# PZU GROUP | Factsheet 2019





#1

largest insurance and banking group in CEE



PLN 343 bn

assets



41 thousand

employees



22 millio

clients in five countries



100

most recognizable brand in Poland



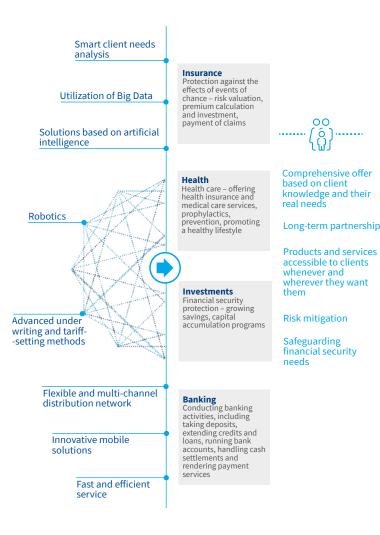
#### STRONG BALANCE SHEET

Solvency II ratio above average for insurance groups in Europe

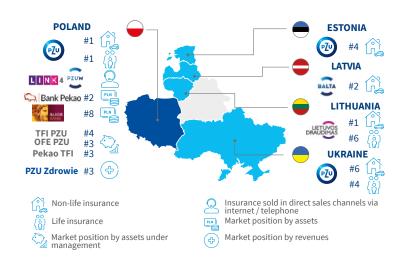
**The PZU Group** is the largest financial group in Poland and Central and Eastern Europe. PZU heads up the group with its traditions dating back to 1803. PZU's stock are listed on the Warsaw Stock Exchange (WSE) being part of the WIG20 index and WIG ESG (sustainability) index. PZU is one of the most highly valued companies and heavily traded stocks on the Polish stock exchange. At the end of December 2019, PZU's market capitalization amounted to PLN 34.6 billion. The State Treasury with a 34.19% equity stake is PZU's largest shareholder.

The PZU Group companies are active in life, non-life and health insurance as well as in investment, pension, health care and banking products. Moreover, they render assistance services to retail clients and businesses through strategic partnerships. The PZU Group business model integrates all operating areas with the client at the focal point. This makes it possible to deliver products and services that are well-matched to client needs at the appropriate time and place and respond to other client needs on a comprehensive basis. High potential, over 200 years of trust, experience, efficiency and innovation create value for the PZU Group's customers.

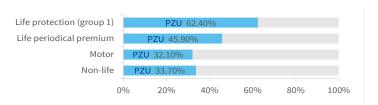
## **BUSINESS MODEL**



## **MARKET POSITION**



## **MARKET SHARE in Poland (3Q 2019)**



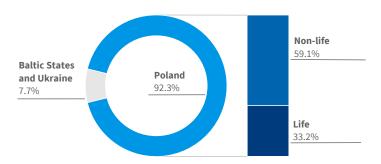
# **STRATEGIC KPI's**



## **FINANCIAL HIGHLIGHTS**

PLN million	2017	2018	2019
PZU GROUP NET OF ALIOR BANK AND PEKAO	`		
Składki ubezpieczeniowe przypisane brutto	22,847	23,470	24,191
Net result on investing activity including interest expenses	1,855	904	1,995
Net insurance claims and benefits paid	(14,941)	(14,563)	(15,695)
Acquisition expenses	(2,901)	(3,130)	(3,363)
Administrative expenses	(1,647)	(1,637)	(1,739)
Operating profit	3,198	3,298	3,606
Net profit attributable to equity holders of the parent company	2,502	2,559	2,780
BANKS: ALIOR AND PEKAO			
Net profit attributable to equity holders of the parent company	393	654	515
NET PROFIT ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT COMPANY	2,895	3,213	3,295
Total assets	317,458	328,554	343,340
Equity attributable to the owners of the parent company	14,599	14,925	16,169

