

Factsheet Q3 2016



16 millions of customers in Poland

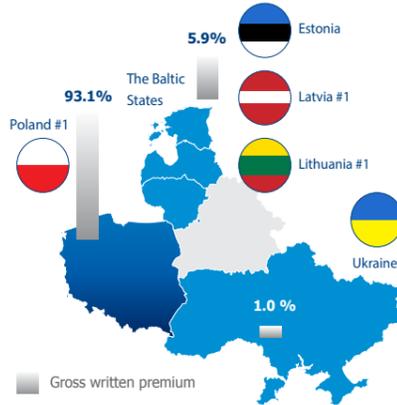
9.1 thousand tied agents

87% spontaneous brand recognition

965 brokers

A- The highest possible rating for company in Poland

750 car dealers
414 branches



Q3 2016

Protection of property and against third party property damage



MTPL and MOD Insurance
Other non-life Insurance (Home, Commercial)
Financial Insurance

Accident cover



Accident Insurance
Assistance services

Security of the future of the family



Group and individually continued protection products
Individual life policies

Savings for retirement



Pillar II of the pension system: open-ended pension Funds
Pillar III of the pension system (EPP, IKE, IKZE)

Health care



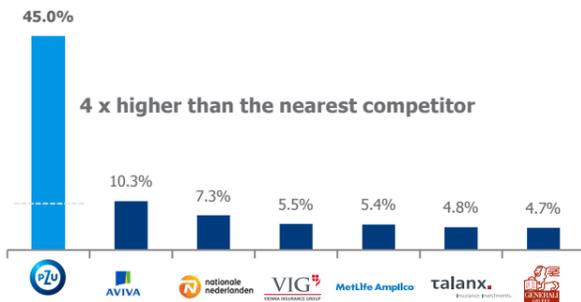
Health insurance
Medicine insurance
Healthcare services

Asset management



Managing of assets for PZU and third party Customers
Participation units in investment Funds
Structured products

Life insurance (periodical premium)*



Non-life insurance*



* Market data as at the end of the H1 2016

+3.8 p.p. growth in the non-life insurance market

+1.6 p.p. growth in the life insurance market

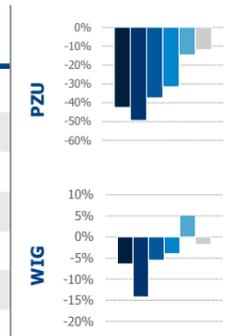
Number one in the non-life insurance market in Lithuania **29.1%** and Latvia **27.5%**

PLN 29.2 bn assets under management **TFI PZU** (second position in the market)

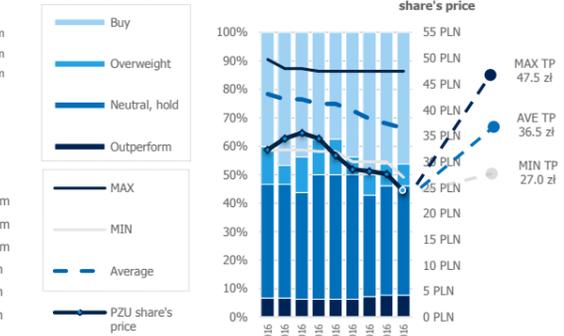
PLN 18.5 bn assets under management **OFE PZU** (third position in the market)

RATE OF RETURN PZU VS. WIG

Rate of return	PZU	WIG
Q3 2016 (YTD)		
1m	(11.8)%	(1.8)%
3m	(14.6)%	(5.2)%
6m	(31.5)%	(3.9)%
12m	(37.4)%	(5.5)%
24m	(49.4)%	(14.2)%
36m	(42.5)%	(6.4)%



RECOMMENDATIONS



PZU (37.4)% y/y
(14.6)% q/q

WIG20 (17.3)% y/y
(2.4)% q/q

WIG Banki (8.9)% y/y
+5.4% q/q

WIG-DIV (8.6)% y/y
+4.5% q/q

WIG (5.5)% y/y
+5.2% q/q

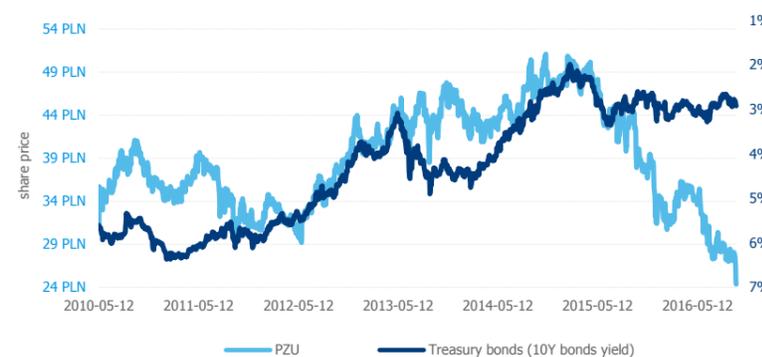
RESPECT (11.2)% y/y
+3.6% q/q

WIG20 TR (14.8)% y/y
(0.6)% q/q

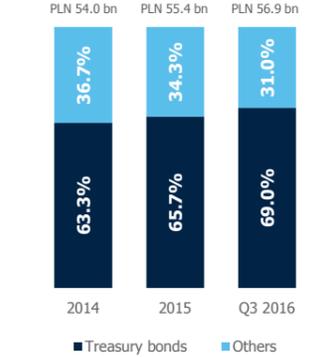
EVOLUTION OF PZU'S SHARE PRICE COMPARED TO SELECTED INDICES



PZU VS. TREASURY BONDS (REVERSE ORDER)



