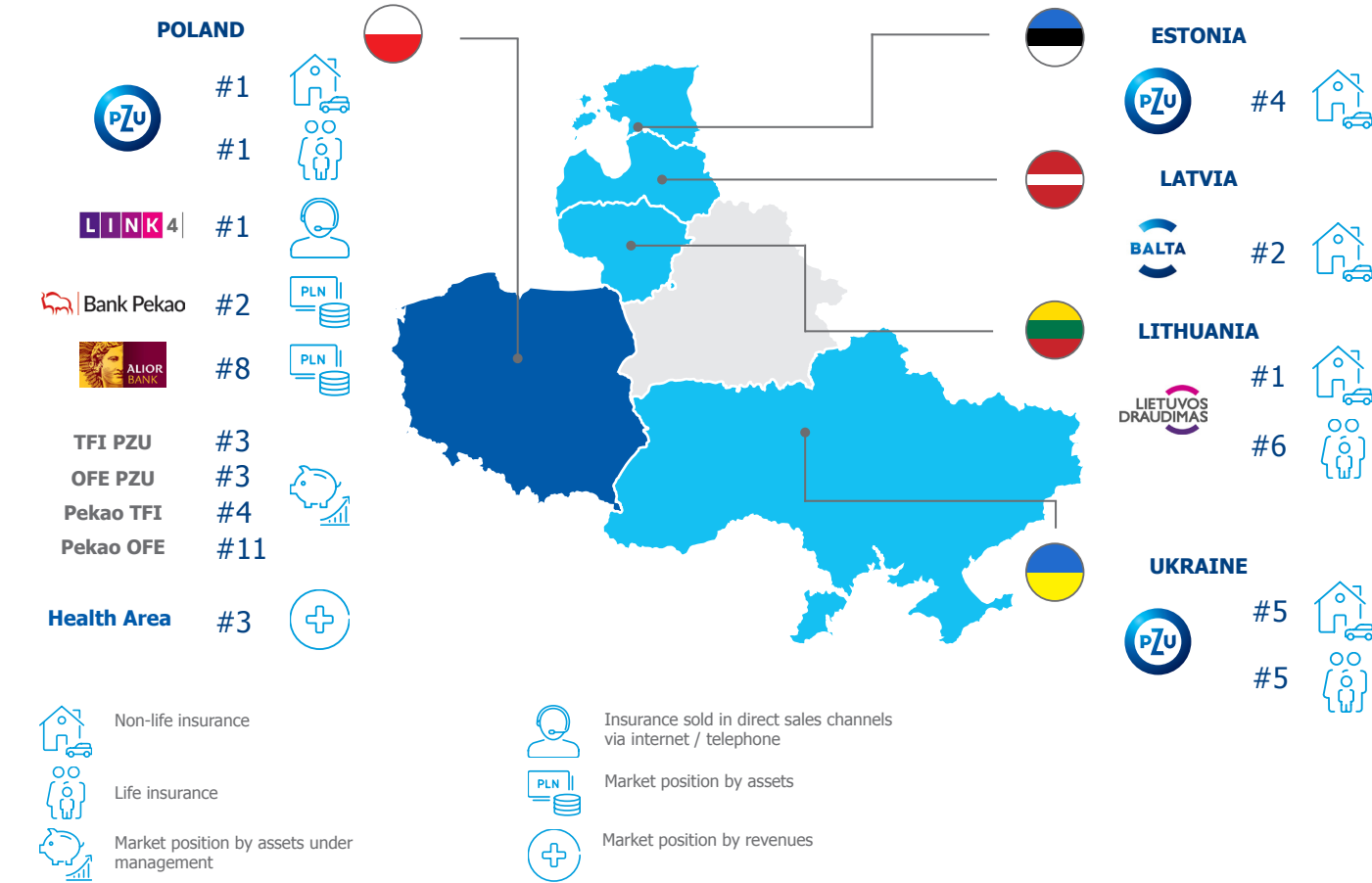


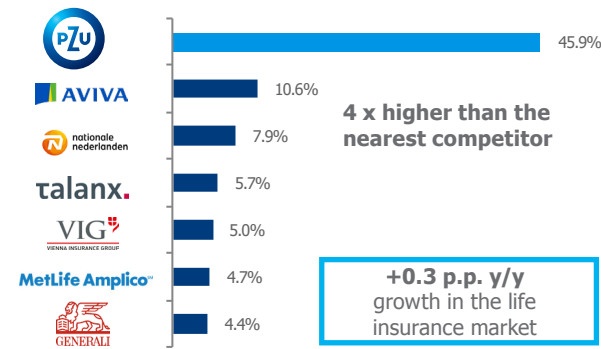
Factsheet H1 2018



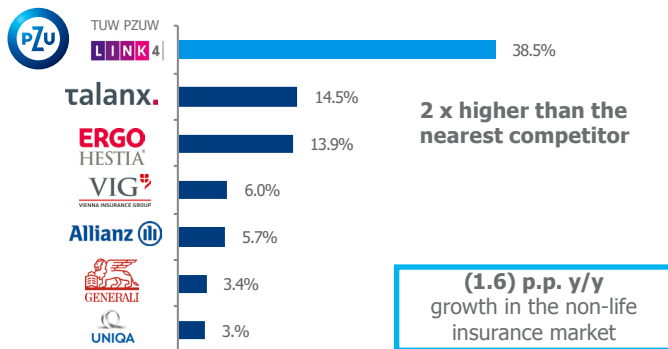
PZU's activity



Life insurance (periodical premium)*



Non-life insurance*



* Market data as at the end of the Q1 2018



2017

H1 2018

PZU (12.6)% y/y

(6.6)% q/q

WIG20 (7.1)% y/y

(3.4)% q/q

WIG Banki (0.6)% y/y

(7.9)% q/q

WIG-DIV (11.5)% y/y

