## ANNUAL REPORT 2018

Komerční pojišt'ovna, a.s.

# Komerční pojištovna, a.s. is a universal insurance company that specializes primarily in the provision of life insurance services. 

- The total assets of the insurance company decreased by $4.3 \%$.
- Technical provisions reached CZK 47.5 billion.
- In 2018, the gross written premiums amounted to CZK 5.1 billion.
- Appreciation for KP's clients ranged from 0.5-1.2\% in 2018.


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For more information on KP's products and services, visit www.kb-pojistovna.cz.

## Contents

Technical provisions (gross, CZK thousand)


Written premiums (gross, CZK thousand)


## Introduction

Company Profile ..... 2
Foreword of the Chairman of the Board of Directors ..... 3
Report of the Board of Directors
Macroeconomic overview of 2018 ..... 4
Komerční pojištótna's strategy ..... 4
Trends in the insurance market in the Czech Republic ..... 5
Position of KP on the insurance market ..... 5
What's new in 2018 ..... 5
Product portfolio ..... 6
Internal Processes ..... 6
Internal control system and Risk management ..... 7
People in KP ..... 8
Subsequent events ..... 8
Comments on the Financial Results ..... 9
Additional Information
Statutory Bodies ..... 11
Organisational Structure as of 31 December 2018 ..... 14
Shareholders' Decisions at General Meetings ..... 15
Report of the Supervisory Board ..... 16
Management affidavit ..... 17
Financial section
Independent Auditor's Report ..... 20
Balance sheet as of 31 December 2018 ..... 26
Profit and Loss statement for the Year 2018 ..... 28
Statement of Changes in Equity
for the Year Ended 31 December 2018 ..... 30
Notes to the Financial Statements ..... 31Report on Relations among Related Entities
for the Year Ended 31 December 2018 ..... 59

|  | Units | 2018 | $\begin{array}{r} 2017 \\ \text { restated }^{1} \end{array}$ | 2016 | 2015 | 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | CZK thousand | 47,797,166 | 49,951,862 | 48,109,578 | 46,687,061 | 45,273,502 |
| Share capital | CZK thousand | 1,175,398 | 1,175,398 | 1,175,398 | 1,175,398 | 1,175,398 |
| Shareholder's equity | CZK thousand | 1,936,468 | 2,940,345 | 2,597,615 | 2,983,090 | 3,113,341 |
| Profit/loss | CZK thousand | 547,949 | 525,768 | 486,960 | 372,781 | 283,082 |
| Written premium (gross) | CZK thousand | 5,146,804 | 6,149,823 | 6,660,083 | 6,577,143 | 10,192,286 |
| Cost of claims (gross) | CZK thousand | 5,023,746 | 4,508,360 | 4,211,505 | 4,322,183 | 2,522,666 |
| Technical reserves (gross) | CZK thousand | 47,452,817 | 48,554,350 | 47,449,991 | 45,428,778 | 43,306,605 |
| Number of employees | Persons | 210 | 186 | 179 | 166 | 157 |

[^0]
## Company Profile

## Business name

Komerční pojišťovna, a.s.
Legal form
Joint-stock company

## Date of registration

1 September 1995

## Registered office

Karolinská 650/1, Prague 8, postal code 18600
Identification No.
63998017, entered in the Commercial Register maintained by the Municipal Court in Prague, Section B, Insert 3362

## Shareholders

SOGECAP, S.A., with its registered office at Tour D2, 17 bis, place des Reflets, 92919 Paris la Défense Cedex, France (holds ownership interest of $51 \%$ ), Komerční banka, a.s., with its registered office at Na Příkopě 33, Prague 1 (holds ownership interest of 49\%)

Registered capital
CZK 1,175,397,600
Scope of business

- Insurance activities;
- Operations related to insurance and reinsurance.

Since the acquisition of Komerční banka, a.s. (hereinafter "KB" or "Komerční banka") by Société Générale S.A. (hereinafter "SG" or "Société Générale") in 2001, Komerční pojištovna, a.s. (hereinafter "KP", "Komerční pojisitovna" or the "Company") has implemented SG's bank-insurance business model. KP therefore cooperates primarily with companies that form part of the KB Group. In addition to KB's largest network, other sales networks comprise ESSOX, s.r.o. (hereinafter "ESSOX"), Modrá pyramida stavební sporitelna, a.s. (hereinafter "MPSS") and Penzijní společnost Komerční banky, a.s. (hereinafter "KB PS").

Insurance brokers joining the ranks of KP's external business partners since 2009 have also become an important part of the Company's distribution network, while cooperation with them has continued to expand successfully.

KP uses its status of a universal insurance company to provide services in the segments of life and non-life insurance in the Czech Republic, as well as across the EU under a single licence. Since 2008, KP has successfully cooperated with foreign companies in the SG Group and provides its services in Bulgaria, Romania and Germany.

The majority owner of KP's shares is insurance company SOGECAP, S.A. (hereinafter "SOGECAP"), SG's wholly-owned subsidiary, which holds a $51 \%$ ownership interest; KB is a minority shareholder with a $49 \%$ ownership interest. Due to this shareholders' structure, KP has direct access to top know-how and long-term experience in the field of financial advisory.

Komerční pojištovna is a member of the Komerční banka Financial Group and the Société Générale Financial Group. KP's products are offered to Komerční banka's clients in particular, thus complementing KB's services so that clients can obtain comprehensive financial advisory, including insurance.

Komerční pojištovna does not have any branches abroad.

## Foreword of the Chairman of the Board of Directors

In 2018, Komerční pojištovna launched a very ambitious IT transformation project. Although this project represents considerable costs for the Company, the investment is justified in our mind because of the substantial advantages we expect from it. KP uses four different and old IT systems to manage its different policies, meaning that we generate costs and have some difficulties implementing the product quickly. If we succeed, and we intend to do so, we will have only one modern IT solution in the end, which will allow us to be more reactive and reduce the time needed to market our products.

This very important project has been launched using agile methodology for the first time, with the first positive results. Initial steps are achieved faster than with applying classical methodologies. We intend to develop more agile methodology in KP in order to be more efficient, more reactive, and able to implement new services and new products faster and with lower costs. We hired a global project manager highly skilled in agile methodology, and we have already trained dozens of people in KP in agility.

2018 was also dedicated to business development. Our strategy is to develop the Company upon three pillars: the first is cooperation with the Société Générale group (Komerční banka, MPSS, ESSOX etc.), the second involves external business partners, and the third is using the internet for sales.

In co-operation with Komerční banka, we succeeded in organizing for the first time the marketing campaign April - Month of Insurance with great success. We reorganized the Company in order to be ready in 2019 to work with new tribes in KB, using their own agile methodology.

With our external business partners we refreshed our offer and will continue to do so in 2019.

On the internet, we launched with the Creative Dock company a life insurance product Mutumutu. Part of the product is a reward for a healthy lifestyle. Furthermore, we launched online personal belongings insurance Cubiq. We hope that these innovative products will have some success in 2019 and we intend to continue to develop a multi-channel integrated solution for sales of insurance products.

In 2018 we also had a very important regulatory agenda. We succeeded in implementing the Insurance Distribution Directive rules in KP, and we also reached our target of implementing the first major part of the General Data Protection Regulation, in line with legal deadlines.

As for the results of the clients' satisfaction survey, the positive trend we observed during previous years was again confirmed. Clients' satisfaction and loyalty were again measured by the net promoter score, the metric to assess the willingness of clients to recommend a certain company, product or service to their friends, relatives or colleagues. KP scored +29 , as in 2018, which is well above standard in the market and it rewards the attention we pay to clients' needs.

This was also confirmed by the fact that KP was named Best Life Insurance Company on the market for 2018 (Hospodářské noviny Best Insurance House Award).


Gaël Loaec
Chairman of the Board of Directors and CEO

## Report of the Board of Directors

Komerční pojištovnna, a member of the Société Générale Financial Group, focuses on the provision of life insurance and the sale of other types of insurance that complement the banking and financial products of partners in the SG Group. KP products are mostly distributed by members of the KB Financial Group, in particular the KB and MPSS distribution network, but also by external business partners. Komerční pojištóovna uses a single licence to provide its services throughout the European Union territory and cooperates with partner companies in the Société Générale Group in Bulgaria, Romania and Germany.

## Macroeconomic overview of 2018

The Czech economy's growth slowed to $3.0 \%^{1}$ in 2018. The main drivers were private consumption and strong investment. The average inflation rate was $2.1 \%^{2}$ in 2018. In December, consumer prices climbed by $2.0 \%{ }^{2}$ year-on-year. Employment reached an all-time high in 2018. The unemployment rate fell to $3.1 \%^{3}$ at the year-end, representing the lowest unemployment rate recorded over the past decade.

## Komerční pojištovna's strategy

## Vision

- Be a respected and reliable insurer that offers attractive and transparent products;
- To develop, innovate and maintain long-term, steady growth with the objective of meeting the needs of the clients, distributors, shareholders and KP employees;
- Continuously improve the comfort and quality of service for KP clients and partners;
- Create a corporate culture that encourages employees' engagement, open communication, team spirit and collaboration.

[^1]

## Trends in the insurance market in the Czech Republic

In 2018, the total written premiums in the Czech insurance market increased by $3.7 \%$ year on year to CZK 152.2 billion. The total volume of premiums in life insurance amounted to CZK 54.3 billion (year-on-year decrease of $3.0 \%$ ). In contrast, the total volume of non-life insurance amounted to CZK 98 billion and increased by $7.8 \%$ compared to the previous year. All of these values have been derived using the original methodology of the Czech Insurance Association (CAP)¹.

## Position of KP on the insurance market

In 2018, Komerční pojištovna achieved good business results and reached the threshold of CZK 5.1 billion in the volume of written premiums. Depending on the product type, Komerční pojištovna ensured appreciation of $0.5-1.2 \%$ for its clients in 2018. Komerční pojištoovna has ranked among the five major insurance companies on the Czech market in the segment of life insurance for more than seven years. At the end of 2018, Komerční pojišt'ovna's market share accounted for $8.6 \%$ (calculated in accordance with the original methodology of the Czech Insurance Association (CAP) ${ }^{1}$.

In the prestigious Best Insurance Company contest conducted by the Hospodárské noviny daily, Komerční pojištovna achieved the top rating in the Best Life Insurance Company 2018 category and it placed third in the Most Client-Friendly Life Insurance Company 2018 category.

In the segment of non-life insurance, Komerční pojištovna in 2018 focused on growth in payment cards and personal belongings insurance. It launched a new children's insurance of payment cards and personal belongings Merlin Junior. The Company also paid increased attention to improving existing products in this segment. In total, written premiums generated in non-life insurance increased by $10 \%$ compared to 2017.

Komerční pojišťovna continued successful co-operation with external partners from the ranks of insurance brokers. As a result, the volume of total written premiums in risk life insurance sold by these partners has been increasing for several consecutive years. In 2018, it rose by $2 \%$. Distribution of risk life insurance was productive also in the Komerční banka and MPSS sales networks. In total, written premiums in risk life insurance grew by 6\% in 2018 compared to 2017.

Long-standing co-operation in the non-life insurance segment with partner companies in the Société Générale Group also continued in 2018. The overall volume of written premiums from non-life insurance products provided by foreign partner companies remained stable.

In co-operation with an external agency, Komerční pojišt̛ovna launched two new innovative products available online.

## What's new in 2018

In 2018, Komerční pojištóovna focused primarily on launching two innovative online products, Mutumutu and Cubiq, and on making the existing products more attractive in order to meet the clients‘ needs.

In non-life insurance, Komerční pojištovna introduced the Merlin Junior insurance product for children covering risks arising from the consequences of misuse of children's payment cards if lost or stolen, the risk of unauthorized cash withdrawal or the risk of theft of personal belongings, including identification documents and keys.

In the segment of investment life insurance, Komerční pojištovna continued to focus on expanding the range of funds offered in the Vital Invest investment life insurance. In 2018, the Company introduced new guaranteed funds - Protective, Protective 2, Protective 3 and Protective 4, allowing clients to make attractive investments in structured bonds with the potential of appreciation exceeding the guaranteed return of investment funds. In addition, Komerční pojištóovna initiated the sale of the Amundi Global Select Fund, a new, actively managed fund that is suitable for investors wishing to invest in the long term (6 years and longer).

## Innovation platform

The goal of the innovation platform in Komerční pojištóovna is to increase to a maximum extent support for an innovative environment that invigorates creative and open thinking. The innovation platform provides creative space for seeking and creating new customer-oriented opportunities in products, services and internal processes. In 2018, the innovation platform focused on internal processes, co-operation with start-ups and the needs of Komerční pojištovna's clients.

[^2]
## Product portfolio

## 1. Investment and Capital Life Insurance - Vital Product family

## Komerční pojištovna offers a range of products that enable

 clients to create financial reserves for the future.These products include:

- Vital Invest investment life insurance with a wide range of funds, including a fund with guaranteed appreciation and a guaranteed return of investment in the event of death of the insured;
- Program Vital capital life insurance, which enables employers to assist their employees in securing themselves for their retirement using tax benefits;
- Vital Premium life insurance with guaranteed appreciation, which is offered to KB's VIP clients in two tranches EUR and USD.


## 2. Risk Life Insurance

## Risk life insurance is an important part of the offer

 of Komerční pojištovna, it covers key life risks of clients and helps them overcome financial losses in case of unexpected events, such as disability, death, long illness or involuntary loss of employment. Risk insurance includes:- MojeJistota/Moudré pojištění/Elán universal life insurance with a broad range of insurance risks, among which the client can freely choose, and a newly introduced option to insure children;
- Risk life insurance for consumer loans and mortgages, which pays the loan instalments or repays the loan balance for the client in case of unexpected events.


## 3. Non-life Insurance

The key product in this segment is MojePojištění majetku. This comprehensive property, household, liability and accident insurance, which is sold through the KB and MPSS distribution channels, is unique in the Czech property insurance market in many aspects, primarily due to the non-application of the underinsurance principle in property insurance. In November 2018, property insurance began to be available also through external business partners.

KP provides Merlin, Merlin Junior, Profi Merlin, Vega and Super Vega non-life insurance protecting against the loss and misuse of payment (credit/debit) cards. In addition to card misuse, this insurance also covers other risks - theft and misuse of a mobile phone, loss of keys or ID documents, etc. This insurance is offered with KB payment cards as well as payment cards issued by other companies in the SG Group (ESSOX, major banks in Bulgaria, Romania and Germany).

Other types of non-life insurance include MojePojištění plateb and ProfiPojištění plateb, i.e. payment insurance that secures funds for the payment of regular monthly expenses from the current or business account of the KB client.

The product offer is complemented with travel insurance covering the full range of risks related to travelling. Clients may take out separate travel insurance for the whole year or for individual trips at any branch of Komerční banka, via the internet or via the increasingly used KB mobile application Mobilní Banka.

Travel insurance is also offered with payment cards issued by KB and by other banks comprised in the Société Générale Group within the European Union.

## Internal processes

Komerční pojištovna made significant progress in the digitization of internal processes by implementing new service robots that handle automatic communication in specific situations. The digitization of processes is aimed at faster and flawless customer service and ongoing cost reduction.

The Company fully developed a new internal process monitoring system which reduces processing risks and provides a broad range of measurements to optimize processes and remove bottlenecks in processing.

The staff engaged in internal processes undergo regular training with the aim to increase processing efficiency, while maintaining a safe and prudent approach to the tasks assigned to them. They also have the opportunity to participate in the development of internal information systems.

KP continues the automation of testing of internal information systems that help enhance the quality of internal processes and services provided.

In 2018, the Company implemented outsourcing of all print services, which resulted in significant quality improvements and cost reduction.

Komerční pojištovna is engaged in the Zelená firma (Green Company) project aimed at environmental protection. In research and development, Komerční pojištovna focuses on the development of new products, including the information systems in which the products are managed.

## Internal control system and Risk management

## Corporate governance

In accordance with the requirements of Directive 2009/138/ EC of the European Parliament and of the Council on the taking-up and pursuit of the business of Insurance and Reinsurance (Solvency II), KP introduced four key functions: actuarial function, compliance function, risk management function and internal audit function. These key functions are supported by a set of committees, which are part of the risk management system as well as the internal control system. The key functions closely co-operate both at the local level in KP in the Czech Republic, and at the group level. The group key functions provide local functions with methodical instructions, tools and procedures.

KP complies with the new legal framework regarding personal data protection in the European Economic Area (GDPR) with the aim to protect the rights of EU citizens against unauthorized processing of their data, including personal data. Data subjects have been granted new rights that the Company must recognise and fully abide by. Thus, KP in 2018 created a new position, Data Protection Correspondent, who co-operates with KB Group's Data Protection Officer.

## Risk management system

The KP risk management system consists of three types of components: organisational framework, technical means and human resources.

The organisational components include the organisational structure, which ensures the independence of the risk management functions from the operational functions, and direct access of the function to the Company's Board of Directors. It enables the risk management function to implement risk management strategies, policies and tools.

Risk management system technical means comprise tools for the identification, analysis and assessment of existing or potential risks and tools for their monitoring, reduction and reporting.

Human resources play a key role in the entire risk management system. They include all and any interactions between the KP staff, three lines of defence as well as all stakeholders, such as KP shareholders, suppliers and business partners, and state authorities. In connection with the human resources component, KP views as important the values based on open communication, team spirit, social responsibility, professionalism, knowledge and skills.

The KP risk management system has four building blocks:

- Risk identification;
- Risk analysis and assessment;
- Risk management and monitoring;
- Reporting.

For these four processes, risk management uses risk management tools; in addition, it is closely linked with the internal control system. The risk management system and internal control system support each other. The internal control system principles serve as a basis for the identification, assessment, monitoring and management of risks as well as for their reporting.

The relationship between the internal control environment system and risk management system is facilitated by the organisation, which enables permanent management of key risks that may affect the solvency of KP or, subsequently, the SOGECAP Group.

The risk management system processes provide an overview of the main risks faced by KP, and they also provide the background for informed decision-making of KP's Board of Directors so that the KP risk exposure stays within the required range. The risk management system processes have been set up in a way that allows an early warning of the Board of Directors, who, if necessary, can take action to implement corrective measures or action plans in order to prevent or mitigate materialisation of the relevant risk.

## People in KP

In the field of human resources, Komerční pojištovna adhered to the current trends in 2018. The key focus was on the implementation of an agile method of management both in IT and in project management and product design. The HR team also centred on digitizing HR administration and creating a new design of the staff adaptation process. With the support of HR, the management team got ardently involved in the development of co-operation between teams through facilitated workshops. Within the innovation platform, workplaces have been refurbished and a relaxation zone was created. In addition, the attendance records have been simplified and initial in-house training sessions were organized.

Hiring new staff and their smooth orientation at workplaces were again key priorities in 2018. Similarly to other companies, KP was faced with low unemployment and the related lack of job applicants. The HR team focused on improving communication with the applicants whose feedback praised in particular the form and wording of job advertisements and rated them as attractive and friendly. Another major step was a new adaptation process for employees, which was modified involving both managers and new employees. KP continued to support the reference program for existing employees.

As in previous years, Komerční pojištovna utilised synergies with Komerční banka, SOGECAP and Société Générale groups. Well-established co-operation across the Group had positive effects mainly on staff recruitment and mobility between Komerční banka and Komerční pojištovna, the participation of selected KP employees in development programs of SOGECAP and KB, and on effective co-operation in payroll outsourcing.

KP ranks among stable employers long time and offers its employees a broad portfolio of benefits that promote the work-life balance (for example, five days of sick leave, extra paternity leave, flexible working hours, work from home and a cafeteria).

## Subsequent events

As at the date of the preparation of the financial statements, the Company management is not aware of any events (other than changes in the Board of Directors) that would require adjustment of the Company's financial statements. The changes in the Board of Directors are described in the notes to the financial statements included in the Annual Report.

