00:00:01 Magdalena Komaracka: Good morning, everyone. A warm welcome to the conference devoted to the PZU Group's results for the second quarter of 2026 and for the whole first half of 2026. The presentation will be delivered by Mr. Bogdan Benczak, CEO of PZU, and Mr. Maciej Fedyna, Member of the Management Boards of PZU and PZU Życie, responsible for the risk and finance area. And, Mr. Benczak, without further ado, the floor is yours.

00:00:29 Bogdan Benczak: Thank you very much, Magda. A very warm welcome to the earnings conference following six months of 2026. Ladies and gentlemen, when my colleagues and I looked at the results of the PZU Group's operations after six months of this year, I have to say that we were proud. Why? Because these were quite demanding six months. That was due both to the geopolitical situation, which affected what was happening in the financial markets, and to what happened in the Polish market: the impact on the banking sector, new tax regulations, CJEU rulings and the question of interest rates. Despite these factors, compounded by the phase in the motor insurance cycle in Poland, we showed that the PZU Group's business model is resilient, that it has proved itself, and that thanks to this we were able to generate sales of PLN 15.7 bn. That is close to PLN 0.5 bn more than last year. We achieved PLN 3 bn in net profit, with an ROE above 17%, and at the same time we maintained a very strong capital position of the PZU Group at 230% for the Group and 233% for PZU SA alone. Let me also add that a decision was taken to pay a dividend of PLN 4.80, which is one of the highest dividends in the PZU Group's history, meaning that we have delivered on our commitments to our shareholders and other stakeholders. On top of that, in May this year, S&P maintained our financial strength credit rating at A- with a positive outlook. What is very important for us is that the agency – and here I will quote – emphasized that the PZU Group maintains a very strong capital position and adequate flexibility to adapt to the material increase in capital requirements resulting from the changes to the Solvency II regulations that will enter into force with effect from January 2027. This also follows from what we are showing: our solvency ratio of 230%, a conservative but effective investment portfolio, and an effective reinsurance program.

It is of course Maciej who will talk about the sources of this growth and of the results we achieved in the first half of 2026 – he will go through the individual segments of our business. What we would like to emphasize in particular is that the main pillars of growth in this half-year were insurance revenue from group and individually continued insurance on the life side. What pleases me particularly as CEO is that we are continuing to grow in our individual protective life insurance. This is another quarter in which we are growing, and in this half-year we achieved impressive growth of close to 30%. That is very good news, because we can see that the measures we are taking on the life side – in sales and in the product area in particular – are delivering results. In addition, responding also to your comments, we have prepared information on the PZU Zdrowie pillar, which also recorded double-digit growth over these six months. As you probably remember, when I joined the PZU Management Board I said that the investment part, the investment pillar, is also a very important business of the PZU Group, and one I would like to draw attention to. After these six months we are proud to have achieved close to 30% growth in third-party client assets managed by the mutual fund companies within the PZU Group, that is TFI PZU, PKO TFI and Alior TFI. On PZU Zdrowie, as you can see, we are recording revenue growth here, but at the same time we are focusing on making our health offering complementary to our life insurance. We are also developing services and the offering in the health pillar by focusing on two elements. First, on developing our own medical facilities. After six months of 2026 we had 133 facilities. Since yesterday, we have one more facility, in Bydgoszcz – 134 facilities. We are also focusing on acquisitions in Poland and we intend to broaden the product offering both of PZU Zdrowie and of the companies within the group. As an example, I would mention the acquisition of Babka Medica together with another PZU Group company, Boramed. We intend to use the potential of these companies to prepare the PZU Zdrowie Kobiet health program. As regards our company Gamma, we are very pleased that we are managing to attract leading Polish orthopedic surgeons to work with us. We are able to offer our clients modern treatment methods in orthopedics. We also pay attention to how developed our network is and, where there are gaps, we look for businesses we could acquire. In the first six months, an example of such an acquisition is the Osteodex Medical Center, which fills one such gap on the map of the PZU Group's health facilities. We will continue this activity. The goal is to expand access to experienced specialists, modern diagnostics, and more advanced treatment methods, so that PZU's offering for our clients is as complementary as possible. In the first six months, we also developed new products in order to build the PZU Group's product ecosystems. We introduced PZU Orto Plan. It is an add-on to group life insurance which makes it possible to arrange and cover the cost of treatment and of planned orthopedic surgery related to the consequences of accidents. This is the direction in which we intend to supplement our group insurance offering – with precisely this kind of solution. On the non-life side we supplemented the offering for micro-enterprises and SMEs, our PZU Doradca product, with personal accident insurance and business interruption insurance. We are focusing here on a segment that is playing an increasingly important role in the Polish economy. We want our clients – entrepreneurs – to be able to use the PZU Group's modern solutions and new products. As you know, Towarzystwo Ubezpieczeń Wzajemnych coordinates the plans relating to the insurance of the Polish nuclear sector. Our colleagues at TUW are continuing work on preparing a product offering for this segment.

