# 2008



## **2010** Annual Report

Czech Insurance Association



### CONTENTS

- **02** Foreword from the President
- 05 Development of the National Economy

#### **The Insurance Market**

- 08 Insurance Companies
  10 Trend in Premiums Written
  12 Insurance Market Structure
  13 The Czech Insurance Market and the EU
- 15 Regulation of the Insurance Sector in the CR and the EU

### Czech Insurance Association and its Members

- 22 Foreword from the Executive Director
- 24 Corporate Governance and Organization Chart
- 26 Key Activities in 2010
- 31 ČAP Members and Business Results
- 48 Overview of Insurance Products
  - List of Abbreviations

50

#### **Statistics**

- 53 The Czech Insurance Market
- 54 Members' Results
- 75 Members' Profiles
- 76 Supplementary Tables

1

### FOREWORD FROM THE PRESIDENT

### Lacties and Gentleman,

The overall development of the insurance market in the Czech Republic in 2010 was ambivalent. As the sector is characteristic of responding to the current economic conditions with delay, we could expect the market to remain stagnant in the past year. Even though total premiums written rose by 8% year-on-year, the market didn't quite pick up. On the one hand, overall figures showed some recovery, but on the other hand, key segments instrumental for long-term, healthy market growth did not stimulate the desired growth last year.

The Czech Insurance Association's members in 2010 garnered almost CZK 153 billion worth of premium written, up CZK 11.4 billion compared to 2009. GDP rose by 1.2% in current prices, which resulted in an increase in the share of premiums written in proportion to GDP from 4.0% to 4.3%. Of primary importance for the development of the insurance sector was the life insurance segment; its growth stemmed almost entirely from single-premium life insurance that is currently preferred by most customers and distribution networks. However, the professional community tends to perceive them more as alternative savings products that do not provide sufficient insurance protection.

Whereas overall growth in life insurance written premiums reached 19.2%, the key segment ensuring long-term business stability for insurers, i.e. regular-premium insurance, saw a mere 2.9% increase. In spite of a 40% hike in new business production, the number of active policies in the life insurance segment fell 1.1% year-on-year, primarily due to an increased rate of cancellations on the part of clients. In numerous cases, this trend reflects business practices of some intermediaries who, for the sake of higher commissions, rewrite insurance policies even if they harm the clients.

Despite an ongoing slump in the life insurance segment, insurers introduced an array of product innovations in 2010. As a result, the current product range offered to customers can compete with developed foreign markets where high-quality life insurance is a broadly accepted part of most people's lives. I believe closing the gap between the Czech and other developed economies step-by-step will help make life insurance equally widespread in the Czech Republic.

The non-life insurance market also stagnated for the second consecutive year in 2010. It shrank by 0.2% due to a plunge in premiums written in motor damage insurance, resulting in a disproportion between the premium written and the number of policies. The cause of this trend is the price policy in the insurance industry, where prices have been consistently pushed down, often below economic sustainability, as a result of stiff competition. Another contributing factor is that the past years' economic conditions have led to a significant decline in average prices of new cars. Business insurance also teetered on the brink of stagnation in 2010.

Insurers designed a number of product innovations in the non-life insurance segment as well. Most likely the key innovation was an introduction of the so-called direct loss adjustment into motor third-party liability insurance that has been implemented since the fall of 2010 by most insurers providing motor insurance. Currently insurance companies are debating an establishment of a clearing centre for settlement of mutual payments among insurers, a practice adopted by Western European insurance markets.



#### FOREWORD FROM THE PRESIDENT

2010 did not see just product innovations, elections and a number of legislative changes. It made a mark in the modern history of the insurance sector as the year of the highest frequency of natural disasters. Over the year, severe weather conditions repeatedly drove scores of clients to insurance companies with reports of more than 150,000 insurance events related to snow calamities, floods and hailstones, representing an increase of nearly 100% in comparison with the previous year. The amount of claims paid also grew by almost 100% to CZK 8 billion. As individual customers account for a large part of insurers' clientele, the insurance companies had to impose a so-called emergency regime for the most part of the year. This placed an enormous burden on insurers on the one hand, but on the other hand it also provided an opportunity to prove to our clients that insurance companies are prepared to meet their obligations in any situation. Thanks to the staff's utmost efforts, we succeeded in a majority of cases.

In legislation, of primary importance in 2010 was the Solvency II Framework Directive, which entered its final phase as insurers made thorough preparations for its implementation. The insurance market will be faced with major legislative changes in 2011 as well. I believe pension and healthcare reforms that are instrumental for the future of the Czech Republic will finally start off after years-long discussions. Insurance companies are prepared to participate in these reforms and provide the government and individuals with services common across the world in these sectors.

L. Berton

Ladislav Bartoníček Czech Insurance Association President

### DEVELOPMENT OF THE NATIONAL ECONOMY

Key indicators of the Czech economy in 2010 give evidence of economic recovery and growth after the adverse impact of the economic downturn and financial crisis of the preceding years. The pace of GDP growth was 2.2% year-on-year, compared to a 4% decline in the previous crisis year. The recovery was boosted by fast growth in foreign trade and inventory. However, the growth was uneven and slowed down in the second half of the year.

Production of key sectors still lagged behind the 2008 figures, despite an unexpected growth rate in some industrial sectors, such as the processing industry. Other sectors, such as agriculture, mining and construction, were still stagnant in 2010.

Inflation rose from 1.1% in 2009 to 1.5%. As a result, real wages rose by 0.5% only. Employment grew year-on-year in the fourth quarter after almost two years of decline, but remained below the previous year's figure.

External indicators show a mild turn for the worse as the deficit of the payment balance current account rose from 1.0% to 3.8%. However, adjustments made at the end of the year showed that the state budget deficit fell to 4.3% from 5.3% in 2009.

|   | 2004        | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  |
|---|-------------|-------|-------|-------|-------|-------|-------|
| GDP – year-on-year changes (constant prices)                  | 4.5         | 6.3   | 6.8   | 6.1   | 2.5   | -4.1  | 2.3   |
| GDP per capita (CZK thousand)                                 | 275.8       | 291.6 | 313.2 | 342.5 | 353.7 | 345.6 | 348.9 |
| Industry – revenues (current prices)                          | 16.1        | 6.9   | 8.5   | 14.1  | -0.3  | -15.9 | 9.3   |
| Services – revenues (constant prices)                         | 3.2         | 3.0   | 4.6   | 8.8   | 0.2   | -9.8  | -1.0  |
| Inflation rate (year-on-year)                                 | 2.8         | 1.9   | 2.5   | 2.8   | 6.3   | 1.0   | 1.5   |
| Prices of industrial producers                                | 5.5         | 3.1   | 1.5   | 4.1   | 4.5   | -3.1  | 1.2   |
| Unemployment rate   | (10.2*) 9.2 | 9.0   | 8.1   | 6.6   | 5.5   | 8.0   | 9.0   |
| State budget balance to GDP ratio (current prices)            | -3.3        | -1.9  | -3.0  | -1.9  | -0.5  | -5.3  | -4.3  |
| Payment balance current account to GDP ratio (current prices) | -5.2        | -1.3  | -2.4  | -3.2  | -0.6  | -1.0  | -3.8  |
| Exports (constant prices)                                     | 20.7        | 11.6  | 15.8  | 15.0  | 6.0   | -10.8 | 18.0  |
| Imports (constant prices)                                     | 17.9        | 5.0   | 14.3  | 14.3  | 4.7   | -10.6 | 18.0  |
|   |             |       |       |       |       |       |       |

\*) previous methodology

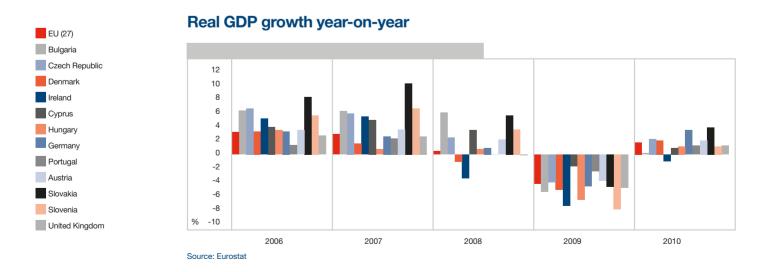
The Czech economy production in 2010 stayed below the 2008 level

A mild increase in inflation resulted in only a very slight hike in real wages

#### DEVELOPMENT OF THE NATIONAL ECONOMY

A number of domestic indicators exceeded EU 27 average In comparison with the European Union, a number of key domestic indicators exceeded the EU 27 average; Czech GDP grew by 1.8%, exports of goods and services also grew at a faster pace, and the unemployment trend was more favourable.

2010 was a recovery year in many European countries, however, with the exception of Germany and Sweden, the economic recovery was quite mild. There will still be a high level of uncertainly, the impact of the private sector debt burden and very slow income growth, as well as the effect of ongoing fiscal consolidation. These factors are likely to affect the Czech economy and insurers' operations in particular.



### **INSURANCE MARKET**

AVERAGE PREMIUM PER CAPITA

IN CEA MEMBER STATES

554 EUF

AVERAGE PREMIUM PER CAPITA IN THE CR

In 2010, the Netherlands took pride in having the highest average premium per capita – EUR 4,780, while Romania recorded the lowest premium per capita – EUR 78.

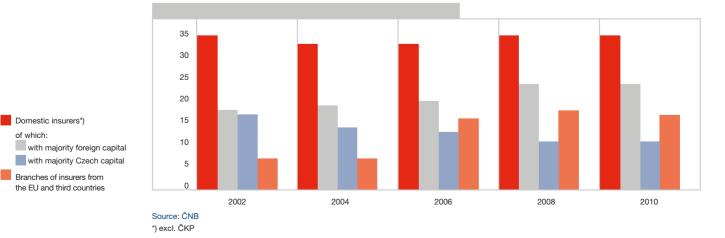
The average premium per capita in the CEA member states rose 10.5% year-on-year. The average growth rate in the Czech Republic was only 3.8%.

According to CEA data, the average per capita premium rose to EUR 1,887 in 2010 compared with EUR 1,800 in 2009. Hence, the average premium exceeded the 2008 figure. Although the growth rate varied in separate countries and was not positive in every one of them, in general this indicator shows that the 2009 crisis was overcome. A similar trend was manifested in the Czech insurance market where the average premium per capita totalled EUR 554 in 2010.

### **INSURANCE COMPANIES**

The insurance market saw only minor changes in 2010

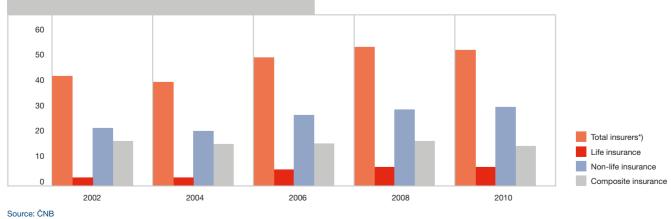
The insurance market in general did not record any significant changes in 2010. At the end of the year, there were 35 domestic insurers and 17 foreign branches operating in the Czech Republic, totalling 53 entities, including ČKP. There was a change, however, in the structure of branches. Hungary's AEGON Hungary Closed Company Ltd., a branch, conducting business in the non-life insurance segment, and AVIVA LIFE & PENSIONS EUROPE SE – a branch dealing in life insurance, were granted a licence to operate in the CR. Skandia Lebensversicherungs AG, a branch, holding a life insurance license, and Niederösterreichische Versicherung AG, the only composite insurance branch on the Czech market, terminated operations in the Czech Republic. After moving the registered office of the parent of the branch Mondial Assistance International SA from a third country to France, there was no longer any foreign branch from outside the EU operating on the Czech insurance market. Of the total number of 17 operating branches, 13 branches specialize in non-life insurance business. VIG RE zajišťovna continued to be the sole reinsurance company holding a ČNB licence.



#### Insurers by capital

Insurers from other EU/EEA Member States can also operate on the Czech market and temporarily provide services without the need to establish a branch, in compliance with freedom to provide services. The number of such insurers and branches amounted to 658 at the end of 2010, mostly operating in the non-life insurance segment. Conversely, a total of 21 Czech insurance enterprises pursued insurance business abroad, of which two were branches. According to ČNB statistics, 126,123 insurance intermediaries and independent loss adjusters were registered at the end of 2010, of which 8,370 were foreigners.

At the end of 2010, a total of 126,123 insurance intermediaries and independent loss adjusters were registered by ČNB



#### Insurers by type of business

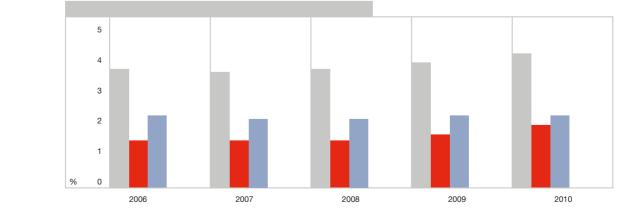
<sup>\*)</sup> excl. ČKP

### TREND IN PREMIUMS WRITTEN

The volume of premiums written grew 8.2% year-on-year in 2010 Following a slower pace of growth in the previous two years, 2010 saw an 8.2% increase in premiums written, nearing the 9.1% growth rate recorded in 2007. The life insurance segment which recorded an increase of 19.2%, i. e. the highest growth increase since 2003, was the primary boost element. It compensated for almost zero growth of 0.3% in non-life insurance, the lowest figure since 1995. In total, premiums written amounted to CZK 156 billion.

The volume of claims incurred totalled CZK 82.7 billion; their increase accounted for 9.1%, compared to 9.7% in 2009. Increase in life insurance accounted for 9.4%, compared to 9.2% in 2009 while the most notable decline was seen in the non-life insurance segment (8.8% compared to 10.0% in 2009). The proportion of claims incurred remained virtually unchanged in both segments, accounting for 44.2% (-0.1%) in life insurance and 55.8% in non-life insurance.

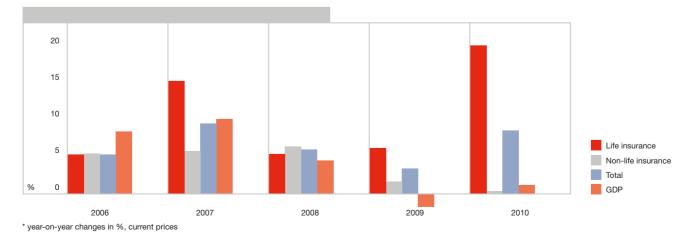
#### Premium to GDP ratio in the CR



The premium written to gross domestic product ratio in current prices increased from 4.0% to 4.3% due to the faster growth rate in premiums. In the life insurance segment, the proportion of premiums written rose from 1.7% to 2.0%. As a result of stagnating non-life insurance, the figure in this segment remained at 2.3% as in 2009. In comparison, the European countries' average was around 5% and 3%, respectively.

The premium written to GDP ratio grew in life insurance and stagnated in non-life insurance

In the last three years the growth rate of the insurance market surpassed GDP growth.

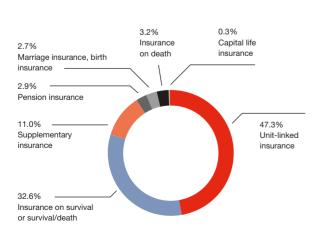


#### Trends in premium written and GDP in the CR\*

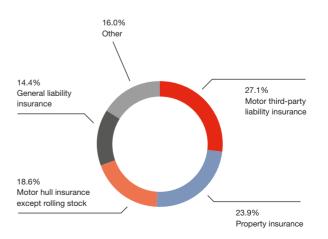
### **INSURANCE MARKET STRUCTURE**

| 19.2% y-o-y growth in<br>life insurance moved<br>the CR closer to the EU<br>standards | A 19.2% year-on-year rise in the life insurance segment, compared to a 5.9% hike in the previous year, resulted in an increase in its share in total premiums written from 41.8% to 46.0%. This trend represents another step toward the European countries' average of around 60% in terms of the share of life insurance in total premiums written.   |
|---|---|
| Unit-linked insurance<br>fostered its lead in life<br>insurance                       | Unit-linked insurance remained a key component of life insurance with a 47.3% share, up from 40.1% in the preceding year. The increase in this segment further pushed down the proportion of insurance on survival/death, which continued to fall and ended at 32.6%. Third among life insurance policies came, with a considerable gap, supplementary sickness or accident insurance, despite a slight decline from 11.6% to 11.0%. Among others, insurance on death also continued to grow to a 3.2% share. |
| Motor insurance saw<br>a decline in premiums<br>written                               | In the motor insurance segment, premiums written fell year-on-year, yet its share in non-life insurance still accounted for nearly 46%. Property insurance was another important type of insurance with a 23.9% share in premiums written, followed by general liability insurance with a 14.4% share. The principal structure of key components in this segment was retained in 2010.  |

#### Insurance market structure



#### Non-life insurance



Source: ČNB, ČAP

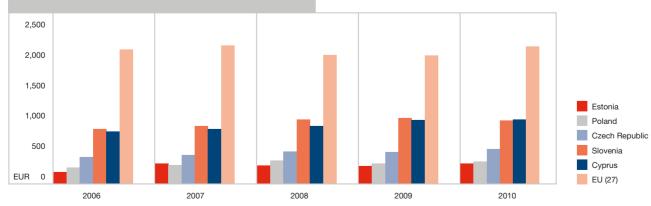
Life insurance

### THE CZECH INSURANCE MARKET AND THE EU

Similarly to other European countries, the results of the Czech insurance market showed continuous improvement in 2010. CEA Member States' markets grew at a 3.6% rate, compared to 3.0% in 2009. Unlike the CR, these markets were boosted by a speedier recovery in the non-life insurance segment that grew 2.6%, compared to a 0.5% hike in the previous year. Conversely, the life insurance segment saw a decline from 4.6% to 4.2%.

Performance of the Czech insurance market improved in 2010

Motor damage insurance retained the largest, almost 30% share in non-life insurance, followed by sickness insurance accounting for more than 25%, and property insurance at 19.5%.



#### Average premium per capita

Source: CEA, Eurostat

Adjusted by constant exchange rates.

#### THE CZECH INSURANCE MARKET AND THE EU

The average premium per capita in the CR amounted to EUR 554

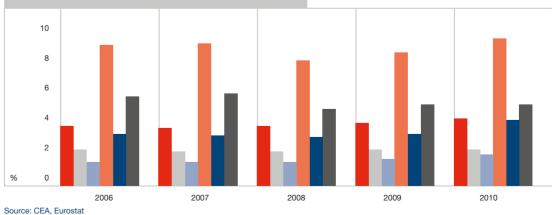
CR – total premiums CR – non-life insurance

CR – life insurance EU (27) – total premiums

EU (27) – non-life insurance EU (27) – life insurance

After a 2009 decline in per capita premium in CEA Member States to EUR 1,800 it rose again in 2010. The average premium per capita in the EU amounted to EUR 1,887, meaning it rebounded to the 2008 figure. Although this growth did not apply evenly for all Member States (moreover some of them did not reached the black numbers), this indicator might evidence that the 2009 crisis was overcome. A similar trend was manifested in the Czech insurance market where the average premium per capita was EUR 554 in 2010.

#### Premium to GDP ratio in the CR and the EU\*



\*) cumulative data of 27 EU countries

# REGULATION OF THE INSURANCE SECTOR IN THE CR AND THE EU

#### Legislation and the insurance industry in the Czech Republic

In 2010, the legislative process pertaining to a number of legal regulations was completed. Drafting of some of these regulations began in 2009 already. In addition, drafting of new European legislation and implementation of relevant EU legislation in the Czech law continued.

#### Acts promulgated in 2010

### Act No. 154/2010 Coll., amending Act No. 185/2001 Coll., on Waste, and on amendments to some other acts, as amended

Act No. 154/2010 Coll. stipulates an obligation of a waste site operator to take out liability insurance against damage to the environment and public health caused by the operation of the waste site or its part in the first stage of the waste site operation, and liability insurance against damage arising from termination of the waste site operation during the first stage of the waste site operation. Section 48a further stipulates that, in addition to insurance, the waste site operator may fulfil its obligation by depositing an amount equalling necessary expenses incurred to remove any caused damage into a special account, or by covering the expenses via a guarantee provided by a legal entity authorized to provide such guarantees.

Act No. 179/2010 Coll., amending Act No. 137/2006 Coll., on Public Procurements, as amended The amendment contains an amended Section 67 – Tender Security. Subsection 1 sets out for the tenderer to extend a tender security in the form of a deposit of a sum of money into the account of the contracting entity or in the form of a bank guarantee or suretyship insurance. Subsection 6 specifies that where the tender security is to be extended in the form of suretyship insurance, the insurance policy shall be concluded in such a manner that the tenderer shall be the insured and the contracting entity shall be the person entitled to obtain an indemnification. The insurer shall issue to the insured a written statement encompassing the obligation to pay the indemnification to the contracting entity under the defined terms.

#### REGULATION OF THE INSURANCE SECTOR IN THE CR AND THE EU

### Act No. 346/2010 Coll., amending Act No. 586/1992 Coll., on Income Taxes, as amended, and other related acts

In terms of insurance, one of the important changes is, for instance, an amended Section 8 (7), which newly defines "other income from insurance of persons which is not an insurance benefit and does not lead to the termination of insurance contract, is deemed a tax base after its reduction by premiums paid by the taxpayer as at the day of payment, up to the amount of the said income." It is not further possible to deduct all premiums paid it means including employer's contribution.

#### Act No. 347/2010 Coll., amending some acts with regard to austerity measures of the Ministry of Labour and Social Affairs

The act includes Part five – Change of the Act on Employment. Section 58a stipulates that employment agencies can mediate jobs only under the condition they have taken out an insurance against their bankruptcy and bankruptcy of user in the amount ensuring payroll amounting up to triple the amount of the average monthly wage of all temporarily assigned employees. Employment agencies are required to submit to the Ministry evidence of such insurance within two months after coming into force of a licence for employment mediation. The employment agencies that had been awarded a licence before the relevant law became effective are required to submit to the Ministry a proof of taking out insurance within three months after coming into force of the said act.

#### Act No. 408/2010 Coll., on Financial Collateral Arrangements

The act regulates the procedure of securing receivables on the basis of an agreement governing financial collateral, persons allowed to enter into financial collateral arrangements, their rights and obligations, and some other issues related to financial collaterals. Section 7 stipulates that insurers and reinsurers may be providers and recipients of financial collaterals.

#### **Decrees promulgated in 2010**

**Decree No. 74/2010 Coll., amending Decree No. 582/2004 Coll., implementing some provisions of the Act on Insurance Intermediaries and Independent Loss Adjusters, as amended** The amended Decree cancelled Annex 6, i.e. a list of schools, training facilities and specialized vocational institutions providing educational programmes designed to improve professional skills. Section 8 of the Decree stipulates that the Czech National Bank shall publish the list in a form of a remote access.

### Decree No. 421/120 Coll., amending Decree No. 502/2002 Coll., implementing some provisions of Act No. 563/1991 Coll., on Accounting, as amended, for accounting entities that are insurers, as amended

This Decree primarily implements changes to relevant provisions on consolidated financial statements governed by Act No. 410/2010 Coll., amending Act No. 563/1991 Coll., on Accounting, as amended. The Decree also reflects changes ensuing from passing Act No. 277/2009 Coll., on Insurance. The explanatory report to this act says that the amendment to the Decree was made in response to the proposals of the professional community and relevant entities.

#### **Draft legal regulations**

On 26 January 2011, the Czech government approved its legislation plan for 2011 and an outlook for 2012–2014. Of key importance for the insurance industry is a draft Civil Code, tied to a draft bill on business corporations and a draft bill on international private law. In addition, a draft amendment to the Act on Insurance Intermediaries and Independent Loss Adjusters and draft healthcare bills will undergo the comment process. Also in 2011, drafting of an amendment to Act No. 277/2009 Coll., on Insurance, will continue, with the objective to implement the 2009/138/ES Framework Directive – Solvency II. The draft is slated for submission to the Czech government in the first quarter of 2012.

#### REGULATION OF THE INSURANCE SECTOR IN THE CR AND THE EU

#### Legislation and the insurance industry in the EU

Preparation and endorsement of legislation constituting the European System of Financial Supervisors Aside from routine legislation-related tasks, such as preparing new and implementing scheduled reviews of the current EU legal regulations, key activities of the participants in the legislative process in 2010 focused on drafting and endorsing legislation for the European System of Financial Supervisors. Its task is to do away with the present shortcomings in supervision of the financial market, exposed in connection with the onset of the financial crisis in the autumn of 2008, and to prevent recurrent crises in the future. Two newly established institutions constitute the backbone of the system: The European Systemic Risk Board, responsible for supervision of the macroeconomic stability of the financial system as a whole and detection of system risks for the system stability across specific sectors, and the European Supervisory Authorities, formed through transformation of the existing boards of (national) supervisory authorities into independent supervisory authorities for specific sectors of regulated financial services with their own legal powers. Supervision of insurers will be carried out by the European Insurance and Occupational Pensions Authority.

In drafting new legislation, a critical task that will materialize in the form of specific regulations in 2011 was drafting the Level 2 Implementing Measures for the Solvency II Framework Directive.

In drafting new legislation, a critical task that will materialize in the form of specific regulations in 2011 was drafting the Level 2 Implementing Measures for the Solvency II Framework Directive. In terms of the European Commission's consultations that initiate legislative proposals of the Commission, of key importance in the past year was publishing the White Paper on Insurance Guarantee Schemes, introducing the Commission's intention to implement harmonized guarantee schemes in the insurance sector for protection against insurance companies' insolvency, similar to schemes already implemented in the banking and investment sectors in the 1990s. In addition, the Commission published a Green Paper "towards adequate, sustainable and safe European pension systems", looking at the impact of demographic changes in the long run and the current recession on pension systems in the EU, the need for their reform to ensure their sustainability and adequacy and a definition of the role to be played by the European Commission and EU legislation in this respect. Also instrumental were two consultations aimed to garner market participants' opinions on the effectiveness of EU legal regulations in insurance mediation to assess its present status and proposals for its amending within the scope of the planned revision of the Directive on Insurance Mediation (2002/92/EC).

The Czech Insurance Association monitored the development in legislation in 2010, regularly briefed its members on these developments and their potential impact on insurers' financial performance and operations, and compiled concrete opinions on key proposals and consultations.

