



# **Performance consistent with our plans**

Q1 2016 Results Presentation

May 2016





Everything will be allright.

www.triglav.eu

# We are here.

# With you.

# Now and in the future.

Moving Forward into the Mobile Future

# Developing Smart, Connected Services

Life is changing rapidly. Our clients increasingly use the web and mobile devices, particu smart phones and tablets. We believe that the future lies in mobile devices, with smart, connected products playing an especially important role. With the help of the latter, Trig business is becoming increasingly client-oriented and its processes simplified.



fast and useful mobile Triglav applications.



## Financial Highlights

### Financial Reporting and Outlook

# Appendix

# **About Triglav Group**



**Triglav**, with an elevation of 2,864 meters (9,396 ft), is the highest mountain in Slovenia and the highest peak of the Julian Alps.

### **Core business is insurance**

#### **Triglav Group**

- Parent company Zavarovalnica Triglav d.d., 31 subsidiaries and 3 associated companies
- 5.171 employees

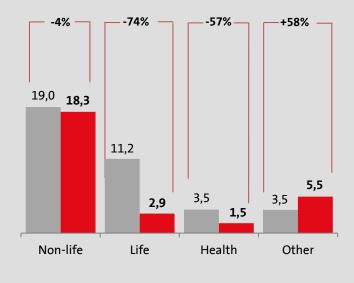
#### **Core business:**



#### Ratings

- S&P rating A-/positive outlook
- AM Best rating A-/positive outlook

#### PBT Q1 2016 by business segments in EUR M



🛛 Q1 2015 🛛 Q1 2016



# Market leader in Slovenia and in Adria region

Market presence in **6 countries in Adria region** (Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Montenegro and Macedonia)

#### **20.1 %** market share in Adria Region DDOR 2,0% MERKUR 2.5% GRAWE 3,4% DUNAV 3,8% 2013 ALLIANZ 4,0% 2014 UNIQA 4,4% VIG 5,4% VZAJEMNA 6,2% AGRAM 6,5% GENERALI 6,7% ADRIATIC. 7.2% CROATIA 9.0% SAVA 9.2% 20,0% TRIGLAV 20,1% 0,0% 5,0% 10,0% 15,0% 20,0% 25,0%

#### Country Market position Total market share Slovenia\* 1 37.1% Croatia 8 4.4% Serbia (Q3 2015) 6 4.2% Bosnia and 8.6% 3 Herzegovina

\*Parent company and both subsidiaries (Triglav, Zdravstvena

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Zavarovalnica and Skupna pokojninska družba)

Montenegro

Macedonia (NL)



38.8%

16.9%

### Investment story: From high growth to profitable operations



#### Focus on profitability and selective expansion

- Profitability of the core business result of consolidation of business functions, prudent selection of insurance risks, transfer of know-how – exploiting potential of existing markets
  - Efficient system of risk management compliant with Solvency II

#### Fast growth in the markets of former Yugoslavia

- Limited growth potential of Slovenian insurance market
  - High growth potential and knowledge level of relatively undeveloped insurance markets of former Yugoslavia – entry on all markets in former Yugoslavia region

#### Leading insurance company in Slovenia – expansion started in 2000

- Fast growth in Slovenia, especially life insurance
  - Entry into private pension business
  - In part a regional strategy besides Slovenia present in Croatia, Czech Republic and Montenegro

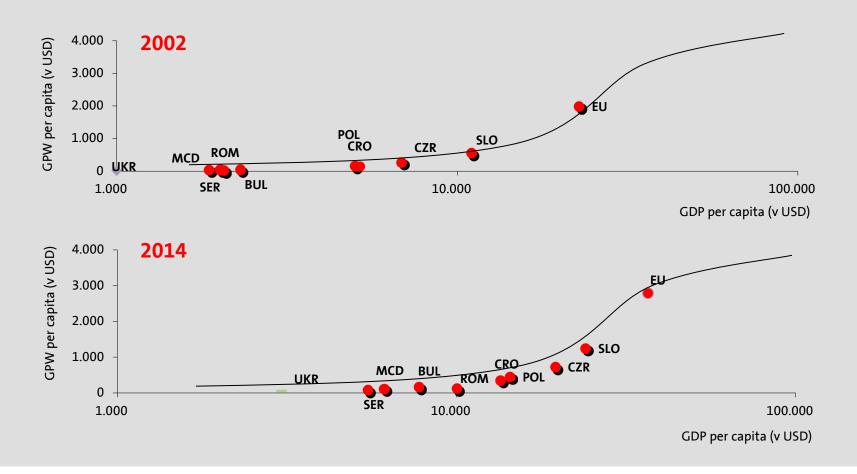
2007

2000



# **Triglav Group's Markets with growth potential**

#### GDP growth and low insurance density key growth drivers on target markets



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# **Experienced Management Team**



Andrej Slapar, President of the Management Board, BSc in Law

CEO



Uroš Ivanc, CFA, Member of the Management Board, MScBa

CFO



#### Benjamin Jošar, Member of the Management Board, MBA

 In charge of Triglav INT company, Subsidiary Management Department, Strategic Planning and Controlling Department, Risk management Department.