Let me come back for a moment to matters relating to the investment pillar. We currently manage close to PLN 140 bn of third-party client assets. These are the mutual fund companies within the PZU Group. We are particularly proud that close to PLN 60 bn of these assets are products and programs relating to long-term saving. These are both retirement products and products offered through our employee pension schemes (PPE) and under Employee Capital Plans (PPK). The ETFs that TFI PZU is successively creating are another success in this pillar – they have already gathered close to PLN 140 m of assets. That is a fact that pleases us greatly. We believe this is a good start and we want this growth to continue. In the pipeline, we have the debuts of further ETFs. And I will always take the opportunity – perhaps here we are dealing with rather specific stakeholders – but since at PZU everyone is in sales, I would like to encourage you to take advantage of the promotion offered by TFI PZU and to buy our ETFs with zero commission. I encourage you to do so. The promotion runs until the end of this year.

Apart from matters relating to the business as such, we also have a whole host of strategic projects intended to improve the PZU Group's efficiency. In particular, to improve the situation and reduce technology debt. We are continuing the AI transformation program. It is an umbrella initiative intended to prepare PZU to be an AI Ready organization. We began, as I said at the previous conference, we began by creating a technology platform. We now have the ability to launch further projects dedicated to specific domains of the PZU Group's business. Our guiding aims here are improved efficiency and improved quality of process handling, so that our employees can focus on client service and on improving service quality and developing our offering.

How are we scaling AI at PZU? We already have around 30 deployed solutions with AI components. We also have 30 new initiatives. The domains in which we intend to deploy new solutions in particular are underwriting and products on the business side. We are starting a project to implement a new operating model for business sales using artificial intelligence solutions. In sales and marketing, we are using various components aimed at improving the quality and efficiency of service to our clients. Turning to claims handling, we are about to announce the implementation phase of a new claims-handling system, which will be ready to use processes based also on artificial intelligence components. I would just like to point out that in this segment the PZU Group handles around 10,500 claims and benefits every day, and pays out around PLN 35 m a day. This is an area in which we see really substantial scope for streamlining and improving the efficiency of our operations. In addition, we will be deploying further solutions in client service and organizational support, drawing on specific examples from the development side of our technology. I also have examples of what we are already doing. A year ago, in the PZU Group the number of lines of code created using artificial intelligence was zero. Currently, around 30% of the code is produced using artificial intelligence tools. So, we have made a very big leap in this respect, although we are also aware how long the road ahead of us still is.

We are consistently pursuing our strategy of growth in foreign markets as well. We are continuing work on finalizing the purchase of MetLife Ukraine. We are currently in the process of obtaining the antitrust authority's approval, and we assume that we would like to close this process at the beginning of next year. Turning to the change and reduction of the complexity of the PZU Group's operations in Poland, we are continuing the process of the merger with Link4. This is a very important process for us because, once it is completed – we plan for the formal merger to take place in January next year – we will be able to make optimal use of the multibrand strategy. In addition, in the first half of this year we introduced, together with KUKE, a new product that responds to the demand reported by our clients. It is special coverage for extraordinary risks associated with acts of war.

A brief recap of the PZU Group at home and abroad. We are the undisputed leader in Poland. In Lithuania, we are number 1 in non-life insurance and number 6 in life insurance. In Latvia, we are number 1 in non-life insurance. In Estonia – number 4 in non-life insurance. In Ukraine, we are number 9 in non-life insurance and number 4 in life insurance, PZU Ukraine. The closing of the transaction to acquire MetLife is in progress and this will give us a leading position in the Ukrainian market. Turning to market shares after the first quarter of 2026, the PZU Group had a 28.5% share in non-life insurance, and in life insurance, in periodic premium, we had a share of over 40%.

Lastly, before the hard numbers that Maciej will present, I would like to draw your attention to the aspect of the PZU Group's social activity and community involvement. I encourage you to visit the website that presents the PZU Group's community involvement over the last 20 years. You have a QR code here that will take you directly to that page. I would, though, just like to draw attention to a few facts from the first six months of this year. With our participation, 47,000 children were trained in water safety, we trained 1,809 people in life-saving, we provided 4,000 protective helmets under the Rowerowa Polska PZU project, and in cooperation with the Volunteer Fire

Brigades we handed over close to 3,200 smoke detectors. In addition, we support the Water Volunteer Rescue Service, the Mountain Volunteer Search and Rescue Service, the Tatra Volunteer Search and Rescue Service, Volunteer Fire Brigades throughout the country, the Police and the uniformed services. This community involvement is something that is in the PZU Group's DNA and I have the impression that it is also a factor that sets us apart from competitors, who may also set up prevention funds and support society in Poland. That is briefly from me, from the CEO's point of view. Now I would ask Maciej to present the finance part. Thank you very much.

