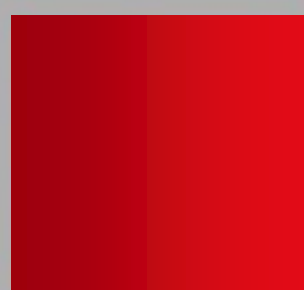




Triglav Group

Building a
Safer Future.



H1 2021 Results

Investor Presentation for LJSE Webcast

August 2021

Disclaimer



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H1 2021 Highlights

H1 2021 Results

Outlook 2021



H1 2021

Highlights







H1 2021 Key Financials

Annual profit guidance confirmed, taking into account business conditions anticipated until the end of 2021.

GROSS WRITTEN PREMIUM


€ 731.1M

 Up by 9% y-o-y
 Up by 16% compare to H1 2019

SLOVENIA	+7%
OTHER MARKETS	+16%
 Non-life	+10%
 Life & Pensions	+9%
 Health	+1%

PROFIT BEFORE TAX


€ 56.2M

 Up by 39% y-o-y
 Up by 35% compare to H1 2019

Strong underwriting profitability and solid performance of non-insurance companies, negative effect of continuation of low interest rates.

COMBINED RATIO NON-LIFE

89.6%

 92.4% in H1 2020

Favourable CoR NL due to improved net claims ratio (down from 64.3% in H1 2020 to 60.1% in H1 2021).



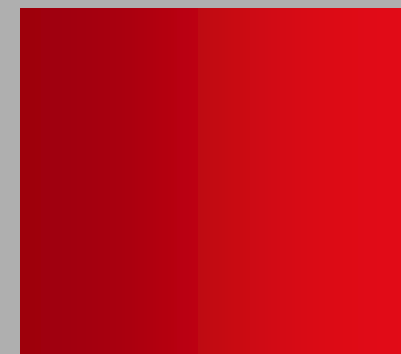
H1 2021 Highlights

		In line with Strategic guidelines																														
H1 2021 performance	PBT up by 39% y-o-y. GWP up by 9% y-o-y. Good capital position within the target level of 200–250%.	Long-term stable and profitable operations & greater value of Triglav Group.																														
In 2021 dividend paid	<p>After fulfillment of this year’s pandemic-related requirements of insurance regulator, Triglav again implemented dividend policy with dividend payment.</p> <table border="1"> <caption>Dividend Data (2013-2021)</caption> <thead> <tr> <th>Year</th> <th>Gross DPS in €</th> <th>Payout (%)</th> </tr> </thead> <tbody> <tr><td>2013</td><td>2.0</td><td>63%</td></tr> <tr><td>2014</td><td>1.7</td><td>56%</td></tr> <tr><td>2015</td><td>2.5</td><td>67%</td></tr> <tr><td>2016</td><td>2.5</td><td>64%</td></tr> <tr><td>2017</td><td>2.5</td><td>69%</td></tr> <tr><td>2018</td><td>2.5</td><td>82%</td></tr> <tr><td>2019</td><td>2.5</td><td>70%</td></tr> <tr><td>2020</td><td>0.0</td><td>0%</td></tr> <tr><td>2021</td><td>1.7</td><td>53%</td></tr> </tbody> </table>	Year	Gross DPS in €	Payout (%)	2013	2.0	63%	2014	1.7	56%	2015	2.5	67%	2016	2.5	64%	2017	2.5	69%	2018	2.5	82%	2019	2.5	70%	2020	0.0	0%	2021	1.7	53%	Attractive and sustainable dividend policy.
Year	Gross DPS in €	Payout (%)																														
2013	2.0	63%																														
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2018	2.5	82%																														
2019	2.5	70%																														
2020	0.0	0%																														
2021	1.7	53%																														
Innovation & Development	Redesign and launch of new products & assistance services (focus on life and health insurance products, also other e.g. pet insurance).	Client focus.																														
Growth	Consistently increasing share of subsidiaries’ GWP outside Slovenia. Cross-border insurance services, partnerships expanded from Greece, Italy, Norway and the Netherlands to Poland and Denmark.	Long-term focus on the existing markets. New business models for entering markets outside region.																														
ESG	Wide range of activities, aimed at improving ESG reporting, compliance with SFDR and further integration of sustainability risks and opportunities into Triglav’ business.	Triglav’s mission: We build a safer future.																														
Corporate Governance	Appointment of new members of SB by AGM due to expiration of term of office of existing members.	Focus on high level of corporate governance.																														



H1 2021 Results

Financials & Investments





H1 2021 Performance at a Glance

	In € million				
	H1 2021	H1 2020	H1 2019	Index 2021/2020	Index 2021/2019
Gross written premium	731.1	673.4	630.2	109	116
Net premium income	544.1	523.1	491.8	104	111
Gross claims paid	347.6	330.8	334.8	105	104
Net claims incurred	351.3	338.3	330.1	104	106
Gross operating costs	163.6	148.5	147.3	110	111
Profit before tax	56.2	40.6	41.7	139	135
Net profit	47.0	33.5	34.7	140	135
Expense ratio	29.5%	28.2%	28.1%		
Net claims ratio	60.1%	64.3%	65.1%		
Combined ratio	89.6%	92.4%	93.2%		

	H1 2021	2020 YE	Index H1 2021/2020 YE
Gross insurance technical provisions	3,221.3	3,033.2	106
Total equity	871.9	870.2	100
Number of employees	5,322	5,316	100

Structure of Profit Before Tax of Triglav Group

Consolidated PBT from (in € M):	Non-life	Life & Pen.	Health	Total	H1 2021 y-o-y
Underwriting activities (1)	36.9	7.0	4.9	48.8	↑ +37%
Investment activities net of investment guarantees (2)	5.6	-1.9	0.3	3.9	↓ -9%
Insurance (1 +2)	42.6	5.0	5.2	52.8	↑ +32%
Non-insurance* (3)				3.5	↑ In H1 2021 €0.6M
Total PBT (1+2+3)				56.2	↑ +39%
*Non-insurance PBT consists mainly from results of AM company, real estate management company and insurance agency.					
PBT by insurance segments:	Non-life	Life & Pen.	Health		
H1 2021 y-o-y:	↑ +23%	↑ In H1 2020 €0.3M	↑ +1%		

→ Strong underwriting profitability.

→ Lower regular interest income and realised capital gains.

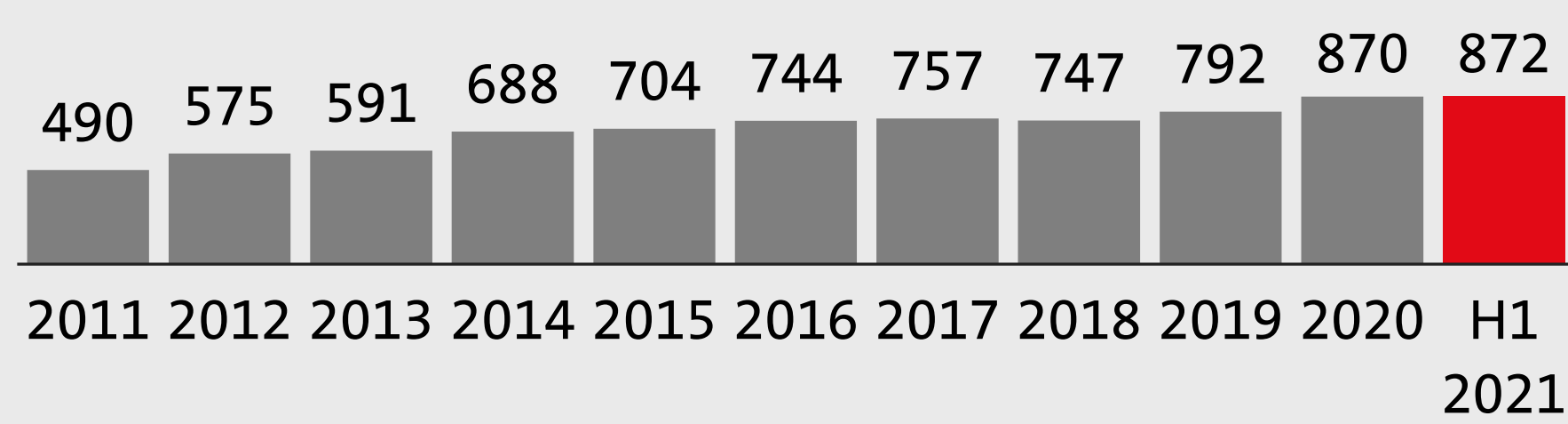
→ Solid results of non-insurance business.