(4.6)% q/q

WIG (8.3)% y/y

(4.2)% q/q

RESPECT (12.7)% y/y

(5.7)% q/q

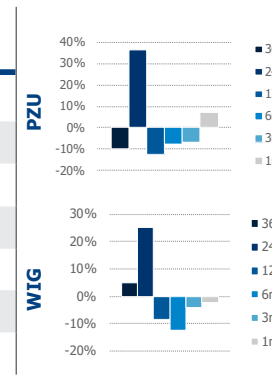
WIG20 TR (6.0)% y/y

(3.3)% q/q

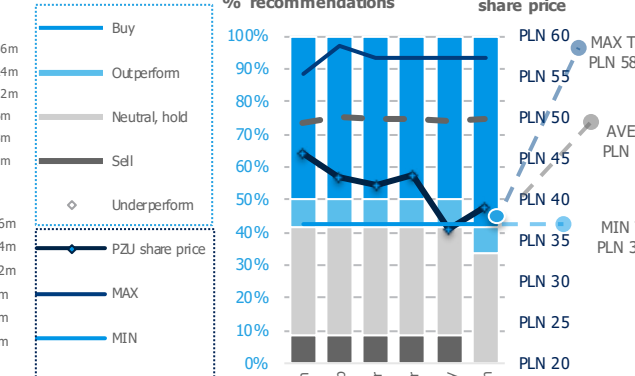
H1 2018

RATE OF RETURN PZU VS. WIG

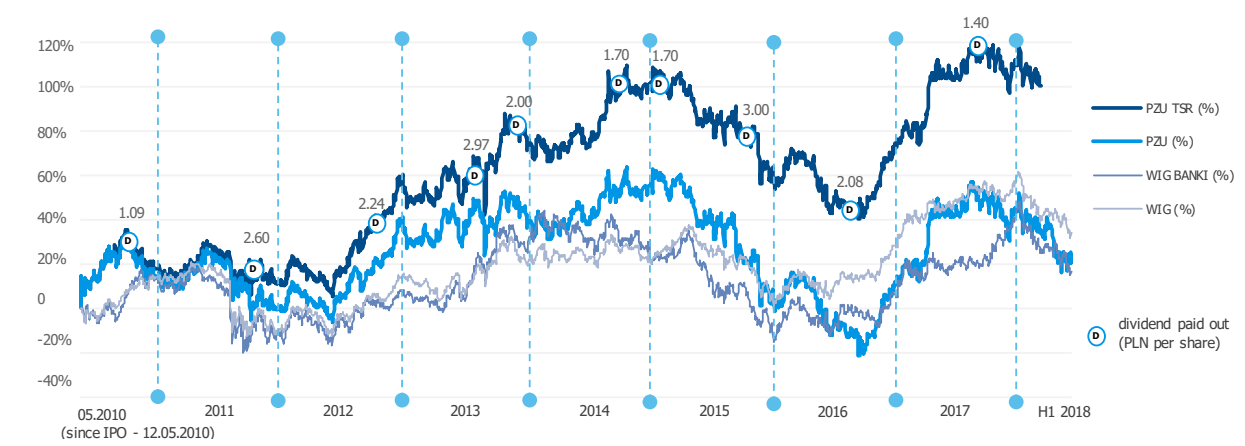
Rate of return	PZU	WIG
H1 2018 (YTD)		
1m	7.4%	(2.3)%
3m	(6.6)%	(4.2)%
6m	(7.5)%	(12.2)%
12m	(12.6)%	(8.3)%
24m	36.5%	25.0%
36m	(9.9)%	4.9%