## Comments on the Financial Results

Comparison of the year-on-year trend in gross written premiums - life insurance (CZK thousand)

| 2017 | $5,729,912$ |
| :--- | :--- |
| 2018 | $4,685,421$ |

-18.2\%

## Profit

The profit of Komerční pojištóovna according to Czech Accounting Standards reached CZK 548 million in 2018. According to the International Financial Reporting Standards (IFRS) used for the purposes of consolidation with KB, KP's profit amounted to CZK 482 million (unaudited).

Structure of gross written premiums in 2018 (\%)


- Risk life insurance
$13 \%$
- Non-life insurance

9\%

- Investment life insurance

78\%

Comparison of the year-on-year trend in gross written premiums - non-life insurance (CZK thousand)

| 2017 | 419,911 |  |
| ---: | ---: | ---: |
| 2018 | 461,383 |  |
| $+9.9 \%$ |  |  |

## Gross Written Premiums

The total volume of gross written premiums in 2018 amounted to CZK 5,147 million. Gross written premiums in the life insurance segment totalled CZK 4,685 million in 2018, which accounts for a year-on-year decrease of $18.2 \%$ due to a lower volume of investment life insurance. In the segment of non-life insurance, Komerční pojištovna generated written premiums in the amount of CZK 461 million. Compared to 2017, written premiums increased by $9.9 \%$.

Structure of gross written premiums in 2017 (\%)


- Risk life insurance
- Non-life insurance 7\%
- Investment life insurance $83 \%$


## Structure of Gross Written Premiums

The structure of gross written premiums changed in 2018 as written premiums generated from investment life insurance fell by $21 \%$ year-on-year. Non-life insurance climbed by $10 \%$ compared to the previous year. Risk life insurance also showed a year-on-year increase of $6 \%$. The major part of the portfolio is comprised of investment life insurance products sold by Komerční banka, in particular products with guaranteed appreciation.

In 2018, the Company introduced new guaranteed funds Protective, Protective 2, Protective 3 and Protective 4. The offer of funds was modified for the Vital Invest product. Komerční pojištovna launched the sale of the Amundi Global Select fund. In 2018, the Forte, Forte 2, Forte 3, Optimo, Optimo Commodities and Optimo Commodities 2 funds matured in the total amount of CZK 2,679 million.

## Komerční pojišt'ovna portfolio structure

 as at 31 December 2018 (\%)

|  |  |
| :--- | ---: |
|  |  |
| Bonds with a variable coupon | $1 \%$ |
| Term deposits with banks | $3 \%$ |
| Shares | $3 \%$ |
| KB Real Estate Fund | $2 \%$ |
| Bonds with a fixed coupon $91 \%$ <br> (including cross currency swaps)  |  |

## Portfolio Structure

The structure of the investment portfolio is almost the same as in previous years. Komerční pojištoovna focuses mainly on conservative items. Bonds with a fixed coupon (including cross currency swaps) account for $91 \%$ of the portfolio, thus guaranteeing clients strong return on their investments.

## Technical provisions structure as at 31 December 2018 (\%)



| Provision for insurance claims | $1.3 \%$ |
| :--- | ---: |
| Provision for bonuses and <br> rebates | $3.5 \%$ |
| Life insurance provision | $19.0 \%$ |
| where investment risk is |  |
| borne by policyholder |  |
| Provision for unearned | $0.2 \%$ |
| premiums |  |
| Life insurance provision | $75.8 \%$ |
| Other technical provisions | $0.2 \%$ |

## Technical Provisions

The volume of technical provisions decreased by 2.3\% compared to 2017 and amounted to CZK 47,453 million as at 31 December 2018.

## Equity

The equity amounted to CZK 1,936 million as at 31 December 2018, representing a $34 \%$ decrease compared to 2017. The increase stemmed from a change in the valuation and

## Komerční pojišt'ovna portfolio structure as at 31 December $2017^{1}$ (\%)



A significant part of the portfolio is composed of Czech government bonds and bonds issued by banks and corporations based in the EU. The portfolio also includes term deposits and shares and, marginally, bonds with a variable coupon.

Technical provisions structure as at 31 December $2017{ }^{1}$ (\%)


|  | Provision for insurance claims | 1.0\% |
| :---: | :---: | :---: |
| - | Provision for bonuses and rebates | 3.4\% |
| - | Life insurance provision where investment risk is borne by policyholder | 20.9\% |
| - | Provision for unearned premiums | 0.2\% |
| - | Life insurance provision | 74.1\% |
|  | Other technical provisions | 0.4\% |

accounting methodology for securities. Based on the decision of the General Meeting, the reserve fund of CZK 61 million was terminated and its funds were transferred to retained earnings in 2018.

During 2018, Komerční pojišťovna did not acquire its own shares.
The total balance sheet sum amounted to CZK 47,797 million as at 31 December 2018, i.e. a year-on-year decline of $4.3 \%$.

[^3]
# Statutory Bodies 

## Board of Directors

## Gaël Loaec

(membership commenced as of 1 October 2018)
Chairman of the Board of Directors and CEO
He was born on 20 July 1966 in France, is a French citizen and currently lives in Prague. He was elected Chairman of the Board of Directors effective 1 October 2018. He is a graduate of Sorbonne University where he majored in economics. He is also a member of the French Institute of Actuaries. From 1991 to 2000 he held various actuarial positions in the CARDIF group and from 2000 to 2004 in BNP Paribas. In 2005, he was appointed the Director of Actuarial Science at Société Générale Group. In 2007 he participated in the founding of an insurance company in Croatia, where he subsequently worked for six years. In 2013-2018, he was CEO of the insurance company La Marocaine Vie in Morocco.

## Stéphane Corbet

(membership terminated as of 30 September 2018)
Chairman of the Board of Directors and CEO
He was born on 11 September 1969 in France, is a French citizen and currently lives in Prague. He was elected Chairman of the Board of Directors effective 29 September 2011. He had been a member of the Board of Directors of Komerční pojištovna since 1 September 2003. He held various actuarial positions, the last one in the SOGECAP company, previously in the A. G. F. company (a member of the Allianz group). He graduated from the Institute of Statistics at University of Paris and is a member of the French Institute of Actuaries.

## Jiří Koutník

## Member of the Board of Directors and Head of Project and Information Technology Management Section

He was born on 8 October 1969 and lives in Prague. He was elected member of the Board of Directors effective 19 April 2011. He had been working in Komerční banka in top IT positions since 2003, most recently as the Head of Distribution Channel Software Development. In April 2011 he joined KP as the Head of the Project and Information Technology Management Section. He graduated from the Faculty of Electrical Engineering of Czech Technical University in Prague.

## Helena Indrová

## Member of the Board of Directors and Head of Financial Section

She was born on 14 August 1980 and lives in Prague. She was elected member of the Board of Directors effective 22 January 2014. She started her career at Ernst \& Young. Since 2006, she had been working for Komerční banka in the Financial Group Management Department. She joined Komerční pojištovna in 2009 as the Head of the Controlling and Planning Department; in February 2011, she was appointed the Deputy Head of the Financial Section. She graduated from the Faculty of Economics of Technical University of Liberec and is a member of the UK-based Association of Chartered Certified Accountants.

## Šárka Šindlerová

## Member of the Board of Directors and Head of Client Service and Operations Section

She was born on 11 January 1973 and lives in Prague. She was elected member of the Board of Directors effective 1 July 2007. She has been working in the financial sector since 1996, namely at Deloitte and ING. She joined Komerční pojištovna as the Head of the Financial Section in November 2002. She graduated from the School of Economics of Silesian University in Opava.

## Catherine de la Croix

Member of the Board of Directors and Head of Development Section

She was born on 28 February 1970 in France, is a French citizen and currently lives in Prague. She was elected member of the Board of Directors effective 1 December 2016. She joined the Société Générale Group in August 2002. Since 2008 she continued her career abroad. Most recently, she was the Chairwoman of the Management Board in Société Générale Osiguranje, a life insurance company based in Croatia. She joined Komerční pojištovna on 1 September 2016 as the Head of the Development Section. She is a graduate of International Private Law at the Jean Monnet Faculty of Law (Paris-Sud University), and she earned a master's degree in Wealth Management at the Faculty of Law of Rennes University.

## Zdeněk Zavadil

## Member of the Board of Directors and Head of External Partnership Section

He was born on 22 April 1969 and lives in Prague. He was elected member of the Board of Directors effective 10 May 2001. He began his professional career at Motokov in 1992 and then worked for several leasing companies. He joined Komerční pojištovna as the Head of the Client Services and Operations Section in May 2001. He graduated from the Faculty of Business Administration of University of Economics in Prague.

## Supervisory Board

## Philippe Perret

## Chairman of the Supervisory Board

He was born on 11 January 1963 in France, is a French citizen and currently lives in Paris. He was elected member of the Supervisory Board effective 4 March 2006, and he became the Chairman of the Supervisory Board on 4 December 2009. Since 1987 he has worked in the financial sector, initially at NATIO-VIE (a member of the BNP group); he joined SOGECAP in 1997. He has been the ompany's CEO since 1 December 2009. He graduated from the National School of Statistics and Economic Management and is a member of the Executive Committee of the Association of French Insurance Companies and the French Institute of Actuaries.

## Laurent Doubrovine

## Member of the Supervisory Board

He was born on 23 February 1969 in France, is a French citizen and currently lives in Paris. He was elected member of the Supervisory Board effective 1 December 2017. He holds a diploma from the National Statistical and Economic Administration (ENSAE), the French Institute of Actuaries and the Institute of Advanced Business Studies (IHEE). Between 2008 and 2016, he was the Director of Natixis Assurances. From October 2016 to April 2017, he worked as an adviser to SOGECAP's Chairman and CEO. From May 2017 to October 2017, he held the position of the Director of Bank Insurance in the same company. In October 2017 he was appointed SOGECAP's International Operations Director.

## Jan Juchelka <br> Member of the Supervisory Board

He was born on 19 September 1971 in the Czech Republic and lives in Prague. He was elected member of the Supervisory Board effective 19 October 2017. He graduated from Silesian University in Opava. In 1995, he began to work in the National Property Fund of the Czech Republic. Between 2002 and 2005, he also acted as Chairman of its Executive Committee. From 1999 to 2006, he was a member of the Supervisory Board of Komerční banka. In 2006, he joined Komerční banka, first as the Director of the Corporate Banking Business Division in Prague, and then in the same year as a member of the Board of Directors responsible for management of Top Corporations and Investment Banking. In 2012, he started to work at the Société Générale headquarters in Corporate and Investment Banking as the Managing Director, Head of Coverage with responsibility for corporate clients in Central and Eastern Europe, the Middle East and Africa. He also simultaneously acted as a Senior Banker for Central and Eastern Europe. Since August 2017, he has been Chairman of the Board of Director and Chief Executive Officer of Komerční banka.

## Miroslav Hiršl

(membership commenced as of 30 November 2018)

## Member of the Supervisory Board

He was born on 1 November 1972 and lives in Hradec Králové. He was elected member of the Supervisory Board effective 30 November 2018. He is a graduate of University of Economics in Prague where he majored in foreign trade and banking, followed by the Graduate School of Banking in Boulder, Colorado, in the US. From 1996 to 2006, he worked on various positions within Komerční banka, initially at the branch in Hradec Králové, and later at a regional branch and KB headquarters in Prague. In 2006-2014, he worked at Modrá pyramida stavební sporitelna, a.s., first as the Director for Business Synergies, later as a member of the Board of Directors, Deputy CEO, Executive Director for Business and Marketing, and finally as the Vice-chairman of the Board of Directors, First Deputy CEO, Executive Director for Business and Marketing. From 2014 to 2018, he served as the CEO and a member of the Board of Directors of SG Montenegro banka, a.d. in Montenegro. Since August 2018, he has been a member of the Board of Directors of Komerční banka responsible for Retail Banking.

## Libor Löfler

(membership terminated as of 19 November 2018)
Member of the Supervisory Board
He was born on 29 May 1966 and lives in Prague. He was elected member of the Supervisory Board effective 28 April 2015. He graduated from University of Economics in Prague and has spent his entire career in the banking sector. He worked at the Czechoslovak State Bank, the Investment Bank and the Consolidation Bank in the fields of IT projects and, subsequently, financial management. During 1998 and 1999, he worked as the CEO of Konsolidační banka. Since 1999, he had been working for KB Group engaged in privatization, restructuralization and transformation projects in the areas of finance and the financial group management. During 2002 - 2006, he served as Head of Financial Management; 2006 2010 he held the position of Vice-Chairman of Modrá pyramida in charge of IT, project management and credit approval. In 2010, he was appointed the Deputy Senior Executive Director for Strategy and Finance of Komerční banka. In 2012, he took over position of the Executive Director for Strategy and Finance. With effect from 1 April 2015, he was elected a member of the Board of Directors of Komerční banka and was in charge of Strategy and Finance, Transaction and Payment Services, Investment Banking Services, Support Services, Information Technology, Organisation and Change Management and Information Management.

## Audit Committee

The Audit Committee consists of three members. Audit Committee members shall be appointed by the General Meeting from the members of the Supervisory Board or third parties.

## Composition of the Audit Committee

## Etienne Loulergue

Chairman of the Audit Committee

## Laurent Doubrovine

Vice-chairman of the Audit Committee

## Jiří Přibyl

Member of the Audit Committee

## Organisational Structure as of 31 December 2018



## Shareholders' Decisions at General Meetings

Pursuant to Section 421(2) of Act No. 90/2012 Coll. on Business Corporations and Cooperatives (the Business Corporations Act), the following decisions of the General Meeting were made:

On 25 April 2018, the General Meeting:

- Considered the Report of the Board of Directors on the Company's business operations and assets in 2017;
- Considered the submitted financial statements and the proposal of the Board of Directors for the distribution of profits for 2017;
- Reviewed the Report of the Supervisory Board on the results of the audit activities and reviewed the Board of Directors' Report on Related Parties;
- Approved the annual financial statements of the Company for 2017;
- Decided to distribute the profit 2017 so that from the profit after taxes amounting to CZK 437,270,032.98, the dividend paid from the profit from insurance activities for 2017 amounts to CZK 437,128,000.00, and the amount of CZK 142,032.98 is transferred to the account of retained earnings from life insurance activities.

Dividends were paid out under the following conditions:

1. The total amount of dividends paid was CZK 437,128,000. The amount of dividend per share with a nominal value of CZK 72,735 was CZK 27,050. The amount of dividend per share with a nominal value of CZK 145,470 was CZK 54,100.
2. The dividend payment was made via bank transfer.

The amount of the dividend paid out to SOGECAP, S.A. was CZK 222,946,100. The amount of the dividend paid out to Komerční banka, a.s. was CZK 214,181,900.
3. The relevant date for the dividend payment was 18 April 2018.
4. The dividends were payable as of 2 May 2018.
5. The dividends were paid out at the expense of the Company.

The General Meeting also:

- Appointed Ernst \& Young Audit, s.r.o., Na Florenci 2116/15, 11000 Prague 1 - Nové Město, to perform an audit of the Company for the financial year 2018;
- Approved the transfer of the funds from the reserve fund to the retained earnings fund in the amount of CZK 61,264,245.67 as at the dividend payment date;
- Elected Philippe Perret a member of the Supervisory Board for another four-year term, effective from 25 April 2018.


## On 27 September 2018, the extraordinary General

 Meeting:- Elected Gaël Loaec a member of the Board of Directors of Komerční pojišt́tovna, a.s. for a four-year term, effective on 1 October 2018;
- Approved a Contract to serve as a member of the Board of Directors of Komerční pojištóovna, a.s., concluded between Komerční pojištovna, a.s. and Gaël Loaec;
- Approved an amendment of the Contract to serve as a member of the Board of Directors of Komerční pojištovna, a.s., concluded between Komerční pojištovna, a.s. and Stéphane Corbet.


## Report of the Supervisory Board

Throughout 2018, the Supervisory Board carried out the tasks stipulated by law and by the Articles of Association. It performed its supervision over the activities of the insurance company and submitted its proposals to the Board of Directors.

Having reviewed the Company's financial statements for the year ended 31 December 2018, and on the basis of the external auditor's report on these financial statements, the Supervisory Board acknowledges that accounting records were maintained in a transparent manner, in compliance with the generally binding regulations governing the bookkeeping of insurance companies, and in compliance with the Company's Articles of Association, and that the financial statements provide a true and fair view of the Company's financial position in all material respects.

The statutory external auditor performed an audit of the Company's financial statements for the year ended 31 December 2018; the audit states that the financial statements give a true and fair view, in all material respects, of the assets, liabilities, equity and financial position of the Company as at 31 December 2018, as well as the result of its operations for 2018 in accordance with the relevant regulations of the Czech Republic.

The Supervisory Board recommends that the General Meeting approve the financial statements for 2018, as submitted by the Board of Directors.

The Supervisory Board reviewed the Related Party Report for 2018 prepared by the Company pursuant to the provisions of Section 82 et seq. of the Business Corporations Act, and stated, based on the presented documents, that Komerční pojištovna, a.s. did not suffer any harm in the accounting period from 1 January 2018 to 31 December 2018.

On behalf of the Supervisory Board Komerční pojištovna, a.s.


Philippe Perret
Chairman of the Supervisory Board

## Management affidavit

Komerční pojištiovna, ass. declares that all information and data contained in this Annual Report are accurate and complete. Komerční pojištovna, ass. further declares that no subsequent events occurred prior to the date of preparing this Annual Report that would have a material negative impact on the Company's financial position.

Prague, 15 April 2019

Signed on behalf of the Board of Directors by:


## Gaël Loaec

Chairman of the Board of Directors and CEO


## Helena Indrová

Member of the Board of Directors and Head of Financial Section

$$
\begin{array}{|l}
\text { FINANCIAL } \\
\text { SECTION }
\end{array}
$$

## Contents

Financial Section
Independent Auditor's Report ..... 20
Balance sheet as of 31 December 2018 ..... 26
Profit and Loss statement for the Year 2018 ..... 28
Statement of Changes in Equity
for the Year Ended 31 December 2018 ..... 30
Notes to the Financial Statements
for the Year Ended 31 December 2018 ..... 31
Report on Relations Between Related Parties
for the Reporting Period of 2018 ..... 59

# Independent Auditor's Report to the Shareholders of Komerční pojištovna, a.s. 

EY<br>Ernst \& Young Audit, s.r.o<br>Ernst \& You<br>Tel: +420 225335111<br>Na Florenci 2116/15<br>Fax: +420225335222<br>11000 Praque 1 - Nove Mesto<br>www.ey.com/cz<br>Building a better working world<br>(Translation of a report originally issued in Czech - see Note 1.7 to the financial statements.)

INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Komerční pojišfovna, a.s.:
Report on the Audit of the Financial Statements

Opinion
We have audited the accompanying financial statements of Komerční pojištovna, a.s. (hereinafter also the "Company") prepared in accordance with accounting principles generally accepted in the Czech Republic, which comprise the balance sheet as at 31 December 2018 and the profit and loss statement and statement of changes in equity for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information. For details of the Company, see Note 1 to the financial statements.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of Komerční pojišlovna, a.s. as at 31 December 2018 and of its financial performance for the year then ended in accordance with accounting principles generally accepted in the Czech Republic.

Basis for Opinion
We conducted our audit in accordance with the Act on Auditors, Regulation (EU) No. 537/2014 of the European Parliament and the Council, and Auditing Standards of the Chamber of Auditors of the Czech Republic, which are International Standards on Auditing (ISAs), as amended by the related application clauses. Our responsibilities under this law and regulation are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the Act on Auditors and the Code of Ethics adopted by the Chamber of Auditors of the Czech Republic and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.