#### Tadej Čoroli, Member of the Management Board, BSc in Law

 In charge of Sales, Marketing and Distribution of insurance, Non-life insurance and Non-life claims insurance divisions, Marketing Department.



#### Marica Makoter, Member of the Management Board, BSc in Law

• Employee Representative, in charge of Fraud Prevention and Investigation Department, Project Office and IT Division.



# **Financial Highlights**



Performance of the Triglav Group in Q1 2016 consistent with its plans.

Gross written premium	EUR 259m	Decreased by 1%
Profit before tax	EUR 28m	In line with plans for 2016
Combined ratio non-life	91.4%	Improved by 0.9 p.p.
Dividend declared	EUR 2.5 per share	64% of net profit of Triglav Group for 2015

Based on the Q1 2016 performance we estimate the annual net profit before tax of the Group to be in the budgeted range.



# Strategy 2013- 2017: We keep firmly on track

Strategic goals 2013- 2017	Accomplished in Q1 2016
<ul> <li>Profitable operations</li> </ul>	<ul><li>PBT EUR 28.2m</li><li>Net profit EUR 22.6m</li></ul>
<ul> <li>Focus on core insurance business</li> </ul>	<ul> <li>Ownership consolidation of Group's subsidiaries (from 40 to 34 companies),</li> <li>Disinvesting shareholdings in some companies whose business is incompatible with Group's Strategy</li> </ul>
<ul> <li>Net combined ratio 95% stable</li> </ul>	<ul> <li>Net combined ratio 91.4%</li> </ul>
<ul> <li>Slovene market: Focus on profitability, maintenance of largest market share, attention to health and pension insurance products</li> </ul>	<ul> <li>PBT of the parent company EUR 26.3m</li> <li>With 37.1 market share clearly in the lead</li> </ul>
<ul> <li>Non-Slovene markets: Adequate growth and profitability rates on key markets, efficient corporate governance of subsidiaries</li> </ul>	<ul> <li>GWP growth on all Triglav Group markets</li> <li>Business model Triglav INT for better CG</li> </ul>
<ul> <li>Dividend policy (in 2016 revised in line with Solvency II): Based on the target capital adequacy (250 – 300%) and the plans for growth. The dividend in the amount of 30– 50% of the consol. net profit if the capital adequacy remains in the target zone following the dividend payments.</li> </ul>	<ul> <li>Dividend declared: 64% of net profit of Triglav Group for the 2015</li> </ul>

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# Solvency II deeply entrenched in Triglav Group

Solvency II framework Triglav Group		glav Group	
•	Risk-based supervision	•	Standard formula used, embedded in risk and business management
t	Insurers' business models are adequately reflected	•	Focus on profitable underwriting and liability-driven investments (well diversified risk profile)
	Changing capital requirements	-	Capital adequacy appropriately high. Solvency II ratio

- Changing capital requirements through final calibration
- Reporting and public disclosure
- Uniform regulatory framework enhances comparability across the industry
- Business opportunities for insurers and reinsurers, driver of product innovation

- Capital adequacy appropriately high, Solvency II ratio within the target range 250 – 300% (31 Dec 2015)
- In 2015 and 2016 extensive reporting to the supervisor (AZN), selected public disclosure in Q reports 2016, SFCR report in 2017
- Active participation in the implementation of S II in Slovenia, knowledge transfer to the Triglav Group's insurance markets
- Market leader position in Slovenia in structuring complex and innovative solutions

#### S&P rating A-/positive outlook

#### A.M. Best rating A-/positive outlook

Ratings reflect the leading market position of Triglav Group in both Slovenia and Adria region, its highly visible brand and its extensive sales network; the high profitability of Group's operations, its solid capital adequacy and a high level of liquidity.

The insurance market in Slovenia, especially health and pension insurance markets, will benefit from the improved economic conditions in the country. Based on the Group's leading market position, a good business outlook, the quality of the existing portfolio and robust risk management, both S&P and A.M.Best assigned the Triglav Group a positive medium-term outlook.



# **Dividend policy and capital management**

In 2016 revised dividend policy is based on the Triglav Group's target capital adequacy and takes into account not only the planned volume of business and the related foreseen capital needs in the Slovene and strategic markets but also the guidelines and good practices of the insurance sector. The basis for the dividend payment is a sufficient amount of accumulated profit of Zavarovalnica Triglav for the year.

