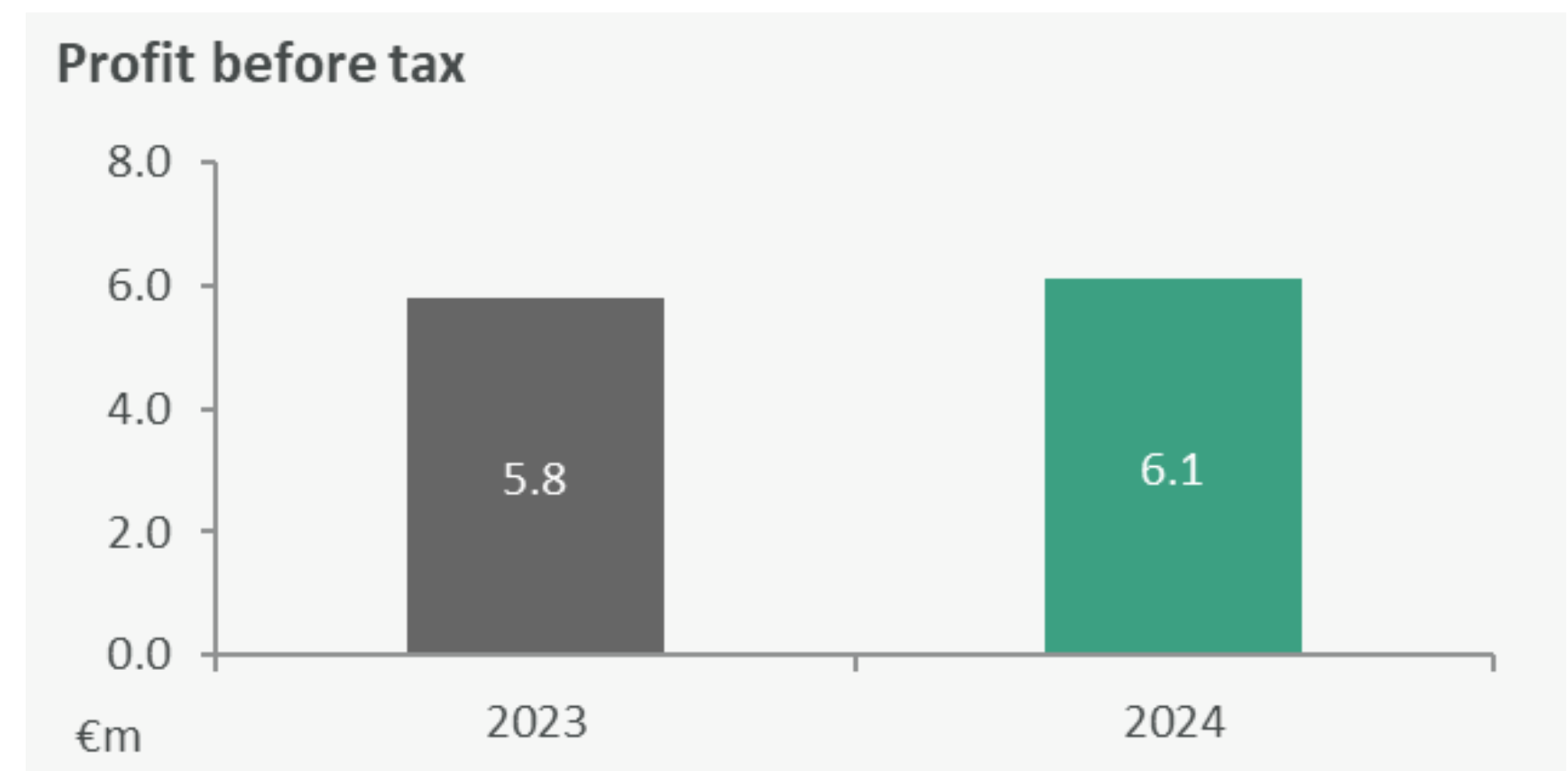
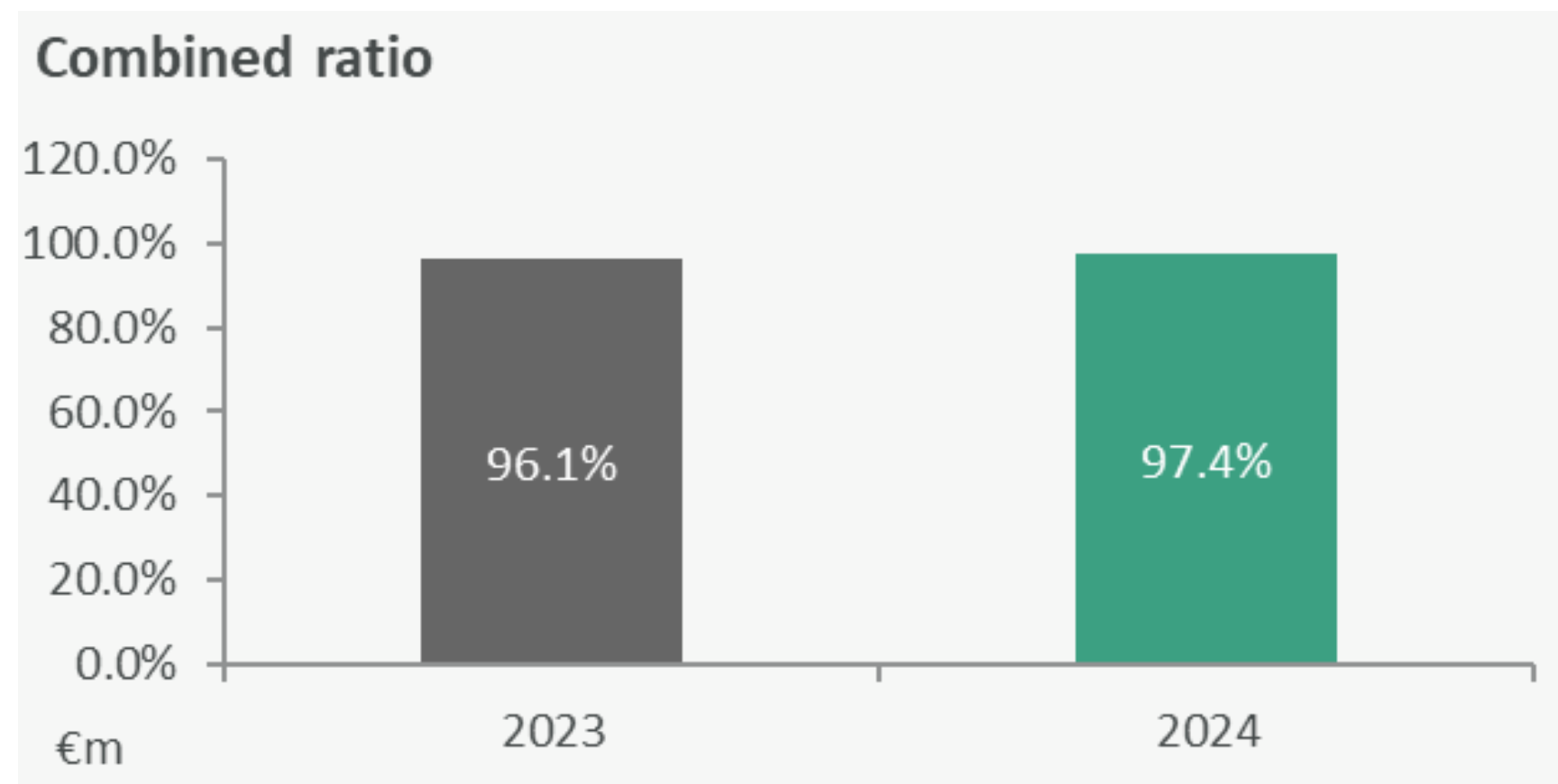
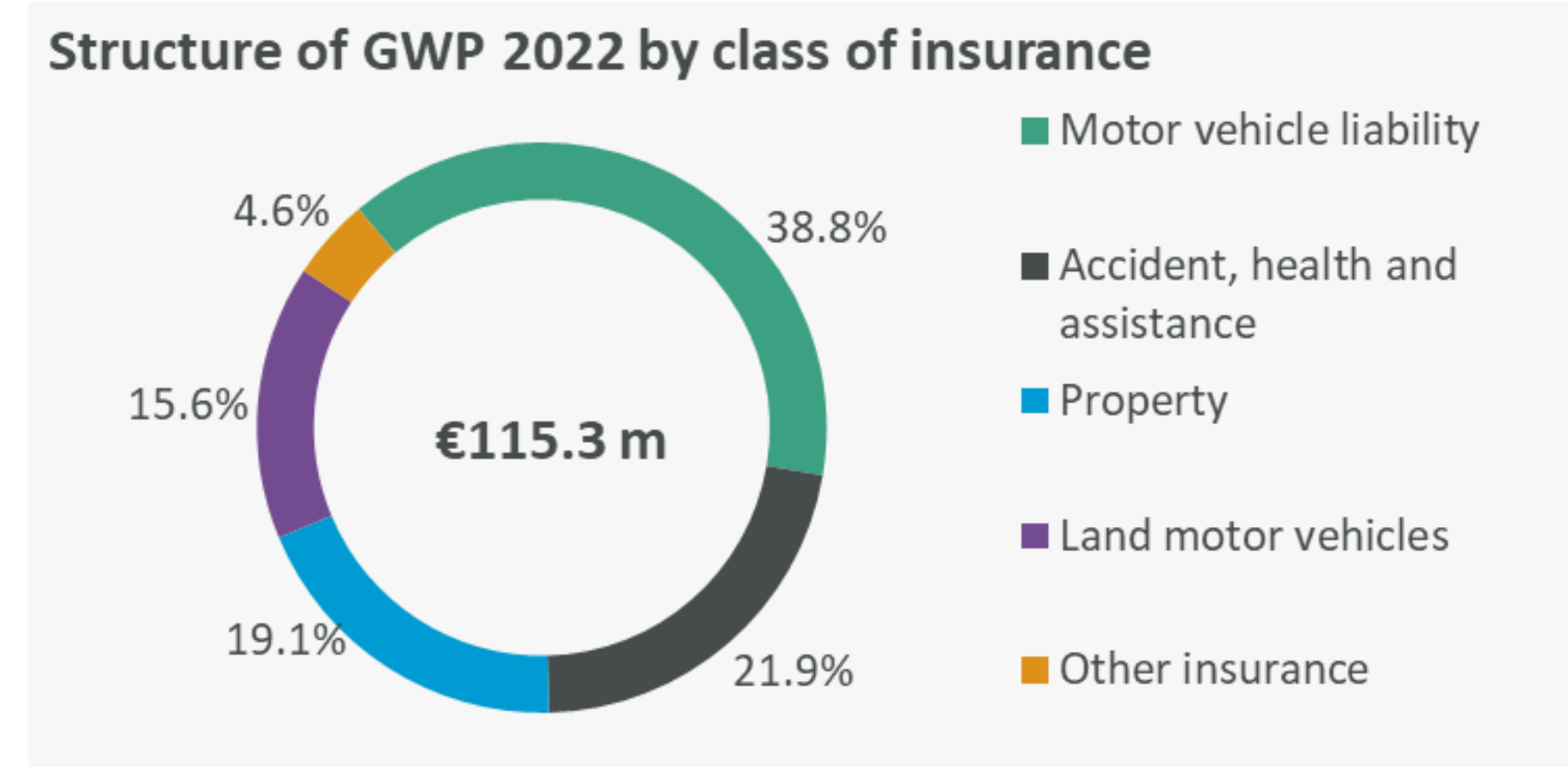
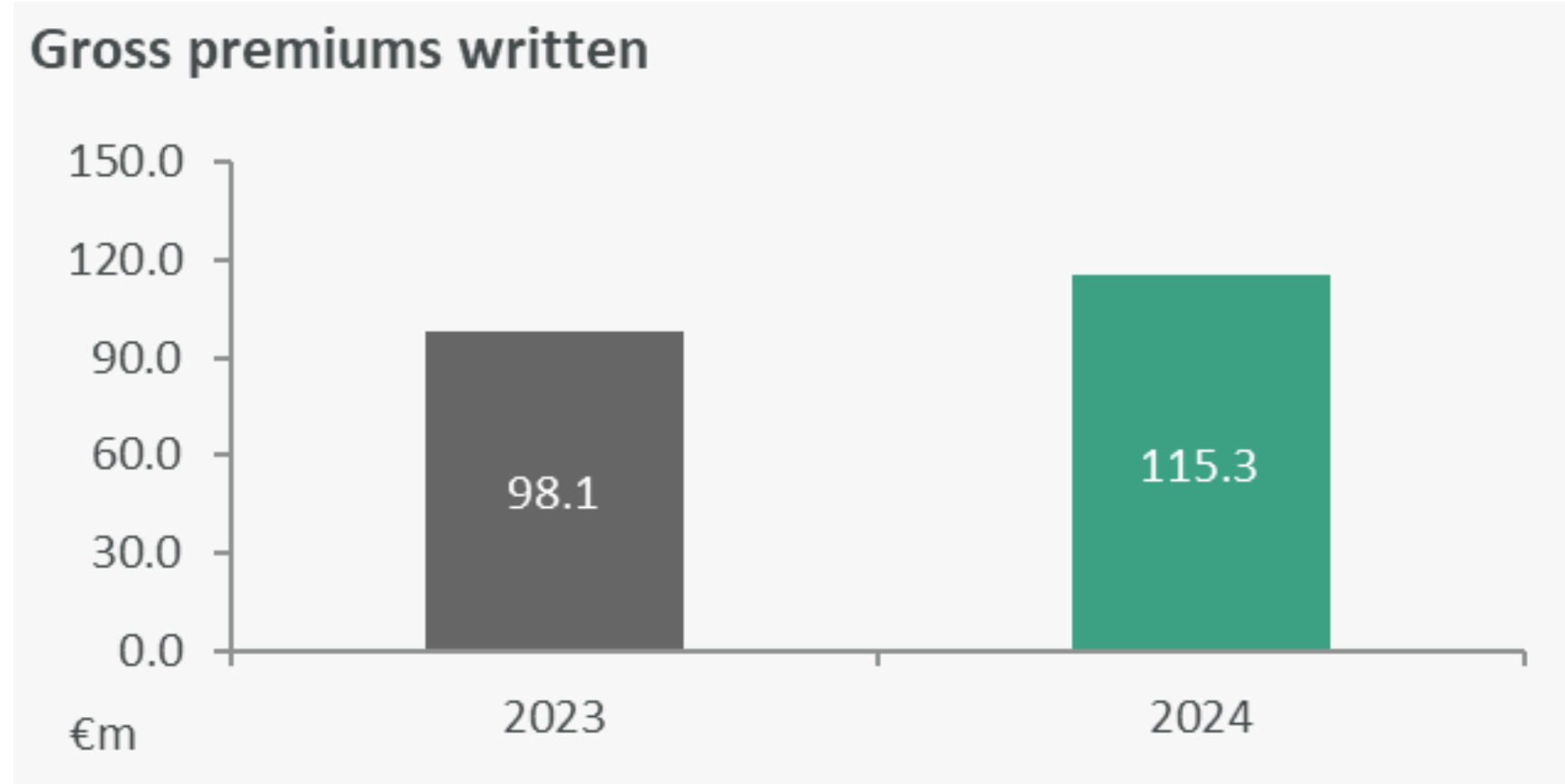
# Life EU