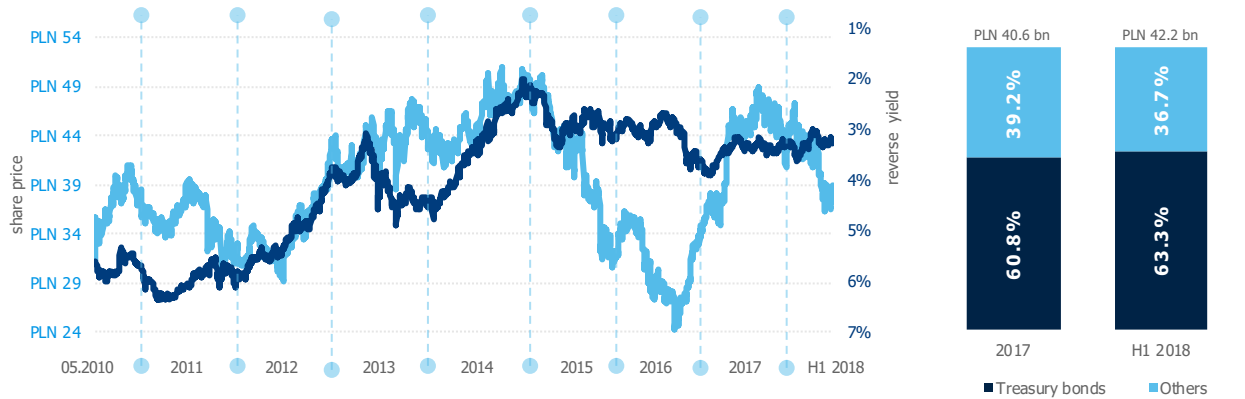
RECOMMENDATIONS



EVOLUTION OF PZU'S SHARE PRICE COMPARED TO SELECTED INDICES

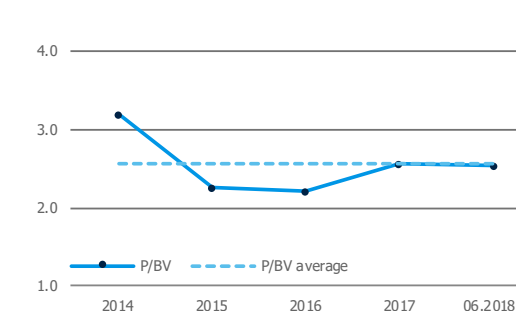


PZU VS. TREASURY BONDS (REVERSE ORDER)

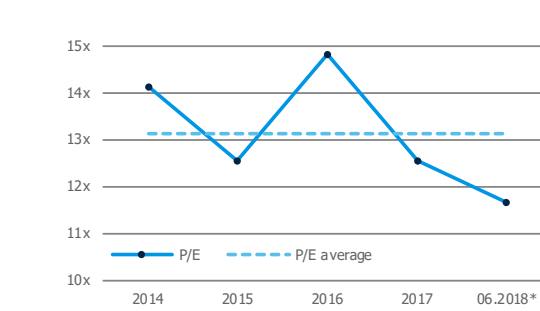


* excluding investment products

P/BV RATIO



P/E RATIO



* trailing data

FINANCIAL DATA

Consolidated financial data highlights

	Q2 2017	Q2 2018	Change y/y
PZU GROUP EXCLUDING ALIOR BANK AND PEKAO			
Gross written premium¹	5,838	6,050	3.6%
Net insurance claims and benefits	(3,504)	(3,719)	6.1%
Net investment result - main portfolio	226	390	72.5%
FX on own debt	(6)	(130)	x
Net investment result - investment products	31	5	(85.3)%
Net investment result - temporary FX on investment property valuation	(112)	21	x
Net investment result - other	(34)	33	x
Administrative expenses ¹	(402)	(433)	7.8%
Acquisition expenses ¹	(718)	(768)	7.0%
Operating profit (loss)	560	811	44.9%
Net profit (loss)	437	620	41.7%
Net profit (loss) attributable to equity holders of the parent company	437	620	41.7%
BANKS: ALIOR BANK AND PEKAO			
Net profit (loss) attributable to equity holders of the parent company	67	162	143.6%
NET PROFIT (LOSS) ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT COMPANY	504	782	55.2%
PRINCIPAL FINANCIAL RATIOS			
ROE ²	14.9%	22.3%	7.4 p.p.
Combined Ratio ³	87.5%	88.3%	0.8 p.p.
Operating Profit Margin ⁴	24.5%	23.7%	(0.8) p.p.
Administrative expenses ratio PZU, PZU Życie	6.5%	6.9%	0.4 p.p.
Acquisition expenses ratio PZU, PZU Życie	13.1%	13.3%	0.2 p.p.

