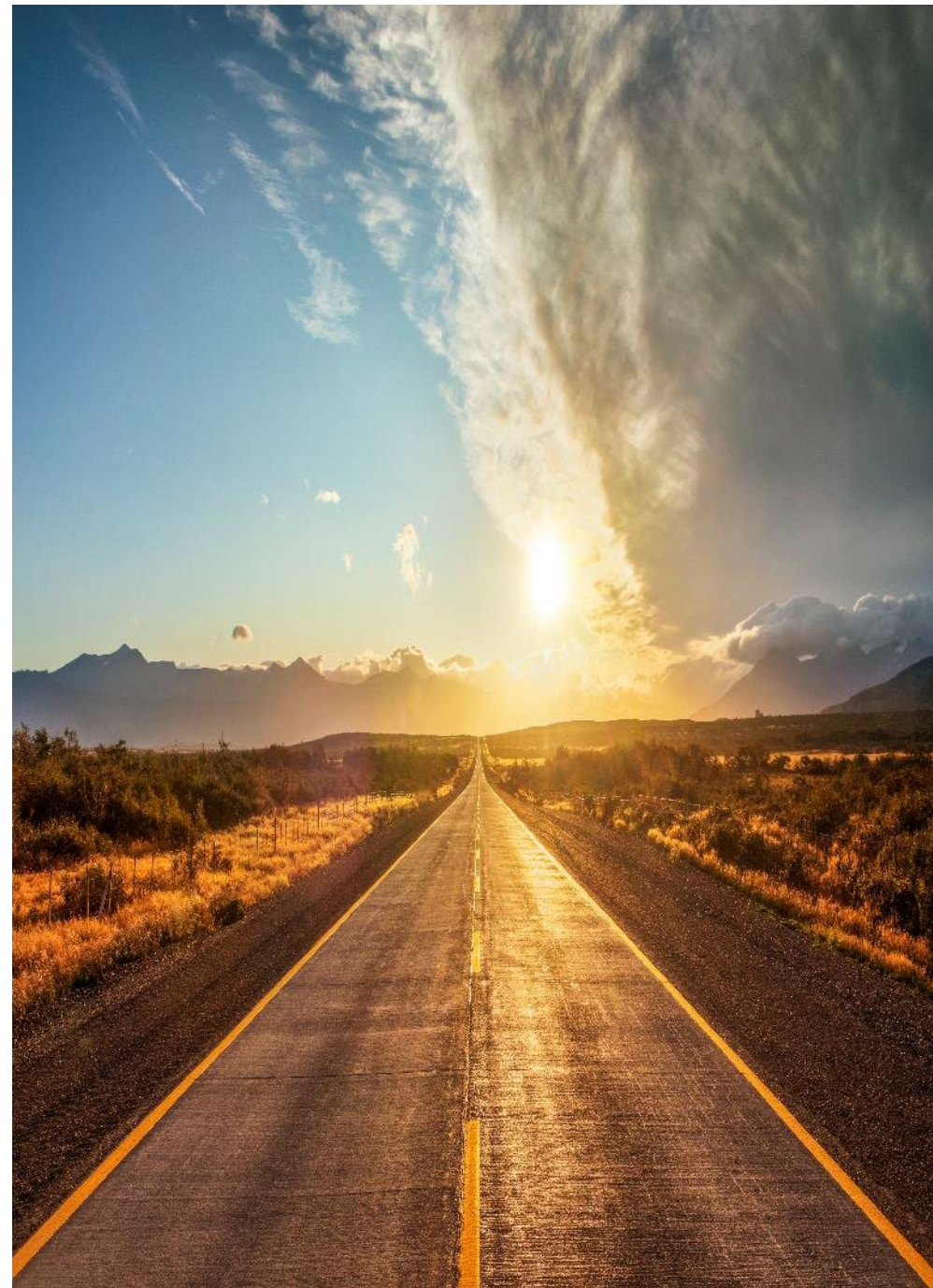




PZU Group's financial results

in 2024 and 4Q24

Warsaw, 27 March 2025



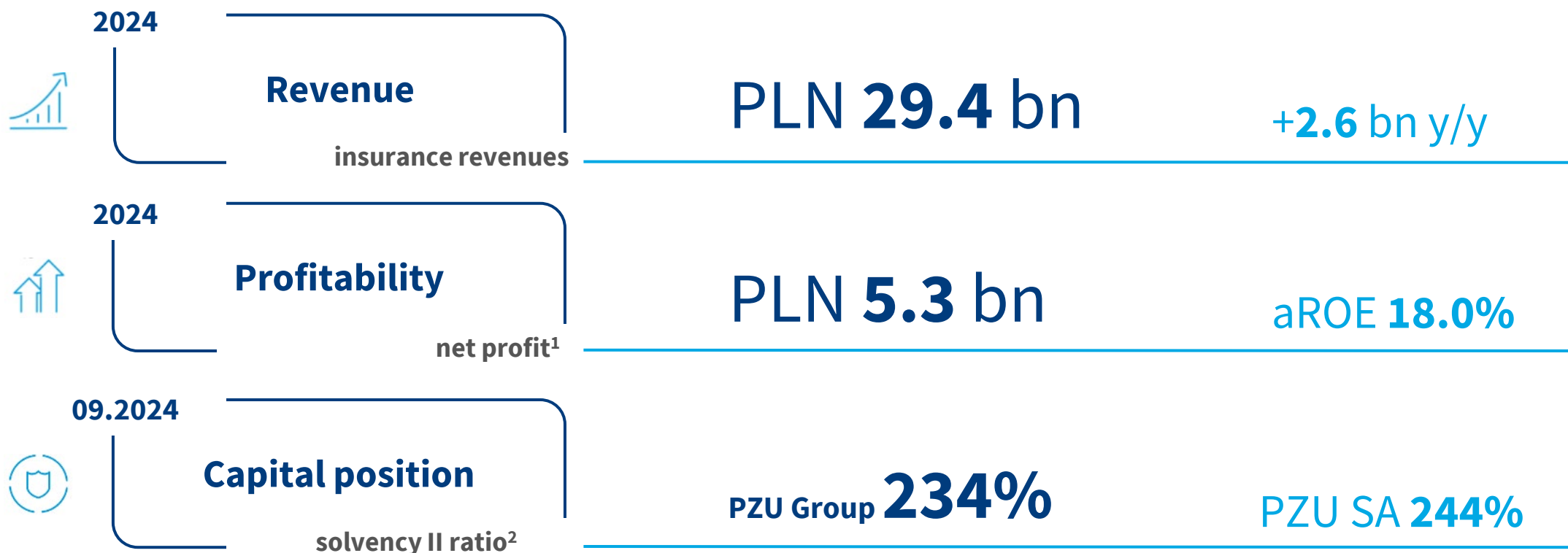
Contents

●	Main achievements and plans	3
●	Business development in 4Q24	8
●	Financial results in 4Q24	16
●	PZU Group Strategy 2021–2024	27
●	Annexes	29



1. Main achievements and plans

Scale-up, high profitability and secure capital position

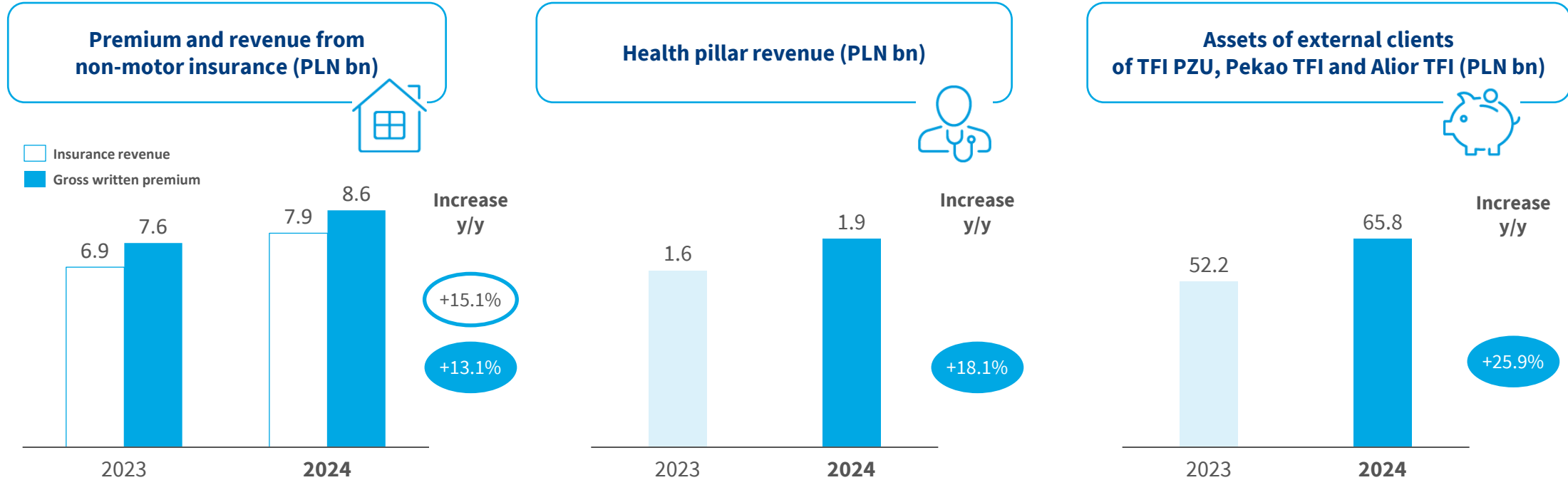


Achieved results and capital position create a very good base for dividend payment in 2025

1. Attributable to equity holders of the parent company

2. Calculation according to the existing methodology, i.e., own funds are adjusted by dividends calculated on the basis of the interim result. It does not take into account the new rules included in the KNF's circular letter to insurance companies dated 16 April 2021, according to which, starting from 1Q21, a new element in the calculation of company and group solvency in interim periods is an adjustment for the entire amount of dividends expected for the year. The ratio under the new rules and financial statements was 227% for the PZU Group and 238% for PZU SA

Scale-up and development of complementary offerings



Sales growth in insurance against fire and other damage to property

Growing importance of remote service channels for patients

TFI PZU – #1 among “non-bank TFIs” + PLN 2.4 bn in inflows

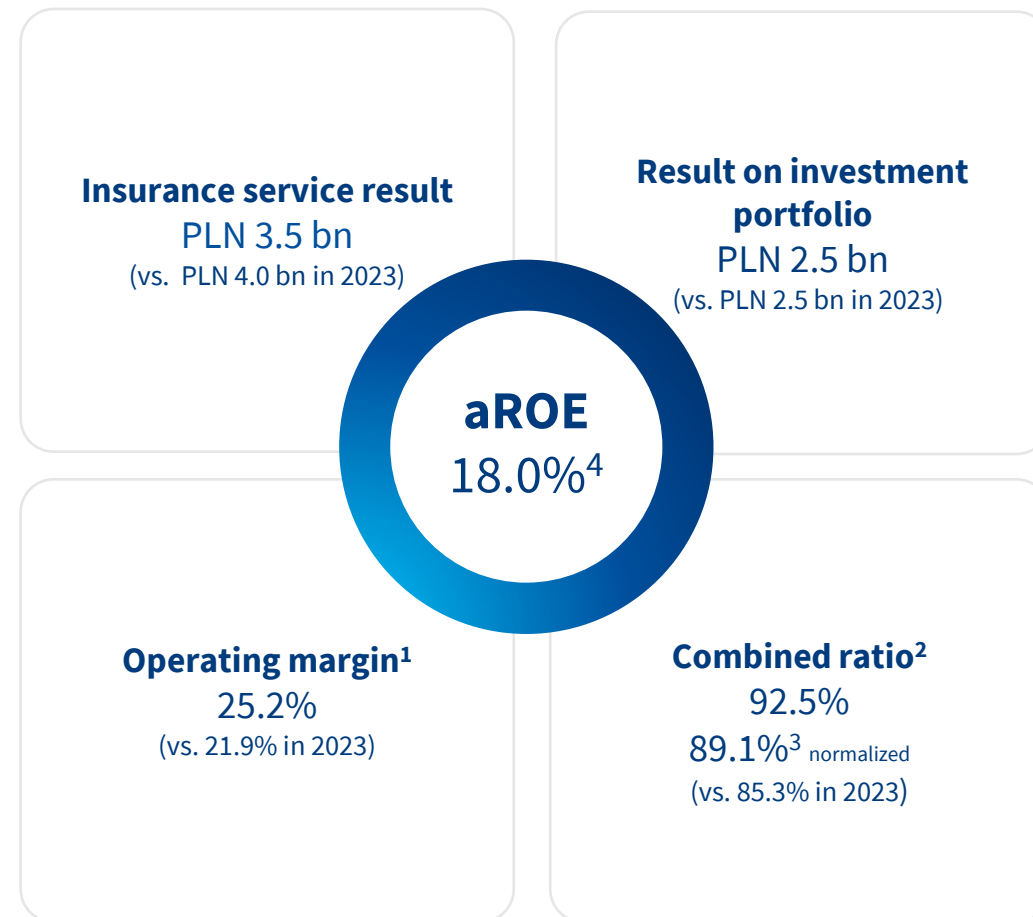
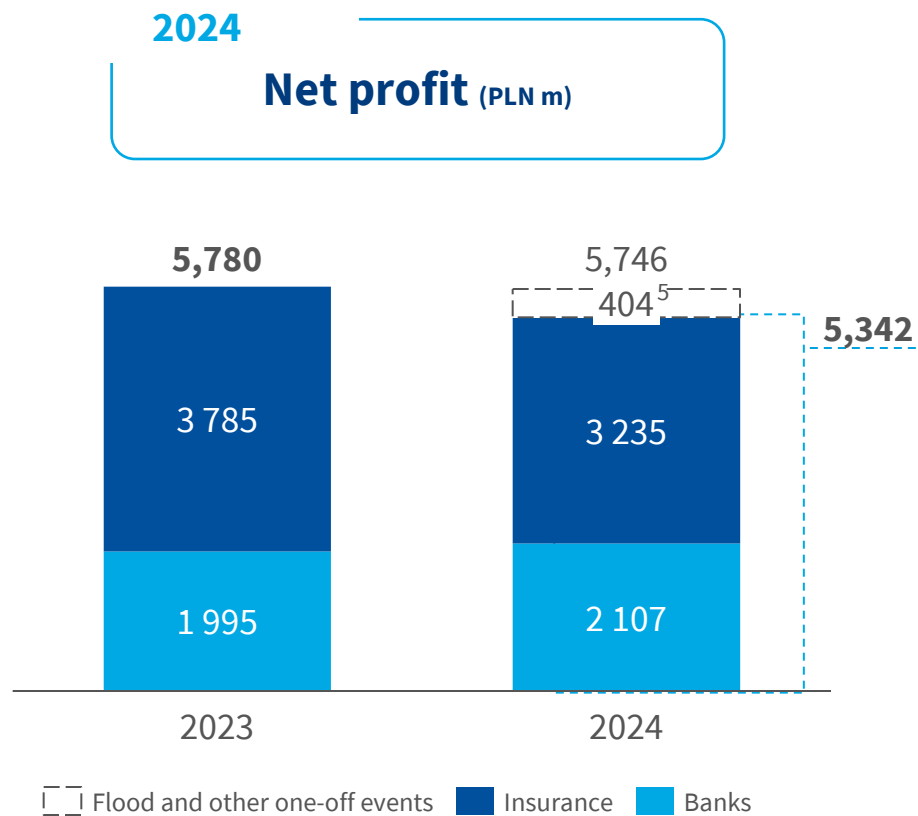
PZU Group