# Reinsurance

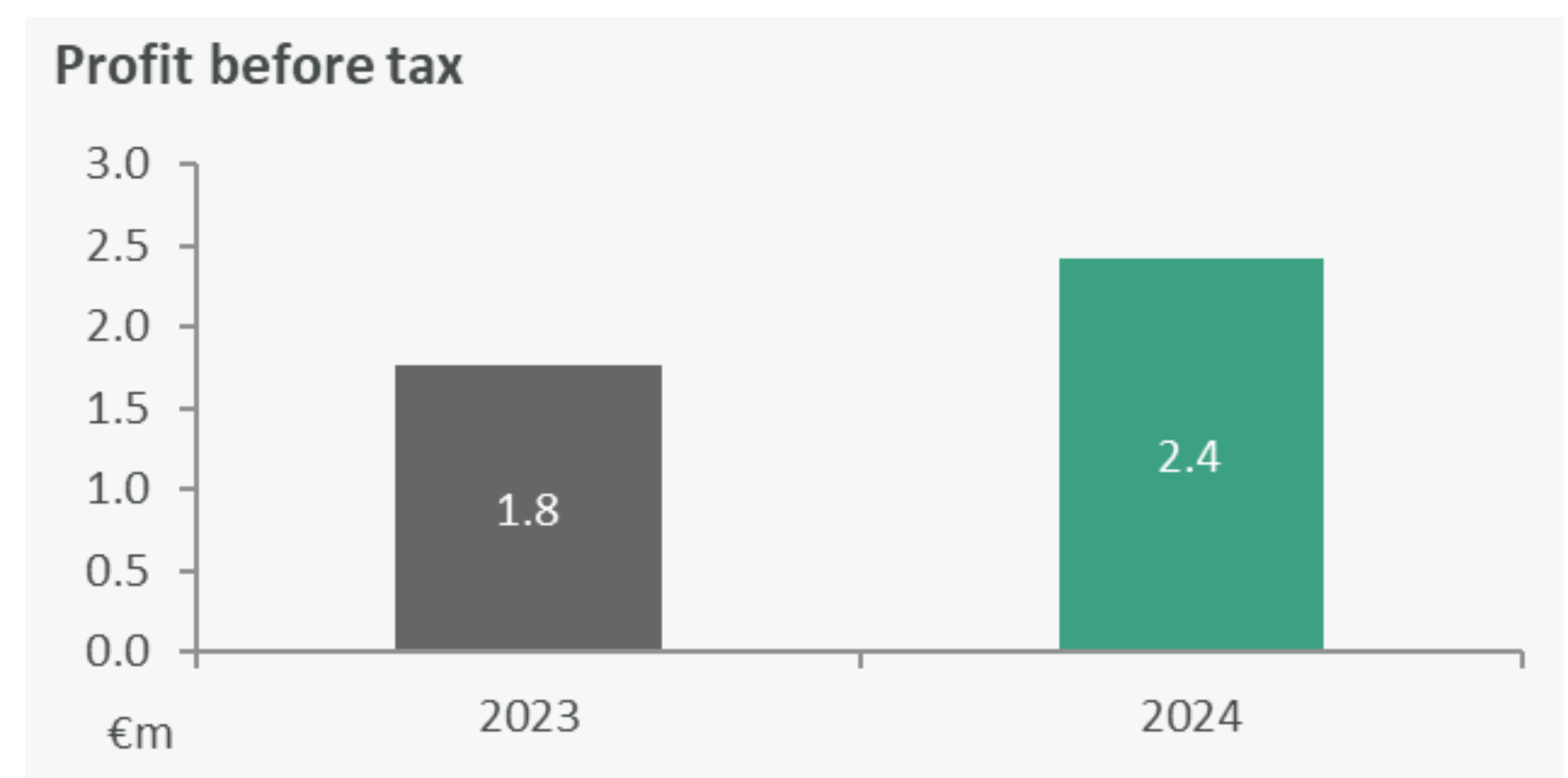
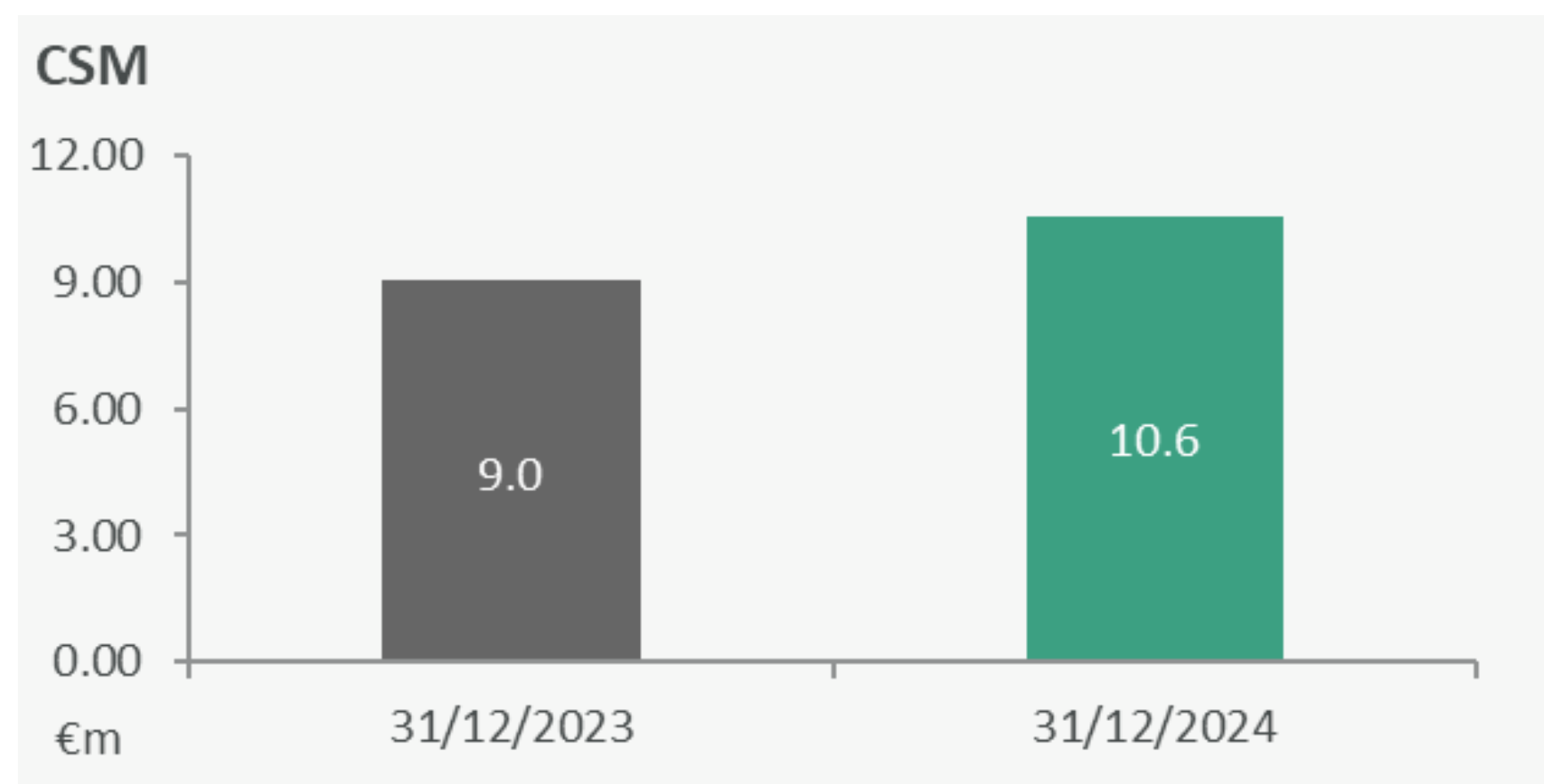
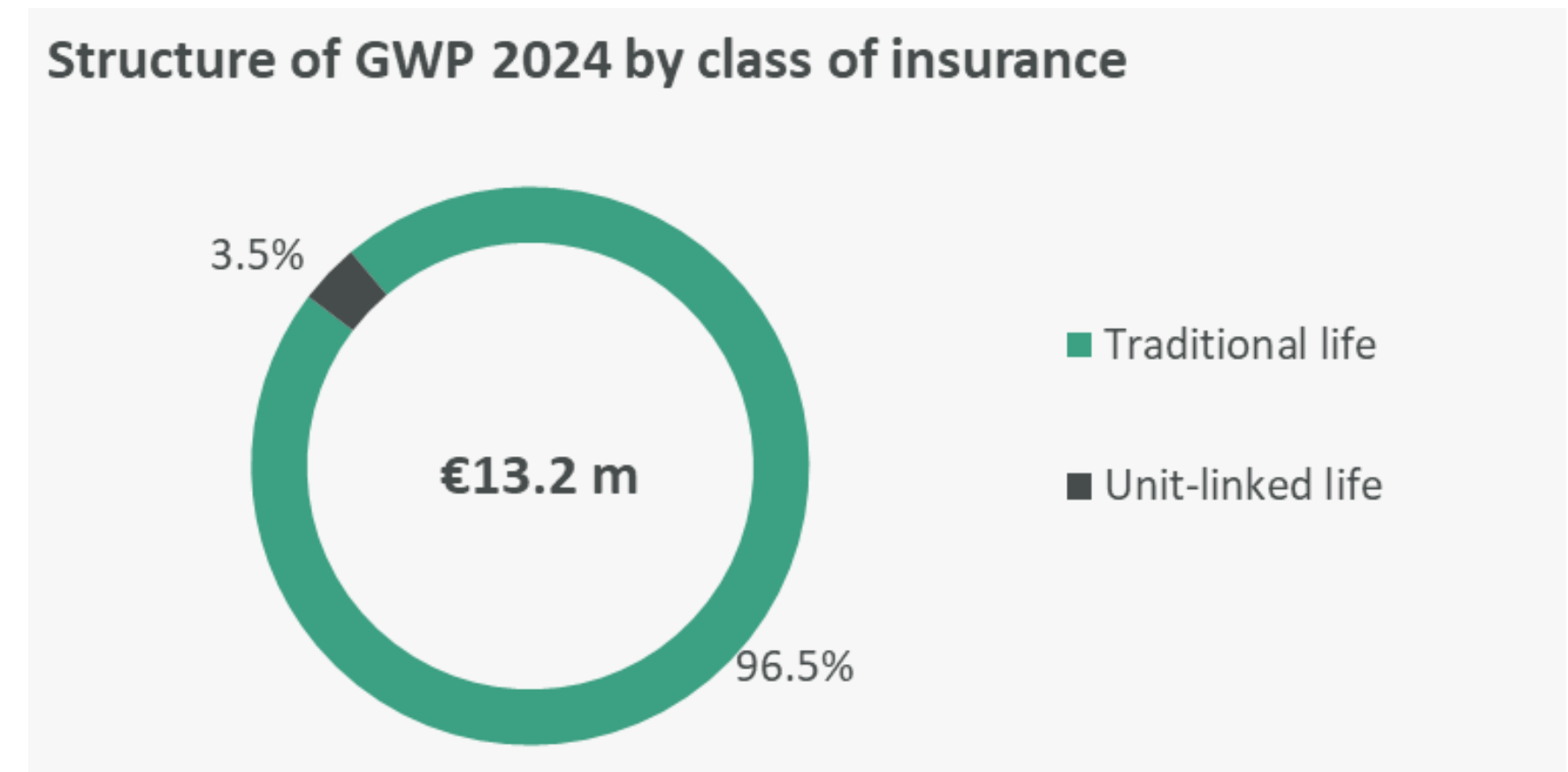
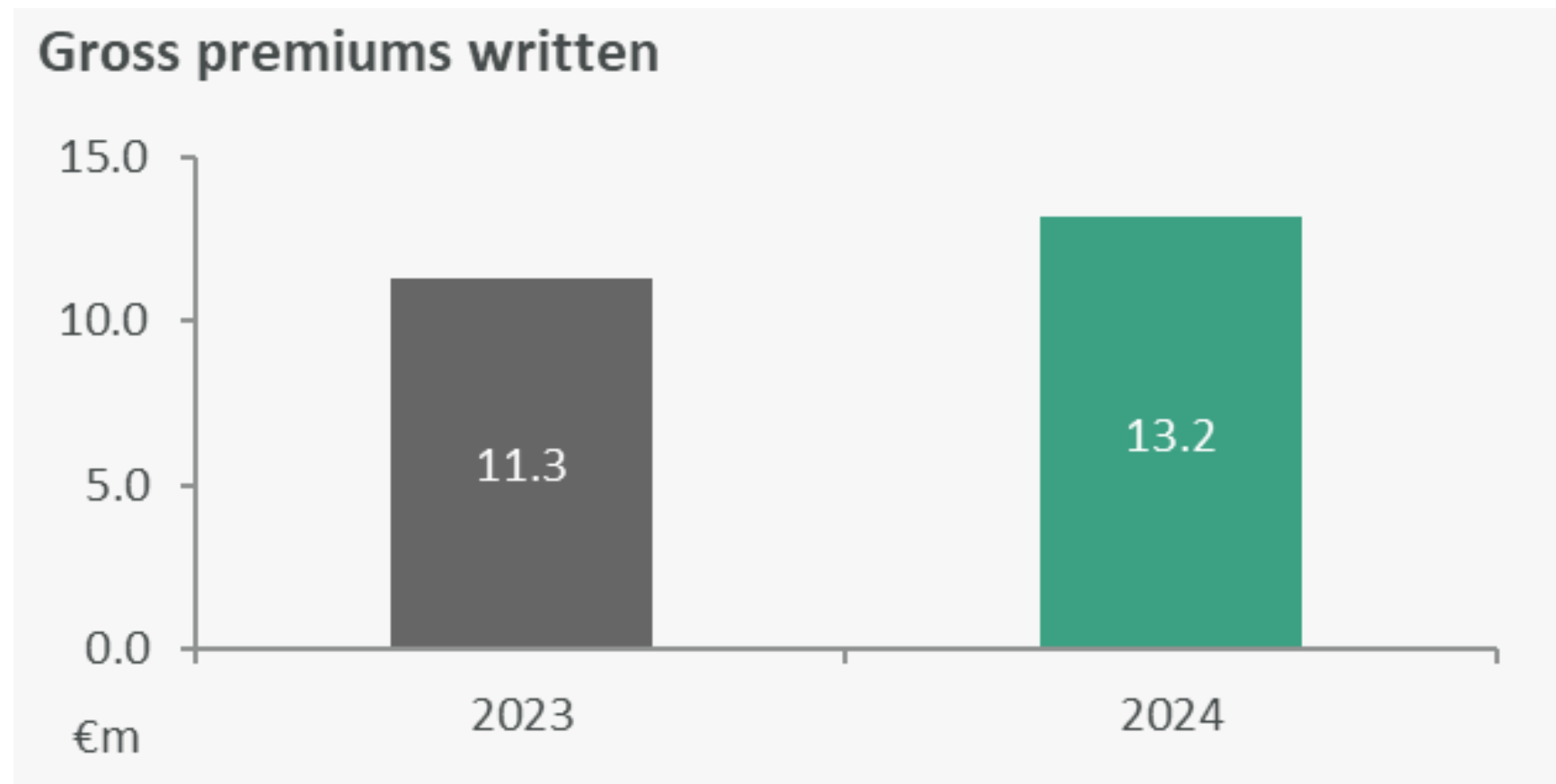