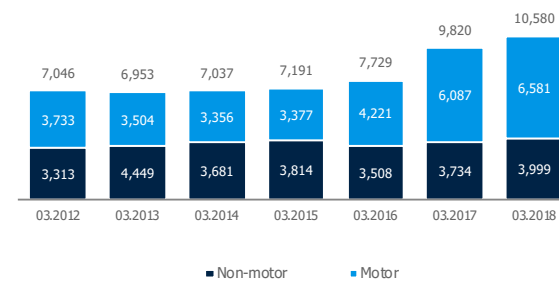
¹ Net of the elimination of consolidation adjustments
² Ratio computed using equity at the beginning and end of the reporting period. Computed for the parent company

³ Only for non-life insurance in the PZU Group
⁴ Margin for the group and individually continued insurance segment excluding conversion effect

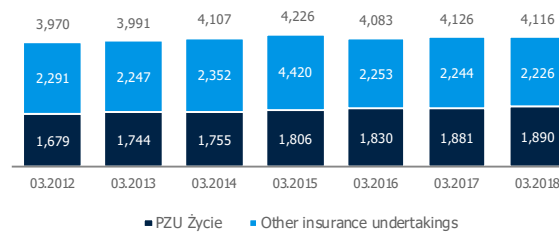
Operating performance of the main segments

m PLN, local GAAP		H1 2017	H1 2018	Change y/y
Non-life insurance - Poland				
Gross written premium	mass insurance	5,218	5,350	2.5%
	corporate insurance	1,381	1,521	10.1%
Insurance result	mass insurance	724	818	13.0%
	corporate insurance	167	217	29.9%
Operating profit ratio	mass insurance	86.7%	86.9%	0.2 p.p.
	corporate insurance	85.5%	86.4%	0.9 p.p.
Life insurance - Poland				
Gross written premium	group and continued	3,429	3,444	0.4%
	individual insurance	792	689	(13.0)%
Insurance result	group and continued	657	694	5.6%
	individual insurance	95	98	3.2%
Operating profit ratio	group and continued	19.2%	20.2%	1.0 p.p.
	individual insurance	12.0%	14.2%	2.2 p.p.
Baltic & Ukraine				
Gross written premium	non-life insurance	741	844	13.9%
	life insurance	47	57	21.3%
Insurance result	non-life insurance	47	77	63.8%
	life insurance	3	2	(33.3)%
COR	non-life insurance	93.6%	90.5%	(3.1) p.p.
Operating profit ratio	life insurance	6.4%	3.5%	(2.9) p.p.

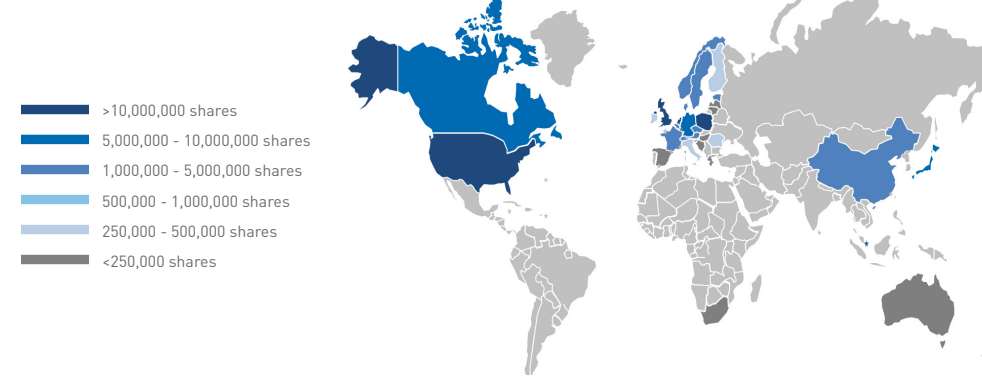
GROSS WRITTEN PREMIUM (MARKET) IN NON-LIFE INSURANCE (M PLN)



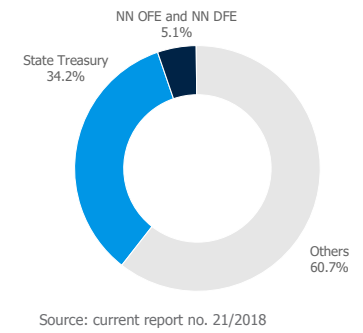
PERIODICAL GROSS WRITTEN PREMIUM (MARKET) IN LIFE INSURANCE (M PLN)