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## Fair value of investments

The Company's investments portfolio, disclosed in Note 4.2 Investments to the financial statements, represents a major part of the Company's total assets. These investments are carried at fair value as disclosed in Notes 2.3 Investments and Note 4.2 Investments to the financial statements, The Company assesses the market activity in order to determine the appropriate valuation method for investments in its investment portfolio. Fair value of liquid investments should be based on actual market observable inputs, reflecting real market activity, such as actual trade prices. Fair values of illiquid or non-quotable investments should be based on valuation models that use inputs and assumptions that are either observable or unobservable. The determination of the fair value of investments involves higher degree of management judgment, focus and estimate applied in the valuation models, or in valuation methods. Due to those facts this area requires significant audit effort and was assessed as a key matter for our audit.

We assessed the governance and process over the valuation of investments. We confirmed our understanding of the design and implementation of the Company's internal controls over the valuation process including selection of the valuation method.
We reviewed the methodology applied by the Company to assess the market activity of investments in its portfolio.
For a selected sample of instruments across the whole portfolio of investments we tested that illiquid or non-quoted instruments were correctly identified and valuation method correctly selected.
For a sample of liquid and quoted financial instruments we compared their value to the market price as of 31 December 2018. With the assistance of valuation specialists, we evaluated the models, inputs and assumptions used by the Company in determining fair values of illiquid or non-quoted instruments. For a sample of these instruments we performed independent revaluation of fair value. In case of non-observable inputs, we used valuation specialists in the assessment of their reasonableness, such as review and analysis of the projected cash flows or corroboration of the assumptions used. We compared the fair values derived from our internal valuation model to the fair values determined by the Company.
We also assessed the adequacy of the Company`s disclosures regarding investments in Notes 2.3 Investments, and 4.2 Investments of the financial statements in accordance with accounting principles generally accepted in the Czech Republic.

## Estimates used in calculation of technical reserves and Liability Adequacy Test

The Company's technical reserves, disclosed in Notes 2.8 Technical Reserves, and 4.7 Technical Reserves of the financial statements, represent a significant part of the Company's total liabilities. Technical reserves are valued in accordance with accounting principles generally accepted in the Czech Republic. Consistent with the insurance industry, the Company uses actuarial models to support the valuation of the insurance contract liabilities, as disclosed in Note 2.8. Technical Reserves. Economic and actuarial assumptions, such as investment return, costs, interest rates, mortality, morbidity, claims settlement expectations and patterns and customer behavior are key inputs used to estimate these longterm liabilities, as disclosed in Note 3 Risk Management.

We used actuarial specialists to assist us in performing our audit procedures. Our audit focused on the models considered more complex or requiring significant judgement in the setting of assumptions such as mortality, morbidity, claims development, variables related to profit sharing and the model adjustments related to profit-sharing principles.
We assessed the governance and process over the calculation of technical reserves. We tested the design and the operating effectiveness of internal controls over the actuarial process including governance and approval process for setting of economic and actuarial assumptions.
We also assessed the process over the Company's actuarial analyses including estimated versus actual results and experience studies. For the assumption setting process, we assessed the experience

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This area involves significant management estimate and judgement over uncertain future outcomes, including primarily the timing and ultimate full settlement of long term policyholder liabilities, which requires significant audit effort.

As a consequence we considered it a key audit matter for our audit.
analyses performed by the Company. Our assessments also included, as necessary, review of specified economic and actuarial assumptions considering management's rationale for the actuarial judgments applied along with comparison to applicable industry experiences. We evaluated actuarial judgements used in the models and reconciled input data used, which may vary depending on the product and the specifications of the product, and also the compliance of the models with the accounting principles generally accepted in the Czech Republic. Furthermore, we performed audit procedures to determine the models were calculating the technical reserves accurately and completely.
We verified the validity of management's liability adequacy testing which is a test performed to check that the technical reserves are adequate as compared to the expected future contractual obligations. Our work on the liability adequacy tests included review of the projected cash flows and of the assumptions adopted in the context of both the Company and industry experience and specific product features.
We also assessed the adequacy of the disclosures regarding technical reserves in Notes 2.8 Technical Reserves, and 4.7 Technical Reserves of the financial statements to determine they were in accordance with accounting principles generally accepted in the Czech Republic.

Change in accounting Decree No. 502/2002 Coll.
There was an amendment to Decree No. 502/2002 Coll. (which implements certain regulations of Act No. 563/1991 Coll., on accounting, for accounting entities that are insurance companies), which is valid from 1st January 2018.
Until 31 December 2017, all debt securities were classified as held to maturity, and kept at amortized cost.
Since 1st January 2018, the Company reclassified all debt securities which were classified as held to maturity to debt securities available for sale. As at balance sheet date, these debt securities available for sale are valued at fair value, and revaluation difference is recognized in equity.
As this is considered as change in accounting method, the Company has to restate comparatives in the financial statements and describe this change in notes to the financial statements. Based on the nature of the change, and significance of debt security portfolio, the impact to financial statements is significant.
The change in accounting method is disclosed in Note 2.3 Investments to the financial statements,

We assessed the impact of the change in accounting method to the financial statements, and we verified that comparatives to the financial statements were restated.
The procedures performed included verification of fair value revaluation, assessment of impact to deferred tax position, equity, and to other technical provisions.
We also assessed the adequacy of the Company`s disclosures to present the change in accounting method in the financial statements. Change in accounting method and the impact to comparatives is disclosed in Notes 2.3 Investments, and 2.24 Change in accounting method of the financial statements.
and the impact to individual disclosure tables is disclosed in Note 2.24 Changes in accounting method to the financial statements.
This area requires significant audit effort and was assessed as a key matter for our audit.

## Other information

In compliance with Section 2(b) of the Act on Auditors, the other information comprises the information included in the Annual Report other than the financial statements and auditor's report thereon. The Board of Directors is responsible for the other information.

Our opinion on the financial statements does not cover the other information. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. In addition, we assess whether the other information has been prepared, in all material respects, in accordance with applicable law or regulation, in particular, whether the other information complies with law or regulation in terms of formal requirements and procedure for preparing the other information in the context of materiality, i.e. whether any non-compliance with these requirements could influence judgments made on the basis of the other information.

Based on the procedures performed, to the extent we are able to assess it, we report that:

- The other information describing the facts that are also presented in the financial statements is, in all material respects, consistent with the financial statements; and
- The other information is prepared in compliance with applicable law or regulation.

In addition, our responsibility is to report, based on the knowledge and understanding of the Company obtained in the audit, on whether the other information contains any material misstatement. Based on the procedures we have performed on the other information obtained, we have not identified any material misstatement.

Responsibilities of the Company's Board of Directors and Supervisory board for the Financial Statements
The Board of Directors is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the Czech Republic and for such internal control as the Board of Directors determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.
In preparing the financial statements, the Board of Directors is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Supervisory board is responsible for overseeing the Company's financial reporting process.
Auditor's Responsibilities for the Audit of the Financial Statements
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with above regulations will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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As part of an audit in accordance with the above law or regulation, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors, the Audit Committee, and the Supervisory board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Board of Directors, the Audit Committee, and the Supervisory board, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report
unless
law
or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

In compliance with Article $10(2)$ of Regulation (EU) No. 537/2014 of the European Parliament and the Council, we provide the following information in our independent auditor's report, which is required in addition to the requirements of ISAs:

Appointment of Auditor and Period of Engagement
We were appointed as the auditors of the Company by the Annual General Meeting on 25 April 2018 and our uninterrupted engagement has lasted for 4 years.

Consistence with Additional Report to Audit Committee

We confirm that our audit opinion on the financial statements expressed herein is consistent with the additional report to the Audit Committee of the Company, which we issued on 12 April 2019 in accordance with Article 11 of Regulation (EU) No. 537/2014 of the European Parliament and the Council.

Provision of Non-audit Services
We declare that no prohibited non-audit services referred to in Article 5(1) of Regulation (EU) No. 537/2014 of the European Parliament and the Council were provided by us to the Company. In addition, there are no other non-audit services which were provided by us to the Company and its controlled undertakings and which have not been disclosed in the financial statements.

Ernst \& Young Audit, s.r.o.
License No. 401


Lenka Bízová, Auditor Tomáš Němec
License No. 2331 Partner

12 April 2019
Prague, Czech Republic

## Financial Statements

## Balance sheet as of 31 December 2018

| No. | CZK thousand (rounded to whole figures) | Row no. | 2018 |  |  | $\begin{array}{\|r\|} \hline \text { Restated } 2017 \\ \hline \text { Prior period } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gross amount | Adjustment | Net amount |  |
|  |  |  | 1 | 2 | 3 | 4 |
| ASSETS |  |  |  |  |  |  |
| B. | Intangible fixed assets, of which: | 2 | 281,515 | 243,011 | 38,504 | 50,766 |
| C. | Investments | 4 | 37,781,556 | 0 | 37,781,556 | 38,950,078 |
| III. | Other investments | 13 | 37,781,556 | 0 | 37,781,556 | 38,950,078 |
|  | Shares and other variable yield securities, other participating interest | 14 | 1,965,035 | 0 | 1,965,035 | 1,674,207 |
|  | Bonds and other fixed income securities | 15 | 35,505,987 | 0 | 35,505,987 | 36,671,455 |
|  | a) recognized at fair value | 16 | 35,505,987 | 0 | 35,505,987 | 36,671,455 |
|  | Deposits placed with financial institutions | 21 | 1,104,000 | 0 | 1,104,000 | 787,705 |
|  | Other investments | 22 | $(793,466)$ | 0 | $(793,466)$ | $(183,289)$ |
| D. | Investments of life insurance, if investment risk borne by the policyholder | 24 | 9,001,621 | 0 | 9,001,621 | 10,129,642 |
| E. | Debtors | 25 | 313,780 | 26,534 | 287,246 | 245,302 |
| I. | Receivables arising from direct insurance transactions | 26 | 68,684 | 26,534 | 42,150 | 47,545 |
|  | Policyholders | 27 | 68,684 | 26,534 | 42,150 | 47,545 |
| II. | Receivables arising from reinsurance transactions | 29 | 2,633 | 0 | 2,633 | 160 |
| III. | Other receivables | 30 | 242,463 | 0 | 242,463 | 197,597 |
| F. | Other assets | 31 | 291,527 | 24,913 | 266,614 | 266,520 |
| I.II. | Tangible fixed assets, other than on item "C.I. Land and buildings", and inventory | 32 | 36,038 | 24,855 | 11,183 | 14,694 |
|  | Cash on accounts with financial institutions and cash on hand | 33 | 255,489 | 58 | 255,431 | 251,826 |
| G. | Temporary assets | 35 | 421,625 | 0 | 421,625 | 309,555 |
| II. Deferred acquisition costs of insurance policies,of which separarely: |  | 37 | 215,155 | 0 | 215,155 | 158,958 |
| III. | a) Life insurance | 38 | 162,089 | 0 | 162,089 | 111,224 |
|  | b) Non-life insurance | 39 | 53,066 | 0 | 53,066 | 47,734 |
|  | Other temporary assets | 40 | 206,470 | 0 | 206,470 | 150,597 |
|  | TOTAL ASSETS | 42 | 48,091,624 | 294,458 | 47,797,166 | 49,951,862 |


| No. | CZK thousand (rounded to whole figures) | Row no. | 2018 |  | Restated 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gross amount | Net amount | Gross amount | Net amount |
| LIABILITIES |  |  |  |  |  |  |
| A. | Equity |  |  | 1,936,468 |  | 2,940,345 |
| 1. | Share capital | 44 |  | 1,175,398 |  | 1,175,398 |
| IV. | Other capital funds | 47 |  | $(311,606)$ |  | 803,091 |
|  | of which revaluation gains or losses on securities | 48 |  | $(384,699)$ |  | 667,183 |
| V. | Reserve fund and other funds from profit | 49 |  | 0 |  | 61,264 |
| VI. | Retained earnings or accumulated losses brought forward | 50 |  | 524,727 |  | 374,824 |
| VII. | Profit or loss for the period | 51 |  | 547,949 |  | 525,768 |
| C. | Technical provisions | 53 |  | 36,297,289 |  | 36,084,278 |
| 1. | Provisions for unearned premiums | 54 |  |  |  |  |
|  | a) gross amount | 55 | 96,311 |  | 84,134 |  |
|  | b) reinsurens' share (-) | 56 | 166 | 96,145 | 37 | 84,097 |
| 2. | Life insurance provision | 57 |  |  |  |  |
|  | a) gross amount | 58 | 35,983,367 |  | 35,984,934 |  |
|  | b) reinsurens' share (-) | 59 | 2,075,484 | 33,907,883 | 2,320,542 | 33,664,392 |
| 3. | Provision for insurance claims | 60 |  |  |  |  |
|  | a) gross amount | 61 | 594,982 |  | 483,039 |  |
|  | b) reinsurens' share (-) | 62 | 78,257 | 516,725 | 19,851 | 463,188 |
| 4. | Provision for bonuses and discounts | 63 |  |  |  |  |
|  | a) gross amount | 64 | 1,662,266 |  | 1,673,257 |  |
|  | b) reinsurens' share (-) | 65 |  | 1,662,266 |  | 1,673,257 |
| 6. | Other technical provisions | 66 |  |  |  |  |
|  | a) gross amount | 67 | 114,270 |  | 199,344 |  |
|  | b) reinsurens' share (-) | 68 |  | 114,270 |  | 199,344 |
| D. | UL life insurance provision | 72 |  | 9,001,621 |  | 10,129,642 |
|  | a) gross amount | 73 | 9,001,621 |  | 10,129,642 |  |
|  | b) reinsurens' share (-) | 74 |  | 9,001,621 |  | 10,129,642 |
| E. | Reserves for other risks and losses | 75 |  | 104,426 |  | 105,750 |
| 2. | Reserve for taxation | 77 |  | 91,811 |  | 93,815 |
| 3. | Other reserves | 78 |  | 12,615 |  | 11,935 |
| G. | Creditors | 80 |  | 242,611 |  | 464,626 |
| I. | Payables arising from direct insurance transactions | 81 |  | 92,752 |  | 126,166 |
| II. | Payables arising from reinsurance transactions | 84 |  | 60,886 |  | 64,880 |
| V. | Other payables, of which: | 90 |  | 88,973 |  | 273,580 |
|  | a) Tax liabilities and social security payables | 91 |  | 19,907 |  | 202,757 |
| H. | Temporary liabilities | 94 |  | 214,751 |  | 227,221 |
|  | Other temporary liabilities | 96 |  | 214,751 |  | 227,221 |
|  | TOTAL LIABILITIES | 98 |  | 47,797,166 |  | 49,951,862 |

Profit and Loss statement for the Year 2018



Statement of Changes in Equity for the Year Ended 31 December 2018

| (CZK thousand) | Share capital | Treasury shares | $\begin{array}{r} \text { Share } \\ \text { premium } \end{array}$ | $\begin{array}{r} \text { Reserve } \\ \text { funds } \end{array}$ | Capital funds | $\begin{array}{r} \text { Valuation } \\ \text { gains } \end{array}$ | Profit/ (loss) | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as at 1 January 2017 | 1,175,398 | - | - | 61,264 | - | 324,083 | 1,036,870 | 2,597,615 |
| FX differences and valuation gains or losses not included in profit/(loss) | - | - | - | - | - | 479,009 | - | 479,009 |
| Net profit/(loss) for the period | - | - | - | - | - | - | 437,270 | 437,270 |
| Dividends | - | - | - | - | - | - | $(412,080)$ | $(412,080)$ |
| Transfers to funds | - | - | - | - | - | - |  |  |
| Balance as at 31 December 2017 | 1,175,398 | - | - | 61,264 | - | 803,091 | 1,062,060 | 3,101,814 |
| Changes in accounting methods | - | - | - | - | - | - | $(161,468)$ | $(161,468)$ |
| Restated - Balance as at 31 December 2017 | 1,175,308 | - | - | 61,264 | - | 803,091 | 900,592 | 2,940,345 |
|  |  |  |  |  |  |  |  |  |
| Balance as at 1 January 2018 | 1,175,398 | - | - | 61,264 | - | 803,091 | 900,592 | 2,940,345 |
| FX differences and valuation gains or losses not included in profit/(loss) | - | - | - | - | - | $(1,114,698)$ | - | $(1,114,698)$ |
| Net profit/(loss) for the period | - | - | - | - | - | - | 547,949 | 547,949 |
| Dividends | - | - | - | - | - | - | $(437,128)$ | $(437,128)$ |
| Transfers to funds | - | - | - | $(61,264)$ | - | - | 61,264 | - |
| Balance as at 31 December 2018 | 1,175,398 | - | - | 0 | - | $(311,606)$ | 1,072,676 | 1,936,468 |

## Notes to the Financial Statements for the Year Ended 31 December 2018

## 1. General information

### 1.1. Description of the Business and Principal Activities of the Company

Komerční pojištovna, a.s., (hereinafter the "Company" or "KP") was incorporated following its registration in the Commercial Register kept by the Municipal Court in Prague, Section B, File 3362, on 1 September 1995. The Company undertakes insurance activities since 1995.

## The principal operations are as follows:

As of 31 December 2018, the Company is licensed to undertake insurance activities and activities relating to insurance activities as follows:
Insurance activities pursuant to Section 13 (1) of the Insurance Act No. 277/2009 Coll., as amended (hereinafter the "Insurance Act"):

- To the extent of life insurance segments I, II, III, VI, VII and IX as set out in Part A of the Appendix 1 to the Insurance Act; and
- To the extent of non-life insurance segments $1,2,3,4,7,8,9,10 c, 13,14,15,16$ and 18 as set out in Part B of the Appendix 1 to the Insurance Act.


## Share capital:

The share capital amounts to CZK 1,175,397,600 and consists of 6,580 ordinary registered shares with a nominal value of CZK 145,470 in the book-entry form and 3,000 ordinary registered shares with a nominal value of CZK 72,735 in the book-entry form. The Company's share capital is fully paid.

## Shareholders as of 31 December 2018:

Komerční banka, a.s., having its registered office at Prague 1, Na Přikopě 33/969, 114 07, incorporated with the Municipal Court in Prague, Section B, File 1360, Corporate ID: 453170 54; a 48.99 percent shareholder.

SOGECAP S.A., having its registered office at Tour D2, 17 bis place des reflets, 92919 Paris La Défense Cedex, France, identification number: 086380730 R.C.S. NANTERRE; a 51.01 percent shareholder.

## Registered Office of the Company:

Karolinská 1/650
186 00, Prague 8
IČO: 63998017
The Company has no foreign branch.

### 1.2. Board of Directors and Supervisory Board as of 31 December 2018

|  | Position | Name |
| :--- | :--- | :--- |
| Board of Directors | Chairman | Gaël Loaec |
|  | Member | Ing. Zdeněk Zavadil |
|  | Member | Ing. Jiří Koutník |
|  | Member | Ing. Šárka Šindlerová |
|  | Member | Catherine Renée Claude de la Croix |
| Supervisory Board | Member | Ing. Helena Indrová |
|  | Chairman | Philippe Perret |
|  | Member | Ing. Jan Juchelka |
|  | Member | Laurent Doubrovine |
| Member | Ing. Miroslav Hiršl |  |

## Acting on behalf of the Company:

The Board of Directors acts on behalf of the Company. No less than two members of the Board of Directors act jointly on behalf of the Board of Directors. The act of signing is conducted in such a manner that no less than two members of the Board of Directors attach their signatures to the written or printed name of the Company.

## The audit committee

The Committee has 3 members appointed by the General Meeting from the membership of the Supervisory Board or third parties.

|  | Position | Name |
| :--- | :--- | :--- |
| Audit committee | Chairman | Etienne Loulergue |
|  | Vice chairman | Laurent Dubrovine |
|  | Member | Jiří Přibyl |

### 1.3. Equity Holdings in Other Businesses

The Company held no significant eqiuty investments in other businesses as of 31 December 2018 or as of 31 December 2017.