# Non-life non-EU

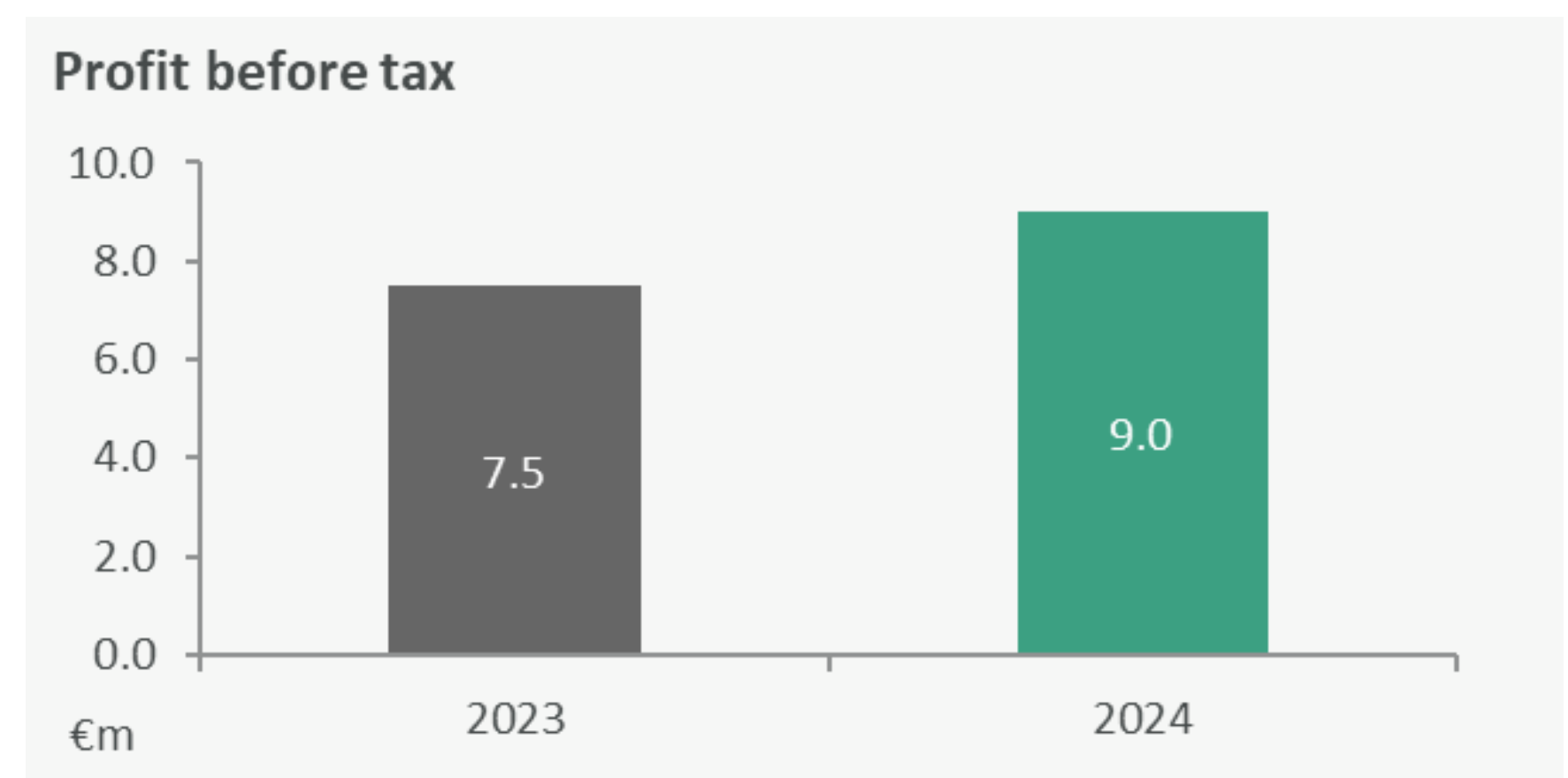
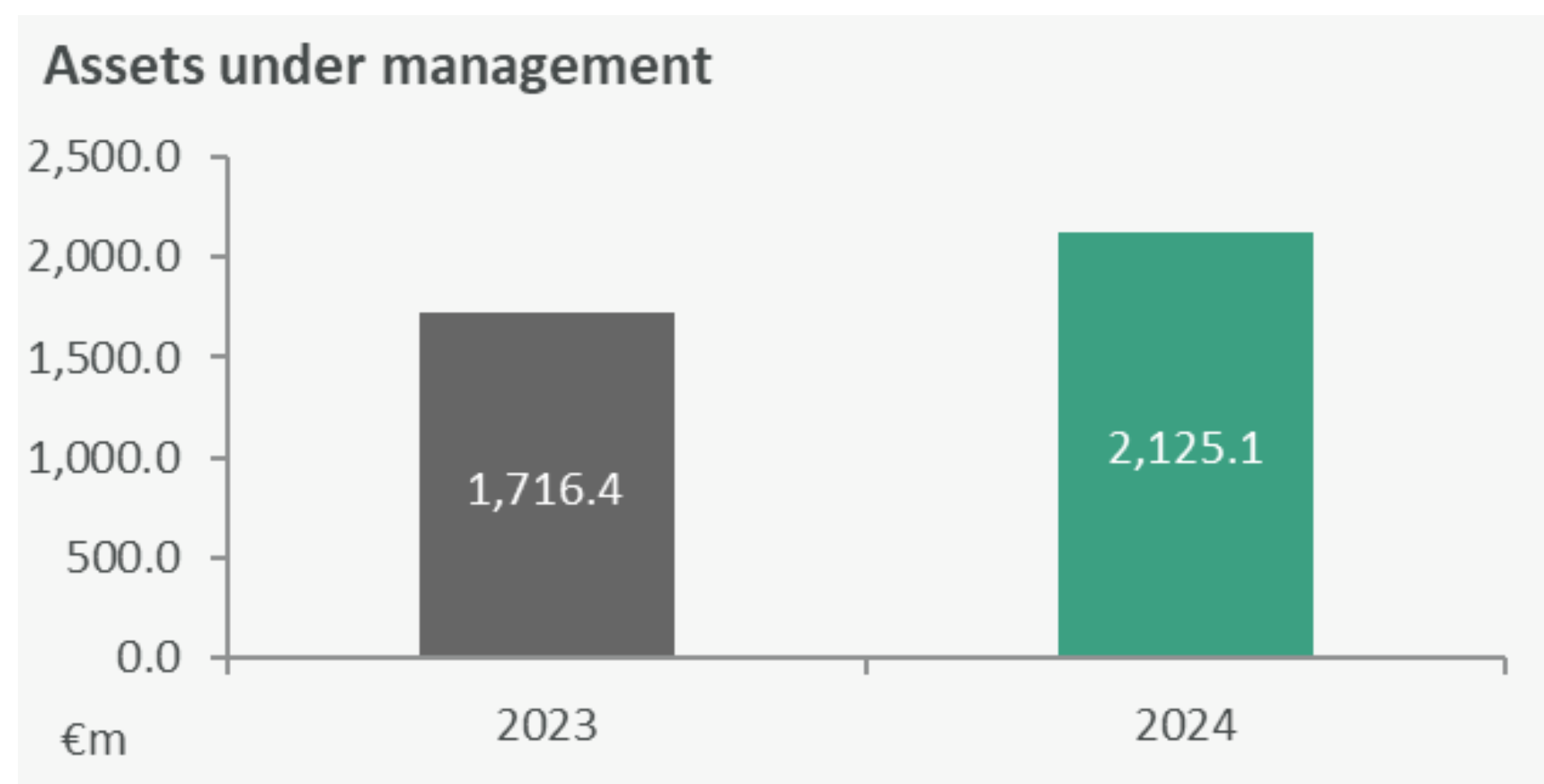
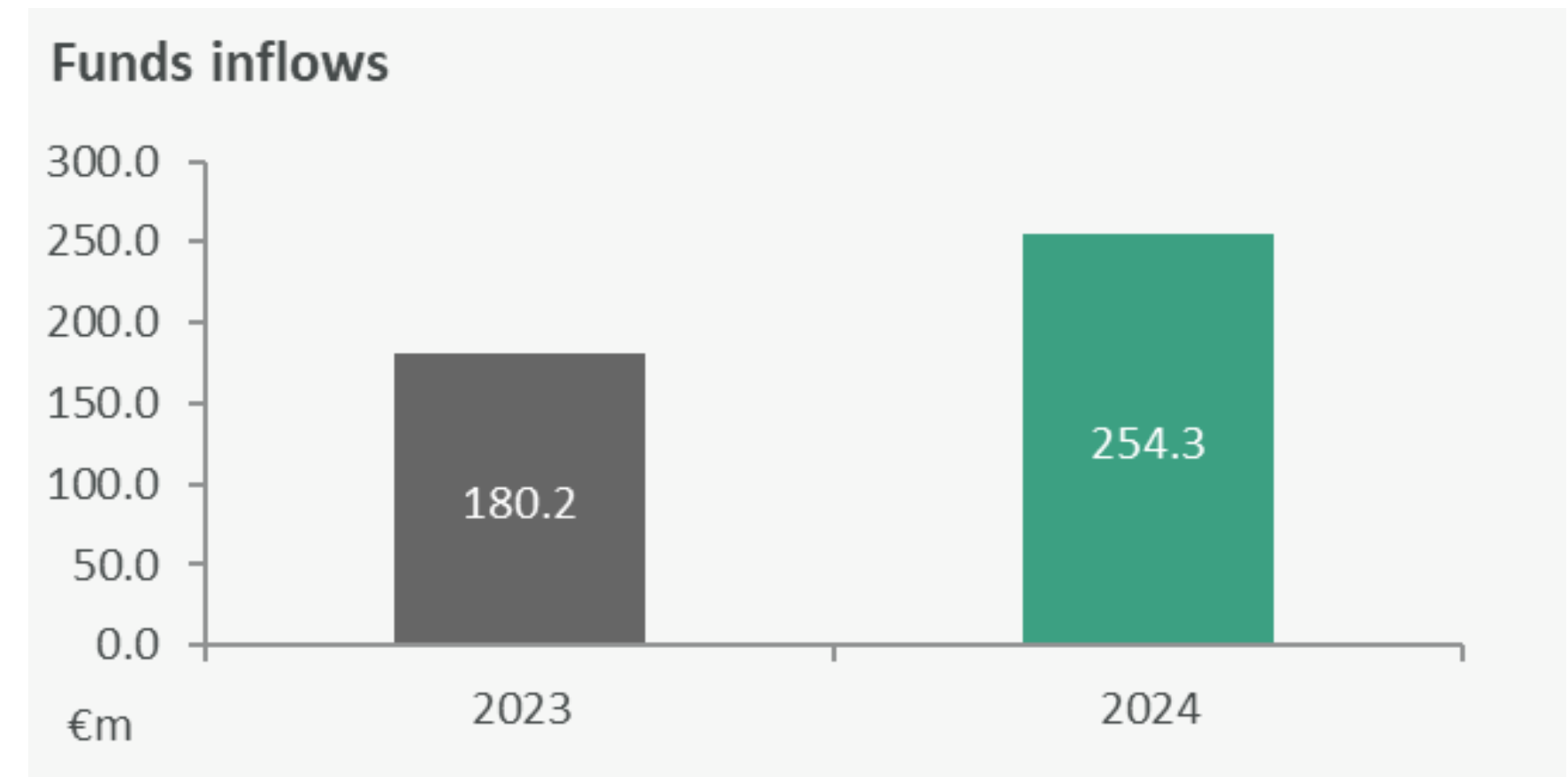




# Life non-EU



# Pensions and asset management



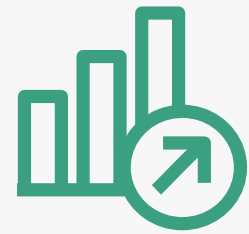


2024 RESULTS

03



# Performance highlights



**Growth in gross premiums written of 13.5%**

primarily in the **motor business** due to growth in average premiums and the number of policies sold

and in the **life business** due to increased sales of new policies and top-up premiums on existing policies



**Net profit of €87.8m (2023: €64.7m)**

**Better insurance service result:** higher revenue and improved claims experience

**Better investment result:** investing at higher interest rates and more favourable financial market movements



**Other significant events in 2024**


**Credit ratings reaffirmed:** S&P Global Ratings and AM Best affirmed “A” level financial strength ratings; AM Best stable outlook affirmed, S&P outlook revised to positive

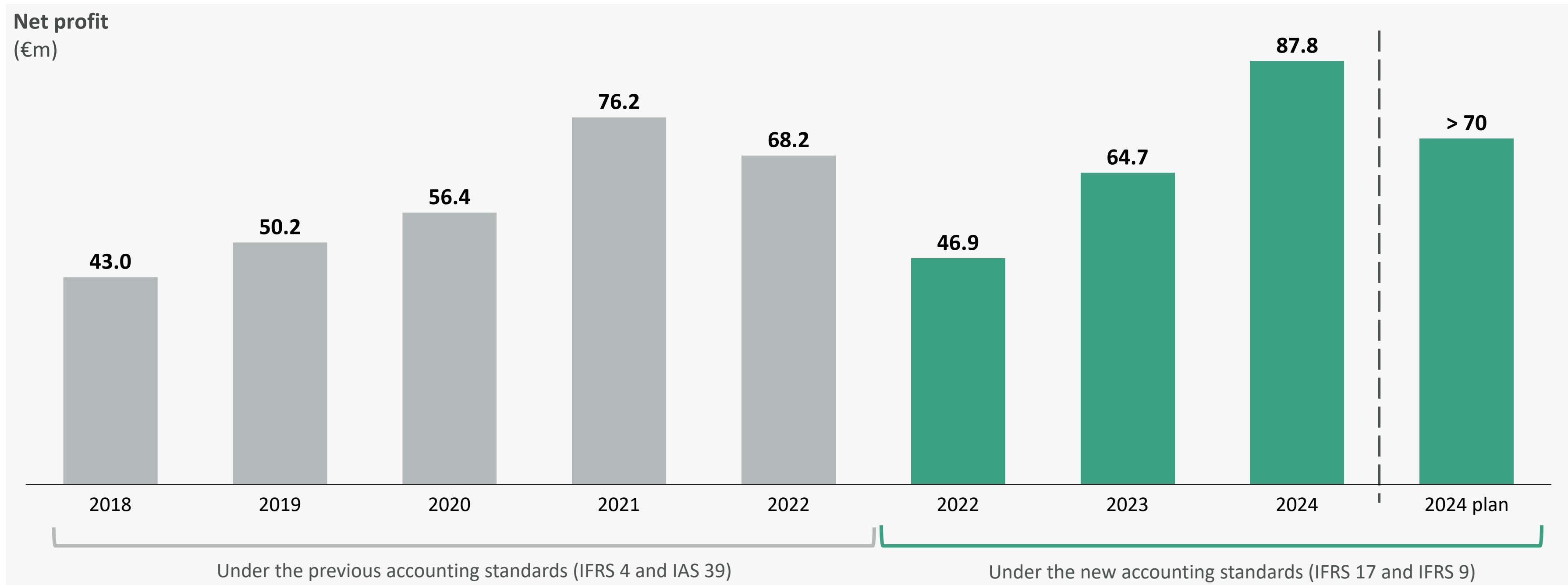
**Subordinated bond issue:** in October, Sava Re issued €50m in 5-year subordinated bonds with an annual coupon of 5.2%