White Paper on Insurance Guarantee Schemes

#### REGULATION OF THE INSURANCE SECTOR IN THE CR AND THE EU

#### Legislation adopted in 2010

Directive 2010/78/EU of the European Parliament and of the Council of 24 November 2010 amending Directives 98/26/EC, 2002/87/EC, 2003/6/EC, 2003/41/EC, 2003/71/EC, 2004/39/EC, 2004/109/EC, 2005/60/EC, 2006/48/EC, 2006/49/EC and 2009/65/EC in respect of the powers of the European Supervisory Authority (European Banking Authority), the European Supervisory Authority (European Insurance and Occupational Pensions Authority) and the European Supervisory Authority (European Securities and Markets Authority). This document, known as the so-called Omnibus Directive, amends and expands a number of directives to specify the extent of the powers of the European Supervisory Authorities.

Regulation (EU) No. 1094/2010 of the European Parliament and of the Council of 24 November 2010 establishing a European Supervisory Authority (European Insurance and Occupational Pensions Authority), amending Decision No. 716/2009/EC and repealing Commission Decision 2009/79/EC. The regulation stipulates EIOPA composition, its tasks and powers and decision-making procedures.

Regulation No 1092/2010 of the European Parliament and of the Council of 24 November 2010 on European Union macro-prudential oversight of the financial system and establishing a European Systemic Risk Board. The regulation stipulates ESRB composition, its structure, tasks and powers and decision-making procedures.

Council Regulation (EU) No. 1096/2010 of 17 November 2010 conferring specific tasks upon the European Central Bank concerning the functioning of the European Systemic Risk Board. The regulation authorizes ECB to ensure the Secretariat and provide support for ESRB.

ČAP AND ITS MEMBERS

152,857,224 thousand CZK OF PREMIUMS

71,765 mil. CZK

LIFE INSURANCE PREMIUMS WRITTEN 81,092 mil. CZK

NON-LIFE INSURANCE PREMIUMS WRITTEN

WRITTEN

ČAP member insurers account for 98% of total premiums written (CZK 155,998 million) in the CR.

Although non-life insurance still accounts for a larger share of all premiums written (54%), the proportion of life and non-life insurance has changed in favour of life insurance (46%). Contrary to Western European countries where the demand for life insurance declined as a result of the economic crisis despite its long tradition in the EU countries.

### FOREWORD FROM THE EXECUTIVE DIRECTOR

Ladies and Gentlemen,

The Czech Insurance Association has for twenty years actively participated in creating a fair environment for operations of the insurance market. It has proved its irreplaceable role of a coordinator of mutual interests in particular in the processes of drafting legislative changes and their implementation in the insurance business.

In 2010 we provided comments on 24 legislative proposals, a 100% increase compared to the previous year. We actively participated in the development of the legislative process regarding draft amendments to acts on income taxes, employment, foreigners' residency in the CR and administrative fees. We reinforced interests of the insurance market with comments on draft amendments to acts on road traffic, financial collateral and criminal liability of legal entities. Our key focus was on the final phase of a draft Insurance Act and a draft Civil Code where the legislative process continues in 2011.

The Association's cooperation with experts from the Ministry of Finance and the Czech National Bank significantly expanded, in particular in an integration of the European Solvency II regulations into Czech legislation. Teams of experts worked continuously and tirelessly for an entire year on the implementation of changes ensuing from an amendment to Act on Insurance. Marking the highest participation of ČAP members in the history of performing the studies, another QIS5 impact study was carried out, which was instrumental in final calibration settings for calculations of capital adequacy regulation. The study unequivocally confirmed capital solvency of member insurance companies and their readiness for implementing solvency rules, scheduled to come into effect in 2013.

Major progress was achieved in the issues of combating insurance fraud. Discussions in recent years have resulted in a final decision on the need to introduce into the Czech insurance sector a system of information exchanges regarding suspicious circumstances. A tender for the system supplier was carried out and, subsequently, the project implementation was commenced. The system of sharing data on suspicious circumstances in claim settlements and unusual conduct of clients will facilitate exchanges of information about all suspicious transactions and circumstances that might indicate insurance fraud. The launch of the system, slated for 2011, will rank the Czech Republic among the European countries combating insurance fraud together with the help of sophisticated and efficient software tools.

Aside from political changes, 2010 will be marked in history also as a year of natural disasters that struck in virtually all seasons. Due to a more sophisticated system of data gathering and processing and more effective communication among members, we managed to provide up-to-date information on damage. Good communication with the public and presentation of professional opinions has become a routine

part of the Association's everyday operations. The media view us as a long-term, reliable partner providing objective and independent information.

Last but not least, we continued our hard work on optimization of internal processes and expanding collaboration with the Czech Insurers' Bureau. We founded a service organization for sharing joint resources under the name SUPIN with the primary objective of utilizing human and material resources in the IT field by their transfer from ČKP to make them available for all affiliated organizations. Costcutting achieved by utilization of already available resources is to remain our strategy in the future.

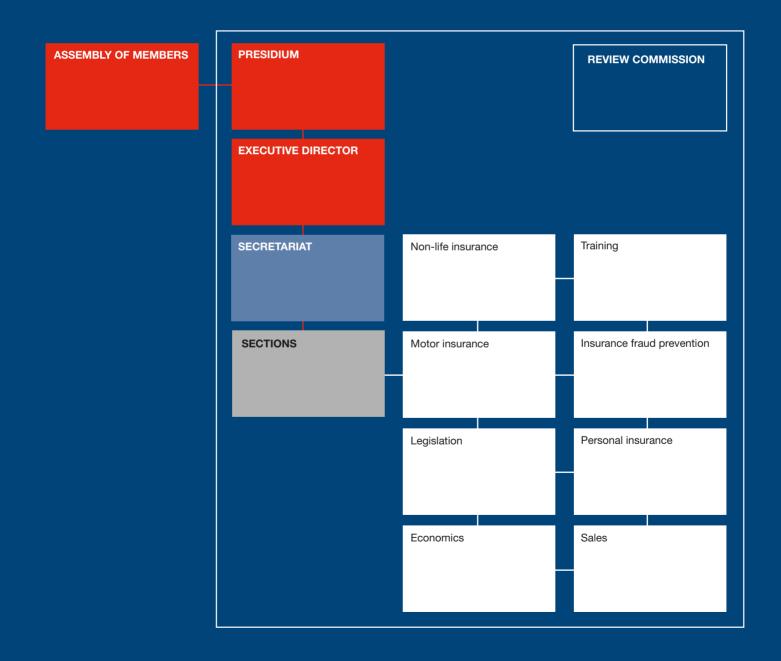
Thanks to the relentless work of a relatively small team of ČAP employees and endeavours of active members' representatives in professional sections and working parties, once again we can be proud of our achievements. I am convinced that we will continue to successfully complete projects in progress and tackle new challenges facing the insurance sector in the future. I would like to extend my thank you to all for their beneficial cooperation.



Dun Juli

Tomáš Síkora Czech Insurance Association Executive Director

### CORPORATE GOVERNANCE AND ORGANIZATION CHART



#### Presidium

President Ladislav Bartoníček, MBA Board of Directors Chairman, Česká pojišťovna a.s.

Vice-Presidents Martin Diviš, MBA Board of Directors Chairman and CEO, Kooperativa pojišťovna, a.s., VIG

Jakub Strnad, Ph.D. (since 29 March 2010) Board of Directors Chairman, Allianz pojišťovna, a.s.

#### Members

Vladimír Krajíček Board of Directors Chairman and CEO, Evropská Cestovní Pojišťovna, a.s.

Jeroen Karel van Leeuwen

Board of Directors Chairman and CEO, ČSOB Pojišťovna, a.s., member of ČSOB Group

Jaroslav Mlynář

Supervisory Board Chairman, Generali Pojišťovna a.s.

Renata Mrázová (since 1 June 2011) Branch manager Dalibor Šajar (until 31 August 2010) Sales Services CEO, ING Životní pojišťovna N.V., Czech Republic branch

Petr Zapletal, MBA Board of Directors Chairman and CEO, Pojišťovna České spořitelny, a.s., VIG

Martin Žáček Board of Directors Chairman and CEO, UNIQA pojišťovna, a.s.

#### **Review Commission**

Chairman Peter Mančík, MBA Amcico pojišťovna a.s.

#### Members

Jana Jenšová VICTORIA VOLKSBANKEN pojišťovna, a.s.

Renata Mrázová (until 25 March 2011) ING životní pojišťovna N.V., Czech Republic branch

Executive Director Tomáš Síkora, MBA

Honorary President Vladimír Mráz

### **KEY ACTIVITIES IN 2010**

In 2010, ČAP focused primarily on activities and projects regarding legislation and the Association's professional engagement in public reforms of the healthcare and pension sectors, as well as in prevention of insurance fraud. In terms of its long-term endeavours to increase effectiveness of available resources, an important project was founding a service company in tandem with the Czech Insurers' Bureau. Another key project was participation in implementing measures of the Solvency II Directive.

#### **Solvency II**

In 2010, ČAP carried on with coordination of the Solvency II project in cooperation with the Czech National Bank, the Ministry of Finance and the Czech Society of Actuaries, and with implementation of the Directive in practice. Transposition tables, a necessary tool for drafting legislative texts, were completed. At the start of the year, an informal round table was organized with ČNB representatives, and in the spring ČAP held two working seminars with ČNB regarding risk mitigation methods and technical provisions. A fifth impact study QIS5, similar to stress tests in the banking sector, examined the preparedness of insurers in EU Member States for the newly defined regulatory framework for capital adequacy calculation. Although insurance companies were not required to take part in the study, 18 ČAP members participated, accounting for more than 80% of the insurance market. Also addressed was the risk profile of insurance companies and other aspects, such as internal processes and models, data processing, IT system requirements, etc. The QIS5 impact study reaffirmed the member insurers' expertise and readiness.

In parallel, disputed or unclarified issues were discussed and resolved, including an offset of premiums in supplementary insurance and income from future premiums. In terms of the Czech insurance market, equally important are, among others, calibration of non-life catastrophe risks, determining a discount in the so-called illiquidity premium, and an inclusion of Czech market products in the health catastrophe risk.

#### Legislation

In the course of the year, ČAP focused on two priority tasks pertaining legislation. One of them was a draft amendment to the Insurance Act that would require insurance companies to reimburse 4% of premium income collected from motor third-party liability insurance. The Chamber of Deputies voted against the draft.

The second priority task was successful advocacy of interests of the Association's members and their clients in respect of a draft amendment to Act on Income Taxes. The Chamber of Deputies did not approve for example the introduction of so-called transfers of surrender value. Despite ČAP's well-grounded reasoning, the provision that by acquirement of benefits that do not represent the termination of insurance contracts, taxpayers cannot deduct premiums reimbursed by the employer from the tax base, was retained in the draft.

In addition to the foregoing acts, ČAP provided comments on draft amendments to Act on Waste, a draft amendment to Act on Public Procurements, and a draft amendment to Act on Employment; the latter stipulated compulsory insurance of employment agencies in the event of their bankruptcy and bankruptcy of user, in the amount ensuring payroll up to triple the amount of the average monthly wage of all temporarily assigned employees. Furthermore, the Association commented on a draft bill on criminal liability of legal entities and the related draft amending law, a government draft bill on financial collateral, a draft amendment to Act on Collective Investment, a draft amendment to Act on Public Health Insurance, a draft amendment to Decree on Accounting of Insurance Companies, etc.

ČAP extended the quantity and improved the quality of internally prepared legal analyses concerning selected provisions of respective laws or analyses indispensable for the implementation of current projects. An integral part of the Association's activities in the legislative field was organizing specialized seminars for lawyers and other employees of member insurers.

#### Healthcare and pension reform

Within the scope of ongoing efforts to incorporate private health insurance into sources of healthcare financing, ČAP prepared a project "Injury Treatment Insurance" and in 2010 established cooperation with the Czech Society for Trauma Surgery (Česká společnost pro úrazovou chirurgii) and representatives of health insurance companies. The cooperation was aimed to gather pertinent statistical data and engage in the project preparation. With regard to election results and the government programme declaration, ČAP began to prepare a co-payment insurance model implemented in France. In late 2010 ČAP prepared underlying documentation for setting up a team of experts to work on ensuring long-term sustainability of financing the healthcare system in the Czech Republic. The material will be discussed with top government officials and political figures in 2011.

#### **KEY ACTIVITIES IN 2010**

Detailed solutions to the planned pension reform, proposing two variants of the reform, were published in a Final Report by the Advisory Team of Experts in June 2010. ČAP participated in the entire process of drafting the proposals. The final versions of the proposals suggest that commercial insurers would be assigned a key role primarily in annuity payments.

#### SUPIN, s.r.o.

Detaching of ČKP's entire IT department and transforming it into a new organization SUPIN, s.r.o. as of 1 January 2011 was the outcome of long-standing efforts to effectively utilize resources to a maximum extent as well as technical and human resources of ČKP and ČAP. The projected added value of this solution is reduction in expenses of administering motor third-party liability insurance and both organizations' new IT-related projects. The ČAP Executive Director was appointed SUPIN's statutory representative; its supervisory board is composed of members of ČAP Presidium, ČKP Management Board and ČKP Executive Director.

#### Prevention of insurance fraud

The key event in prevention of insurance fraud in 2010 was the implementation of the System for Exchange of Information about Suspicious Circumstances. To facilitate this project, it was decided to use the existing data gathered by ČKP to fulfil its statutory obligations in motor damage insurance. The technical specification of the project took place from September to December 2010, project implementation is scheduled for 2011.

#### Non-life insurance

In the course of the year, ČAP created two useful tools for the public on its website. It provided free access to flood zones and a calculator of minimum cover value of the relevant property that facilitates making rough calculations of the relevant property's minimum cover value.

Both projects were primarily aimed to increase information openness of the insurance sector toward the general public and provide an option to find out an optimum affordable insurance policy before purchasing any insurance. A new method of direct loss adjustment in motor damage insurance, introduced on the Czech insurance market by some Association members, sparked an initiative to launch a new project aimed to make uniform loss adjustment rules and draft a cross-market agreement on the method of damage compensation.

#### Training of ČAP members

In 2010, ČAP prepared two training cycles for its members within the scope of the Principles of Insurance Law and organized 10 professional seminars for its employees. Altogether, the Association provided an opportunity for more than three thousand participants to improve their knowledge and skills. During the year, ČAP designed a new project for professional training, Principles of Insurance Business. Graduates of the semestral course will acquire comprehensive knowledge of the fundamental principles and processes of the insurance industry.

#### Information activities

ČAP provided the general public with relevant information and new products on the insurance market through more than 600 articles and contributions published in all types of media, intended for all target groups. Consumers thus had access to useful advice, guidelines and examples. With regard to the implementation of the long-term project for a more vigorous promotion and improving information about specific insurance products, ČAP organized a third successful annual information campaign "February – Insurance Month", this time focusing on life insurance again, after the previous year's focus on property insurance. The campaign provided details of specific risks to educate the public.

In terms of publishing professional materials, ČAP published the Czech-English version of Act No. 277/2009 Coll., on Insurance, effective as of 1 January 2010, which replaced Act No. 363/1999 Coll. The document was translated by renowned specialists with long experience in insurance, while lecturers and experts from the Ministry of Finance and ČNB also contributed to a great extent.

#### **KEY ACTIVITIES IN 2010**

#### 2011 priorities

In addition to the implementation of Solvency II to national legislation, one of ČAP's priority aims in 2011 is a draft Civil Code. Although a number of comments were already accepted during discussing the previous draft in 2008–2009, ČAP will obviously have to focus primarily on legislation pertaining to insurance, obligation to compensate for damage and business agency. The key task is to prevent the negative impact of relevant provisions of the draft on costs of insurers and their clients.

ČAP will continue to monitor the developments in the health reform with the aim to participate in the financing of healthcare by offering adequate products. It is also ready to discuss the option of active engagement in the reform of the pension system.

ČAP's crucial task for next year is to find accord with the Czech National Bank and the Ministry of Finance on a draft amendment to Act on Insurance Intermediaries and Independent Loss Adjusters. The Association is ready to support only the version that will help resolve the most serious problems of the insurance market. In order to further improve the quality of services rendered by insurance intermediaries, ČAP is determined to actively participate in the shared system of information exchange on insurance intermediaries between insurers and individual intermediation companies.

Prevention of insurance fraud is considered by ČAP as one of its key activities. After completion and successful testing of the system for exchanges of information on suspicious circumstances related to insurance fraud using motor third-party liability insurance data, the company plans to use the results in the detection of insurance frauds in other types of commercial insurance, too.

In the framework of communication with the public, ČAP prepares an information campaign focused on motor vehicles insurance. A new website www.jaksepojistit.cz will provide complete information on products featured in past ČAP campaigns and will be an independent source of information for clients. In 2011, ČAP's specialized magazine, Pojistný obzor, will also have its own website complete with a selection of articles and extensive archives.

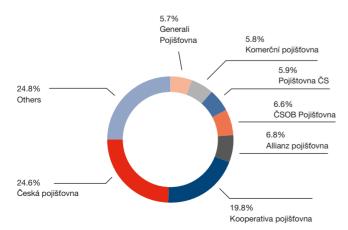
### ČAP MEMBERS AND BUSINESS RESULTS

The Czech Insurance Association was established in 1994 as a special-interest association of commercial insurers and its member base comprised 16 organizations. In 2010 the Association had 30 regular members and two special-status members, the Czech Insurers' Bureau and the Czech Section of the International Association for Insurance Law. ČAP members jointly accounted for 98% of total premiums written in the Czech Republic in 2010.

Since 1998 ČAP has been a regular member of the European Insurance and Reinsurance Federation, CEA.

In recent years, the share of top ten insurance companies in total premiums written has fallen despite considerable market concentration; in 2010, it accounted for 86.3%, compared to 87.8% in the previous year. The market share of major two insurance groups also dipped from 63.4% in 2009 to 60.4% in 2010 (PPF–Generali from 32.8% to 30.6%, and Vienna Insurance Group from 30.6% to 29.8%).

The recovery from the previous crisis period was reflected in ČAP members' business results, specifically in a faster growth rate of premiums written from 3.1% to 8.1%, surpassing the projected total of CZK 150 billion by CZK 2.9 billion, primarily due to year-on-year 19.2% growth in life insurance, compared to 5.8% recorded in the previous year. Non-life insurance dropped by 0.2% year-on-year.



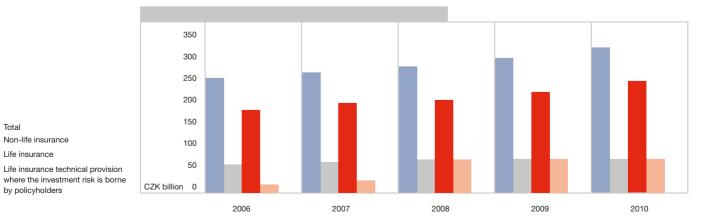
#### Premiums written and market shares

#### ČAP MEMBERS AND BUSINESS RESULTS

#### Financial performance of insurance companies

Registered capital of member insurers grew by 12.7% year-on-year, surpassing the CZK 20 billion total by CZK 1.8 billion. The growth rate of funds slowed down from 19.6% to 11.8% to CZK 59.3 billion. Profits also grew at a slower pace, down from 69.4% to 36.1%, but still rose by CZK 5.6 billion to CZK 21.1 billion.

Technical provisions have an important part in insurers' performance, particularly in terms of the ability to settle liabilities arising from insurance business. Total technical provisions without the reinsurers' share increased 7.8% to CZK 319.8 billion in 2010. The prevailing proportion of technical provisions in the life insurance segment went up from 75.0% to 76.9%. Technical provisions for life insurance policies where the investment risk is borne by policyholders continued to grow at a fast pace and increased its share in total technical provisions from 14.3% to 18.0%.



#### **Technical provisions**

Total

Non-life insurance

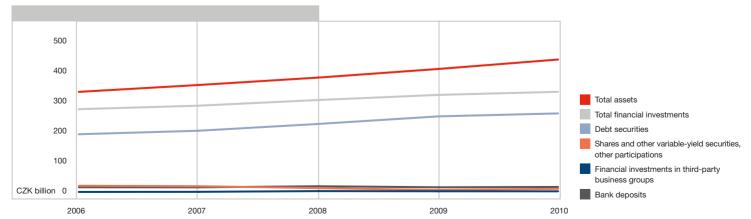
Life insurance

by policyholders

Total assets of member insurers slightly fell year-on-year from 7.8% to 7.5%; their volume amounted to CZK 431.3 billion. Financial investments rose to CZK 328.8 billion from CZK 319.0 billion in the previous year. Similarly to the preceding years, debt certificates remained the principal investment item with a 79.1% share, followed by the second largest item, bank deposits, accounting for 8.2%.

A major contributor to the total profit of CZK 21.1 billion was the life insurance technical account that jumped by 43.7%, i.e. from CZK 11.5 billion to CZK 16.5 billion. The non-life insurance technical account was also in the black, recording a slight increase of 2.9% year-on-year.

#### Assets and financial investments



33

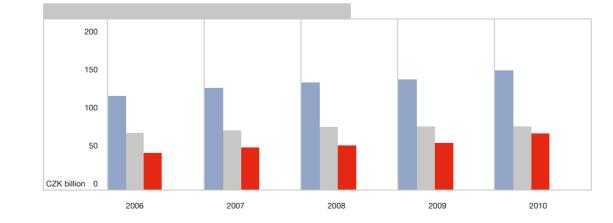
#### ČAP MEMBERS AND BUSINESS RESULTS

#### **Total premiums written**

After the slowing growth rate in the past years, member insurers' premiums written regained a quicker pace and grew 8.1% year-on-year, compared to 3.1% in 2009. With regard to alternating trends in life and non-life insurance segments, in 2010 growth potential of life insurance prevailed again and showed a year-on-year hike of 19.2% against 5.8% in the previous year, amply compensating for a 0.2% drop in non-life insurance premiums to 8.1%.

#### **Non-life insurance**

The result in in the non-life insurance segment stemmed in particular from a 6% decline in premiums written for motor insurance, including both liability and accident insurance. This decline resulted in a drop in the share of motor insurance in non-life insurance from 50% to less than 47%. A year-on-year increase in property insurance of 1.4%, down from the previous year's 4.9%, could not compensate for the losses in motor insurance. Property insurance accounted for a 22.8% share in non-life insurance. In total, non-life insurance dropped by 0.2%. Due to relatively lower importance of some other types of insurance, albeit showing robust year-on-year growth, such as guarantee insurance (+61.7%), insurance against various financial losses (+50.7%), sickness insurance (+46.4%) and credit insurance (+28.0%), the final result could not be reversed.



#### **Premiums written**

Tota

34

Non-life insurance

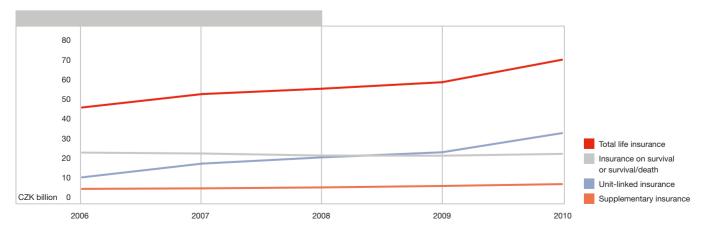
Life insurance

## Life insurance

Unit-linked insurance climbed at a much faster pace, from 12.2% to 40.6%, and generated premiums written in the amount of CZK 34.1 billion. That resulted in raising its share in total life insurance from 40.2% to 47.5%. Insurance on survival or survival/death remained the second major type of life insurance with a 32.6% share (down from 37.3%), showing year-on-year growth of 4.1%. Sickness or accident supplementary insurance came third with a 10.9% share. Insurance on death accounted for 3.2% of life insurance policies, but its year-on-year growth of 22.6% was the second highest growth rate among leading types of life insurance.

The foregoing structure to an extent correlates with a remarkable increase in single-premium policies by 58.7%. Current-premium policies rose 2.9% only, compared to 3.7% growth in the previous year, which may be one of the consequences of a decline in the number of current-premium policies.

## Life insurance



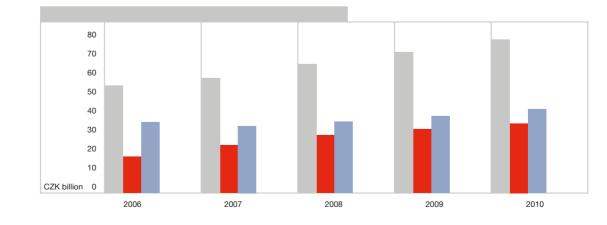
## ČAP MEMBERS AND BUSINESS RESULTS

### **Claims**

The total volume of claims paid rose 10.2%, compared to a 7.2% rise in the previous year. This result stemmed primarily from a 12.0% increase in the number of insurance events in the non-life insurance segment, including claims related to motor insurance, accident insurance and, notably, natural hazards insurance where the number of claims shot up 45%. The number of settled claims in the life insurance segment rose 7.6%, down from the previous year's growth of 12.5%.

Life insurance accounted for 45% of total claims paid. In non-life insurance, claims arising from motor insurance accounted for 27.1%, claims arising from damage caused by natural elements, up 48.6% year-on-year, accounted for 8.5%. The latter figure is likely to reflect natural disasters that struck in the summer of 2010.

More detailed information on the Czech insurance market development and aggregate results of ČAP member insurers are included in the Statistics section of the Annual Report. Data on Czech insurers include information about Czech insurers' branches operating abroad, generating a total of CZK 1.5 billion. All included data as made available at 31 May 2011.