Resilience And Financial Strenght

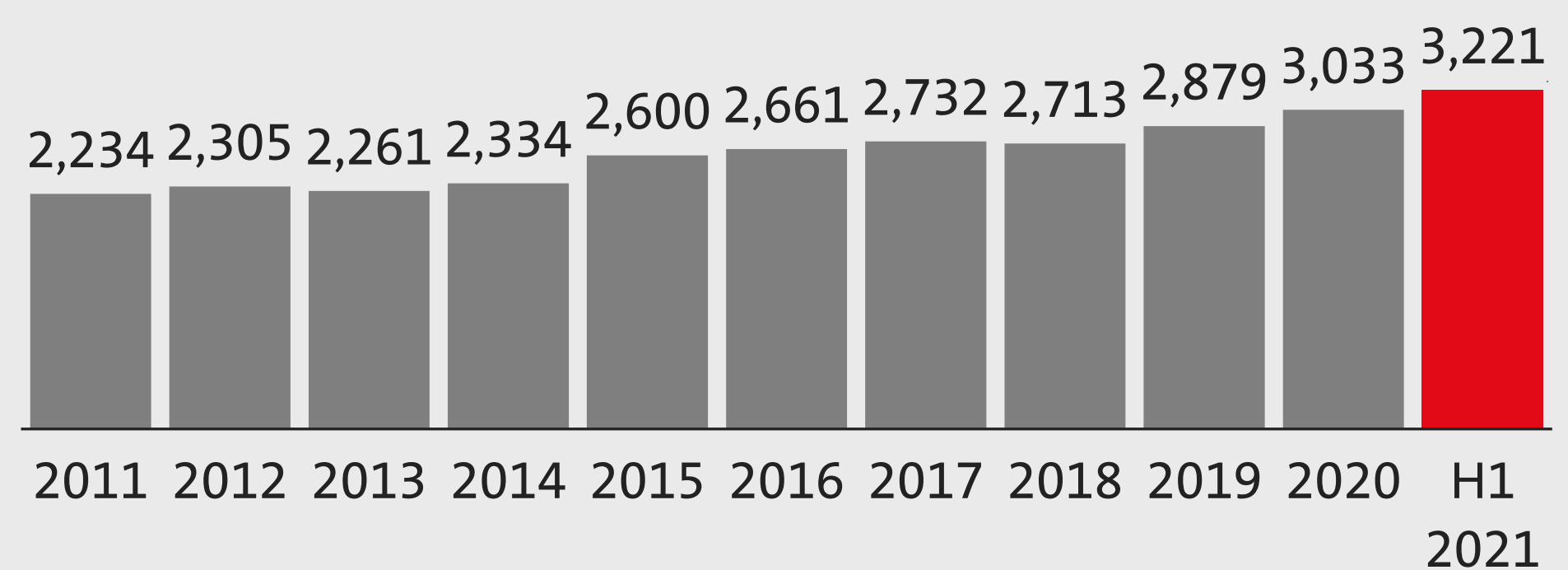
Equity (in €M)

+0.2%



Gross Technical Provisions (in €M)

+6%



Prudent reserving (e.g. increased reserves of health and motor vehicle insurance, decrease of some reserves of life insurance).

H1 2021: Capital position within target range.

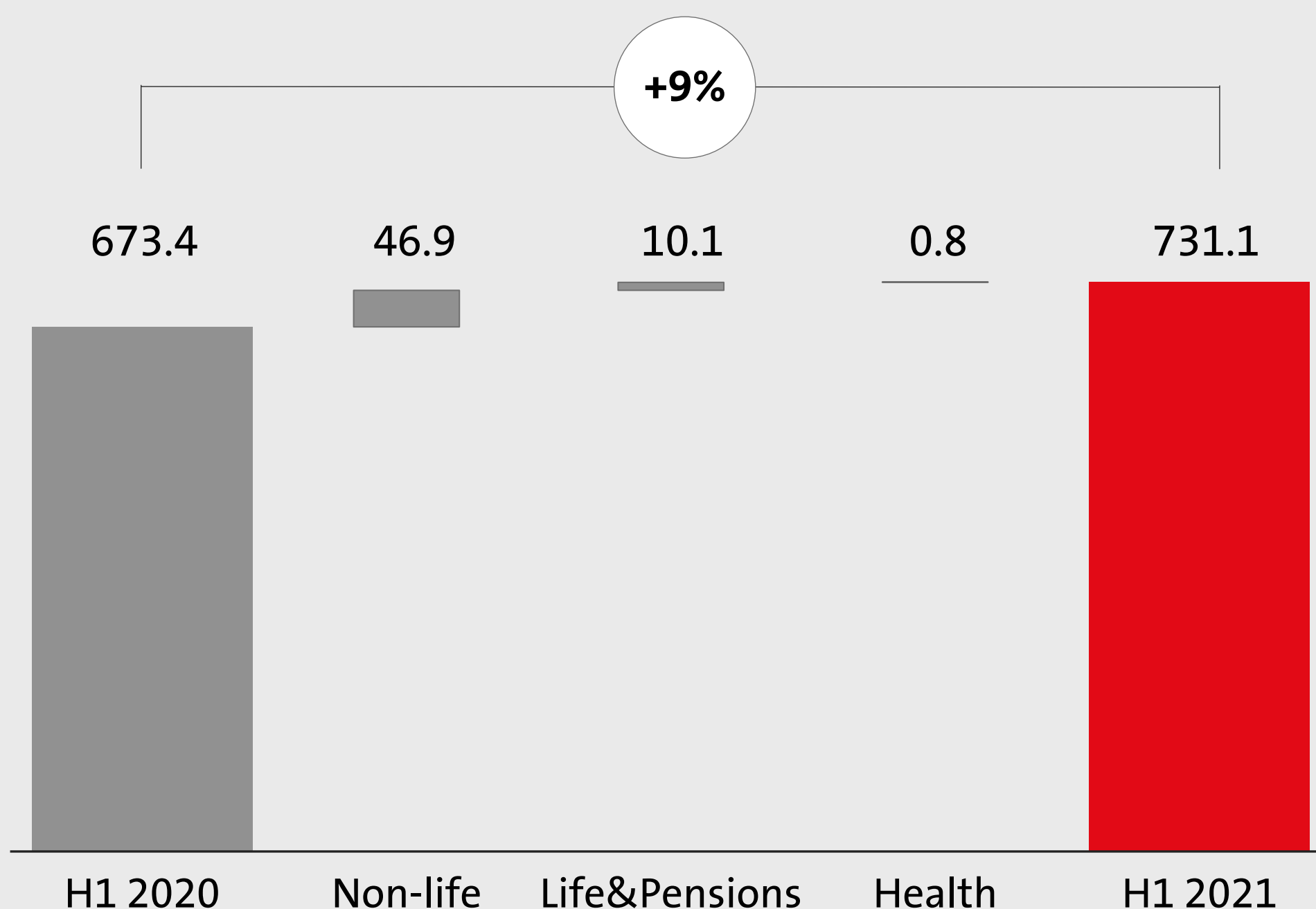


> 250%	Surplus capital adequacy	Possibility of more aggressive growth of business volume, assessment of potential changes in the business strategy
200 - 250%	Target capital adequacy	Regular performance of risk management activities
150 - 200%	Sub-optimum level of capital adequacy	Analyzing possible medium and long-term measures to improve capital adequacy & emphasized monitoring of risks
130 - 150%	Warning level of capital adequacy	Implementation of measures to improve capital adequacy
< 130%	Insufficient capital adequacy	



GWP Growth In All Insurance Segments

GWP development from H1 2020 to H1 2021 (in €M)