> 300%	Excess capital adequacy	<ul> <li>The possibility of increased risk appetite</li> <li>The possibility of more aggressive growth in the volume of operations and consideration of possible changes to the business strategy</li> <li>The possibility of increasing the share of dividend payments</li> <li>The possibility of excess capital payout (capital reduction)</li> </ul>
250 – 300%	Target capital adequacy	<ul> <li>The payment of dividends within the target range of 30 – 50 of consolidated net profit of the Triglav (payout ratio of 30-50%)</li> <li>Maintenance of the applicable risk appetite</li> <li>Room for growth in the volume of operations in line with the applicable business strategy</li> </ul>
200 - 250%	Suboptimal capital adequacy	<ul> <li>Analysis of possible measures to prepare a capital adequacy improvement plan</li> <li>Assessment of possible selective reduction in the volume of operations</li> <li>Changes to the plans for expanding operations</li> <li>The possibility of reducing the share of dividend payments (lower payout ratio)</li> </ul>
150 – 200%	Warning capital adequacy	<ul> <li>The preparation of the plan and the implementation of measures aimed at improving capital adequacy</li> <li>The implementation of measures for selective reduction in the volume of operations</li> <li>Strict limitation of the expansion of operations</li> <li>Reduction in the share of dividend payments</li> </ul>
< 150%	Insufficient Capital adequacy	<ul> <li>Assessment of the possibility of issuing subordinated capital instruments</li> <li>Implementation of the restructuring plan</li> <li>Consideration of the possibility to increase capital</li> <li>No dividend payments</li> </ul>



# Highlights for Triglav Group in 2016

#### **Dividend declared**

EUR 2.5 gross per share (64% of net profit of Triglav Group for 2015; Annual General Meeting on 31 May 2016)

#### Suspended voting rights re-established

Securities Market Agency decision on re-establising the suspended voting rights of Zavarovalnica Triglav d.d. to state-owned shareholders

#### **Changes in Supervisory Board**

Resignation of chairman of the Supervisory Board (resignation to take effect as of the date of the first regular General Meeting)

#### New term of office for Member of the Management Board

Reappointment of the current Management Board – Employee Representative Marica Makoter for a five-year term of office, commencing on 22 December 2016.

#### Sale of the investment in Avrigo d.o.o. completed

Sale of 97.31% stake in Avrigo initiated in early 2015 and completed in February 2016.





# Financial Reporting

# and

# Outlook

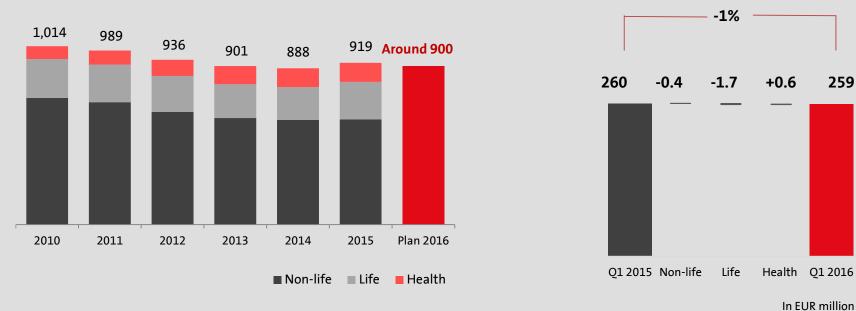


		In EUR million	
	Q1 2016	Q1 2015	Index
			2016/2015
Gross written premium	258,7	260,1	99
Net premium income	201,6	204,6	99
Gross claims paid	147,3	148,8	99
Net claims incurred	139,7	144,0	97
Gross operating costs*	53,5	54,1	99
Profit before tax	28,2	37,2	76
Net profit for the accounting period	22,6	31,1	73
Gross insurance technical provisions	2.632,0	2.600,4	101
Total equity	734,9	704,0	104
Number of employees	5.171	5.379	96
Expense ratio non-life	29,7%	28,7%	104
Net claims ratio non-life	61,7%	63,7%	97
Combined ratio non-life	91,4%	92,3%	99