## **Claims paid**

Total

Life insurance

Non-life insurance

### **Regular members**

#### AEGON Pojišťovna, a.s.



address: Na Pankráci 26, 140 00 Praha 4 tel.: +420 800 111 222 fax: +420 244 090 390 e-mail: vasedotazy@aegon.cz www.aegon.cz CEO: Andrew A. Cohen CLU, ChFC, LLIF
(from 14. 9. 2010), Tomáš Vystrčil (from 1. 6. to 13. 9. 2010), Vladimír Bezděk, M.A. (to 31. 5. 2010)
Board of Directors Chairman: Andrew A. Cohen CLU, ChFC, LLIF (from 14. 9. 2010), Tomáš Vystrčil (from 1. 6. to 13. 9. 2010), Vladimír Bezděk, M.A. (to 31. 5. 2010)
Supervisory Board Chairman: Péter Zoltán Máhig
Foreign ownership interest: 100%
Member since: 28. 3. 2007
Start of operations: 1. 4. 2005

#### Allianz pojišťovna, a.s.



address: Ke Štvanici 656/3, 186 00 Praha 8 tel.: +420 224 405 111 fax: +420 242 455 555 e-mail: klient@allianz.cz www.allianz.cz Board of Directors Chairman: Jakub Strnad Ph.D. (from 29. 3. 2010) Supervisory Board Chairman: Manuel Bauer (from 10. 3. 2010), Werner Eduard Zedelius (to 5. 3. 2010) Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1. 1. 1993

#### Amcico pojišťovna a.s. | MetLife Amcico

## **MetLife Amcico**<sup>®</sup>

address: V Celnici 1028/10, 117 21 Praha 1 tel.: +420 227 111 111 fax: +420 227 111 777 e-mail: amcico@metlifeamcico.cz www.metlifeamcico.cz

#### **CEO:** Daniel Martínek

Board of Directors Chairman: Christos Mistillioglou Supervisory Board Chairman: Andreas Vassiliou Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1. 1. 1992

# ČAP MEMBERS AND BUSINESS RESULTS

#### Aviva životní pojišťovna, a.s.



120 21 Praha 2 tel.: +420 221 416 111 fax: +420 221 416 101 e-mail: info@avivazp.cz www.aviva-pojistovna.cz

address: Londýnská 41, Aviva House, CEO: Jiří Schneller (from 1. 7. 2010), Karel Veselý Ph.D. (to 30. 4. 2010) Board of Directors Chairman: Jiří Schneller (from 30. 7. 2010), Karel Veselý Ph.D. (to 30. 4. 2010) Supervisory Board Chairman: Craig Anthony Colton Foreign ownership interest: 100% Member since: 1. 12. 1998 Start of operations: 3. 11. 1997

#### AXA pojišťovna a.s.



address: Lazarská 13/8, 120 00 Praha 2 tel.: +420 225 021 111 fax: +420 225 021 200 e-mail: info@axa.cz www.axa.cz

CEO: Martin Vogl (from 1. 7. 2011), Dušan Doliak (to 30. 6. 2011) Board of Directors Chairman: Dušan Doliak (to 30. 6. 2011) Supervisory Board Chairman: Cyrille Marie Bernard de Montgolfier Foreign ownership interest: 100% SOCIETE BEAUJON S.A., France Member since: 26. 3. 2009 Start of operations: 29. 5. 2008

#### AXA životní pojišťovna a.s.



address: Lazarská 13/8, 120 00 Praha 2 tel.: +420 225 021 111 fax: +420 225 021 200 e-mail: info@axa.cz www.axa.cz

CEO: Martin Vogl (from 1. 7. 2011), Dušan Doliak (to 30. 6. 2011) Board of Directors Chairman: Dušan Doliak (to 30. 6. 2011) Supervisory Board Chairman: Cyrille Marie Bernard de Montgolfier Foreign ownership interest: 100% SOCIETE BEAUJON S.A., France Member since: 25. 11. 1997 Start of operations: 21.7.1995

#### Česká podnikatelská pojišťovna, a.s., Vienna Insurance Group



address: Budějovická 5/64, 140 21 Praha 4 tel.: +420 841 444 555 fax: +420 261 022 163 e-mail: info@cpp.cz www.cpp.cz

CEO: Jaroslav Besperát (from 17. 3. 2010), Jakub Strnad, Ph.D. Board of Directors Chairman: Jaroslav Besperát (from 17. 3. 2010), Jakub Strnad, Ph.D. Supervisory Board Chairman: Martin Diviš, MBA Foreign ownership interest: 0% Member since: 17. 3. 1998 Start of operations: 6. 11. 1995

#### Česká pojišťovna a.s.



address: Na Pankráci 123/1720, 140 00 Praha 4 tel.: +420 224 051 111 POIIŠŤOVNA fax: +420 224 052 200 e-mail: cpas@cpoj.cz www.ceskapojistovna.cz

CEO: Pavel Řehák, MBA (from 1. 7. 2011), Ivan Vodička, MBA (to 31. 5. 2010) Executive Director: Pavel Řehák, MBA (from 1. 6. 2010 to 30. 6. 2011) Board of Directors Chairman: Ladislav Bartoníček, MBA Supervisory Board Chairman: Milan Maděryč Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1.5.1992

#### Česká pojišťovna ZDRAVÍ a.s.



address: Litevská 1174/8, 100 05 Praha 10 tel.: +420 267 222 515 fax: +420 267 222 936 e-mail: info@zdravi.cz www.zdravi.cz

CEO: Miroslav Chlumský Board of Directors Chairman: Miroslav Chlumský Supervisory Board Chairman: Zdeněk Kaplan (from 24. 2. 2010) Foreign ownership interest: 0% Member since: 25. 11. 1997 Start of operations: 1.7.1993

# ČAP MEMBERS AND BUSINESS RESULTS

#### ČSOB Pojišťovna, a.s., member of ČSOB Group



address: Masarykovo nám. 1458, 532 18 Pardubice tel.: +420 467 007 111 fax: +420 467 007 444 e-mail: info@csobpoj.cz www.csobpoj.cz

# D.A.S. pojišťovna právní ochrany, a.s.



address: Benešovská 40, 101 00 Praha 10 tel.: +420 267 990 711 fax: +420 267 990 722 e-mail: das@das.cz www.das.cz CEO: Jeroen Karel van Leeuwen Board of Directors Chairman: Jeroen Karel van Leeuwen Supervisory Board Chairman: Marko Voljč Foreign ownership interest: 75% KBC Verzekeringen NV Member since: 25. 11. 1996 Start of operations: 17. 4. 1992

Board of Directors Chairwoman: Jitka Chizzola Supervisory Board Chairman: Arkadiusz Gil Foreign ownership interest: 100% Member since: 17. 3. 1998 Start of operations: 1. 2. 1995

#### DEUTSCHER RING Lebensversicherungs-Aktiengesellschaft, branch for Czech Republic



address: Paříkova 910/11a, 190 00 Praha 9 tel.: +420 221 594 425 fax: +420 221 594 429 e-mail: service@deutscherring.cz www.deutscherring.cz CEO: Klaus Trautmann Board of Directors Chairman: Frank Grund Supervisory Board Chairman: Jan de Meulder Foreign ownership interest: 100% BASLER Versicherungen Beteiligungen B. V. & Co. KG Member since: 24. 3. 2011 Start of operations: 11. 10. 2006

#### DIRECT pojišťovna, a.s.



address: Jankovcova 1566/2b, 170 00 Praha 7 tel.: +420 225 290 111 fax: +420 225 290 411 e-mail: info@direct.cz www.direct.cz

#### Evropská Cestovní Pojišťovna, a.s.



address: Křižíkova 237/36a, 186 00 Praha 8 tel.: +420 221 860 111 fax: +420 221 860 100 e-mail: ecp@evropska.cz www.evropska.cz

#### CEO: Ján Čarný

Board of Directors Chairman: Ján Čarný Supervisory Board Chairman: Andrew John Burke Foreign ownership interest: 100% Member since: 25. 3. 2010 Start of operations: 21. 5. 2007

CEO: Vladimír Krajíček Board of Directors Chairman: Vladimír Krajíček Supervisory Board Chairman: Johannes Dietrich von Hülsen Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 16. 9. 1993

#### Generali Pojišťovna a.s.



address: Bělehradská 132, 120 84 Praha 2 tel.: +420 221 091 111 fax: +420 221 091 300 e-mail: servis@generali.cz www.generali.cz CEO: Štefan Tillinger (from 1. 7. 2011), Petr Kopecký Board of Directors Chairman: Jaroslav Mlynář Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1. 12. 1993

# ČAP MEMBERS AND BUSINESS RESULTS

#### Hasičská vzájemná pojišťovna, a.s.



address: Římská 2135/45, 120 00 Praha 2 tel.: +420 222 119 111 fax: +420 222 514 412 e-mail: info@hvp.cz www.hvp.cz

#### HDI Versicherung AG, organizational unit



address: Jugoslávská 29/620, 120 00 Praha 2 tel.: +420 220 190 210 fax: +420 220 190 299 e-mail: info@hdiczech.cz www.hdiczech.cz CEO: Josef Kubeš Board of Directors Chairman: Josef Kubeš Supervisory Board Chairman: Karel Richter Foreign ownership interest: 0% Member since: 26. 10. 1993 Start of operations: 11. 11. 1992

Head of organizational unit: Otokar Cudlman Board of Directors Chairman: Günther Weiß Supervisory Board Chairman: Jens Wohlthat Foreign ownership interest: 100% Member since: 21. 12. 1993 Start of operations: 23. 11. 1993

#### ING Životní pojišťovna N.V., branch for Czech Republic



address: Nádražní 344/25, 150 00 Praha 5 tel.: +420 257 471 111 fax: +420 257 473 555 e-mail: klient@ing.cz www.ing.cz Head of organizational unit: Alexis Ann George Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1. 6. 1992

#### Komerční pojišťovna, a.s.



address: Karolinská 650/1, 186 00 Praha 8 tel.: +420 222 095 111 fax: +420 222 095 999 e-mail: servis@komercpoj.cz www.kb-pojistovna.cz

#### Kooperativa pojišťovna, a.s., Vienna Insurance Group



address: Templová 747, 110 01 Praha 1 tel.: +420 221 000 111 fax: +420 221 000 410 e-mail: info@koop.cz www.koop.cz

#### **CEO:** Laurent Dunet

Board of Directors Chairman: Laurent Dunet Supervisory Board Chairman: Philippe Marcel Perret Foreign ownership interest: 51% Member since: 20. 11. 1995 Start of operations: 6. 11. 1995

## CEO: Martin Diviš, MBA

Board of Directors Chairman: Martin Diviš, MBA Supervisory Board Chairman: Günter Geyer Foreign ownership interest: 96.32% Vienna Insurance Group Wiener Städtische Versicherung AG Member since: 26. 10. 1993 Start of operations: 1. 3. 1993

#### MAXIMA pojišťovna, a.s.



address: Na Dlouhém lánu 508, 160 00 Praha 6 tel.: +420 224 305 403 fax: +420 224 305 412 e-mail: info@maxima-as.cz www.maxima-as.cz Director of Strategic Development: Milan Točina Board of Directors Chairman: Rudolf Bubla Supervisory Board Chairman: Jaromír Florián Foreign ownership interest: 0% Member since: 29. 3. 2009 Start of operations: 1. 7. 1994

# ČAP MEMBERS AND BUSINESS RESULTS

#### POJIŠŤOVNA CARDIF PRO VITA, a.s.



address: Na Rybníčku 1329/5, 120 00 Praha 2 tel.: +420 234 240 234 fax: +420 234 240 112 e-mail: czinfo@cardif.com www.cardif.cz

#### Pojišťovna České spořitelny, a.s., Vienna Insurance Group



address: nám. Republiky 115 530 02 Pardubice tel.: +420 466 051 111 fax: +420 466 051 380 e-mail: pojistovnacs@pojistovnacs.cz www.pojistovnacs.cz

Start of operations: 11. 10. 1996 CEO: Petr Zapletal, MBA Board of Directors Chairman: Petr Zapletal, MBA

Supervisory Board Chairwoman: Isabella Fumagalli

Board of Directors Chairman: Zdeněk Jaroš

Foreign ownership interest: 100%

Member since: 28, 11, 2000

CEO: Zdeněk Jaroš

Board of Directors Chairman: Petr Zapletal, MBA Supervisory Board Chairman: Martin Diviš, MBA Foreign ownership interest: 90% Member since: 26. 10. 1993 Start of operations: 1. 1. 1993

#### Pojišťovna VZP, a.s.



address: Jankovcova 1566/2b, 170 00 Praha 7 tel.: +420 233 006 310 fax: +420 233 006 300 e-mail: info@pvzp.cz www.pvzp.cz Executive Director: Robert Kareš, Ph.D., MBA Board of Directors Chairman: Pavel Horák, MBA Supervisory Board Chairwoman: Martina Šrůtová (from 8. 9. 2010), Jiří Zahradník Foreign ownership interest: 0% Member since: 28. 3. 2007 Start of operations: 1. 5. 2004

#### Slavia pojišťovna a.s.



address: Revoluční 1/655, 110 00 Praha 1 tel.: +420 255 790 111 fax: +420 255 790 199 e-mail: sekretariat@slavia-pojistovna.cz Member since: 20. 11. 1995 www.slavia-pojistovna.cz

#### Triglav pojišťovna, a.s.



address: Novobranská 544/1, 602 00 Brno tel.: +420 542 425 000 fax: +420 542 217 910 e-mail: triglav@triglav.cz www.triglav.cz

#### CEO: Petr Baný

CEO: Radek Žďárecký, MBA

Foreign ownership interest: 0%

Start of operations: 1. 6. 1994

Board of Directors Chairman: Petr Baný Supervisory Board Chairman: Andrej Slapar Foreign ownership interest: 100% Member since: 26. 3. 2008 Start of operations: 14.7.1997

Board of Directors Chairman: Radek Žďárecký, MBA

Supervisory Board Chairman: Jan Vlachý, Ph.D.

#### UNIQA pojišťovna, a.s.



address: Evropská 136, 160 12 Praha 6 tel.: +420 225 393 111 fax: +420 225 393 777 e-mail: info@uniqa.cz www.uniga.cz

#### CEO: Martin Žáček

Board of Directors Chairman: Martin Žáček Supervisory Board Chairman: Gottfried Wanitschek Foreign ownership interest: 100% Member since: 26. 10. 1993 Start of operations: 1.7.1993

# ČAP MEMBERS AND BUSINESS RESULTS

#### VICTORIA VOLKSBANKEN pojišťovna, a.s.



address: Francouzská 28, 120 00 Praha 2 tel.: +420 221 585 111 fax: +420 221 585 500 e-mail: victoria@victoria.cz www.victoria.cz Board of Directors Chairman: Pavel Chmelík (from 30. 4. 2010), Karl Vosatka Supervisory Board Chairman: Thomas Schöllkopf (from 21. 4. 2011), Karl Vosatka Foreign ownership interest: 90.27% Member since: 17. 3. 1998 Start of operations: 23. 9. 1994

#### Wüstenrot pojišťovna a.s.

#### **WÜSTENIOT tel.:** +420 257 092 155 **fax:** +420 257 092 605

address: Na Hřebenech II 1718/8, 140 23 Praha 4 tel.: +420 257 092 155 fax: +420 257 092 605 e-mail: kontakt@wuestenrot.cz www.wuestenrot.cz CEO: Pavel Vaněk Board of Directors Chairman: Pavel Vaněk Supervisory Board Chairman: Alexander Erdland Foreign ownership interest: 100% Member since: 29. 3. 2006 Start of operations: 1. 1. 2006

#### Wüstenrot, životní pojišťovna, a.s.

#### wüstenrot fax: +420 257 092 155 fax: +420 257 092 596

address: Na Hřebenech II 1718/8, 140 23 Praha 4 tel.: +420 257 092 155 fax: +420 257 092 596 e-mail: kontakt@wuestenrot.cz www.wuestenrot.cz

#### CEO: Pavel Vaněk

Board of Directors Chairman: Pavel Vaněk Supervisory Board Chairman: Alexander Erdland Foreign ownership interest: 100% Member since: 28. 11. 2000 Start of operations: 21. 12. 1998

## **Special-status members**

#### AIDA Czech Section of the International Association for Insurance Law



address: Bělehradská 132, 120 84 Praha 2 tel.: +420 221 091 214 fax: +420 221 091 512 e-mail: eva.kozojedova@generali.cz Chairwoman: Eva Kozojedová Member since: 20. 2. 1995 Start of operations: 1. 1. 1993

#### Česká kancelář pojistitelů (Czech Insurers' Bureau)



address: Na Pankráci 1724/129, 140 00 Praha 4 tel.: +420 221 413 111 fax: +420 257 322 370 e-mail: info@ckp.cz www.ckp.cz Executive Director: Jakub Hradec ČKP Administrative Board Chairman: Martin Diviš, MBA Review Commission Chairwoman: Bohuslava Jiránková Member since: 22. 2. 2000 Start of operations: 1. 1. 2000

#### Exportní garanční a pojišťovací společnost, a.s.



address: Vodičkova 34/701, 111 21 Praha 1 tel.: +420 222 841 111 fax: +420 222 844 001 e-mail: info@egap.cz www.egap.cz

#### CEO: Karel Pleva, MBA

Board of Directors Chairman: Karel Pleva, MBA Supervisory Board Chairman: Zdeněk Zajíček Foreign ownership interest: 0% Member since: 26. 10. 1993 Start of operations: 1. 7. 1992

# **OVERVIEW OF INSURANCE PRODUCTS**

As at 31 December 2010

|                |                    |                        |                   |                       |                       | Insuran  | ce of p        | persons                 | 6   |                    |                      |                                      |                 |                        |  | Pro   | perty a   | nd liabi                        | ility insi                          | urance                                  |                  |                          |                          |
|----------------|--------------------|------------------------|-------------------|-----------------------|-----------------------|--|----------------|-------------------------|---|--------------------|----------------------|--------------------------------------|-----------------|------------------------|--|---|---|---------------------------------|-------------------------------------|---|------------------|--------------------------|--------------------------|
|                |                    | E                      | Basic in          | suranc                | е                     |  | Su             | upplem                  | entary i  | nsuran             | ce                   | Ot                                   | her             |                        |  |   | (   | individu                        | uals)                               |   |                  |                          |                          |
|                | Insurance on death | Capital life insurance | Pension insurance | insurance of children | Unit-linked insurance | Accident insurance<br>(+supplementary insurance) | Premium waiver | Dread disease insurance | Insurance of medical ex-<br>penses due to hospitalization | Sickness insurance | Disability insurance | Medical expenses abroad<br>insurance | Other insurance | Motor damage insurance | Motor third-party liability insurance <sup>(1)</sup> | Liability insurance against<br>damage caused by employees<br>in exercising their profession | Other damage liability<br>insurance <sup>23</sup> | Household contents<br>insurance | Recreational household<br>insurance | Buildings and structures<br>insurance ® | Travel insurance | Legal expenses insurance | Other property insurance |
| AEGON          | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      | •               |                        |  |   |   |                                 |                                     |   |                  |                          | -                        |
| ALLIANZ        | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| AVIVA          | •                  |                        | -                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      | -               |                        |  | -   | -   |                                 |                                     |   | -                |                          | <u> </u>                 |
| AXA            |                    |                        |                   |                       |                       |  |                |                         | -   |                    |                      |                                      |                 | •                      | •  |   | •   | •                               | •                                   | •                                       |                  | •                        | •                        |
| AXA – ŽP       | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      | •               |                        |  |   |   |                                 |                                     |   |                  |                          |                          |
| CARDIF         | •                  |                        |                   |                       |                       | •  | •              | •                       | •   | •                  | •                    | •                                    | •               |                        |  |   |   |                                 |                                     |   |                  |                          | -                        |
| ČP             | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| ČP ZDRAVÍ      |                    |                        |                   |                       |                       | •  |                | •                       | •   | •                  | •                    |                                      | •               |                        |  |   |   |                                 |                                     |   |                  |                          | -                        |
| ČPP            | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| ČSOBP          | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                |                          | •                        |
| D.A.S.         |                    |                        |                   |                       |                       |  |                |                         |   |                    |                      |                                      |                 |                        |  |   |   |                                 |                                     |   |                  | •                        | -                        |
| DEUTSCHER RING | •                  |                        |                   |                       | •                     |  |                |                         |   |                    |                      |                                      |                 |                        |  |   |   |                                 |                                     |   |                  |                          | -                        |
| DIRECT         |                    |                        |                   |                       |                       | •  |                |                         |   |                    |                      | •                                    |                 | •                      | •  |   | •   | •                               | •                                   | •                                       | •                |                          | •                        |
| ECP            |                    |                        |                   |                       |                       |  |                |                         |   |                    |                      | •                                    |                 |                        |  |   |   |                                 |                                     |   | •                |                          | •                        |
| EGAP           |                    |                        |                   |                       |                       |  |                |                         |   |                    |                      |                                      |                 |                        |  |   |   |                                 |                                     |   |                  |                          |                          |
| GP             | •                  | •                      | •                 | •                     | •                     | •  |                | •                       | •   | •                  | •                    | •                                    |                 | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| HDI            |                    |                        |                   |                       |                       | •  |                |                         |   |                    |                      | 1                                    |                 |                        |  |   |   |                                 |                                     |   |                  |                          |                          |
| HVP            | •                  | •                      | •                 | •                     |                       | •  | •              |                         |   |                    |                      | •                                    |                 | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                |                          | •                        |
| ING            | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      |                 |                        | 1  |   |   |                                 |                                     |   |                  |                          | <u> </u>                 |
| KP             | •                  | •                      |                   | •                     | •                     | •  | •              |                         | •   |                    | •                    | •                                    | •               |                        |  |   | •   |                                 |                                     |   | •                |                          |                          |
| KOOP           | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| MAXIMA         | •                  |                        |                   |                       |                       | •  |                |                         | •   |                    | •                    | •                                    |                 | •                      |  |   | •   | •                               | •                                   | •                                       |                  |                          | 1                        |
| MetLife Amcico | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               |                        |  |   |   |                                 |                                     |   |                  |                          | <u> </u>                 |
| PČS            | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      | •               |                        |  |   |   |                                 |                                     |   |                  |                          | <u> </u>                 |
| PVZP           |                    |                        |                   |                       |                       |  |                | i                       | •   | •                  |                      | •                                    |                 |                        |  |   |   |                                 |                                     |   | •                |                          | <u> </u>                 |
| SLAVIA         |                    |                        |                   |                       |                       | •  |                | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  |   | •   | •                               | •                                   | •                                       | •                |                          | •                        |
| TRIGLAV        |                    |                        |                   |                       |                       | •  |                |                         |   |                    |                      | •                                    | •               | •                      | •  | •   | •   | •                               |                                     | •                                       | •                | •                        | •                        |
| UNIQA          | •                  | •                      |                   | •                     | •                     | •  | •              | •                       | •   | •                  | •                    | •                                    | •               | •                      | •  | •   | •   | •                               | •                                   | •                                       | •                | •                        | •                        |
| VICTORIA       | •                  | •                      | •                 | •                     | •                     | •  |                |                         | •   |                    | •                    | •                                    | •               |                        |  |   | •   | •                               | •                                   | •                                       | •                |                          | 1                        |
| WÜST           |                    |                        |                   |                       | •                     | •  |                | 1                       | •   | •                  |                      |                                      |                 | •                      | •  |   | •   | •                               |                                     | •                                       | •                |                          | •                        |
| WÜST – ŽP      | •                  | •                      | •                 | •                     | •                     | •  | •              | •                       | •   | •                  | •                    |                                      |                 |                        | 1  |   |   |                                 |                                     |   |                  |                          | <u> </u>                 |

For more information, go to www.cap.cz

|                |                           |                                |                                    |                            |                     |                         |                        | Indu                     | istry an<br>insur           | d corpo<br>ance        | orate  |                             |                                   |                     |                      |                             |                              |                         | Agriculture insurance |                     |                                 |                  |  |
|----------------|---------------------------|--------------------------------|------------------------------------|----------------------------|---------------------|-------------------------|------------------------|--------------------------|-----------------------------|------------------------|--|-----------------------------|-----------------------------------|---------------------|----------------------|-----------------------------|------------------------------|-------------------------|-----------------------|---------------------|---------------------------------|------------------|--|
|                | Natural hazards insurance | Water-pipe damage<br>insurance | Business interruption<br>insurance | Theft or robbery insurance | Liability insurance | All Risks insurance (4) | Motor damage insurance | Legal expenses insurance | Technical risks insurance 🕸 | Workmen's compensation | Selected professions<br>compulsory liability insurance | Financial risks insurance 🕅 | Management liability<br>insurance | Transport insurance | Credit insurance (7) | Product liability insurance | River and sea hull insurance | Aircraft hull insurance | Crops insurance       | Livestock insurance | Livestock epidemic<br>insurance | Forest insurance |  |
| AEGON          |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| ALLIANZ        | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        | •  |                             | •                                 | •                   |                      | •                           | •                            | •                       |                       |                     |                                 |                  |  |
| AVIVA          | -                         |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| AXA            |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| AXA – ŽP       | -                         |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| CARDIF         |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              | -                       |                       |                     |                                 |                  |  |
| ČP             | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           | •                      | •  | •                           | •                                 | •                   |                      | •                           | •                            | •                       | •                     | •                   | •                               | •                |  |
| ČP ZDRAVÍ      |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| ČPP            | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        | •  | •                           |                                   | •                   |                      | •                           | •                            |                         |                       |                     |                                 |                  |  |
| ČSOBP          | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        | •  | •                           | •                                 | •                   |                      | •                           |                              | •                       |                       |                     |                                 | •                |  |
| D.A.S.         |                           |                                |                                    |                            |                     |                         |                        | •                        |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| DEUTSCHER RING |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| DIRECT         |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| ECP            |                           |                                |                                    |                            | •                   |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| EGAP           |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     | •                    |                             |                              |                         |                       |                     |                                 |                  |  |
| GP             | •                         | •                              | •                                  | •                          | •                   | •                       | •                      | •                        | •                           |                        | •  |                             | •                                 | •                   |                      | •                           |                              |                         | •                     | •                   | •                               | •                |  |
| HDI            | •                         | •                              | •                                  | •                          | •                   | •                       |                        | •                        | •                           |                        | •  |                             |                                   | •                   |                      | •                           |                              |                         |                       |                     |                                 |                  |  |
| HVP            | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        | •  |                             | •                                 | •                   |                      | •                           |                              |                         | •                     | •                   | •                               | •                |  |
| ING            | -                         | <u> </u>                       | -                                  | -                          | -                   | <u> </u>                | -                      |                          | -                           |                        | -  |                             | -                                 |                     |                      |                             |                              |                         | -                     | - ·                 | -                               | -                |  |
| KP             | -                         |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| KOOP           | •                         | •                              | •                                  | •                          | •                   | •                       | •                      | •                        | •                           | •                      | •  |                             | •                                 | •                   |                      | •                           | •                            |                         |                       |                     |                                 |                  |  |
| MAXIMA         | •                         | •                              | •                                  | •                          | •                   |                         | •                      |                          | •                           | -                      | •  |                             | •                                 | -                   |                      | •                           |                              | -                       |                       |                     |                                 |                  |  |
| MetLife Amcico | -                         | -                              | -                                  | -                          |                     | -                       |                        |                          | -                           |                        |  |                             | -                                 |                     |                      | <u> </u>                    |                              |                         |                       |                     |                                 |                  |  |
| PČS            |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| PVZP           |                           |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      |                             |                              |                         |                       |                     |                                 |                  |  |
| SLAVIA         | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        | •  | •                           | •                                 | •                   |                      | •                           | •                            | •                       |                       |                     |                                 |                  |  |
| TRIGLAV        | •                         | •                              | •                                  | •                          | •                   |                         | •                      |                          | •                           |                        | •  |                             |                                   | •                   |                      | •                           |                              |                         |                       |                     |                                 |                  |  |
| UNIQA          | •                         | •                              | •                                  | •                          | •                   | •                       | •                      | •                        | •                           |                        | •  | •                           |                                   | •                   |                      | •                           |                              |                         |                       |                     |                                 | •                |  |
| VICTORIA       | -                         |                                |                                    | -                          |                     |                         |                        | -                        |                             |                        |  | -                           |                                   | -                   |                      | -                           |                              |                         |                       |                     |                                 | -                |  |
| WÜST           | •                         | •                              | •                                  | •                          | •                   | •                       | •                      |                          | •                           |                        |  |                             |                                   | •                   |                      | •                           |                              |                         |                       |                     |                                 |                  |  |
| WÜST – ŽP      | -                         |                                |                                    |                            |                     |                         |                        |                          |                             |                        |  |                             |                                   |                     |                      | -                           |                              |                         |                       |                     |                                 |                  |  |