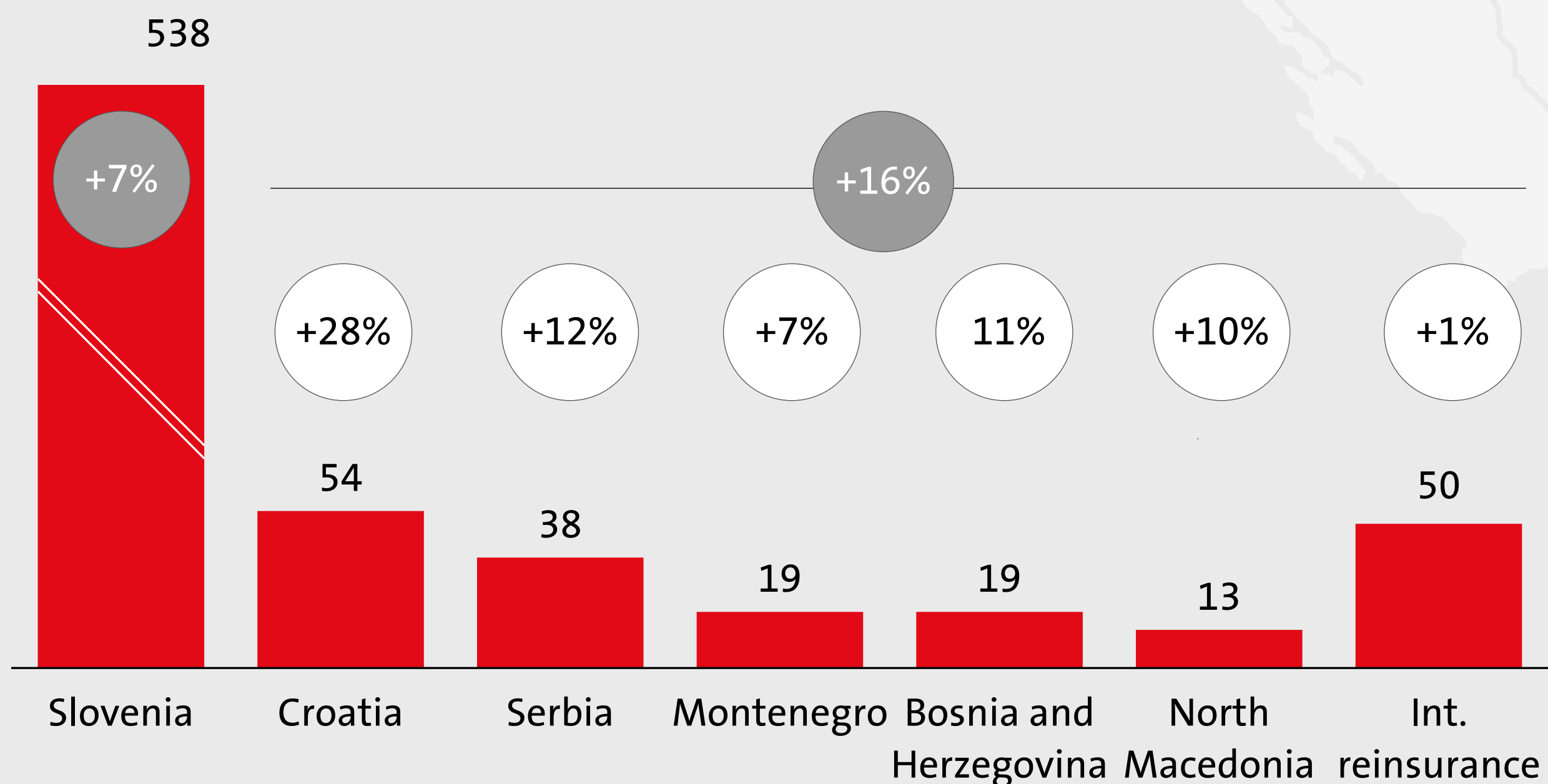


GWP growth by segments (y-o-y in %)

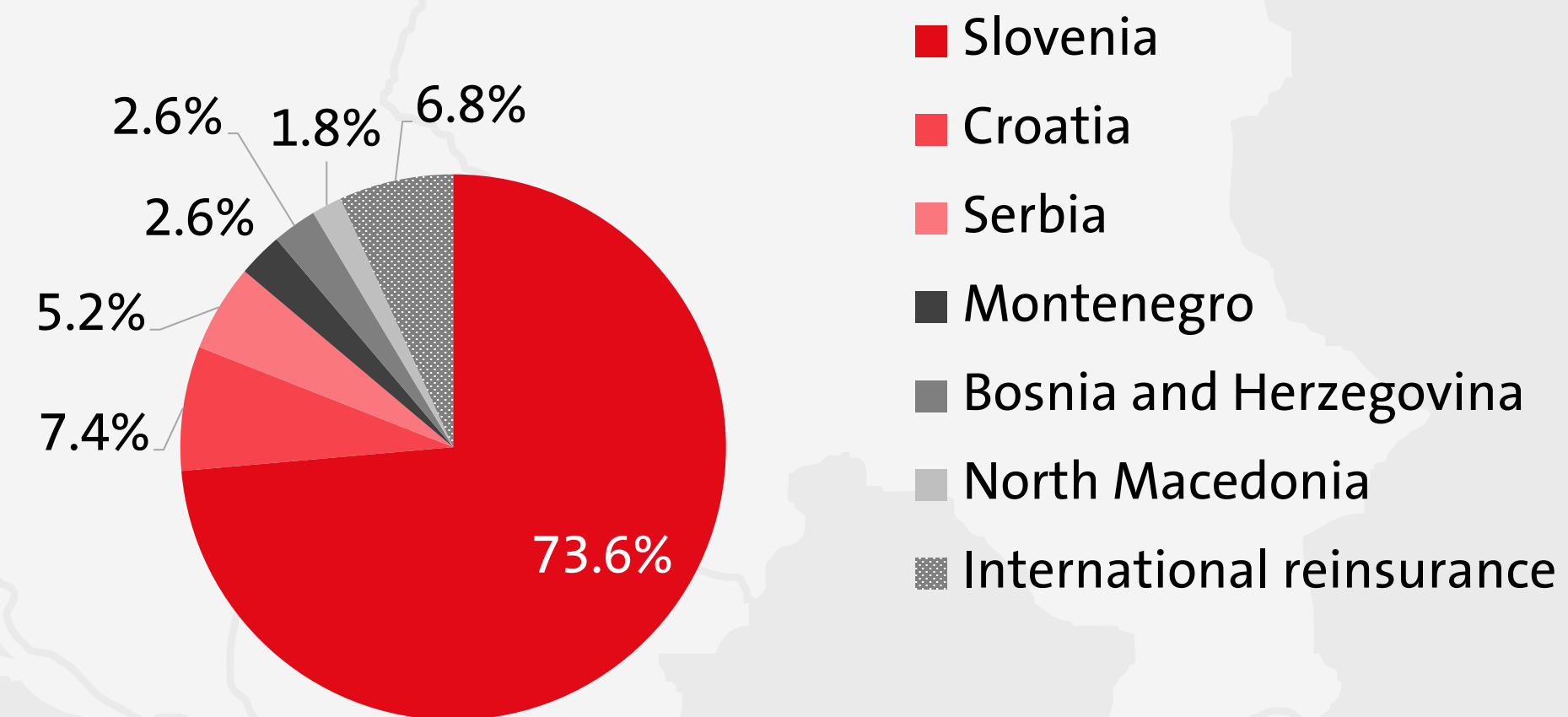
Insurance Segment	GWP (in €; growth y-o-y)	Comment
Non – life	506.6 (+10%) ↑	Growth in all insurance classes except in accident and motor vehicle liability insurance.
Life & Pensions	125.7 (+9%) ↑	Strong growth. Increased sales through bank channels in some markets outside Slovenia.
Health	98.8 (+1%) ↑	Growth in complementary health insurance in and outside Slovenia, supplemental health GWP remained at the last year's level.
GWP Total	731.1 (+9%) ↑	

GWP Growth In All Markets

H1 2021 GWP by markets (GWP in €M; GWP growth y-o-y in %)