# Profit target exceeded

Profit before tax  
**€109.8m**  
 2024/2023: **+37.9%**

Net profit  
**€87.8m**  
 2024/2023: **+35.9%**


 **Plan achieved**

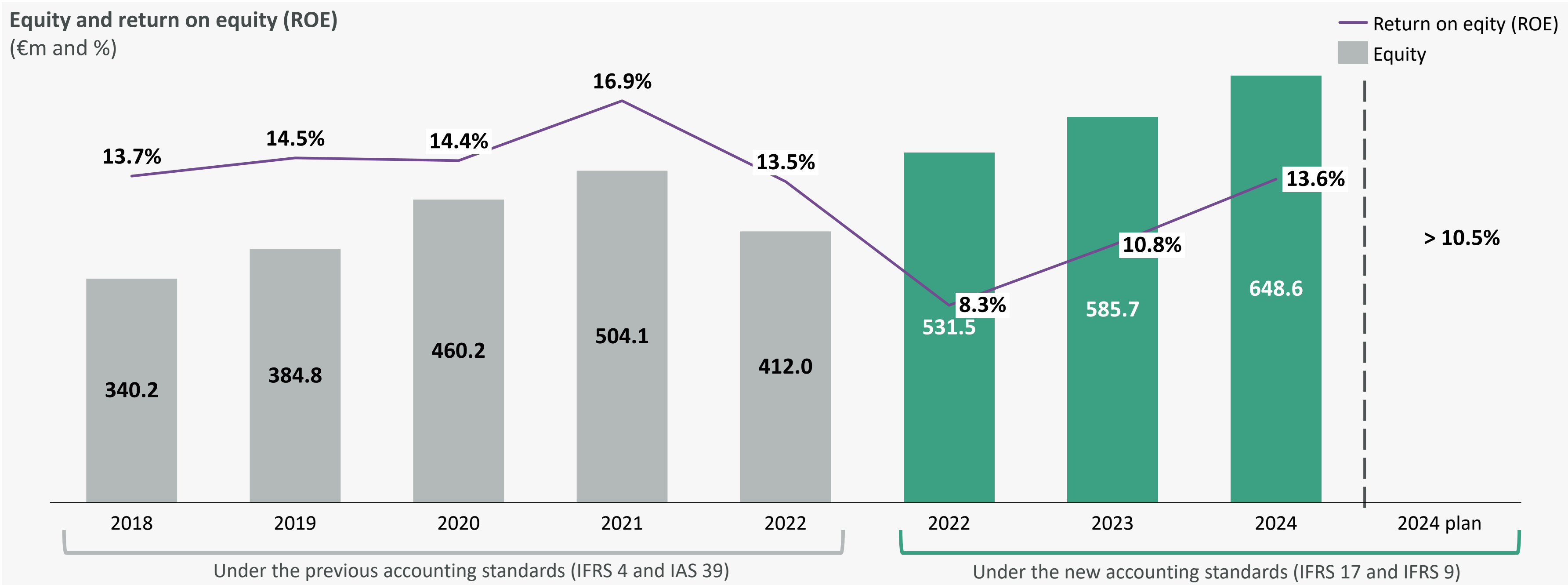


# Target return on equity exceeded

**Equity**  
**€648.6m**  
 2024/2023: **+10.7%**

**Return on equity (ROE)**  
**13.6%**  
 2024/2023: **+2.8 pp**

 **Plan achieved**





# Growth in contractual service margin (CSM)

Contractual service margin (CSM)

**€175.6m**

2024/2023: **+13.1%**

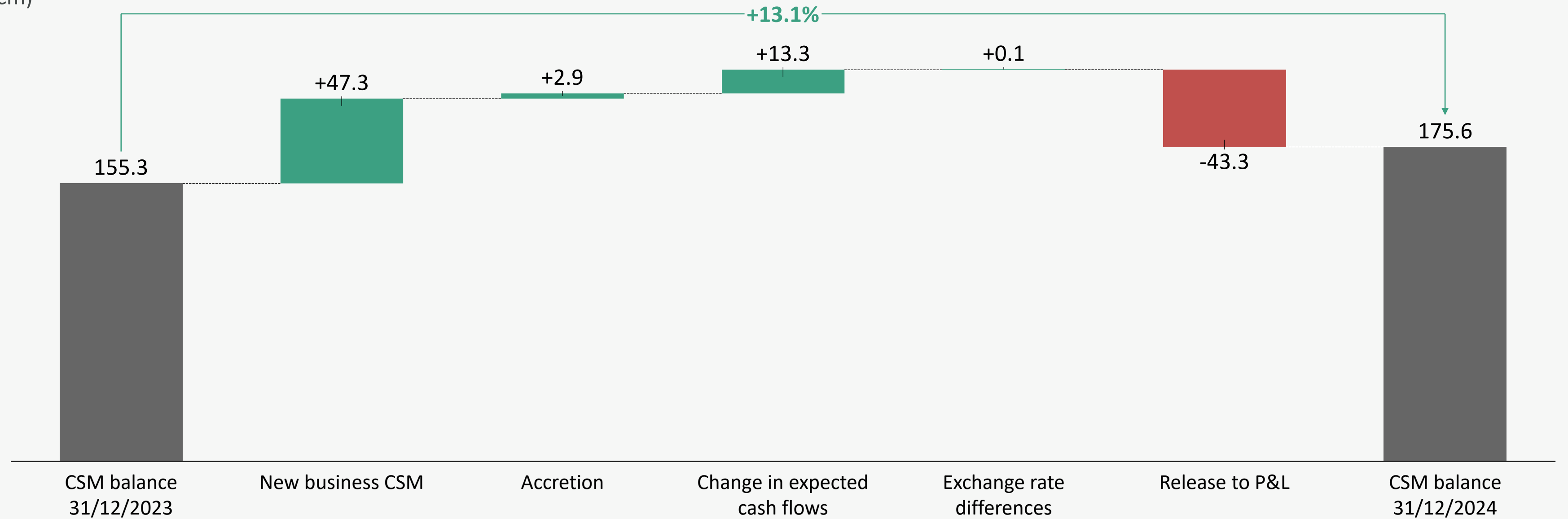
Net contractual service margin (CSM)

**€168.6m**

2024/2023: **+12.9%**

## Contractual service margin (CSM)

(€m)



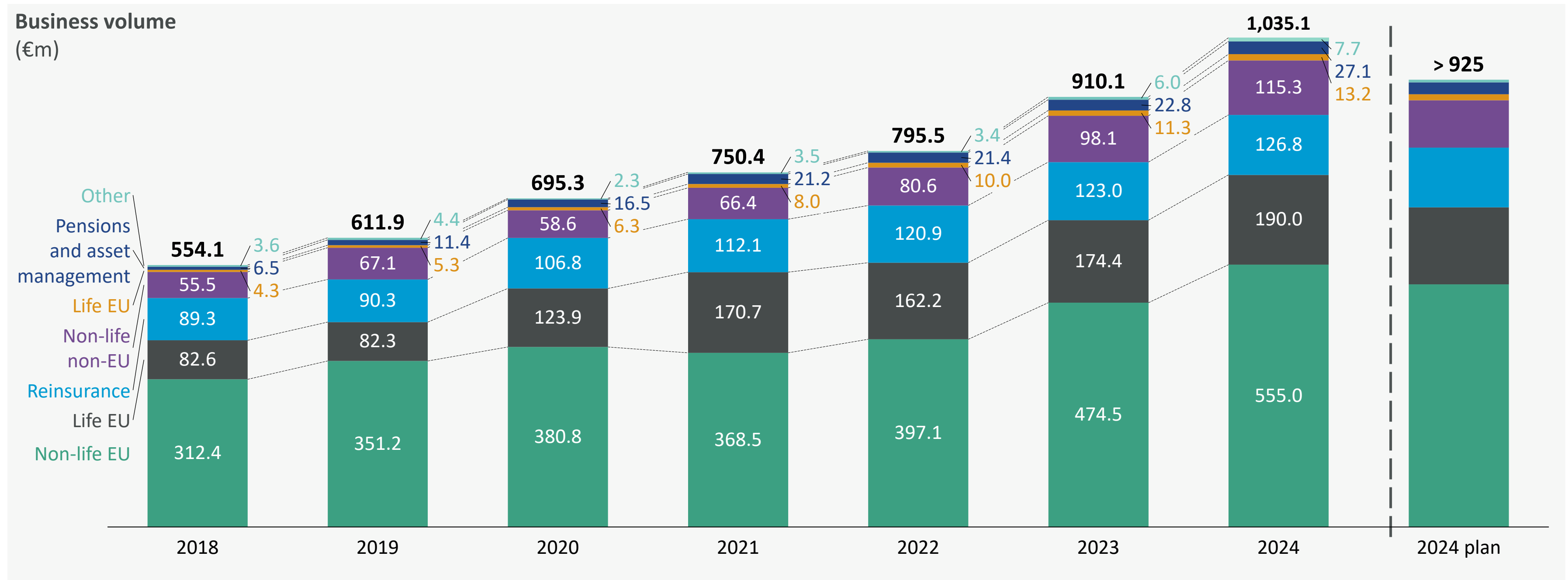
# Business volume and GPW pass the billion-euro mark