00:21:32 Maciej Fedyna: Thank you. Ladies and gentlemen, good morning. It is a great pleasure to be able once again to present such good results of the PZU Group. Bogdan mentioned that in the first half the total net profit generated by the Group in the part attributable to the parent company's shareholders was slightly over PLN 3 bn. That is a really very good result, and one we are pleased with.

As we all know very well, we very often like to look at individual quarters, although I will admit frankly that the phasing and the one-to-one comparability of each quarter are not always ideal, because certain phenomena – climate-related or other – can generate volatility between quarters. When we look at a longer time horizon, however, one thing is very clearly visible: thanks to its diversification, its comprehensive offering for the client, and its reach through various channels, the PZU Group has resilience and the ability to generate very good results. In the first half of 2026 the insurance service result, that is the strongest component, was almost PLN 2.3 bn and came from the healthy fundamentals of the insurance business. On the life insurance side, our operating margin, the key business metric we look at, was as much as 27.2%. In the second quarter alone it was slightly above 29%, precisely 29.1%. This good half-year result was achieved despite the fact that the contribution from finance income and expenses and from investment activity, which is a significant component in life insurance, is smaller than in the previous year. On the non-life insurance side the combined ratio is exactly the same as last year: 87.9%. In the second quarter alone we achieved a COR of 89%, and that too is a very good result, particularly if we consider that this is the fourth consecutive quarter in which our combined ratio has come in below 90%. It was by no means an easy period and we know that there are different challenges in different business segments. The strength of the PZU Group, coming from its diversified model and the various services we can deliver to our clients, gives us the comfort that when challenges arise in one business, we can turn our attention to other segments. That argues for the stability and predictability of our results, of which we are very proud. The result of investment activity on the

main portfolio came in at PLN 1.4 bn, practically at the same level as in the previous year. Taking into account the turbulence in the financial markets during 2026 and the fact that interest rates at the short end of the curve are materially lower than in the previous year, we assess this as a very good result. We do note, however, that the distribution of these results in the investment part across quarters is quite variable. When we look at the half-year, though, some effects appear in one quarter and then reverse in the next. A quarter ago, we talked about the effect of movements in exchange rates on the instruments hedging our cash flows from the real estate portfolio – that is one such component. These are elements that build noise around a stable level of income. We have a separate slide on that, we will come back to it shortly. Let us focus on the core business.
I always say that the CFO is pleased when revenue grows faster than costs. That is the case for us, both in the year-on-year comparison.
00:26:18 Bogdan Benczak: I always add at this point that the CEO is pleased too.
00:26:22 Maciej Fedyna: That is the case both in the year-on-year and in the quarter-on-quarter comparison. What lies behind it? Very good profitability, very good results, and a consistent and stable life business.
That is the case both in the year-on-year and in the quarter-on-quarter comparison. What lies behind it? Very good profitability, very good results and a consistent and stable life business. Bogdan mentioned the strictly business dimension. We are continuously modifying the offering in order to reach and address our clients' insurance needs better – both in the group segment and in the individually continued segment, where we have for a long time been stably maintaining margins above 25%, which is very good news. But that is not all. At the same time we are very strongly developing individual protective insurance, whose importance in the portfolio is growing, because revenue growth in this segment is 26–27%. As a result, the importance of this offering is growing very strongly in the whole portfolio, and the margin in this segment is significantly higher than in the group business and in individual continuation. This lever for building value and providing margin stability across the whole life insurance portfolio is therefore based not only on the group and individually continued product, but also on the structure of our entire portfolio. That is very important information, and we are pleased with it. We also often discuss at meetings with investors the reasons for the growth in individual protective insurance. We always emphasize that the product dimension is one side of the coin – adjusting the offering, modernizing it, and adding new coverages that respond to needs. The second, extremely important element is making use of, and continuously developing, the competencies of our sales forces, so that with the right