PLN **503.3** bn of assets
+**35.3** bn y/y



Stable results in 2024



1. Margin for group and individually continued insurance segment
2. Non-life insurance in PZU Group (Poland)
3. Non-life insurance in PZU Group (Poland), excluding the effect of profitability deterioration in agricultural insurance (including the impact of weather damage), the impact of the floods and profitability deterioration in non-motor insurance
4. aROE in 2024, attributable to owners of the parent company, return on equity excluding the cumulative effect of change in discount rates for valuation of insurance liabilities
5. The impact of the following:
 - a) deterioration of profitability in agricultural insurance (including the impact of weather damage) and deterioration of profitability in non-motor insurance (impact of -PLN 224 m)
 - b) impact of the floods – impact on the result from the PZU share after adjusting for income tax (impact of -PLN 210 m)
 - c) reversal of impairment losses on Alior Bank's trademark and client relationships (impact of +PLN 30 m)

High rating and secure foundation for doing business

Credit rating and financial strength rating

A-
POSITIVE

S&P Global
Ratings

234% SII

Solvency II ratio significantly over 200%

- Solvency II for PZU Group at **234%**¹
- Average for European insurers is **212%**

>80% bonds

Dominant share of bonds in the investment portfolio

- Bonds represent **83%** of the investment portfolio, including **64%** represented by sovereign bonds
- Stability of return rates owing to the portfolio structure and long-term management strategy
- Closed currency position

100% $\geq A$

Effective reinsurance protection

- The reinsurance program to limit the impact of catastrophic events and others
- **45%** of PZU reinsurers with A rating³ and **55%** with AA rating³

1. As at 30 September 2024. Calculation according to the existing methodology, i.e., own funds are adjusted by dividends calculated on the basis of the interim result. It does not take into account the new rules included in the KNF's circular letter to insurance companies dated 16 April 2021, according to which, starting from 1Q21, a new element in the calculation of company and group solvency in interim periods is an adjustment for the entire amount of dividends expected for the year. The ratio under the new rules and financial statements was 227% in 3Q24

2. Rating S&P/AM Best

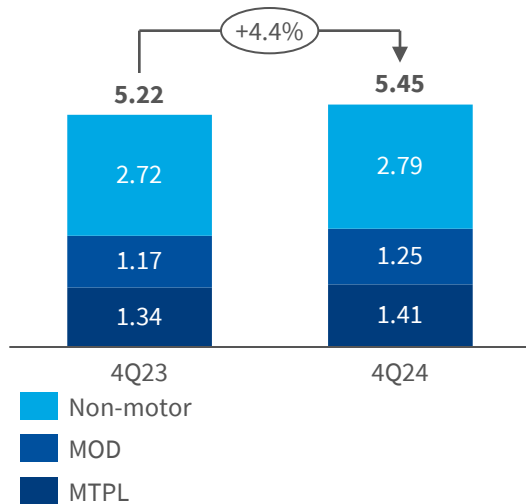


2. Business development in 4Q24

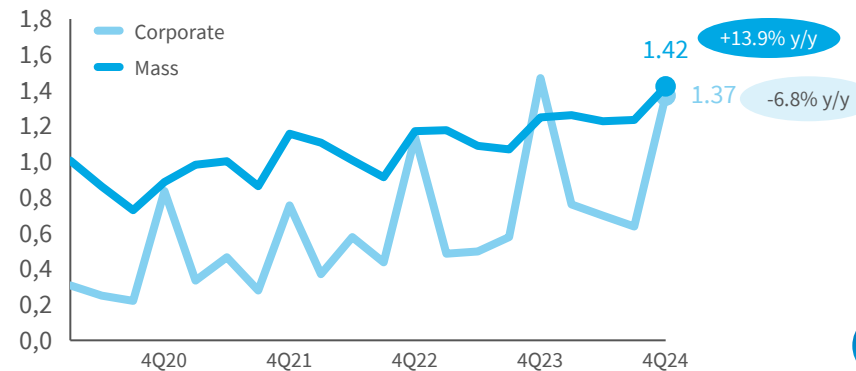
Premium growth in all groups

Gross written premium (PLN bn)¹ and its dynamics (% y/y)

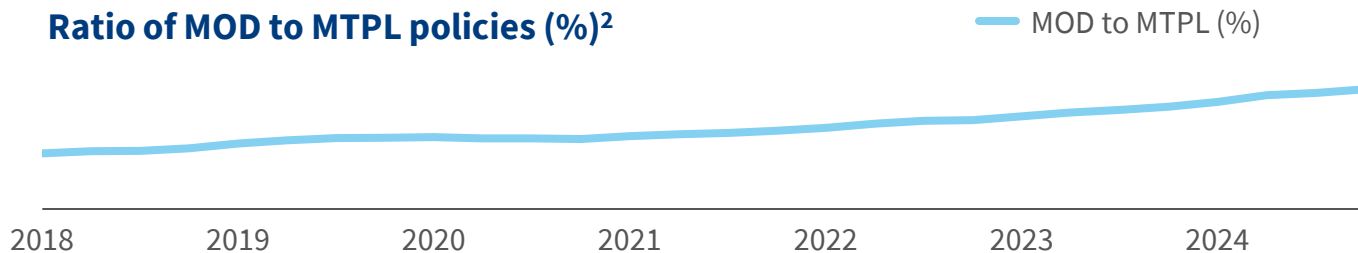
PZU Group in Poland



PZU Group in Poland – non-motor insurance



Ratio of MOD to MTPL policies (%)²



Non-motor insurance

- 1 The increase mainly in insurance against fire and other damage to property, as well as TPL insurance, combined with a decline in ADD and other insurance
- 2 In 4Q24, continued growth in mass insurance (13.9% y/y), in the corporate segment seasonally high premiums (PLN 1.4 bn), slightly lower y/y due to a long term contract in 2023

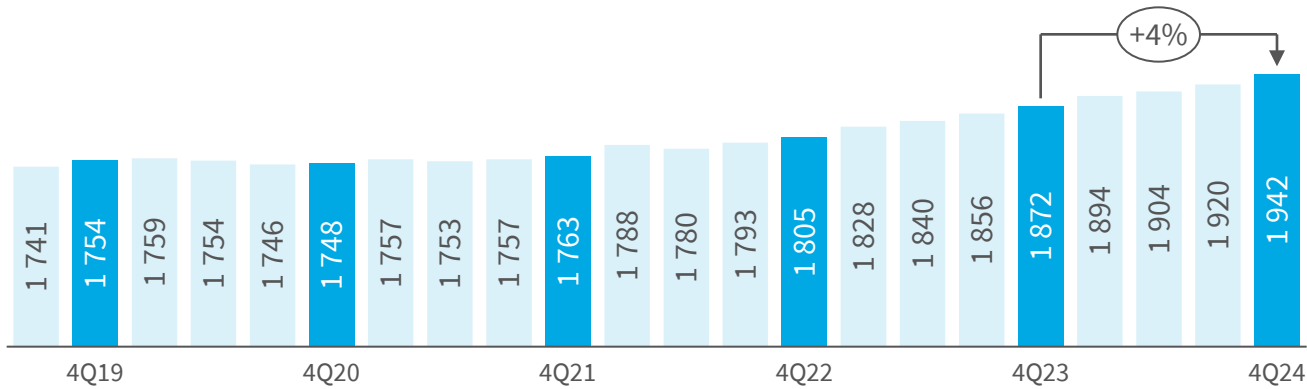
Motor insurance

- 1 Higher motor insurance sales (+6.2% y/y), largely due to an increase in average premiums
- 2 Premium growth in MTPL (+5.4% y/y) as a result of higher average prices keeping pace with rising damage costs

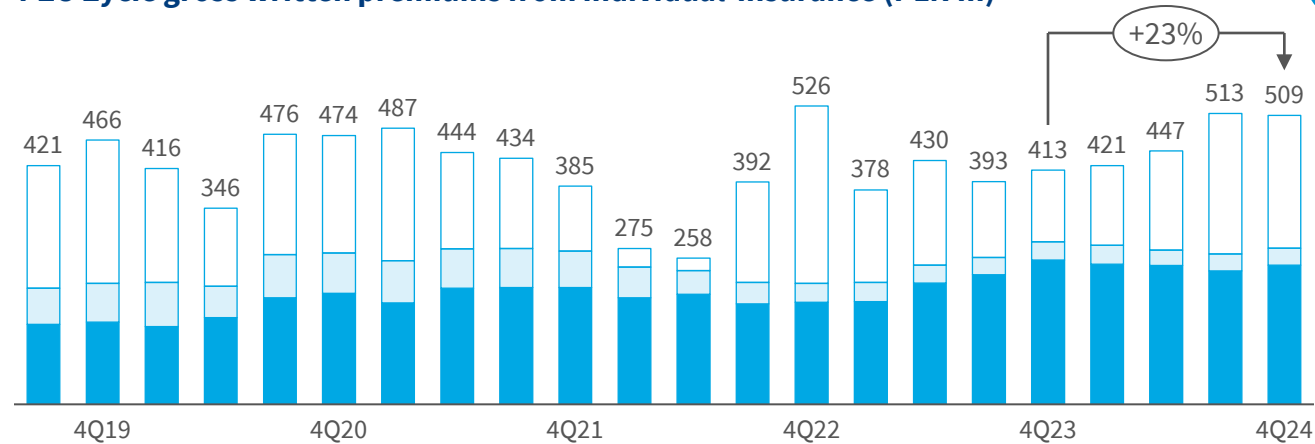
1. Gross written premium – external
 2. PZU, based on active policies, standardized ratio

PZU Życie with stable 4% growth in the written premiums from group and individually continued insurance, acceleration of individual insurance growth (23% y/y)

PZU Życie gross written premiums from group and individually continued insurance (PLN m)



PZU Życie gross written premiums from individual insurance (PLN m)



■ Protection products

□ Single premium investment products

■ Periodic investment products

Group and individually continued insurance

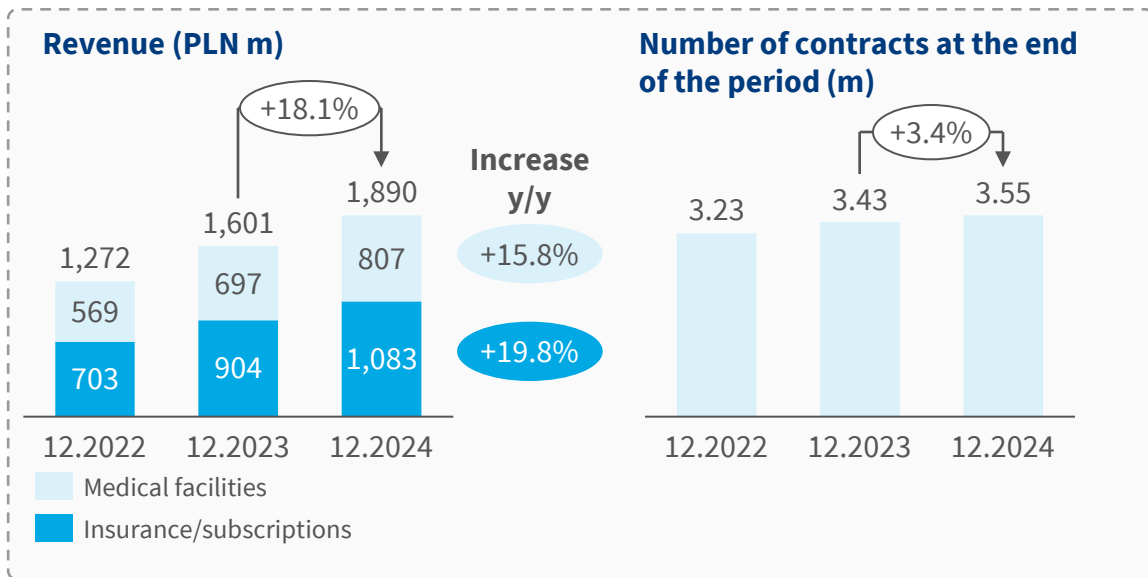
- 1 The growth in premiums from **health insurance**, thanks to the acquisition of new players and the revision of rates in the portfolio in response to the rising cost of medical services
- 2 Development of the portfolio of other **group protection insurance** and investment insurance (PPE)

Individual insurance

- 1 Portfolio development and sales growth of individual life and endowment insurance, including a new offering of insurance with bonuses (**PZU Perspektywa na Przyszłość**) and package insurance (**PZU Pakiet na Życie i Zdrowie**), tailored to life situation, age, and individual needs
- 2 Growth in written premiums from **bancassurance** due to (among other things):

- **insurance of loans and borrowings**
- **investment banking products**
- high sales of **life and endowment insurance** with guaranteed sums insured

PZU is actively and dynamically developing in the health pillar, achieving 18% y/y revenue growth in 2024



Business results

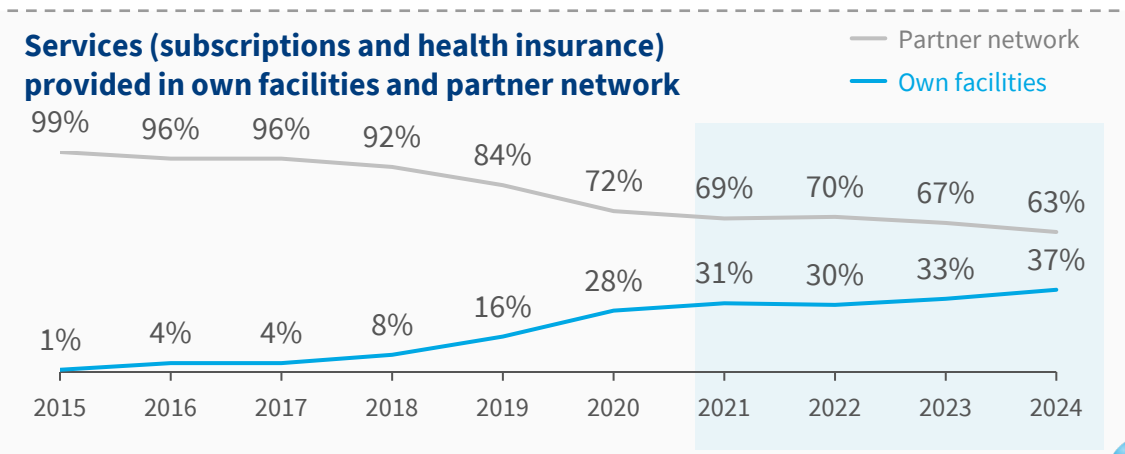
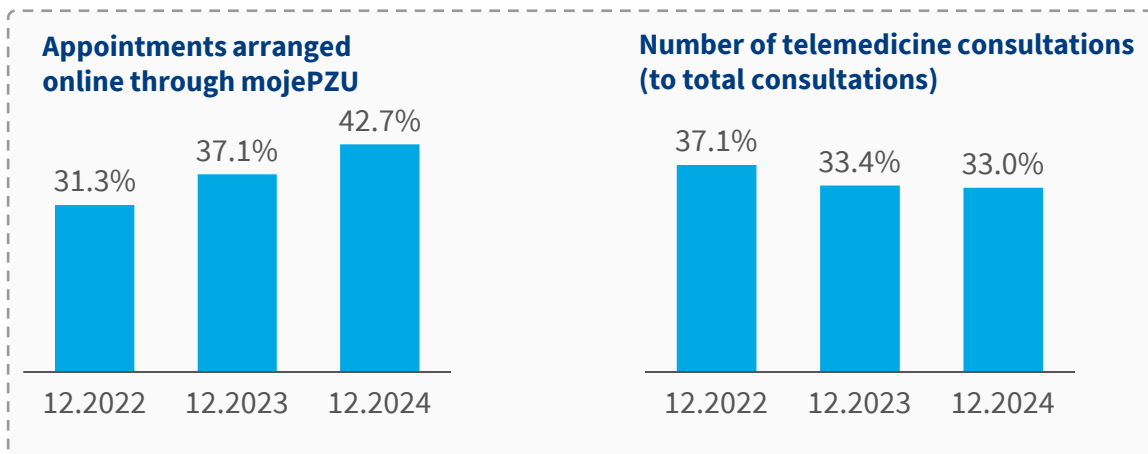
- More than 18% revenue growth** thanks to higher average premiums – mainly due to PZU Zdrowie’s **insurance** and own products (**subscriptions**)
- Nearly 16% increase in revenue of medical facilities** mainly due to sales to the National Health Fund

Product offering

Growth in the number of health product contracts at the end of 2024, thanks to, among others, the sale of add-ons to protection products (including access to specialists, outpatient rehabilitation, selected tests and treatments).