Motor third party liability insurance is also available for businesses
 Other damage liability insurance, such as in day-to-day situations
 Insurance of buildings and structures, completed or under construction

(4) All Risks insurance covers property damage or destruction due to any event whatsoever; coverage is defined by policy restrictions

(5) Technical risks insurance - insurance of machinery and equipment, construction and installation insurance, insurance of electrical equipment

(6) Financial risks insurance - such as coverage of losses in banks and other financial institutions due to embezzlement, fraud or counterfeiting

(7) Credit insurance - general insolvency, export loans, mortgage loans, business loans, agricultural loans

# LIST OF ABBREVIATIONS

## **Members insurers**

| AEGON                    | AEGON Pojišťovna, a.s.  |
|--------------------------|---|
| ALLIANZ                  | Allianz pojišťovna, a.s.  |
| AVIVA                    | Aviva životní pojišťovna a.s.                                   |
| AXA – ŽP                 | AXA životní pojišťovna a.s.                                     |
| AXA                      | AXA pojišťovna a.s.   |
| CARDIF                   | POJIŠŤOVNA CARDIF PRO VITA, a.s.                                |
| ČP                       | Česká pojišťovna a.s.   |
| ČP ZDRAVÍ                | Česká pojišťovna ZDRAVÍ a.s.                                    |
| ČPP                      | Česká podnikatelská pojišťovna, a.s., Vienna Insurance Group    |
| ČSOBP                    | ČSOB Pojišťovna, a.s., member of ČSOB Group                     |
| D.A.S.                   | D.A.S. pojišťovna právní ochrany, a.s.                          |
| D.A.S.<br>DEUTSCHER RING |   |
| DEUTSCHER RING           | DEUTSCHER RING Lebensversicherungs-Artiengesellschaft,          |
| DIDECT                   | branch for Czech Republic                                       |
| DIRECT                   | DIRECT Pojišťovna, a.s.   |
| ECP                      | Evropská Cestovní Pojišťovna, a.s.                              |
| EGAP                     | Exportní garanční a pojišťovací společnost, a.s.                |
| HDI                      | HDI Versicherung AG organizational unit, (GERLING Konzern,      |
|                          | Všeobecná pojišťovací a.s. took over business activities of HDI |
|                          | Versicherung AG, organizational unit in 2007)                   |
| GP                       | Generali Pojišťovna a.s.  |
| HVP                      | Hasičská vzájemná pojišťovna, a.s.                              |
| ING                      | ING Životní pojišťovna N.V., branch for Czech Republic          |
| KOOP                     | Kooperativa pojišťovna, a.s., Vienna Insurance Group            |
| KP                       | Komerční pojišťovna, a.s.                                       |
| MAXIMA                   | MAXIMA pojišťovna, a.s.   |
| MetLife AMCICO           | MetLife Amcico poštovna a.s.                                    |
| PČS                      | Pojišťovna České spořitelny, a.s., Vienna Insurance Group       |
| PVZP                     | Pojišťovna VZP, a.s.  |
| SLAVIA                   | Slavia pojišťovna a.s.  |
| TRIGLAV                  | Triglav pojišťovna, a.s.  |
| UNIQA                    | UNIQA pojišťovna, a.s.  |
| VICTORIA                 | VICTORIA VOLKSBANKEN pojišťovna, a.s.                           |
| WÜST                     | Wüstenrot pojišťovna a.s. (took over business activities of     |
|                          | Wüstenrot pojišťovna, branch for Czech Republic)                |
| WÜST – ŽP                | Wüstenrot, životní pojišťovna, a.s.                             |
|                          |   |

# Special-status members

| AIDA | Aida Czech Section of the International Association for Insturance Law |
|------|--|
| ČKP  | Czech Insurers' Bureau   |
|      |  |
|      |  |

## Other

| CEA      | CEA – European Insurance and Reinsurance Federation        |
|----------|--|
| ČAP      | Czech Insurance Association                                |
| ČNB      | Czech National Bank  |
| CR       | Czech Republic   |
| EIOPA    | European Insurance and Occupational Pensions Authority     |
| EC       | European Commission  |
| ESA      | European Supervisory Authorities                           |
| ESRB     | European Systemic Risk Board                               |
| GDP      | Gross Domestic Product                                     |
| IAS/IFRS | International Accounting Standards/International Financial |
|          | Reporting Standards  |
| QIS      | Quantitative Impact Study                                  |
|          |  |

# **STATISTICS**

# 81,638,454 thousand CZK TOTAL COSTS OF

**INSURANCE PAYMENTS** IN 2010

+10.2 %

**+9.4**<sup>%</sup>

TOTAL COSTS OF INSURANCE PAYMENTS (INDEX 10/09)

TOTAL NUMBER OF CLAIMS SETTLED (INDEX 10/09)

+48.6 %

CLAIMS PAID PERTAINING TO NATURAL HAZARDS (INDEX 10/09) +45.1%

NUMBER OF CLAIMS PERTAINING TO NATURAL HAZARDS SETTLED (INDEX 10/09)

**8 8 %** 

CLAIMS PAID PERTAINING TO LIFE INSURANCE (INDEX 10/09) +7.6 %

NUMBER OF CLAIMS SETTLED IN THE CATEGORY OF LIFE INSURANCE (INDEX 10/09)

# THE CZECH INSURANCE MARKET

|      |  |              | Total Cze   | ch market   |        | ČAP share<br>in % |
|------|--|--------------|-------------|-------------|--------|-------------------|
| Line | Indicator  | Units        | 2010        | 2009        | 10/09  | 2010              |
| 1    | Total premiums written in the CR                             | CZK thousand | 155,998,162 | 144,170,957 | 108.20 | 97.99             |
| 2    | of which: life insurance                                     | CZK thousand | 71,764,861  | 60,209,323  | 119.19 | 100.00            |
| 3    | total non-life insurance                                     | CZK thousand | 84,233,301  | 83,961,634  | 100.32 | 96.27             |
| 4    | of which: accident insurance                                 | CZK thousand | 2,678,178   | 2,398,477   | 111.66 | 92.42             |
| 5    | total motor damage insurance                                 | CZK thousand | 16,713,238  | 16,858,662  | 99.14  | 92.89             |
| 6    | motor third-party liability insurance                        | CZK thousand | 24,367,313  | 23,948,009  | 101.75 | 92.30             |
| 7    | workmen's compensation                                       | CZK thousand | 6,094,095   | 6,139,931   | 99.25  | 100.00            |
| 8    | Profit (after tax)   | CZK thousand | 21,309,421  | 15,480,429  | 137.65 | 99.18             |
| 9    | Number of employees  | number       | 14,359      | 14,498      | 99.04  | 96.15             |
| 10   | Non-life insurance – ČAP Members                             | CZK thousand | 81,092,468  | 81,212,599  | 99.85  | -                 |
| 11   | of which: buildings and structures insurance for individuals | CZK thousand | 4,208,507   | 3,943,742   | 106.71 | -                 |
| 12   | household contents insurance                                 | CZK thousand | 2,561,935   | 2,509,710   | 102.08 | -                 |
| 13   | liability insurance for individuals                          | CZK thousand | 1,060,322   | 1,025,253   | 103.42 | -                 |
| 14   | medical expenses abroad insurance                            | CZK thousand | 1,274,292   | 1,251,431   | 101.83 | -                 |
| 15   | industrial and business insurance*)                          | CZK thousand | 17,206,224  | 17,208,236  | 99.99  | -                 |
| 16   | of which: agricultural insurance                             | CZK thousand | 1,050,132   | 1,017,028   | 103.25 | -                 |

Source: ČAP with the use of aggregate ČNB data and data of the Czech Statistical Office

\*) includes primarily property insurance, general liability insurance, credit insurance, except motor damage insurance, motor third-party liability insurance and workmen's compensation Note: A complete list of Czech insurance companies and branches operating in the territory of the Czech Republic can be accessed at www.cnb.cz.

## A. Total results

| Line | Indicator  | Units        | 2010        | 2009        | 2008        | 10/09  | 09/08  |
|------|--|--------------|-------------|-------------|-------------|--------|--------|
| 1    | Total revenues   | CZK thousand | 391,326,754 | 373,686,881 | 351,281,346 | 104.72 | 106.38 |
| 2    | Total expenses   | CZK thousand | 370,191,620 | 358,152,731 | 341,951,386 | 103.36 | 104.74 |
| 3    | Profit or loss for the year  | CZK thousand | 21,135,139  | 15,534,159  | 9,329,966   | 136.06 | 166.50 |
| 4    | Total premiums written   | CZK thousand | 152,857,224 | 141,420,318 | 137,160,730 | 108.09 | 103.11 |
| 5    | Registered capital   | CZK thousand | 21,831,934  | 19,372,982  | 18,276,336  | 112.69 | 106.00 |
| 6    | Funds  | CZK thousand | 59,301,310  | 53,062,507  | 44,843,027  | 111.76 | 118.33 |
| 7    | Technical provisions - non-life insurance  | CZK thousand | 73,995,146  | 74,229,726  | 73,569,221  | 99.68  | 100.90 |
| 8    | Technical provisions – life insurance  | CZK thousand | 245,771,093 | 222,480,829 | 204,843,411 | 110.47 | 108.61 |
| 9    | in which: where the investment risk is borne<br>by the policyholders                           | CZK thousand | 57,693,313  | 42,572,329  | 29,388,794  | 135.52 | 144.86 |
| 10   | Total employees persons  | number       | 13,806      | 13,992      | 14,387      | 98.67  | 97.26  |
| 11   | in which: total sales staff persons  | number       | 4,984       | 5,501       | 5,937       | 90.61  | 92.66  |
| 12   | of which: staff underwriting insurance persons   | number       | 3,074       | 3,310       | 3,622       | 92.87  | 91.39  |
| 13   | Total insurance intermediaries operating in the name<br>and on the account of one insurer only | number       | 18,010      | 17,991      | 18,728      | 100.11 | 96.06  |
| 14   | of which: exclusive insurance agents   | number       | 12,514      | 11,785      | 10,941      | 106.19 | 107.71 |
| 15   | tied insurance intermediaries  | number       | 4,638       | 5,011       | 5,664       | 92.56  | 88.47  |
| 16   | Contracts in insurance portfolio   | number       | 25,822,324  | 25,909,999  | 24,878,619  | 99.66  | 104.15 |
| 17   | in which: total life insurance   | number       | 6,907,336   | 6,981,997   | 7,010,253   | 98.93  | 99.60  |
| 18   | of which: current-premium policies   | number       | 5,966,322   | 6,053,073   | 6,232,367   | 98.57  | 97.12  |
| 19   | total non-life insurance   | number       | 18,914,988  | 18,928,002  | 17,868,366  | 99.93  | 105.93 |

Note to table A:

line 1 account class 6

line 2 account class 5 total life insurance

line 3 difference between lines 1 and 2

line 4 the recognized value of premiums written due for a particular period - synthetic accounts No. 601 and 621

line 5 balance sheet value - Liabilities, item A.I

line 6 balance sheet value - Liabilities, items A.II - A.VII

line 7 balance sheet value - Liabilities, item C - non-life insurance data only

line 8 balance sheet value - Liabilities, item C - life insurance data only + balance sheet value - Liabilities, item D

line 9 balance sheet value - Liabilities, item D

line 10 average number of registered employees, adjusted for the year

line 11 average number of registered employees, adjusted for the year - sales service

line 12 employees reporting sales output

lines 16-19 the insurance portfolio is a set of concluded contracts in force at a specific date

line 18 the insurance portfolio of current-premium life insurance policies is a set of concluded contracts in force at a specific date, where premiums are paid on a recurrent basis (monthly, quarterly, biannually, annually or otherwise)

| B. Balance sheet, profit and loss sta | atement |
|---------------------------------------|---------|
|---------------------------------------|---------|

|           | ASSETS   | Units        | 2010                     | 2009        | 2008                     | 10/09  | 09/08  |
|-----------|--|--------------|--------------------------|-------------|--------------------------|--------|--------|
| Α.        | Subscribed capital unpaid  | CZK thousand | 106,000                  | 300,000     | 0                        | 35.33  |        |
| В.        | Intangible fixed assets, of which:                                 | CZK thousand | 2,398,103                | 2,221,102   | 2,108,403                | 107.97 | 105.35 |
| a)        | formation expenses   | CZK thousand | 1,009                    | 3,741       | 7,732                    | 26.97  | 48.38  |
| b)        | goodwill   | CZK thousand | 28,954                   | 95,040      | 55,725                   | 30.47  | 170.55 |
| C.        | Financial placements (investments)                                 | CZK thousand | 328,819,850              | 319,038,374 | 302,850,121              | 103.07 | 105.35 |
| Ι.        | Land and buildings (real estate), of which:                        | CZK thousand | 4,708,727                | 4,606,665   | 5,068,774                | 102.22 | 90.88  |
| a)        | Operating land and buildings                                       | CZK thousand | 4,106,626                | 4,000,643   | 4,228,111                | 102.65 | 94.62  |
| П.        | Financial investments in business groups                           | CZK thousand | 13,180,159               | 13,354,889  | 13,880,270               | 98.69  | 96.21  |
| 1.        | Participating interests in affiliated undertakings                 | CZK thousand | 11,744,242               | 11,636,253  | 12,483,104               | 100.93 | 93.22  |
| 2.        | Debt securities issued by, and loans to, affiliated undertakings   | CZK thousand | 136,216                  | 124,275     | 24,041                   | 109.61 | 516.94 |
| 3.        | Participating interests with significant influence                 | CZK thousand | 928,949                  | 1,110,690   | 875,750                  | 83.64  | 126.83 |
|           | Debt securities issued by, and loans to, undertakings in which     |              |                          |             |                          |        |        |
| 4.        | the accounting unit has a significant influence                    | CZK thousand | 370,752                  | 483,671     | 497,377                  | 76.65  | 97.24  |
| III.      | Other financial investments  | CZK thousand | 310,930,213              | 301,076,245 | 283,900,427              | 103.27 | 106.05 |
| 1.        | Shares and other variable-yield securities, other interests        | CZK thousand | 21,067,127               | 17,245,347  | 23,219,390               | 122.16 | 74.27  |
| 2.        | Debt securities  | CZK thousand | 260,179,368              | 250,819,041 | 226,853,171              | 103.73 | 110.56 |
| 3.        | Financial placements in investment pools                           | CZK thousand | 200                      | 370,864     | 507,188                  | 0.05   | 73.12  |
| 5.        | Other loans  | CZK thousand | 1,797,480                | 4,497,933   | 3,031,820                | 39.96  | 148.36 |
| 6.        | Deposits with financial institutions                               | CZK thousand | 26,978,018               | 25,907,768  | 29,119,974               | 104.13 | 88.97  |
| 7.        | Other financial placements   | CZK thousand | 908,022                  | 2,235,292   | 1,168,886                | 40.62  | 191.23 |
| IV.       | Inward reinsurance deposits  | CZK thousand | 751                      | 576         | 650                      | 130.38 | 88.62  |
| D.        | Financial placements for life insurance where the investment risk  | CZK thousand | E7 70E EC0               | 42,583,321  | 00 474 000               | 135.58 | 144.48 |
| E.        | is borne by the policyholders Debtors                              | CZK thousand | 57,735,568<br>26,502,553 | 23,729,403  | 29,474,003<br>27,254,347 | 111.69 | 87.07  |
| L.        | Receivables from direct insurance transactions                     | CZK thousand | 8,456,714                | 9,306,067   | 11,517,421               | 90.87  | 80.80  |
| ı.<br>1.  | Policyholders  | CZK thousand |                          | 8,911,962   | 11,166,398               | 87.98  | 79.81  |
| 2.        |  | CZK thousand | 7,840,771<br>615,944     | 394,106     | 351,023                  | 156.29 | 112.27 |
| 2.<br>  . | Receivables from reinsurance transactions                          | CZK thousand | 3,109,939                |             | 2,909,539                | 74.36  | 143.74 |
| III.      | Other receivables  | CZK thousand | 14,935,900               | 4,182,112   |                          | 145.84 | 79.84  |
| E.        | Other assets   | CZK thousand | 3,300,561                | 3,668,640   | 12,827,388<br>3,322,057  | 89.97  | 110.43 |
| 5         | Tangible fixed assets other than land and buildings (real estate), | CZK thousand | 3,300,301                | 3,000,040   | 3,322,037                | 09.97  | 110.45 |
| I.        | and inventories  | CZK thousand | 1,148,156                | 1,271,738   | 1,438,556                | 90.28  | 88.40  |
| П.        | Cash at bank and in hand   | CZK thousand | 2,152,163                | 2,394,503   | 1,882,336                | 89.88  | 127.21 |
| IV.       | Other assets   | CZK thousand | 242                      | 2,400       | 1,166                    | 10.08  | 205.83 |
| G.        | Temporary accounts of assets                                       | CZK thousand | 12,445,569               | 9,788,535   | 9,051,092                | 127.14 | 108.15 |
| Ι.        | Accrued interest and rent  | CZK thousand | 33,043                   | 55,056      | 68,947                   | 60.02  | 79.85  |
| II.       | Deferred acquisition costs of insurance contracts, of which:       | CZK thousand | 9,377,513                | 7,570,530   | 6,869,840                | 123.87 | 110.20 |
| a)        | life insurance   | CZK thousand | 6,879,597                | 5,356,624   | 4,610,321                | 128.43 | 116.19 |
| b)        | non-life insurance   | CZK thousand | 2,497,917                | 2,213,907   | 2,259,520                | 112.83 | 97.98  |
| Ш.        | Other temporary accounts of assets:                                | CZK thousand | 3,035,013                | 2,162,951   | 2,112,312                | 140.32 | 102.40 |
| a)        | Accrued income   | CZK thousand | 1,597,434                | 894,725     | 979,184                  | 178.54 | 91.37  |
| TOTAL     | ASSETS   | CZK thousand | 431,308,798              | 401,329,375 | 374,060,029              | 107.47 | 107.29 |

|      | LIABILITIES  | Units        | 2010        | 2009        | 2008        | 10/09  | 09/08  |
|------|--|--------------|-------------|-------------|-------------|--------|--------|
| Α.   | Equity   | CZK thousand | 81,133,244  | 72,435,489  | 63,119,363  | 112.01 | 114.76 |
| I.   | Registered capital, of which:  | CZK thousand | 21,831,934  | 19,372,982  | 18,276,336  | 112.69 | 106.00 |
| a)   | change in registered capital   | CZK thousand | 0           | 450,000     | 138,000     | -      | 326.09 |
| П.   | Share premium  | CZK thousand | 2,398,241   | 1,389,769   | 1,398,026   | 172.56 | 99.41  |
| III. | Revaluation reserve  | CZK thousand | 0           | 0           | 0           | -      | -      |
| IV.  | Other capital funds  | CZK thousand | 12,144,126  | 10,992,845  | 9,282,905   | 110.47 | 118.42 |
| V.   | Reserve fund and other funds created from profit   | CZK thousand | 9,786,386   | 11,412,468  | 9,808,086   | 85.75  | 116.36 |
| VI.  | Profit or loss brought forward   | CZK thousand | 13,837,424  | 13,733,275  | 15,024,051  | 100.76 | 91.41  |
| VII  | Profit or loss for the year  | CZK thousand | 21,135,134  | 15,534,152  | 9,329,960   | 136.06 | 166.50 |
| В.   | Subordinated liabilities   | CZK thousand | 550,761     | 252,836     | 252,828     | 217.83 | 100.00 |
| С.   | Technical provisions   | CZK thousand | 262,072,927 | 254,138,224 | 249,023,835 | 103.12 | 102.05 |
| a)   | gross amount   | CZK thousand | 290,180,430 | 278,836,232 | 273,493,161 | 104.07 | 101.95 |
| b)   | reinsurers' share  | CZK thousand | 28,107,503  | 24,698,008  | 24,469,326  | 113.80 | 100.93 |
| 1.   | Provision for unearned premiums  | CZK thousand | 19,075,783  | 18,117,809  | 18,619,661  | 105.29 | 97.30  |
| a)   | gross amount   | CZK thousand | 24,388,658  | 22,347,852  | 22,891,021  | 109.13 | 97.63  |
| b)   | reinsurers' share  | CZK thousand | 5,312,876   | 4,230,043   | 4,271,360   | 125.60 | 99.03  |
| 2.   | Provision for life insurance   | CZK thousand | 177,207,190 | 169,186,472 | 165,604,118 | 104.74 | 102.16 |
| a)   | gross amount   | CZK thousand | 177,252,427 | 169,233,535 | 165,646,256 | 104.74 | 102.17 |
| b)   | reinsurers' share  | CZK thousand | 45,237      | 47,063      | 42,138      | 96.12  | 111.69 |
| 3.   | Provision for outstanding claims   | CZK thousand | 55,070,184  | 53,729,566  | 49,095,705  | 102.50 | 109.44 |
| a)   | gross amount   | CZK thousand | 77,566,868  | 73,986,794  | 68,893,849  | 104.84 | 107.39 |
| b)   | reinsurers' share  | CZK thousand | 22,496,683  | 20,257,229  | 19,798,144  | 111.06 | 102.32 |
| 4.   | Provision for bonuses and rebates  | CZK thousand | 1,955,597   | 1,815,454   | 1,499,647   | 107.72 | 121.06 |
| a)   | gross amount   | CZK thousand | 2,092,510   | 1,882,268   | 1,533,547   | 111.17 | 122.74 |
| b)   | reinsurers' share  | CZK thousand | 136,913     | 66,813      | 33,900      | 204.92 | 197.09 |
| 5.   | Equalization provision   | CZK thousand | 1,165,159   | 3,287,623   | 5,086,465   | 35.44  | 64.63  |
| 6.   | Provision for liabilities arising from the technical interest rate applied and from other calculation parameters | CZK thousand | 1,801,745   | 2,266,779   | 3,562,400   | 79.48  | 63.63  |
| 7.   | Provision for non-life insurance premiums  | CZK thousand | 354,340     | 318,014     | 283,843     | 111.42 | 112.04 |
| a)   | gross amount   | CZK thousand | 354,812     | 318,494     | 284,416     | 111.40 | 111.98 |
| b)   | reinsurers' share  | CZK thousand | 473         | 481         | 573         | 98.29  | 83.89  |
| 8.   | Provision for liabilities of the Bureau  | CZK thousand | 4,792,941   | 4,803,496   | 4,860,778   | 99.78  | 98.82  |
| 9.   | Other technical provisions   | CZK thousand | 649,989     | 613,012     | 411,218     | 106.03 | 149.07 |
| a)   | gross amount   | CZK thousand | 765,312     | 709,394     | 734,429     | 107.88 | 96.59  |
| b)   | reinsurers' share  | CZK thousand | 115,323     | 96,382      | 323,211     | 119.65 | 29.82  |

|         | LIABILITIES – continued  | Units        | 2010        | 2009        | 2008        | 10/09  | 09/08     |
|---------|--|--------------|-------------|-------------|-------------|--------|-----------|
| D.      | Technical provision for life insurance where the investment risk is borne by the policyholders | CZK thousand | 57,693,313  | 42,572,329  | 29,388,794  | 135.52 | 144.86    |
| a)      | gross amount   | CZK thousand | 57,693,313  | 42,572,330  | 29,388,794  | 135.52 | 144.86    |
| b)      | reinsurers' share  | CZK thousand | 0           | 0           | 0           | -      | -         |
| E.      | Provisions   | CZK thousand | 1,346,021   | 3,448,100   | 1,783,527   | 39.04  | 193.33    |
| 1.      | Provision for pensions and similar obligations   | CZK thousand | 1,119       | 2,855       | 2,923       | 39.19  | 97.67     |
| 2.      | Provision for taxation   | CZK thousand | 943,415     | 3,009,536   | 1,292,116   | 31.35  | 232.92    |
| 3.      | Other provisions   | CZK thousand | 401,489     | 435,710     | 488,488     | 92.15  | 89.20     |
| E.      | Outward reinsurance deposits   | CZK thousand | 2,249,871   | 684,241     | 178,304     | 328.81 | 383.75    |
| G.      | Creditors  | CZK thousand | 19,290,600  | 21,441,135  | 23,723,344  | 89.97  | 90.38     |
| Н.      | Liabilities arising from direct insurance transactions   | CZK thousand | 8,774,390   | 8,893,895   | 9,082,363   | 98.66  | 97.92     |
| П.      | Liabilities arising from reinsurance transactions  | CZK thousand | 5,782,223   | 7,118,240   | 5,540,108   | 81.23  | 128.49    |
| Ш.      | Debenture loans  | CZK thousand | 0           | 0           | 0           | -      | -         |
| IV.     | Payables to financial institutions   | CZK thousand | 560         | 60,791      | 268         | 0.92   | 22,696.24 |
| V.      | Other liabilities, of which:   | CZK thousand | 4,530,745   | 5,190,273   | 8,858,198   | 87.29  | 58.59     |
| a)      | Tax liabilities and liabilities arising from social security                                   | CZK thousand | 634,467     | 640,434     | 824,556     | 99.07  | 77.67     |
| VI.     | The Bureau's Guarantee Fund  | CZK thousand | 202,685     | 177,936     | 242,407     | 113.91 | 73.40     |
| Н.      | Temporary accounts of liabilities  | CZK thousand | 6,972,062   | 6,357,022   | 6,590,034   | 109.67 | 96.46     |
| I.      | Accruals and deferred income   | CZK thousand | 1,846,279   | 1,872,522   | 2,314,757   | 98.60  | 80.89     |
| П.      | Other temporary accounts of liabilities, of which:   | CZK thousand | 5,125,784   | 4,484,501   | 4,275,278   | 114.30 | 104.89    |
| a)      | Accrued liabilities  | CZK thousand | 5,102,699   | 4,467,700   | 4,267,642   | 114.21 | 104.69    |
| TOTAL I | IABILITIES   | CZK thousand | 431,308,798 | 401,329,375 | 374,060,029 | 107.47 | 107.29    |