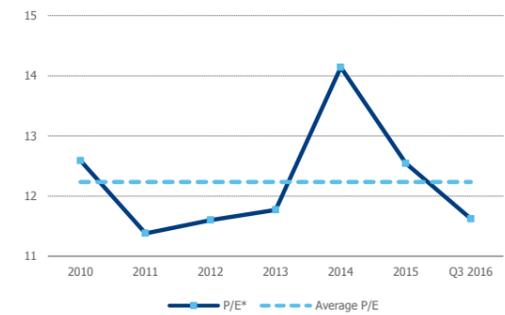
INVESTMENT PORTFOLIO



P/BV RATIO (2010 - Q3 2016)



P/E RATIO (2010 - Q3 2016)



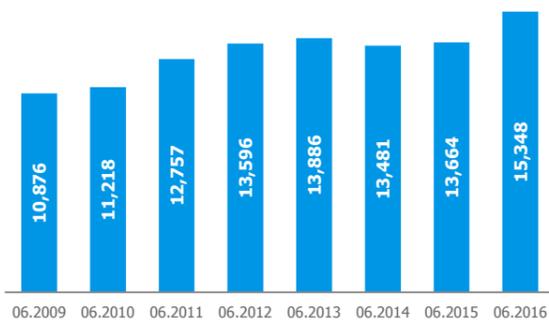
FINANCIAL DATA

Consolidated financial data highlights

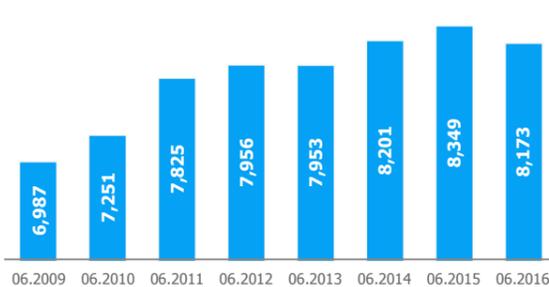
	Q1-Q3 2015	Q1-Q3 2016	Change y/y	Q3 2016	Q3 2016 / Q2 2016
Profit and Loss Statement					
Gross Written Premium	13,461	14,706	9.2%	4,844	(4.3)%
Premium Earned	13,118	13,784	5.1%	4,799	2.8%
Investment Result	1,410	2,703	91.7%	1,247	163.4%
Interest Expenses	(85)	(575)	x	(178)	(9.7)%
Operating Profit	2,280	1,960	(14.0)%	910	173.2%
Net profit	1,832	1,508	(17.7)%	718	212.0%
Parent company net profit	1,832	1,309	(28.6)%	649	290.6%
Balance Sheet					
Parent company Equity	12,366	12,377	0.1%	12,377	5.1%
Total Assets	67,501	112,914	67.3%	112,914	(0.0)%
Ratios					
ROE*	19.1%	13.8%	(5.3) p.p.	21.5%	16.2 p.p.
COR **	95.1%	95.5%	0.4 p.p.	99.0%	7.5 p.p.
Leverage ratio **	18.1%	30.9%	12.8 p.p.	30.9%	(1.5) p.p.

* Restated data
 ** Ratio computed using equity at the beginning and end of the reporting period. Computed for the parent company
 *** Only for non-life insurance
 **** The PZU Group's financial leverage ratio – the quotient of debt on long-term financial liabilities to the sum of the following: debt on long-term financial liabilities and the PZU Group's equity minus: intangible assets, deferred acquisition costs and deferred tax assets as carried in the PZU Group's consolidated financial statements

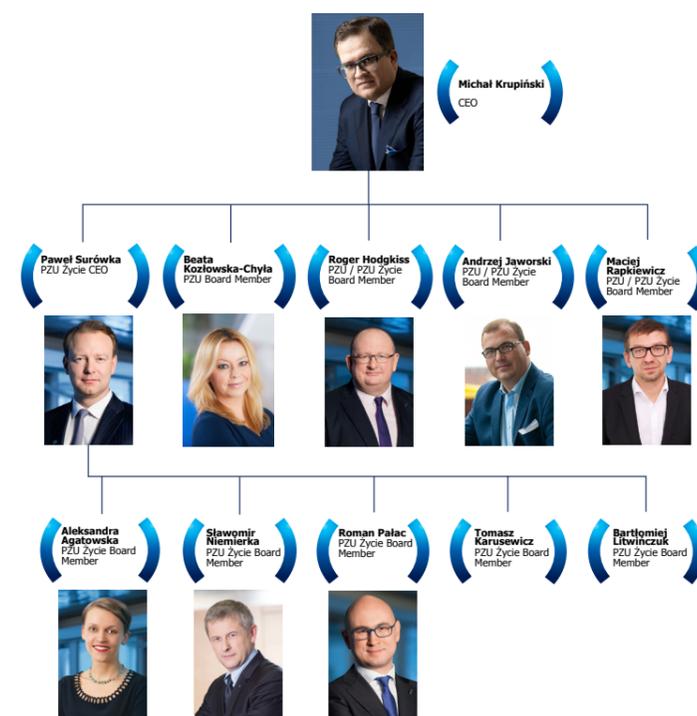
GROSS WRITTEN PREMIUM IN NON-LIFE INSURANCE (M PLN)