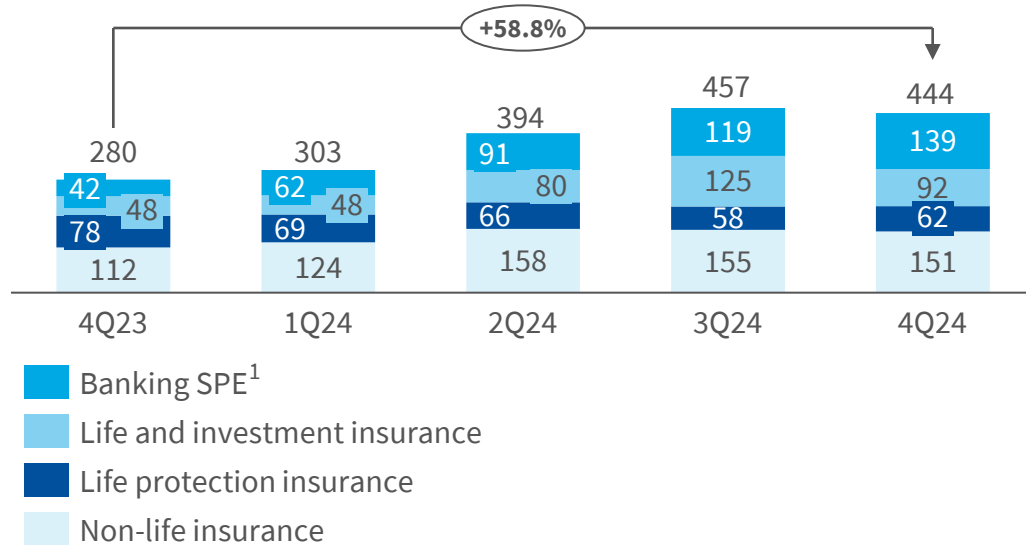
Digitization of the service model

The growing importance of remote service channels for patients, the share of appointments made through mojePZU rose to 42.7% in December 2024.

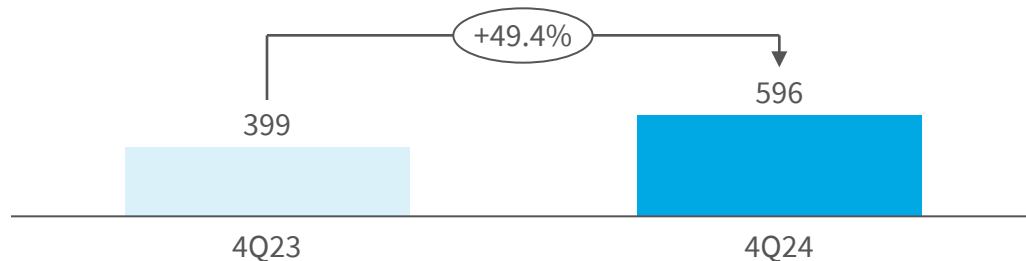


Gross written premium raised by PZU through cooperation with PZU Group banks up 58.8% y/y

Gross written premium raised in cooperation with Bank Pekao and Alior Bank (PLN m)



Gross written premium raised in cooperation with banks (PLN m)



Bancassurance

- 1 Continued **high sales growth for products with a guaranteed rate of return (SPE)**
- 2 Unit-linked product sales growth declines after very strong third quarter 2024 results
- 3 **Stable high sales of products linked to loan and mortgage at PZU Group banks**

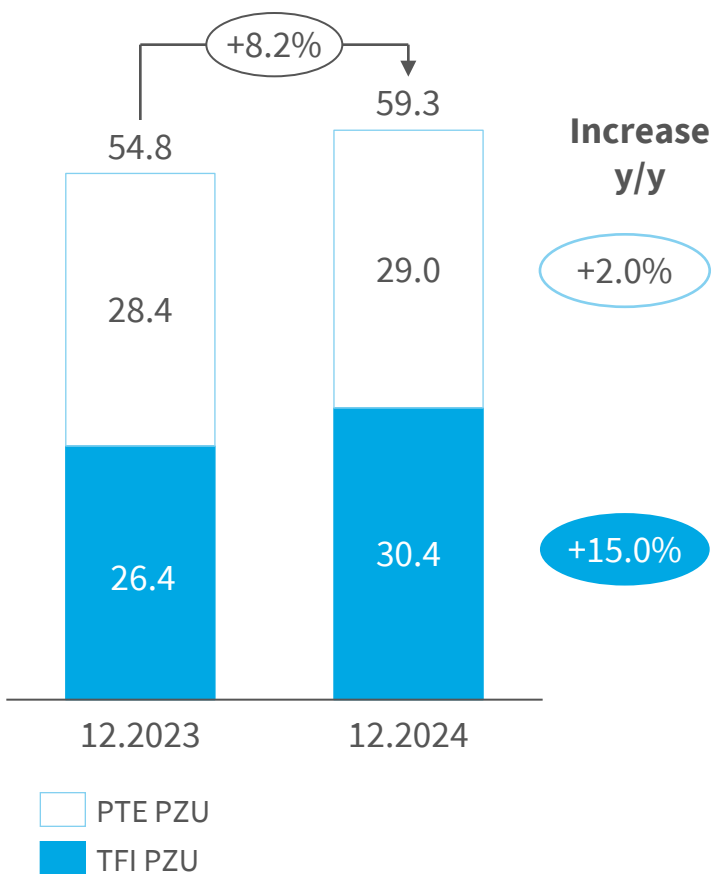
Assurbanking

- 1 Sales of Bank Pekao accounts (ROR) for individual clients of PZU is **currently offered in 239 PZU branches**
- 2 In 2024, ROR sales in the Tied Agents channel were expanded. **More than 100 Agencies** have been implemented
- 3 **Total clients' loans and deposits acquired by PZU** for the bank at the end of December 2024 is **PLN 2.5 bn**

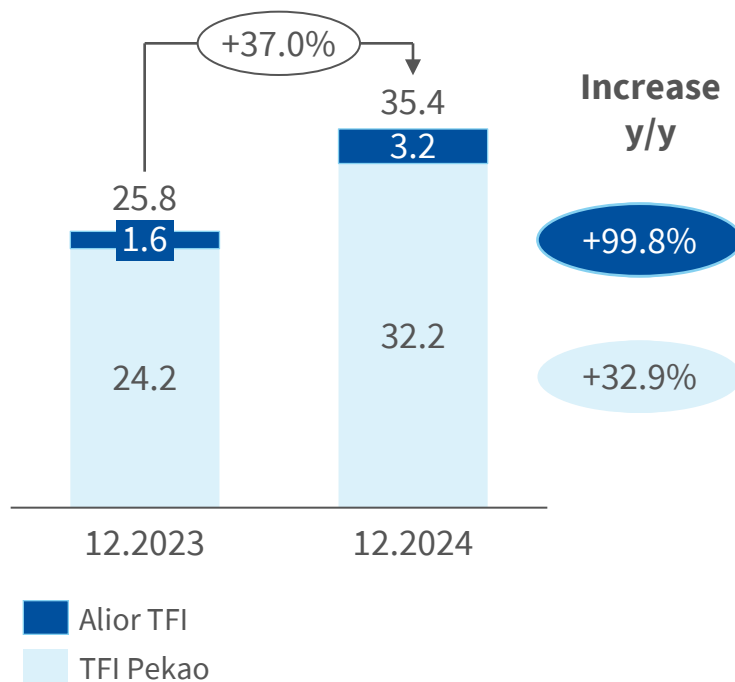
1. Premiums written from SPE bank products also include investment contracts

Assets under management at PZU Group companies with impressive growth y/y of over 25%

Assets of external clients of TFI PZU and PTE PZU¹ (PLN bn)



Assets of external clients of TFI banks of the PZU Group (PLN bn)



TFI PZU

- #1 among 'non-bank TFIs' and #6 in the market for net sales from external clients **+PLN 2.4 bn** in 2024
- In 2024, market inflows to funds amounted to PLN 43.5 bn – **TFI PZU's share at 5.6%**
- ECS assets** at the end of 2024 amounted to **PLN 6.6 bn (an increase of 43.2% y/y)**
- TFI PZU's second place in the ECS market** in terms of the value of assets under management **with a share of 21.8%** as of the end of 2024 – **more than double** the next entity's lead

1. Assets managed by PTE PZU are not included as an objective in the PZU Group's new strategy for 2021–2024.

First mass deployments of GenAI at PZU

Self-service NEXT – GenAI speeds up PZU Dom claims payout

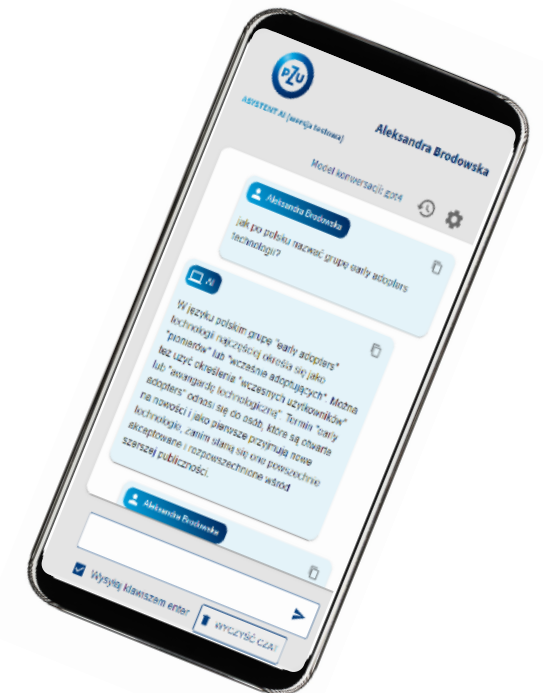
- 1 **Poland's first** manufacturing insurance process using GenAI
- 2 Artificial intelligence, thanks to its knowledge of the T&C, **verifies the existence of PZU's liability** for the damage based on the description sent by the client
- 3 With this improvement, compensation payments can be made in less than **24 hours**
- 4 The solution covers simplified claims reported through self-services (>12 thousand claims per year), it will significantly improve PZU's processes for handling mass claims (improving t-t-m analysis of claims)

AI assistant – PZU employee productivity multiplier

- 1 In 2H24, nearly 1,000 testers had pilot access to the AI Assistant (an intelligent chatbot based on the latest GenAI models)
- 2 The tool was evaluated positively by 82% of users, the NPS of the solution is 18 points
- 3 Active users of the tool **save more than 4 hours per month on their most valuable task**
- 4 Conversational, generative artificial intelligence tool **was made available to all PZU employees** at the end of March 2025, and its implementation is accompanied by a series of educational activities



We are leveraging generative artificial intelligence **to expedite compensation payouts**



PZU Ready for Startups – effective cooperation with the startup ecosystem

Report summarizing 7 years of PZU Ready for Startups program

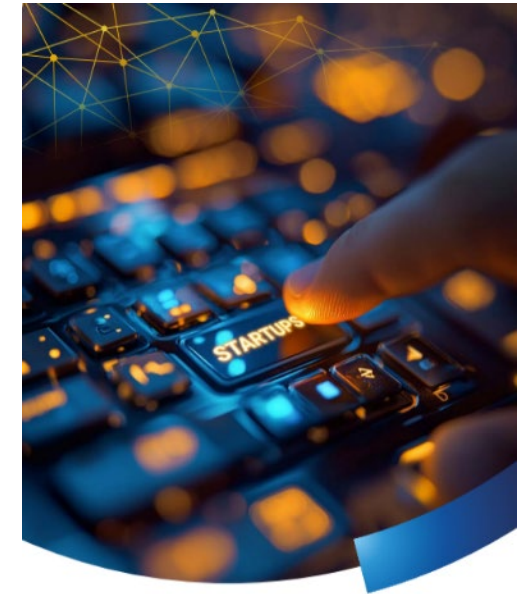
- 1 We developed a report “PZU Ready for Startups. How does CEE's largest insurer work with start-ups?” summarizing PZU's existing cooperation with the start-up ecosystem (report available at www.pzu.pl/innowacje)
- 2 Over 7 years, more than 7,000 innovation ideas and startup solutions were analyzed. Best 77 projects have been selected for piloting, and **49 solutions** have been forwarded for implementation (60% success rate)
- 3 The cumulative net benefits realized from the innovation projects implemented to date in the PZU Group under the PZU Ready for Startups program amount to more than **PLN 200 m**

Accelerators – 3 more startups invited to cooperate with PZU

- 1 In the last quarter of 2024, PZU partnered with 3 startups under accelerator programs run by Huge Thing and StartSmart CEE. Their goal is to develop and pilot the technology.
 - RIFFSEC provides cyber security departments with data on data leaks, darknet monitoring, Telegram or information about planned phishing attacks.
 - simpl.rent offers innovative solutions for improving standards in the residential rental market. One of the latest developments is Sherpa's proprietary technology, a universal online insurance distribution platform.
 - Muffintech is a startup focused on conversational artificial intelligence (AI) solutions, the kind you can talk to, distinguished by its focus on the insurance industry. Its large language model (LLM) is specially trained for insurance, making it better able to handle documentation overflowing with professional vocabulary.

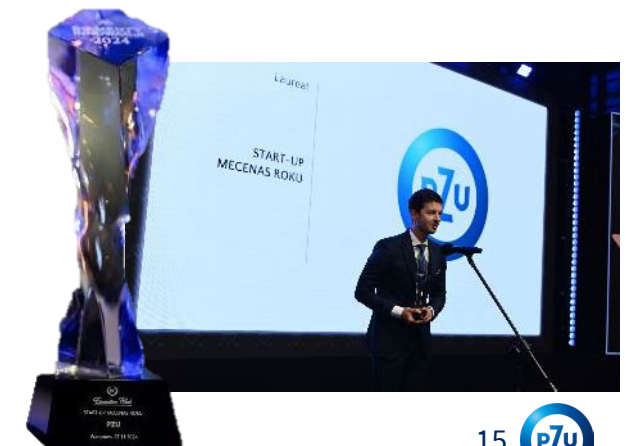
Award to PZU for patronage over startups from Executive Club

- 1 We were named winner of the “Diamonds of Innovation” competition in the “Start-up patron of the year” category
- 2 The jury of the competition organized by the Executive Club appreciated the PZU Group's intensive involvement in supporting innovative startups



PZU Ready for Startups

W jaki sposób największy ubezpieczyciel w CEE współpracuje ze start-upami?





