



**CIG PANNÓNIA**  
BIZTOSÍTÓ

**Quarterly Report**  
**Q2 / 2022**





**CIG PANNÓNIA**  
BIZTOSÍTÓ

Proficiency  
**Strategy**  
Trustfulness  
**Achievement**  
Innovation  
Quality  
**Commitment**



# Development Strategy – 2021-2026

## Strategic vision of CIG Pannonia

## Short-term strategic focus areas

## Long-term strategic focus areas

Innovative products and services

Laying the foundations



Entering the growth stage



**AIM TO IMPLEMENT THE GROWTH STRATEGY CONSISTENTLY AND, IF NECESSARY, ADJUST IT TO MARKET CHANGES, CONSIDERING THE FOCUSED COMPANY VALUES.**

composite operation, stage, while further ment and e implementation of ent capabilities.

Innovative standardized retail products in domestic and foreign markets

Flexible internal operations

Increasing profits and stable dividends

### Strategic areas for action

Laying the foundations for composite operations

Strengthening the retail and corporate market presence

Developing a composite product portfolio

### Strategic areas for action

Expansion in the retail segment

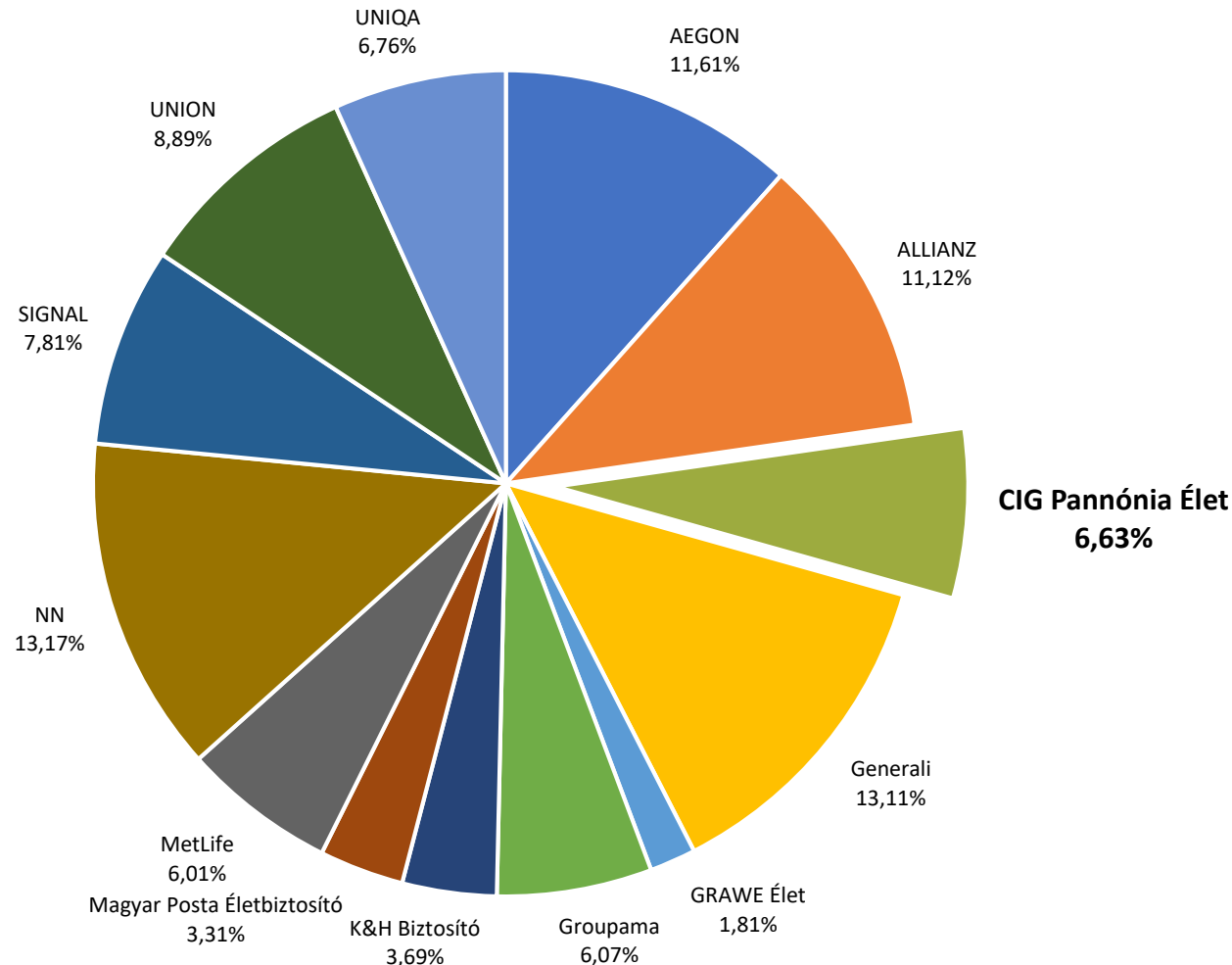
Developing advanced customer management capabilities