product and the right offering we reach the right people better and better. We are making better and better use of this potential and it appears that this is not a short-term effect but long-term potential. This is also the apple of our eye. What does this translate into? Into the total margin in life insurance that I have already mentioned – 29.1%. Since we are on this subject, I will move first to non-life insurance, then to life insurance, and then I would like to take you to the slide on written premium, which of course differs somewhat from insurance revenue. Let us look at this for a moment, because here too it is worth making one comment. Already after the first quarter we said that the environment in motor insurance is demanding, to a growing extent also in motor own damage products. This is visible in our second-quarter results, in particular as regards the combined ratio in motor own damage. This is an area we are focused on and are working to change, because in the mass client segment the result for one quarter was unfortunately negative. When reading these figures, however, I would like to draw attention to the level of insurance revenue, because one can arrive at somewhat misleading conclusions. Last year we took an important decision to move some of our products and client groups from the mass process to a more individualized and appropriately tailored corporate underwriting process. Hence, we have the effect of part of the premium and part of the revenue shifting between segments. That is why the revenue in the mass segment and the growth rate we show on the slide look worse than they would have looked without that decision. It is, however, a decision that is entirely rational from the perspective of the business process that has been implemented. Likewise, the growth rate in the corporate segment would have been lower were it not for this effect. For the record, let me say that this effect accounts for most of the minus in motor insurance in the mass segment. Insurance revenue in this segment would still be negative, but it would be a single percentage point, not more than 5. So much as regards insurance… No, not yet. There is one more thing I would like to add, because we talked about it after the first quarter and it is important to emphasize it now as well. We are maintaining the profitability of motor TPL at a very good level. As I mentioned previously, much of the credit for this goes to the claims teams and to the modifications of the claims handling processes. Shortening this process and working continuously on improving it deliver concrete benefits as regards the expected value of ultimate claims and of the costs associated with the claims handling area. The longer the tail of a given class of insurance, the greater the scale of the effects and benefits from streamlining processes. We see this effect particularly in motor TPL, which in the mass segment delivered a combined ratio of 95%, and in corporate insurance – partly thanks to this – even below 90%. This effect is absent in motor own damage, and consequently we did not have an effect offsetting the consequences of price and competitive pressure in that market. On the other hand, we do see certain positive signs. There are voices in the market, not only ours, saying that a gap between the growth rate of the average claim and that of the average premium that persists for too long is good neither for the market nor for individual players. We are monitoring this situation and we hope that in the coming quarters, step by step, this trend will reverse.

Life insurance. I have already mentioned that we are very pleased both that the margin in the individual segments is very good and that we are recording a higher growth rate in that area of the business which historically was not strong enough in the PZU Group, that is in individual protective insurance. There we have both a high margin and a much higher growth rate. Although the 5.2% growth in premium in group and individually continued insurance also deserves great recognition, because we remember that demographic challenges and the shrinking population of Poland are a trend that is still with us and that quite naturally affects what we record in our portfolio as well. Despite this, we are growing at a rate above 5%.

Let me move for a moment to slide number 29 in the materials you received from us. So far, we have been talking about figures in terms of the International Financial Reporting Standards, that is, insurance revenue is not exactly the same as written premium under national rules. I would like to focus above all on the non-life business. As you will see from this figure, in the second quarter alone our growth rate improved very substantially. That is growth of more than 6% – the second quarter of 2026 against the second quarter of 2025. In all product groups this growth is significant. This is a considerable rebound after the first quarter, in which we were practically at zero – unfortunately it was a red zero, but around zero. This result is now also a forecast of what we can expect on the insurance revenue side as this premium is earned in the future.

Let me return for a moment to the investment result. In the second quarter, we recorded a very good portfolio return: 5.3%. Part of this return results from a certain volatility, partly from volatility in the financial markets and partly – though not to such a great extent – from effects that appear from time to time rather than in every quarter. What I have in mind here is what is indicated in the last comment on the right-hand side, that is, among other things, the fact that the effects of the valuation of the real estate we hold in the portfolio may be positive or negative. In this quarter they were positive, so of course we are very pleased about that. I would, however, draw your attention to the return on the main portfolio, where our result in the second quarter was as much as PLN 750 m. That is what contributes most of all to our return. Very stable interest income is the result of our conservative investment policy. Our portfolio is stable and safe. We do not make revolutionary changes there, although of course at moments of volatility in the financial markets we try to take advantage of opportunities in order to obtain a return not only in the short term but also to lock it in for the longer term. The variability of the financial markets gives us that chance. You may of course immediately ask: if we have stable income here measured partly at amortized cost, is a difference from fair value measurement not accumulating somewhere? All of this is visible in the solvency calculation, so we have a separate slide on this shortly and we can also talk about it.