3. Financial results in 4Q24

PZU Group results under IFRS 17

m PLN	4Q23*	3Q24	4Q24	Change y/y	Change q/q
PZU GROUP EXCL. ALIOR BANK AND BANK PEKAO					
Gross insurance revenue	6 909	7 541	7 587	9,8%	0,6%
Net insurance revenue	6 509	7 060	7 084	8,8%	0,3%
Insurance service expenses (net)	(5 563)	(6 367)	(5 862)	5,4%	(7,9%)
Net insurance claims and benefits ¹	(3 762)	(4 561)	(4 031)	7,2%	(11,6%)
Administrative expenses	(648)	(595)	(663)	2,3%	11,4%
Acquisition expenses	(1 137)	(1 225)	(1 226)	7,8%	0,1%
Loss component amortization	254	305	295	16,1%	(3,3%)
Recognition of the loss component	(270)	(291)	(237)	(12,2%)	(18,6%)
Insurance service result	946	693	1 222	29,2%	76,3%
Net financial revenue	266	247	349	31,2%	41,3%
Insurance and outward reinsurance finance income or expenses	(552)	(374)	(213)	(61,4%)	(43,0%)
Result from investment activities - allocated to insurance segments	818	621	562	(31,3%)	(9,5%)
NET RESULT ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT COMPANY	1 089	626	1 138	4,5%	81,8%
BANKS: ALIOR AND PEKAO					
Net profit (loss) attributable to equity holders of the parent company	523	589	543	3,8%	(7,8%)
NET RESULT ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT COMPANY	1 612	1 215	1 681	4,3%	38,4%
MAIN FINANCIAL RATIOS (%)					
aROE ²	23,2	17,2	22,5	(0,7) p.p.	5,3 p.p.
Claims ratio (with net loss component)	58,0	64,4	56,1	(1,9) p.p.	(8,3) p.p.
Administrative expense ratio	10,0	8,4	9,4	(0,6) p.p.	1,0 p.p.
Acquisition expense ratio	17,5	17,4	17,3	(0,2) p.p.	(0,1) p.p.
Combined ratio ³	86,6	98,6	86,1	(0,5) p.p.	(12,5) p.p.
Margin ⁴	21,8	26,4	29,8	8,0 p.p.	3,4 p.p.

- 1 Excluding the investment component (mainly applies to unit-linked products)
- 2 aROE – adjusted return on equity, calculated on a capital basis excluding cumulative other comprehensive income relating to insurance and reinsurance financial income and expenses. Net result and equity attributable to owners of the parent company, annual return
- 3 Only for non-life insurance in PZU Group in Poland
- 4 Margin for group and individually continued insurance segment in Poland

* PZU Group restated financial data for prior periods in the 2023 interim reports due to:

- the shaping of interpretations of the IFRS 17 standard and the development of consistent approaches among insurers and advisors

- the ability to obtain historical data for unit-linked products, which at the same time resulted in a change in the accounting principle of calculation for the transition date. Changed measurement method from fair value approach to modified retrospective approach (MRA)

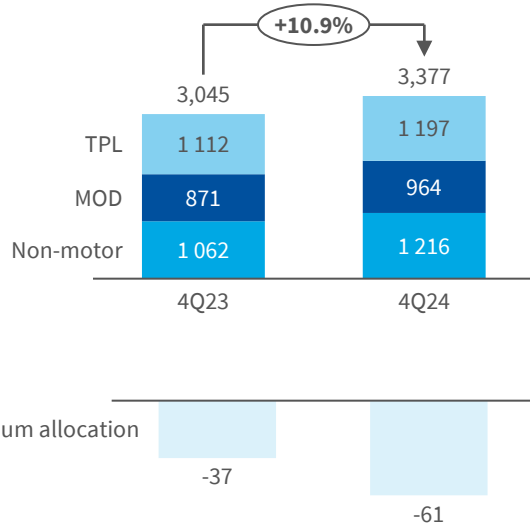
- addressing the auditor's comments after the first full audit

The restatement also applied to all comparative periods, so effectively the financial figures from 1Q22 were changed.

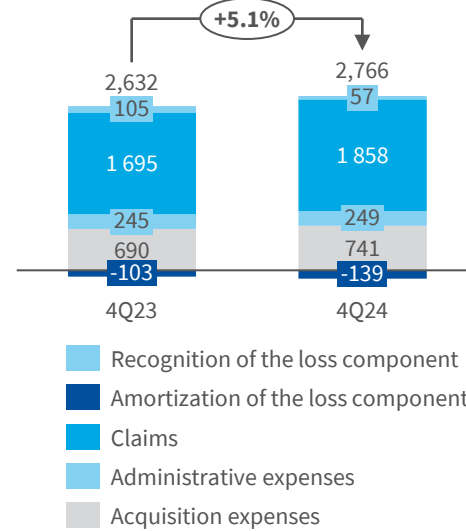
In addition, the restatements result from changes in the recognition of the provision for legal risk of Swiss franc mortgages.

Non-life insurance under IFRS 17 – mass insurance segment

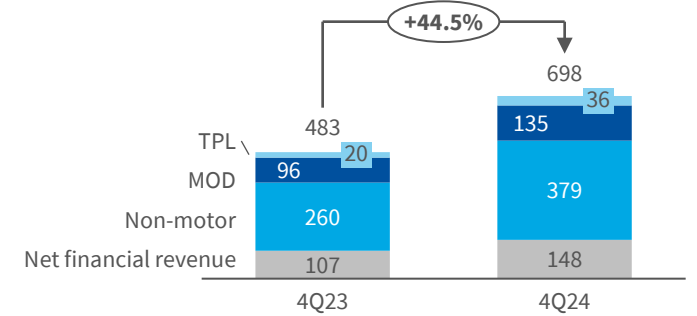
Insurance revenue (PLN m)



Net insurance service expenses (PLN m)



Operating result (PLN m)



COR 4Q23



COR 4Q24

• **increase in amortization of liability for remaining coverage (LRC) for portfolios:**

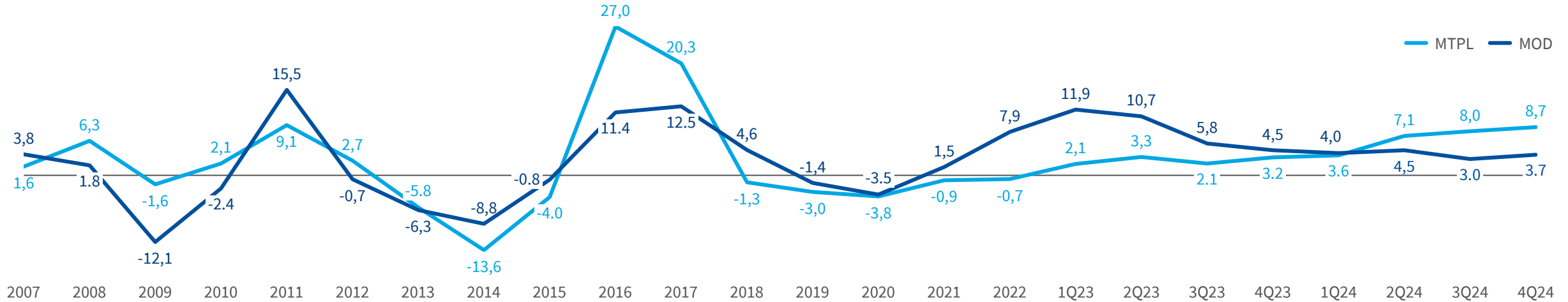
- **non-motor +16.4% y/y – a consequence of the development of PZU Dom insurance** (impact of refreshed offering and higher propensity of clients to raise insured amounts), PZU Firma insurance offered to small and medium-sized enterprises and Assistance insurance
- **MOD +12.0% y/y – impact of high premium growth in 2H23** maintained in the following months of 2024 (increase in average premiums as a consequence of increasing value of vehicles and thus insured sums, as well as higher number of insurance contracts – among other things as a result of higher availability of vehicles than a year ago)
- a higher level of **premiums allocated to cover acquisition expenses** due to growing sales and declined share of own channels

- higher y/y **current year claims liabilities** – mainly in motor third-party liability insurance (impact of claims inflation)
- **higher costs of activities**, including acquisition and administrative expenses attributable to insurance operations, with a simultaneous decrease in the share of expenses in the income
- significantly **lower y/y creation of new and higher amortization of existing loss component** due to changes in the rate of increase in claims inflation and frequency of events (total impact on cost decrease: PLN 84 m y/y)

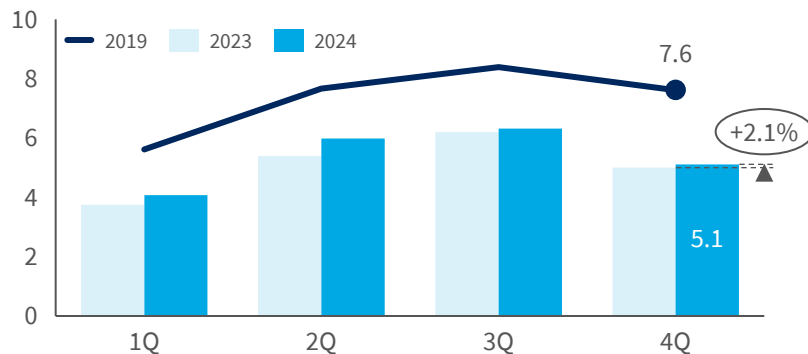
- **improvement of the results on both the non-motor insurance portfolio** (+PLN 119 m y/y) and the motor insurance portfolio, including **MOD** insurance by PLN 39 m y/y.
- higher **excess of investment result over insurance finance expenses** following the increase in the required balance of assets to cover liabilities and the purchase to the portfolio of Polish government bonds at high yields in the market

Motor insurance market in Poland – change in average price and frequency of claims

Change in the average market price of MTPL and MOD insurance (%)¹



Number of traffic incidents in 2024 and 2023 vs. pre-pandemic period (quarterly, in thousands)²

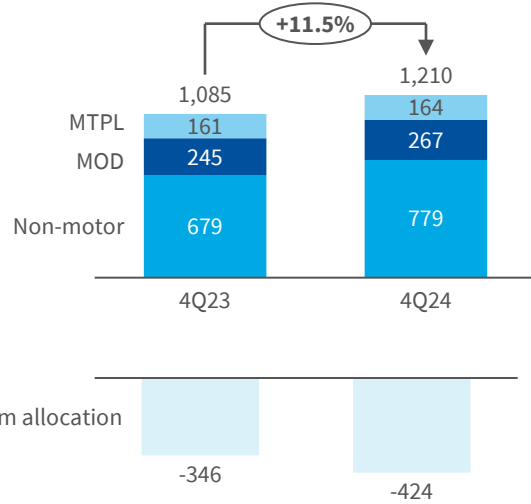


- 1 The acceleration in the motor and especially third-party liability insurance market continues (+11.6% and 10.1% y/y in the third quarter, respectively). Premium growth in third-party liability insurance excluding reinsurance of 13.7%, MOD growth of 9.3%
- 2 Despite price growth, market deepens loss (TPL technical result, direct business -PLN 165 m in 2Q24 and -PLN 329 m in 2024 ytd)

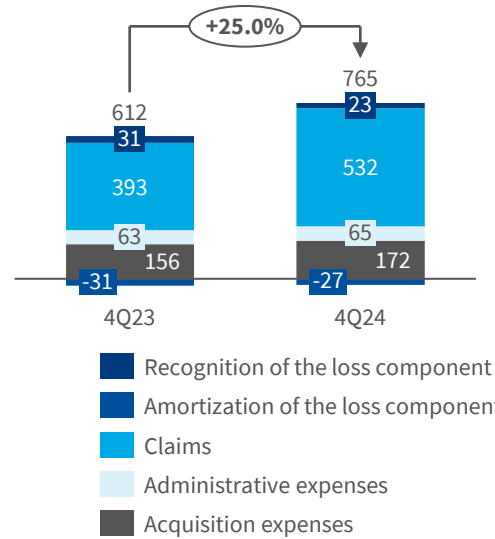
1. Own compilation based on market reports of KNF and PIU
 2. Own compilation based on police data

Non-life insurance under IFRS 17 – corporate insurance segment

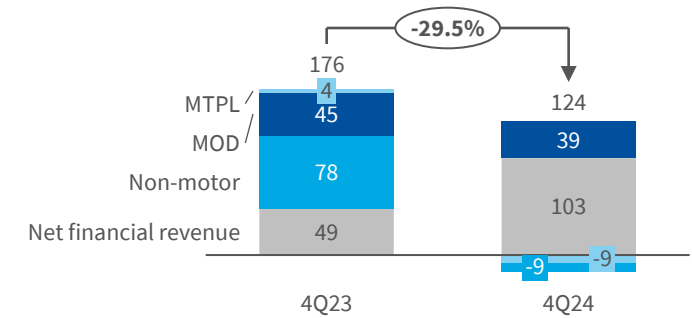
Insurance revenue (PLN m)



Net insurance service expenses (PLN m)



Operating result (PLN m)



COR 4Q23

82.8%

COR 4Q24

87.7%

77.1%

97.3%

92.9%

102.5%

• **increase in amortization of liability for remaining coverage (LRC) for:**

- **non-motor insurance (+14.7% y/y)** – effect of earning 2023 premiums, including large contracts concluded in 4Q23 (contracts with fuel and power generation clients). In addition, high sales in 2024, in the strategic client area (renewal of several long-term contracts)
- **motor insurance (+6.3% y/y)** – the impact of both growth in MOD insurance (the effect of an increase in average premium due to rising values of vehicles) and MTPL insurance
- higher y/y levels of **premium allocated to cover acquisition expenses** due to portfolio development

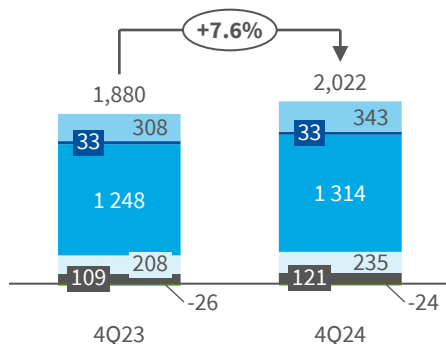
• **release of a lower y/y net excess of prior years' claims reserves** over the current projected value of payouts – mainly in non-motor insurance

- higher net **liabilities y/y for the current year's claims** in MOD insurance
- growth **acquisition expenses** with a simultaneous increase in the share of costs in revenue, mainly in non-motor insurance

- lower result from insurance services, mainly in non-motor insurance mainly due to higher y/y level of net claims reserves from previous years
- higher **excess of investment result over insurance finance expenses** following the increase in the required balance of assets to cover liabilities and the purchase to the portfolio of Polish government bonds at high yields in the market

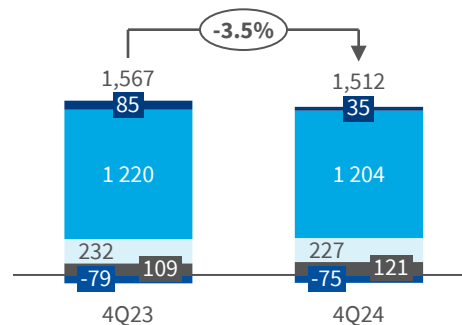
Life insurance under IFRS 17 – group and individually continued insurance