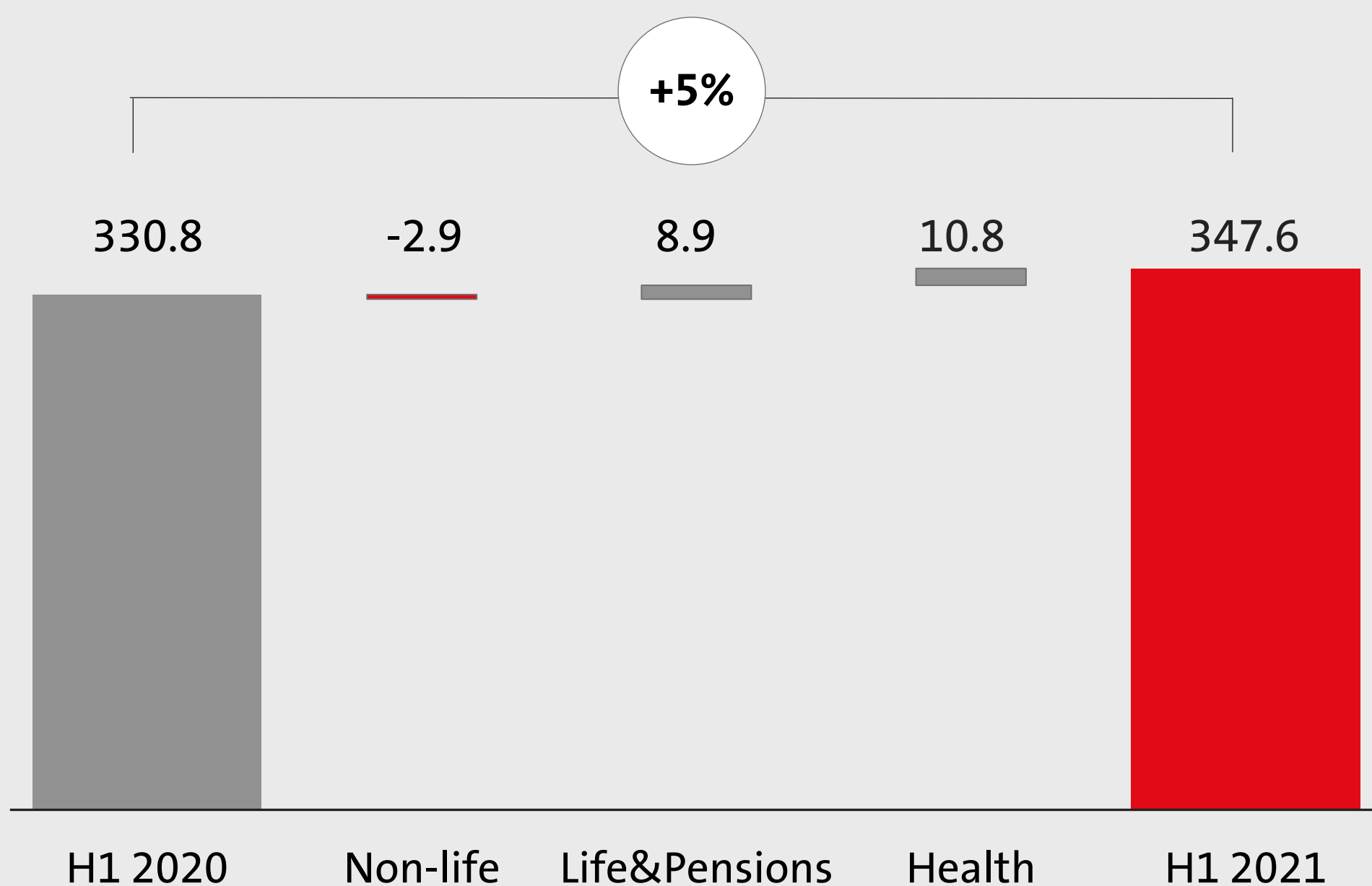
Structure of GWP by markets



Slovenia: 73.6% (-0.8 pp y-o-y)
 Other markets in Adria region: 19.6% (+1.3 pp y-o-y)
 Int.reinsurance: 6.8% (-0.5 pp y-o-y)

Claims Experience In line with Expectations

Gross claims paid development from H1 2020 to H1 2021 (in €M)



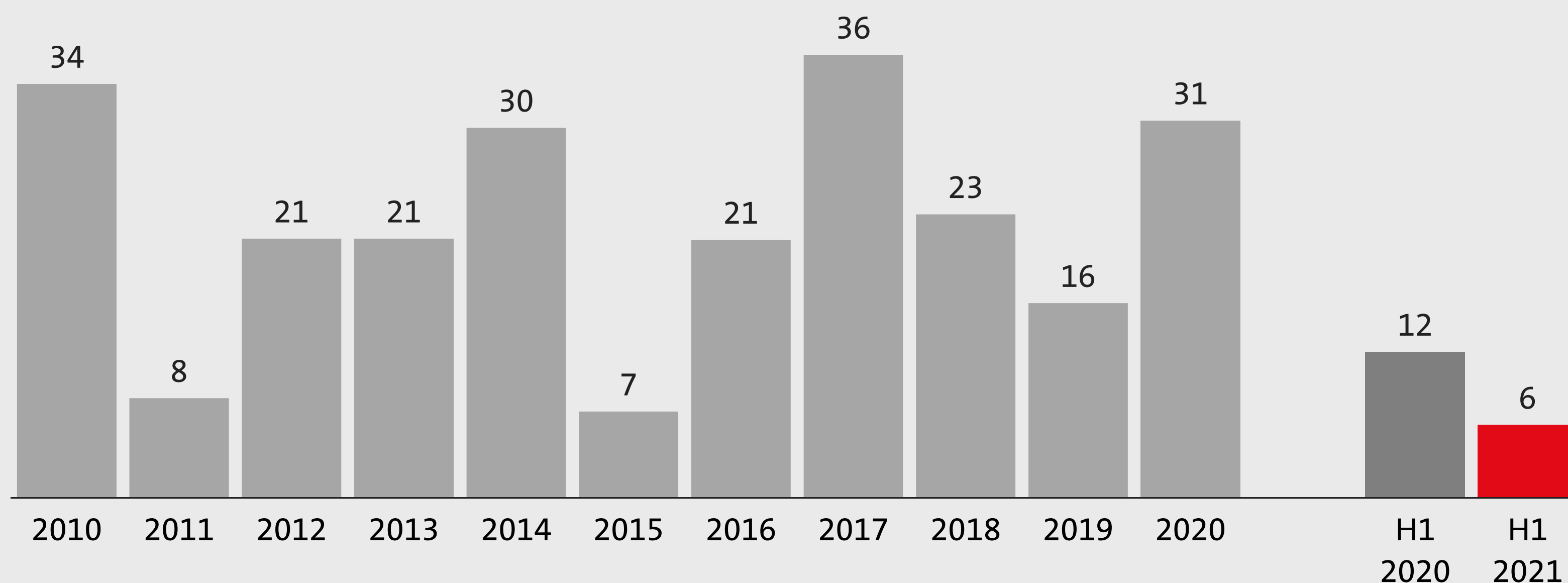
H1 2021 Gross claims paid (growth y-o-y and share of segments)

Segment	Growth	Structure	Comment
Non - life	-2%	50%	
Life & Pensions	+10%	28%	Increased claims paid in unit-linked life insurance in/outside Slovenia.
Health	+16%	22%	Effect of last year's lockdown due to pandemic.
Total	+5%	100%	



In Q2 Some CAT Loss Events

CAT losses in last 10 years (estimated values; in €M; Triglav Re's non-group CAT losses included)



H1 2021 major CAT events (estimated value):

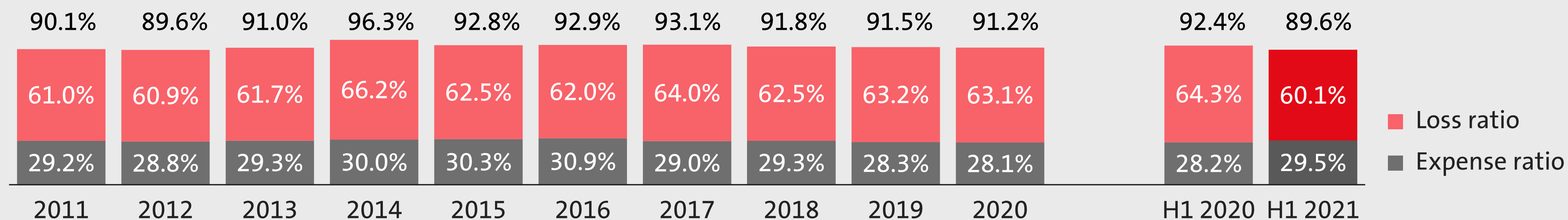
- Frost and storms in Slovenia (€ 4.3M),
- Hail storms in North Macedonia (€ 0.2M),
- Triglav RE's claims: Filomena storm in Spain, frost in Italy and hail storms in Switzerland (total € 1.7M).