Treasury debt accounts for 70% of our portfolio, and debt instruments for 83%. In the first quarter we recorded a decline on the debt instruments component, on measurement and realization, for obvious reasons, because that was the moment of the greatest uncertainty, just after the outbreak of the armed conflict in the Persian Gulf. The second quarter was much more favorable in this respect, because interest rates fell significantly and the measurement of instruments increased. On equity instruments, we also earned on our funds investing in private equity, funds of funds, where there is also a partial component related to artificial intelligence and cybersecurity, that is industries that earned very strongly in the second quarter. The return on our main portfolio to date, counted over two quarters, exceeds 5%, so that too is a good result and one we can be pleased with. Of course, there is no guarantee that it will be the same in every quarter, but it is a certain point of reference around which we can expect the contribution from this area of business. So as not to prolong this, and at the same time to deliver on the promise we made to you when presenting the results after the first quarter, I will move on to the slides on solvency. As we announced, from now on we are starting to present both the official solvency results, as today under the current legal order, and to supplement that information with a simplified pro forma calculation showing the potential impact of the changes: what our solvency ratio on a given date would look like if we already applied the amended Solvency II provisions. As a reminder, the key factor is of course the different treatment of the banking sector's capital requirements in the Group's solvency. The official solvency ratio at the end of March for the Group is 230% – a very good, high result, even though the end of March was the peak moment of uncertainty and turmoil in the financial markets, and of a step increase in the yields on debt instruments, which, given the specifics of our portfolio, obviously affected its measurement. That is reflected here, and even so the results are very good. They could be even better were it not for a certain peculiarity of combining two solvency regimes. Let me comment on this briefly. In the insurance world we have our assets. If we anticipate that there will potentially or probably be distributions to shareholders from these assets, we have to reduce those assets, and in this way we arrive at the value of own funds. I am presenting this in very simplified terms, of course. In the banking world it is somewhat different – own funds are more of an accounting measure, and the level of own funds is fed by the profit generated not as it is earned but only with a certain delay, after the relevant decisions that make it probable that a given part of the funds or of the profits generated will remain in the bank. When we consolidate these results, because we are a significant shareholder in two banks, these two worlds collide. On the one hand we have not yet seen part of the funds or profits generated by the banks that will reach us after the dividend is paid, and on the other hand we are already deducting on our side, from the own funds of the whole Group, certain amounts that are in a sense attributable to the results generated by the banks. This is particularly acute in the first quarter of each year, because then the whole previous year and the first quarter of the current year – five quarters of banking contribution in total – are omitted from this calculation. In the second quarter, the situation usually changes significantly, because by then the general meetings of each of the banks have taken their decisions and what escapes our calculation concerns only the current year. I mention this because the mechanism is not necessarily intuitive. For the insurance undertaking itself nothing happens, for the banks themselves nothing happens, but when we try to combine these two regimes, such counterintuitive behavior can have an impact. Despite this, our results are really very good and there is no risk here. So let us look at the promised analysis of the impact of the Solvency II changes. If we applied the amended Solvency II regulations as of the end of 2025, our solvency ratio would be 206% instead of 239%. We are in no way forecasting here what the solvency ratio will be in 2027, because we apply this calculation according to the state of the balance sheet and the state of the regulations in our sector and in the banking sector as in force at a given date. As a reminder: in September this year the scale of the banking countercyclical capital buffer will increase by a further 1 percentage point. That will also have an impact. On the other hand, we remember – and you all know very well, because it is visible in our financial statements – that we have subordinated debt maturing next year, in the second half of the year. Consequently, all these effects, the dividends from the banks to PZU that I mentioned earlier, will affect the final solvency. What we are presenting here, however, is precisely how this would look today after applying the amended provisions, with certain simplifications, which I have to note. The conclusion from this calculation is fairly obvious: whichever scenario we consider for the PZU Group for next year, it is clear that our capacity to maintain the dividend policy entirely unchanged is assured. A Group solvency ratio of around 200% after applying the amended regulations and in such a turbulent environment is a very good level. In our strategy for 2024–2027, we clearly communicated that our risk appetite is 190% until the changes to the Solvency II provisions enter into force and 180% from that point. The levels cited are also decidedly higher than the levels historically indicated by the supervisory authority as enabling the distribution of profit to shareholders. So this check shows that we are on the right track and that we are conducting these activities safely. At the last meeting after the first quarter we said that we of course have measures up our sleeve that we could take should such a need arise. I have in mind both changes or modifications to the reinsurance program and certain changes in the investment portfolio in order to alter the level of risk if necessary. As we mentioned earlier, we are also in a very advanced dialogue with the supervisory authority on our internal model for actuarial risk in non-life insurance. These are independent threads, independent streams of our work, and all of them give us the comfort to say: the PZU Group's dividend policy is not under threat.

00:47:30 Bogdan Benczak: Yes, perhaps I will just add that this is really a base-case scenario where the various projects, or the assumed use of the tools that the PZU Management Board additionally has, would not come into play. I am talking here mainly about the reorganization of the PZU Group. That is the base-case scenario.

00:47:51 Maciej Fedyna: That is all from me. Thank you very much and I think we are open to questions.

00:47:58 Magdalena Komaracka: Yes, thank you very much. Are there any questions from the floor? A microphone, please.

00:48:20 Andrzej Powierża: Good morning, Andrzej Powierża, Citi Handlowy. I have two questions following on from what you were saying. The first concerns the non-life part and motor own damage. The written premium data in particular show that it is growing faster in motor TPL than in motor own damage. Does this come from greater price pressure in that segment, or from falling motor own damage penetration?