Insurance revenue (PLN m)



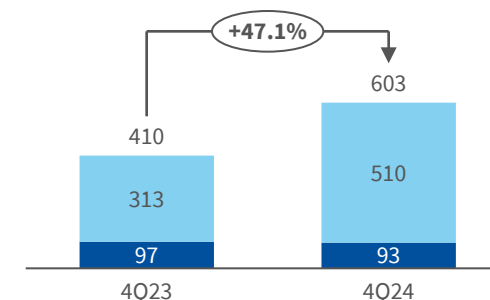
- CSM amortization
- Release of non-financial risk adjustment
- Expected claims and benefits
- Expected expenses
- Premiums related to acquisition expenses
- Other

Insurance service expenses (PLN m)



- Recognition of the loss component
- Amortization of the loss component
- Claims and benefits
- Administrative expenses
- Acquisition expenses

Operating result (PLN m)



- 21.8%
- 29.8%
- Margin
- Insurance service result
- Net financial revenue

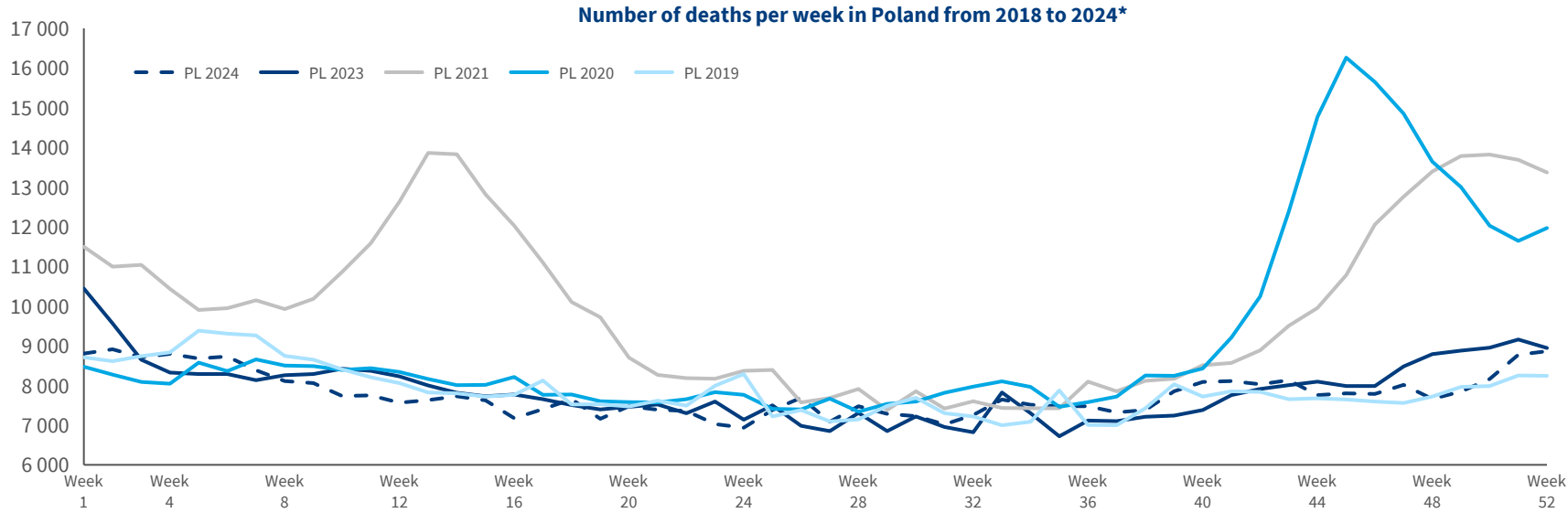
- a higher level of **premiums to cover expected claims** and benefits mainly as a result of a higher expected utilization of health insurance benefits
- a higher level of **expected expenses**, mainly on the group insurance portfolio as a consequence of rising fixed expenses (including personnel and IT expenses)
- an **increase in CSM amortization**, mainly in the portfolio of individually continued insurance, related to an increase in the carrying amount of CSM
- higher **revenue to cover rising acquisition expenses**

- **lower total creation of the loss component** as a result of a higher reversal of the loss component related to changes in actuarial assumptions by PLN 48 m y/y
- **lower claims and benefits** – mainly the effect of a decrease in benefits from group insurance (-PLN 7 m y/y) and individually continued insurance (-PLN 11 m y/y), partially offset by utilization of health insurance, translating into an increase in profitability y/y
- a slight increase in **amortization of acquisition expenses** (+ PLN 12 m y/y)
- lower **amortization of the loss component** (PLN 4 m y/y)

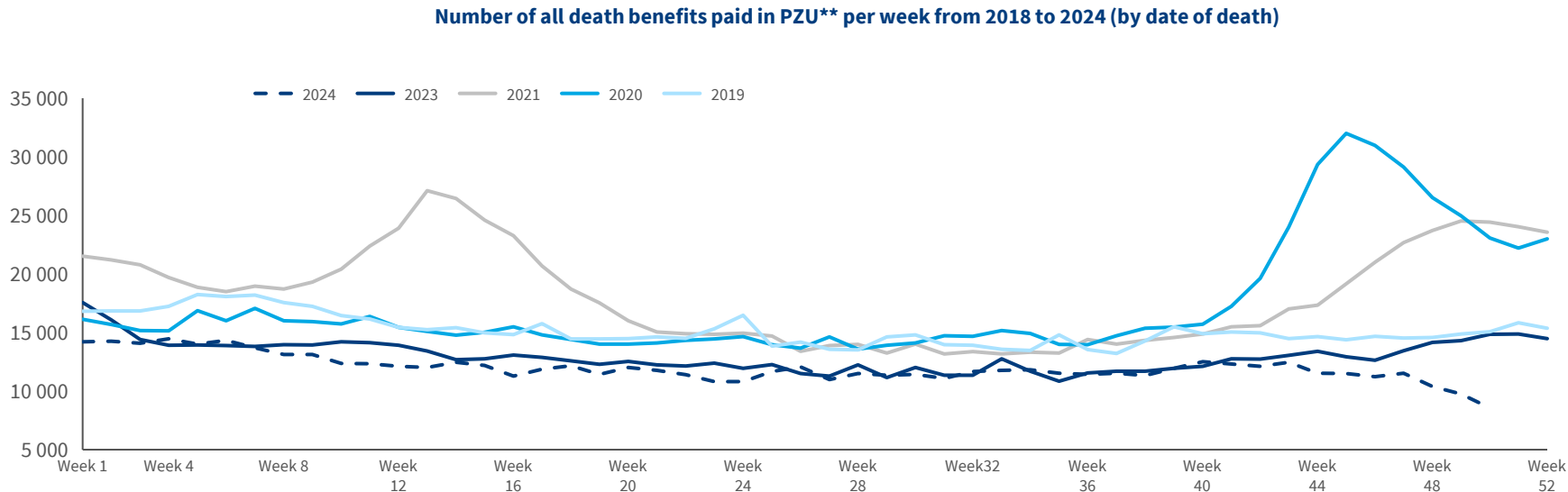
- higher insurance service result (+ PLN 197 m y/y)
- a slight decline in net financial revenue (-PLN 4 m y/y) as a result of an increase in insurance finance expenses (PLN 6 m y/y) offset in part by an increase in investment income (PLN 2 m y/y) as a result of **purchase to the portfolio of Polish government bonds at high yields in the market**

* Net financial revenue – investment income less insurance finance income or expenses

PZU portfolio against mortality in Poland



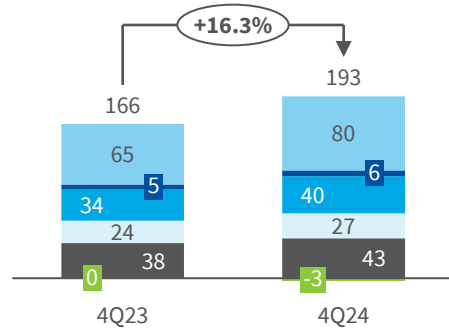
- A 3.1% decrease in the number of deaths compared to the fourth quarter of 2023
- In 4Q24, an average of 8.1 thousand death certificates were issued per week, compared to 8.3 thousand in the same period last year
- On an annual basis, an average of 7,800 deaths per week were recorded each from 2017–2019, with 7,900 deaths per week in 2023. By 2024, an average of 7,800 deaths per week were again recorded, a return to pre-pandemic levels.



** Includes all PZU products and the following risks: death of primary insured, death of spouse, death of parents, death of in-laws.

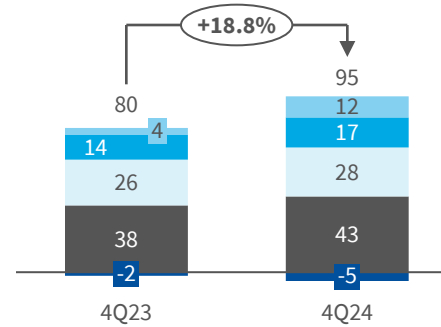
Life insurance under IFRS 17 – individual protection insurance

Insurance revenue (PLN m)



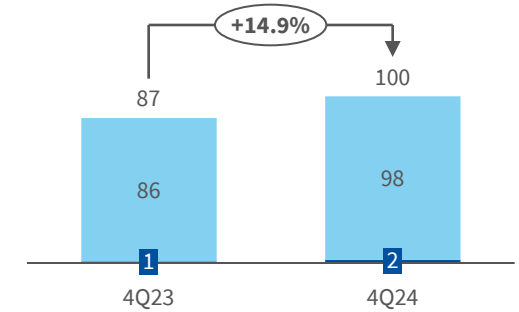
- CSM amortization
- Release of non-financial risk adjustment
- Expected claims and benefits
- Expected expenses
- Premiums related to acquisition expenses
- Other

Insurance service expenses (PLN m)



- Recognition of the loss component
- Amortization of the loss component
- Claims and benefits
- Administrative expenses
- Acquisition expenses

Operating result (PLN m)



- Insurance result income
- Net financial revenue

- higher contractual service margin amortization mainly as a result of growth and higher profitability of bancassurance portfolio (+PLN 7 m y/y)
- a higher **level of premiums to cover expected claims and benefits** – a product of a decline in the pensions portfolio and an increase in life and endowment insurance and term insurance
- higher revenue to cover rising acquisition expenses

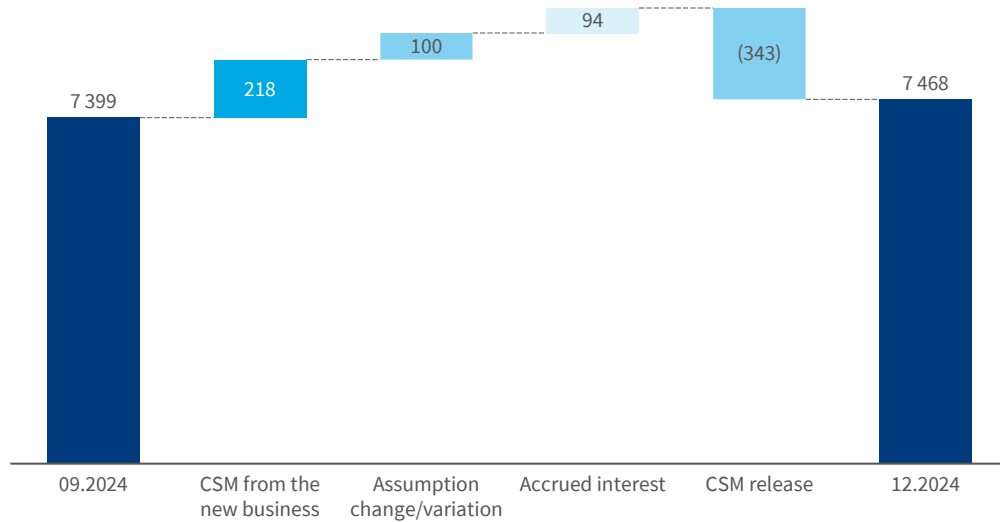
- creation of **loss component** as a result of the addition of a provision for litigation and dispute proceedings for annuities from the so-called “old portfolio” in the amount of PLN 9.4 m
- higher realization of **claims and benefits of the current period**, mainly for bancassurance insurance (+PLN 6.1 m y/y), offset by a decrease for term life insurance (-PLN 3.1 m y/y)
- higher **acquisition expenses amortization**

- an increase in insurance service result with **higher margins realized on the individual protection insurance portfolio** and lower margins realized on the individual bank protection insurance **portfolio**
- **an increase in net financial revenue** (PLN 1 m y/y)

* Net financial revenue – investment income less insurance finance income or expenses

Life insurance in Poland under IFRS 17 – evolution of contractual service margin

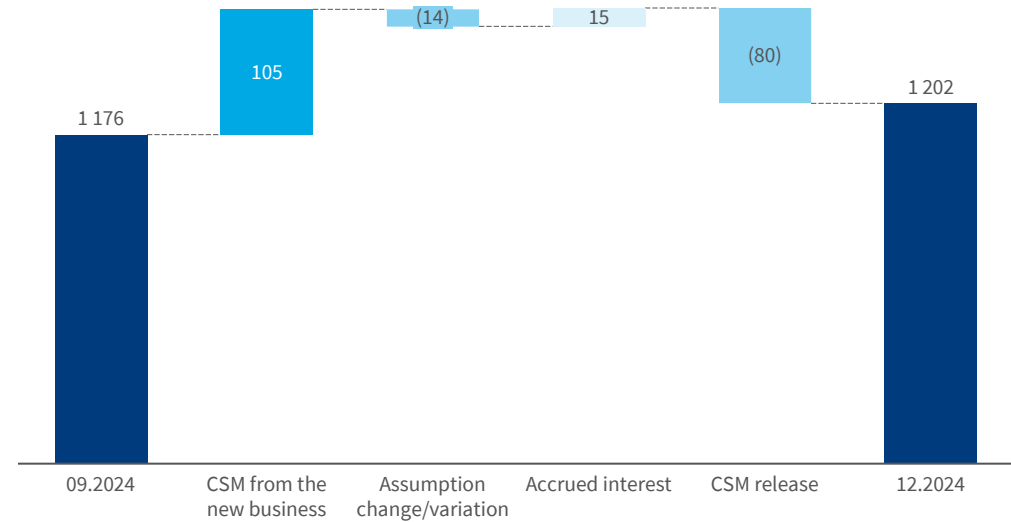
Group and individually continued insurance – CSM (PLN m)



The change in CSM contractual service margin (value of future profits) between balance sheet dates is due to:

- additional CSM from the sale of new business in the amount of PLN 218 m
- positive change in the assumptions regarding the development of the insured portfolio (+PLN 30m), and re-sale of riders in individually continued insurance (+PLN +44 m)
- CSM increase by the change in the time value of money – accrued interest
- CSM release of PLN 343 m – profit attributable to the current period

Individual protection insurance – CSM (PLN m)



The change in CSM contractual service margin (value of future profits) between balance sheet dates is due to:

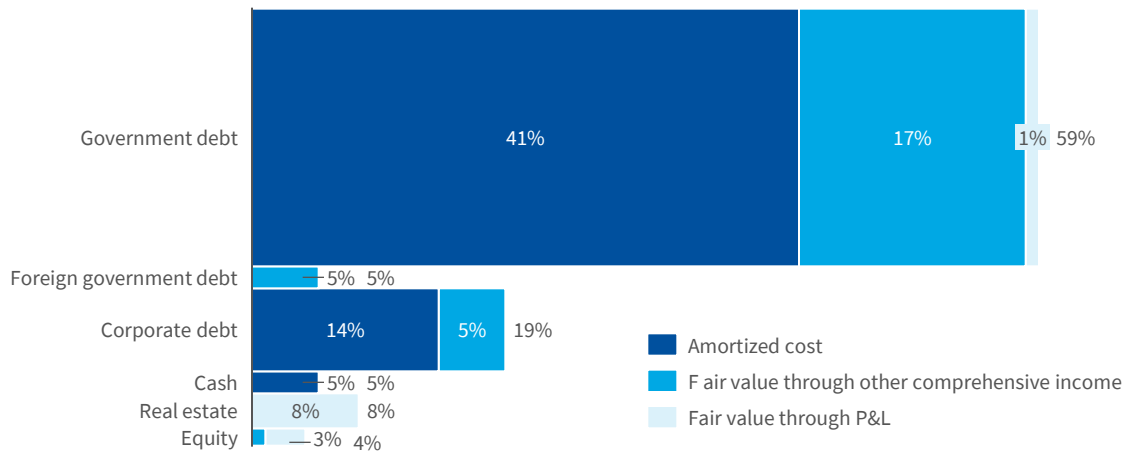
- additional CSM from the sale of new business in the amount of PLN 105 m
- variances in the development of the insured's portfolio (PLN -14 m)
- CSM increase by the change in the time value of money – accrued interest
- CSM release in the amount of PLN 80 m – profit attributable to the current period

Investment result

IFRS, PLN m	4Q23*	4Q24	Change y/y
Investment income less interest expenses	5 321	5 096	(4,2%)
Investment result allocated to insurance segments in Poland ex unit-linked	466	595	27,7%
Unit-linked	319	(40)	x
Investment result allocated to insurance segments abroad	33	20	(39,4%)
Surplus portfolio, TFI, PTE	190	(44)	x
Banking activities including PPA	4 313	4 565	5,8%
Total, insurance segments, investment activities and other	1 008	531	(47,3%)
Main portfolio	597	655	9,9%
Debt instruments - interest	537	583	8,7%
Debt instruments - revaluation and execution	(50)	(20)	x
Equity instruments	42	46	7,9%
Real estate	67	46	(32,0%)
Investment products	319	(40)	x
Other	92	(84)	x

*Restated data.

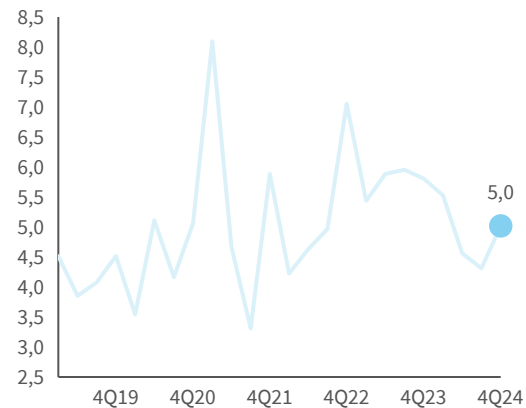
Structure of the core portfolio by asset class and methods of their valuation



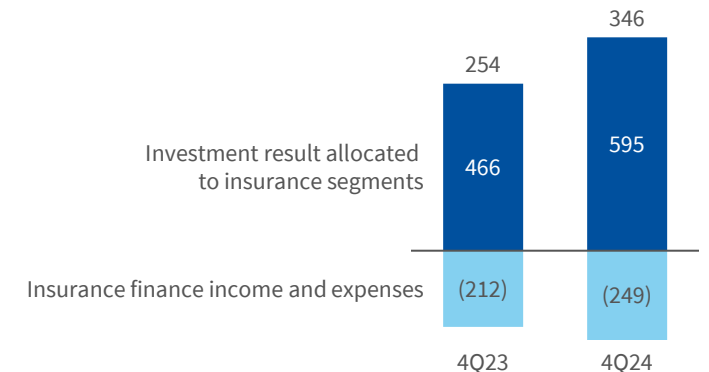
Core portfolio: PLN 50.9 bn
Investment products: PLN 6.9 bn

- Secure portfolio structure:** debt instruments account for 83% of the portfolio, government debt is 64% of the portfolio
- Profitability of the core portfolio** with FX on liabilities at 5.0 % in 4Q 24
- Higher interest income** y/y due to the purchase of Polish Treasury bonds at high yields in the market
- Higher y/y result on valuation of debt instruments** in particular due to a smaller impact of negative exchange rate differences on foreign currency portfolios (offset at the level of the PZU Group's net result by changes in the valuation of liabilities under insurance contracts) offset in part by the realization of a negative result on the sale of a portion of bonds from the Polish Treasury debt portfolio
- Lower real estate portfolio** due to negative impact of portfolio valuation mainly in office segment
- Deterioration of the impact of other items**, particularly with regard to exchange temporary differences relating to real estate valuation (value eliminating on a semi-annual basis)

Return on FX core portfolio from liabilities (%)



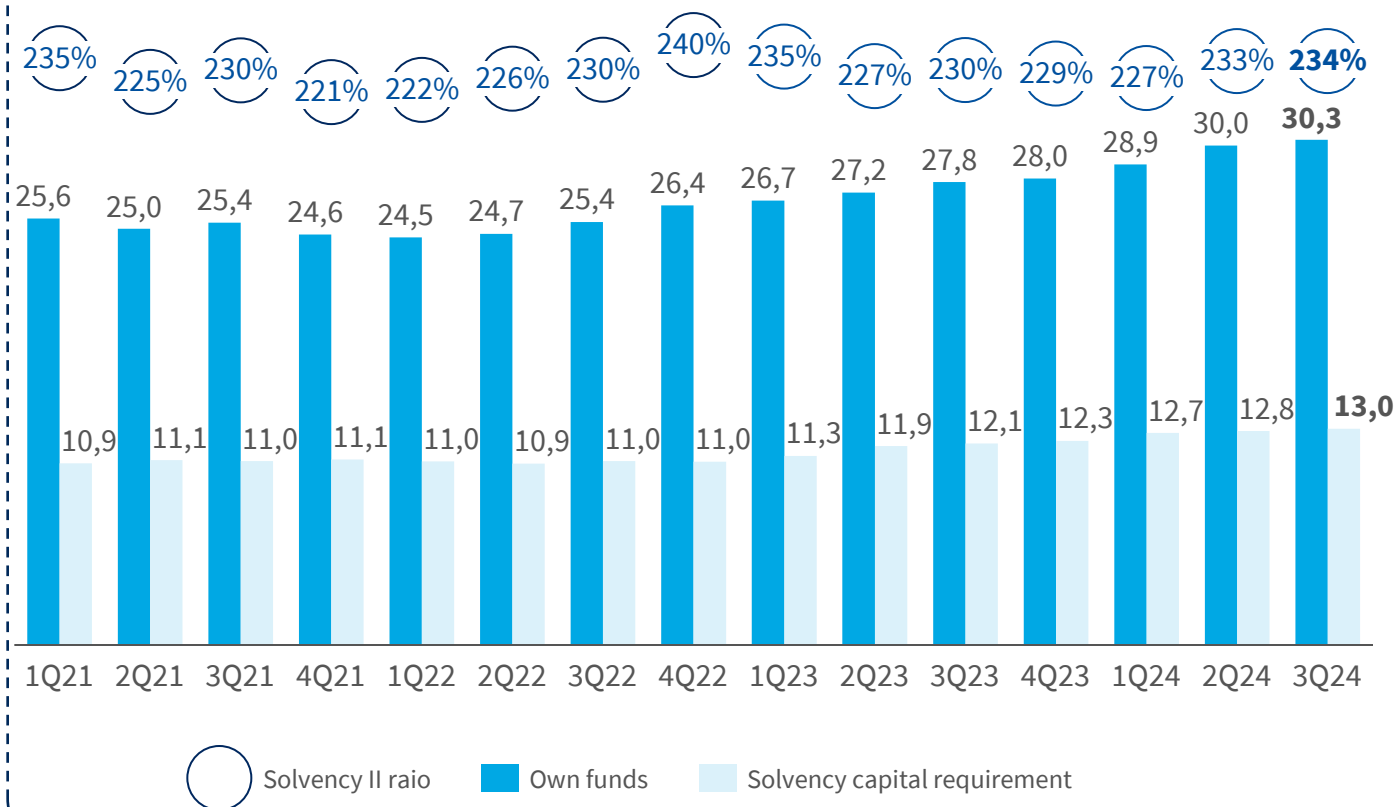
Investment result allocated to insurance segments in relation to net insurance expenses and revenue* (PLN m)



* Excluding unit-linked and foreign operations

High level of solvency of the Group

Solvency II ratio¹, 30 September 2024



Increase in own funds in 3Q24 by PLN 0.3 bn

Main causes:

- 1 operating flows (+PLN +0.3 bn)
- 2 investment results (+PLN 0.6 bn) and higher bond valuation (+PLN 0.4 bn)
- 3 higher expected dividends estimated at 80% of consolidated net profit (-PLN 0.9 bn)

SCR growth in 3Q24 by PLN 0.14 bn

The main drivers of the q/q changes:

- 1 increase in basic solvency capital requirement (BSCR, +PLN 0.11 bn) following an increase in catastrophic risk in non-life insurance (floods); decrease in other insurance risks and market risk
- 2 higher capital requirements of banks (+PLN 0.06 bn)

Solvency ratio calculated according to the formula: Own funds / Solvency requirement.

Annual data based on audited reports on solvency and financial condition (SFCR) available at <https://www.pzu.pl/relacje-inwestorskie>. Other unaudited data.

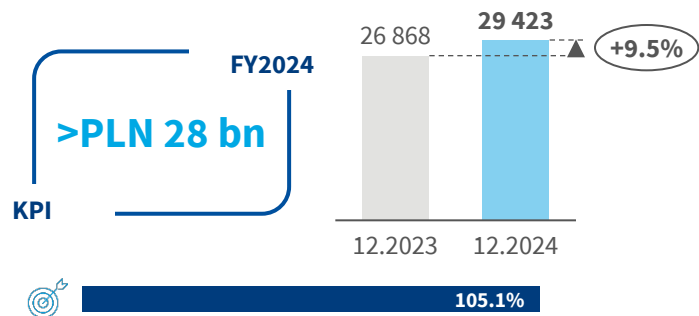
1. Infra-annual data presented in accordance with the previous methodology, according to which own funds were reduced by 80% of the PZU Group's consolidated result attributable to PZU shareholders. It does not take into account the new rules included in the KNF's circular letter to insurance companies dated 16 April 2021, according to which, starting from 1Q a new element in the calculation of company and group solvency in interim periods is an adjustment for the entire amount of dividends expected for the year.



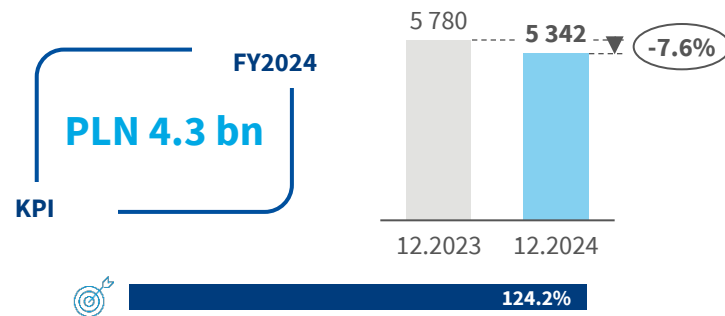
4. Strategy 2021-2024

2024 strategic goals and their implementation

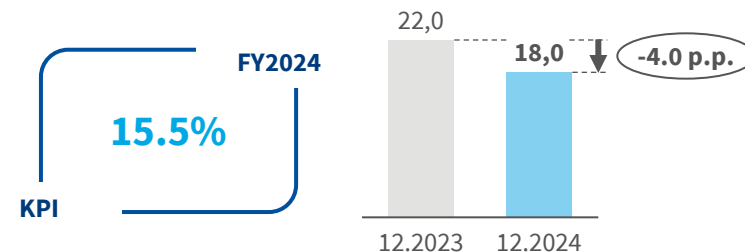
Gross insurance revenue¹ (PLN m)



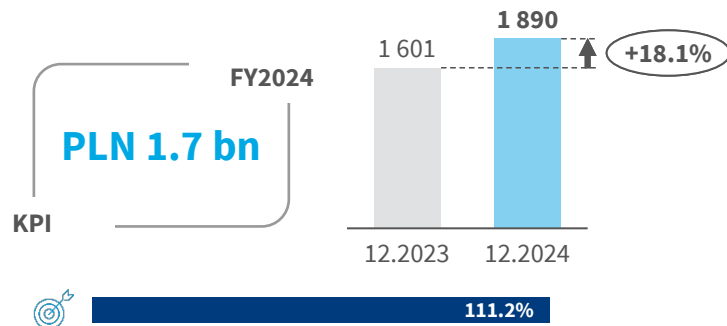
PZU Group net profit² (PLN m)



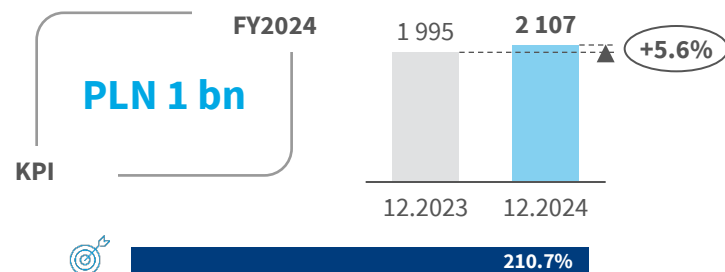
aROE³ (%)



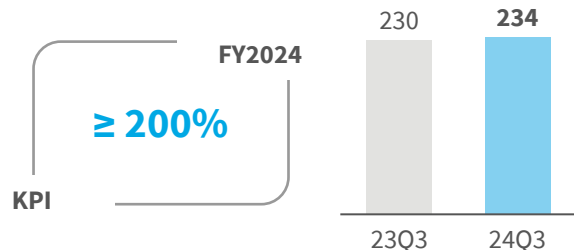
Health Pillar Revenue (PLN m)



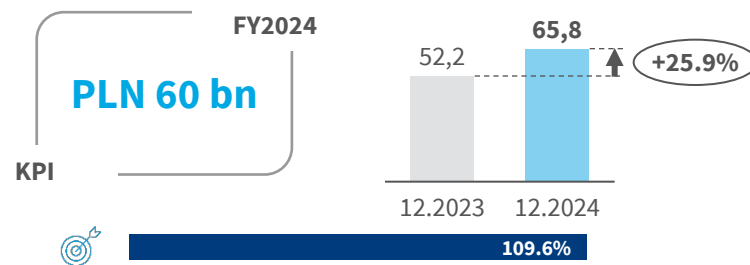
Banks' contribution to PZU Group's net results² (PLN m)



Solvency II ratio⁵ (%)



Assets under management⁴ (PLN bn)



- 1. Gross insurance revenues of PZU Group
- 2. Net profit attributable to the shareholders of the parent company
- 3. Adjusted return on equity (aROE %). Calculated on an equity basis excluding the cumulative effect of change in discount rates for valuation of insurance liabilities
- 4. External client assets under management of TFI PZU, Pekao TFI and Alior TFI
- 5. Excluding rules included in the KNF circular letter to insurance companies dated 16 April 2021. Value in line with new rules at 219% in 3Q 24