| L.  | TECHNICAL ACCOUNT – NON-LIFE INSURANCE BUSINESS                             | Units        | 2010        | 2009        | 2008       | 10/09  | 09/08    |
|-----|---|--------------|-------------|-------------|------------|--------|----------|
| 1.  | Earned premiums, net of reinsurance:  | CZK thousand | 55,292,592  | 60,106,433  | 56,897,416 | 91.99  | 105.64   |
| a)  | gross premiums written  | CZK thousand | 81,092,469  | 81,212,599  | 80,272,441 | 99.85  | 101.17   |
| b)  | outward reinsurance premiums  | CZK thousand | 24,644,976  | 21,526,459  | 22,013,607 | 114.49 | 97.79    |
| c)  | change in the gross provision for unearned premiums (+/-)                   | CZK thousand | 2,482,010   | (488,961)   | 1,557,105  | *      | *        |
| d)  | change in the provision for unearned premiums, reinsurers' share (+/-)      | CZK thousand | 1,327,109   | (68,667)    | 195,686    | *      | *        |
| 2.  | Allocated investment return transferred from the nontechnical account       | CZK thousand | 3,173,476   | 3,898,596   | 279,085    | 81.40  | 1,396.92 |
| 3.  | Other technical income, net of reinsurance                                  | CZK thousand | 7,509,642   | 6,360,516   | 6,977,208  | 118.07 | 91.16    |
| 4.  | Claims incurred, net of reinsurance   | CZK thousand | 34,076,126  | 36,095,399  | 31,336,609 | 94.41  | 115.19   |
| a)  | claims paid   | CZK thousand | 33,363,218  | 31,890,926  | 28,626,742 | 104.62 | 111.40   |
|     | aa) gross amount  | CZK thousand | 45,093,919  | 41,211,511  | 38,276,745 | 109.42 | 107.67   |
|     | ab) reinsurers' share   | CZK thousand | 11,730,701  | 9,320,586   | 9,650,004  | 125.86 | 96.59    |
| b)  | change in the provision for claims  | CZK thousand | 712,908     | 4,204,473   | 2,709,867  | 16.96  | 155.15   |
|     | ba) gross amount  | CZK thousand | 2,959,922   | 4,660,380   | 2,750,861  | 63.51  | 169.42   |
|     | bb) reinsurers' share   | CZK thousand | 2,247,014   | 455,907     | 40,993     | 492.87 | 1,112.15 |
| 5.  | Change in other technical provisions, net of reinsurance (+/-)              | CZK thousand | 39,158      | 99,613      | 223,508    | 39.31  | 44.57    |
| 6.  | Bonuses and rebates, net of reinsurance                                     | CZK thousand | 1,215,684   | 3,030,190   | 1,800,525  | 40.12  | 168.29   |
| 7.  | Net operating expenses:   | CZK thousand | 16,669,278  | 17,367,247  | 15,921,881 | 95.98  | 109.08   |
| a)  | acquisition costs of insurance contracts                                    | CZK thousand | 13,188,562  | 12,887,006  | 12,286,390 | 102.34 | 104.89   |
| b)  | change in deferred acquisition costs of insurance contracts (+/-)           | CZK thousand | (285,527)   | 79,295      | (75,930)   | *      | *        |
| c)  | administrative expenses   | CZK thousand | 8,829,355   | 9,274,979   | 8,889,688  | 95.20  | 104.33   |
| d)  | reinsurance commissions and profit participation (-)                        | CZK thousand | 5,063,111   | 4,874,032   | 5,178,268  | 103.88 | 94.12    |
| 8.  | Other technical charges, net of reinsurance                                 | CZK thousand | 8,957,441   | 8,628,927   | 9,977,006  | 103.81 | 86.49    |
| 9.  | Change in the equalization provision (+/-)                                  | CZK thousand | (2,122,464) | (1,798,654) | 334,360    | *      | *        |
| 10. | Sub-total (balance on the technical account for nonlife insurance business) | CZK thousand | 7,140,490   | 6,942,827   | 4,559,823  | 102.85 | 152.26   |

|            |  |              |             |            |             | 40.000 | 00/00  |
|------------|--|--------------|-------------|------------|-------------|--------|--------|
| <u>II.</u> | TECHNICAL ACCOUNT – LIFE INSURANCE BUSINESS  | Units        | 2010        | 2009       | 2008        | 10/09  | 09/08  |
| 1.         | Earned premiums, net of reinsurance:   | CZK thousand | 70,362,847  | 58,849,005 | 55,623,111  | 119.57 | 105.80 |
| a)         | gross premiums written   | CZK thousand | 71,764,755  | 60,207,719 | 56,888,290  | 119.20 | 105.83 |
| b)         | outward reinsurance premiums (-)   | CZK thousand | 1,589,828   | 1,512,831  | 1,452,283   | 105.09 | 104.17 |
| c)         | change in the provision for unearned premiums, net of reinsurance (+/-)  | CZK thousand | (187,919)   | (154,116)  | (187,104)   |        |        |
| 2.         | Investment income:   | CZK thousand | 26,780,151  | 25,667,262 | 26,208,122  | 104.34 | 97.94  |
| a)         | income from participating interests, with separate indication of that derived from affiliated undertakings         | CZK thousand | 1,232,175   | 802,076    | 184,049     | 153.62 | 435.79 |
| b)         | income from other investments, with separate indication of that derived<br>from affiliated undertakings, of which: | CZK thousand | 10,350,967  | 10,712,062 | 8,834,170   | 96.63  | 121.26 |
|            | income from land and buildings (real estate)   | CZK thousand | 73,873      | 92,157     | 120,039     | 80.16  | 76.77  |
|            | income from other investments  | CZK thousand | 10,277,094  | 10,619,905 | 8,714,131   | 96.77  | 121.87 |
| C)         | value re-adjustments on investments  | CZK thousand | 941,090     | 780,660    | 1,445,497   | 120.55 | 54.01  |
| d)         | gains on the realization of investments  | CZK thousand | 14,255,921  | 13,372,466 | 15,744,407  | 106.61 | 84.93  |
| 3.         | Unrealized gains on investments  | CZK thousand | 9,240,962   | 11,661,014 | 8,814,860   | 79.25  | 132.29 |
| 4.         | Other technical income, net of reinsurance   | CZK thousand | 1,403,356   | 1,239,009  | 1,113,368   | 113.26 | 111.28 |
| 5.         | Claims incurred, net of reinsurance:   | CZK thousand | 36,766,538  | 33,427,441 | 30,898,326  | 109.99 | 108.19 |
| a)         | claims paid:   | CZK thousand | 36,121,028  | 33,033,555 | 30,272,814  | 109.35 | 109.12 |
|            | aa) gross amount   | CZK thousand | 36,544,535  | 33,397,997 | 30,575,921  | 109.42 | 109.23 |
|            | ab) reinsurers' share  | CZK thousand | 423,506     | 364,442    | 303,106     | 116.21 | 120.24 |
| b)         | change in the provision for claims (+/-)   | CZK thousand | 645,510     | 393,886    | 625,512     | 163.88 | 62.97  |
|            | ba) gross amount   | CZK thousand | 633,809     | 398,452    | 662,131     | 159.07 | 60.18  |
|            | bb) reinsurers' share  | CZK thousand | (11,700)    | 4,565      | 36,619      | *      | 12.47  |
| 6.         | Change in other technical provisions, net of reinsurance (+/-)   | CZK thousand | 22,920,565  | 15,629,046 | 8,458,046   | 146.65 | 184.78 |
| a)         | life insurance provision   | CZK thousand | 8,978,366   | 4,585,521  | 5,119,993   | 195.80 | 89.56  |
|            | aa) change in the gross amount   | CZK thousand | 8,976,502   | 4,590,349  | 5,115,114   | 195.55 | 89.74  |
|            | ab) reinsurers' share  | CZK thousand | (1,864)     | 4,828      | (4,879)     | *      | *      |
| b)         | other technical provisions, net of reinsurance   | CZK thousand | 13,942,199  | 11,043,525 | 3,338,054   | 126.25 | 330.84 |
| 7.         | Bonuses and rebates, net of reinsurance  | CZK thousand | 241,535     | 689,453    | 93,465      | 35.03  | 737.66 |
| 8.         | Net operating expenses   | CZK thousand | 14,095,008  | 13,850,560 | 12,962,274  | 101.76 | 106.85 |
| a)         | acquisition costs of insurance contracts   | CZK thousand | 11,086,240  | 10,069,558 | 9,522,314   | 110.10 | 105.75 |
| b)         | change in deferred acquisition costs of insurance contracts (+/-)  | CZK thousand | (1,546,797) | (719,714)  | (1,039,621) | *      | *      |
| c)         | administrative expenses  | CZK thousand | 4,984,329   | 4,913,188  | 4,875,084   | 101.45 | 100.78 |
| d)         | reinsurance commissions and profit participation   | CZK thousand | 428,764     | 412,472    | 395,503     | 103.95 | 104.29 |
| 9.         | Investment charges:  | CZK thousand | 10,268,365  | 13,962,940 | 19,451,955  | 73.54  | 71.78  |
| a)         | investment management charges, including interest  | CZK thousand | 1,071,731   | 881,122    | 821,825     | 121.63 | 107.22 |
| b)         | value adjustments on investments   | CZK thousand | 33,436      | (139,516)  | 412,582     | *      | *      |
| c)         | losses on the realization of investments   | CZK thousand | 9,163,199   | 13,221,336 | 18,217,549  | 69.31  | 72.57  |
| 10.        | Unrealized losses on investments   | CZK thousand | 4,775,640   | 5,904,729  | 18,340,740  | 80.88  | 32.19  |
| 11.        | Other technical charges, net of reinsurance  | CZK thousand | 1,440,174   | 1,427,474  | 1,063,564   | 100.89 | 134.22 |
| 12.        | Allocated investment return transferred to the nontechnical account  | CZK thousand | 833,080     | 1,076,017  | 543,172     | 77.42  | 198.10 |
| 13.        | Sub-total, balance on the technical account - life insurance business  | CZK thousand | 16,446,411  | 11,448,632 | (52,080)    | 143.65 | *      |

| 1.         Balance on the technical account - infe insurance business         CZK thousand         7,140,490         6,842,827         4,559,823         102,85         152,26           2.         Balance on the technical account - infe insurance business         CZK thousand         10,928,447         9,734,452         17,663,798         112,27         55,11           a)         income from pricipating interests, with a separate indication of that<br>derived from affiliated undertakings, of which:         CZK thousand         12,725         90,436         462,817         01,03.0         19,54           income from other investments, with a separate indication of that<br>derived from affiliated undertakings, of which:         CZK thousand         127,395         128,478         132,898         99,16         96,677           income from ther investments         CZK thousand         1,764,056         1,641,088         2,395,279         108,71         68,61           c)         value re-adjustments on investments         CZK thousand         6,564,636         5,448,429         12,709,979         119,67         43,16           d)         gains on the realization of investments         CZK thousand         1,97,7478         6,256,408         10,44,417         127,44         59,90           d)         gains on the realization of investments         CZK thousand         1,97,7478 <th>Ш.</th> <th>NON-TECHNICAL ACCOUNT</th> <th>Units</th> <th>2010</th> <th>2009</th> <th>2008</th> <th>10/09</th> <th>09/08</th>   | Ш.  | NON-TECHNICAL ACCOUNT  | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08    |
|--|-----|--|--------------|------------|------------|------------|--------|----------|
| 2.         Detende of interaction of interactinteractintatinteraction of interaction of interaction of intera | 1.  | Balance on the technical account – non-life insurance business | CZK thousand | 7,140,490  | 6,942,827  | 4,559,823  | 102.85 | 152.26   |
| income from participating interests, with a separate indication of that<br>derived from affiliated undertakings         CZK thousand         27,282         90,436         462,817         30.13         19,54           income from other investments, with a separate indication of that<br>be derived from affiliated undertakings, of which:         CZK thousand         1,911,451         1,769,561         2,528,176         106,02         69,99           income from other investments, of which:         CZK thousand         127,395         128,478         132,898         99,16         96,67           income from other investments         CZK thousand         1,784,056         1,641,083         2,395,279         108,71         68,51           c) value re-adjustments on investments         CZK thousand         1,8918         90,526         35,348         20.90         256,10           d) gains on thre salization of investments         CZK thousand         5,485,429         12,709,979         119,67         43,16           Allocated investment return transferred from the life insurance<br>technical account         CZK thousand         7,973,478         6,266,048         10,444,417         127,44         59,90           a) investment charges, including interest         CZK thousand         1,977,64         746,180         3,342,294         184,63         2,223           b) value adjustments   | 2.  | Balance on the technical account – life insurance business     | CZK thousand | 16,446,411 | 11,448,632 | (52,080)   | 143.65 | *        |
| a)derived from affiliated undertakingsCZK thousand27,25290,438462,81730.1319.54income from other investments, with a separate indication of that<br>income from affiliated undertakings, of which:CZK thousand1,911,4511,769,5612,528,176108.0269.99income from affiliated undertakings, of which:CZK thousand127,395128,478132,89899.1696.67income from other investmentsCZK thousand2,425,1082,389,0281,962,827101.51121.71c1) unrealized gains on investments, of which:CZK thousand18,91890,52635,3482,909,02911.9142.101di gains on thre adjustments on investmentsCZK thousand18,91890,52610,92,92711.9142.101di gains on thre adjustment feturn transferred from the life insurance<br>technical accountCZK thousand7,973,4786,256,40810,444,41774.449.023investment charges, including interestCZK thousand11.077,607543,17217.6449.024investment charges, including interestCZK thousand11.077,607543,17217.6449.025investment so ninvestments, of which:CZK thousand11.077,607543,17217.6449.026investment so ninvestments, of which:CZK thousand11.077,607543,17217.6449.027Value adjustments on investmentsCZK thousand11.077,607543,17218.0557.646Kalcoated investme  | 3.  | Investment income:   | CZK thousand | 10,928,447 | 9,734,452  | 17,663,798 | 112.27 | 55.11    |
| b)       derived from affiliated undertakings, of which:       CZK thousand       1,911,451       1,769,561       2,528,176       108.02       69.99         income from land and buildings (real estate)       CZK thousand       127.395       128,478       132,898       99.16       96.67         income from other investments       CZK thousand       1,784,056       1,641,083       2,395,279       108.71       68.51         c)       value re-adjustments on investments, of which:       CZK thousand       2,425,108       2,389,028       1,962,827       101.51       121.71         c1) unrealized gains on investments       CZK thousand       6,564,636       5,485,429       12,709,797       118.67       43.16         d)       gains on the realization of investments       CZK thousand       6,564,636       10,76,017       543,172       77.42       198.10         5.       Investment return transferred from the life insurance       CZK thousand       140,726       12,969       30.8689       10.86.50       10.86.505       3.84.29       10.85.0       42.02         b)       value adjustments on investments, of which:       CZK thousand       140,726       129.696       30.86.89       10.86.50       3.84.294       184.63       22.33         b)       value adjustments on  | a)  |  | CZK thousand | 27,252     | 90,436     | 462,817    | 30.13  | 19.54    |
| income from other investments       CZK thousand       1,784,056       1,641,083       2,395,279       108,71       68.51         c) value re-adjustments on investments, of which:       CZK thousand       2,425,108       2,389,028       1,962,827       101.51       121.71         c1) unrealized gains on investments       CZK thousand       18,918       90,526       35,348       20.90       256.10         d) gains on the realization of investments       CZK thousand       6,564,636       5,485,429       12,709,979       119.67       43.16         Allocated investment return transferred from the life insurance       CZK thousand       140,726       122,696       308,689       108.50       42.02         a) investment charges:       investment       CZK thousand       140,726       122,696       308,689       108.50       42.02         b) value adjustments on investments; of which:       CZK thousand       140,726       129,696       308,689       108.50       42.02         b) value adjustments neturn transferred to the non-life insurance       CZK thousand       1,421,44       32,42,341       184.63       22.33         c) losses on the realization of investments       CZK thousand       1,421,463       3,437,477       3,898,596       279,085       814.40       1,396,92 <td>b)</td> <td></td> <td>CZK thousand</td> <td>1,911,451</td> <td>1,769,561</td> <td>2,528,176</td> <td>108.02</td> <td>69.99</td>   | b)  |  | CZK thousand | 1,911,451  | 1,769,561  | 2,528,176  | 108.02 | 69.99    |
| c)       value re-adjustments on investments, of which:       CZK thousand       2,425,108       2,389,028       1,962,827       101.51       121.71         c1) unrealized gains on investments       CZK thousand       18,918       90,526       35,348       20.90       256.10         d)       gains on the realization of investments       CZK thousand       6,564,636       5,485,429       12,709,979       119.67       43.16         Allocated investment return transferred from the life insurance<br>technical account       CZK thousand       7,973,478       6,256,408       10,444,417       127.44       59.90         a)       investment nanagement charges, including interest       CZK thousand       1,407,694       746,180       3,342,294       184.63       22.33         b1) unrealized losses on investments, of which:       CZK thousand       11,217,694       746,180       3,342,294       184.63       22.33         b1) unrealized losses on investments       CZK thousand       11,217,694       746,180       3,342,294       184.63       22.33         c)       losses on the realization of investments       CZK thousand       11,217,694       746,180       3,342,294       184.63       22.33         c)       losses on the realization of investments       CZK thousand       3,173,477       3,   |     | income from land and buildings (real estate)                   | CZK thousand | 127,395    | 128,478    | 132,898    | 99.16  | 96.67    |
| c1) unrealized gains on investments       CZK thousand       18,918       90,526       35,348       20.90       256.10         d) gains on the realization of investments       CZK thousand       6,664,636       5,485,429       12,709,379       119.67       43.16         Allocated investment return transferred from the life insurance technical account       CZK thousand       7,973,478       6,256,408       10,444,417       127.44       59.90         a) investment charges:       CZK thousand       140,726       129,696       308,689       108.50       42.02         b) value adjustments on investments, of which:       CZK thousand       11,377,694       746,180       3,342,294       184.63       22.33         b1) unrealized losses on investments       CZK thousand       12,104       32.230       42.330       37.56       76.14         c) losses on the realization of investments       CZK thousand       14,177       3,898,56       279,085       81.40       1,399,92         7.       Other income       CZK thousand       1,420,906       769,212       2,617,822       186.10       1,99,92         7.       Other charges       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK  |     | income from other investments                                  | CZK thousand | 1,784,056  | 1,641,083  | 2,395,279  | 108.71 | 68.51    |
| d)       gains on the realization of investments       CZK thousand       6,564,636       5,485,429       12,709,979       119.67       43.16         Allocated investment return transferred from the life insurance<br>technical account       CZK thousand       833,060       1,076,017       543,172       77.42       198.10         5.       Investment charges:       CZK thousand       7,973,478       6,256,408       10,444,417       127.44       59.90         a)       investment nanagement charges, including interest       CZK thousand       140,726       129,696       308,689       108.50       42.02         b)       value adjustments on investments, of which:       CZK thousand       112,104       32,230       42,330       37.56       76.14         c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         Allocated investments return transferred to the non-life insurance<br>technicial account       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         7.       Other income       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand  | c)  | value re-adjustments on investments, of which:                 | CZK thousand | 2,425,108  | 2,389,028  | 1,962,827  | 101.51 | 121.71   |
| Allocated investment return transferred from the life insurance technical account       CZK thousand       833,060       1,076,017       543,172       77.42       198.10         5.       Investment charges:       CZK thousand       7,973,478       6,256,408       10,444,417       127.44       59.90         a)       investment management charges, including interest       CZK thousand       140,726       129,696       308,689       108.50       42.02         b)       value adjustments on investments, of which:       CZK thousand       1,377,594       746,180       3,342,294       184.63       22.33         b1) unrealized losses on investments       CZK thousand       12,104       32,230       42,330       37.56       76.14         c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         6.       Allocated investments return transferred to the non-life insurance technical account       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         7.       Other charges       CZK thousand       1,276,49       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities       CZK thousand       3,207,754  |     | c1) unrealized gains on investments                            | CZK thousand | 18,918     | 90,526     | 35,348     | 20.90  | 256.10   |
| 4.       technical account       CZK thousand       883,080       1,076,017       543,172       77.42       198.10         5.       Investment charges:       CZK thousand       7,973,478       6,256,408       10,444,417       127.44       59.90         a)       investment management charges, including interest       CZK thousand       140,726       129,696       308,689       108.50       42.02         b)       value adjustments on investments, of which:       CZK thousand       1,377,694       746,180       3,342.294       184.63       22.33         c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,473       119.97       79.020         6.       Allocated investments return transferred to the non-life insurance<br>technical account       CZK thousand       1,420,906       5752,073       2,006,800       188.93       37.48         7.       Other income       CZK thousand       1,420,906       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand       3,207,754       3,666,335       2,017,475       87.43       188.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       11,56,97  | d)  | gains on the realization of investments                        | CZK thousand | 6,564,636  | 5,485,429  | 12,709,979 | 119.67 | 43.16    |
| a) investment management charges, including interest       CZK thousand       140,726       129,696       308,689       108.50       42.02         b) value adjustments on investments, of which:       CZK thousand       1,377,694       746,180       3,342,294       184.63       22.33         b1) unrealized losses on investments       CZK thousand       12,104       32,230       42,330       37.56       76.14         c)       losses on threalization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         Allocated investments return transferred to the non-life insurance technical account       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       186.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary income       CZK thousand       19,830       13,293       35,967       149.1  | 4.  |  | CZK thousand | 833,080    | 1,076,017  | 543,172    | 77.42  | 198.10   |
| by       value adjustments on investments, of which:       CZK thousand       1,377,694       746,180       3,342,294       184.63       22.33         b1)       unrealized losses on investments       CZK thousand       12,104       32,230       42,330       37.56       76.14         c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         Allocated investments return transferred to the non-life insurance       CZK thousand       3,173,477       3,898,596       279,085       81.40       1,396.92         7.       Other income       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       16,597       117,777       60,679       14.09       194.10         11.       Extraordinary profit or loss       CZK thousand       16,597       117,777       60,679 <t< td=""><td>5.</td><td>Investment charges:</td><td>CZK thousand</td><td>7,973,478</td><td>6,256,408</td><td>10,444,417</td><td>127.44</td><td>59.90</td></t<>  | 5.  | Investment charges:  | CZK thousand | 7,973,478  | 6,256,408  | 10,444,417 | 127.44 | 59.90    |
| b1) unrealized losses on investments       CZK thousand       12,104       32,230       42,330       37.56       76.14         c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         Allocated investments return transferred to the non-life insurance<br>technical account       CZK thousand       3,173,477       3,898,596       279,085       81.40       1,396.92         7.       Other income       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       11,56,978       15,463,451       9,362,595       136.82       165.16         11.       Extraordinary income       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary profit or loss       CZK thousand       19,830       13,293       35,967       149.18   | a)  | investment management charges, including interest              | CZK thousand | 140,726    | 129,696    | 308,689    | 108.50 | 42.02    |
| c)       losses on the realization of investments       CZK thousand       6,455,059       5,380,533       6,793,437       119.97       79.20         Allocated investments return transferred to the non-life insurance technical account       CZK thousand       3,173,477       3,898,596       279,085       81.40       1,396.92         7.       Other income       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities after tax       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       21,156,978       15,463,451       9,362,595       136.82       165.16         11.       Extraordinary income       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary charges       CZK thousand       19,830       13,293       35,967       149.18       36.66         13.       Extraordinary profit or loss       CZK thousand       19,830       13,293       35,967       149.18 </td <td>b)</td> <td>value adjustments on investments, of which:</td> <td>CZK thousand</td> <td>1,377,694</td> <td>746,180</td> <td>3,342,294</td> <td>184.63</td> <td>22.33</td>   | b)  | value adjustments on investments, of which:                    | CZK thousand | 1,377,694  | 746,180    | 3,342,294  | 184.63 | 22.33    |
| Allocated investments return transferred to the non-life insurance technical account       CZK thousand       3,173,477       3,898,596       279,085       81.40       1,396.92         7.       Other income       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       21,156,978       15,463,451       9,362,595       136.82       165.16         11.       Extraordinary income       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary charges       CZK thousand       19,830       13,293       35,967       149.18       36.96         13.       Extraordinary profit or loss       CZK thousand       (3,233)       104,484       24,712       * 422.81         14.       Tax on extraordinary profit or loss       CZK thousand       18,590       25,726       62,575       72.26       41.11 <td></td> <td>b1) unrealized losses on investments</td> <td>CZK thousand</td> <td>12,104</td> <td>32,230</td> <td>42,330</td> <td>37.56</td> <td>76.14</td>   |     | b1) unrealized losses on investments                           | CZK thousand | 12,104     | 32,230     | 42,330     | 37.56  | 76.14    |
| 6.       technical account       CZK thousand       3,173,477       3,898,596       279,085       81.40       1,396.92         7.       Other income       CZK thousand       1,420,906       752,073       2,006,680       188.93       37.48         8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       21,156,978       15,463,451       9,362,595       136.82       165.16         11.       Extraordinary income       CZK thousand       16,5978       117,777       60,679       14.09       194.10         12.       Extraordinary charges       CZK thousand       19,830       13,293       35,967       149.18       36.96         13.       Extraordinary profit or loss       CZK thousand       (3,233)       104,484       24,712       *       422.81         14.       Tax on extraordinary profit or loss       CZK thousand       116,634       1,815       0.10       916.71         15.       Other taxes not shown u   | c)  | losses on the realization of investments                       | CZK thousand | 6,455,059  | 5,380,533  | 6,793,437  | 119.97 | 79.20    |
| 8.       Other charges       CZK thousand       1,257,649       679,212       2,617,822       185.16       25.95         9.       Tax on profit or loss on ordinary activities       CZK thousand       3,207,754       3,656,335       2,017,475       87.73       181.23         10.       Profit or loss on ordinary activities after tax       CZK thousand       21,156,978       15,463,451       9,362,595       136.82       165.16         11.       Extraordinary income       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary charges       CZK thousand       19,830       13,293       35,967       149.18       36.96         13.       Extraordinary profit or loss       CZK thousand       (3,233)       104,484       24,712       *       422.81         14.       Tax on extraordinary profit or loss       CZK thousand       116       16,634       1,815       0.10       916.71         15.       Other taxes not shown under the preceding items       CZK thousand       18,590       25,726       62,575       72.26       41.11  | 6.  |  | CZK thousand | 3,173,477  | 3,898,596  | 279,085    | 81.40  | 1,396.92 |
| 9.Tax on profit or loss on ordinary activitiesCZK thousand3,207,7543,656,3352,017,47587.73181.2310.Profit or loss on ordinary activities after taxCZK thousand21,156,97815,463,4519,362,595136.82165.1611.Extraordinary incomeCZK thousand16,597117,77760,67914.09194.1012.Extraordinary chargesCZK thousand19,83013,29335,967149.1836.9613.Extraordinary profit or lossCZK thousand(3,233)104,48424,712*422.8114.Tax on extraordinary profit or lossCZK thousand1616,6341,8150.10916.7115.Other taxes not shown under the preceding itemsCZK thousand18,59025,72662,57572.2641.11   | 7.  | Other income   | CZK thousand | 1,420,906  | 752,073    | 2,006,680  | 188.93 | 37.48    |
| 10.Profit or loss on ordinary activities after taxCZK thousand21,156,97815,463,4519,362,595136.82165.1611.Extraordinary incomeCZK thousand16,597117,77760,67914.09194.1012.Extraordinary chargesCZK thousand19,83013,29335,967149.1836.9613.Extraordinary profit or lossCZK thousand(3,233)104,48424,712*422.8114.Tax on extraordinary profit or lossCZK thousand1616,6341,8150.10916.7115.Other taxes not shown under the preceding itemsCZK thousand18,59025,72662,57572.2641.11   | 8.  | Other charges  | CZK thousand | 1,257,649  | 679,212    | 2,617,822  | 185.16 | 25.95    |
| 11.       Extraordinary income       CZK thousand       16,597       117,777       60,679       14.09       194.10         12.       Extraordinary charges       CZK thousand       19,830       13,293       35,967       149.18       36.96         13.       Extraordinary profit or loss       CZK thousand       (3,233)       104,484       24,712       * 422.81         14.       Tax on extraordinary profit or loss       CZK thousand       16       16,634       1,815       0.10       916.71         15.       Other taxes not shown under the preceding items       CZK thousand       18,590       25,726       62,575       72.26       41.11   | 9.  | Tax on profit or loss on ordinary activities                   | CZK thousand | 3,207,754  | 3,656,335  | 2,017,475  | 87.73  | 181.23   |
| 12.Extraordinary chargesCZK thousand19,83013,29335,967149.1836.9613.Extraordinary profit or lossCZK thousand(3,233)104,48424,712*422.8114.Tax on extraordinary profit or lossCZK thousand1616,6341,8150.10916.7115.Other taxes not shown under the preceding itemsCZK thousand18,59025,72662,57572.2641.11   | 10. | Profit or loss on ordinary activities after tax                | CZK thousand | 21,156,978 | 15,463,451 | 9,362,595  | 136.82 | 165.16   |
| 13.Extraordinary profit or lossCZK thousand(3,233)104,48424,712*422.8114.Tax on extraordinary profit or lossCZK thousand1616,6341,8150.10916.7115.Other taxes not shown under the preceding itemsCZK thousand18,59025,72662,57572.2641.11  | 11. | Extraordinary income   | CZK thousand | 16,597     | 117,777    | 60,679     | 14.09  | 194.10   |
| 10.Extraordinary profit or lossCell thosand(0,200)10,40424,11214,21314.Tax on extraordinary profit or lossCZK thousand1616,6341,8150.10916.7115.Other taxes not shown under the preceding itemsCZK thousand18,59025,72662,57572.2641.11  | 12. | Extraordinary charges  | CZK thousand | 19,830     | 13,293     | 35,967     | 149.18 | 36.96    |
| 15. Other taxes not shown under the preceding items       CZK thousand       18,590       25,726       62,575       72.26       41.11  | 13. | Extraordinary profit or loss                                   | CZK thousand | (3,233)    | 104,484    | 24,712     | *      | 422.81   |
|  | 14. | Tax on extraordinary profit or loss                            | CZK thousand | 16         | 16,634     | 1,815      | 0.10   | 916.71   |
| 16.         Profit/loss for the year         CZK thousand         21,135,139         15,534,159         9,329,966         136.06         166.50  | 15. | Other taxes not shown under the preceding items                | CZK thousand | 18,590     | 25,726     | 62,575     | 72.26  | 41.11    |
|  | 16. | Profit/loss for the year                                       | CZK thousand | 21,135,139 | 15,534,159 | 9,329,966  | 136.06 | 166.50   |