00:48:55 Maciej Fedyna: We are very pleased with motor own damage penetration relative to the potential represented by the total number of motor TPL policies. In our case it is an absolutely, unusually high percentage and it is holding at a very good level. What we can say with complete certainty is that the price effect in motor own damage has various sources and causes. Cars have stopped getting more expensive, and in many cases new cars may even have a tendency toward a lower sum insured, which additionally translates into an effect whereby, with the same number of policies written, there may be less premium, irrespective of price movements in the market. That is one element. The second element is that our market share in the motor own damage segment is much higher than in motor TPL, and consequently a certain sensitivity to market activity and the potential for accelerated growth on that account differ somewhat from those in motor TPL. That is precisely what is happening, hence the question of price pressure in motor own damage itself probably has a greater effect on the total written premium, whereas in motor TPL there is a price-sensitivity effect and our portfolio there is growing faster. It is worth emphasizing, however, that in both the motor TPL segment and the motor own damage segment we are recording significant growth rates in the number of clients and quite a significant growth rate in premium, as can be seen at present. In both segments we are looking for opportunities to optimize – both by selecting client groups and by finding room for premium increases wherever that is possible. We are pleased that recently there have been some reports from significant players that they too see the need to align pricing policy with the growth rate of payouts. That is a good sign for the market. On the other hand, we have new players entering the Polish market, so the competitive game will probably stay with us for some time yet. We always have to be able to find our way in it. I think it is worth emphasizing, because it is a foundation of the Group's business: we operate across a broad product range, with a broad offering for various client groups and in many distribution channels. Consequently, our goal is not market share as such. Our goal is to respond to the needs of Poles and to build client loyalty, because that is the source of the earnings and profit that we are showing and want to keep showing.

00:52:16 Andrzej Powierża: Thank you very much. The second question concerns the life segment. Congratulations on the premium growth, especially in the individual segment. Could I ask for a little more information on the structure of the premium and on any changes between the protection part and the investment part? You used to present somewhat more detail on this.

00:52:44 Maciej Fedyna: I would answer as follows: what we are in a sense boasting about here, that is this growth rate, relates to protection products. It does not come from sales of strictly investment products, nor from what under Polish accounting standards is classified as written premium – most often single premium. The figures we are talking about, however, based on IFRS 17, reflect actual protection much more closely. In very many life products, if it is a life product, a whole-of-life product, by the nature of things there is always some capital component, but this in no way distorts the premium growth rate that we are presenting. What we are boasting about is the development of protection products offered to individual clients, which does not result from a short-term tweaking of product characteristics but – as we mentioned earlier – to a very large extent from the right mindset and from building the whole machinery within our sales networks, in order to reach clients effectively with this offering. This was not PZU's home turf in the past. We are developing intensively in this area.

00:54:14 Magdalena Komaracka: Any further questions? In that case perhaps I will move to the questions we received from the internet. The first question, referring to market trends, comes from Trigon Dom Maklerski, from Maciej Marcinowski: Please comment on the competitive environment. On the one hand, in motor insurance PZU is growing fast in the corporate segment while at the same time declining in the mass segment. In non-motor insurance, in turn, it is the other way around. In the corporate segment there is a decline and in the mass segment growth. Where do such divergences in trends across the individual segments come from? We have already partly answered this – on account of the transfer of fleets.

00:54:52 Bogdan Benczak: On motor, Maciej has already partly answered that this results from a certain reclassification that we carried out within PZU. It is worth noting, though, the specifics of motor insurance in the corporate segment. These are as a rule master policies in force for a year, and consequently the price is in a sense fixed. That too is one of the elements. As regards matters relating to non-motor insurance, however, I will refer once again to what Maciej said – to the sources of the PZU Group's resilience. As Maciej said, we have many products and we simply make use of that. As for the mass client, we successfully sell non-motor property insurance. In the corporate segment and non-motor insurance, however, the market is changing – the cycle is changing. We observe that prices in the corporate non-motor insurance market are falling. This is also connected with what is happening in the reinsurance market.

00:56:24 Magdalena Komaracka: Non-motor.

00:56:25 Bogdan Benczak: Yes, I am talking about non-motor insurance, my apologies. Maciej, would you like to add something?

00:56:31 Maciej Fedyna: Perhaps going a little deeper: of course not all product lines behave in the same way. In house and apartment insurance we are growing at a high, double-digit rate. In the offering for small and medium-sized enterprises we are growing not at a double-digit rate, but at a rate not far off 10%. We are not growing in crop insurance. This product line this year, and in the second quarter in particular, has reduced our total sales growth rate. We are growing well in travel insurance, although our appetite is greater. We are also growing fantastically as regards motor add-ons. When it comes to mass insurance, that is probably the most important thing. As for corporate insurance, however, when we look at the growth rate of the whole portfolio, it is usually influenced by large investment projects that translate into written premium. Here the phasing between years follows no single rule. So we look with great optimism at the total growth rate we might expect this year. The coming years also look promising, because everything indicates that there is still a great deal of positive investment sentiment in the Polish economy – whether in the context of investments in the area of security or of infrastructure broadly understood. Consequently, we would like to consider the corporate segment over a longer period rather than from the perspective of individual quarters, because there such an impact will certainly be visible. It is worth remembering, however, what Bogdan pointed out: on the largest contracts the influence of the global reinsurance markets is significant. Consequently, if the markets have a greater appetite for risk and price it lower, Polish investment projects also contribute somewhat less to written premium. We remember that market share is a measure showing the significance of a given entity for the financial market, but it is not an end in itself. We look at this sensibly and with due attention – both at the product structure and at the appropriate measures and margins. That is what guides us above all.