## **Gross Written Premium structure**



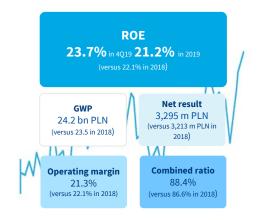
Percentage share in the operating result (adjusted for PZU's shares in banks)

# **Record-breaking 2019**

The highiest sales - PLN 24.2 bn

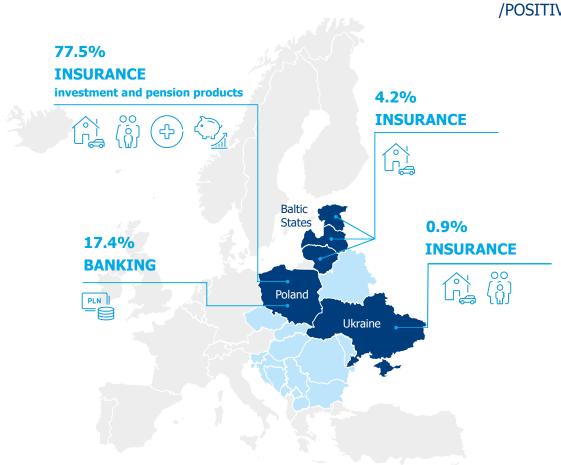
The best net profit in PZU's history on the stock exchange - PLN 3.3 bn

Return on equity (ROE 21.2 %)
nearly double the European average among
insurance companies



Financial strength rating and credit rating awarded to PZU by S&P





## **PZU's STOCK**

Number of shares	863,523,000	P/E	10.5x	Average trading value per session	PLN 67 m
Free float (%)	65.81 %	P/BV	2.1x	Average number of trades per session	3,744
Market capitalization	PLN 34.6 bn	D/Y	6.4%	Average trading volume per session	1,649,190 shares

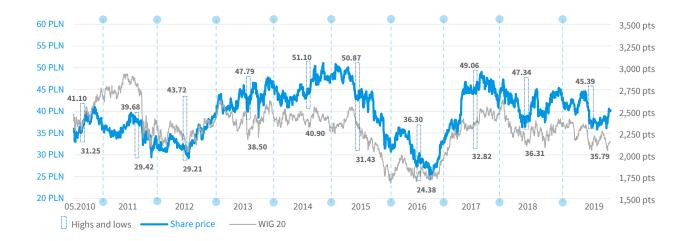
# Shareholder structure (31 December 2019)

# International 35.4% ▲ + 0.4 p.p. Poland 64.6% ▼ - 0.4 p.p. Institutional investors 23.0% ▼ - 0.7 p.p. Individual investors 7.5% ▲ + 0.3 p.p.

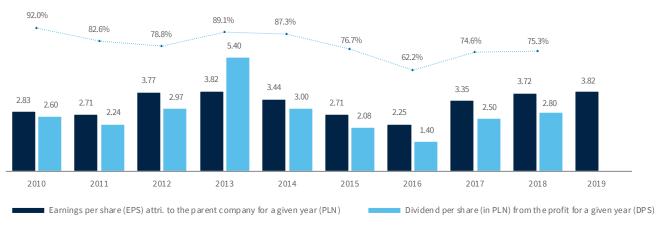
# **Recommendations statistics** (31 December 2019)

RECOMMENDATIONS	<b>1</b> 3	Buy, Outperform
28	14	Neutral, Hold
	▼ 1	Underperform, Reduce
Highest target price		PLN 53.0
Average target price		PLN 44.1
Lowest target price		PLN 38.0

# PZU's share performance - min/max share price at session closing



# PZU's earnings per share and dividend per share



Ratio of dividend payment for a given year



# **CONTACT FOR INVESTORS:**

Magdalena Komaracka, CFA, IR Director

Piotr Wiśniewski, IR Manager

PZU SA al. Jana Pawła II 24 00-133 Warsaw

ir@pzu.pl

+48 22 582 22 93

+48 22 582 26 23



mkomaracka@pzu.pl



pwisniewski@pzu.pl