\*Insurance business gross operating costs



# Gross written premium Q1 2016 as planned

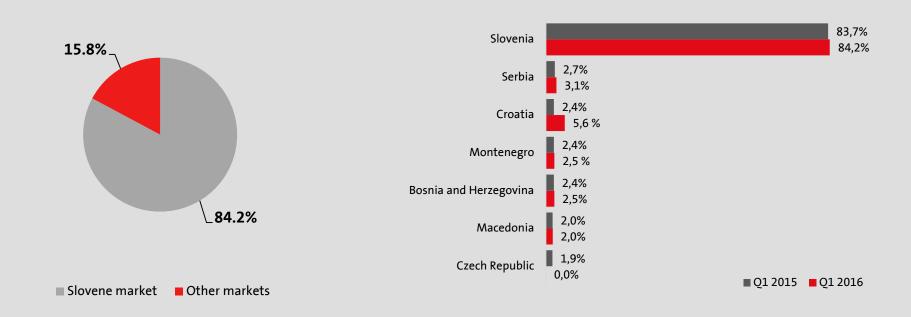


#### **GWP** Development in EUR million

GPW by segments	Index Q1 2016	6/Q1 2015
Non-life insurance	100	Index 103 if taking into account the sale of the Czech insurer in 2015
Life insurance	97	Result of a high sums paid out on the maturity of insurance policies
Health insurance	102	Result of successful marketing of supplemental health insurance products



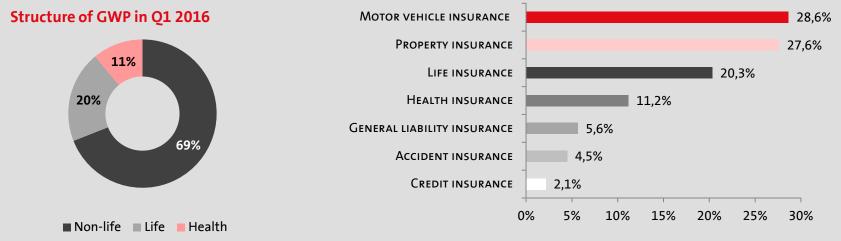
# **GWP of Triglav Group by markets**



#### **GWP of Triglav Group – Slovene/Other markets**

GWP of Triglav Group by markets

# Well balanced insurance portfolio structure



\*Structure of consolidated GWP

No major changes in structure of GWP (Q1 2016/Q1 2015):

- Non-life: 68.7% (Q1 2015: 68.5%)
- Life 20.3% (Q1 2015: 20.8%)
- Health 11.0% (Q1 2015: 10.7%)

Motor vehicle insurance the most important segment of GWP (30.1% share in total written premium).

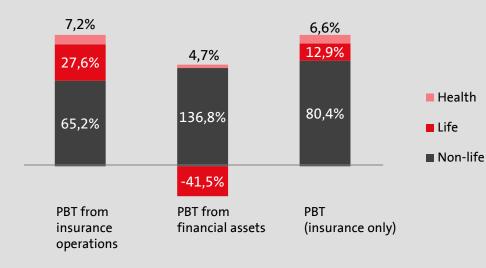


# Structure of Profit before tax of Triglav Group

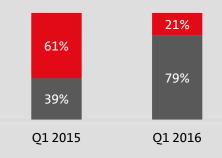
			Ç	21 2016				Q1 2015
	Non-life	Life	Health	Total	Non-life	Life	Health	Total
PBT from underwriting activities	11,7	4,9	1,3	17,9	8,36	1,6	3,1	13,1
PBT from investment activities	6,6	-2,0	0,2	4,8	10,6	9,6	0,4	20,6
PBT from insurance operations	18,3	2,9	1,5	22,7	19,0	11,2	3,5	33,7
PBT from non-insurance operations				5,5				3,5
Total PBT				28,2				37,2

#### In EUR million

Growth of profit from underwriting activities, lower profit from financial investments.



#### Structure of Q1 2016 PBT

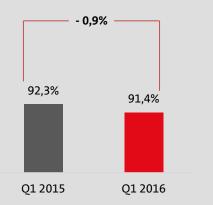


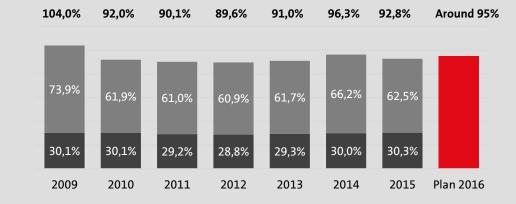
PBT from financial assetsPBT from insurance operations



# Group Q1 2016 non-life combined ratio improved to 91.4%

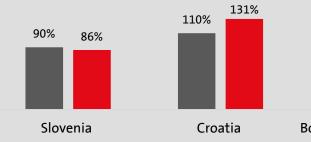
#### Triglav Group non-life combined ratio