PERIODICAL GROSS WRITTEN PREMIUM IN LIFE INSURANCE (M PLN)

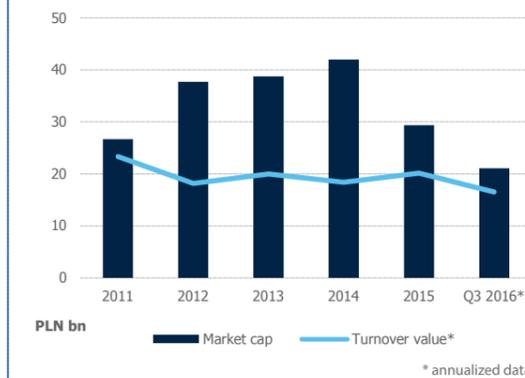


MANAGEMENT



Q3 2016

MARKET CAP



EPS/DPS



Operating performance of the main segments

PLN mln, local GAAP (PAS)		Q1-Q3 2015	Q1-Q3 2016	Change y/y
Non-life insurance - Poland				
Gross written premium	mass insurance	5,321	6,339	19.1%
	corporate insurance	1,169	1,463	25.1%
Operating result	mass insurance	548	392	(28.4)%
	corporate insurance	142	200	40.6%
COR	mass insurance	94.5%	96.6%	2.1 p.p.
	corporate insurance	95.0%	90.2%	4.8 p.p.

		Q1-Q3 2015	Q1-Q3 2016	Change y/y
Life insurance - Poland				
Gross written premium	group and continued	5,010	5,078	1.4%
	individual insurance	954	850	(11.0)%
Operating result	group and continued	1,111	1,120	0.9%
	individual insurance	139	165	18.2%
Operating profit ratio	group and continued	22.2%	22.1%	0.1 p.p.
	individual insurance	18.2%	14.6%	3.6 p.p.

		Q1-Q3 2015	Q1-Q3 2016	Change y/y
Baltic States and Ukraine				
Gross written premium	non-life insurance	977	960	(1.8)%
	life insurance	53	63	18.6%
Operating result	non-life insurance	31	59	86.4%
	life insurance	1	4	442.7%
COR	non-life insurance	98.5%	95.0%	3.5 p.p.
	life insurance	1.5%	6.8%	5.3 p.p.

PLN 4.8 bn
gross written premium (Q3 2016)

+4.3% q/q

PLN 649 m
consolidated parent net profit (Q3 2016)

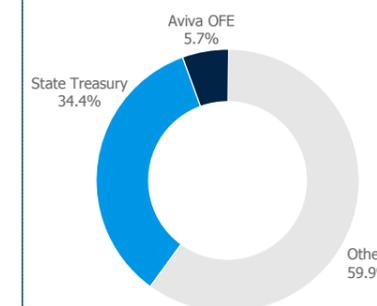
+290.6% q/q

21.5% ROE
(Q3 2016)

+16.2 p.p. q/q

A- / Negative
the highest rating for the Polish company

SHAREHOLDER STRUCTURE



Q3 2016

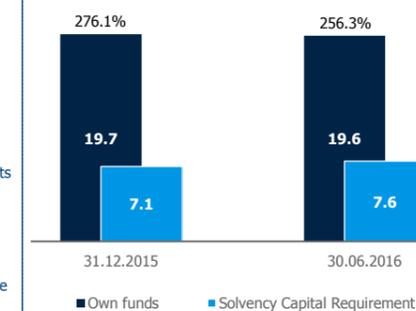
CSR (2015)



STRATEGY FOR 2016-2020

- Focus on the high profitability of insurance activity coupled with simultaneous growth in selected market segments
- Reduce fixed costs by PLN 400 million within 3 years
- Effectively pursue growth initiatives in Health and Investments
- Build a large and profitable banking group
- Create one of the most innovative insurance groups in Europe

SOLVENCY II



IR CONTACT



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CALENDAR

- 7 January 2016 – Extraordinary Shareholders' Meeting
- 15 March 2016 – Annual Report 2015
- 12 May 2016 – Report for Q1 2016
- 3-5 June – 20. Wall Street Conference for individual investors
- 24 August 2016 – Report for H1 2016
- 24 August 2016 – Update of PZU Group's Strategy for 2016-2020
- 04 October 2016 – Approval of the PZU Dividend Policy for 2016-2020
- 10 November 2016 – Report for Q3 2016

<http://www.pzu.pl/ir>