### 1.4. Changes and additions to the Company registration in the Commercial Register

The following changes to the Commercial Register were made in 2018:
Mr. Gaël Loaec, permanent address U starého židovského hřbitova 3133/2, Smíchov, 15000 Praha 5, became a chairman of the Board of Directors with effect from 1 October 2018.

Mr. Miroslav Hiršl, permanent address Spojovací 710/8a, Svobodné Dvory, 50311 Hradec Králové, became a member of the Supervisory Board with effect from 30 November 2018.

Stephane Corbet's membership in the Board of Directors was terminated in 2018. This change was recorded in the Commercial Register with effect from 30 September 2018.

Libor Löfler's membership in the Supervisory Board was terminated in 2018. This change was recorded in the Commercial Register with effect from 19 November 2018.

Catherine Renée Claude de la Croix's membership in the Board of Directors was terminated in 2019. This change was recorded in the Commercial Register with effect from 12 February 2019.

Mr. Zdeněk Doboš, permanent address Nad Rybníkem 376, 25083 Škvorec, became a member of the Board of Directors with effect from 1 February 2019.

### 1.5. Legal Relations

As of the balance sheet date, all of the Company's legal relations comply with the Insurance Act, including the related implementation guidance notes. The Company operates both in life and non-life insurance segments.

### 1.6. Movements in Share Capital

The Company did not report any changes in the share capital in the year ended 31 December 2018 or in the year ended 31 December 2017.

### 1.7. Preparation of financial statements in English

The financial statements have been prepared in Czech language and in English. In all matters of interpretation of information, views or opinions, the Czech version of the financial statements takes precedence over the English version.

## 2. Accounting policies

### 2.1. Basis of Accounting

In maintaining its accounting books and records and in preparing the financial statements, the Company complied with Accounting Act No. 563/1991 Coll., as amended, Decree No. 502/2002, which provides implementation guidance on certain provisions of the Accounting Act No. 563/1991 Coll., as amended, for reporting entities that are insurance companies (hereinafter "Decree 502"), and with Czech Accounting Standards for reporting entities that maintain their accounts under Decree 502.

The Company's accounting books and records are maintained in such a manner so as to ensure that the financial statements prepared on the basis of the accounting books and records give a true and fair view of assets, liabilities, equity and the financial position of the Company while complying with the prudence and going concern principles.

The financial statements are prepared on the accruals basis of accounting whereby the effects of transactions and other events are recognised when they occur and are reported in the financial statements of the periods to which they relate. Assets that are not revalued at fair value and suffered impairment are stated at net recoverable amount.

The reporting currency used in the financial statements is the Czech crown ("CZK") with accuracy to CZK thousand, unless indicated otherwise. The financial statements were prepared as of and for the year ended 31 December 2018.

### 2.2. Tangible and Intangible Fixed Assets

Tangible fixed assets include assets with an acquisition cost greater than CZK 40 thousand on an individual basis and an estimated useful life exceeding one year. Tangible assets costing less than CZK 40 thousand are expensed in the year of acquisition.

Intangible fixed assets include start-up costs greater than CZK 20 thousand and other intangible assets with an acquisition cost greater than CZK 60 thousand on an individual basis and an estimated useful life exceeding one year. Intangible assets costing less than CZK 60 thousand are expensed in the year of acquisition.

The Company creates provisions against tangible and intangible fixed assets if the inventory count highlights that their fair value is lower than their carrying value and the impairment is temporary. No provisions were recognised against fixed assets in the year ended 31 December 2018 and in the year ended 31 December 2017.

Depreciation of fixed assets is recorded on a straight line basis for accounting purposes. Accounting depreciation is based on the expected useful life of the tangible and intangible assets. The depreciation period is indicated below:

| Category of assets | Depreciation period in years |
| :--- | ---: |
| Cars | 4 |
| Furniture and fixtures | $7-10$ |
| Software | 4 |
| AIA and DWH Software | 5 |
| Start-up costs | 5 |

As a result of binding statutory requirements regarding the presentation of financial statements of insurance companies, the components of fixed assets shown above are classified on the face of the balance sheet as of 31 December 2018 and as of 31 December 2017 as follows:

- Intangible fixed assets, including their acquisition, are presented in line 2;
- Tangible fixed assets (both depreciable and non-depreciable), including their acquisition, are presented in line 31.

The Company recognised tax depreciation charges for tangible and intangible assets in 2018 and 2017.

### 2.3. Investments

## Deposits with financial institutions

Deposits placed with financial institutions are measured at their nominal value upon acquisition. Deposits denominated in foreign currencies are retranslated into Czech crowns at the ruling exchange rate of the Czech National Bank and any foreign exchange rate difference is included in the valuation. Revaluation is recognised through the profit and loss account

## Debt securities

Debt securities at a settlement date are valued at cost upon acquisition. Acquisition cost is the amount for which a debt security has been acquired. It includes a proportionate part of any accrued interest and expenses directly associated with the acquisition. Premium or discount is recorded to income or expense over the remaining maturity of the debt securities using the effective interest rate method. Accrued interest income on securities is reflected directly in the relevant account of these securities. Debt securities denominated in foreign currencies are retranslated into Czech crowns at the ruling exchange rate of the Czech National Bank.

Till 31 December 2017, in accordance with Decree No. 502/2002 Coll. all debt securities were classified as held to maturity and were kept at amortized cost.

Amortised cost means the price used when firstly recognised (the acquisition cost), which is gradually increased by accrued interest income, adjusted by amortisation of the discount/premium and decreased by the amount of impairments.

There was a change of valuation method of debt securities resulting from the amendment to the Act No. 563/1991 Coll. on Accounting and Decree No. 502/2002 Coll. implementing some provisions of Act on Accounting, as amended. Impact of changes in accounting policies is summarized in chapter 2.24.

Since 1 January 2018 all debt securities are classified as available for sale securities and at balance sheet date they are revaluated at fair value. Any revaluation differences on a financial asset available-for-sale are recognized in equity, except for impairment adjustments which are recognizeted in the income statement.

Fair value means the market value derived from quoted market bid prices declared on the domestic or foreign stock market or on any other public (organised) market published by Bloomberg agency. The Company applies the most recent published market price as at the date of the financial statements (balance sheet date). If there is no available price or if this price does not sufficiently represent fair value, fair value is determined based on a qualified estimate. The basic approach for determining a price of the bond through the valuation model is a method of discounting cash flows with using a curve which is taking into account a current level of basic interest rates and a credit quality of the bond's issuer (or issue).

When securities are derecognized, the revaluation differences (gains or losses previously recognized in equity) are recognized in the income statement (as income from the sale of investments/expenses from investments within the technical account life insurance, or as income from the other investments/expenses from investments within the non-technical account).

Comparative amounts related to the change of the valuation method of bonds are summarized in the chapter 2.24.

## Other investment

## Derivatives

Derivatives are measured at their fair value. Fair value of the financial derivatives is being measured as a current value of the expected cash flows arising from these derivatives. Derivatives are presented in Balance Sheet in Other investments.

## Hedging derivatives

As part of the implemented investment strategy, Company hedges cash flows from foreign currency debt securities using cross-currency swaps. The purpose of hedging derivatives is to eliminate the currency risk posed by the holding of foreign-currency debt securities. Pursuant to the current legislation, Company classifies these derivatives as hedging derivatives and the gains or losses from the revaluation of swaps, effectively used for hedged risk, at their fair value are recognised in equity accounts. Revaluation of foreigncurrency debt securities arising from changes in exchange rate (CZK/EUR, CZK/USD) is also charged to equity. Cash flows in the foreign currency from the hedged item (bonds) are settled by the cash flows in foreign currency from the hedging instrument. All cash flows from the hedging instrument (cross currency swap) are known in advance and thus the hedged risk is eliminated.

The difference between nominal value and purchase price of the debt securities (premium or discount and purchase accrued interest income) in case that the foreign currency part of the cross currency swap was concluded only as a nominal value of a bond, is recognised in equity as an up front fee. At the time of the first payment of the coupon, the purchased accrued interest is derecognised against balance sheet accounts. During the holding of the security, premium and discount are amortised through the profit and loss accounts.

## Cash flow hedge

Changes in fair value of derivatives, which are classified as cash flow hedging and fulfils requirements for accounting as cash flow hedging and which are highly effective regarding the hedged risk, are recognised in equity accounts and to expenses/income in the same period when the hedged asset or liability impacts the profit and loss accounts. In this way, the Company hedges against foreign exchange risk of particular assets. The hedging assets are cross currency swaps.

If any of the derivative transactions does not fulfil the requirements for hedge accounting derivative is designated upon initial recognition as at fair value through profit or loss and changes in its fair value are recognized as gain/loss from revaluation to income statement.

## Test of effectivity of hedging

The Company performs regularly tests of effectivity of hedging assets using both prospective and retrospective method.
The tests are performed upon acquisition of the hedging asset and then regularly each month. The effectivity test itself includes both an efficiency test that must be $100 \%$ and an inefficiency test that must be $0 \%$.

The basis of testing is therefore the revaluation of both the hedged assets and the hedging instrument by the same interest rate curve corresponding to the currency of the hedged asset and determination of the fair value or the hedged asset and fair value of hedging instrument without any spread resulting from the asset's credit quality, liquidity or other specific factors.

## Shares and other variable yield securities, other equity holdings

Shares, mutual funds and real estate fund investments are valued upon acquisition cost at initial recognition. Acquisition cost is the amount for which shares, mutual funds and real estate fund investments have been acquired. It includes expenses directly associated with the acquisition.

These investments are recognized at fair value through profit and loss. These assets were primarily purchased for the purpose of gain from short-term price deviations, portfolio diversification and after that for the purpose of higher income from the portfolio covering life-insurance reserves and the possibility to credit gain to clients.

As of the balance sheet date shares, mutual funds and real estate fund investments are revaluated to the fair value. Fair value means the market value derived from quoted market bid prices declared on the domestic or foreign stock market or on any other public (organised) market. The company applies the most recent published market prices at the date of the financial statements (balance sheet date) or as close as possible to this day. If there is no available price or if it does not sufficiently represent fair value, fair value is determined based on a qualified estimate. Investments into the real estate fund are valued by expert as market price is not available. The valuation is based on reliable estimates of future cash flows, discounted at rates that reflect current market assessments of the uncertainty in the amount and timing of the cash flows, and supported by evidence of current prices or rents for similar properties in the same location and condition.

The value of shares, mutual funds and real estate fund investments denominated in foreign currencies is determined in relevant foreign currency per unit and it is retranslated into Czech crowns at the ruling exchange rate of the Czech National Bank and any foreign exchange rate difference is included in the valuation.

Dividends are recognized at their payment. Depending on its nature, dividend income is recognized in the income statement either as income from investments with the technical account - life insurance, or as income from investments with the non-technical account.

Any gain or loss arising from a change in fair value is recognized in the income statement in the line Unrealised gains or Unrealised losses on investments in the technical result - life insurance. Shares, mutual funds and real estate fund investments are recognized in Balance sheet in the line Shares and other variable yield securities, other participating interest, line 14.

## Investments for the benefit of life insurance where the policyholder bears the investment risk

Investments for the benefit of life insurance, where the policyholders bears the investment risk, is recognised separately from other financial placement components.

As at the balance sheet date the investments of life insurance where the investment risk is carried by the policyholder is revaluated to the fair value. Fair value means current value of unit certificates of collective-investment funds announced as of the date of fair value settlement. All changes of fair values are recognised through the profit and loss accounts.

### 2.4. Debtors (Receivables)

Receivables are stated at nominal value.
Specific coefficients for provisioning were assigned to individual groups of receivables based on the expected return from these receivables.
In determining debt provisioning levels, the risk (the number of past due days) attached to all amounts due from a specific debtor is considered to be equal to the risk (the number of past due days) of the oldest of these receivables.

## Operating prepayments

Bonus prepayments related to collective insurance contracts are being paid in line with concluded contracts and in the agreed frequency (usually once a year) are being settled with real costs.

### 2.5. Permanent or Long-Term Impairment of Assets

At the balance sheet date, the Company assesses the existence of any objective indications of the potential permanent decrease of value of assets.

An objective indications of the decrease of value of assets is based of one or more events that occurred in the period following the purchase of assets, while these loss events have an impact to future cash flows connected with particular financial assets.

In this case, the loss recognized in equity is transferred without undue delay to the profit and loss account, at the expense of losses from financial operations.

If, following the recognition of impairment in the profit and loss account there will be observable increase in the fair value of debt securities, this increase is going to be recognized in profit and loss account up to the value of impairment that was recognized in the profit and loss account.

### 2.6. Cash on accounts with financial institutions and cash on hand (Cash and Cash Equivalents)

Cash comprises cash on hand and current bank accounts designated to secure the Company's operations. Term deposits are reported as a component of Investments, chapter 2.3.

Cash equivalents comprise government stamps, vouchers and Prague public transport tickets.
Cash and cash equivalents are stated at nominal value.

### 2.7. Equity

Share capital of the Company is stated in the amount recorded in the Commercial Register of the Municipal Court. Any increase or decrease of the share capital based on the decision of the Board of the Directors, which has not been registered at the date of the financial statements, is stated as a change of the share capital.

Other capital funds include revaluation of debt securities and derivatives (described in detail in chapter 2.3 ) and consists of the following items:

- Difference in valuation of securities include the revaluation of debt securities to fair value.
- Difference in valuation of derivatives include revaluation of cross currency swaps to fair value.
- Up-front fee corresponds to the amount of the difference between nominal value and the cost of a debt security when foreign part of cross currency swap was concluded only on the nominal value of the bond.
- Deferred tax is calculated on all temporary differences between tax and accounting values, i.e. in case of revaluation of investments through Other capital funds the value of revaluation is taken as the difference.

In the past years the Company was creating the reserve fund from its profit. Its creation and release is governed by the Articles of the Company.

### 2.8. Technical Reserves

The Company records technical reserves pursuant to Insurance Act No. 563/1991 Coll., as amended and degree No. 502, as follows:

## Life Insurance Reserve

The life insurance reserve is created as a sum of reserves calculated under individual life insurance policies and represents the sum of the Company's liabilities net of the value of future premiums. The technical reserve includes the allocated share of profit and the costs associated with insurance administration. The life insurance reserve for traditional life insurance products is calculated using the "Zillmer" method where negative values are substituted with zero.

## Unearned Premium Reserve

The unearned premium reserve represents actual (or estimated as appropriate) written premiums that do not relate to the current reporting period and are calculated using a daily 'pro rata' method of the aggregate written premiums according to the number of days that relate to the current reporting period and to the following reporting periods.

## The claim reserve for Outstanding Claims

Provision for outstanding claims, for both life and non-life insurance, consists of a reserve for insurance claims reported but not settled during the year ('RBNS') and a reserve for insurance claims incurred but not reported during the year ('IBNR').

The claim reserve also reflects the amount of the estimated claims handling costs associated with settling claims.
The RBNS is recognised as equal to the sum of reserves for anticipated insurance payments for individual reported, but unsettled claims according to estimated damage amounts arising from claims recorded as of the balance sheet date.

The IBNR is determined using actuarial methods based on an analysis of available information that includes, but is not limited to:

- Supporting evidence underlying the insurance portfolio split by classes of individual insurance activities;
- Historical series relating to individual classes of insurance activities that monitor the moment of claim origination and the moment of claim settlement (the Chain-Ladder method applied to quarterly data) - it is used typically for non-life insurance activities;
- The estimated aggregate claims ratio; and
- The estimated claims need for a determined period of time is usually used for life insurance activities.

While the Board of Directors considers the balance of the reserve for outstanding claims to be fairly presented on the basis of the information available at the balance sheet date, the ultimate balance of liabilities may differ as a result of subsequent information and events and can result in significant changes in the final amounts. Changes in the reserve balance are reflected in the financial statements for the period in which they occur. The adopted approaches and estimates are assessed on a regular basis.

## Reserve for Bonuses and Discounts

The reserve for bonuses and discounts is recorded to cover costs of bonuses and discounts provided to policy holders under insurance policies.

In respect of life insurance, this reserve also reflects a portion of income from investments held for anticipated but not yet awarded profit shares.

In 2018, the Company released part of the provision in amount of CZK 176 million (CZK 145 million created in 2010 and 31 million created in 2011), this amount has been used for the financing of client's profit share in 2018 and at the same time the Company created a reserve for bonuses and discounts by CZK 165 million up to the final amount of CZK 1,662 million. In 2017, the Company reversed part of the provision in amount of CZK 136 million (CZK 115 million created in 2009 and CZK 21 million created in 2010) and created a reserve for bonuses and discounts in the amount of CZK 359 million up to the final amount of CZK 1,673 million.

The amount reflects the obligation of the Company to provide policy holders with relevant insurance claim payments and cannot be used for any other purpose. The Company undertakes to allocate the amount to individual policies by the relevant resolution of the Company adopted with the Company's full authority which complies with the provisions of insurance policies for profit shares in the following years but no later than within eight years from the recognition of this reserve, specifically to those persons who will be the policy holders of the particular products that stipulate the right for the profit share to the policy holder as of the last date of the calendar year in which the Company takes such decision. The Company confirmed this commitment by means of public pledge announced on its web sites on 18 December 2015.

If the Company does not take the above decision within eight years from the recognition of the reserve, it undertakes to allocate this amount (or its so far unallocated part, hereinafter "mandatory part of the provision" or "PRA") to policies (i.e. products that stipulate the right for the share in the profit for the policy holder) of individual policy holders who will be the policy holders on the last day of the $8^{\text {th }}$ year from the recognition of the reserve. Each policy holder should receive an amount (hereinafter "PAn") calculated as an average balance of the reserve of life insurance of the relevant policy holder during the $8^{\text {th }}$ calendar year from the recognition of this reserve for bonuses and discounts (hereinafter "pRŽPn") divided by the total average value of the reserve of life insurance of these eligible policy holders (hereinafter "pRŽP") and multiplied by the mandatory reserve (hereinafter "PRA") based on the following formula:
PAn = pRŽPn / pRŽP * PRA

The above mentioned reserve for bonuses and rebates was recognised in addition to the profit shares that were allocated to individual policies and that became part of the reserve of life insurance upon the allocation of shares for 2018.

## Other Technical reserves

The Company creates a reserve for obligations resulting from life insurance contracts. At the balance sheet date, the Company undertakes a test of the adequacy of life insurance technical reserves (the "liability adequacy test") designed to verify the sufficiency of the total sum of amounts of life insurance reserves. The basic testing method is the model of discounted financial cash flows.

The result of the liability adequacy test is the minimum value of liabilities to the policy holders calculated when using the best estimate of the presumptions of the future development of input parameters adjusted for an additional charge reflecting risk and uncertainty.

The reserves are insufficient when the minimum value of insurance liabilities is greater than the amount of life provisions decreased by the corresponding outstanding acquisition costs. If the result of the liability adequacy test shows insufficiency of technical reserves, the Company creates a reserve equivalent to this deficiency.

## Technical provisions for Investment life insurance where the policyholder carries the investment risk

This reserve is held to cover obligations of the insurance company to the policy holders for the life insurance products where it is the policyholder who carries the investment risk on the basis of the insurance contract.

The reserve amount is determined as a sum of the liabilities to the policy holders in the amount of their shares of allocated premiums from individual contracts according to the principles specified in insurance contracts.

In compliance with Section 16 (9) of Decree no 502/2002 Coll. for part of liabilities from these contracts that arise from (a) covering the risk of death and (b) funds placed in guaranteed funds, the reserve is created according to Section 16 (5) of the Decree.

## Provision (Provision for Other Risks and Losses)

The Company creates other reserves for risks that are not directly related to its insurance activities.
Specifically, the Company recorded a reserve for anticipated risks and losses associated with legal disputes and similar situations.

### 2.9. Creditors (Payables)

Payables are stated at nominal value.
Payables to the policyholders principally comprise insurance premium overpayments and prepayments as well as received payments temporary unmatched with the related receivables at the balance sheet date.