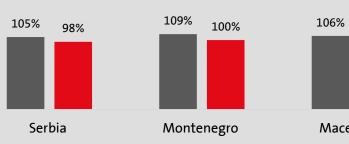


Expense ratio

#### Non-life combined ratios by Triglav Group markets



97% 99%



■ Q1 2015 ■ Q1 2016

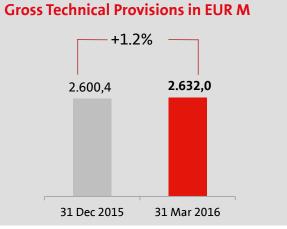
Macedonia

#### Q1 2016 Results Presentation – Financial reporting

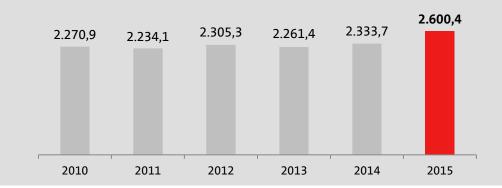
103%



Solvency II ratio (31. Dec 2015): Within the target range 250 – 300%



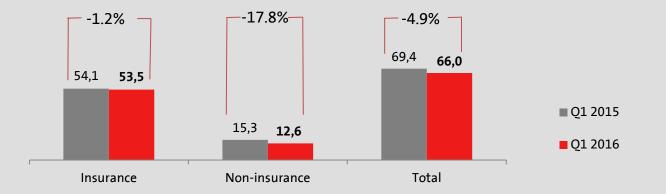
Year-End Gross Technical Provisions in EUR M



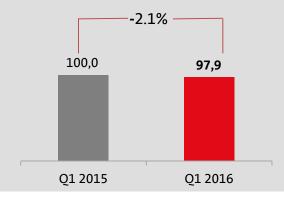
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# **Cost-effectiveness, lower gross claims**





Non-life gross claims in EUR million



Life gross claims in EUR million





The business plan of Triglav Group for 2016 takes into account the still demanding and highly competitive conditions on the Group's insurance markets, the expected loss ratio and lower returns on investments compared to 2015.

Q1 2016: Our outlook for Triglav Group's profit before tax is unchanged, EUR 80 – 90 million for 2016.

In EUR million

	2011	2012	2013	2014	2015	2016 plan
Gross written premium	989	936	901	888	919	Around 900
Profit before tax	58	90	84	100	102	80 - 90 million
Combined ratio non-life	90.1%	89.6%	91.0%	96.3%	92.8%	Around 95%

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# The Strategy of Triglav Group 2013 - 2017

Moderate expansion with focus on profitability.

#### **Triglav Group Goals for 2017**

- Key business pillars are insurance and asset management.
- Strategic objectives for the 2013-2017 period:
  - 1. Profitable operations and increasing the value of the Triglav Group;
  - 2. *Client orientation;*
  - 3. Simplification of business processes and cost efficiency,
  - 4. Achieving adequate growth and profitability rates on key markets and maintaining efficient corporate governance of companies within the Triglav Group.
- ROE (end of strategic period target): above 10%.
- Profitable operation of all subsidiaries.
- Net combined ratio: 95% stable.
- On the Slovene market, focus on profitability and maintaining the largest market share (special attention to health and pension insurance products).
- Expansion of the Triglav Group: Further growth and development in target markets in South-East Europe (organic growth, growth through acquisitions is not to be excluded).

# Appendix –

# **Additional information**



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	Insurance	Asset management	Other 🥂 🌱 🦓
Slovenia	Zavarovalnica Triglav, d.d.	Triglav Skladi, d.o.o.	Triglav INT, d.d.
	Pozavarovalnica Triglav Re, d.d.	Triglav, Upravljanje nepremičnin, d.d.	Triglav Svetovanje, d.o.o.
	Triglav, Zdravstvena zavarovalnica, d.d.		Triglav Avtoservis, d.o.o.
	Skupna pokojninska družba, d.d.		TriglavKo, d.o.o.
Croatia	Triglav Osiguranje, d.d., Zagreb		TRI-LIFE, d.o.o.
Bosnia and Herzegovina	Triglav Osiguranje, a.d., Banja Luka	PROF-IN, d.o.o.	Triglav Auto, d.o.o.
	Triglav Osiguranje, d.d., Sarajevo		Autocentar BH, d.o.o.
			TRI-PRO BH, d.o.o.
			Unis automobili i dijelovi, d.o.o.
Serbia	Triglav Osiguranje, a.d.o., Belgrade		Triglav Savetovanje, d.o.o.
Montenegro	Lovćen Osiguranje, a.d., Podgorica		Lovćen Auto, a.d.
	Lovćen životna osiguranja, a.d., Podgorica		
Macedonia	Triglav Osiguruvanje, a.d., Skopje		