Magda, one more thing, because I did not mention it in connection with solvency and it was left hanging in the air, so that it does not raise doubts: we mentioned that our subordinated debt matures next year. Yes, that is true – specifically in July. Consequently, we are already working on scenarios in order to answer the question whether we will need refinancing at all and, if so, to what extent, in what currency, at what tenor, whether through a one-off issue or perhaps a broader program. We want to assure you that we have this matter in mind and on the table. The fact is that when we look at the markets, today's conditions appear very attractive for raising financing. Consequently, if any information appears in this area, we will share it with you. Today we wanted to assure you that we are working on it, that we will not miss this thread and that if there is an opportunity to take advantage of favorable market conditions in this respect, that is exactly what we will do.

01:00:56 Magdalena Komaracka: Thank you. I have two more questions relating to solvency and to the dividend broadly understood. The first question is from Trigon Dom Maklerski, also from Maciej Marcinowski: How do you estimate the positive impact on Solvency II following the introduction of internal models?

01:01:12 Maciej Fedyna: Ladies and gentlemen, we cannot share that information. Not because we would not like to boast about it, but because this process of our dialogue with the supervisory authority, even though it is very advanced, has not been concluded, and it would be very improper and inelegant on our part if we shared such information without first confirming that these really are the figures and not others, and that we have the comfort of treating them as certain. As soon as it is possible and the matter is settled, we will of course come back to you with that information. Previously I said that it is a significant impact, and I can confirm that, but we cannot give an approximate amount.

01:02:12 Magdalena Komaracka: The next question is also indirectly related, from Biuro Maklerskie mBanku, from Michał Konarski. In the first half of 2026, there was year-on-year growth in the standalone result. Can we also expect DPS in 2027 to record year-on-year growth?

01:02:34 Maciej Fedyna: What does the CEO say to that?

01:02:39 Bogdan Benczak: Yes…

01:02:40 Maciej Fedyna: There is a possibility.

01:02:42 Bogdan Benczak: Taking into account that this year we will pay a really high dividend, and also taking into account that we have a track record of this dividend growing every year. We had a very good six months this year. As Maciej said: we cannot compare quarter with quarter one-to-one. However, the Management Board's intention and management objective is to pay dividends every year in a way that will satisfy our shareholders. We are that kind of company, we are aware of our shareholders' expectations and yes, the intention is to pay a dividend to our shareholders every year. If conditions allow, more every year.

01:03:39 Magdalena Komaracka: We also received a broad question about the market, again from Trigon Dom Maklerski, from Maciej Marcinowski. How do you see the future of the market in the longer term? The banking sector consolidated over the last decade, the insurance sector not so much. Do you ultimately assume consolidation, or rather the entry of new players?

01:04:01 Bogdan Benczak: In recent times both of these variants have been present in the market, because consolidations have also taken place. In recent years, however, we have seen quite a high level of activity, with players operating on a freedom-to-provide-services basis appearing frequently, also under the MGA model. It seems that this will be a model that will indeed develop in Poland. That is it from me…

01:04:39 Maciej Fedyna: I would add one thing to this view: a great deal has already happened in Poland as regards consolidation of the insurance market. If we look at slide number 13, in the non-life insurance sector more than 75% of the market is within four groups. I deliberately do not say "companies", because there can sometimes be more of those companies within one group.

I skipped ahead, my apologies. What I am getting at, though, is that if we look at the level of consolidation, then in non-life insurance in particular there is not that much room left. From that perspective it is quite a concentrated market. On the life side the picture is somewhat different. On the life side we would probably all wish for rapid growth of this market segment, because penetration as a share of GDP is exceptionally low in our market and this segment is not developing at the pace we would all wish for. In many more developed geographies, it is a significant component of long-term savings. In Poland that is not the case for now. If something big were to happen here, perhaps that would also be a trigger for market moves, but that is already speculation.

01:06:12 Bogdan Benczak: We also see, however, that large global players are both opening as branches and starting to operate here under the MGA model. So we are aware of that.

01:06:30 Magdalena Komaracka: We have one last question. Also from Trigon Dom Maklerski, from Maciej Marcinowski. Are you able to quantify the potential target savings related to AI?

01:06:45 Bogdan Benczak: We treat our AI initiatives on two tracks. First, as I said, it is the basis for eliminating our technology debt, but we also want to increase the scale of our business on the basis of modern solutions. That is, sort of, one thing. The second thing we take into account is demographics, what is happening in the market, including a candidate-driven labor market. By deploying automation and modern solutions we are also answering certain challenges that we forecast and that will be associated with that factor. We simply have to be operationally prepared to serve our clients in the best and most efficient way possible.