Most frequent CAT loss events are flood, storm, hail and frost.



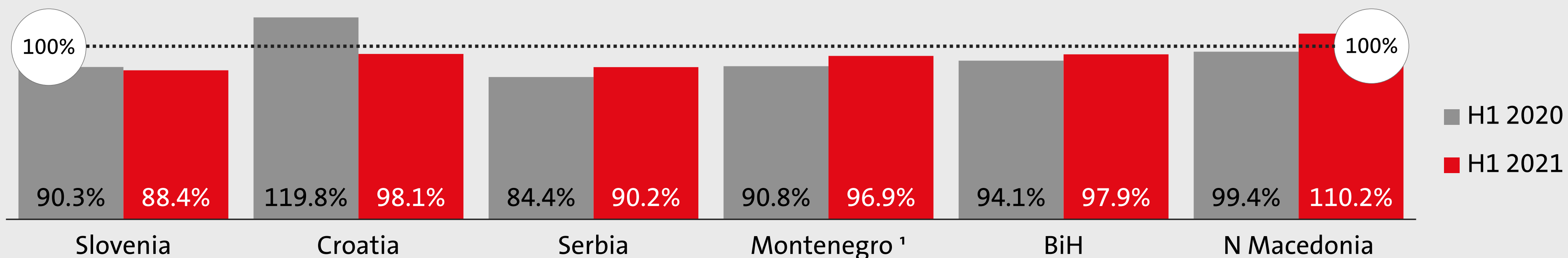
Continued Underwriting Discipline

Triglav Group Combined Ratio Non-life & Health (CoR NL & Health)



Favourable CoR NL & Health due to improved loss ratio.
 (One-off effect of higher bonuses & discounts reserves in Health caused higher expense ratio and lower loss ratio. Without that effect expense ratio would be comparable to H1 2020).

Triglav Group Combined Ratio NL & Health by markets



¹ Does not include results of Lovćen Auto, d.o.o.



Well Balanced GWP Structure

Data for H1 2021, change y-o-y

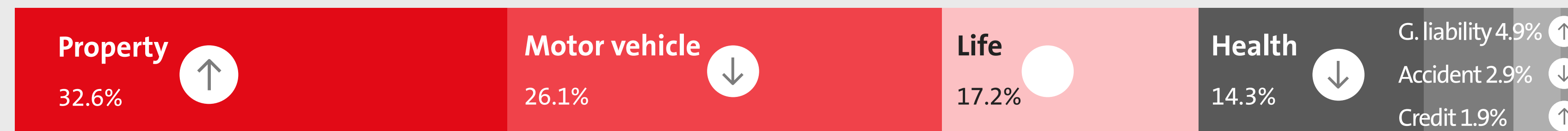
By main insurance segments

Well balanced structure of GWP.



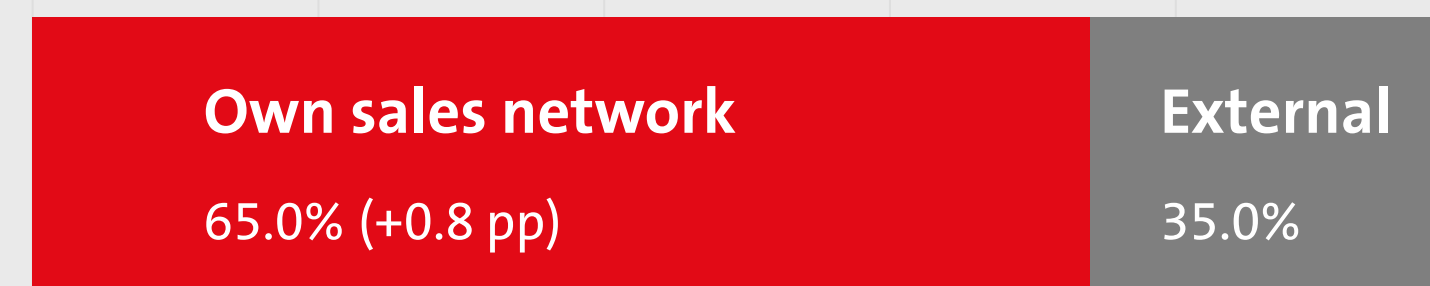
By products

Constant upgrading product /service mix.



By sales channels

Omni-channel sales approach.



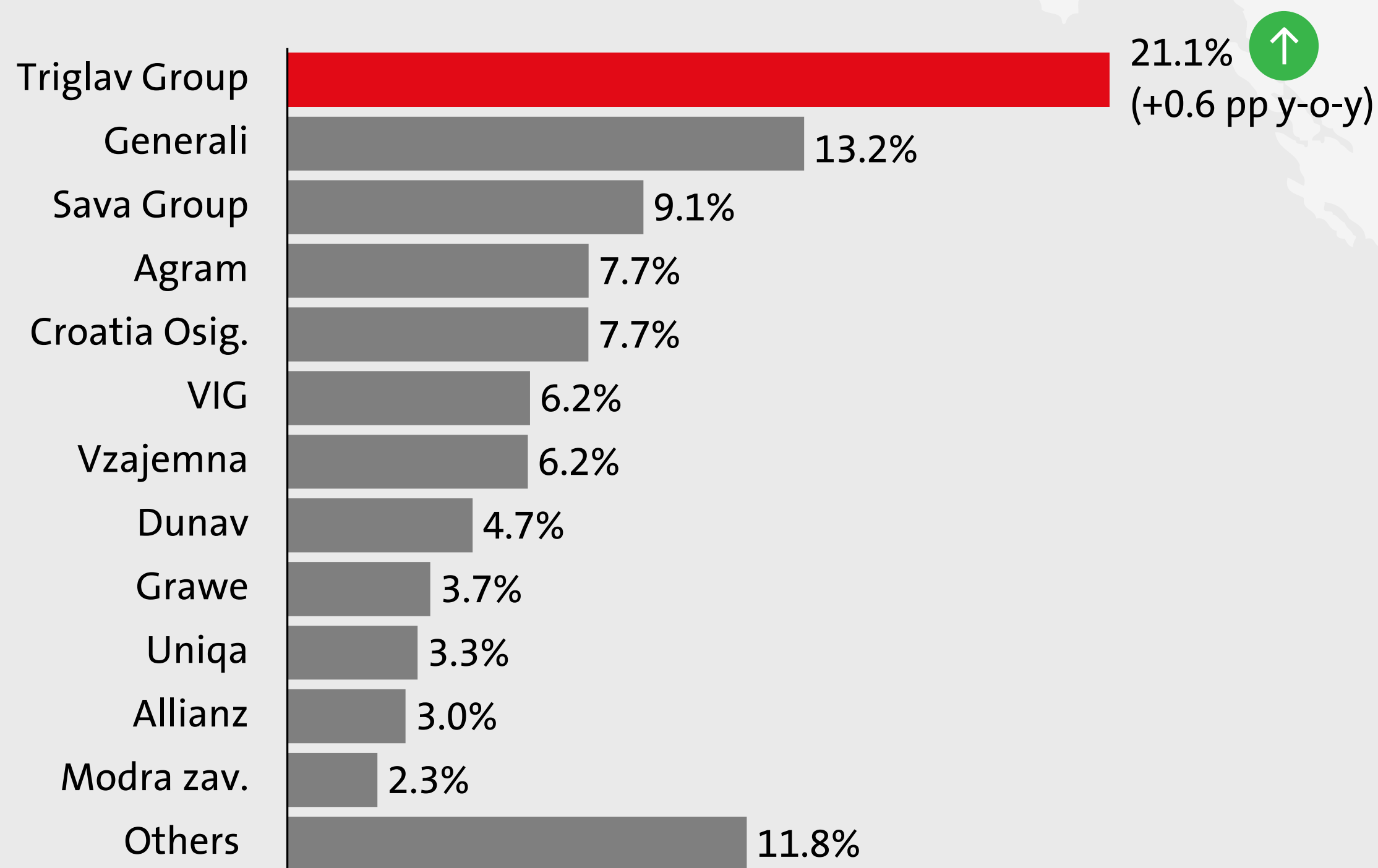
By Client Type (reinsurer Triglav Re excluded)