# Slovenia

Zavarovalnica Triglav

Triglav Zdravstvena zavarovalnica



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Key figure	S
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Market share*	Ļ	-0.7 p.p.	36.3%
Market position	0		1
Gross premium written	Ļ	-1%	201.0 M EUR
Gross operating costs	1	+1%	40.9 M EUR
Gross claims paid	0	+0%	117.9 M EUR
Combined ratio	Ŷ	-4.0 p.p.	86.0%

Market development	
Insurance penetration (2014)	5.2%
GPW	554 M EUR (+1.3%)
Insurance density (2014)	940 EUR per capita

#### **Major events**

- High profitability, market position preserved
- GPW of Zavarovalnica Triglav decreased by 1%, 2% GPW growth by TZZ
- Aggressive price competition

\*Taking into account also new subsidiary Skupna pokojninska družba the Triglav Group holds in Slovenia a market share of 37% (44% in non-life insurance, 36% in life insurance and 23% in health insurance).

# Slovenia

Skupna pokojninska družba

#### Key figures

Market share (2015)			19.0%
Market position (2015)			2
Gross premium written	仓	+9%	7.3 M EUR
Gross operating costs	1	+17%	0.7 M EUR
Gross claims paid	Ţ	-5%	4.4 M EUR



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New insurance subsidiary of the Triglav Group in 2015

- Provider of voluntary supplemental pension insurance
- Acquisition on 9 January 2015, takeover bid to acquire all shares in total value EUR 11.1 million
- As at 31 March 2016 Zavarovalnica Triglav is a 71,87% owner
- Triglav Group one of the leading pension insurance providers in Slovenia

# Croatia

Triglav Osiguranje Zagreb



#### **Key figures**

Market share	ſ	+0.5 p.p.	4.4%
Market position	0		8
Gross premium written	ſ	+13%	14.5 M EUR
Gross operating costs	0	+0%	4.1 M EUR
Gross claims paid	1	+18%	6.7 M EUR
Combined ratio		+20.2 p.p.	130.5%

Market development	
Insurance penetration (2014)	2.6%
GPW	332 M EUR (-0.5%)
Insurance density (2014)	265 EUR per capita

- Increased market share based on increased number of insurance policy contracts sold
- Strong price competition due to motor vehicle liability market liberalization

# Serbia

#### Triglav Osiguranje Belgrade



Market share (Q3 2015)	仓	+0.5 p.p.	4.2%
Market position (Q3 2015)	0		6
Gross premium written	ſ	+17%	8.1 M EUR
Gross operating costs	1	+11%	2.4 M EUR
Gross claims paid		+8%	2.8 M EUR
Combined ratio	Ŷ	-6.9 p.p.	97.8%

Market development	
Insurance penetration (2014)	1.9%
GPW (Q3 2015)	503 M EUR (+18%)
Insurance density (2014)	84 EUR per capita

- High growth across all lines of business
- Realisation of economies of scale and increased profitability

# Bosnia and Herzegovina

Triglav Osiguranje Sarajevo Triglav Osiguranje Banja Luka



Key	figures
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<u>Rey liguies</u>			
Market share	Ļ	-0.2 p.p.	8.6%
Market position	0		3
Gross premium written	ſ	+4%	6.5 M EUR
Gross operating costs	1	+8%	2.7 M EUR
Gross claims paid	Ŷ	-42%	2.0 M EUR
Combined ratio	1	+2.1 p.p.	98.6%

Market development	
Insurance penetration (2014)	2.1%
GPW	75 M EUR (+7%)
Insurance density (2014)	76 EUR per capita

- Increase in MTPL price on the market
- Strong life insurance growth

# Montenegro

Lovćen osiguranje Lovćen životna osiguranja



Key figures			
Market share	ſ	+2.9 p.p.	38.8%
Market position	0		1
Gross premium written	Î	+6%	6.5 M EUR
Gross operating costs	Ţ	-3%	2.3 M EUR
Gross claims paid	1	+7%	3.8 M EUR
Combined ratio	Ŷ	-8.7 p.p.	100.3%

Market development	
Insurance penetration (2014)	2.2%
GPW	17 M EUR (-2%)
Insurance density (2014)	116 EUR per capita

- Maintained dominant market position
- Implemented significant cost efficiency iniciatives

# Macedonia

Triglav Osiguruvanje Skopje



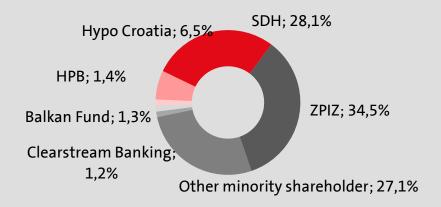
Key	figures
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Market share NL	Î	+0.5 p.p.	16.9%
Market position NL	ſ		1
Gross premium written	0	+0%	5.2 M EUR
Gross operating costs		+9%	1.5 M EUR
Gross claims paid	Ŷ	-15%	1.9 M EUR
Combined ratio	Ŷ	-3.3 p.p.	103.1%

Market development	
Insurance penetration (2014)	1.5%
GPW NL	31 M EUR (-2%)
Insurance density (2014)	60 EUR per capita

- Maintained market leader position
- Focus on profitability
- Introduction of health insurance products on the market

### Shareholder structure of Zavarovalnica Triglav



- Shareholdings of international shareholders 17.2% (2008: 4%).
- Ownership concentration (share owned by Top 10) grew by 0.2 p.p. to 75.8%.