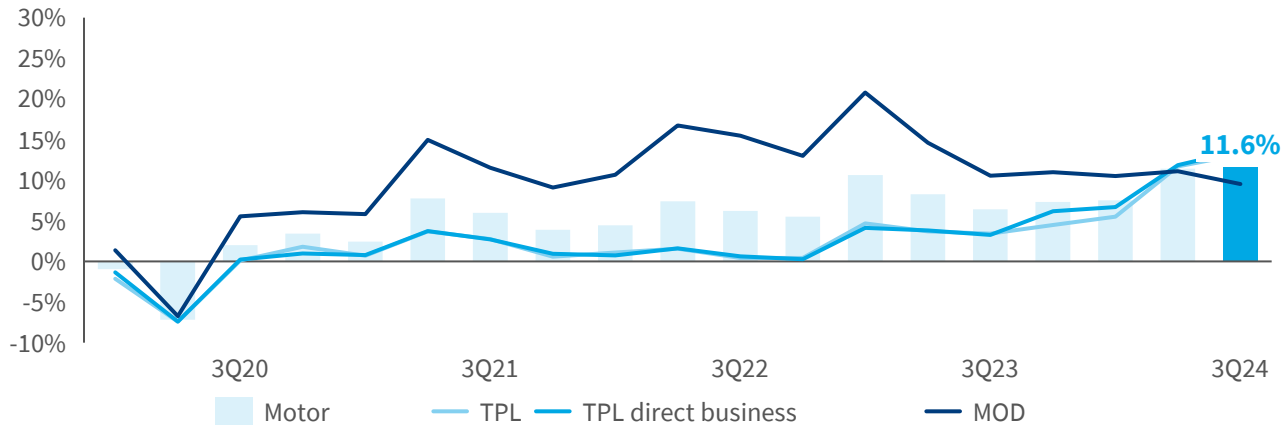
27.04.2023 – Presentation “The impact of the implementation of IFRS 17 and changes in the macroeconomic environment on the indicators of the PZU Group Strategy for 2021–2024”
https://www.pzu.pl/_files/1545909



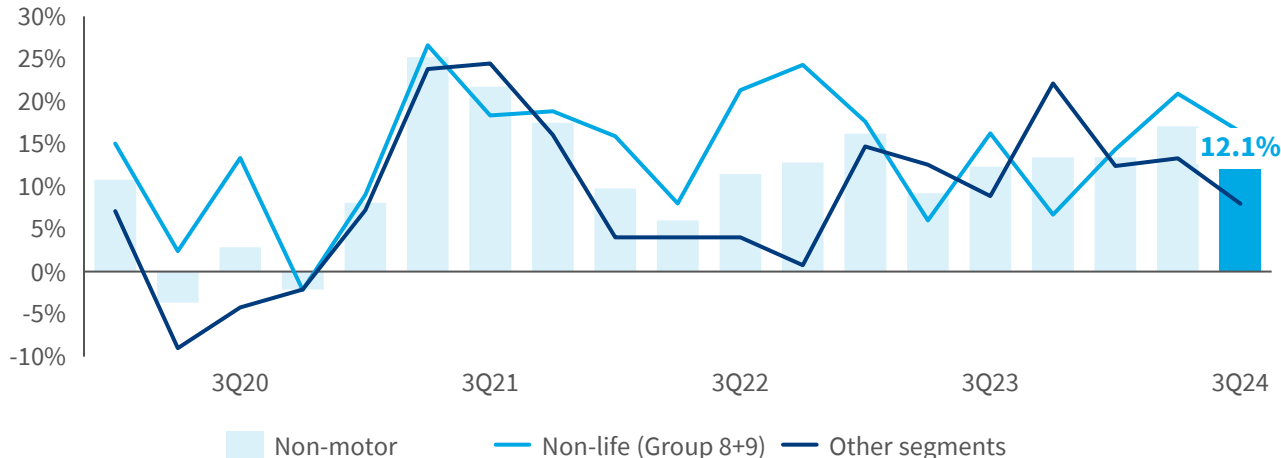
5. Annexes

Trends in the non-life insurance market in Poland

Motor insurance market dynamics¹, y/y

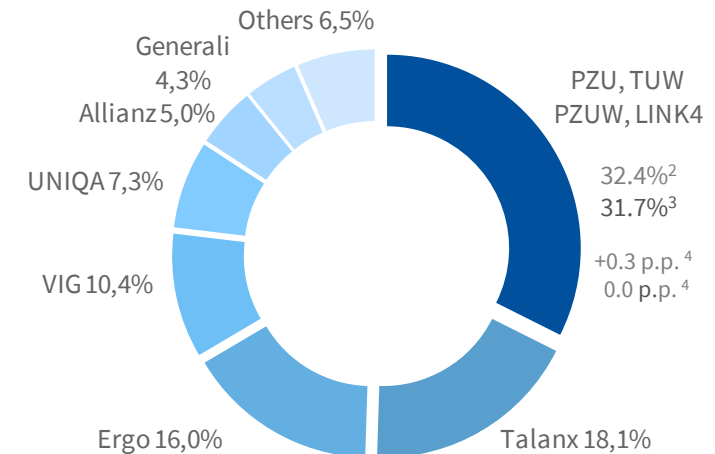


Non-motor insurance market dynamics¹, y/y



- The acceleration in the motor and especially third-party liability insurance market continues (+11.6% and 10.1% y/y in the third quarter, respectively).** Premium growth in third-party liability insurance excluding reinsurance of 13.7%, MOD growth of 9.3%, but the market deepens loss (TPL technical result, direct business -PLN 165 m in 2Q24 and -PLN 329 m in 2024 ytd)
- Double-digit growth in non-motor insurance (+12.1% y/y).** Non-life insurance (+PLN 478.3 m, +16.4% y/y), Assistance insurance (+PLN 143.3 m; +25.0% y/y) and accident insurance (+PLN 76.6 m, +8.2% y/y) were the biggest contributors to growth in value terms
- PZU Group's market share in non-life insurance** (direct business) after 3Q24 was 31.7%
- High share of PZU Group's technical result in the technical result of the market at 44.5%¹**

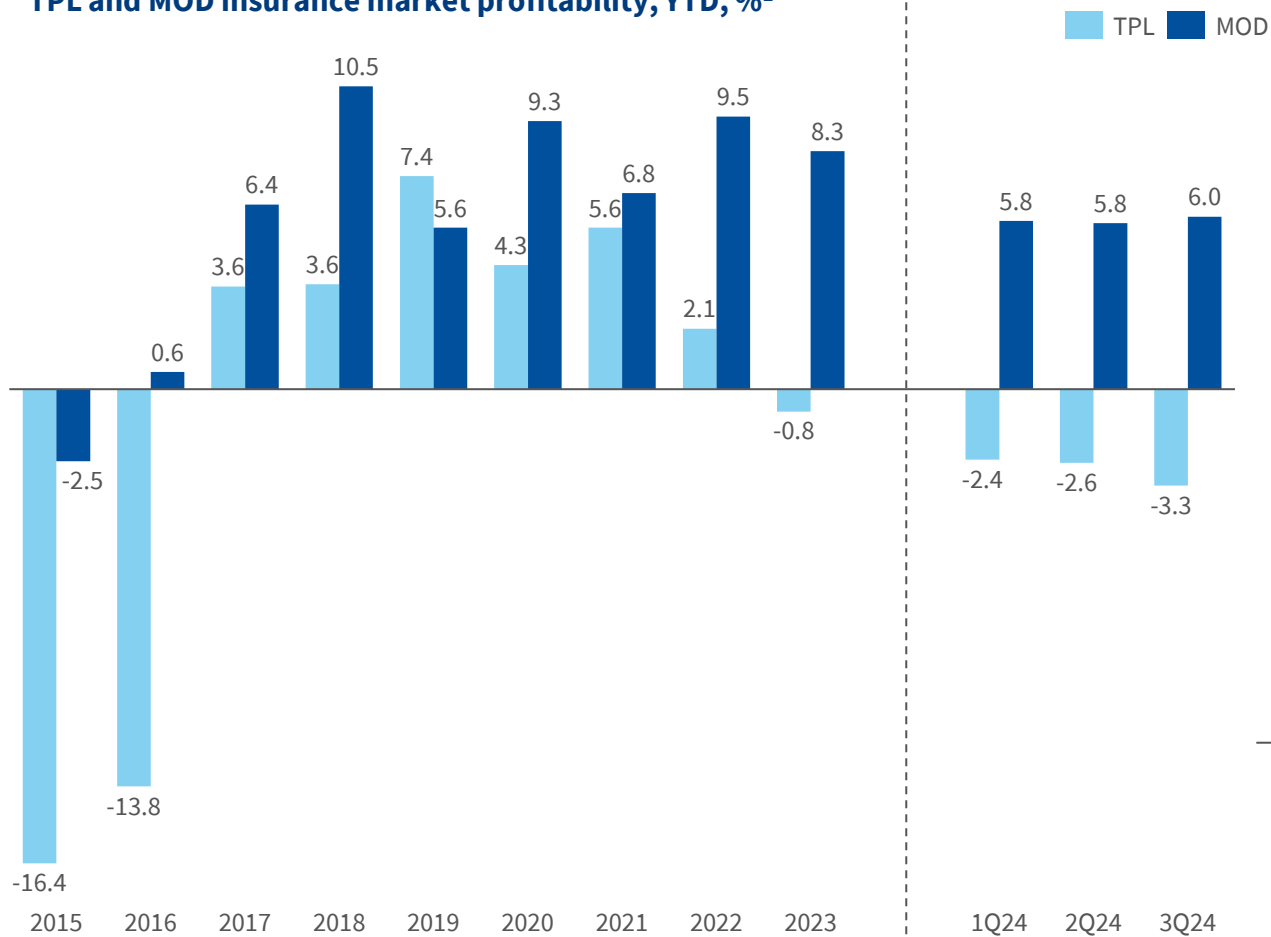
Market shares after 3Q24²



1. According to the KNF's report after 3Q24
 2. According to the KNF's report after 3Q24; i.e., market and market share including PZU's inward reinsurance to LINK4 and TUW PZUW
 3. ** PZU Group's market share in non-life insurance on direct business after 3Q24
 4. Change in share y/y, respectively: including PZU's inward reinsurance to LINK4 and TUW PZUW and from direct business

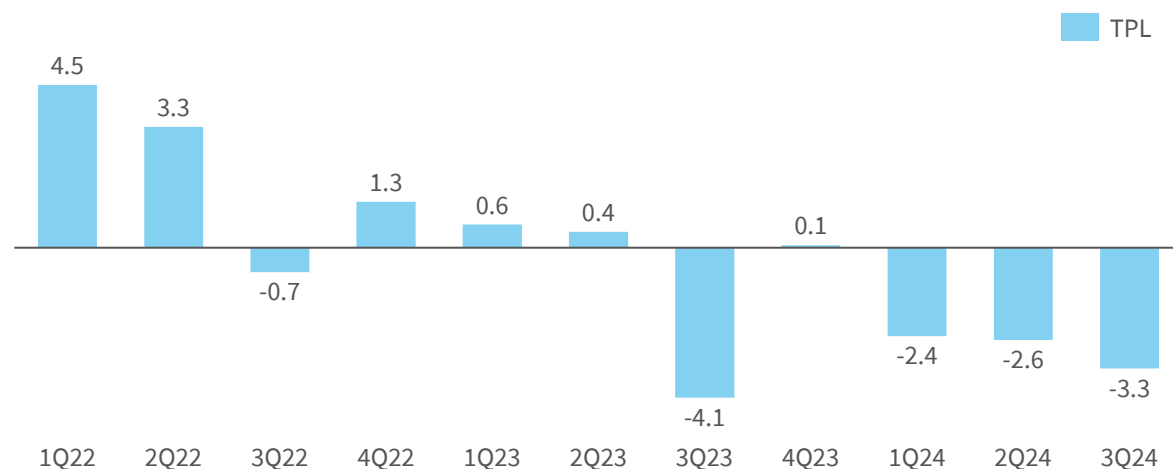
Motor insurance market in Poland - profitability

TPL and MOD insurance market profitability, YTD, %¹



- 1 2023 has marked the first technical loss on a TPL insurance product since 2016
- 2 After gradually deteriorating for several quarters with a slight improvement in the last quarter of 2023, profitability lost again in 2024
- 3 Maintaining MOD insurance profitability at a good high level (6.0% vs 7.8% in the same period of 2023)

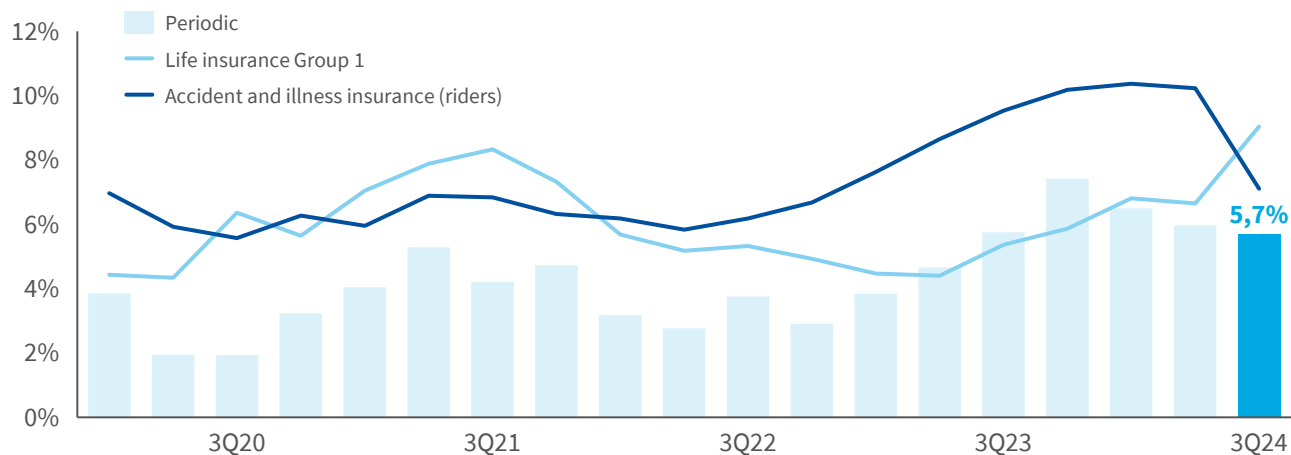
TPL market insurance profitability, on a quarterly basis, %¹