Client- and partner-side digitization

- The development of the complete **composite product portfolio** began during 2021
- The needed strong **reinsurance pool** is available → this strong background provides opportunities for flexible risk-taking and market-based pricing
- **Our claims settlement partners** are market leaders in their field for both group personal and property insurances



Market share based on pension insurance premium income,  
2021 – insurers selling life insurance product

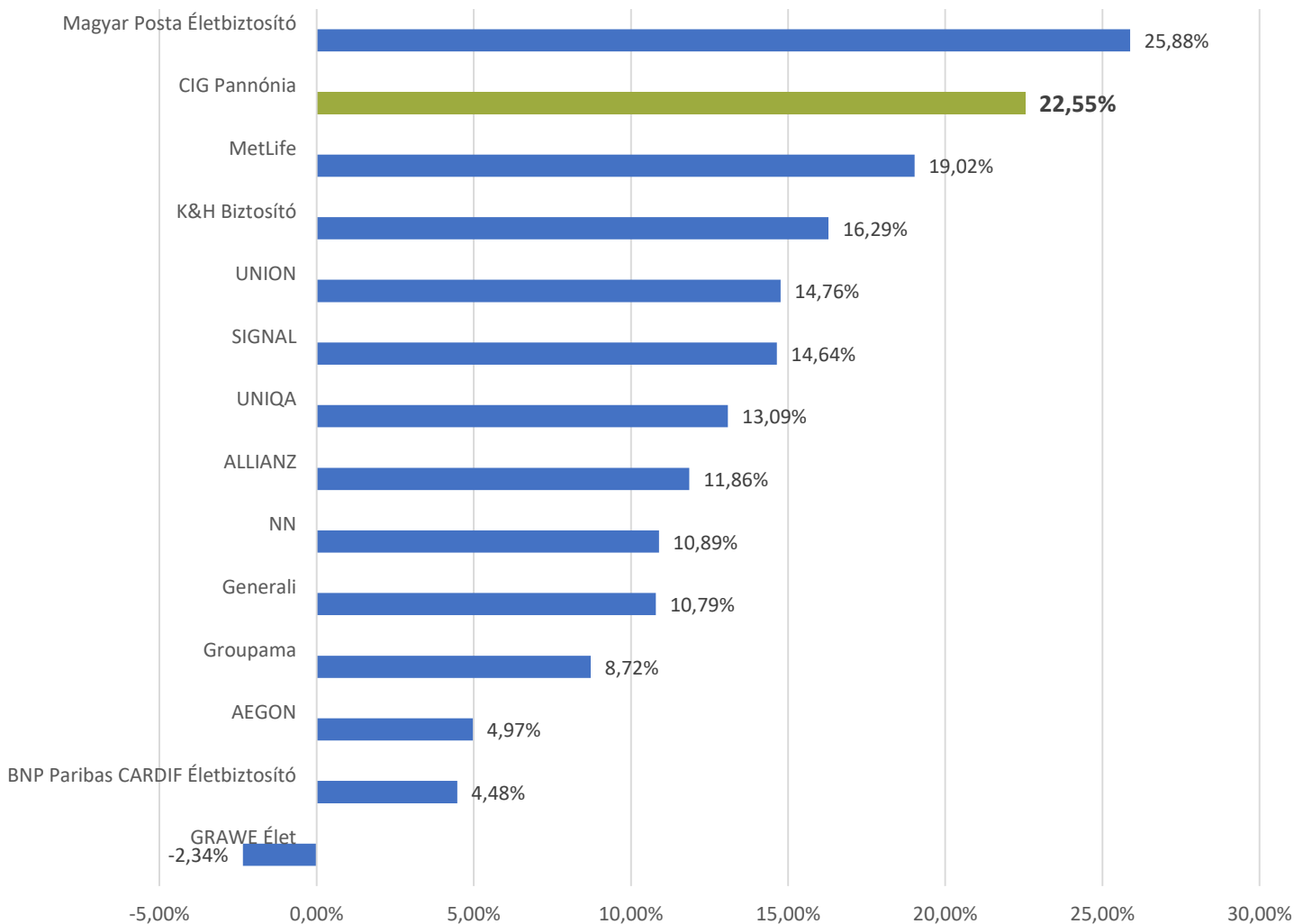


The market share of CIG Life Insurance Co. increased up to **~4.6%** in the life insurance segment in **2021** → **TOP 10 position**

Significant performance in the pension insurance market: **6,39% market share on adjusted fee basis (6,63% market share on fee income)** **TOP 8 position**

# Rank of Life insurers based on sales income growth – 2020-2021

Change in premium income of life insurers - from 2020 to 2021



- **CIG PANNÓNIA LIFE INSURANCE** achieved **the second most dynamic** growth from 2020 to 2021 among life insurers
- The rate of growth was **22,50%** (the market average: 11,38%)
- **A CIG EMABIT's** premium income in the **first half of 2022** is **four times** that of **2021**, when the property and fleet insurance business was **restarted**

## Record results and growth

**HUF 645 million** profit after tax / 2021 Q2 profit was HUF 506 million

**27%** profit increase

**37%** (+ HUF 4,031 million) premium increase

## Portfolio growth

Compared to Q1-Q2 2021

+ **HUF 1 billion** fleet casco

+ **HUF 1,1 billion** unit-linked

+ **HUF 1,15 billion** in industrial property

+ **HUF 700 million** group personal insurance

## CIG is among the TOP 8 pension insurers

**6,39%** market share in the pension insurance market

## CIG is among the TOP 10 life insurance companies

**4,49%** market share in the life insurance industry

*Among nearly 30 insurance companies operating in Hungary*

# 237%

Our consolidated capital adequacy (The value expected by the Supervisor is 150%.)