Government predominant shareholder

	Domestic	Foreign	Legal entities		Total
Number of shares	18.834.837	3.900.311	20.441.973	2.293.175	22.735.148
Number of shareholders	27.476	483	617	27.342	27.959
Number of shares - percentage	82,84%	17,16%	89,91%	10,09%	100%
Number of shareholders - percentage	98,27%	1,73%	2,21%	97,79%	100%



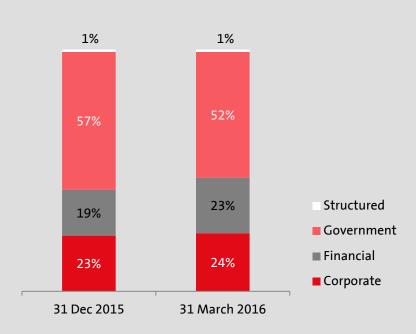
	Non-life & Health <sup>1</sup>		Life & Pensions <sup>1</sup>		Total	
	In EUR M	In %	In EUR M	In %	In EUR M	In %
Investment property	85,0	7%	2,3	0%	87,3	3%
Investments in associates <sup>2</sup>	2,5	0%	4,2	0%	6,7	0%
Shares and other floating rate securities	116,4	10%	117,8	8%	234,2	9%
Debt and other fixed return securities	886,3	76%	1.198,0	86%	2.084,3	82%
Loans given	5,2	0%	23,1	2%	28,3	1%
Deposits with banks	45,8	4%	34,5	2%	80,3	3%
Other financial investments	18,2	2%	10,6	1%	28,8	1%
Investments	1.159,5	100%	1.390,4	100%	2.549,9	100%
Financial investments of reinsurance companies in				_		
reinsurance contracts with cedents	4,1		0,0		4,1	
Unit-linked insurance contract investments	0,0		438,6	_	438,6	
Group financial investments	1.163,6		1.829,1		2.992,7	

#### Fixed income prevailing

1 Includes investments in own funds of the Group.

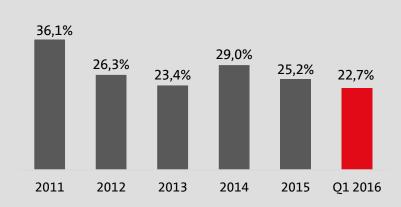
2 Investment in associates are mainly additional Real Estate exposure.





#### Bond Portfolio Structure by Type of Issuers

#### **Exposure to Slovenian Bonds in Total Bonds**



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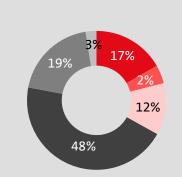
# Triglav Group Investment portfolios: Non-Life and Health (as at 31 March 2016)

Slovenia

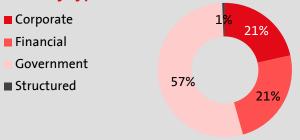
Balkan

#### **Bonds by rating**

- Α
- BBB
- Below BBB
- Not rated



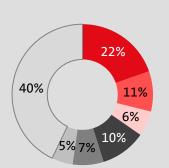
#### **Bonds by Type of Issuer**



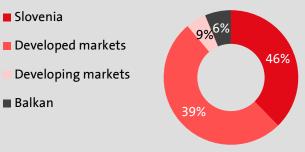
#### **Top Bond Exposures by Country**

- Slovenia
- Netherlands
- Spain
- Germany
- Italy
- France
- □ Other

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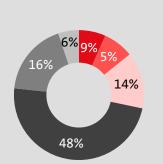
#### **Equity Exposures by Region**



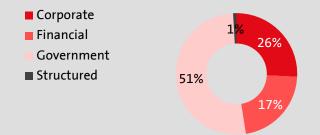
# Triglav Group Investment portfolios: Life\* and Pensions (as at 31 March 2016)