## C. Premiums written

| Line | Indicator   | Units        | 2010        | 2009        | 2008        | 10/09  | 09/08  |
|------|---|--------------|-------------|-------------|-------------|--------|--------|
| 1    | Total premiums written  | CZK thousand | 152,857,224 | 141,420,318 | 137,160,731 | 108.09 | 103.11 |
| 2    | Total non-life insurance  | CZK thousand | 81,092,468  | 81,212,599  | 80,272,441  | 99.85  | 101.17 |
| 3    | in which: Accident insurance  | CZK thousand | 2,475,085   | 2,457,284   | 2,289,242   | 100.72 | 107.34 |
| 4    | Sickness insurance (private health insurance)                       | CZK thousand | 2,662,235   | 1,818,371   | 1,632,137   | 146.41 | 111.41 |
| 5    | Motor hull insurance except rolling stock                           | CZK thousand | 15,524,968  | 16,600,920  | 16,789,857  | 93.52  | 98.87  |
| 6    | Rail damage insurance   | CZK thousand | 7,569       | 15,139      | 9,851       | 50.00  | 153.68 |
| 7    | Aircraft hull insurance   | CZK thousand | 141,170     | 123,841     | 113,780     | 113.99 | 108.84 |
| 8    | River and sea hull insurance  | CZK thousand | 12,588      | 14,165      | 21,317      | 88.86  | 66.45  |
| 9    | Transport freight insurance   | CZK thousand | 282,089     | 310,087     | 400,619     | 90.97  | 77.40  |
| 10   | Property insurance under class 8                                    | CZK thousand | 10,513,270  | 10,438,006  | 9,903,856   | 100.72 | 105.39 |
| 11   | of which: individuals   | CZK thousand | 3,731,549   | 3,646,017   | 3,406,218   | 102.35 | 107.04 |
| 12   | of which: fire insurance  | CZK thousand | 1,086,996   | 1,031,428   | 911,175     | 105.39 | 113.20 |
| 13   | industry and business   | CZK thousand | 6,781,723   | 6,791,990   | 6,497,639   | 99.85  | 104.53 |
| 14   | of which: fire insurance  | CZK thousand | 3,507,054   | 3,508,647   | 3,412,247   | 99.95  | 102.83 |
| 15   | livestock and epidemic insurance                                    | CZK thousand | 4,500       | 5,156       | 5,362       | 87.28  | 96.16  |
| 16   | crops and forest insurance  | CZK thousand | 199,642     | 186,051     | 206,449     | 107.30 | 90.12  |
| 17   | Property insurance under class 9                                    | CZK thousand | 8,006,413   | 7,829,668   | 7,515,479   | 102.26 | 104.18 |
| 18   | of which: individuals   | CZK thousand | 2,957,279   | 2,811,127   | 2,671,540   | 105.20 | 105.22 |
| 19   | of which: theft insurance   | CZK thousand | 1,443,845   | 1,386,570   | 1,268,166   | 104.13 | 109.34 |
| 20   | industry and business   | CZK thousand | 5,049,136   | 5,018,543   | 4,843,940   | 100.61 | 103.60 |
| 21   | of which: theft insurance   | CZK thousand | 1,015,841   | 1,030,445   | 1,052,006   | 98.58  | 97.95  |
| 22   | livestock and epidemic insurance                                    | CZK thousand | 244,346     | 263,880     | 279,821     | 92.60  | 94.30  |
| 23   | crops and forest insurance  | CZK thousand | 601,644     | 561,941     | 620,757     | 107.07 | 90.53  |
| 24   | Liability insurance under class 10                                  | CZK thousand | 22,824,409  | 24,364,754  | 23,942,110  | 93.68  | 101.77 |
| 25   | of which: liability insurance pursuant<br>to Act No. 168/1999 Coll. | CZK thousand | 22,490,275  | 24,006,759  | 23,621,838  | 93.68  | 101.63 |
| 26   | Aircraft liability insurance  | CZK thousand | 93,211      | 76,864      | 69,174      | 121.27 | 111.12 |
| 27   | Marine liability insurance  | CZK thousand | 8,002       | 9,772       | 7,723       | 81.89  | 126.53 |
| 28   | General liability insurance   | CZK thousand | 11,223,717  | 11,214,809  | 11,038,216  | 100.08 | 101.60 |
| 29   | of which: workmen's compensation                                    | CZK thousand | 6,094,095   | 6,139,931   | 6,222,365   | 99.25  | 98.68  |
| 30   | industrial and business insurance                                   | CZK thousand | 3,895,223   | 3,762,793   | 3,606,336   | 103.52 | 104.34 |
| 31   | Credit insurance  | CZK thousand | 1,910,694   | 1,492,871   | 2,426,916   | 127.99 | 61.51  |
| 32   | Suretyship insurance (guarantee deposits)                           | CZK thousand | 168,618     | 104,277     | 118,131     | 161.70 | 88.27  |
| 33   | Insurance against various financial losses                          | CZK thousand | 1,760,573   | 1,167,929   | 1,058,161   | 150.74 | 110.37 |
|      |   |              |             |             |             |        |        |

| Line | Indicator  | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|--|--------------|------------|------------|------------|--------|--------|
| 34   | of which: insurance against losses caused by business interruption   | CZK thousand | 432,096    | 408,566    | 400,606    | 105.76 | 101.99 |
| 35   | Legal expenses insurance   | CZK thousand | 286,807    | 283,209    | 272,425    | 101.27 | 103.96 |
| 36   | Assistance insurance for persons in emergencies during<br>travel or while away from their permanent residence                | CZK thousand | 1,701,572  | 1,658,576  | 1,767,630  | 102.59 | 93.83  |
| 37   | Inward insurance   | CZK thousand | 1,489,494  | 1,232,063  | 895,821    | 120.89 | 137.53 |
| 38   | Total life insurance   | CZK thousand | 71,764,756 | 60,207,719 | 56,888,290 | 119.20 | 105.83 |
| 39   | of which: current premiums   | CZK thousand | 42,925,244 | 41,702,208 | 40,231,104 | 102.93 | 103.66 |
| 40   | single premium   | CZK thousand | 27,928,081 | 17,602,400 | 16,440,575 | 158.66 | 107.07 |
| 41   | of which: single-premium insurance tied with the existing contract paid on a current basis (prepaid, extraordinary premiums) | CZK thousand | 6,116,011  | 4,142,357  | 4,452,125  | 147.65 | 93.04  |
| 42   | total separately paid single-premium insurance (incl. returnable deposit)  | CZK thousand | 21,639,143 | 13,390,552 | 11,786,105 | 161.60 | 113.61 |
| 43   | of which: Insurance on survival or survival/death  | CZK thousand | 23,384,892 | 22,455,436 | 22,527,240 | 104.14 | 99.68  |
| 44   | Insurance on death   | CZK thousand | 2,270,252  | 1,851,546  | 1,592,970  | 122.61 | 116.23 |
| 45   | Marriage insurance, birth insurance  | CZK thousand | 1,961,389  | 2,240,513  | 2,371,491  | 87.54  | 94.48  |
| 46   | Pension insurance  | CZK thousand | 2,082,081  | 2,308,249  | 2,439,053  | 90.20  | 94.64  |
| 47   | Total unit-linked insurance – excluding children   | CZK thousand | 33,331,769 | 23,726,957 | 20,977,262 | 140.48 | 113.11 |
| 48   | Total unit-linked insurance - children   | CZK thousand | 723,040    | 488,861    | 610,854    | 147.90 | 80.03  |
| 49   | Capital operations   | CZK thousand | 180,834    | 239,827    | 214,683    | 75.40  | 111.71 |
| 50   | Supplementary insurance  | CZK thousand | 7,839,249  | 6,896,331  | 6,154,739  | 113.67 | 112.05 |
| 51   | in which: accident insurance   | CZK thousand | 6,813,691  | 6,044,671  | 5,493,218  | 112.72 | 110.04 |
| 52   | sickness insurance   | CZK thousand | 870,771    | 764,773    | 601,041    | 113.86 | 127.24 |

## D. New business – life insurance

| Line | Indicator  | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|--|--------------|------------|------------|------------|--------|--------|
| 1    | New business – total premiums from new contracts   | CZK thousand | 34,197,231 | 24,361,075 | 23,092,774 | 140.38 | 105.49 |
| 2    | In which: current premiums   | CZK thousand | 8,368,353  | 7,663,982  | 7,293,096  | 109.19 | 105.09 |
| 3    | total single premium   | CZK thousand | 25,828,878 | 16,697,093 | 15,799,678 | 154.69 | 105.68 |
| 4    | in which: single-premium insurance tied with the existing contract paid on a current basis | CZK thousand | 4,986,231  | 3,453,204  | 3,624,495  | 144.39 | 95.27  |
| 5    | total separately paid single-premium insurance (incl. returnable deposit)                  | CZK thousand | 20,669,070 | 13,173,928 | 11,971,148 | 156.89 | 110.05 |
| 6    | New business – total new contracts   | number       | 946,233    | 890,261    | 877,028    | 106.29 | 101.51 |
| 7    | in which: current premiums   | number       | 855,138    | 830,690    | 815,337    | 102.94 | 101.88 |
| 8    | total separately paid single-premium insurance (incl. returnable deposit)                  | number       | 91,095     | 59,571     | 61,691     | 152.92 | 96.56  |

## E. Overview of selected types of insurance

#### E.1 Insurance on survival or survival/death

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|---|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written  | CZK thousand | 23,384,891 | 22,455,436 | 22,527,239 | 104.14 | 99.68  |
| 2    | of which: single premium                                      | CZK thousand | 9,517,331  | 6,335,415  | 4,685,329  | 150.22 | 135.22 |
| 3    | Claims paid   | CZK thousand | 19,535,869 | 18,772,970 | 17,696,599 | 104.06 | 106.08 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 17,435,769 | 18,824,672 | 21,844,312 | 92.62  | 86.18  |
| 5    | Portfolio – number of policies as at 31 December              | number       | 2,597,754  | 2,825,132  | 3,264,835  | 91.95  | 86.53  |
| 6    | of which: current premiums                                    | number       | 2,433,412  | 2,678,391  | 3,020,843  | 90.85  | 88.66  |
| 7    | Claims settled  | number       | 386,272    | 422,828    | 379,205    | 91.35  | 111.50 |
| 8    | Claims outstanding  | number       | 12,034     | 13,641     | 10,415     | 88.22  | 130.97 |

#### E.2 Insurance on death

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 2,270,251 | 1,851,546 | 1,592,969 | 122.61 | 116.23 |
| 2    | of which: single premium                                      | CZK thousand | 217,958   | 148,993   | 265,521   | 146.29 | 56.11  |
| 3    | Claims paid   | CZK thousand | 567,347   | 472,774   | 402,059   | 120.00 | 117.59 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 1,476,215 | 1,431,341 | 1,134,355 | 103.14 | 126.18 |
| 5    | Portfolio – number of policies as at 31 December              | number       | 901,159   | 930,550   | 902,763   | 96.84  | 103.08 |
| 6    | of which: current premiums                                    | number       | 889,881   | 918,963   | 890,175   | 96.84  | 103.23 |
| 7    | Claims settled  | number       | 6,403     | 6,203     | 6,565     | 103.22 | 94.49  |
| 8    | Claims outstanding  | number       | 1,648     | 1,366     | 1,128     | 120.64 | 121.10 |

#### E.3 Marriage insurance or birth insurance

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 1,961,389 | 2,240,513 | 2,371,491 | 87.54  | 94.48  |
| 2    | of which: single premium                                      | CZK thousand | 14,786    | 19,162    | 36,011    | 77.16  | 53.21  |
| 3    | Claims paid   | CZK thousand | 3,080,323 | 2,552,830 | 2,040,116 | 120.66 | 125.13 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 2,061,256 | 2,402,404 | 2,583,065 | 85.80  | 93.01  |
| 5    | Portfolio – number of policies as at 31 December              | number       | 501,576   | 614,067   | 696,323   | 81.68  | 88.19  |
| 6    | of which: current premiums                                    | number       | 494,455   | 606,871   | 689,152   | 81.48  | 88.06  |
| 7    | Claims settled  | number       | 111,605   | 97,565    | 81,336    | 114.39 | 119.95 |
| 8    | Claims outstanding  | number       | 7,076     | 7,230     | 4,127     | 97.87  | 175.19 |

#### E.4 Pension insurance

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09 | 09/08  |
|------|---|--------------|-----------|-----------|-----------|-------|--------|
| 1    | Premiums written  | CZK thousand | 2,082,081 | 2,308,249 | 2,439,053 | 90.20 | 94.64  |
| 2    | of which: single premium                                      | CZK thousand | 115,508   | 131,960   | 122,783   | 87.53 | 107.47 |
| 3    | Claims paid   | CZK thousand | 2,169,684 | 2,369,361 | 2,078,152 | 91.57 | 114.01 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 2,361,613 | 2,612,366 | 2,680,715 | 90.40 | 97.45  |
| 5    | Portfolio – number of policies as at 31 December              | number       | 346,201   | 387,012   | 426,387   | 89.45 | 90.77  |
| 6    | of which: current premiums                                    | number       | 339,097   | 379,456   | 418,015   | 89.36 | 90.78  |
| 7    | Claims settled  | number       | 50,888    | 54,904    | 48,764    | 92.69 | 112.59 |
| 8    | Claims outstanding  | number       | 1,991     | 2,131     | 1,709     | 93.43 | 124.69 |

## E.5 Unit-linked insurance

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|---|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written  | CZK thousand | 34,054,809 | 24,215,817 | 21,588,116 | 140.63 | 112.17 |
| 2    | of which: single premium                                      | CZK thousand | 18,711,345 | 11,128,439 | 11,044,389 | 168.14 | 100.76 |
| 3    | Claims paid   | CZK thousand | 8,084,123  | 6,608,468  | 5,800,289  | 122.33 | 113.93 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 35,368,543 | 29,397,398 | 23,743,672 | 120.31 | 123.81 |
| 5    | Portfolio – number of policies as at 31 December              | number       | 2,320,500  | 1,932,585  | 1,550,945  | 120.07 | 124.61 |
| 6    | of which: current premiums                                    | number       | 1,881,415  | 1,584,001  | 1,269,545  | 118.78 | 124.77 |
| 7    | Claims settled  | number       | 185,015    | 121,279    | 95,659     | 152.55 | 126.78 |
| 8    | Claims outstanding  | number       | 3,010      | 1,376      | 1,651      | 218.75 | 83.34  |

## E.6 Capital operations

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 180,834   | 239,827   | 214,683   | 75.40  | 111.71 |
| 2    | of which: single premium                                      | CZK thousand | 180,834   | 239,827   | 214,683   | 75.40  | 111.71 |
| 3    | Claims paid   | CZK thousand | 189,419   | 201,210   | 203,171   | 94.14  | 99.03  |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 3,936,544 | 4,336,944 | 4,643,056 | 90.77  | 93.41  |
| 5    | Portfolio - number of policies as at 31 December              | number       | 193,956   | 212,829   | 230,709   | 91.13  | 92.25  |
| 6    | of which: current premiums                                    | number       | -         | 0         | 0         | -      | -      |
| 7    | Claims settled  | number       | 14,736    | 15,681    | 16,123    | 93.97  | 97.26  |
| 8    | Claims outstanding  | number       | 2,804     | 2,765     | 2,127     | 101.41 | 130.00 |

## E.7 Supplementary insurance to life insurance

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 7,839,249 | 6,896,331 | 6,154,739 | 113.67 | 112.05 |
| 2    | of which: single premium                                      | CZK thousand | 15,130    | 18,166    | 19,660    | 83.29  | 92.40  |
| 3    | Claims paid   | CZK thousand | 2,519,334 | 1,970,230 | 1,572,696 | 127.87 | 125.28 |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 5,181,659 | 4,919,675 | 4,654,615 | 105.33 | 105.69 |
| 5    | Claims settled  | number       | 356,601   | 303,515   | 294,819   | 117.49 | 102.95 |
| 6    | Claims outstanding  | number       | 103,387   | 126,531   | 127,079   | 81.71  | 99.57  |

### E.8 Accident insurance

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 2,424,194 | 2,406,882 | 2,225,789 | 100.72 | 108.14 |
| 2    | Claims paid   | CZK thousand | 690,763   | 637,251   | 543,207   | 108.40 | 117.31 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 2,249,190 | 2,245,481 | 2,115,788 | 100.17 | 106.13 |
| 4    | Portfolio – number of policies as at 31 December              | number       | 1,033,439 | 1,343,782 | 1,341,306 | 76.91  | 100.18 |
| 5    | Claims settled  | number       | 116,906   | 111,891   | 101,628   | 104.48 | 110.10 |
| 6    | Claims outstanding  | number       | 37,323    | 35,074    | 27,352    | 106.41 | 128.23 |

#### **E.9 Household contents insurance**

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 2,561,935 | 2,509,710 | 2,408,784 | 102.08 | 104.19 |
| 2    | Claims paid   | CZK thousand | 858,651   | 720,555   | 569,807   | 119.17 | 126.46 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 2,747,020 | 2,627,168 | 2,477,379 | 104.56 | 106.05 |
| 4    | Portfolio – number of policies as at 31 December              | number       | 2,091,644 | 2,057,074 | 2,002,831 | 101.68 | 102.71 |
| 5    | Claims settled  | number       | 73,255    | 63,682    | 55,609    | 115.03 | 114.52 |
| 6    | Claims outstanding  | number       | 11,732    | 8,252     | 5,223     | 142.17 | 157.99 |

## E.10 Buildings and structures insurance (individuals)

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 4,208,507 | 3,943,742 | 3,691,346 | 106.71 | 106.84 |
| 2    | Claims paid   | CZK thousand | 2,927,484 | 1,978,776 | 1,448,956 | 147.94 | 136.57 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 4,526,411 | 4,284,238 | 3,925,403 | 105.65 | 109.14 |
| 4    | Portfolio – number of policies as at 31 December              | number       | 2,063,544 | 1,983,081 | 1,906,343 | 104.06 | 104.03 |
| 5    | Claims settled  | number       | 113,391   | 79,334    | 76,232    | 142.93 | 104.07 |
| 6    | Claims outstanding  | number       | 16,302    | 8,898     | 7,980     | 183.21 | 111.50 |

#### E.11 General liability insurance (individuals)

| Line | Indicator   | Units        | 2010      | 2009      | 2008    | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|---------|--------|--------|
| 1    | Premiums written  | CZK thousand | 1,060,322 | 1,025,253 | 954,393 | 103.42 | 107.42 |
| 2    | Claims paid   | CZK thousand | 569,144   | 496,426   | 436,256 | 114.65 | 113.79 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 1,083,757 | 1,066,119 | 987,652 | 101.65 | 107.94 |
| 4    | Claims settled  | number       | 65,902    | 59,578    | 55,931  | 110.61 | 106.52 |
| 5    | Claims outstanding  | number       | 31,027    | 22,819    | 22,933  | 135.97 | 99.50  |

#### E.12 Travel insurance

| Line | Indicator                         | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|-----------------------------------|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written                  | CZK thousand | 1,740,629 | 1,693,666 | 1,735,673 | 102.77 | 97.58  |
| 2    | of which: medical expenses abroad | CZK thousand | 1,274,292 | 1,251,431 | 1,214,169 | 101.83 | 103.07 |
| 3    | Claims paid                       | CZK thousand | 520,008   | 479,175   | 459,693   | 108.52 | 104.24 |
| 4    | Claims settled                    | number       | 42,159    | 41,190    | 39,541    | 102.35 | 104.17 |
| 5    | Claims outstanding                | number       | 8,107     | 7,282     | 5,461     | 111.33 | 133.35 |

#### E.13 Total industrial and business insurance

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|---|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written  | CZK thousand | 17,206,224 | 17,208,236 | 16,669,497 | 99.99  | 103.23 |
| 2    | Claims paid   | CZK thousand | 9,309,523  | 8,125,852  | 7,648,754  | 114.57 | 106.24 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 16,157,508 | 16,075,378 | 15,906,640 | 100.51 | 101.06 |
| 4    | Claims settled  | number       | 220,386    | 206,285    | 185,044    | 106.84 | 111.48 |
| 5    | Claims outstanding  | number       | 51,839     | 43,860     | 41,204     | 118.19 | 106.45 |

## E.14 Property insurance – industrial and business insurance

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|---|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written  | CZK thousand | 12,132,901 | 12,113,437 | 11,643,323 | 100.16 | 104.04 |
| 2    | Claims paid   | CZK thousand | 7,485,251  | 6,521,121  | 5,848,414  | 114.78 | 111.50 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 11,181,930 | 11,112,422 | 11,091,722 | 100.63 | 100.19 |
| 4    | Claims settled  | number       | 94,370     | 95,284     | 71,615     | 99.04  | 133.05 |
| 5    | Claims outstanding  | number       | 25,209     | 20,214     | 16,874     | 124.71 | 119.79 |

#### E.15 Liability insurance – industrial and business insurance

| Line | Indicator   | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written  | CZK thousand | 4,713,369 | 4,664,775 | 4,516,074 | 101.04 | 103.29 |
| 2    | Claims paid   | CZK thousand | 2,047,905 | 2,177,475 | 1,566,361 | 94.05  | 139.01 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 4,492,262 | 4,287,703 | 4,096,901 | 104.77 | 104.66 |
| 4    | Claims settled  | number       | 126,752   | 102,912   | 102,985   | 123.17 | 99.93  |
| 5    | Claims outstanding  | number       | 26,996    | 22,168    | 22,441    | 121.78 | 98.78  |

#### E.16 Export and domestic credit insurance against commercial risks

| Line | Indicator   | Units        | 2010 | 2009    | 2008      | 10/09 | 09/08 |
|------|---|--------------|------|---------|-----------|-------|-------|
| 1    | Premiums written  | CZK thousand | 0    | 469,513 | 1,659,282 | -     | 28.30 |
| 2    | Claims paid   | CZK thousand | 0    | 342,795 | 405,792   | -     | 84.48 |
| 3    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 0    | 0       | 1,657,332 | -     | -     |
| 4    | Claims settled  | number       | 0    | 21,418  | 24,477    | -     | 87.50 |
| 5    | Claims outstanding  | number       | 0    | 0       | 18        | -     | -     |

### E.17 Export credit, guarantees and investment insurance with state subsidy

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08    |
|------|---|--------------|------------|------------|------------|--------|----------|
| 1    | Premiums written  | CZK thousand | 2,257,715  | 1,214,846  | 904,555    | 185.84 | 134.30   |
| 2    | Claims paid   | CZK thousand | 1,515,615  | 1,100,733  | 297,647    | 137.69 | 369.81   |
| 3    | Value of business insured                                     | CZK thousand | 67,169,000 | 61,817,000 | 43,032,918 | 108.66 | 143.65   |
| 4    | Portfolio premiums under policies in effect as at 31 December | CZK thousand | 2,257,715  | 1,214,846  | 904,555    | 185.84 | 134.30   |
| 5    | Claims settled  | number       | 72         | 112        | 8          | 64.29  | 1,400.00 |
| 6    | Claims outstanding  | number       | 67         | 70         | 87         | 95.71  | 80.46    |

Note: Includes insurance of export credits, guarantees and various financial losses related to exports (pursuant to Act No. 58/1995 Coll., as amended).