### 2.10. Temporary Assets and Liabilities

Temporary assets and liabilities principally comprise:

- Deferred expenses - primarily deferred acquisition costs of insurance policies and capitalized internal and external cost of selected projects.
- Within information technologies Company incurs expenditure on R \& D, mainly related to development studies and implementation of individual projects;
- Accrued income - particularly accrued revenues from term deposits;
- Estimated receivables - primarily estimated funds to be collected from reinsurers (shares of insurance claims, commissions and profit shares) and an estimate for premiums not yet written in the operating systems; and
- Estimated payables - primarily estimated balances of anticipated premiums ceded to the reinsurers, unpaid commissions, fees and unbilled supplies.


### 2.11. Gross Written Premiums

Gross written premiums include all premiums amounts stated in insurance policies during the period, regardless of whether these amounts relate partly or wholly to the following accounting periods.

Income from written premiums is recognised on an accrual basis by recording a reserve for unearned premiums in accordance with accounting procedures for insurance companies (refer to Note 2.8.).

### 2.12. Costs of Insurance Claims

Costs of insurance claims are recorded as equal to the amounts awarded for the settlement of claims and also include external costs of the Company incurred in processing claims. Costs of insurance claims are reduced by claims of recourse or other similar claims of the Company. The cost is recognised in the current period when the level of a payable to a client is acknowledged.

The costs of insurance claims (specifically life insurance claims) include not only the claims incurred (non-life insurance, death or endowment in respect of life insurance) but also client payments from capital life insurance accounts and the lump-sum settlement when this insurance is cancelled.

In settling non-life insurance claims the Company cooperates with AXA ASSISTANCE CZ, s.r.o., Inter Partner Assistance, branch, Willis Towers Watson and Mondial Assistance in respect of organisational, economic and technical advice, including investigations into insured events, preparation of full documentation in support of examining and settling these insured events.

### 2.13. Acquisition Costs of Insurance Policies

Acquisition costs of insurance policies include all direct and indirect costs incurred in acquiring insurance policies. Acquisition costs of insurance policies principally comprise:

- Commission paid to insurance policy acquirers; and
- Payment for medical assessments.

Non-life insurance commissions are deferred in line with the proportion of the unearned premiums to premiums written or reflect the estimated period of validity of the policy to which the commission relates.

Acquisition costs of traditional life insurance products are deferred in the form of Zillmer life insurance reserves.
Commissions on risk life insurance sold by brokerage companies and MPSS, the initial commissions are accrued over a period of 60 months in 2018 and 2017.

Commissions related to investment life insurance are not deferred.

### 2.14. Administrative Costs

Administrative costs consist of costs that are not directly involved in entering into insurance policies, such as consumption of material and fuel, travel expenses, rental expenses, advisory services, postal fees, other fees, wages and other social costs, or depreciation of assets.

If administrative costs are clearly identifiable, they are charged directly to the relevant technical life or non-life accounts during the year.
Other unallocated administrative costs are primarily posted to non-technical cost accounts and, at the year-end, they are re-allocated to life and non-life insurance technical accounts in a proportion that matches the allocation based on the ABC (Activity Based Costing) method, regulating the matching of costs to individual types of insurance. The proportion was $30.2 \%$ for non-life insurance and $69.8 \%$ for life insurance. In 2017 the proportion was $32.1 \%$ for non-life insurance and $67.9 \%$ for life insurance.

### 2.15. Costs of Investments and Income Recognition

## Recognition of Costs and Income from Investments and their Allocation between Life and Non-life Insurance

The Company has split its portfolio of financial investments into the following three parts:
i) Portfolio of financial investments covering non-life insurance reserves;
ii) Portfolio of financial investments covering life insurance reserves; and
iii) Portfolio of financial investments covering funds of the Company's equity.

Income from and costs of investments are primarily recorded on the life insurance technical accounts. At the year end, net income not related to life insurance is re-allocated to the non-technical accounts and the relevant amount of income is re-allocated from the nontechnical accounts to the non-life insurance technical account.

The Company uses the proportion of the average balances of life and non-life insurance technical reserves and equity as a basis for reallocating expenses and income from investment.

## Accounting Treatment for the Realisation of Investments

The Company's accounts for the realisation of investments on a gross basis and accordingly records separately all the revenues arising from realisation as equal to the selling value of the relevant investment instruments and the costs as equal to their carrying value.

### 2.16. Other Technical Cost and Income

Clearly identifiable costs and income are recorded directly on the life and non-life technical accounts during the year.
Costs that are not clearly identifiable are primarily recorded on the non-technical accounts and subsequently reallocated to the technical life or non-life accounts. As a basis for reallocating the costs and income, the Company uses separate coefficients for life and non-life insurance (refer to Note 2.14).

This treatment does not apply to taxes and fees, and other expenses not related to insurance and reinsurance.

### 2.17. Reinsurance

Under the terms of reinsurance arrangements, the reinsurer's share of premiums is calculated, invoiced and paid based on the premiums collected from reinsured policies. At the balance sheet date, the Company records an estimated payable in respect of the anticipated reinsurer's share of premiums not yet billed.

Under the terms of reinsurance arrangements, the reinsurer's share of claims is calculated and paid based on the actually settled insurance claims. The Company recognises estimated receivables in respect of the anticipated but not yet paid reinsurer's share of recorded insurance claims.

Under the terms of reinsurance arrangements, reinsurance commissions are calculated and paid based on the paid reinsurer's share of premiums reflecting loss experience.

The Company recognises its share of the reinsurer's profit when the entitlement to this profit share can be determined.
The reinsurer's share of reserves is determined pursuant to the reinsurer's share of collected premiums or insurance claims taking into account other relevant factors.

### 2.18. Income Taxation

The income tax for the relevant period consists of the due tax and the change in the deferred tax. The due tax consists of the tax calculated from the tax base using the tax rate valid in the current year and all additionally assessed taxes and refunds of the overpaid taxes of previous periods, as well as the reserve for the due tax, including the independent tax base (dividends received from abroad).

### 2.19. Deferred Income Tax

Deferred income tax is provided using the balance sheet method, for all temporary differences arising between the tax basis of assets and liabilities and their carrying values for financial reporting purposes. Deferred income tax is determined using tax rates effective in the periods in which the temporary tax difference is expected to be realised. The principal temporary differences arise from depreciation on tangible and intangible fixed assets, creation of reserves and revaluation of debt securities.

In 2018 the Company recognised a deferred tax asset. In 2017 the deferred tax liability was recognised.

### 2.20. Foreign Currency Retranslation

Transactions during the year were retranslated at the Czech National Bank's exchange rate prevailing as of the transaction date or at the rate at which the transaction was realised. Assets and liabilities denominated in foreign currencies at the year-end are
retranslated using the Czech National Bank's exchange rate prevailing as of that date. Foreign exchange rate gains and losses are recognised through the profit and loss account, except for the foreign-currency debt securities for which these foreign exchange gains or losses are included in revaluation at fair value.

### 2.21. Consolidation

These financial statements have been prepared on an unconsolidated basis. The Company's financial information is included in the consolidated financial statements of Komerční banka, a.s., having its registered office at Na Příkopě 33/969, Prague 1, 114 07, and SOGECAP S.A., having its registered office at Tour D2, 17 bis place des reflets, 92919 Paris La Défense Cedex, France, which can be obtained at the same place.

### 2.22. Use of Estimates

The presented financial statements for the year ended 31 December 2018 are based on the best estimates available as of the reporting period end which specifically relate to the determination of fair values of financial instruments, impairment of assets and determination of reserves. Management of the Company believes that the financial statements give the truest and fairest view of the Company's financial results and financial position using all relevant and available information at the financial statements date.

### 2.23. Going concern

The financial statements have been prepared under the going concern assumption.

### 2.24. Changes in accounting method

Due to the amendment to the Act No. 563/1991 Coll. on Accounting and relating Decree no. 502/2002 Coll. the classification and valuation method of debt securities changed. As a result of this change, since 1 January 2018 all debt securities are classified as available for sale securities and at balance sheet date they are revaluated to fair value. Revaluation to the fair value is directly recognized in equity.

Till 31 December 2017, in accordance with Decree No. 502/2002 Coll. all debt securities were clasified as held to maturity and were kept at book value (amortized cost).

Above mentioned change of classification and valuation method increased the value of total assets by CZK 1,607,065 thousand. The change had an impact on the value of debt securities, other capital funds and deferred tax. Based on the change of debt securities classification the deficiency provision was recognized in total amount of CZK 114,279 thousands as of 31 December 2018 and CZK 199,433 thousands as of 31 December 2017.

Detail from chapter 4.2 Investments

| Group of assets (CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Debt securities issued by an EU member state or its central bank | 15,425,692 | 16,309,267 | 883,575 |
| Debt securities issued by financial institutions of EU member states | 9,254,154 | 9,660,057 | 405,904 |
| Listed bonds issued by EU businesses | 4,186,328 | 4,436,032 | 249,704 |
| Listed municipal bonds | 667,348 | 700,582 | 33,234 |
| Listed debt securities issued by banks and trading companies of non-EU member states | 5,431,159 | 5,565,517 | 134,358 |
| Total fixed income securities | 34,964,680 | 36,671,455 | 1,706,775 |
| Shares and KB Real estate Fund | 1,674,207 | 1,674,207 | 0 |
| Deposits with banks | 787,705 | 787,705 | 0 |
| Other investments - Cross Currency Swap | $(183,289)$ | $(183,289)$ | 0 |
| Total investments | 37,243,303 | 38,950,078 | 1,706,775 |

The above mentioned table shows the impact of fair value revaluation resulted from change in reclassification of debt securities previously classified as held to maturity and recognized at amortized cost to classification as available for sale and recognized at fair value.

Detail from chapter 4.3 Debtors (Receivables)

| Analysis of receivables (gross amount, CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Receivables from direct insurance from policy holders | 72,328 | 72,328 | 0 |
| Amounts due from reinsurance transactions | 160 | 160 | 0 |
| Total receivables from direct insurance and reinsurance | 72,488 | 72,488 | 0 |
| Other receivables from direct insurance and reinsurance | 10,530 | 10,530 | 0 |
| Operating prepayments | 36,828 | 36,828 | 0 |
| Other debtors | 19,637 | 19,637 | 0 |
| Prepaid income tax and deferred tax receivable | 230,311 | 130,602 | $(99,708)$ |
| Total receivables | 369,794 | 270,085 | $(99,708)$ |

The reconciliation tables of chapters $4.3,4.11,4.6$ and 4.13 represent the impact into the recognition of deferred tax. Change in accounting method had significant impact to value of bonds and related calculation of deferred tax from that revaluation. Originally the deferred tax asset was recognized and reported in value of CZK 137,575 thousand however changes in recognition of debt securities and its revaluation resulted in deferred tax liability amounted to CZK 148,827 thousand. Total impact to deferred tax was CZK 286,412 thousand.

## Detail from chapter 4.6 Equity

| (CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Share capital | 1,175,398 | 1,175,398 | 0 |
| Other capital funds | $(579,396)$ | 803,091 | 1,382,488 |
| - valuation gains and losses of securities | $(696,860)$ | 1,009,916 | 1,706,776 |
| - valuation gains and losses of derivatives | $(106,941)$ | $(106,941)$ | 0 |
| - up-front fees | 88,497 | 88,497 | 0 |
| - deferred tax | 135,908 | $(188,380)$ | $(324,288)$ |
| Statutory reserve fund | 61,264 | 61,264 | 0 |
| Retained earnings | 624,790 | 374,824 | $(249,966)$ |
| Profit/(loss) for the period | 437,270 | 525,768 | 88,497 |
| Total | 1,719,326 | 2,940,345 | 1,221,020 |

## Detail from chapter 4.11 Creditors

| (CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Payables from direct insurance to the policy holders | 125,925 | 125,925 | 0 |
| Payables to insurance brokers | 241 | 241 | 0 |
| Payables from reinsurance transactions | 64,880 | 64,880 | 0 |
| Total payables from direct insurance and reinsurance | 191,046 | 191,046 | 0 |
| Payables to staff from employment activities | 12,635 | 12,635 | 0 |
| Settlement balances with social security and health insurance institutions | 7,682 | 7,682 | 0 |
| Other payables | 58,188 | 244,890 | 186,702 |
| Other direct taxes | 3,363 | 3,363 | 0 |
| Other indirect taxes and fees | 5,010 | 5,010 | 0 |
| Total payables | 277,924 | 464,626 | 186,702 |

## Detail from chapter 4.13 Taxation

| (GZK thousand) | $\begin{array}{r} \text { Reported values } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Restated values } \\ 2017 \end{array}$ | Impact |
| :---: | :---: | :---: | :---: |
| Profit /(Loss) before taxation | 527,797 | 637,053 | 109,256 |
| Revenues exempted from taxation (rate of 19\%) | $(84,239)$ | $(193,495)$ | $(109,256)$ |
| Tax non-deductible expenses | 12,979 | 12,979 | 0 |
| Tax base | 456,536 | 456,536 | 0 |
| Income tax due in amount of 19\% | 86,734 | 86,734 | 0 |
| Tax arising from independent tax base | 7,081 | 7,081 | 0 |
| Income tax due | 93,815 | 93,815 | 0 |
| Impact to P\&L arising from last year income tax report (provision vs. final tax) | $(4,025)$ | $(4,025)$ | 0 |
| Total Income tax due | 89,790 | 89,790 | 0 |

Deferred tax receivable (+)/ payable (-) is being analysed accordingly:

| (CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Deferred tax payable: |  |  |  |
| Net book value of tangible and intangible fixed assets | $(1,974)$ | $(1,974)$ | 0 |
| Non-current financial assets | 0 | $(188,379)$ | $(188,379)$ |
| Deferred tax payable total | $(1,974)$ | $(190,353)$ | $(188,379)$ |
| Deferred tax receivable: |  |  |  |
| Non-current financial assets | 135,908 | 0 | $(135,908)$ |
| Reserves | 2,129 | 40,004 | 37,875 |
| Bonuses | 1,522 | 1,522 | - |
| Deferred tax receivable total | 139,559 | 41,526 | $(98,033)$ |
| Net deferred tax receivable/payable (+/-) as of 31 December | 137,585 | $(148,827)$ | $(286,412)$ |

Change of net deferred tax receivable/ payable is being analysed accordingly:

|  | Reported values | Restated values |
| :--- | ---: | ---: | ---: | ---: |
| (CZK thousand) | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 7}$ |
| Net deferred tax receivable/payable (+/-) as of 1 January | $\mathbf{( 7 3 , 6 4 6 )}$ | $\mathbf{( 1 5 , 0 1 1 )}$ |
| Change of deferred tax recognized in profit and loss statement | $(696)$ | $(21,456)$ |
| Change of deferred tax recognized in equity | 211,927 | $(\mathbf{5 8 , 6 3 5}$ |
| Net deferred tax receivable/payable (+/-) as of 31 December | $\mathbf{1 3 7 , 5 8 5}$ | $(\mathbf{1 1 2 , 3 6 0 )}$ |

Income tax due:

|  | Reported values | Restated values |  |
| :--- | ---: | ---: | ---: | ---: |
| (CZK thousand) | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 7}$ | Impact |
| Total income tax due | 89,790 | 89,790 | $\mathbf{0}$ |
| Change of deferred tax recognized in profit and loss statement | 696 | 20,760 |  |
| Income tax due | $\mathbf{9 0 , 4 8 6}$ | $\mathbf{1 1 1 , 2 4 5}$ | $\mathbf{2 0 , 7 6 0}$ |

## Detail from chapter 4.7 Technical reserves

| (CZK thousand) | Reported values 31 December 2017 | Restated values 31 December 2017 | Impact |
| :---: | :---: | :---: | :---: |
| Name of reserve | Net balance | Net balance |  |
| Life insurance reserve | 33,664,392 | 33,664,392 | 0 |
| Life insurance reserve where the investment risk is assumed by the policy holder | 10,129,642 | 10,129,642 | 0 |
| IBNR reserve of which: | 118,121 | 118,121 | 0 |
| Non-life insurance | 40,458 | 40,458 | 0 |
| Life insurance | 77,663 | 77,663 | 0 |
| RBNS reserve of which: | 345,067 | 345,067 | 0 |
| Non-life insurance | 53,952 | 53,952 | 0 |
| Life insurance | 291,115 | 291,115 | 0 |
| Reserve for bonuses and discounts of which: | 1,673,257 | 1,673,257 | 0 |
| Non-life insurance | 257 | 257 | 0 |
| Life insurance | 1,673,000 | 1,673,000 | 0 |
| Reserve for unearned premiums of which: | 84,097 | 84,097 | 0 |
| Non-life insurance | 58,900 | 58,900 | 0 |
| Life insurance | 25,197 | 25,197 | 0 |
| Other technical reserve | 0 | 199,344 | 199,344 |

Detail from chapter 4.19 Change in other technical provisions, net of reinsurance

| (CZK thousand) | $\begin{array}{r} \text { Reported values } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Restated values } \\ 2017 \end{array}$ | Impact |
| :---: | :---: | :---: | :---: |
| Change in life insurance premium (line C.2. in Balance sheet) | $(891,546)$ | $(891,546)$ | 0 |
| Change in other technical provisions (line C. 6 in Balance sheet) | 0 | 109,256 | 109,256 |
| Subtotal Change in life insurance premium - net amount in Profit and Loss statement | $(891,546)$ | $(782,219)$ | 109,256 |
| Change in provision for bonuses and discount (line C. 4 in Balance sheet) | 128,476 | 128,476 | 0 |
| Change in Unit link life insurance provision (line D. in Balance sheet) | 1,945,045 | 1,945,045 | 0 |
| Subtotal Change in other technical reserves in Profit and Loss Statement | 2,073,521 | 2,073,521 | 0 |
| Change in provision for unearned premium - life insurance business (line C.1a) in Balance sheet) | 779 | 779 | 0 |
| Change in provision for unearned premium - non-life insurance business (line C.1b) in Balance sheet) | 6,004 | 6,004 | 0 |
| Subtotal Change in provision for unearned premium - net amount in Profit and Loss statement | 6,783 | 6,783 | 0 |
| Change in provision for outstanding insurance claims - life business (line C.3a) in Balance sheet) | 67,682 | 67,682 | 0 |
| Change in provision for outstanding insurance claims - non-life business (line C.3b) in Balance sheet) | 12,203 | 12,203 | 0 |
| Subtotal Change in provision for unearned premium - net amount in Profit and Loss statement | 79,885 | 79,885 | 0 |
| Total Change in technical provisions - net amount in Profit and Loss statement | 1,268,642 | 1,377,899 | 109,256 |

## Detail from chapter 4.25 Profit/(Loss)

| (CZK thousand) | $\begin{array}{r} \hline \text { Reported values } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Restated values } \\ 2017 \end{array}$ | Impact |
| :---: | :---: | :---: | :---: |
| Non-life insurance | 95,155 | 95,155 | 0 |
| Life insurance | 388,412 | 497,668 | 109,256 |
| Non-technical account (before tax) | 44,230 | 44,230 | 0 |
| Profit/(loss) before tax | 527,797 | 637,053 | 109,256 |
| Income tax and other taxes | 90,527 | 111,286 | 20,759 |
| Profit/(loss) for the accounting period | 437,270 | 525,768 | 88,498 |

The impact of deficiency provision recognition is shown in the reconciliation tables of chapters 4.17, 4.19 and 4.25.

## 3. Risk management

The control system of the Company is set up to allow a continuous and systematic risk management.
The Company is exposed to insurance risk which naturally results from the underwritten insurance contracts as well as other risks, mainly the market risk, credit risk, operational risk, liquidity risk and concentration risk.

The policies and procedures for risk management are comprehensive and interrelated with the policies and procedures for maintenance of the capital determined to cover these risks.

The Company's Board of Directors has the primary responsibility for risk management system effectiveness.