**Business volume**  
**€1,035.1m**  
 2024/2023: +13.7%

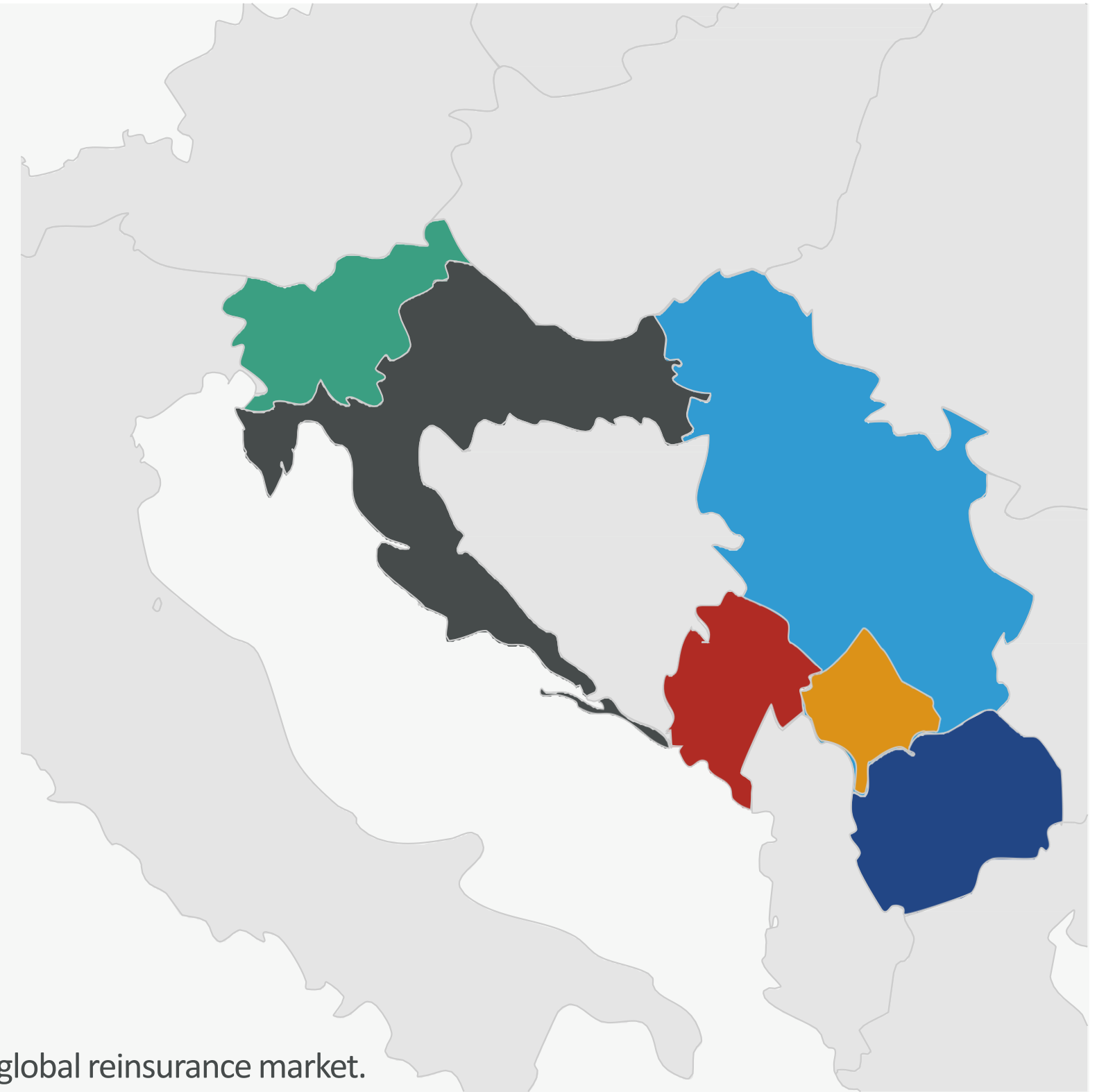
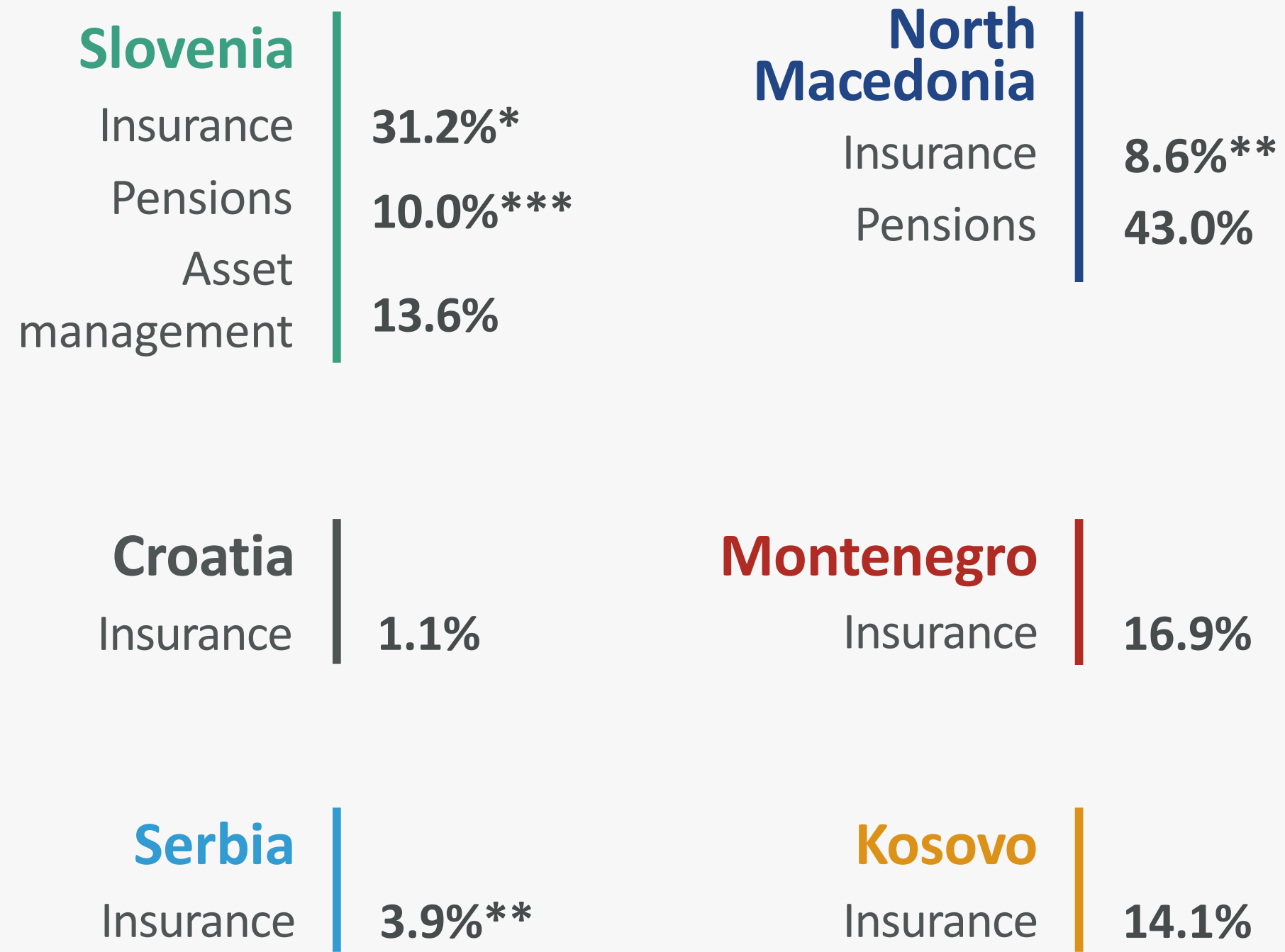
**Gross premiums written**  
**€1,003.8m**  
 2024/2023: +13.5%



Plan achieved



# Market shares



Sava Re operates in more than 120 reinsurance markets worldwide. It has a very small share of the global reinsurance market.

\* The market share has been calculated on the basis of premiums written in the Slovenian market (excluding premiums of the Croatian branch of Zavarovalnica Sava and excluding FoS business) using data published by the Slovenian Insurance Association (excluding pension annuities and contributions to pension funds).

\*\* 1–9/2024 as data for the full year 2024 have not yet been published. \*\*\* 1–12/2023 as more recent data not available.