## Sales our channels growth

**Over 500%** new acquisition of brokers

**11%** increase in the banking channel

**4%** is alternative sales network growth

## The number of our cooperating broker partners

Life insurance: **from 20 to 217** partners

EMABIT: **from 0 to 150** partners

## 11,000 insured vehicles

**More than 11,000 vehicles** in the casco portfolio

## 1 500. BajTárs

1 500 BajTárs sold ✓

LakóTárs / LakóTárs Extra home insurance ✓

Qualified Consumer-friendly Home Insurance product ✓

## Daily

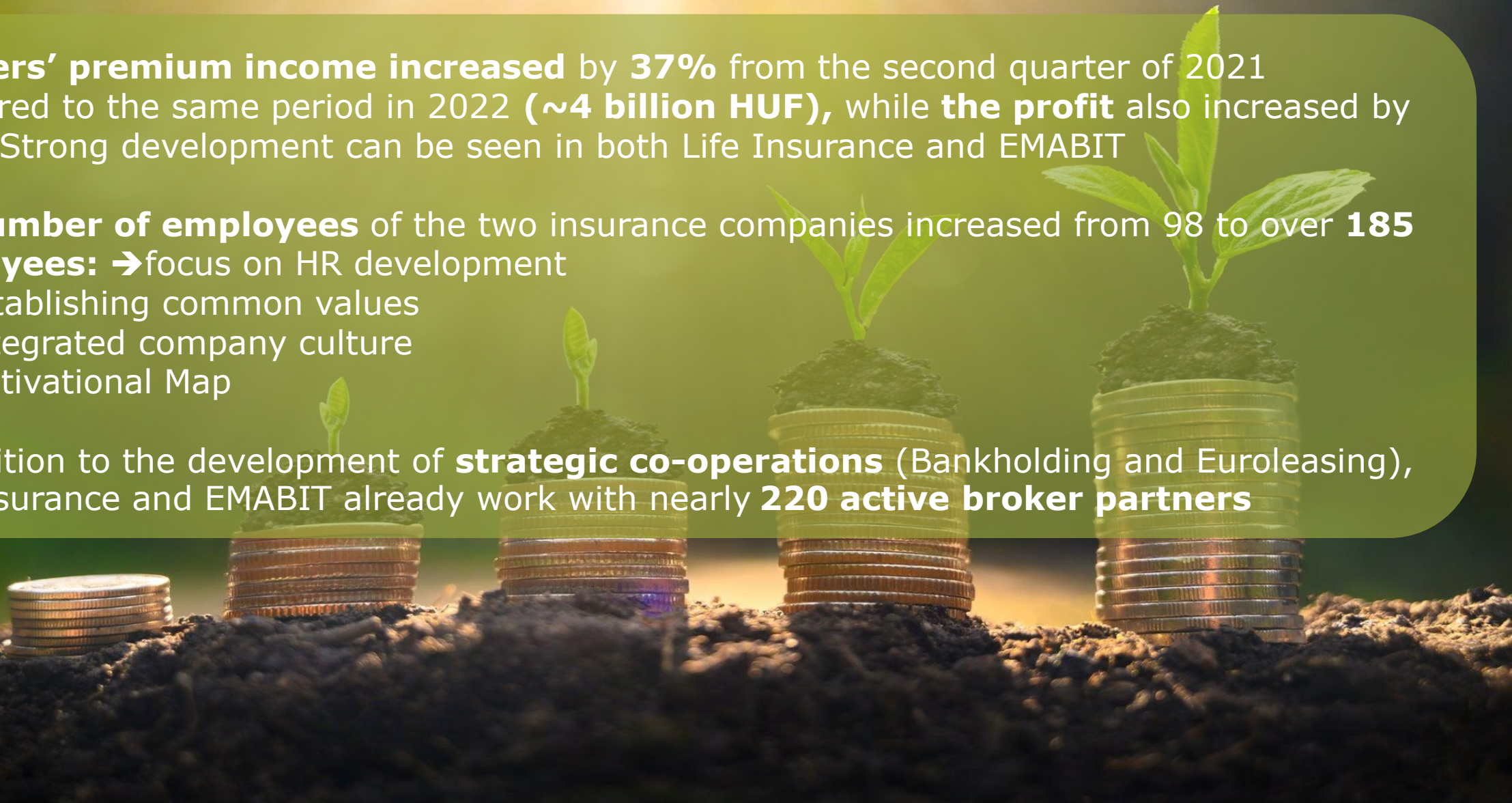
**15 pcs** home insurance

**20 pcs** travel insurance





- **Insurers' premium income increased** by **37%** from the second quarter of 2021 compared to the same period in 2022 (**~4 billion HUF**), while **the profit** also increased by **27%**. Strong development can be seen in both Life Insurance and EMABIT
- The **number of employees** of the two insurance companies increased from 98 to over **185 employees**: →focus on HR development
  - Establishing common values
  - Integrated company culture
  - Motivational Map
- In addition to the development of **strategic co-operations** (Bankholding and Euroleasing), Life Insurance and EMABIT already work with nearly **220 active broker partners**