## (a) Life insurance risk

The Company is exposed to risks resulting from an unfavourable development of assumptions compared to their determination at the moment of valuation of products. This involves, for example, the risk of unfavourable development of mortality, morbidity or survival, risk of a unfavourable development of interest rates, risk resulting from an unexpected development of cost inflation or uncertainty in the expected future claims settlement. In the above cases the Company is exposed to the danger of a loss resulting from the discrepancy between collected premiums and claims paid, investment returns and expenses. The Company reinsures some of the risks and underwrites them with external reinsurers.

## (b) Non-life insurance risk

The Company is exposed to insurance risk and underwriting risks arising from the sale of non-life insurance products.
Insurance risk relates to uncertainty in respect of the period, frequency and amount of damage covered by insurance contracts or uncertainty in the expected future claims settlement.

The most significant components of insurance risk are the risk of underestimated technical provisions and the premium risk. The premium amount is determined using historical assumptions, which may differ from the actual situation. The risk of trend, risk of estimate, change in assumption, etc., may have a significant impact on determining the amount of provisions.

## (c) Market risk

The Company is exposed to market risk, which arises from trading positions in interest rate, currency and equity instruments that are all exposed to common and specific changes in the market.

The main exposure is that the revenues from investments will not be sufficient to cover the liabilities from insurance contracts.
The market risk is constantly monitored, measured and managed using asset/liability management (ALM). The basic method of ALM involves adjusting the due date of assets to the liabilities from insurance contracts.

## (d) Credit risk

The Company is exposed to the credit risk, which arises from the counterparty failing to pay the amounts due in full.
The main areas of the Company's exposure to the credit risk are risk of failure to repay the principal or the income from financial investments and insurance and reinsurance receivables.

## (e) Operational risk

Operational risk is the risk arising from the failure of internal processes, human resources or systems, or the risk of loss that may arise due to external events, including the risk of loss arising from a breach of or noncompliance with a legal standard.

Loss means any harm or damage incurred by the Company.
The Company monitors these risks, modifies work procedures and processes to eliminate the loss events.

## (f) Liquidity risk

The Company is exposed to requirements for liquidity on a daily basis. These requirements are related to claim settlements. The liquidity risk is a risk that the cash necessary for payment of liabilities will not be available at the due date and at adequate cost.

The need for liquidity is continuously monitored in order to ensure necessary resources.

## (g) Concentration risk

Concentration risk arises when the investment portfolio is not well enough diversified. This situation may lead to significant financial losses in case of a counterparty default.

## 4. Additional information to the financial statements

### 4.1. Tangible and Intangible Fixed Assets

The assets shown in the tables below represent tangible and intangible fixed assets reported within the following balance sheet lines:

## Acquisition cost

| (CZK thousand) | Additions | Disposals | 31 December 2018 | 31 December 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Depreciated tangible assets | 2,996 | 3,271 | 35,802 | 36,077 |
| of which: cars | 2,333 | 2,284 | 10,103 | 10,054 |
| hardware | 663 | 235 | 15,070 | 14,642 |
| office equipment | 0 | 628 | 8,368 | 8,996 |
| furniture and fixtures | 0 | 124 | 2,261 | 2,385 |
| Non-depreciated tangible assets | 0 | 0 | 236 | 236 |
| Technical improvements of tangible assets | 0 | 0 | 0 | 0 |
| Amortized intangible assets | 24,373 | 19,706 | 281,340 | 276,673 |
| Technical improvements of intangible assets | 3,470 | 3,438 | 175 | 143 |
| Acquisition of assets | 3,318 | 4,226 | 0 | 908 |
| of which: intangible assets | 732 | 1,229 | 0 | 497 |
| tangible assets | 2,586 | 2,997 | 0 | 411 |
| Total | 34,157 | 30,641 | 317,553 | 314,037 |

Accumulated Depreciation

| (CZK thousand) | Additions | Disposals | 31 December 2018 | 31 December 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Depreciated tangible assets | 6,096 | 3,271 | 24,854 | 22,029 |
| of which: cars | 2,802 | 2,284 | 5,220 | 4,702 |
| hardware | 2,705 | 235 | 10,103 | 7,633 |
| office equipment | 517 | 628 | 7,376 | 7,487 |
| furniture and fixtures | 72 | 124 | 2,155 | 2,207 |
| Amortized intangible assets | 21,342 | 4,878 | 243,012 | 226,548 |
| Total | 27,438 | 8,149 | 267,866 | 248,577 |

## Net Book Value

| (GZK thousand) | 31 December 2018 | 31 December 2017 |
| :---: | :---: | :---: |
| Depreciated tangible assets | 10,948 | 14,047 |
| of which: cars | 4,883 | 5,352 |
| hardware | 4,967 | 7,008 |
| office equipment | 992 | 1,509 |
| furniture and fixtures | 106 | 178 |
| Non-depreciated tangible assets | 236 | 236 |
| Technical improvements of tangible assets | 0 | 0 |
| Amortized intangible assets | 38,328 | 50,126 |
| Technical improvements of intangible assets | 175 | 143 |
| Acquisition of assets | 0 | 908 |
| of which: intangible assets | 0 | 497 |
| tangible assets | 0 | 411 |
| Total | 49,687 | 65,460 |
|  |  |  |
| (CZK thousand) | 31 December 2018 | 31 December 2017 |
| Intangible assets (line 2) | 38,503 | 50,766 |
| Tangible assets (line 32) | 11,184 | 14,694 |
| Total | 49,687 | 65,460 |

Major additions to the tangible depreciated assets both in 2018 and 2017 were related to the purchase of new cars (2018: CZK 2,333 thousand and 2017: CZK 5,533 thousand).

With respect to the amortised intangible assets, the most significant item was the investment into data warehouse and support of software AIA4 (2018: CZK 14,371 thousand and 2017 CZK 16,831 thousand).

### 4.2. Investments

|  | Restated <br> Group of assets (CZK thousand) |
| :--- | ---: |
| Debt securities issued by an EU member state or its central bank | $\mathbf{3 1}$ December 2017 |
| Debt securities issued by financial institutions of EU member states | $16,309,267$ |
| Listed bonds issued by EU businesses | $9,660,057$ |
| Listed municipal bonds | $9,107,391$ |
| Listed debt securities issued by banks and trading companies of non-EU member states | $4,081,400$ |
| Total fixed income securities | 670,846 |
| Shares and KB Real estate Fund | $4,436,032$ |
| Deposits with banks | 700,582 |
| Other investments Cross Currency Swap | $\mathbf{4 , 9 5 4 , 7 0 8}$ |
| Total investments | $\mathbf{3 5 , 5 0 5 , 9 8 7}$ |

39.3\% (2017: 35\%) of investments are allocated to government bonds issued by the Czech Republic. Investments have also been allocated to debt securities issued by banks, bonds issued by businesses (registered both in the Czech Republic and abroad), municipal bonds, shares, KB Real estate Fund and bank deposits.

As of 31 December 2018 and as of 31 December 2017 the bad debt provision to bonds was zero.
Since 1 January 2018 all debt securities are classified as available for sale securities and at balance sheet date they are revaluated at fair value. Revaluation reserves is directly recognized in equity (Refer to chapter 2.24.).

Investments in shares represent an additional instrument added to the portfolio. At the end of 2018, the volume of stock investments amounted to $3.1 \%$ (2017: 3.4\%). Investments in the KB Real estate fund amounted to $2.1 \%$ at the end of 2018 (2017: 0.9\%) and represent amount of CZK 784,380 thousand (2017: CZK 352,680 thousand).

The fair value of the Cross Currency Swaps can be split into swaps with a positive fair value in the total amount of CZK 197,400 thousand (2017: CZK 462,491 thousand) and negative fair value in the total amount of CZK 990,866 thousand (2017: CZK 645,780 thousand).

In 2018, only the bonds denominated in CZK were purchased. Their total acquisition cost amounted to CZK 3.074 billion. In 2017, apart from the bonds denominated in CZK (acquisition cost: CZK 0.656 billion), 13 bonds denominated in EUR and USD were purchased and included in the investment portfolio. Their total acquisition cost amounted to CZK 3.245 billion.

The future foreign-currency cash flows from these investments were hedged against the currency risk by the retranslation of cash flows from the foreign-currency bonds into Czech crowns at a previously stipulated exchange rate using the cross-currency swaps. The foreign-currency bonds were purchased because of their higher yield offered by issuers on the European financial market compared to the domestic market.

## Company portfolio of investments

 as of 31 December 2018 (\%)
## Company portfolio of investments

 as of 31 December 2017 (\%, restated)| 1.2\% | Bonds - variable coupons | 1.9\% |
| :---: | :---: | :---: |
| 2.9\% | Deposits | 2.0\% |
| 3.1\% | Shares | 3.4\% |
| 2.1\% | RE fund | 0.9\% |
| 90.7\% | Bonds - fix coupons* | 91.8\% |

## Investment life insurance where the policyholder carries the investment risk

As of 31 December 2018, the fair value of Investments to life insurance where the investment risk is carried by the policyholder was CZK 9,001,621 thousand (2017: CZK 10,129,642 thousand). Significant part of the investments to life insurance where the investment risk is carried by policyholder is placed in bond funds.

### 4.3. Debtors (Receivables)

## Analysis of receivables (gross amount)

| (CZK thousand) | 31 December 2018 | Restated <br> 31 December 2017 |
| :---: | :---: | :---: |
| Receivables from direct insurance from policy holders | 68,684 | 72,328 |
| Amounts due from reinsurance transactions | 2,633 | 160 |
| Total receivables from direct insurance and reinsurance | 71,317 | 72,488 |
| Other receivables from direct insurance and reinsurance | 14,505 | 10,530 |
| Operating prepayments | 38,588 | 36,828 |
| Other debtors | 18,200 | 19,637 |
| Prepaid income tax and deferred tax receivable | 171,170 | 130,602 |
| Total receivables | 313,780 | 270,085 |

As of 31 December 2018 and as of 31 December 2017, other receivables from direct insurance and reinsurance arise from the delay between the transfer of insurance claim payments through the client payment check system and their settlement (i.e. the settlement of receivables against the related account payables to the policy holders).

As of 31 December 2018, operating prepayments totalling CZK 38,588 thousand (2017: CZK 36,828 thousand) primarily include bonus prepayments related to collective insurance contracts of CZK 27,998 thousand (2017: CZK 27,625 thousand), a prepayment of CZK 1,707 thousand provided to AXA ASSISTANCE (2017: CZK 1,705 thousand) and a rental guarantee payment of CZK 4,313 thousand (2017: CZK 4,219 thousand).

As of 31 December 2018, other debtors consist of ex-coupon receivables amounting to CZK 2,870 thousand (2017: CZK 5,523 thousand) and receivable from outstanding commissions to Company SGCIB amounting to CZK 14,339 thousand (2017: CZK 13,839 thousand).

In the line Prepaid income tax and deferred tax receivable there is indicated advanced income tax payment for 2018 in amount of CZK 95,586 thousand (2017: CZK 92,714) and deferred tax receivable in the amount of CZK 75,563 thousand (2017: CZK 37,875).

## Aging Analysis of Receivables from Direct Insurance for Policy Holders

| (CZK thousand) | Months past due date 2018 |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-3 | 4-6 | 7-12 | Over 12 |  |
| Life insurance | 22,974 | 6,979 | 1,194 | 12,328 | 43,475 |
| Non-life insurance | 7,548 | 1,401 | 748 | 15,512 | 25,209 |
| Total | 30,522 | 8,380 | 1,942 | 27,840 | 68,684 |
|  | Months past due date 2017 |  |  |  |  |
| (CZK thousand) | 0-3 | 4-6 | 7-12 | Over 12 | Total |
| Life insurance | 26,388 | 8,669 | 1,311 | 11,683 | 48,051 |
| Non-life insurance | 7,817 | 1,624 | 204 | 14,632 | 24,277 |
| Total | 34,205 | 10,293 | 1,515 | 26,315 | 72,328 |


|  | Restated |
| :--- | ---: | ---: |
| (CZK thousand) | $\mathbf{3 1}$ December 2017 |
| Total receivables | 270,085 |
| Total Bad Debt Provision | $\mathbf{3 1 3 , 7 8 0}$ |
| Detto Recember 2018 | $(26,534)$ |

The Company recognised the provisions against receivables only for individual insurance policies. For collective insurance policies, i.e. Merlin, Group risk life insurance, International products or Consumer loans life insurance, the risk of default is on the side of policy holders and no provisions are recognised.

## Bad Debt Provision

| (CZK thousand) | Months past due date 2018 |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-3 | 4-6 | 7-12 | Over 12 |  |
| Life insurance | 0 | 309 | 550 | 10,519 | 11,378 |
| Non-life insurance | 0 | 262 | 664 | 14,231 | 15,157 |
| Total | 0 | 570 | 1,214 | 24,750 | 26,534 |
|  | Months past due date 2017 |  |  |  |  |
| (CZK thousand) | 0-3 | 4-6 | 7-12 | Over 12 | Total |
| Life insurance | 0 | 334 | 597 | 10,120 | 11,051 |
| Non-life insurance | 0 | 186 | 422 | 13,125 | 13,732 |
| Total | 0 | 520 | 1,019 | 23,245 | 24,783 |

### 4.4. Cash on accounts with financial institutions and cash on hand (Cash and Cash Equivalents)

| (CZK thousand) | $\mathbf{3 1}$ December 2018 | $\mathbf{3 1}$ December 2017 |
| :--- | ---: | ---: |
| Current accounts | 255,346 |  |
| Cash on hand | 83 |  |
| Cash equivalents | 233 |  |
| Cash in transit | $(173)$ |  |
| Provision against UB | $\mathbf{1 1 1}$ |  |
| Total | 556 |  |

The Company recognised a full provision against its current account maintained with Union banka, amounting to CZK 96 thousand in 2003. In 2004, 2010 and 2017 this outstanding receivable was partly settled in the amount of CZK 38 thousand (2018 no settlement). The underlying provision was reduced by the same amount. The Company will record the provision until the liquidation of Union banka is completed.

Item cash in transit contains unconverted transaction related to investments. As at the year end the purchases were higher than sales, the cash in transit is negative (all transactions were settled after the year-end).

### 4.5. Temporary Assets

Analysis of temporary assets

| (CZK thousand) | 31 December 2018 | 31 December 2017 |
| :---: | :---: | :---: |
| Deferred acquisition costs | 215,155 | 158,958 |
| of which: Non-life insurance commissions | 53,066 | 47,734 |
| Life insurance commissions | 162,089 | 111,224 |
| Other deferred expenses | 99,151 | 39,290 |
| of which: capitalized expenses of selected projects | 91,317 | 31,384 |
| other deferred expenses | 7,834 | 7,905 |
| Estimated receivables | 107,319 | 111,307 |
| of which: premiums | 36,603 | 33,358 |
| reinsurer's commission and share in claims | 57,679 | 64,142 |
| other | 13,037 | 13,808 |
| Total | 421,625 | 309,555 |

For further details about reinsurance balances refer to Note 4.27. or rather 2.13.
Deferred acquisition costs increased mainly due to ELÁN product (risk life insurance sold by brokers) CZK 77,024 thousand (2017: CZK 49,539 thousand).

Other deferred expenses increased mainly due to capitalized costs of IT Transformation project CZK 19,866 thousand (2017: CZK 0 thousand), Cubiq project CZK 4,975 thousand (2017: CZK 0 thousand), GDPR project CZK 8,681 thousand (2017: CZK 2,357 thousand) and other projects CZK 10,012 thousand (2017: CZK 1,073 thousand).

The balance of estimated premium receivables as of 31 December 2018 of CZK 36,603 thousand (2017: CZK 33,358 thousand) represents premiums for policies that have been concluded but not recorded in the operating system by the closing date.

The balance of estimated receivables from reinsurer's commission and share of reinsurer as of 31 December 2018 of CZK 57,679 thousand (2017: CZK 64,142 thousand) results from the settlement of reinsurance balances mainly for the last quarter of 2018.

Other estimated receivables results mainly from not invoiced managerial fees related to Forte funds and Certus funds amounting to CZK 13,036 thousand (2017: CZK 13,465 thousand)

### 4.6. Equity

| (CZK thousand) | 31 December 2018 | Restated 31 December 2017 |
| :---: | :---: | :---: |
| Share capital | 1,175,398 | 1,175,398 |
| Other capital funds | $(311,606)$ | 803,091 |
| - valuation gains and losses of securities | 296,838 | 1,009,916 |
| - valuation gains and losses of derivatives | $(715,637)$ | $(106,941)$ |
| - up-front fees | 34,100 | 88,497 |
| - deferred tax | 73,093 | $(188,380)$ |
| Statutory reserve fund | 0 | 61,264 |
| Retained earnings | 524,727 | 374,824 |
| Profit/(loss) for the period | 547,949 | 525,768 |
| Total | 1,936,468 | 2,940,345 |

### 4.7. Technical Reserves

| (CZK thousand) | 31 December 2018 |  |  | Restated 31 December 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Name of reserve | Gross balance | Reins. share | Net balance | Net balance |
| Life insurance reserve | 35,983,367 | 2,075,484 | 33,907,883 | 33,664,392 |
| Life insurance reserve where the investment risk is assumed by the policy holder | 9,001,621 | 0 | 9,001,621 | 10,129,642 |
| IBNR reserve | 168,642 | 2,789 | 165,853 | 118,121 |
| of which: |  |  |  |  |
| Non-life insurance | 56,267 | 2,495 | 53,772 | 40,458 |
| Life insurance | 112,375 | 294 | 112,081 | 77,663 |
| RBNS reserve | 426,340 | 75,468 | 350,872 | 345,067 |
| of which: |  |  |  |  |
| Non-life insurance | 66,124 | 11,791 | 54,333 | 53,952 |
| Life insurance | 360,216 | 63,677 | 296,539 | 291,115 |
| Reserve for bonuses and discounts | 1,662,266 | 0 | 1,662,266 | 1,673,257 |
| of which: |  |  |  |  |
| Non-life insurance | 266 | 0 | 266 | 257 |
| Life insurance | 1,662,000 | 0 | 1,662,000 | 1,673,000 |
| Reserve for unearned premiums | 96,311 | 166 | 96,145 | 84,097 |
| of which: |  |  |  |  |
| Non-life insurance | 70,323 | 166 | 70,157 | 58,900 |
| Life insurance | 25,988 | 0 | 25,988 | 25,197 |
| Other technical reserve | 114,270 | 0 | 114,270 | 199,344 |

### 4.8. Result of Non-Life Insurance Claims Settlement - Run-Off Analysis (Net)

| (CZK thousand) | 2017 |  |
| :--- | ---: | ---: |
| Balance of the reserve for claims as of 1 January | $\mathbf{2 0 1 8}$ |  |
| Claims paid in the current period arising from claims from the prior period | $\mathbf{9 2 , 8 3 4}$ | 13,573 |
| Balance of the reserve for claims as of 31 December | 48,792 |  |
| Result of claims settlement | $\mathbf{3 0 , 4 6 9}$ | 16,655 |

### 4.9. Result of Life Insurance Claims Settlement - Run-off Analysis (Net)

| (CZK thousand) | $\mathbf{2 0 1 8}$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Balance of the reserve for claims as of 1 January | 182,972 | 161,922 |
| Claims paid in the current period arising from claims from the prior period | 69,505 | 62,064 |
| Balance of the reserve for claims as of 31 December | 122,451 |  |
| Result of claims settlement | $\mathbf{( 8 , 9 8 4 )}$ | 90,015 |

The run-off analysis (net) of life insurance products is presented for risk and accident riders. The run-off in respect of insurance capital products is zero.

### 4.10. Reserves (Reserves for Other Risks and Losses)

| (CZK thousand) | 31 December 2018 | 31 December 2017 |
| :---: | :---: | :---: |
| Reserve for corporate income tax | 91,811 | 93,815 |
| Other reserves | 12,615 | 11,935 |
| Total reserve for other risks and losses | 104,426 | 105,750 |

Other reserves include particularly reserve for unused holidays, annual letters and reserve for the audit.