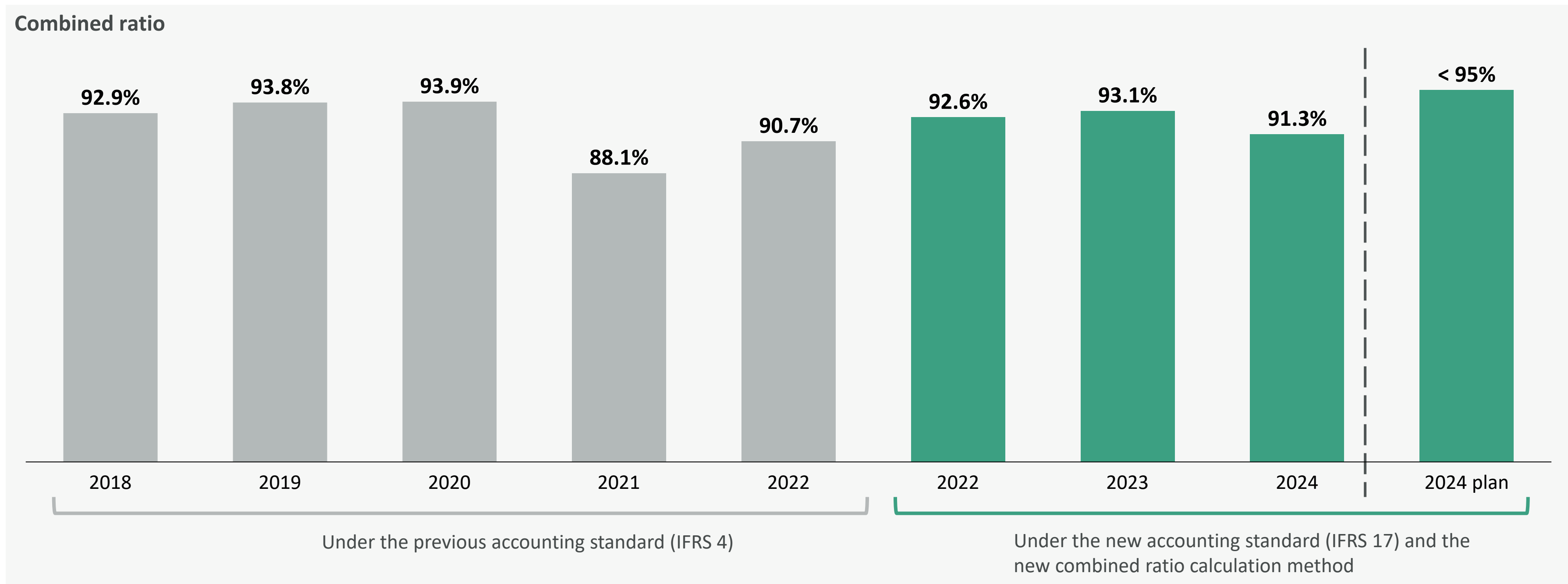


# Improved combined ratio

Combined ratio  
**91.3%**  
2024/2023: **-1.8 pp**



Plan achieved



# Impact of natural catastrophe claims

Natural catastrophe claims

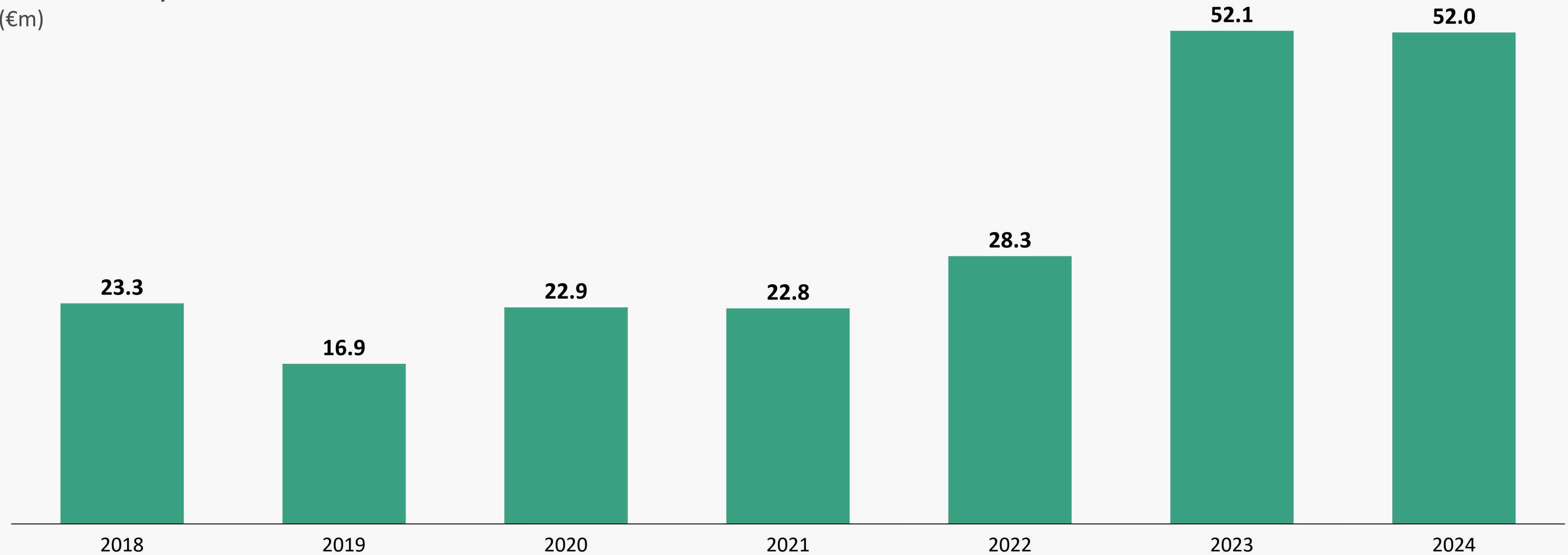
**€52.0m**

2024/2023: **-0.3%**

Includes net claims affecting the (re)insurance portfolios of the Group companies resulting from natural perils (such as windstorm, flood, earthquake and hail)

Natural catastrophe claims

(€m)

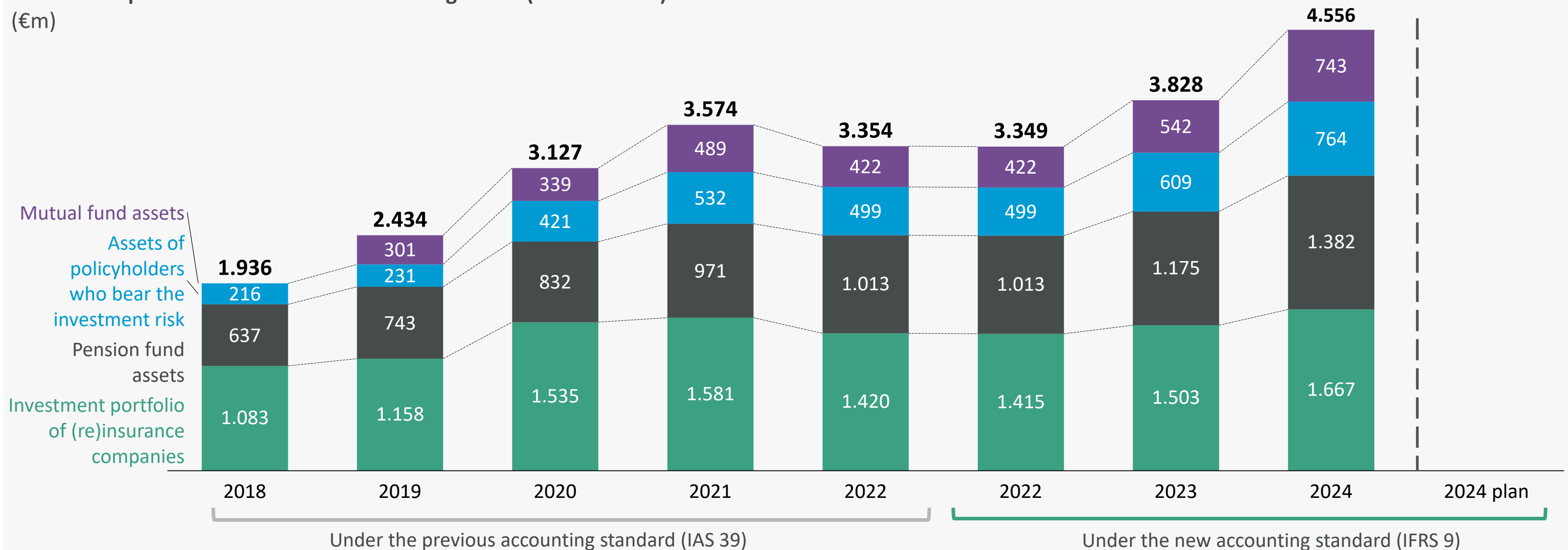


# Strong growth in investment portfolio and assets under management

Assets under management  
**€2,889.4m**  
 2024/2023: **+24.3%**

Investment portfolio  
**€1,666.9m**  
 2024/2023: **+10.9%**

Investment portfolio and assets under management (consolidated)  
 (€m)