# Continuous development in retail insurances

- The **novelties** of Q2 were the introduction of **home insurances** (normal and **Qualified Consumer-friendly Home Insurance**) and **travel insurances**
- Nearly **1200** new offers were received of **home insurance** in the second quarter, while more than **1 000** of travel insurance
- **BajTárs accident insurance** - introduced last year - produces constantly increasing sales figures and the portfolio exceeds **1 500 customers**; **the dynamics of new business exceeds 220%** compared to the same period of the previous year
- In accordance to the strategic goals, there is an **increasing attention on risk insurances**  
→ The volume of **risk life insurance increased by 10%**





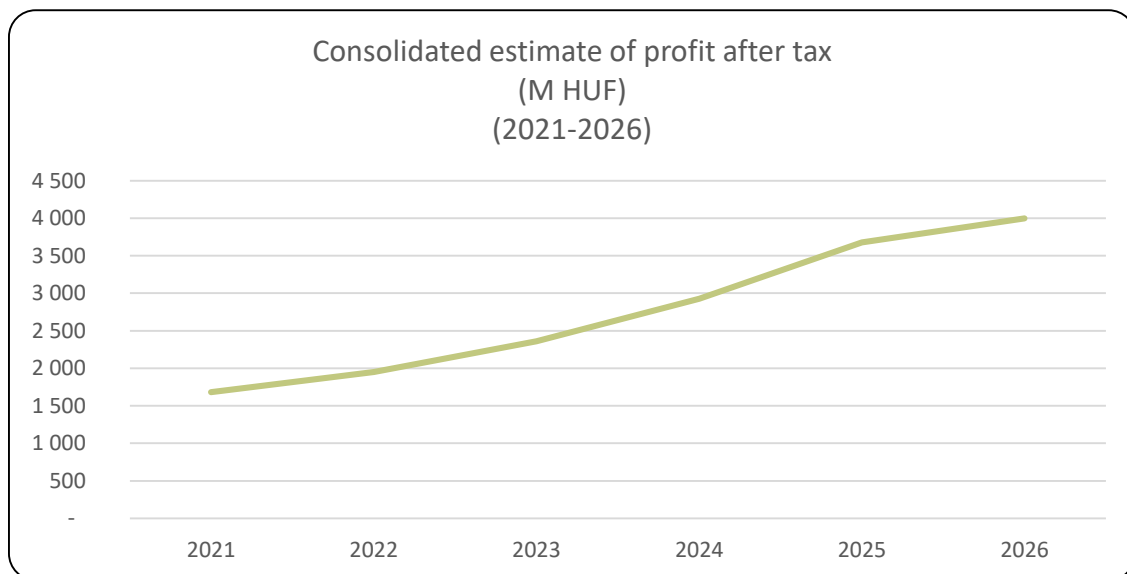
# Dynamic renewal in corporate and group insurances

- The managed stock exceeds **10,000 vehicles** in case of **fleet CASCO insurance**
- The achieved premium in the field of **corporate property insurances** exceeded **over 2 billion HUF** in the first 6 months
- Further growth opportunity is the expansion of cooperation with **Bankholding's Corporate Field** and **Euroleasing**
- Among group personal insurances, **group health insurances** developed most dynamically. In the first half of the year, the stock fee was already double of the total 2021 performance and **exceeded HUF 1 billion**
- Almost **8 000 new customers** joined the various group insurances in **Bankholding's** member banks as well (e.g. personal payment insurances)



# Rising Results and Acquisitions

- **Continuously increasing outcome** as a result of strategic agreements and planned developments
- **Dividend payment** potential is expected **to be stable** for shareholders
- **Exploring acquisition opportunities** as a professional investor to further increase market share



*Please kindly note that the above mid-term performance assessment is based on the full feasibility of the management plans included in the Growth Strategy; a kind of optimal modelling of the future cycle of the company and the market environment currently to be calculated. It is a management estimate only, it is neither the Company's official, nor the strategical elements that was approved by the Board of Directors.*