### 4.11. Creditors (Payables)

| (CZK thousand) | 31 December 2018 | Restated <br> 31 December 2017 |
| :---: | :---: | :---: |
| Payables from direct insurance to the policy holders | 92,752 | 125,925 |
| Payables to insurance brokers | 0 | 241 |
| Payables from reinsurance transactions | 60,886 | 64,880 |
| Total payables from direct insurance and reinsurance | 153,637 | 191,046 |
| Payables to staff from employment activities | 15,865 | 12,635 |
| Settlement balances with social security and health insurance institutions | 9,992 | 7,682 |
| Other payables | 53,199 | 244,890 |
| Other direct taxes | 4,393 | 3,363 |
| Other indirect taxes and fees | 5,525 | 5,010 |
| Total payables | 242,611 | 464,626 |

Payables from direct insurance to the policy holders predominantly include premium overpayments CZK 66,978 thousand (2017: CZK 78,957 thousand) and unmatched premium payments CZK 17,544 thousand (2017: CZK 34,584 thousand)

As of 31 December 2018, the Company records overdue payables from direct insurance to the policy holders older than 5 years in the amount of CZK 21,557 thousand (2017: CZK 25,789 thousand). These consist of premiums overpayments.

Other payables that do not relate to insurance predominantly include liabilities from business intercourse and liabilities to brokers for unpaid commissions.

None of the Company's payables were secured by a pledge or any other charge as of 31 December 2018 and as of 31 December 2017.

### 4.12. Temporary Liabilities

Analysis of Temporary Liabilities

| (CZK thousand) | $\mathbf{3 1}$ December 2017 |  |
| :--- | ---: | ---: |
| Reinsurer's share in premiums | $\mathbf{2 3 , 9 6 4}$ |  |
| Commissions to distributors | 12,165 | 147,434 |
| Insurance claims | 3,659 | 151,317 |
| Other | 3,018 |  |
| Total temporary liabilities | $\mathbf{5 1 , 4 9 4}$ |  |

Estimated commissions payables to distributors of CZK 147,343 thousand (2017: CZK 151,317 thousand) represent an estimate of unpaid commissions. This balance predominantly consists of bonuses not paid to ESSOX amounting to CZK 40,409 thousand (2017: CZK 45,895 thousand) and bonuses not paid to Komerční banka, a.s. totalling CZK 32,753 thousand (2017: CZK 70,337 thousand).

Other temporary liabilities of CZK 51,494 thousand (2017: CZK 48,923 thousand) principally comprise unbilled supplies of CZK 41,934 thousand (2017: CZK 40,582 thousand) and costs of staff bonuses for 2018 amounting to CZK 9,164 thousand (2017: CZK 8,009 thousand).

### 4.13. Taxation

The income tax due was calculated as follows:

| (CZK thousand) | 2018 | Restated 2017 |
| :---: | :---: | :---: |
| Profit /(Loss) before taxation | 673,222 | 637,053 |
| Revenues exempted from taxation (rate of 19\%) | $(49,858)$ | $(193,495)$ |
| Tax non-deductible expenses | 25,090 | 12,979 |
| Tax base | 648,454 | 456,536 |
| Adjustment to tax base due to restatement of prior year result | $(199,344)$ | 0 |
| Income tax due in amount of 19\% | 85,530 | 86,734 |
| Tax arising from independent tax base | 6,231 | 7,081 |
| Income tax due | 91,811 | 93,815 |
| Impact to P\&L arising from last year income tax report (provision vs. final tax) | $(3,663)$ | $(4,025)$ |
| Total Income tax due | 88,148 | 89,790 |

Creation of prior year LAT reserve subsequently had direct impact to 2018 in total amount of CZK 199,344 thousand. As these changes were driven by current year changes in accounting methods (refer to chapter 2.24) current year tax base was decreased by this restatement and amounted to CZK 449,110 thousand.

Deferred tax receivable (+)/ payable (-) is being analysed accordingly:

| (CZK thousand) | 31 December 2018 | Restated 31 December 2017 |
| :---: | :---: | :---: |
| Deferred tax payable: |  |  |
| Net book value of tangible and intangible fixed assets | $(1,530)$ | $(1,974)$ |
| Investments | 0 | $(188,379)$ |
| Deferred tax payable total | $(1,530)$ | $(190,353)$ |
| Deferred tax receivable: |  |  |
| Reserves | 2,258 | 40,004 |
| Bonuses | 1,742 | 1,522 |
| Investments | 73,093 | 0 |
| Deferred tax receivable total | 77,093 | 41,526 |
| Net deferred tax receivable/payable (+/-) as of 31 December | 75,563 | $(148,827)$ |

Change of net deferred tax receivable/payable is being analyzed accordingly:

| (CZK thousand) | 2018 | Restated 2017 |
| :---: | :---: | :---: |
| Net deferred tax receivable/payable (+/-) as of 1 January | 175,460 | $(15,011)$ |
| Change of deferred tax recognized in profit and loss statement | $(37,082)$ | $(21,456)$ |
| Change of deferred tax recognized in equity | $(62,815)$ | $(112,360)$ |
| Net deferred tax receivable/payable (+/-) as of 31 December | 75,563 | $(148,827)$ |
| (CZK thousand) | 2018 | Restated 2017 |
| Total income tax due | 88,148 | 89,790 |
| Change of deferred tax recognized in profit and loss statement | 37,082 | 21,456 |
| Income tax due | 125,230 | 112,245 |

The Company recorded deferred tax receivable as of 31 December 2018 in full amount of CZK 75,563 thousand due to the expected achievement of a sufficient tax base that enables its tax deductibility (In 2017 the company recorded deferred tax liability in the amount of CZK 148,827 thousand).

### 4.14. Non-Life Insurance

|  | Insurance class | Year | Gross premiums written | Gross premiums earned | Gross claims paid | Gross operating expenses | Reinsurance balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accident and sickness | 1, 2 | 2018 | 32,344 | 32,745 | 6,640 | 20,502 | (746) |
|  |  | 2017 | 33,202 | 34,004 | 6,895 | 18,889 | (673) |
| Insurance against fire and other damage to property | 7, 8, 9 | 2018 | 84,696 | 73,992 | 11,873 | 63,486 | $(4,660)$ |
|  |  | 2017 | 48,237 | 37,330 | 4,753 | 63,931 | $(5,403)$ |
| Other non-life insurance | 18 | 2018 | 344,343 | 343,260 | 59,474 | 150,350 | $(1,594)$ |
|  |  | 2017 | 338,472 | 342,576 | 54,858 | 137,880 | $(1,886)$ |
| Total |  | 2018 | 461,383 | 449,997 | 77,987 | 234,338 | $(7,000)$ |
|  |  | 2017 | 419,911 | 413,910 | 66,506 | 220,700 | $(7,962)$ |

### 4.15. Life insurance

| (CZK thousand) | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: |
| Gross written premium | $\mathbf{2 0 1 7}$ |
| Earned premium | $\mathbf{4 , 6 8 5 , 4 2 1}$ |
| Gross costs of insurance claims | $4,684,630$ |
| Reinsurance balance | $4,945,759$ |
| Acquisition costs of insurance policies | 35,061 |
| - commissions | $5,729,132$ |
| change in deferred expenses and accrued income | $4,441,854$ |
| Administrative overheads | 25,072 |

## Summary of life insurance, written premium

| (CZK thousand) | 2018 | 2017 |
| :---: | :---: | :---: |
| Individual contracts | 4,556,544 | 5,597,556 |
| of which: Insurance contracts where the investment risk is borne by the policy holder | 1,920,805 | 2,435,566 |
| Collective contracts | 128,877 | 132,356 |
| Life insurance - total | 4,685,421 | 5,729,912 |
| Single premium | 3,720,113 | 4,783,918 |
| of which: Insurance contracts where the investment risk is borne by the policy holder | 1,892,457 | 2,401,504 |
| Regular premium | 965,307 | 945,993 |
| Insurance contracts where the investment risk is borne by the policy holder | 1,544 | 27,696 |
| Life insurance - total | 4,685,421 | 5,729,912 |
| Insurance contracts without bonuses | 673,038 | 637,380 |
| Insurance contracts with bonuses | 4,012,383 | 5,092,532 |
| of which: Insurance contracts where the investment risk is borne by the policy holder | 1,542,059 | 1,708,213 |
| Life insurance - total | 4,685,421 | 5,729,912 |

### 4.16. Territorial Analysis of Total Premium Written

The Company entered into insurance contracts in the Czech Republic, Bulgaria, Romania and Germany.

| (CZK thousand) | 2018 |
| :--- | ---: | ---: |
| Written premium arise from contracts into which the Company entered: | 2017 |
| in the EU member state where it has its registered office | $5,029,090$ |
| in other EU member states | 117,714 |
| Total premiums written | $\mathbf{5 , 1 4 6 , 8 0 4}$ |

### 4.17. Summary of Commissions

The total balance of commissions in respect of direct insurance amounted to CZK 328,976 thousand in 2018 (2017: CZK 321,537 thousand) and was segmented as follows:

| (CZK thousand) | Life insurance |  | Non-life insurance |  |
| :--- | ---: | ---: | ---: | ---: |
| Year | 2018 | 2017 | 2018 | 2017 |
| Expenses on commissions | 215,793 | 209,165 | 113,183 |  |

### 4.18. Income and Expense Related to Investments of Technical Reserves

For the year ended 31 December 2018, the net income on the Company's investments amounted to CZK 720,951 thousand (2017: CZK 860,895 thousand), of which the net income from assets generated from technical reserves amounted to CZK 677,012 thousand (2017: CZK 816,665 thousand).

As discussed in Note 2.15, income and expense from investments are recorded primarily on the life insurance technical account during the reporting period.

At the year-end, net financial income unrelated to life insurance is reallocated to the non-technical accounts
(2018: CZK 45,975 thousand, 2017: CZK 44,979 thousand) and subsequently re-allocated to the non-life insurance technical accounts (2018: 2,035 thousand, 2017: CZK 749 thousand).

| Year | Life insurance | Non-life insurance | Life insurance | Non-life insurance |
| :--- | ---: | ---: | ---: | ---: |
| (CZK thousand) | $38,143,946$ | 192,980 | $38,057,197$ |  |
| Year-end brutto balances of reserves |  |  |  |  |
| Year-end brutto balances of reserves - investment risk <br> is borne by the policy holder | $9,001,621$ | 0 | $10,129,642$ |  |
| Income from reserves | 674,977 | 2,035 | 815,916 |  |

### 4.19. Change in other technical provisions, net of reinsurance

In accordance with the procedures set forth in item 2.8. the Company accounted for the following changes in technical provisions:

| (CZK thousand) | 2018 | Restated 2017 |
| :---: | :---: | :---: |
| Change in life insurance premium (line C.2. in Balance sheet) | 243,491 | $(891,547)$ |
| Change in other technical provisions (line C. 6 in Balance sheet) | $(85,074)$ | 109,256 |
| Subtotal Change in life insurance premium - net amount in Profit and Loss statement | 158,417 | $(782,290)$ |
| Change in provision for bonuses and discount (line C. 4 in Balance sheet) | $(10,991)$ | 128,476 |
| Change in Unit link life insurance provision (line D. in Balance sheet) | $(1,128,021)$ | 1,945,045 |
| Subtotal Change in other technical reserves in Profit and Loss Statement | $(1,139,012)$ | 2,073,521 |
| Change in provision for unearned premium - life insurance business (line C.1a) in Balance sheet) | 791 | 779 |
| Change in provision for unearned premium - non-life insurance business (line C.1b) in Balance sheet) | 11,257 | 6,004 |
| Subtotal Change in provision for unearned premium - net amount in Profit and Loss statement | 12,048 | 6,783 |
| Change in provision for outstanding insurance claims - life business (line C.3a) in Balance sheet) | 39,841 | 67,683 |
| Change in provision for outstanding insurance claims - non-life business (line C.3b) in Balance sheet) | 13,696 | 12,202 |
| Subtotal Change in provision for unearned premium - net amount in Profit and Loss statement | 53,537 | 79,885 |
| Total Change in technical provisions - net amount in Profit and Loss statement | $(915,010)$ | 1,377,899 |

### 4.20. Unrealized gains and losses on investments

Unrealized gains and losses on investments include revaluation of Life insurance reserve where the investment risk is carried by the policyholder and the revaluation of KB Real estate funds and shares.

| (CZK thousand) | $\mathbf{2 0 1 7}$ |  |
| :--- | ---: | ---: | ---: |
| Unrealized gains/losses on shares value (+/-) | $(140,872)$ | $(19,302)$ |
| Unrealized gains/losses from revaluation of KB Real Estate funds (+/-) | $\mathbf{2 7 1 , 7 0 0}$ |  |
| Unrealized gains/losses from investment where the investment risk is assumed by the policy holder (+/-) | $(485,872)$ |  |
| Total | $\mathbf{( 5 9 5 , 0 4 4 )}$ |  |

### 4.21. Administrative Expenses

The total amount of administrative expenses was CZK 419,747 thousand in 2018 (2017: CZK 359,032 thousand). The administrative expenses are analysed as follows:

| (CZK thousand) | 2018 | 2017 |
| :---: | :---: | :---: |
| Staff cost (wages, social security and health insurance) | 237,479 | 190,335 |
| Training | 3,556 | 2,361 |
| Advisory services | 36,329 | 27,239 |
| Telecommunication | 1,841 | 2,477 |
| IT costs | 26,335 | 28,593 |
| Depreciation of Tangible and Intangible asset | 22,561 | 17,076 |
| Depreciation of capitalized cost of selected projects | 10,171 | 3,927 |
| Rental | 18,722 | 17,493 |
| Banking and postal fees | 9,824 | 9,111 |
| Other administrative costs | 52,928 | 60,421 |
| Total | 419,747 | 359,032 |

The costs of the audit of the financial statements amounted to CZK 2,168 thousand in 2018 (2017: CZK 2,193 thousand). No other services were provided by audit service company in 2018.

### 4.22. Other Technical Income and Expenses and Non-Technical Account

Other technical income on non-life insurance amounted to CZK 3,386 thousand (2017: CZK 37,750 thousand). Last year the most significant item was release of an allowance for industry insurance in the amount of CZK 30,840 thousand, no such item in 2018.

Other technical expenses of non-life insurance amounting to CZK 46,166 thousand (2017: CZK 48,215 thousand) mainly include cost of bonuses totalling CZK 40,027 thousand (2017: CZK 39,977 thousand).

Other technical income of life insurance primarily includes the management fee for the sale of Forte funds amounting to CZK 55,315 thousand (2017: CZK 58,438 thousand).

Other technical expenses of life insurance include items relating to the cost of bonuses in the amount of CZK 47,105 thousand (2017: CZK 55,461 thousand) and management fees in the amount of CZK 166,499 thousand (2017: 159,809 thousand).

### 4.23. Reallocation of Costs between Technical and Non-Technical Accounts

The aggregate balance of costs re-allocated between the life insurance technical accounts, the non-life insurance technical accounts and the non-technical accounts on the basis as disclosed in Note 2.14 as of 31 December 2018 amounted to CZK 419,747 thousand (2017: CZK 359,032 thousand).

### 4.24. Transactions with Related Parties

| (GZK thousand) | 2018 | 2017 |
| :---: | :---: | :---: |
| Income from companies within the group |  |  |
| Gross written premiums | 441,258 | 436,630 |
| Income from investments (cross currency swaps and accrued interest) | 666,858 | 664,138 |
| Other income | 55,453 | 58,608 |
| Profit sharing - reinsurer | 36,650 | 38,027 |
| Direct premiums ceded to reinsurer | $(144,734)$ | $(268,649)$ |
| Reinsurers share of provision for life insurance | $(494,682)$ | $(583,934)$ |
| Reinsurers share of claims provision | $(27,229)$ | $(12,838)$ |
| Total income | 533,573 | 331,982 |
|  |  |  |
| Costs towards companies within the group |  |  |
| Commissions/variable bonuses | 472,952 | 483,974 |
| Reinsurers share on costs for insurance claims | $(377,523)$ | $(460,812)$ |
| Costs linked to investments (cross currency swaps) | 868,665 | 907,115 |
| Reinsurers share of provision for life insurance | $(213,315)$ | $(401,753)$ |
| Reinsurers share of claim provision | $(31,372)$ | $(10,576)$ |
| Other costs | 53,653 | 50,495 |
| Total costs | 773,060 | 568,444 |
|  |  |  |
| Receivables from companies within the group |  |  |
| Securities and other investments | 2,657,305 | 2,694,773 |
| Current accounts and deposits | 1,359,275 | 1,038,015 |
| Receivables from insurance | 69,686 | 69,407 |
| Estimated receivables | 199,304 | 183,592 |
| Total receivables | 4,285,571 | 3,985,787 |
|  |  |  |
| Payables to companies within the group |  |  |
| Payables from reinsurance and other payables | 88,772 | 100,002 |
| Fair value - cross currency swaps | 793,466 | 183,289 |
| Reinsurers share of provision for life insurance | $(2,075,484)$ | $(2,320,542)$ |
| Reinsurers share of claims provision | $(5,180)$ | $(2,236)$ |
| Estimated payables | 168,110 | 173,946 |
| Total payables | $(1,030,317)$ | $(1,865,541)$ |

### 4.25. Profit/(Loss)

| (CZK thousand) | 2018 | $\begin{array}{r} \text { Restated } \\ 2017 \end{array}$ |
| :---: | :---: | :---: |
| Non-life insurance | 76,376 | 95,155 |
| Life insurance | 552,906 | 497,668 |
| Non-technical account (before tax) | 43,940 | 44,230 |
| Profit/(loss) before tax | 673,222 | 637,053 |
| Income tax and other taxes | 125,273 | 111,286 |
| Profit/(loss) for the accounting period | 547,949 | 525,768 |

### 4.26. Staff Costs and Similar Costs

Staff and similar costs paid by the Company were as follows:

| 2018 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (CZK thousand) | Average recalculated headcount | Wages and salaries | Social security and health insurance | Total staff costs |
| Staff | 204 | 158,432 | 48,180 | 206,612 |
| Management | 6 | 25,932 | 4,935 | 30,867 |
| Total | 210 | 184,364 | 53,115 | 237,479 |
|  |  |  |  |  |
| 2017 |  |  |  |  |
| (CZK thousand) | Average recalculated headcount | Wages and salaries | Social security and health insurance | Total staff costs |
| Staff | 180 | 127,044 | 38,847 | 165,891 |
| Management | 6 | 20,246 | 4,198 | 24,444 |
| Total | 186 | 147,290 | 43,045 | 190,335 |

As of 31 December 2018 the Company enables nineteen employees to use business cars for both business and private purposes (as of 31 December 2017 seventeen employees). The Company has provided no other advances, borrowings or loans to the members of its statutory, executive and supervisory bodies in addition to this benefit.

### 4.27. Reinsurance

The aggregate reinsurance result

| (CZK thousand) | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: |
| Reinsurer's share of premiums | $(\mathbf{2 0 1 7}$ |
| Reinsurer's share of insurance claims | $396,954)$ |
| Commissions | 61,075 |
| Reinsurance balance | $\mathbf{2 4 9 , 6 9 3}$ |
| Reinsurer's share on the creation and use of reserves | $\mathbf{( 2 2 1 , 6 3 3 )}$ |
| Reinsurance result | 55,117 |

The amounts due from and to reinsurers:

| (CZK thousand) | $\mathbf{3 1}$ December 2018 | $\mathbf{3 1}$ December 2017 |
| :--- | ---: | ---: |
| Receivable from reinsurers | 160 |  |
| Estimated receivable | 57,679 |  |
| Payable to reinsurers | $(60,886)$ |  |
| Estimated payable | $(12,186)$ |  |
| Net receivable (payable) from reinsurers | $(64,880)$ |  |

## 5. Off-balance sheet commitments

The Company is not aware of any off-balance sheet commitments.