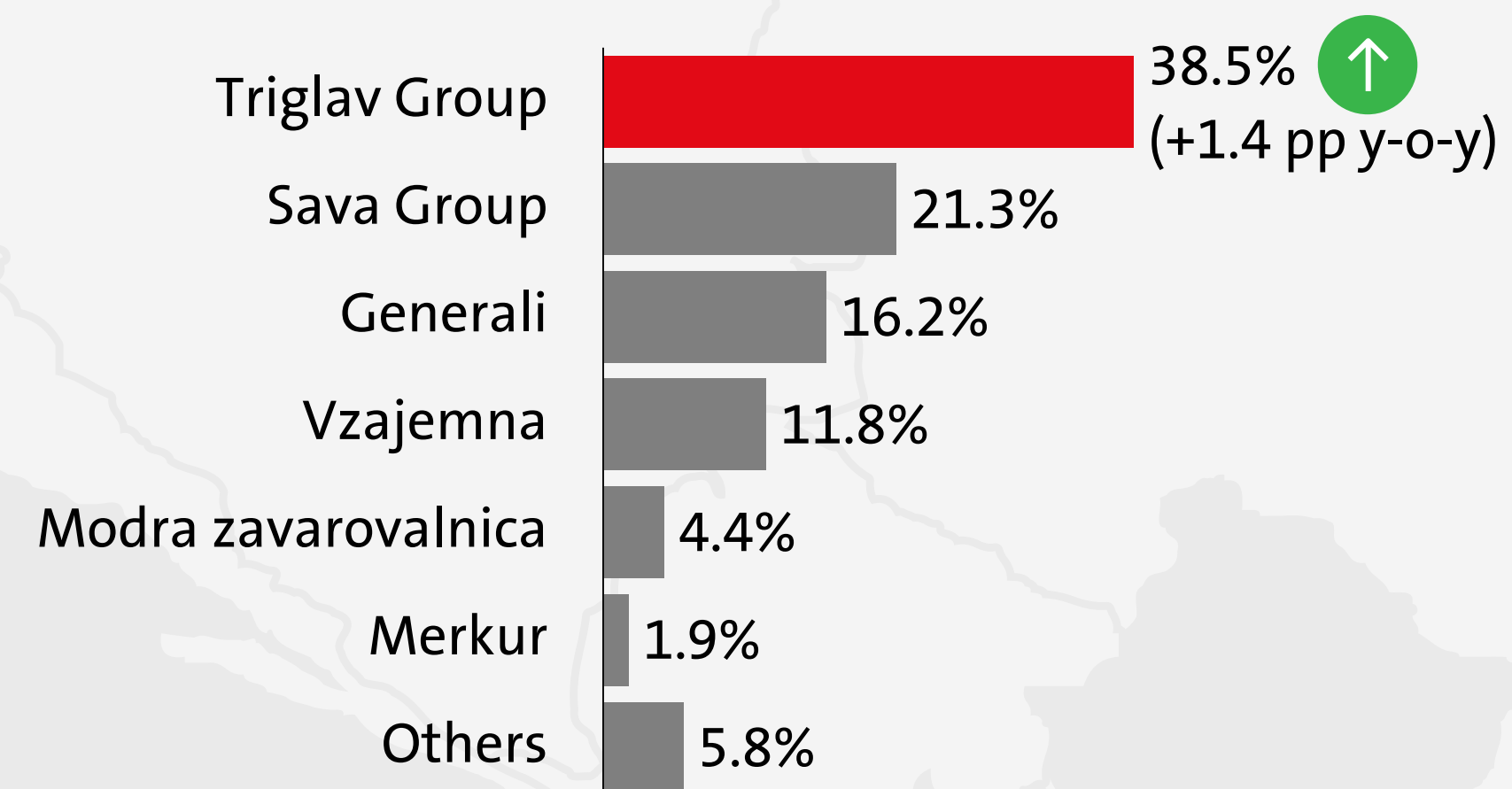


Leading Insurance /Financial Group in Adria Region

Adria Region* (2020)



Slovenia (H1 2021)



Triglav market share in Slovenia by segments (H1 2021):
 45.9% in Non-life (+2.1 pp y-o-y)
 31.0% in Life (+0.8 pp y-o-y)
 30.2% in Health (+0.1 pp y-o-y)

* Adria region: Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Montenegro, North Macedonia



Position by Markets

SLOVENIA

38.5%  (+1.4 pp y-o-y)

Market share

1st rank

CROATIA

6.3%  (+0.8 pp y-o-y)

Market share

7th rank

SERBIA*

7.7%  (+0.5 pp y-o-y)

Market share

5th rank

MONTENEGRO

39.4%  (+0.5 pp y-o-y)

Market share

1st rank

BOSNIA & HERZEGOVINA

9.2%  (+0.1 pp y-o-y)

Market share

2nd rank (up from 3rd y-o-y)

NORTH MACEDONIA

13.7%  (-0.6 pp y-o-y)