#### E.18 Motor damage insurance except rolling stock (businesses and individuals)

| Line | Indicator          | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|--------------------|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written   | CZK thousand | 15,524,967 | 16,600,920 | 16,789,857 | 93.52  | 98.87  |
| 2    | Claims paid        | CZK thousand | 11,130,314 | 10,269,195 | 10,186,129 | 108.39 | 100.82 |
| 3    | Claims settled     | number       | 405,382    | 346,628    | 330,478    | 116.95 | 104.89 |
| 4    | Claims outstanding | number       | 72,993     | 62,779     | 56,883     | 116.27 | 110.37 |

| Line | Indicator  | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|--|--------------|------------|------------|------------|--------|--------|
| 1    | Premiums written   | CZK thousand | 22,490,274 | 24,006,758 | 23,621,838 | 93.68  | 101.63 |
| 2    | of which: frontier insurance   | CZK thousand | 351        | 346        | 900        | 101.45 | 38.44  |
| 3    | of which: group insurance (fleets)   | CZK thousand | 3,262,444  | 3,752,727  | 4,081,527  | 86.94  | 91.94  |
| 4    | Claims paid under MTPL insurance   | CZK thousand | 10,324,311 | 10,633,791 | 10,254,644 | 97.09  | 103.70 |
| 5    | Claims paid under ex lege MTPL insurance                                   | CZK thousand | 1,054,582  | 755,643    | 641,344    | 139.56 | 117.82 |
| 6    | Insured vehicles as at 31 December   | number       | 6,626,797  | 6,501,560  | 6,259,290  | 101.93 | 103.87 |
| 7    | Average settlement amount per claim by year of occurrence – MTPL insurance | CZK/number   | 40,497     | 44,973     | 50,813     | 90.05  | 88.51  |
| 8    | Claims settled – MTPL insurance  | number       | 360,058    | 352,918    | 347,875    | 102.02 | 101.45 |
| 9    | Claims outstanding – MTPL insurance  | number       | 149,894    | 140,980    | 128,114    | 106.32 | 110.04 |

Source: ČAP, ČKP (data pertaining to ČAP members only; in 2010 a total of 6,633,079 vehicles were insured in the Czech Republic, of which 6,626,797 were insured by ČAP members)

#### E.20 Workmen's compensation

| Line | Indicator          | Units        | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|--------------------|--------------|-----------|-----------|-----------|--------|--------|
| 1    | Premiums written   | CZK thousand | 6,094,095 | 6,139,931 | 6,222,365 | 99.25  | 98.68  |
| 2    | Claims paid        | CZK thousand | 3,317,664 | 3,397,763 | 3,269,080 | 97.64  | 103.94 |
| 3    | Claims settled     | number       | 51,436    | 56,530    | 73,456    | 90.99  | 76.96  |
| 4    | Claims outstanding | number       | 5,230     | 4,059     | 5,081     | 128.85 | 79.89  |

# F. Claims settled broken down by risk types

| Line | Indicator   | Units  | 2010      | 2009      | 2008      | 10/09  | 09/08  |
|------|---|--------|-----------|-----------|-----------|--------|--------|
| 1    | Total claims settled  | number | 2,700,439 | 2,450,102 | 2,284,977 | 110.22 | 107.23 |
| 2    | of which: natural hazards   | number | 151,108   | 104,125   | 99,644    | 145.12 | 104.50 |
| 3    | theft   | number | 36,998    | 34,683    | 34,255    | 106.67 | 101.25 |
| 4    | motor damage other than rail rolling stock (businesses and individuals) | number | 405,382   | 346,628   | 330,478   | 116.95 | 104.89 |
| 5    | crops, forest, livestock, inc. epidemic                                 | number | 2,835     | 12,246    | 3,065     | 23.15  | 399.54 |
| 6    | accident  | number | 194,983   | 156,803   | 151,702   | 124.35 | 103.36 |
| 7    | life  | number | 1,012,095 | 933,435   | 829,629   | 108.43 | 112.51 |
| 8    | pension (annuity)   | number | 50,888    | 54,904    | 48,764    | 92.69  | 112.59 |
| 9    | medical expenses abroad   | number | 39,575    | 37,222    | 38,211    | 106.32 | 97.41  |
| 10   | workmen's compensation  | number | 51,436    | 56,530    | 73,456    | 90.99  | 76.96  |
| 11   | motor third-party liability (except ex lege)                            | number | 360,058   | 352,918   | 347,875   | 102.02 | 101.45 |
| 12   | general liability   | number | 179,330   | 150,572   | 152,389   | 119.10 | 98.81  |
| 13   | other risks   | number | 215,751   | 210,036   | 175,509   | 102.72 | 119.67 |

## G. Claims incurred

| Line | Indicator   | Units        | 2010       | 2009       | 2008       | 10/09  | 09/08  |
|------|---|--------------|------------|------------|------------|--------|--------|
| 1    | Total claims incurred   | CZK thousand | 81,638,454 | 74,609,508 | 68,852,666 | 109.42 | 108.36 |
| 2    | of which: total claim settlement expenses                               | CZK thousand | 2,600,796  | 2,338,598  | 2,171,025  | 111.21 | 107.72 |
| 3    | total claims paid   | CZK thousand | 79,037,658 | 72,270,910 | 66,681,641 | 109.36 | 108.38 |
| 4    | of which: natural hazards   | CZK thousand | 6,744,492  | 4,539,044  | 4,364,083  | 148.59 | 104.01 |
| 5    | theft   | CZK thousand | 723,226    | 734,759    | 681,958    | 98.43  | 107.74 |
| 6    | motor damage other than rail rolling stock (businesses and individuals) | CZK thousand | 11,130,314 | 10,269,194 | 10,186,128 | 108.39 | 100.82 |
| 7    | crops, forest, livestock, incl. epidemic                                | CZK thousand | 696,080    | 1,206,474  | 790,717    | 57.70  | 152.58 |
| 8    | accident  | CZK thousand | 973,937    | 825,774    | 713,758    | 117.94 | 115.69 |
| 9    | life  | CZK thousand | 33,308,097 | 30,227,647 | 27,309,137 | 110.19 | 110.69 |
| 10   | pension (annuity)   | CZK thousand | 2,169,684  | 2,369,361  | 2,078,152  | 91.57  | 114.01 |
| 11   | medical expenses abroad   | CZK thousand | 413,747    | 384,348    | 380,322    | 107.65 | 101.06 |
| 12   | workmen's compensation  | CZK thousand | 3,317,664  | 3,397,763  | 3,269,080  | 97.64  | 103.94 |
| 13   | motor third-party liability (except ex lege)                            | CZK thousand | 10,324,310 | 10,633,791 | 10,254,643 | 97.09  | 103.70 |
| 14   | general liability   | CZK thousand | 2,123,809  | 1,773,983  | 1,577,900  | 119.72 | 112.43 |
| 15   | other risks   | CZK thousand | 7,112,299  | 5,908,772  | 5,075,763  | 120.37 | 116.41 |

# MEMBERS' RESULTS

# H. Premiums written and market shares (CZK thousand, %)

| Total                 |             |        |             |        |             |        |             |        |             |        |
|-----------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                       | 2010        | %      | 2009        | %      | 2008        | %      | 2007        | %      | 2006        | %      |
| ČP                    | 38,399,459  | 24.62  | 38,004,689  | 26.36  | 40,386,385  | 28.88  | 39,804,939  | 30.17  | 39,667,243  | 32.80  |
| KOOP                  | 30,894,705  | 19.80  | 30,996,326  | 21.50  | 30,730,009  | 21.98  | 29,107,232  | 22.06  | 27,427,383  | 22.68  |
| ALLIANZ               | 10,651,217  | 6.83   | 10,244,496  | 7.11   | 9,861,988   | 7.05   | 9,597,536   | 7.28   | 9,373,216   | 7.75   |
| ČSOBP                 | 10,235,126  | 6.56   | 9,638,392   | 6.69   | 9,485,129   | 6.78   | 9,055,953   | 6.86   | 7,674,006   | 6.35   |
| PČS                   | 9,202,722   | 5.90   | 6,962,601   | 4.83   | 6,680,097   | 4.78   | 6,453,589   | 4.89   | 4,427,575   | 3.66   |
| KP                    | 8,981,639   | 5.76   | 4,824,610   | 3.35   | 2,030,264   | 1.45   | 2,211,229   | 1.68   | 2,655,737   | 2.20   |
| GP                    | 8,946,565   | 5.74   | 8,912,169   | 6.18   | 8,579,613   | 6.14   | 7,601,020   | 5.76   | 6,388,077   | 5.28   |
| ČPP                   | 6,371,839   | 4.08   | 6,186,305   | 4.29   | 5,425,080   | 3.88   | 4,751,559   | 3.60   | 4,345,158   | 3.59   |
| ING                   | 5,972,499   | 3.83   | 6,145,090   | 4.26   | 7,902,754   | 5.65   | 7,266,522   | 5.51   | 5,938,648   | 4.91   |
| UNIQA                 | 4,971,504   | 3.19   | 4,693,401   | 3.26   | 4,378,188   | 3.13   | 3,783,261   | 2.87   | 3,147,661   | 2.60   |
| AXA – life insurance  | 3,907,353   | 2.50   | 3,243,395   | 2.25   | 2,164,984   | 1.55   | 1,962,787   | 1.49   | 1,527,640   | 1.26   |
| EGAP                  | 2,257,715   | 1.45   | 1,214,846   | 0.84   | 904,555     | 0.65   | 1,381,288   | 1.05   | 910,850     | 0.75   |
| METLIFE AMCICO        | 2,165,644   | 1.39   | 2,122,168   | 1.47   | 2,157,222   | 1.54   | 2,075,585   | 1.57   | 1,972,863   | 1.63   |
| CARDIF                | 1,950,676   | 1.25   | 1,713,451   | 1.19   | 1,513,198   | 1.08   | 1,252,840   | 0.95   | 1,020,814   | 0.84   |
| AVIVA                 | 966,834     | 0.62   | 797,246     | 0.55   | 883,627     | 0.63   | 788,492     | 0.60   | 724,903     | 0.60   |
| AEGON                 | 918,576     | 0.59   | 671,362     | 0.47   | 328,058     | 0.23   | 233,246     | 0.18   | 99,901      | 0.08   |
| TRIGLAV               | 679,609     | 0.44   | 712,823     | 0.49   | 709,485     | 0.51   | 544,915     | 0.41   | 433,028     | 0.36   |
| SLAVIA                | 658,380     | 0.42   | 286,279     | 0.20   | 190,393     | 0.14   | 97,038      | 0.07   | 64,069      | 0.05   |
| AXA                   | 601,781     | 0.39   | 548,535     | 0.38   | 17,296      | 0.01   | -           | -      | -           | -      |
| VICTORIA              | 525,465     | 0.34   | 443,577     | 0.31   | 372,896     | 0.27   | 294,993     | 0.22   | 243,199     | 0.20   |
| HVP                   | 522,123     | 0.33   | 540,635     | 0.37   | 400,310     | 0.29   | 335,407     | 0.25   | 337,916     | 0.28   |
| PVZP                  | 439,149     | 0.28   | 382,788     | 0.27   | 363,577     | 0.26   | 345,766     | 0.26   | 367,650     | 0.30   |
| WÜST – life insurance | 437,026     | 0.28   | 287,290     | 0.20   | 254,943     | 0.18   | 229,707     | 0.17   | 212,151     | 0.18   |
| ČP ZDRAVÍ             | 381,699     | 0.24   | 355,698     | 0.25   | 295,660     | 0.21   | 205,982     | 0.16   | 190,146     | 0.16   |
| MAXIMA                | 372,417     | 0.24   | 209,396     | 0.15   | 176,532     | 0.13   | 124,339     | 0.09   | 84,948      | 0.07   |
| HDI                   | 325,908     | 0.21   | 279,487     | 0.19   | 278,891     | 0.20   | 322,783     | 0.24   | 269,296     | 0.22   |
| WÜST                  | 316,446     | 0.20   | 258,250     | 0.18   | 10,877      | 0.01   | -           | -      | -           | -      |
| DIRECT                | 294,562     | 0.19   | 227,813     | 0.16   | 143,993     | 0.10   | 26,456      | 0.02   | -           | -      |
| D.A.S.                | 254,446     | 0.16   | 258,932     | 0.18   | 265,426     | 0.19   | 243,572     | 0.18   | 218,624     | 0.18   |
| ECP                   | 218,422     | 0.14   | 236,120     | 0.16   | 268,359     | 0.19   | 253,058     | 0.19   | 207,396     | 0.17   |
| DEUTSCHER RING        | 35,365      | 0.02   | 21,780      | 0.02   | -           | -      | -           | -      | -           | -      |
| ČKP                   | 353         | 0.00   | 368         | 0.00   | 941         | 0.00   | 707         | 0.00   | 758         | 0.00   |
| Total ČAP             | 152,857,224 | 97.99  | 141,420,318 | 98.09  | 137,160,730 | 98.08  | 130,351,801 | 98.81  | 119,930,856 | 99.17  |
| Total Czech Republic  | 155,998,162 | 100.00 | 144,170,957 | 100.00 | 139,840,577 | 100.00 | 131,922,425 | 100.00 | 120,932,406 | 100.00 |

| Non-life insurance    |            |        |            |        |            |        |            |        |            |        |
|-----------------------|------------|--------|------------|--------|------------|--------|------------|--------|------------|--------|
|                       | 2010       | %      | 2009       | %      | 2008       | %      | 2007       | %      | 2006       | %      |
| ČP                    | 22,743,272 | 27.00  | 24,404,219 | 29.07  | 26,329,275 | 31.75  | 26,241,204 | 33.73  | 26,459,685 | 35.90  |
| KOOP                  | 22,537,618 | 26.76  | 23,300,195 | 27.75  | 23,317,946 | 28.11  | 22,205,952 | 28.54  | 21,155,008 | 28.70  |
| ALLIANZ               | 7,030,290  | 8.35   | 7,258,095  | 8.64   | 7,188,103  | 8.67   | 6,990,344  | 8.99   | 7,230,796  | 9.81   |
| GP                    | 6,111,512  | 7.26   | 6,328,052  | 7.54   | 5,979,282  | 7.21   | 5,234,779  | 6.73   | 4,423,383  | 6.00   |
| ČPP                   | 4,519,403  | 5.37   | 4,508,228  | 5.37   | 4,025,448  | 4.85   | 3,536,294  | 4.55   | 3,262,339  | 4.43   |
| ČSOBP                 | 3,944,483  | 4.68   | 4,074,016  | 4.85   | 4,063,326  | 4.90   | 3,635,146  | 4.67   | 3,241,691  | 4.40   |
| UNIQA                 | 3,722,082  | 4.42   | 3,496,886  | 4.16   | 3,198,136  | 3.86   | 2,675,098  | 3.44   | 2,302,844  | 3.12   |
| EGAP                  | 2,257,715  | 2.68   | 1,214,846  | 1.45   | 904,555    | 1.09   | 1,381,288  | 1.78   | 910,850    | 1.24   |
| CARDIF                | 1,677,132  | 1.99   | 1,464,798  | 1.74   | 1,278,241  | 1.54   | 1,049,445  | 1.35   | 851,000    | 1.15   |
| PČS                   | 682,968    | 0.81   | 106,788    | 0.13   | 86,934     | 0.10   | 52,713     | 0.07   | 23,891     | 0.03   |
| TRIGLAV               | 679,609    | 0.81   | 712,823    | 0.85   | 709,485    | 0.86   | 544,915    | 0.70   | 433,028    | 0.59   |
| SLAVIA                | 658,380    | 0.78   | 286,279    | 0.34   | 190,393    | 0.23   | 97,038     | 0.12   | 64,069     | 0.09   |
| AXA                   | 601,781    | 0.71   | 548,535    | 0.65   | 17,296     | 0.02   | -          | -      | -          | -      |
| HVP                   | 511,530    | 0.61   | 528,789    | 0.63   | 387,302    | 0.47   | 327,098    | 0.42   | 322,844    | 0.44   |
| PVZP                  | 439,149    | 0.52   | 382,788    | 0.46   | 363,577    | 0.44   | 345,766    | 0.44   | 367,650    | 0.50   |
| ČP ZDRAVÍ             | 381,699    | 0.45   | 355,698    | 0.42   | 295,660    | 0.36   | 205,982    | 0.26   | 190,146    | 0.26   |
| MAXIMA                | 371,636    | 0.44   | 208,469    | 0.25   | 175,564    | 0.21   | 123,876    | 0.16   | 84,882     | 0.12   |
| HDI                   | 325,908    | 0.39   | 279,487    | 0.33   | 278,891    | 0.34   | 322,783    | 0.41   | 269,296    | 0.37   |
| WÜST – life insurance | 316,446    | 0.38   | 258,250    | 0.31   | 10,877     | 0.01   | -          | -      | -          | -      |
| DIRECT                | 294,561    | 0.35   | 227,813    | 0.27   | 143,993    | 0.17   | 26,457     | 0.03   | -          | -      |
| KP                    | 292,379    | 0.35   | 266,237    | 0.32   | 321,751    | 0.39   | 324,359    | 0.42   | 283,378    | 0.38   |
| METLIFE AMCICO        | 259,790    | 0.31   | 281,827    | 0.34   | 287,751    | 0.35   | 278,420    | 0.36   | 256,997    | 0.35   |
| D.A.S.                | 254,446    | 0.30   | 258,932    | 0.31   | 265,426    | 0.32   | 243,572    | 0.31   | 218,624    | 0.30   |
| ECP                   | 218,422    | 0.26   | 236,120    | 0.28   | 268,359    | 0.32   | 253,058    | 0.33   | 207,396    | 0.28   |
| VICTORIA              | 144,490    | 0.17   | 118,690    | 0.14   | 103,880    | 0.13   | 77,315     | 0.10   | 80,078     | 0.11   |
| AXA – life insurance  | 115,413    | 0.14   | 105,371    | 0.13   | 80,049     | 0.10   | 58,657     | 0.08   | 57,325     | 0.08   |
| ČКР                   | 353        | 0.00   | 368        | 0.00   | 941        | 0.00   | 707        | 0.00   | 758        | 0.00   |
| Total ČAP             | 81,092,468 | 96.29  | 81,212,599 | 96.73  | 80,272,441 | 96.80  | 76,232,266 | 97.99  | 72,697,958 | 98.65  |
| Total Czech Republic  | 84,233,301 | 100.00 | 83,961,634 | 100.00 | 82,939,863 | 100.00 | 77,798,635 | 100.00 | 73,699,014 | 100.00 |

# MEMBERS' RESULTS

| Life insurance        |            |        |            |        |            |       |            |        |            |        |
|-----------------------|------------|--------|------------|--------|------------|-------|------------|--------|------------|--------|
|                       | 2010       | %      | 2009       | %      | 2008       | %     | 2007       | %      | 2006       | %      |
| ČP                    | 15,656,187 | 21.82  | 13,600,470 | 22.59  | 14,057,110 | 24.70 | 13,563,734 | 25.06  | 13,207,558 | 27.96  |
| KP                    | 8,689,260  | 12.11  | 4,558,373  | 7.57   | 1,708,513  | 3.00  | 1,886,870  | 3.49   | 2,372,359  | 5.02   |
| PČS                   | 8,519,754  | 11.87  | 6,855,813  | 11.39  | 6,593,163  | 11.59 | 6,400,876  | 11.83  | 4,403,684  | 9.32   |
| KOOP                  | 8,357,087  | 11.65  | 7,696,131  | 12.78  | 7,412,064  | 13.03 | 6,901,280  | 12.75  | 6,272,375  | 13.28  |
| ČSOBP                 | 6,290,643  | 8.77   | 5,564,376  | 9.24   | 5,421,803  | 9.53  | 5,420,807  | 10.02  | 4,432,315  | 9.38   |
| ING                   | 5,972,499  | 8.32   | 6,145,090  | 10.21  | 7,902,754  | 13.89 | 7,266,522  | 13.43  | 5,938,648  | 12.57  |
| AXA - life insurance  | 3,791,940  | 5.28   | 3,138,024  | 5.21   | 2,084,935  | 3.66  | 1,904,130  | 3.52   | 1,470,315  | 3.11   |
| ALLIANZ               | 3,620,927  | 5.05   | 2,986,401  | 4.96   | 2,673,885  | 4.70  | 2,607,192  | 4.82   | 2,142,420  | 4.54   |
| GP                    | 2,835,053  | 3.95   | 2,584,117  | 4.29   | 2,600,331  | 4.57  | 2,366,241  | 4.37   | 1,964,694  | 4.16   |
| METLIFE AMCICO        | 1,905,854  | 2.66   | 1,840,341  | 3.06   | 1,869,471  | 3.29  | 1,797,165  | 3.32   | 1,715,866  | 3.63   |
| ČPP                   | 1,852,436  | 2.58   | 1,678,077  | 2.79   | 1,399,632  | 2.46  | 1,215,265  | 2.25   | 1,082,819  | 2.29   |
| UNIQA                 | 1,249,422  | 1.74   | 1,196,515  | 1.99   | 1,180,052  | 2.07  | 1,108,163  | 2.05   | 844,817    | 1.79   |
| AVIVA                 | 966,834    | 1.35   | 797,246    | 1.32   | 883,627    | 1.55  | 788,492    | 1.46   | 724,903    | 1.53   |
| AEGON                 | 918,576    | 1.28   | 671,362    | 1.12   | 328,058    | 0.58  | 233,246    | 0.43   | 99,901     | 0.21   |
| WÜST – life insurance | 437,026    | 0.61   | 287,290    | 0.48   | 254,943    | 0.45  | 229,707    | 0.42   | 212,151    | 0.45   |
| VICTORIA              | 380,975    | 0.53   | 324,887    | 0.54   | 269,016    | 0.47  | 217,678    | 0.40   | 163,121    | 0.35   |
| CARDIF                | 273,544    | 0.38   | 248,653    | 0.41   | 234,957    | 0.41  | 203,395    | 0.38   | 169,814    | 0.36   |
| DEUTSCHER RING        | 35,365     | 0.05   | 21,780     | 0.04   | -          | -     | -          | -      | -          | -      |
| HVP                   | 10,593     | 0.01   | 11,846     | 0.02   | 13,008     | 0.02  | 8,309      | 0.02   | 15,072     | 0.03   |
| MAXIMA                | 781        | 0.00   | 927        | 0.00   | 968        | 0.00  | 463        | 0.00   | 66         | 0.00   |
| Total ČAP             | 71,764,756 | 100.00 | 60,207,719 | 100.00 | 56,888,290 | 99.98 | 54,119,535 | 99.99  | 47,232,898 | 100.00 |
| Total Czech Republic  | 71,764,861 | 100.00 | 60,209,323 | 100.00 | 56,900,714 | 0.00  | 54,123,790 | 100.00 | 47,233,389 | 100.00 |