01:07:43 Magdalena Komaracka: Are there any further questions from the floor? Yes?

01:07:49 Andrzej Powierża: Let me ask about one more thing, namely about the strategic perspective and whether you are planning any updates to the financial targets or the strategy, especially looking at revenue, that line which is developing somewhat differently than you expected.

01:08:12 Bogdan Benczak: From our point of view, we are focusing on delivering the current strategic targets. Yes, we are paying attention to matters relating to revenue. We are also aware of the strategic assumptions made when those targets were developed a few years ago. Now, however, we are focusing on executing the initiatives that were provided for there and that are to build us a basis for creating a new strategy covering the years from 2027. Very important to us are those elements of the strategy in which, beyond revenue matters, what counts is profitability and how we deliver on the individual promises made to shareholders. This concerns mainly our dividend policy. For us the most important thing is to deliver on it despite the changing regulatory environment, and to prepare the organization and the PZU Group so that we remain resilient and stable and predictably deliver the dividend to which we have committed. That is our most important condition. On the revenue part – as Maciej said – we behave responsibly toward the market, especially the motor insurance market. We may have assumed that this market would develop differently, but we cannot take offense at what is happening in the market. Once again: the PZU Group's strength lies in its resilience and its diversified model. Thanks to this we are able to react and, when something does not go according to our assumptions, to make use of the PZU Group's strength and to grow or focus on another segment. If we look at the PZU Group's core business, that is non-life insurance, I am really proud that this is, I believe, the fourth consecutive quarter in which our COR is below 90%. That means that the strategy and the operating system we have adopted work and are proving themselves. Of course we also have to operate at an appropriate scale – that goes without saying. As for life insurance, we are delivering the margin we talked about. Where it is possible, we also take advantage of opportunities in other segments. Not so long ago, let me just recall, health required a great deal of management attention. I am not saying that this attention is absent now, but we have built competencies, we have a management team, we are already building scale and we are investing in technology in this area, because it is a growth opportunity. We look at demographics – there is no way around it. People need this kind of service and we are responding to the needs of Poles. We are also developing the investment part, we are preparing for the introduction of OKI, and the new products we offer have also proved a success. These are the elements in which we react. Of course, if you ask me what to do in the other areas, then yes – in non-life there is a great deal to be done. We have to improve the effectiveness of our sales force, including the tied agent. In the channels we control, that is the tied agent channel and our branch sales, we also have many initiatives intended to improve the effectiveness of our operations. However, if our competitors are winning market share with a price that is unacceptable to us – first because we are responsible, and second because we deliver on our commitments to our clients – then our action has to be responsible. We are easing off, because we cannot afford a mistake in this respect. So we react flexibly. Maciej said that we observe what is happening in the market. With the cycle in motor being what it is, we try to take advantage of other opportunities. We are now doing everything to take advantage also of the current point in the cycle of infrastructure investment in our country. This is an opportunity, although it also carries a certain danger, because insuring a huge infrastructure investment is in fact a one-off event – it is premium in this one year. We cannot fail to do it, however, because that is our role. Once again: we are making use of the Group's strength. I am pleased with how our banks performed in the first six months, even though they too faced a very demanding situation. The challenges they faced were just as great as in insurance. Our strength and the source of our resilience are diversification and operating in various segments. The management team is able to react quickly and take advantage of the opportunities that arise. We have an enormous amount to do internally, however: improving efficiency, reducing technology debt – we are not forgetting about that.

01:14:39 Magdalena Komaracka: One more question has come in from PKO BP Securities, from Jaromir Szortyka. Could you say what the pro forma solvency ratio would be, taking into account the increase in the countercyclical buffer to 2%?

01:14:57 Maciej Fedyna: I mean, it would obviously come down a little, but that change would no longer be very significant. When we present the results after the third quarter, it will be visible, because it will already be in force by then, but on the other hand there will be other factors working in the opposite direction, so we decided to give you information here without speculating about what would happen if we assumed something, but according to… the only thing we assume is that we are already applying the legal order that is to be in force, and that appears to be a very transparent and somehow repeatable approach. Of course, in the third quarter the impact of the change in the level of the countercyclical buffer will be visible.

01:15:40 Bogdan Benczak: But we also remind you that we committed to this at the last conference, and the PZU Group tries to deliver on its commitments. We try to deliver on our commitments, so we will show it.

01:16:02 Magdalena Komaracka: I have no more questions from the internet, nor from the floor, so thank you very much and we look forward to seeing you on November 19.

01:16:11 Bogdan Benczak: Thank you very much indeed, I wish you a pleasant day and I have to do this – take a look at those ETFs of ours, they are worth it. Have a good day, goodbye.

01:16:20 Maciej Fedyna: Thank you.