Market share

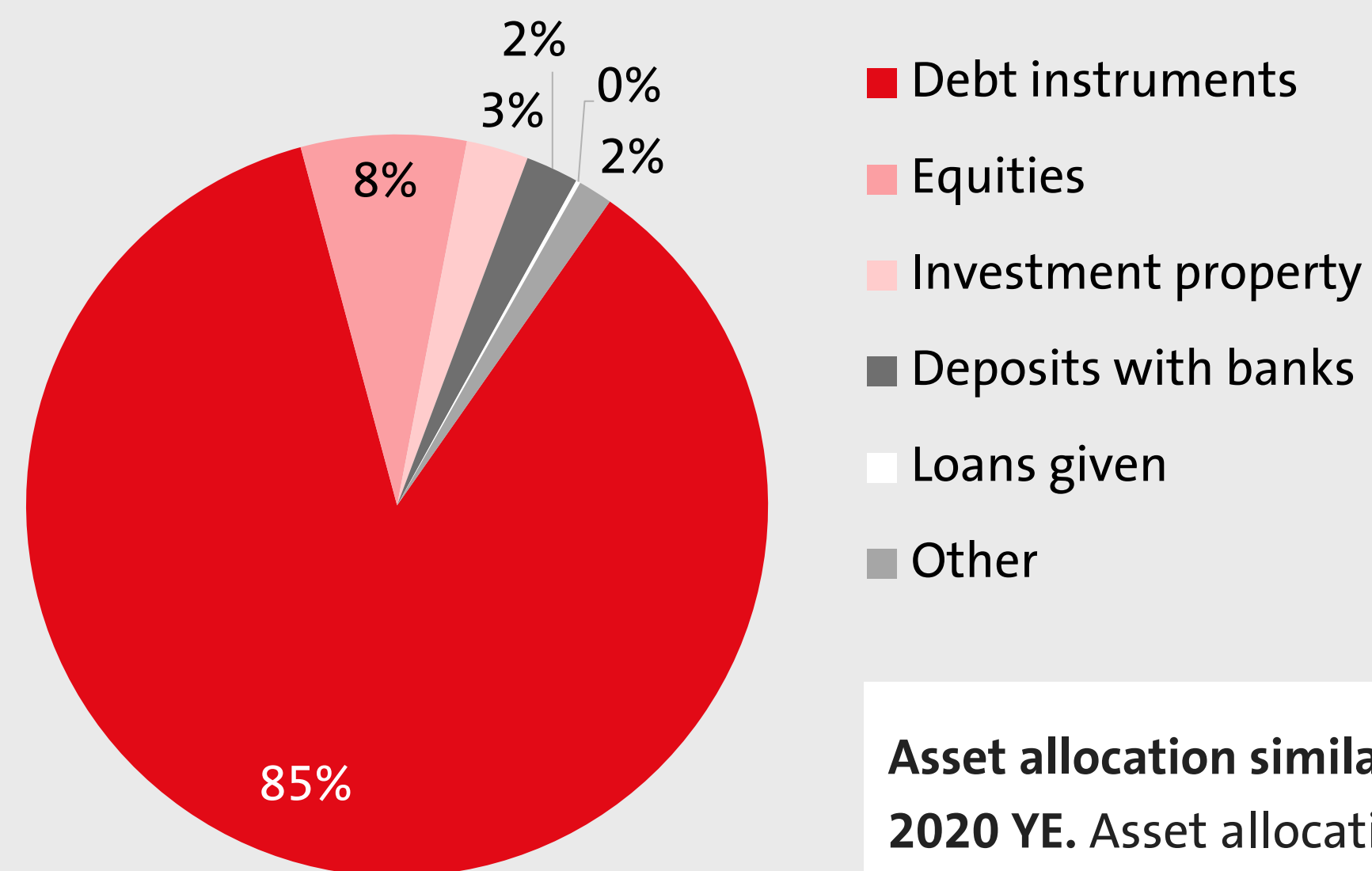
1st rank

*Data for Q1 2021



High-Quality Investment Portfolio

Asset Allocation* (Total € 2,986M as at H1 2021):



- Debt instruments
- Equities
- Investment property
- Deposits with banks
- Loans given
- Other

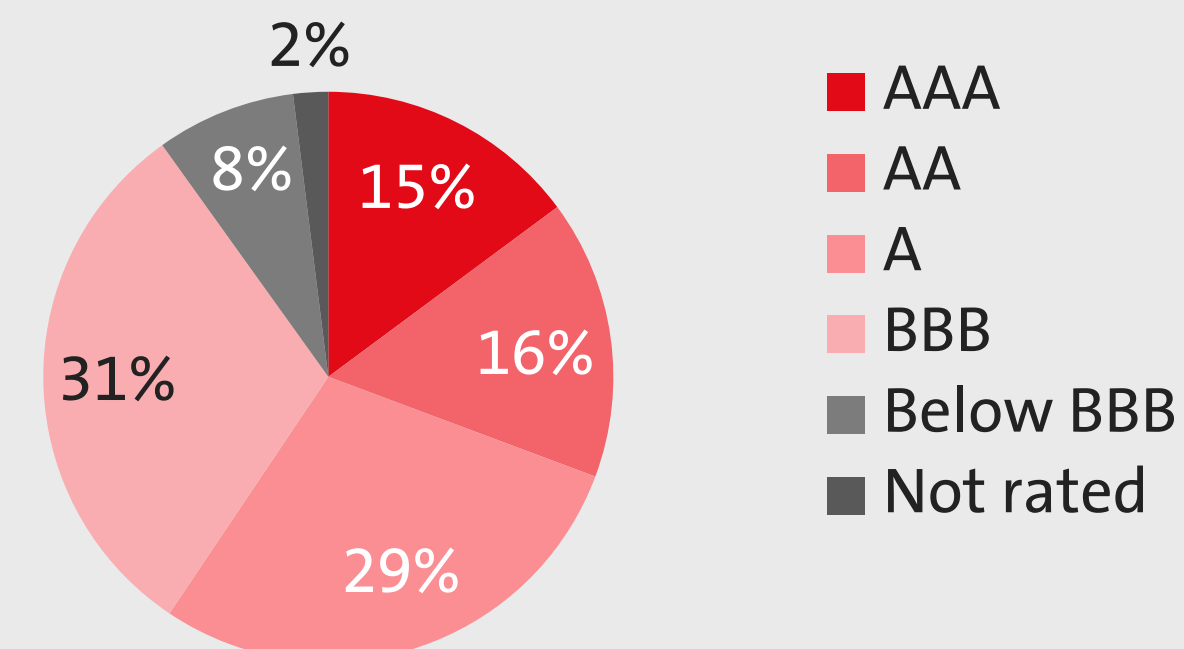
Asset allocation similarly conservative as at 2020 YE. Asset allocation subject to ALM on portfolio basis and ERM principles. Key objective is to maintain high overall rating of whole investment portfolio.

* Unit-linked insurance contract investments excluded

Bond portfolio* (Total 2,549M as at H1 2021):

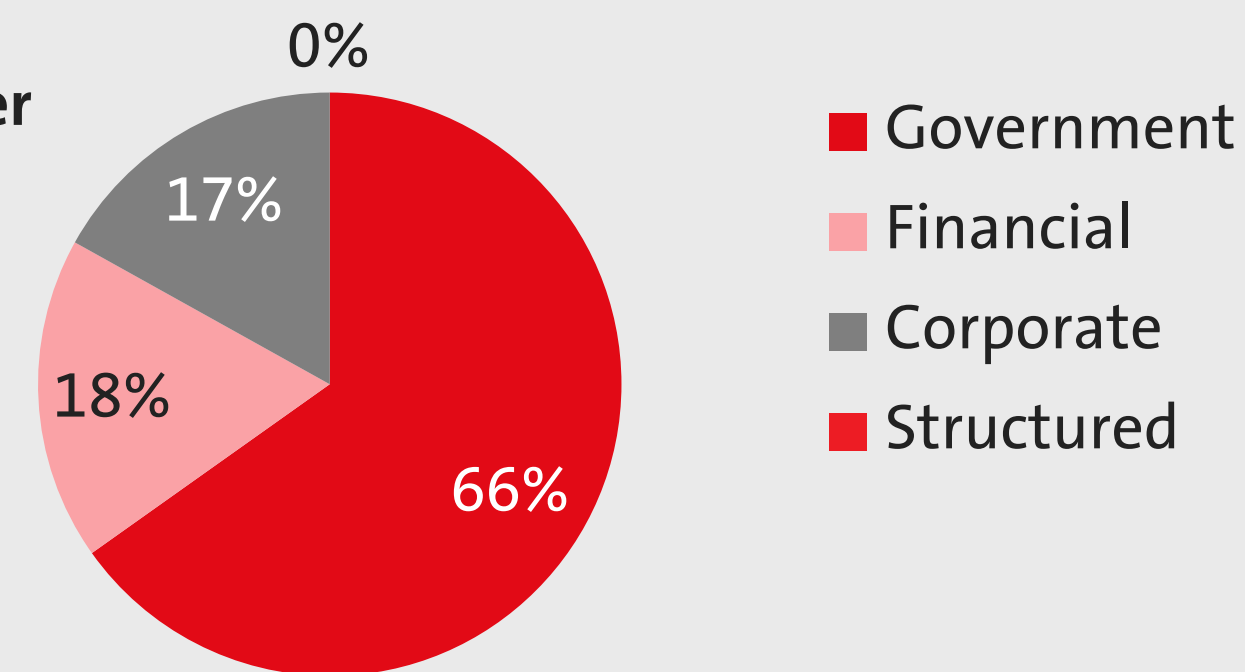
■ **By rating**

91% with investment grade credit rating of at least "BBB".