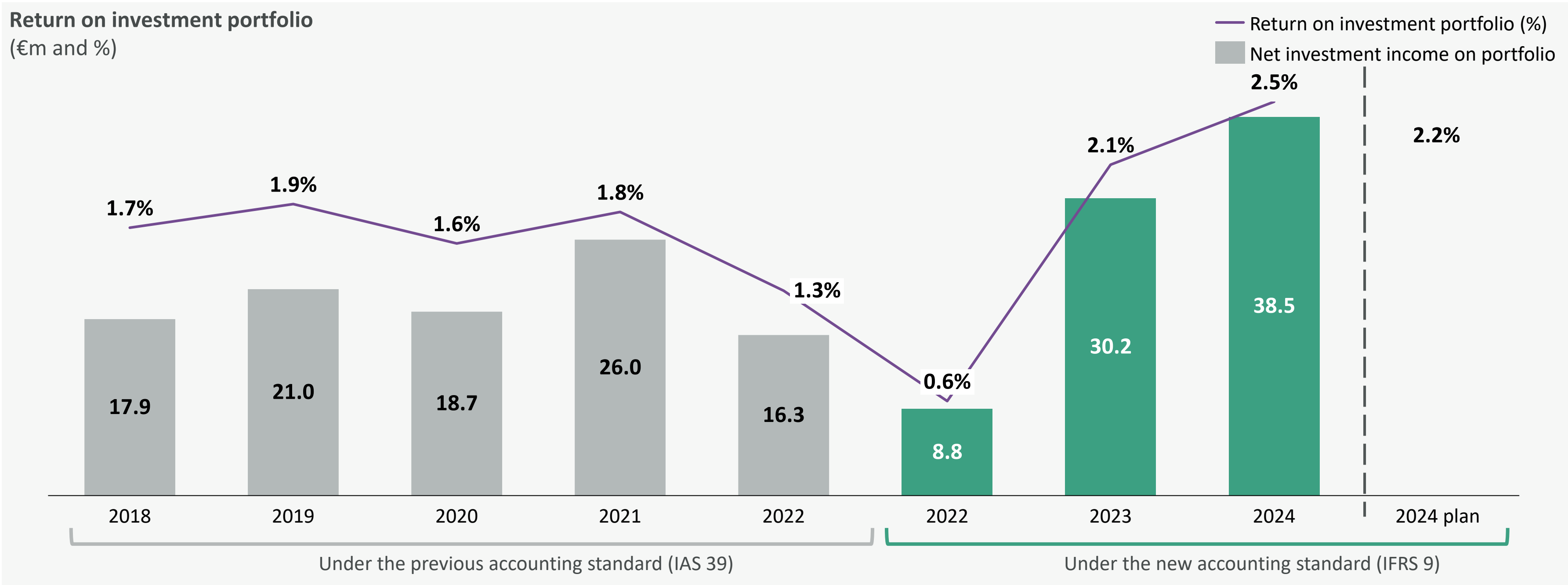


# Target return on investment portfolio exceeded

Return on investment portfolio  
**2.5%**  
 2024/2023: **+0.4 pp**

Investment portfolio  
**€1,666.9m**  
 2024/2023: **+10.9%**

 **Plan achieved**

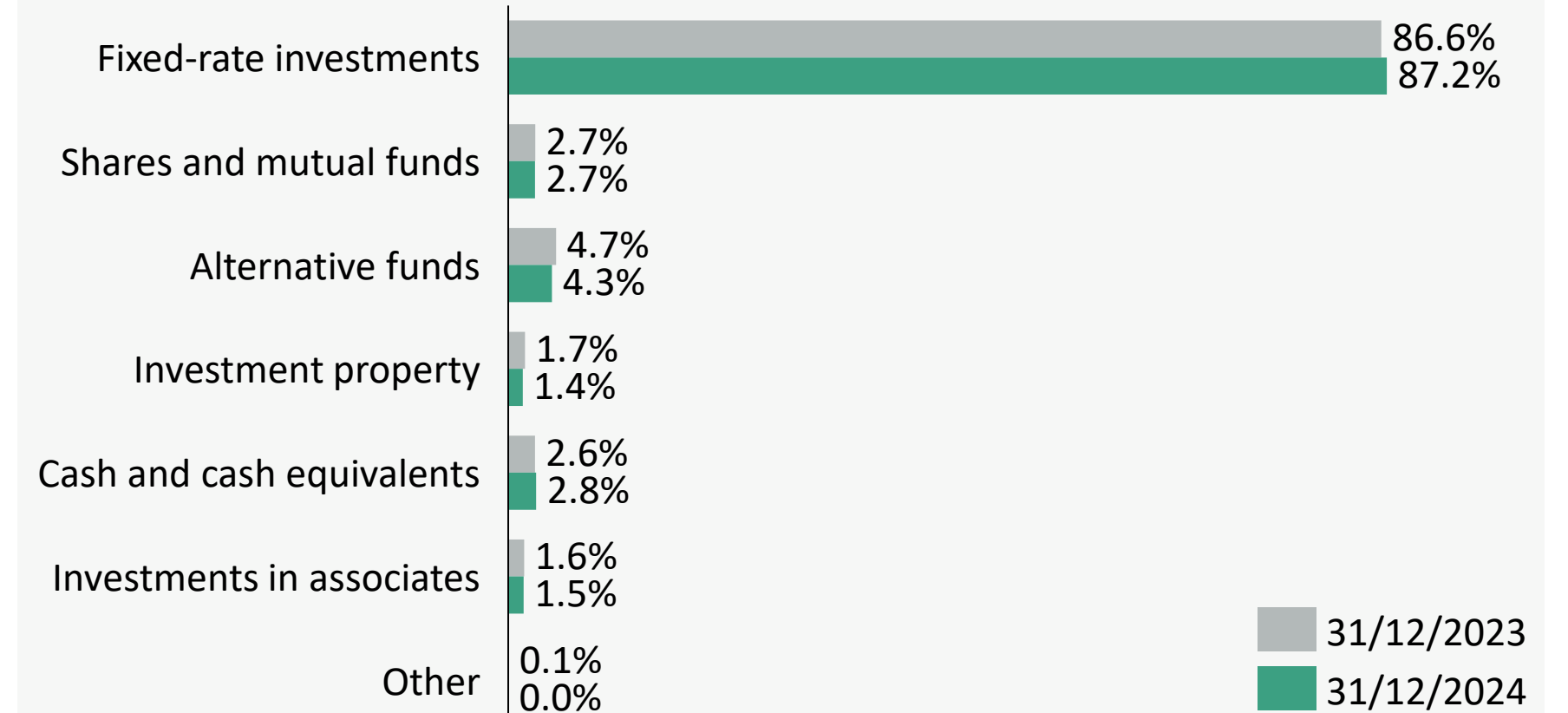


# Composition of the investment portfolio

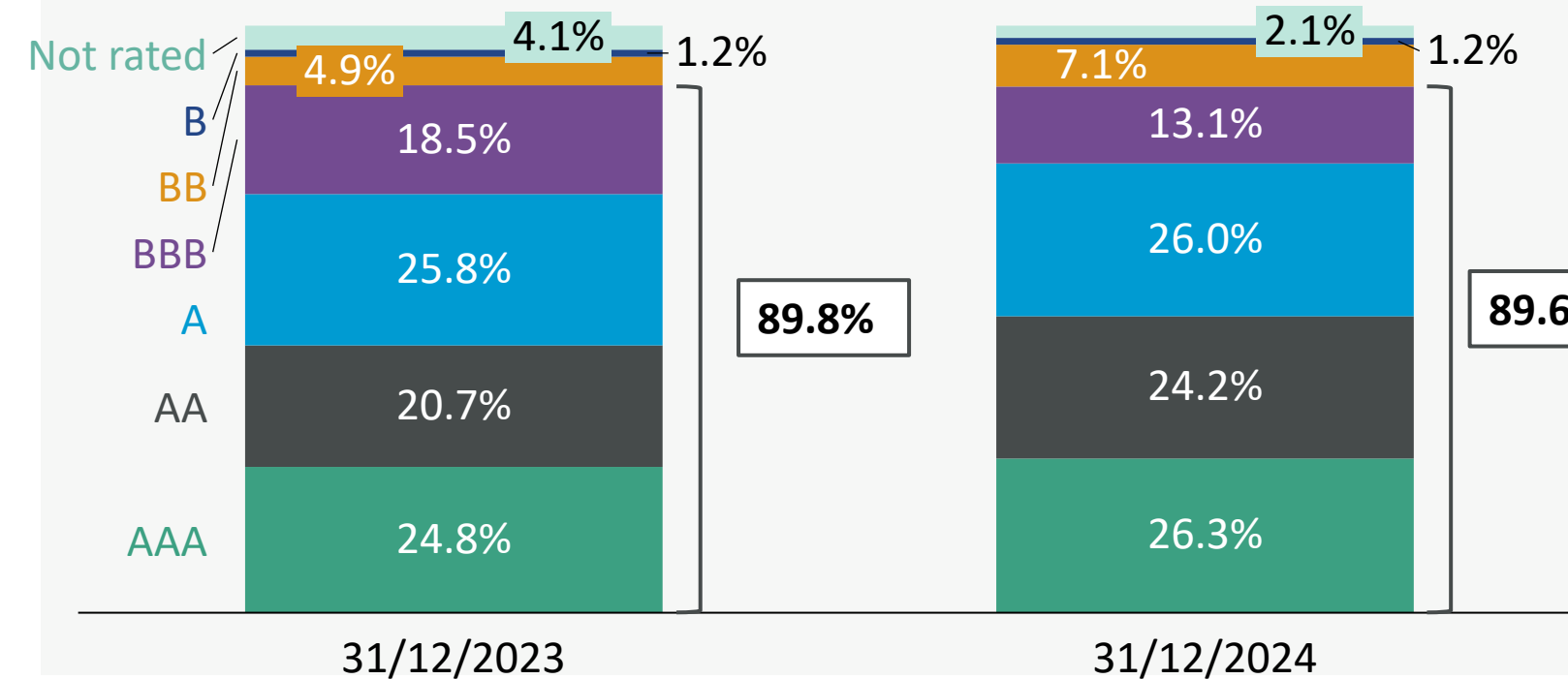
€m	31/12/2023	31/12/2024	Change
<b>Fixed-rate investments</b>	<b>1,302.4</b>	<b>1,453.5</b>	<b>151.1</b>
Government bonds	818.8	922.7	103.9
Corporate and financial bonds	458.0	503.4	45.5
Deposits & CDs	25.6	27.3	1.7
<b>Shares and mutual funds</b>	<b>40.3</b>	<b>44.4</b>	<b>4.1</b>
Shares	21.8	23.5	1.7
Mutual funds	18.6	20.9	2.4
<b>Alternative funds</b>	<b>71.2</b>	<b>72.4</b>	<b>1.1</b>
<b>Investment property</b>	<b>24.9</b>	<b>24.1</b>	<b>-0.7</b>
<b>Cash and cash equivalents</b>	<b>39.8</b>	<b>46.2</b>	<b>6.4</b>
<b>Investments in associated companies</b>	<b>23.8</b>	<b>25.6</b>	<b>1.8</b>
<b>Other</b>	<b>0.8</b>	<b>0.7</b>	<b>-0.1</b>
<b>Total investment portfolio</b>	<b>1,503.3</b>	<b>1,666.9</b>	<b>163.6</b>

- Secure and liquid portfolio dominated by highly rated government and corporate bonds
- Q4 reinvestment yield of about 2.6% and 3.1% for 2024

## Asset allocation



## Fixed-rate investments by credit rating



# Select sustainability performance indicators

	2022	2024	Difference 2024/2022
<b>Environmental aspect</b>			
CO <sub>2</sub> emissions per employee (in tonnes) – scope 1 in 2 (location-based method)	1.47	1.15	-21.8%
	2023	2024	Difference 2024/2023
<b>Environmental aspect</b>			
Number of claims reported online	243,106	300,120	+23.5%
Group’s ESG integrated investments as at 31/12	16.9%	23.6%	+6.7 pp
<b>Social aspect</b>			
Number of employees as at 31/12 (full-time equivalent basis)	2,744.8	2,892.9	+1.5%
Employees involved in annual performance appraisal interviews as %	47.9%	55.3%	+7.4 pp
Women as % of all employees as at 31/12	59.9%	60.0%	+0.1 pp
Employee turnover rate	17.1%	16.2%	-0.9 pp
Number of injuries in the workplace	8	8	0.0%
Average hours of employee training	22.5	20.5	-8.9%
Heart for the World – corporate volunteering (no. of hours)	5,114	6,574	+28.5%
<b>Governance aspect</b>			
Women in management bodies as %	28.0%	32.0%	+4.0 pp
Women in supervisory bodies of Group companies as %	19.7%	20.0%	+0.3 pp

We compare CO<sub>2</sub> emissions to 2022, our baseline year for monitoring the strategic decarbonisation target.



We build long-term corporate social responsibility in continuous dialogue with our stakeholders, supporting global sustainability goals, with a particular focus on climate action and the good health and well-being of our customers and employees.





2023–2027  
STRATEGY

04





# Key strategic priorities for 2023–2027

**Focusing on the customer**



**Streamlining business processes**



**Building sustainability**



**Modernising information technology**



**Building teams of satisfied and motivated employees**



**Growing through acquisitions**





# Profit target exceeded

## Key performance targets planned for 2024

### Growth in business volume

average annual

**> 4%**

### Business volume

in 2027

**> €900m**

### Return on equity

**9.5–10.5%**

### Solvency ratio

optimal capitalisation range

**170–210%**

### Combined ratio

non-life insurance + reinsurance

**< 95%**

### Return on investment portfolio

rising to

**2.2%**

by 2027



# Business volume planned for 2027

Driving growth in all markets where we are present

<b>■ Slovenia</b>	Insurance > €600m	<b>■ North Macedonia</b>	Insurance > €20m
Reinsurance non-Group > €140m		Pensions > €7m	
Other > €18m			
<b>■ Croatia</b>	Insurance > €20m	<b>■ Montenegro</b>	Insurance > €20m
<b>■ Serbia</b>	Insurance > €45m	<b>■ Kosovo</b>	Insurance > €30m



# Dividend policy

**Sava Re aims to distribute between 35% and 45% of the net profit of the Sava Insurance Group each year over the period 2023–2027.**

**The key goal of the dividend policy is stable annual dividend growth, with due consideration of:**

- the estimated surplus of eligible own funds over the solvency capital requirement under Solvency II
- the Group's own risk and solvency assessment
- the capital models of the rating agencies S&P Global Ratings and AM Best