SHAREHOLDER STRUCTURE

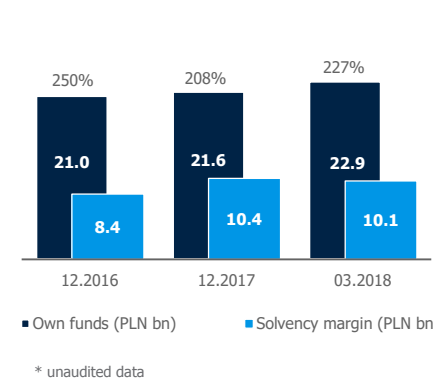


> IN POLAND



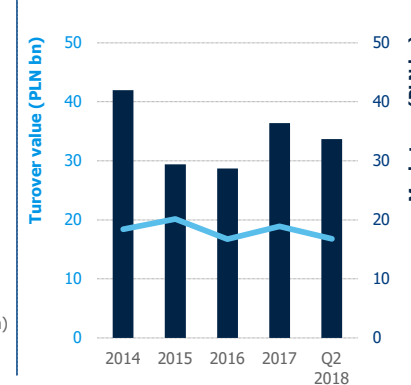
Source: current report no. 21/2018

SOLVENCY II*

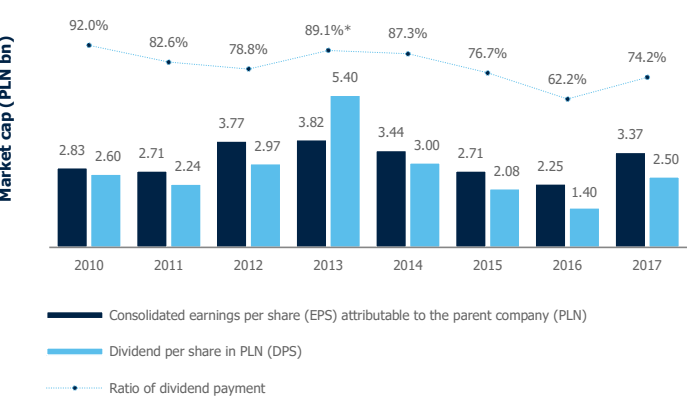


* unaudited data

MARKET CAP



EPS/DPS



* in 2013 a dividend was paid from excess capital (PLN 2 per share)

STRATEGY FOR 2017-2020 „NEW PZU”



STRATEGY OF INNOVATION

- UTILIZATION OF BIG DATA**
 - Sophisticated pricing methods
 - More effective insurance fraud detection
 - Support for cross-selling initiatives
 - Growth in the level of client loyalty
 - Enhanced business management and prediction
- DIGITIZATION**
 - Implementation of new technology
 - Automation of processes
 - Implementation of self-service
 - Development of distribution channels
 - Simplified sales process
- NEW CLIENT INTERACTIONS**
 - Implementation of services aligned to client needs
 - Reaching new market segments

IR CONTACT



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 Planning and Controlling Department
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 ph.: +48 (22) 582 26 23

CALENDAR 2018

- 12 September – Settling dividend date for 2017 (PLN 2.50 per share)
- 3 October – Payment of dividend (PLN 2.50 per share)
- 15 November – Report for Q3 2018

CSR AMBITIONS

- Building our CSR position in the industry**
 - Membership in the Respect Index of listed companies observing corporate social responsibility
 - Membership in the index at least at average level for the industry
- Clients**
 - NPS for retail clients in insurance versus the competition
 - Indicator concerning the timeliness of examining complaints
 - > the competition
 - > 95% to 28 days
- Employees**
 - Employee commitment index
 - % of women in managerial positions
 - > 55%
 - > at least 50%
- Environment**
 - Implementation of the Group's "Green PZU" standard
 - Fully implemented (100%)
- Risk management**
 - Risk assessment framework score (BION) for PZU and PZU Życie
 - Good
- Social activities**
 - Financial commitment to social activity
 - > 50 m PLN per annum
- Suppliers**
 - Percentage of suppliers adhering to the "Code of CSR Best Practices for PZU's Suppliers"
 - > 90% of contracts contain an obligation to adhere to the "Code of CSR Best Practices for PZU's Suppliers"

PLN 6.1 bn
 gross written premium (Q2 2018)
3.8% q/q

PLN 782 m
 consolidated parent net profit (Q2 2018)
21.6% q/q

22.3%
 ROE (Q2 2018)
4.5 p.p q/q

A- /Stable
 one notch above S&P rating for Poland