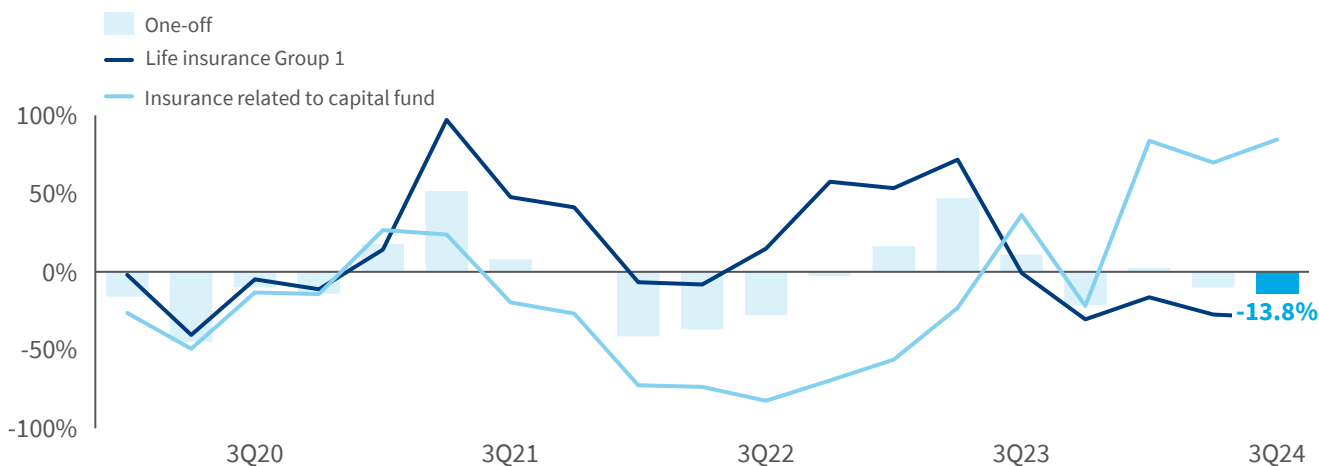
¹Source: The Quarterly Bulletin of the Polish Financial Supervision Authority (www.knf.gov.pl). Insurance Market 3/2024 direct business; Profitability as a quotient of technical result and net earned premiums

Life insurance market in Poland

Insurance market with periodic premiums dynamics¹, y/y

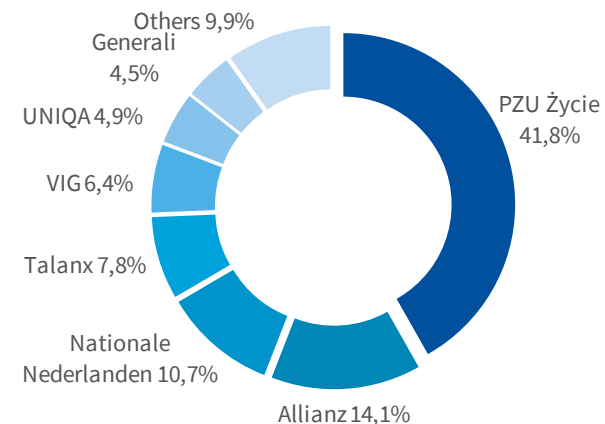


Insurance market with single premiums dynamics¹, y/y



- 1 Periodic premium insurance market** (87% of the market) **grew in 3Q with a y/y growth rate of 5.7%** – biggest impact by value: **Group I insurance** (life insurance) +PLN 179.6 m, +9.0% y/y) and **V – accident and illness (+PLN 141.4 m, +7.1% y/y)**
- 2 Decline in insurance with single premiums** (13% of the market) - **13.8% y/y**. **Biggest positive impact by value of unit-linked insurance (+PLN 90.8 m, +84.6% y/y)**, with a decrease in Group I – **life insurance (-PLN 181.5 m, -29.1% y/y)**
- 3 PZU Group’s share of the single-premium insurance market surged** (55.6% in 3Q24 vs. 30.4% in 3Q23) – impact of high sales of insurance offered in cooperation with the Group’s banks, including: individual life and endowment insurance with guaranteed sums insured
- 4 PZU’s stable share of the periodically paid insurance market after 41.8% after 3Q24**

Market shares in periodic premium² after 3Q24



1. According to the KNF's report after 3Q 24
 2. PZU Group's share of gross written premiums from insurance premiums paid periodically as reported by the KNF after 3Q24

Profitability by operating activities segments under IFRS 17

Insurance segments

m PLN, IFRS17	Insurance revenue			Result**			Combined ratio / Margin	
	4Q23*	4Q24	Change y/y	4Q23*	4Q24	Change y/y	4Q23*	4Q24
Total non-life insurance – Poland	4 130	4 587	11,1%	659	822	24,7%	86,6%	86,1%
Mass insurance – Poland	3 045	3 377	10,9%	483	698	44,5%	87,5%	83,4%
Motor TPL	1 112	1 197	7,6%	20	36	80,0%	98,2%	97,0%
MOD	871	964	10,7%	96	135	40,6%	89,0%	85,9%
Other products	1 062	1 216	14,5%	260	379	45,8%	74,9%	67,6%
Net financial revenue	x	x	x	107	148	38,3%	x	x
Corporate insurance – Poland	1 085	1 210	11,5%	176	124	(29,5%)	82,8%	97,3%
Motor TPL	161	164	1,9%	4	-9	x	97,5%	105,5%
MOD	245	267	9,0%	45	39	(13,3%)	81,2%	85,0%
Other products	679	779	14,7%	78	-9	x	77,1%	102,5%
Net financial revenue	x	x	x	49	103	110,2%	x	x
Total life insurance – Poland	2 067	2 241	8,4%	503	660	31,2%	24,3%	29,5%
Group and individually continued insurance	1 880	2 022	7,6%	410	603	47,1%	21,8%	29,8%
Individual insurance	166	193	16,3%	87	100	14,9%	52,4%	51,8%
Investment insurance	21	26	23,8%	6	-43	x	x	x
Total non-life insurance – Ukraine and Baltic States	692	741	7,1%	46	88	91,3%	95,1%	88,5%
Baltic countries	639	686	7,4%	55	88	60,0%	92,8%	87,4%
Ukraine	53	55	3,8%	(9)	0	x	123,1%	101,8%
Total life insurance – Ukraine and Baltic States	20	18	(10,0%)	7	2	(71,4%)	35,0%	11,1%
Lithuania	12	13	8,3%	5	5	x	41,7%	38,5%
Ukraine	8	5	(37,5%)	2	-3	x	25,0%	-60,0%

* Restated data

** Operating Result

Insurance service result

PZU Group gross written premium

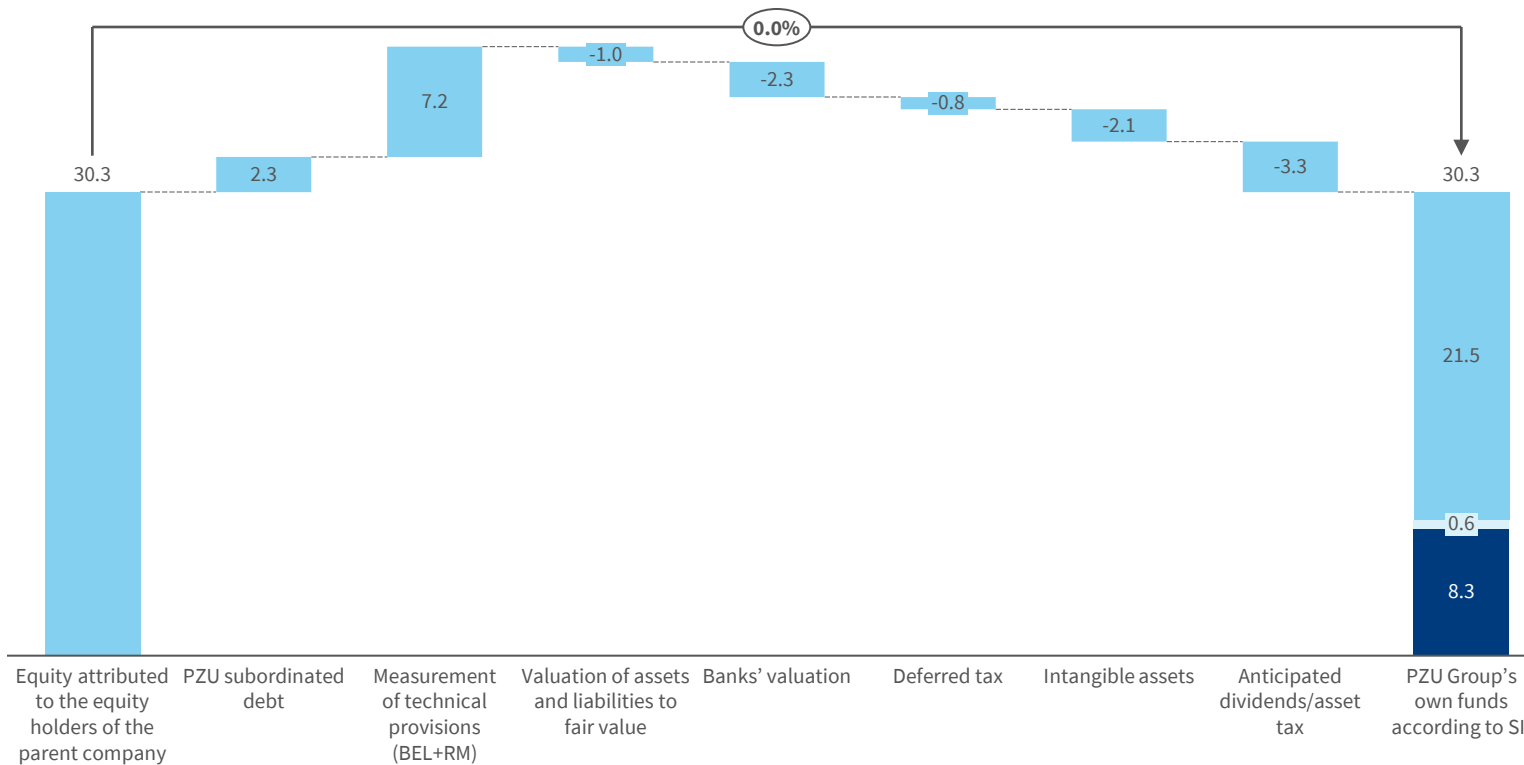
Insurance segments m PLN, local GAAP	4Q23	3Q24	4Q24	Change y/y	Change q/q
External gross written premium	8 269	7 481	8 729	5,6%	16,7%
Total non-life insurance - Poland	5 223	4 286	5 452	4,4%	27,2%
Mass insurance – Poland	3 308	3 274	3 571	8,0%	9,1%
Motor TPL	1 152	1 178	1 189	3,2%	0,9%
MOD	908	861	961	5,8%	11,6%
Other products	1 248	1 235	1 421	13,9%	15,1%
Corporate insurance – Poland	1 915	1 012	1 881	(1,8%)	85,9%
Motor TPL	184	151	219	19,0%	45,0%
MOD	262	223	293	11,8%	31,4%
Other products	1 469	638	1 369	(6,8%)	114,6%
Total life insurance – Poland	2 284	2 432	2 451	7,3%	0,8%
Group and individually continued insurance - Poland	1 872	1 920	1 942	3,7%	1,1%
Individual insurance – Poland	413	513	509	23,4%	(0,7%)
Premium on protection products	255	235	245	(3,6%)	4,3%
Premium on periodic investment products	32	30	30	(7,0%)	0,3%
Premium on single investment products	126	248	234	85,7%	(5,6%)
Total non-life insurance – Ukraine and Baltic States	710	727	784	10,4%	7,8%
Baltic countries	648	672	725	11,9%	7,9%
Ukraine	62	55	59	(4,8%)	7,3%
Total life insurance – Ukraine and Baltic States	39	35	41	5,1%	17,1%
Lithuania	26	26	30	15,4%	15,4%
Ukraine	13	9	11	(15,4%)	22,2%



Own funds

PZU Group data in Solvency II as of 30 September 2024 (PLN bn)

Comparison of own funds and consolidated equity under IFRS



Own funds according to Solvency II:

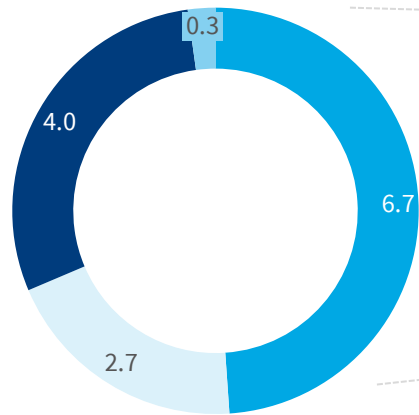
- 1 contractual service margin as the main reason for differences in technical provisions valuation
- 2 less anticipated dividends; in interim periods – 80% of the PZU Group's profit attributable to shareholders of the parent company
- 3 less projections of the amount of tax on assets expected to be paid by insurance companies within 12 months after the balance sheet date

- Insurance group
- Other financial institutions
- Banks

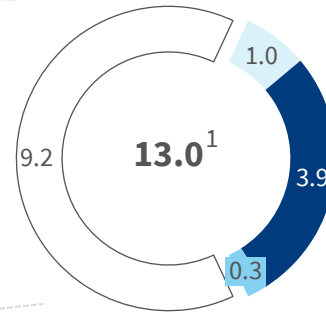
Solvency capital requirement (SCR)

PZU Group data in Solvency II as of 30 September 2024 (PLN bn)

Basic solvency capital requirement (BSCR)



Solvency capital requirement (SCR)



- Non-life and health insurance
- Life insurance
- Market risk
- Counterparty insolvency (CDR)

- BSCR
- Operating risk
- Banks
- Other (TFI, PTE)

Increase in solvency requirement in 3Q24 by PLN 0.14 bn.

Main reasons for SCR changes:

- 1 increase in risk in non-life insurance (+PLN 0.25 bn²) mainly following floods – increase in catastrophe exposures calculated according to the SII standard formula above the catastrophe reinsurance limit
- 2 increase in premium risk and provisions in non-life insurance (+PLN 0.08 bn²) as a result of higher sales volume, and an increase in operational risk (+PLN 0.02 bn) following an increase in planned premiums
- 3 decrease in market risk by +PLN 0.1 bn² mainly due to lower rate risk (impact of lower rates on long rate position); increase in equity risk (increase in investment fund valuation)
- 4 slight decreases in other risk modules and negative tax effects of the above changes
- 5 increase in bank requirements (+PLN 0.06 bn) mainly due to higher credit exposure

1. The difference between SCR and a total of: BSCR, operational risk, the requirement of the banking sector and other financial institutions is due to the tax adjustment (LAC DT).

2. Before the effects of diversification.

Sustainable development in PZU Group

Material sustainability topics ESRS¹ in value chain of PZU Group:

Environment – climate change (E1)

- non-life insurance
- life and health insurance
- proprietary investments
- business banking

Social topics

- employees of PZU Group (S1)

- own operations

- affected communities (S3)

- own operations

- customers and end - users (S4)

- non-life insurance
- life and health insurance
- investment and pension funds
- retail banking
- healthcare

Governance (G1)

- supply chain
- own operations

Cybersecurity

- own operations



- **Total greenhouse gas emissions for Scope 3 (Cat. 15):** For the first time ever, the PZU Group included Scope 3 emissions in the calculation of its total carbon footprint 2024 at 28,670,457 tCO₂e². Greenhouse Gas Emission intensity of PZU Group amounted to 434.3 tCO₂e per PLN 1 m revenues.
- **Financing the transformation:** In 2021-2024 portfolio of investments supporting climate and Energy transition in PZU amounted to PLN 2.933 bn
- **Diversity of executives:** women accounted for nearly 40% of PZU Group executives
- **Accessibility of PZU branches:** 77% PZU branches are adapted for individuals with disabilities
- **Social activities targeted at health and safety:** 15 million recipients of social initiatives including one on cybersecurity and a campaign aimed at raising awareness of the benefits of regular preventive health screenings „Don’t Wait, Get Checked”
- **ESG targets:** PZU Management and managements of subsidiaries delivered their ESG targets. PZU executives delivered 46 targets
- **ESG in procurement processes:** ESG requirements were included in all key procurement processes in PZU

1. ESRS – European Sustainability Reporting Standards
2. Market-based

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Thank you



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