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

■ **By type of issuer**

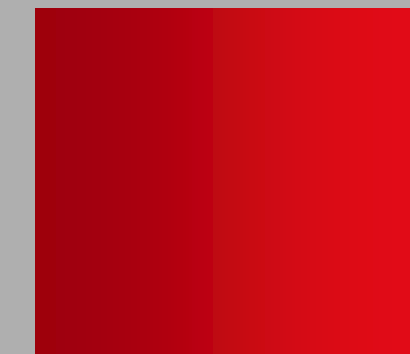


- Government
- Financial
- Corporate
- Structured



2021

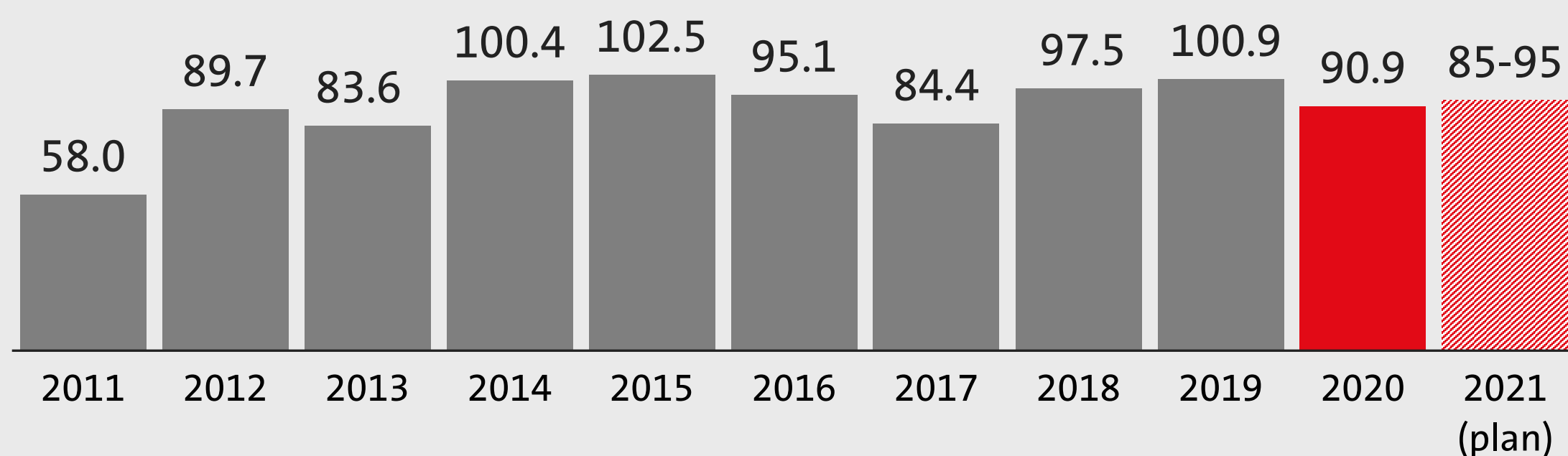
Outlook



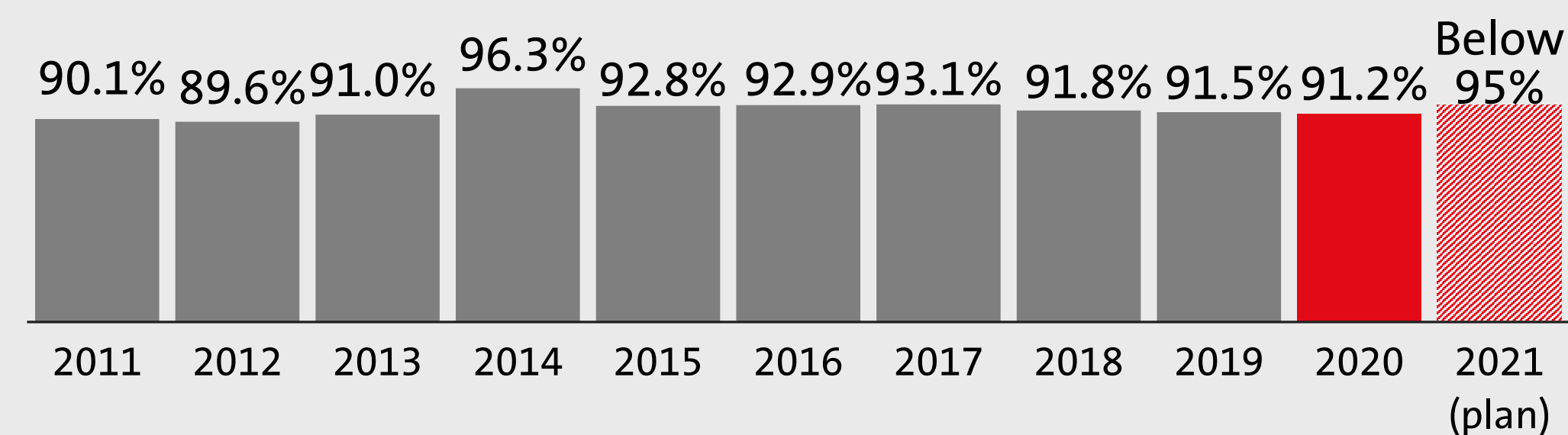


Annual Profit Guidance Confirmed

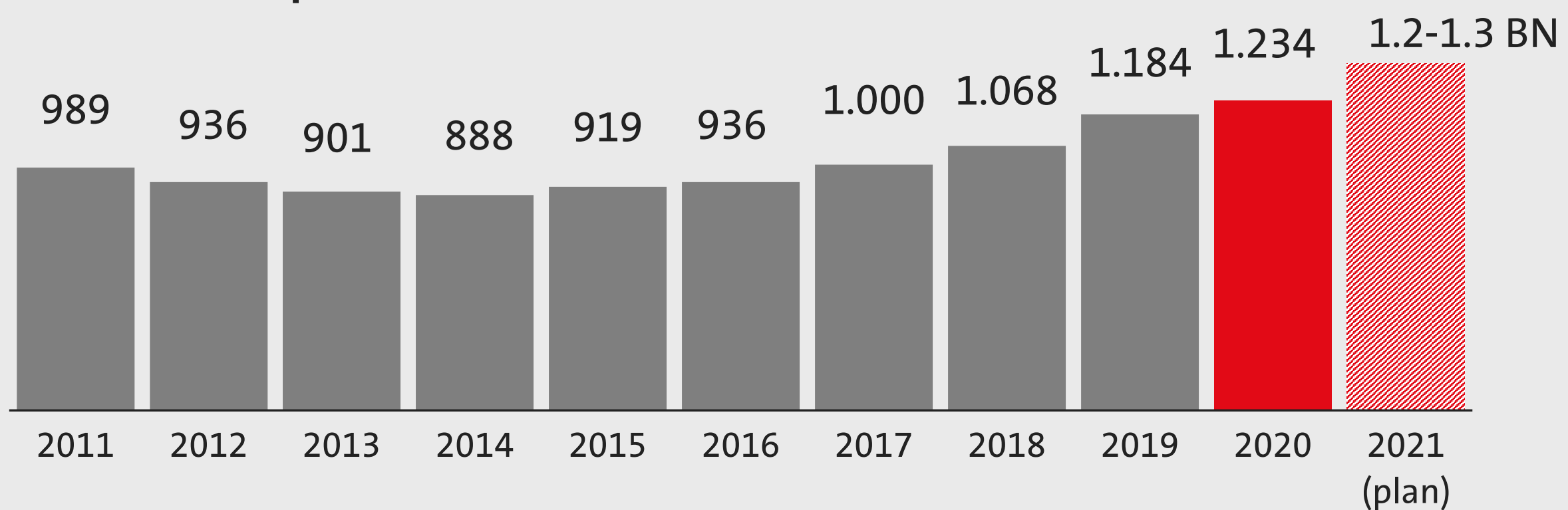
Profit before tax (in €M)



Combined ratio NL



Gross written premium (in €M)




As at H1 2021 annual profit guidance is confirmed, taking into account business conditions anticipated until end of 2021.

Planned figures for 2021 are based on outlook, expectations about events and circumstances, and forecasts available to Company at time of drafting plan. Actual results, performance and events may significantly deviate from those taken into account in plan.



Key Takeaways

- In 2021 continuation of profitable performance with increased business volume and underwriting profitability. As at H1 2021 annual profit guidance confirmed.
- In operations, uncertainty in business environment due to COVID-19 pandemic and unfavourable conditions of low interest rates taken into account.
- Focus on set strategic guidelines and strong commitment to sustainability.

A black and white photograph of the Triglav mountain peak. The mountain is rugged and rocky, with a prominent peak in the center. The sky is filled with dramatic, dark clouds, and some lighter clouds are visible at the base of the mountain. The overall scene is majestic and atmospheric.

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