#### Bonds by rating

- AAA
- AA
- A
- BBB
- Below BBB
- Not rated



#### Bonds by Type of Issuer

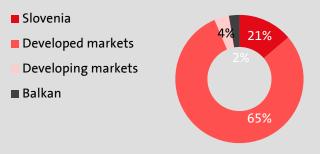


#### **Top Bond Exposures by Country**



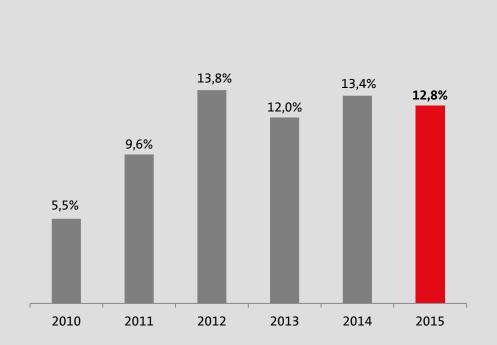
\*Unit-linked investments excluded.

#### **Equity Exposures by Region**



### **Return on Equity above 10%**

Triglav Group's return on equity

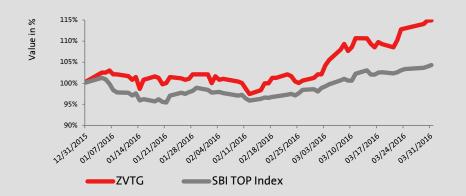


In 2015 the Group's and the parent company's return on equity 12.8% and 10.9% respectively.

Strategic goal: Above 10%.

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# **Share Price Performance in Q1 2016**



- ZVTG price increased by 15 % (SBI TOP Index increased by 4%).
- The second largest listed company and the fourth most traded share on the LJSE.
- The average daily turnover EUR 192,483.

	31 Mar 2016	31 Dec 2015	31 Dec 2014	31 Dec 2013
Book value per share (in EUR) *	31,83	30,48	30,0	25,7
Earnings per share (in EUR)**	1	3,91	3,77	3,07
Share market price (in EUR)	27,0	23,5	23,6	19,0
Market capitalization (in EUR million)	614	534	537	432
Dividend per share (in EUR)		To be defined	2,5	1,7

Stock ExchangeLjubljana Stock Exchange (USE), Prime Market, Trading Symbol ZVTGISIN codeSI0021111651Bloomberg: ZVTG.SVReuters: ZVTG.U

\*Equity attributable to the controlling company from consolidated financial statements/ Number of shares excluding treasury shares \*\* Net profit of Triglav Group/Number of shares



# Financial Calendar 2016 of Triglav Group

Planned*	Type of announcement	Silent period**
Thursday, 3 March 2016	Preliminary Figures 2015	From Thursday, 18 February 2016
	Audited Annual Report 2015	
Wednesday, 6 April 2016	Proposed dividend	From Wednesday, 23 March 2016
	Corporate Governance Code Statement	
Friday, 22 April 2016	Notice convening the General Meeting	
Friday, 20 May 2016	1st Quarter Report 2016	From Friday, 6 May 2016
Tuesday 21 May 2016	Resolutions of the General Meeting	
Tuesday, 31 May 2016 Ex-Div Date and Dividend Payment Date info		
Friday, 19 August 2016	Half-Year Report 2016	From Friday, 5 August 2016
Friday, 18 November 2016	iday, 18 November 2016 9M Report 2016	

\* The actual dates may differ from the above stated planned dates.

\*\* The silent period denotes a period preceding the announcement of the Company/Group report, during which Zavarovalnica Triglav does not disclose information on current operations to the public.

The financial calendar, as well as any amendments to the provisional dates of publication will be published on the Ljubljana Stock Exchange's website via the SEOnet system at <a href="http://seonet.ljse.si">http://seonet.ljse.si</a> and on the Company's website at <a href="http://seonet.ljse.si">www.triglav.eu</a>.



## IR Calendar 2016 of Triglav Group

Date*	Investor Conference/Roadshow
11 March 2016	Intercapital, London Stock Exchange, Sachs Investor conference (London)
24 May 2016	Ljubljana and Zagreb Stock Exchange and WOOD Investor conference (Zagreb, Croatia)
From 7 to 9 September 2016	WOOD: Frontier Investor Day with FT (Bucharest)
From 5 October to 9 Oktober 2016	Erste group Investor Conference (Stegersbach, Austria)
November 2016	Upgrade in Belgrade, Conference of Belgrade Stock Exchange& WOOD (Belgrade, Serbia)
21 November 2016	Investor conference of Vienna SE, Erste Group and Auersbach Grayson(New York, USA)
26 November 2016	Investor conference of Ljubljana Stock Exchange (Ljubljana)
From 29 November to 2 December 2016	WOOD's Winter Wonderland: Emerging Europe Conference (Prague)

\*The actual dates may differ from the above stated planned dates. More info: <u>www.triglav.eu</u>.

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