- the approved annual and strategic plans of the Group and the Company
- new development projects requiring additional capital
- other relevant circumstances affecting the financial situation of the Company





# Sustainable development

## Five key initiatives are identified in our Sustainable Development Strategy up to 2027.

# 1

### Reducing carbon footprint

- We are pursuing the European ambition of a 55% cut in GHG emissions by 2030 for Group operations (scope 1 and 2) and for our investment portfolio compared to 2022 levels. Achieving this target also depends on the climate action taken by the countries where we are present.

# 2

### Responsible (re)insurance underwriting

- Compliance with guidelines on responsible underwriting of non-life insurance business
- Reducing the carbon footprint of the portfolio by excluding fossil-fuel related activities (Do No Significant Harm principle)
- Developing products and activities and increasing revenue from products aligned with the taxonomy

# 3

### Sustainability in the value chain and processes

- Increasing ESG investments to exceed 20% by 2027
- Digitalising operations and lowering the carbon footprint by reducing business travel, paper consumption and waste
- Supply-chain review: assessing suppliers from a social and environmental responsibility perspective

# 4

### Improving customer satisfaction

- Net Promoter Score: establishing a uniform methodology for the Group and monitoring trends

# 5

### Satisfied and committed employees and strengthening sustainability culture

- Measuring satisfaction using a suitable HR methodology and promoting a sustainability culture through the Heart for the World initiative





2025 PLAN

05



# Approaching one billion euros in business volume

## Key performance targets planned for 2025

Growth in business volume

**> 5%**

Return on equity

**> 11%**

Net profit for the year

**> €84m**

Solvency ratio

**170–210%**

optimal capitalisation range

Combined ratio

**< 94%**



# Planning for continued growth in all our operating segments

## Business volume growth planned for 2024



Non-life, EU

> 5%



Life, EU

> 3%



Reinsurance

> 4%



Non-life, non-EU

> 8%



Life, non-EU

> 10%



Pensions and asset management

> 9%







# Thank you.

For more information: [ir@sava-re.si](mailto:ir@sava-re.si)



AMONG GOOD PEOPLE

[www.sava-re.si](http://www.sava-re.si)



# Cautionary statements and notes

## **Forward-looking statements**

This document may contain forward-looking statements relating to the expectations, plans or goals of the Sava Insurance Group (the Group), which are based on estimates and assumptions made by the management of Sava Re (the Company). By their nature, forward-looking statements involve known and unknown risks and uncertainties. As a result, actual developments, in particular performance, may differ materially from the expectations, plans and goals set out in this document; therefore, persons should not rely on forward-looking statements.

## **Duty to update**

The Group and the Company assume no obligation to update or revise any forward-looking statements or other information contained in this document, except to the extent required by applicable laws and regulations.

## **Alternative performance measures**

This document may contain certain alternative performance measures used by the Company's management to monitor the business, financial performance and financial position of the Group and to provide investors with additional information that management believes may be useful and relevant to understanding the Group's results. These alternative performance measures or benchmarks generally do not have a standardised meaning and therefore may not be comparable to similarly defined benchmarks used by other companies. Therefore, such measures should not be considered in isolation from, or in place of, the Group's consolidated financial statements and the related notes prepared in accordance with IFRS standards.

## **Data not audited**

The consolidated financial statements presented in this document are unaudited.

## **Rounding**

All calculations are based on exact figures, including decimals, which is why rounding differences may occur.