# MEMBERS' PROFILES

| Insurer   | Registered number<br>of employees | Profit or loss<br>(CZK million)         | Premiums written<br>(CZK million) | Registered<br>capital<br>(CZK million) |
|---|-----------------------------------|---|-----------------------------------|--|
| Regular Members   |                                   |   |                                   |  |
| AEGON Pojišťovna, a.s.  | 86                                | (9)                                     | 917                               | 380                                    |
| Allianz pojišťovna, a. s.   | 744                               | 1,083 – according to ČAP<br>methodology | 10,700                            | 600                                    |
| Amcico pojišťovna a.s.   MetLife Amcico   | 116                               | 388                                     | 2,166                             | 106                                    |
| Aviva životní pojišťovna, a.s.  | 115                               | 2                                       | 967                               | 315                                    |
| AXA pojišťovna a.s.   | 46                                | (240)                                   | 602                               | 1,047                                  |
| AXA životní pojišťovna a.s.   | 127                               | 16                                      | 3,907                             | 900                                    |
| Česká podnikatelská pojišťovna, a.s., Vienna Insurance Group                    | 905                               | 389                                     | 6,372                             | 1,000                                  |
| Česká pojišťovna a.s.   | 3,896                             | 11,200                                  | 37,121                            | 4,000                                  |
| Česká pojišťovna ZDRAVÍ a.s.  | 56                                | 81                                      | 382                               | 100                                    |
| ČSOB Pojišťovna, a.s., member of ČSOB holding                                   | 667                               | 1,389 - according to CAS                | 10,235                            | 1,536                                  |
| D.A.S. pojišťovna právní ochrany, a.s.  | 85                                | 17                                      | 254                               | 90                                     |
| DEUTSCHER RING Lebensversicherungs-Aktiengesellschaft,<br>Czech Republic branch | 12                                | (24)                                    | 35                                | _                                      |
| DIRECT pojišťovna, a.s.   | 196                               | (334)                                   | 295                               | 873                                    |
| Evropská Cestovní Pojišťovna, a.s.  | 43                                | 37                                      | 218                               | 160                                    |
| Generali Pojišťovna a.s.  | 834                               | 743 according to IFRS                   | 8,947                             | 500                                    |
| Hasičská vzájemná pojišťovna, a.s.  | 151                               | 3                                       | 523                               | 269                                    |
| HDI Versicherung AG, organizational unit  | 11                                | 1                                       | 326                               | -                                      |
| ING Životní pojišťovna N.V., Czech Republic branch                              | 262                               | 868                                     | 5,973                             | -                                      |
| Komerční pojišťovna, a.s.   | 149                               | 139                                     | 8,982                             | 904                                    |
| Kooperativa pojišťovna, a.s., Vienna Insurance Group                            | 3,754                             | 3,477                                   | 30,895                            | 3,000                                  |
| MAXIMA pojišťovna, a.s.   | 26                                | 2                                       | 372                               | 250                                    |
| POJIŠŤOVNA CARDIF PRO VITA, a.s.  | 54                                | 166                                     | 1,951                             | 500                                    |
| Pojišťovna České spořitelny, a.s., Vienna Insurance Group                       | 196                               | 603                                     | 9,203                             | 1,900                                  |
| Pojišťovna VZP, a.s.  | 113                               | 24                                      | 439                               | 150                                    |
| Slavia pojišťovna a.s.  | 97                                | (40)                                    | 658                               | 225                                    |
| Triglav pojišťovna, a.s.  | 121                               | (3)                                     | 680                               | 360                                    |
| UNIQA pojišťovna, a.s.  | 759                               | 157                                     | 4,972                             | 500                                    |
| VICTORIA VOLKSBANKEN pojišťovna, a.s.   | 36                                | 26                                      | 526                               | 275                                    |
| Wüstenrot pojišťovna a.s.   | 43                                | (147)                                   | 317                               | 492                                    |
| Wüstenrot, životní pojišťovna, a.s.   | 22                                | 5                                       | 437                               | 100                                    |
| Affiliate Members   |                                   |   |                                   |  |
| AIDA Czech Section of the International Association<br>for Insurance Law        | N/A                               | N/A                                     | N/A                               | N/A                                    |
| Czech Insurers' Bureau  | 56                                | (56)                                    | 0                                 | 0                                      |
| Exportní garanční a pojišťovací společnost, a.s.                                | 105                               | 377                                     | 2,258                             | 1,300                                  |

| <b>Real GDP</b> | growth | year-on-year | (%) | (Page 6) |
|-----------------|--------|--------------|-----|----------|
|-----------------|--------|--------------|-----|----------|

| Country        | 2000 | 2001 | 2002 | 2003  | 2004 | 2005 | 2006 | 2007 | 2008  | 2009  | 2010  |
|----------------|------|------|------|-------|------|------|------|------|-------|-------|-------|
| EU (27)        | 3.9  | 2.0  | 1.2  | 1.3   | 2.5  | 2.0  | 3.3  | 3.0  | 0.5   | (4.3) | 1.8   |
| Bulgaria       | 5.7  | 4.2  | 4.7  | 5.5   | 6.7  | 6.4  | 6.5  | 6.4  | 6.2   | (5.5) | 0.2   |
| Czech Republic | 3.6  | 2.5  | 1.9  | 3.6   | 4.5  | 6.3  | 6.8  | 6.1  | 2.5   | (4.1) | 2.3   |
| Denmark        | 3.5  | 0.7  | 0.5  | 0.4   | 2.3  | 2.4  | 3.4  | 1.6  | (1.1) | (5.2) | 2.1   |
| Ireland        | 9.7  | 5.7  | 6.5  | 4.4   | 4.6  | 6.0  | 5.3  | 5.6  | (3.5) | (7.6) | (1.0) |
| Cyprus         | 5.0  | 4.0  | 2.1  | 1.9   | 4.2  | 3.9  | 4.1  | 5.1  | 3.6   | (1.7) | 1.0   |
| Hungary        | 4.9  | 3.8  | 4.1  | 4.0   | 4.5  | 3.2  | 3.6  | 0.8  | 0.8   | (6.7) | 1.2   |
| Germany        | 3.2  | 1.2  | 0.0  | (0.2) | 1.2  | 0.8  | 3.4  | 2.7  | 1.0   | (4.7) | 3.6   |
| Portugal       | 3.9  | 2    | 0.7  | (0.9) | 1.6  | 0.8  | 1.4  | 2.4  | 0.0   | (2.5) | 1.3   |
| Austria        | 3.7  | 0.5  | 1.6  | 0.8   | 2.5  | 2.5  | 3.6  | 3.7  | 2.2   | (3.9) | 2.1   |
| Slovakia       | 1.4  | 3.5  | 4.6  | 4.8   | 5.1  | 6.7  | 8.5  | 10.5 | 5.8   | (4.8) | 4.0   |
| Slovenia       | 4.3  | 2.9  | 3.8  | 2.9   | 4.4  | 4.0  | 5.8  | 6.8  | 3.7   | (8.1) | 1.2   |
| United Kingdom | 3.9  | 2.5  | 2.1  | 2.8   | 3.0  | 2.2  | 2.8  | 2.7  | (0.1) | (4.9) | 1.3   |

Source: Eurostat

#### Premium to GDP ratio in the Czech Republic (Page 10)

| %                  | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Total premiums     | 2.3  | 2.4  | 2.6  | 2.8  | 3.0  | 3.2  | 3.4  | 3.7  | 4.1  | 4.0  | 3.9  | 3.8  | 3.7  | 3.8  | 4.0  | 4.3  |
| Life insurance     | 0.6  | 0.6  | 0.7  | 0.8  | 1.0  | 1.0  | 1.2  | 1.4  | 1.6  | 1.6  | 1.5  | 1.5  | 1.5  | 1.5  | 1.7  | 2.0  |
| Non-life insurance | 1.7  | 1.8  | 1.9  | 2.0  | 2.1  | 2.2  | 2.2  | 2.3  | 2.5  | 2.4  | 2.4  | 2.3  | 2.2  | 2.2  | 2.3  | 2.3  |

#### Trend in premiums written and GDP in the Czech Republic (Page 11)

| %                  | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009  | 2010 |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|------|-------|------|
| Life insurance     | 15.5 | 18.9 | 32.0 | 14.3 | 24.2 | 20.9 | 20.3 | 7.5  | 1.7  | 5.1  | 14.6 | 5.1  | 5.9   | 19.2 |
| Non-life insurance | 20.7 | 14.9 | 6.5  | 10.8 | 9.2  | 8.6  | 12.1 | 6.1  | 5.7  | 5.2  | 5.6  | 6.1  | 1.6   | 0.3  |
| Total              | 19.2 | 15.9 | 13.4 | 11.9 | 14.0 | 12.9 | 15.2 | 6.6  | 4.1  | 5.1  | 9.1  | 5.7  | 3.3   | 8.2  |
| GDP                | 7.6  | 10.2 | 4.2  | 5.2  | 7.4  | 4.8  | 4.6  | 9.2  | 6.0  | 8.0  | 9.7  | 4.3  | (1.7) | 1.2  |

### Insurers by type of business (Page 9)

|                            | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|----------------------------|------|------|------|------|------|------|------|------|------|------|------|
| TOTAL INSURERS (excl. ČKP) | 41   | 43   | 42   | 42   | 40   | 45   | 49   | 52   | 53   | 52   | 52   |
| life insurers              | 3    | 3    | 3    | 3    | 3    | 5    | 6    | 6    | 7    | 7    | 7    |
| non-life insurers          | 20   | 23   | 22   | 23   | 21   | 23   | 27   | 29   | 29   | 29   | 30   |
| composite insurers         | 18   | 17   | 17   | 16   | 16   | 17   | 16   | 17   | 17   | 16   | 15   |

Source: ČNB

### Insurers by capital (Page 8)

|  | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|--|------|------|------|------|------|------|------|------|------|------|------|
| Czech insurers (excl. ČKP)                           | 35   | 35   | 35   | 34   | 33   | 33   | 33   | 34   | 35   | 35   | 35   |
| of which: with majority foreign capital              | 16   | 19   | 18   | 19   | 19   | 20   | 20   | 21   | 24   | 24   | 24   |
| with majority Czech capital                          | 19   | 16   | 17   | 15   | 14   | 13   | 13   | 13   | 11   | 11   | 11   |
| Branches of insurers from the EU and third countries | 6    | 8    | 7    | 8    | 7    | 12   | 16   | 18   | 18   | 17   | 17   |

Source: ČNB

## Insurance market structure - life insurance (Page 12)

| %                                       | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|---|------|------|------|------|------|------|------|
| Insurance on survival or survival/death | 60.2 | 57.5 | 50.8 | 43.5 | 39.6 | 37.3 | 32.6 |
| Unit-linked insurance                   | 13.7 | 16.8 | 24.0 | 34.0 | 37.9 | 40.1 | 47.3 |
| Supplementary insurance                 | 10.8 | 11.4 | 11.5 | 10.5 | 10.8 | 11.6 | 11.1 |
| Pension insurance                       | 7.3  | 6.2  | 5.9  | 4.8  | 4.3  | 3.8  | 2.9  |
| Marriage insurance, birth insurance     | 5.6  | 5.5  | 5.2  | 4.5  | 4.2  | 3.7  | 2.7  |
| Insurance on death                      | 1.4  | 1.7  | 2.1  | 2.3  | 2.8  | 3.1  | 3.2  |
| Capital operations                      | 1.0  | 0.9  | 0.5  | 0.4  | 0.4  | 0.4  | 0.3  |

Source: ČNB, ČAP

#### Insurance market structure - non-life insurance (Page 12)

| %   | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|---|------|------|------|------|------|------|------|
| Motor third-party liability insurance       | 30.9 | 30.5 | 30.4 | 29.9 | 29.0 | 29.0 | 27.1 |
| Property insurance                          | 24.8 | 24.4 | 23.4 | 22.2 | 22.7 | 23.7 | 23.9 |
| Motor damage insurance except rolling stock | 21.0 | 21.2 | 21.0 | 20.8 | 20.4 | 19.9 | 18.6 |
| General liability insurance                 | 12.3 | 12.9 | 12.8 | 13.1 | 13.7 | 13.9 | 14.4 |
| Other                                       | 11.0 | 11.0 | 12.4 | 14.0 | 14.2 | 13.5 | 16.0 |

Source: ČNB

## Premium to GDP ratio in the CR and the EU (27) (Page 14)

| %                            | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| CR – total premiums          | 2.3  | 2.4  | 2.6  | 2.8  | 3.0  | 3.2  | 3.4  | 3.7  | 4.1  | 4.0  | 3.9  | 3.8  | 3.7  | 3.8  | 4.0  | 4.3  |
| CR – non-life insurance      | 1.7  | 1.8  | 1.9  | 2    | 2.1  | 2.2  | 2.2  | 2.3  | 2.5  | 2.4  | 2.4  | 2.3  | 2.2  | 2.2  | 2.3  | 2.3  |
| CR - life insurance          | 0.6  | 0.6  | 0.7  | 0.8  | 1.0  | 1.0  | 1.2  | 1.4  | 1.6  | 1.6  | 1.5  | 1.5  | 1.5  | 1.5  | 1.7  | 2.0  |
| EU (27) – total premiums     | 6.6  | 6.7  | 7.0  | 7.1  | 7.7  | 8.5  | 8.1  | 8.3  | 8.3  | 8.4  | 8.7  | 9.0  | 9.1  | 8.0  | 8.5  | 9.4  |
| EU (27) – non-life insurance | 3.2  | 3.1  | 3.0  | 3.0  | 2.9  | 2.9  | 3.0  | 3.1  | 3.3  | 3.2  | 3.2  | 3.3  | 3.2  | 3.1  | 3.3  | 4.2  |
| EU (27) – life insurance     | 3.3  | 3.6  | 4.0  | 4.1  | 4.8  | 5.6  | 5.1  | 5.2  | 5.0  | 5.1  | 5.5  | 5.7  | 5.9  | 4.9  | 5.2  | 5.2  |

Source: CEA, Eurostat

### Proportion of life and non-life insurance in the CR and the EU (27)

|                                 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|---------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Life insurance % CR             | 27.6 | 26.6 | 26.5 | 27.1 | 31.5 | 32.3 | 35.0 | 37.5 | 38.8 | 39.3 | 38.4 | 39.1 | 41.0 | 40.8 | 41.8 | 46.0 |
| Non-life insurance % CR         | 72.4 | 73.4 | 73.5 | 72.9 | 68.5 | 67.7 | 65.0 | 62.5 | 61.2 | 60.7 | 61.6 | 60.9 | 59.0 | 59.2 | 58.2 | 54.0 |
| Life insurance % EU (27)        | 50.9 | 54.1 | 56.7 | 58.3 | 62.1 | 65.2 | 62.7 | 62.2 | 60.8 | 61.4 | 63.2 | 63.3 | 65.2 | 61.0 | 62.0 | 61.7 |
| Non-life insurance %<br>EU (27) | 49.1 | 45.9 | 43.3 | 41.7 | 37.9 | 34.8 | 37.3 | 37.8 | 39.2 | 38.6 | 36.8 | 36.7 | 34.8 | 39.0 | 38.0 | 38.3 |

Source: CEA

| EUR            | 1995  | 2000  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Estonia        | 25    | 74    | 189   | 176   | 323   | 277   | 274   | 317   |
| Poland         | 44    | 134   | 202   | 252   | 304   | 358   | 310   | 355   |
| Czech Republic | 94    | 193   | 382   | 413   | 465   | 501   | 490   | 554   |
| Slovenia       | 332   | 471   | 774   | 862   | 942   | 1,004 | 1,019 | 1,011 |
| Cyprus         | 384   | 822   | 787   | 820   | 893   | 904   | 990   | 1,028 |
| EU (27)        | 1,026 | 1,652 | 2,047 | 2,121 | 2,272 | 2,014 | 1,999 | 2,209 |

### Average premium per capita (Page 13)

Source: CEA, Eurostat

## Technical provisions (Page 32)

| CZK thousand   | 1999        | 2000        | 2001        | 2002        | 2003        | 2004        |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| Total  | 109,629,384 | 117,100,238 | 134,928,861 | 157,473,421 | 176,285,187 | 198,574,817 |
| Non-life insurance   | 33,443,691  | 30,769,958  | 37,160,167  | 46,624,115  | 50,863,830  | 59,321,459  |
| Life-insurance   | 76,185,693  | 86,330,280  | 97,768,694  | 110,849,306 | 125,421,357 | 139,253,358 |
| life insurance technical provision where the investment risk is borne by the policyholders | 700,464     | 1,650,465   | 2,547,689   | 3,628,059   | 5,002,209   | 7,543,783   |

| CZK thousand   | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| Total  | 221,470,090 | 253,035,567 | 265,597,244 | 278,412,631 | 296,710,555 | 319,766,240 |
| Non-life insurance   | 58,505,201  | 62,261,790  | 68,189,030  | 73,569,221  | 74,229,726  | 73,995,146  |
| Life-insurance   | 162,964,889 | 182,887,012 | 197,408,214 | 204,843,411 | 222,480,829 | 245,771,093 |
| life insurance technical provision where the investment risk is borne by the policyholders | 12,053,208  | 18,545,544  | 26,901,543  | 29,388,794  | 42,572,329  | 57,693,313  |

#### Trend in assets and financial investments (Page 33)

| CZK thousand   | 1997        | 1998        | 1999        | 2000        | 2001        | 2002        | 2003        |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total assets   | 125,148,004 | 133,001,151 | 155,344,254 | 176,557,416 | 201,700,327 | 229,542,497 | 258,893,288 |
| Total financial investments                                      | 93,410,310  | 108,821,940 | 124,885,569 | 141,471,186 | 165,503,583 | 194,372,667 | 215,720,136 |
| Debt securities  | 23,958,648  | 39,161,712  | 56,431,972  | 93,393,223  | 108,953,174 | 133,536,699 | 145,298,820 |
| Shares and other variable-yield securities, other participations | 7,841,404   | 4,269,548   | 4,397,819   | 7,576,262   | 5,299,803   | 13,417,989  | 12,579,437  |
| Financial investments in business groups                         | 13,061,510  | 13,773,708  | 10,341,794  | 9,442,257   | 13,743,294  | 13,098,161  | 18,557,250  |
| Deposits with financial institutions                             | 29,728,436  | 36,449,850  | 38,062,051  | 16,680,824  | 20,859,186  | 20,037,292  | 23,162,065  |

| CZK thousand   | 2004        | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total assets   | 291,796,604 | 316,489,613 | 328,778,386 | 350,558,045 | 374,060,029 | 401,329,375 | 431,308,798 |
| Total financial investments                                      | 249,737,526 | 267,745,199 | 273,749,883 | 284,837,409 | 302,850,121 | 319,038,374 | 328,819,850 |
| Debt securities  | 154,893,816 | 167,355,559 | 194,204,983 | 205,287,026 | 226,853,171 | 250,819,041 | 260,179,368 |
| Shares and other variable-yield securities, other participations | 26,771,463  | 32,784,437  | 30,480,586  | 29,071,525  | 23,219,390  | 17,245,347  | 21,067,127  |
| Financial investments in business groups                         | 24,475,565  | 25,787,352  | 11,259,690  | 11,582,685  | 13,880,270  | 13,354,889  | 13,180,159  |
| Deposits with financial institutions                             | 26,884,226  | 27,329,644  | 26,003,560  | 25,810,909  | 29,119,974  | 25,907,768  | 26,978,018  |

### Trend in premiums written (Page 34)

| CZK thousand                        | 1995       | 1996       | 1997       | 1998       | 1999       | 2000       | 2001       | 2002       |
|-------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Total premiums written              | 33,541,778 | 39,992,888 | 47,616,431 | 55,126,596 | 62,441,883 | 69,284,554 | 79,197,369 | 88,472,777 |
| Non-life insurance premiums written | 24,317,238 | 29,004,021 | 34,926,297 | 40,037,354 | 42,524,486 | 46,514,422 | 50,915,403 | 54,312,191 |
| Life insurance premiums written     | 9,224,540  | 10,988,867 | 12,690,134 | 15,089,242 | 19,917,397 | 22,770,132 | 28,281,966 | 34,160,586 |

| CZK thousand                        | 2003        | 2004        | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total premiums written              | 104,635,906 | 111,585,544 | 115,904,059 | 119,947,890 | 130,351,801 | 137,160,730 | 141,420,318 | 152,857,224 |
| Non-life insurance premiums written | 63,512,520  | 67,384,580  | 70,949,836  | 72,714,992  | 76,232,266  | 80,272,441  | 81,212,599  | 81,092,468  |
| Life insurance premiums written     | 41,123,386  | 44,200,964  | 44,954,223  | 47,232,898  | 54,119,535  | 56,888,290  | 60,207,719  | 71,764,756  |

#### Non-life insurance – ČAP

| CZK thousand   | 1995       | 1996       | 1997       | 1998       | 1999       | 2000       | 2001       | 2002       |
|--|------------|------------|------------|------------|------------|------------|------------|------------|
| Accident insurance                                       | 1,841,672  | 2,078,671  | 2,422,949  | 2,699,432  | 3,042,328  | 3,343,162  | 3,924,667  | 1,612,380  |
| Sickness insurance (private health insurance)            | 18,632     | 49,527     | 89,112     | 128,490    | 163,672    | 211,001    | 263,400    | 306,703    |
| Motor damage insurance except<br>rolling stock           | 5,468,162  | 8,005,496  | 9,923,123  | 10,271,504 | 10,581,602 | 10,367,271 | 10,308,311 | 11,676,382 |
| Total property insurance                                 | 7,429,238  | 8,275,556  | 10,264,056 | 11,067,260 | 11,200,173 | 10,702,796 | 11,209,608 | 12,733,152 |
| Motor third-party liability insurance                    | 3,890,128  | 4,620,876  | 6,150,284  | 9,556,777  | 10,796,397 | 13,930,146 | 15,946,229 | 17,747,416 |
| General liability – industrial and business insurance    | 1,151,169  | 1,390,419  | 1,672,940  | 1,724,346  | 1,864,656  | 1,900,791  | 2,073,818  | 2,350,556  |
|  |            |            |            |            |            |            |            |            |
| CZK thousand   | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
| Accident insurance                                       | 1,737,740  | 1,803,676  | 1,931,609  | 1,882,286  | 2,092,401  | 2,289,242  | 2,457,284  | 2,475,085  |
| Sickness insurance (private health insurance)            | 418,708    | 702,900    | 774,835    | 1,069,835  | 1,230,990  | 1,632,137  | 1,818,371  | 2,662,235  |
| Motor damage insurance except rolling stock              | 13,348,805 | 14,201,661 | 15,042,125 | 15,530,822 | 16,136,890 | 16,789,857 | 16,600,920 | 15,524,968 |
| Total property insurance                                 | 15,982,855 | 16,578,102 | 17,132,023 | 16,649,295 | 16,629,566 | 17,419,335 | 18,267,674 | 18,519,683 |
| Motor third-party liability insurance                    | 19,596,078 | 20,946,109 | 21,612,082 | 22,125,561 | 22,695,591 | 23,621,838 | 24,006,759 | 22,490,275 |
| General liability – industrial<br>and business insurance | 2,503,152  | 2,911,805  | 3,471,403  | 3,337,113  | 3,791,336  | 4,516,074  | 4,664,775  | 4,713,369  |

#### Life insurance (Page 35)

| CZK thousand                            | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|---|------------|------------|------------|------------|------------|------------|
| Total life insurance                    | 14,965,171 | 19,917,397 | 22,770,132 | 28,281,966 | 34,160,586 | 41,123,386 |
| Insurance on survival or survival/death | 8,806,457  | 10,896,480 | 11,185,877 | 15,395,836 | 19,570,669 | 24,422,779 |
| Unit-linked insurance                   | 316,821    | 659,654    | 1,521,980  | 2,452,837  | 3,136,672  | 4,877,722  |
| Supplementary insurance                 | 741,611    | 1,010,682  | 1,075,602  | 1,211,272  | 4,408,184  | 4,463,047  |

| CZK thousand                            | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
|---|------------|------------|------------|------------|------------|------------|------------|
| Total life insurance                    | 44,200,964 | 44,954,220 | 47,232,898 | 54,119,535 | 56,888,290 | 60,207,719 | 71,764,756 |
| Insurance on survival or survival/death | 26,607,673 | 25,859,804 | 24,044,706 | 23,576,427 | 22,527,240 | 22,455,436 | 23,384,892 |
| Unit-linked insurance                   | 6,051,612  | 7,550,390  | 11,336,078 | 18,386,692 | 21,588,116 | 24,215,817 | 34,054,809 |
| Supplementary insurance                 | 4,766,050  | 5,127,461  | 5,407,697  | 5,661,780  | 6,154,739  | 6,896,331  | 7,839,249  |

### Claims settled – ČAP

|                                     | 1995      | 1996      | 1997      | 1998      | 1999      | 2000      | 2001      | 2002      |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total claims settled                | 1,856,420 | 1,902,400 | 2,121,434 | 2,115,255 | 2,240,469 | 2,000,625 | 2,079,560 | 2,157,471 |
| Claims settled – life insurance     | 448,783   | 448,602   | 527,738   | 598,922   | 591,894   | 599,420   | 664,501   | 885,024   |
| Claims settled - non-life insurance | 1,407,637 | 1,453,798 | 1,593,696 | 1,516,333 | 1,648,575 | 1,401,205 | 1,415,059 | 1,272,447 |

|                                     | 2003      | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total claims settled                | 2,193,006 | 2,457,887 | 2331555   | 2,293,389 | 2,275,133 | 2,284,977 | 2,450,102 | 2,700,439 |
| Claims settled – life insurance     | 860,036   | 1,191,452 | 921,523   | 871,796   | 869,578   | 878,393   | 988,339   | 1,062,983 |
| Claims settled - non-life insurance | 1,332,970 | 1,266,435 | 1,410,032 | 1,421,593 | 1,405,555 | 1,406,584 | 1,461,763 | 1,637,456 |

| Claims paid (Fage 50) |            |            |            |            |            |            |            |            |
|-----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| CZK thousand          | 1995       | 1996       | 1997       | 1998       | 1999       | 2000       | 2001       | 2002       |
| Total claims paid     | 18,634,173 | 21,405,949 | 32,231,130 | 32,477,857 | 34,260,919 | 37,159,491 | 39,597,056 | 56,143,529 |
| Life insurance        | 6,412,692  | 6,936,032  | 7,988,841  | 8,805,102  | 9,805,974  | 10,335,455 | 12,372,735 | 12,404,787 |
| Non-life insurance    | 12,221,481 | 14,469,917 | 24,242,289 | 23,672,755 | 24,454,945 | 26,824,036 | 27,224,321 | 43,738,742 |
|                       |            |            |            |            |            |            |            |            |
|                       |            |            |            |            |            |            |            |            |
| CZK thousand          | 2003       | 2004       | 2005       | 2006       | 2007       | 2008       | 2009       | 2010       |
| Total claims paid     | 58,338,482 | 57,046,540 | 51,943,315 | 54,634,394 | 58,502,710 | 66,681,641 | 72,270,910 | 79,037,658 |
| Life insurance        | 14,913,460 | 23,132,796 | 18,632,170 | 18,427,382 | 24,306,291 | 29,387,289 | 32,597,008 | 35,477,781 |
| Non-life insurance    | 43,425,022 | 33,913,744 | 33,311,145 | 36,207,012 | 34,195,855 | 37,294,352 | 39,673,902 | 43,559,877 |

## Claims paid (Page 36)

# CONTACT

Czech Insurance Association Na Pankráci 1724/129, Gemini B 140 00 Prague 4 Czech Republic Tel.: +420 222 350 150 Fax: +420 221 413 409 e-mail: info@cap.cz http://www.cap.cz