## 6. Other significant post balance sheet events

Catherine Renée Claude de la Croix's membership in the Board of Directors was terminated in 2019. This change was recorded in the Commercial Register with effect from 12 February 2019.

Mr. Zdeněk Doboš, permanent address Nad Rybníkem 376, 25083 Škvorec, became a member of the Board of Directors with effect from 1 February 2019.

# Report on Relations among Related Entities for the year ended 31 December 2018 

## (hereinafter referred to as the "Report on Relations")

Komerční pojištovna, a.s., with its registered office in Prague 8, Karolinská $1 / 650$, post code 18600 , Corporate ID 63998017, incorporated with the Municipal Court in Prague, Section B, File 3362, (hereinafter referred to as the "Company"), is a part of a business group (holding company) in which the following relations between the Company and its Controlling Entity and further between the Company and other entities controlled by the same Controlling Entity (hereinafter referred to as the "Related Entities") exist.

This report on relations was prepared in accordance with Section 82 et seq. of Act No. 90/2012 Coll., on Business Companies and Cooperatives (the Corporations Act) for the year ended 31 December 2018, ie, from 1 January 2018 to 31 December 2018 (hereinafter referred to as the "Reporting Period").

## I. Introduction

## Structure of relations among entities within the business group

In the period from 1 January 2018 to 31 December 2018, the Company was a member of the Société Générale S.A. Group with its registered office at 29, Boulevard Hausmann, 75009 Paris, France, number of registration in the French Commercial Register: R.C.S. Paris B552120222 (1955 B 12022) (hereinafter referred to as "SG" or "SG Paris"). The structure of the relations between the members of the SG Group is ilustrated in amendment no. 1 to this report. The structure of the ralations between the members of KB Group is as follows:

## Komerční banka, a.s.

Na Příkopě 33/969
11407 Prague 1


[^4]During the course of the 2018 reporting period, the Company entered into arrangements with the following Related Entities that are a part of the Group ${ }^{11}$ :

| Company | Registered office | SG's share <br> of voting rights |
| :--- | :--- | ---: |
| ESSOX s.r.o. | F.A. Gerstnera 52, 370 01 České Budějovice | $100 \%$ |
| ALD Automotive s.r.o. | U Stavoservisu 527/1, 108 00 Praha 10 | $100 \%$ |
| KB Penzijní společnost, a.s. | náměstí Junkových 1, 155 00 Praha 5 | $100 \%$ |
| Komeř̌ní banka, a.s. | Na Přikopě 33, 114 07 Praha 1 | $60.735 \%$ |
| Modrá pyramida stavební spořitelna, a.s. | Bělehradská 128/222, 120 21 Praha 2 | $100 \%$ |
| SG Equipment Finance Czech Republic s.r.o. | náměstí Junkových 1, 155 00 Praha 5 | $100 \%$ |
| Société Générale S.A. | 29, Boulevard Hausmann, 75009 Paris, France |  |
| Sogecap S.A. | Tour D2, 17 bis, place des Reflets, 92919 Paris La Défense Cedex, France | $100 \%$ |
| Sogelife Bulgaria IJSC | Osogovo 38-40 street, Crystal Bulding Floor 4 Vazrazhdane Region, Sofia 1303, |  |
|  | Bulgaria | $58.45 \%$ |
| BRD Finance | Bdul lon Mihalache nr.1-7, Turn BRD, etajul 15, Camera 241, Secteur 1, |  |
| BRD Societe Generale SA | Bucarest, Romania | $100.00 \%$ |
| Hanseatic Bank GmbH \& Co KG | B-dul lon Mihalache no.1-7, Tour BRD, Secteur 1, Bucarest, Romania | $60.17 \%$ |
| Sogessur | Bramfelder Chaussee 101, Hamburg, Germany | $75.00 \%$ |
| Societe Generale Corporate Investment Banking | Tour D2, 17 bis place des Reflets - 92919 Paris La Défense Cedex, France | $100.00 \%$ |
| 29, Boulevard Hausmann, 75009 Paris, France | $100.00 \%$ |  |
| Sogelife Luxembourg SA | 11, Avenue Emilie Reuter, L-2420 Luxembourg | $100.00 \%$ |

${ }^{1)}$ These are companies controlled by SG Paris in direct and also indirect course in meaning of $\S 74$ section of the Corporations Act.

## The role of the Company within the Group:

The Company is a part of the of the Komerční banka financial group (hereinafter the "KB Group") and also a part of the international financial group of Société Générale (hereinafter the "SG Group"). The majority owner of Company's $51 \%$ of shares, is the insurance company SOGECAP S.A. France (hereinafter "SOGECAP"), a SG's wholly-owned subsidiary. The minority shareholder is Komerční banka a.s. (hereinafter "KB") which holds $49 \%$ interest. SG as the majority owner and KB act in concert.

The Company focuses on life insurance services but also sells other types of insurance that suitably complement banking and other financial products offered by its partners within the SG Group. The company's products are mostly distributed via the KB Group members, especially through the distribution network of KB (eg. Modrá Pyramida stavební sporititelna, ESSOX) and also the Company's external partners.

As a part of the KB Group, KB provides the Company with trade mark licences and also certain IT services, data processing and consultancy. Within the SG group a particular infrastructure of the IT technology is shared as well as knowledge in the area of the insurance and provision of financial services, development of financial services and products, operationt of information technologies, risk management, regulation of financial markets and a company management.

The Company provides data to the KB and Sogecap on a regular basis - the data include, inter alia, data for consolidation purposes or consolidated reporting to the regulators or data for publishing purposes, budgets, business plans, anti-money-laundering measures and a business continuity plan.

The Company does not participate in the creation of the Group policies in the Czech Republic.

## Ways and means of control

SOGECAP, as the majority shareholder, exerts its influence on the activity of the Company through the General Meeting; SOGECAP had two representatives in the Company's four-member Supervisory Board during the year 2018. The minority shareholder KB had two representatives in the Company's Supervisory Board in the year 2018.

SOGECAP is, pursuant to Section 79 of the Corporations Act, a controlling entity in respect of Company. The control is formally exercised by the implementation of SOGECAP's methodologies in the Company's internal regulations, in particular in the area of risk management and capital adequacy (solvency). Furthermore, there is an informal control taking the form of consultancy in individual areas of the Company's activity.

## II. Arrangements with Related Entities

A. Important Arrangements Made during the Reporting Period at the Initiative or in the Interest of the Controlling Entity or Entities Controlled by the Controlling Entity and Relating to Assets Exceeding 10\% of the Equity

Pursuant to the decision of the General Meeting dated 25 April 2018, the majority shareholder, SOGECAP SA, received dividends for the year 2017 in the amount of CZK 222,946,100. The General Meeting also approved payment of dividends for the year 2017 in the amount of CZK 214,181,900 to the minority shareholder Komerční banka, a.s. Czech Republic.

## B. An Overview of the Mutual Contracts Between the Controlled Entity and the Controlling Entity or Between Controlled Entities

| Title of Contract (or Subject-matter of the Contract - unless clear from the title) | Contracting Party | Date of contract |
| :---: | :---: | :---: |
| General terms and conditions for fleet management + 1 Amendment | ALD Automotive s.r.o. | 1. 1. 2014 |
| Agreement of the provision of services | ALD Automotive s.r.o. | 16.9. 2015 |
| Agreement of the provision of services | ALD Automotive s.r.o. | 17.12. 2015 |
| Agreements of the provision of services number 150079273 | ALD Automotive s.r.o. | 23.3.2017 |
| Agreements of the provision of services number 150080869, 150080868, 150080863, 150080864, 150080865, 150080866, 150080867 | ALD Automotive s.r.o. | 19.5. 2017 |
| Agreements of the provision of services number 150081239, 150081247, 150081232 | ALD Automotive s.r.o. | 5. 6. 2017 |
| Agreement of the provision of services | ALD Automotive s.r.o. | 13. 4.2018 |
| Agreement of the provision of services | ALD Automotive s.r.o. | 3. 5. 2018 |
| Agreement of the provision of services | ALD Automotive s.r.o. | 20.9. 2018 |
| Insurance Collective Contract of the optional insurance for the card protection and purchase protection no. 3160000000 (as of 17 November 2009) + 8 Amendments | BRD Finance | 17. 11. 2009 |
| Collective insurance contract of the optional insurance for card protection / keys/ documents No. 3220000000 (as of 1 November 2010) +13 Amendments | BRD Societe Generale SA | 1. 11.2010 |
| Contract for personal data processing (as of 1 October 2003) | ESSOX s.r.o. | 1.10. 2003 |
| Contract for collective insurance to loans of ESSOX s.r.o., No. 3020000000 (as of 1 August 2004) + 1 Amendment | ESSOX s.r.o. | 1.8. 2004 |
| Contract for collective insurance to revolving loans and futuro cards of ESSOX s.r.o., No. 3030000000 (as of 1 September 2004) + 4 Amendments | ESSOX s.r.o. | 1. 9. 2004 |
| Contract for collective insurance to revolving loans and credit cards of ESSOX s.r.o., No. 3050000000 (as of 1 December 2004) + 3 Amendments | ESSOX s.r.o. | 1. 12. 2004 |
| Contract for collective insurance to the loans of ESSOX s.r.o., No. 3070000000 (as of 1 April 2005) +7 Amendments | ESSOX s.r.o. | 1.4.2005 |
| Agreement on financial compensation in the form of Profit Sharing (as of 30 November 2005) +6 Amendments | ESSOX s.r.o. | 30.11. 2005 |
| Contract for collective insurance to consumer loans of ESSOX s.r.o., No. 3090000000 (as of 1 August 2006) +3 Amendments | ESSOX s.r.o. | 1.8. 2006 |
| Contract for collective insurance to the consumer loans of ESSOX s.r.o., No. 3100000000 (as of 1 August 2007) + 3 Amendments | ESSOX s.r.o. | 1.8. 2007 |
| Contract for collective insurance of revolving loans and credit cards of ESSOX, No. 3110000000 (as of 29 February 2008) + 2 Amendments | ESSOX s.r.o. | 29. 2. 2008 |
| Contract for collective insurance to revolving loans and credit card of ESSOX No. 3120000000 (as of 1 June 2008) + 2 Amendments | ESSOX s.r.o. | 1.6. 2008 |
| Collective insurance agreement to consumer loans of the company ESSOX, No. 3130000000 (as of 2 January 2009) + 1 Amendment | ESSOX s.r.o. | 2. 1. 2009 |
| Contract for collective insurance to the leasing and credit contracts of ESSOX, s. r. o., No. 3180000000 (as of 1 June 2010) + 2 Amendments | ESSOX s.r.o. | 1. 6.2010 |
| Master contract for Cooperation within the DSFS Group in the Czech republic (as of 6 March 2012) | ESSOX s.r.o. | 6. 3. 2012 |
| Group Insurance Contract (as of 30 March 2009) + 6 Amendments | Hanseatic Bank GmbH \& Co KG | 30. 3. 2009 |
| Group Insurance Contract + 2 Amendments | Hanseatic Bank GmbH \& Co KG | 30.11. 2014 |
| Group Insurance Contract + 2 Amendments | Hanseatic Bank GmbH \& Co KG | 9. 3. 2016 |
| Group Insurance Contract for SicherReise Insurance (as of 22 May 2017) | Hanseatic Bank GmbH \& Co KG | 22.5. 2017 |
| Contract for personal data processing (as of 10 October 2002) | KB Penzijní společnost, a.s. | 10.10. 2002 |

Title of Contract (or Subject-matter of the Contract - unless clear from the title)
Contract for cooperation in the field of additional pension insurance with a state contribution (as of 18 August 2003)
Framework cooperation contract No. 3010000245 (SPEKTRUM PROGRAMME) (as of 17 October 2006) + 2 Amendments
Contract for personal data processing (as of 21 January 2013)
Providing of consulting services in the area of technical provisions calculation for the year $2014+4$ Amendments
Contract for cooperation (as of 27 December 2000)
Contract for provision of services on the short-term bonds market (as of 23 October 2001)
Insurance contract for collective insurance of persons (as of 9 January 2003) + 8 Amendments
Framework contract for cooperation between KB and KP, Spektrum Insurance
Programme (as of 28 January 2003) No. $3010000235+4$ Amendments
Contract for rent of non-residential premises - Jihlava (as of 31 January 2003) $+\quad$ Komerční banka, a.s. 31. 1. 2003
8 Amendments

| Contract for Patron collective insurance (as of 25 August 2003) + 1 Amendment | Komerční banka, a.s. |
| :--- | :--- | ---: |
| Contract for the use of KB safety deposit box (2 contracts) | Komerční banka, a.s. |

Contract for collective insurance to KB credit cards, No. 3040000000
(as of 1 November 2004) +3 Amendments

| Licence agreement (as of 20 December 2004) + 1 Amendment | Komerční banka, a.s. |
| :--- | :--- |
| Contract for establishment and management of a CZK current account | Komerční banka, as. | at Komerční banka, a.s. (as of 21 January 2005) + 2 Amendments


| Contract for renting non-residential premises (Brno) (as of 31 May 2005) | Komerční banka, a.s. |  |
| :--- | :--- | :--- |
| Cooperation agreement (as of 22 September 2005) | Komerční banka, a.s. | 22.5 .2005 |


| Framework contract for personal data processing entered into between KB and KP | Komerční banka, a.s. |
| :--- | :--- |
| (as of 24 March 2006) |  |
| Contract for intermediation of "PATRON" (as of 25 April 2006) | Komerční banka, a.s. 2006 |

Contract for intermediation of "PROFI PATRON" (as of 25 April 2006) Komerční banka, a.s.
Contract for intermediation of "RISK LIFE FOR MORTGAGE LOANS" (as of 25 April 2006) Komerční banka, a.s. 25.4.2006 + 4 Amendments

| Contract for intermediation of "PROFI MERLIN" (as of 25 April 2006) + 2 Amendments | Komerční banka, a.s. | 25.4. 2006 |
| :---: | :---: | :---: |
| Contract for intermediation of "MERLIN" (as of 25 April 2006) + 2 Amendments | Komerční banka, a.s. | 25. 4. 2006 |
| Contract for intermediation of "PRODUCT VITAL AND PROGRAMME VITAL PLUS" (as of 25 April 2006) + 2 Amendments | Komerční banka, a.s. | 25. 4. 2006 |
| Contract for intermediation of "VITAL GRANT" (as of 25 April 2006) + 2 Amendments | Komerční banka, a.s. | 25.4. 2006 |
| Contract for intermediation of "VITAL" (as of 25 April 2006) + 5 Amendments | Komerční banka, a.s. | 25. 4. 2006 |
| Agreement on cooperation in delivering payments (as of 29 May 2006) | Komerční banka, a.s. | 29. 5. 2006 |
| Separate Distribution Agreement for product "TRAVEL INSURANCE" (as of 14 June 2006) + 3 Amendments | Komerční banka, a.s. | 14. 6. 2006 |
| Agreement to alter contractual conditions (as of 31 August 2006) | Komerční banka, a.s. | 31. 8. 2006 |
| Separate Distribution Agreement on Vital Invest (as of 4 October 2006) + 35 Amendments | Komerční banka, a.s. | 4. 10. 2006 |
| Contract for provision of direct banking / Administration order (as of 5 October 2006) | Komerční banka, a.s. | 5. 10. 2006 |
| Contract for TVIS/STVIS and spot transactions (as of 7 December 2006) | Komerční banka, a.s. | 7. 12. 2006 |
| Separate Distribution Agreement No. 1 for "VITAL PREMIUM" (as of 18 December 2006) + 8 Amendments | Komerční banka, a.s. | 18. 12. 2006 |
| Contract for accepting payment cards - Internet (as of 29 March 2007) + 1 Amendment | Komerční banka, a.s. | 29. 3. 2007 |
| Agreement for provision of a chip card scanner (as of 2 April 2007) | Komerční banka, a.s. | 2. 4. 2007 |
| Agreement to send electronic messages about clearance (as of 5 June 2007) | Komerční banka, a.s. | 5. 6. 2007 |
| Framework contract for distribution (as of 22 June 2007) + 1 Amendment | Komerční banka, a.s. | 22.6. 2007 |
| Contract for rent of non-residential premises - Ostrava (as of 30 September 2009) + 2 Amendments | Komerční banka, a.s. | 1. 7. 2007 |
| Contract for the use of safety deposit boxes (as of 16 July 2007) | Komerční banka, a.s. | 16.7.2007 |
| Collective insurance agreement for consumer loans No. 3010000000 (as of 1 August 2007) +6 Amendments | Komerční banka, a.s. | 1.8. 2007 |
| Contract for mutual cooperation (as of 1 August 2007) + 1 Amendment | Komerční banka, a.s. | 1. 8. 2007 |
| Contract for collective insurance to credit cards of Komerční banka, a.s., No. 3040000000 (as of 1 November 2007) + 3 Amendments | Komerční banka, a.s. | 1.11. 2007 |

Agreement to terminate the Contract for connection to KB's HIS (as of 10 April 2008)
Agreement fees' clearance (as of 1 October 2008)
Contract for Groupwide cooperation in terms of the value added tax (as of 21 November 2008) +2 Amendements (Amendement number 2 as of 9 September 2014)
Contract for collective insurance related to payment cards, No. 2149500001
(as of 26 January 2009) +10 Amendments

Komerční banka, a.s. 10. 4.2008

Komerční banka, a.s. 1. 10. 2008

Komerční banka, a.s. 21.11. 2008
Komerční banka, a.s. 26.1.2009

| Komerční banka, a.s. | 14.4 .2009 |
| :--- | ---: |
| Komerční banka, a.s. | 5.5 .2009 |

Contract for collective insurance to loans, No. 3140000000 (as of 5 May 2009) +
Komerční banka, a.s. 5. 5. 2009 2 Amendments
Separate distribution Agreement for product "Brouček" + 5 Amendments Komerční banka, a.s. 15.6 .2009
Contract for collective insurance MERLIN and PROFI MERLIN No. 3170000000 Komerční banka, a.s. 5.10.2009

## (as of 5 October 2009) +8 Amendments

Custody contract for "VITAL INVEST FORTE" (as of 6 October 2009) + 2 Amendments
Framework contract for the arrangement of term deposits with an individual interest rate (as of 22 October 2009)
Contract for collective insurance of purchased goods provided to KB credit cards, No. 3190000000 (as of 29 October 2009) + 1 Amendment

| Contract for cooperation in portfolio valuation (as of 9 December 2009) | Komerční banka, a.s. | 9. 12. 2009 |
| :---: | :---: | :---: |
| Contract for accepting electronic payments via Mojeplatba (as of 14 December 2009) | Komerční banka, a.s. | 14.12. 2009 |
| Agreement on KB Call Centre services (as of 31 December 2009) | Komerční banka, a.s. | 31. 12. 2009 |
| Agreement for provision of services - outsourcing HR services (as of 21 April 2010) + 1 Amendment | Komerční banka, a.s. | 21. 4.2010 |
| Agreement on custody services (as of 7 July 2010) +2 Amendments | Komerční banka, a.s. | 7. 7.2010 |
| Agreement on confidentiality (as of 9 July 2010) | Komerční banka, a.s. | 9. 7.2010 |
| Framework agreement for provision of IT services (as of 14 September 2010) | Komerční banka, a.s. | 14.9.2010 |
| Acceptance of Rules for cooperation between KB and Members of the Group In the field of sourcing and purchasing (as of 15 October 2010) | Komerční banka, a.s. | 15.10. 2010 |
| Contract for two types of collective insurance provided to A karta and Lady cards of Komerční banka No. 3230000000 (as of 1 April 2011) + 1 Amendment | Komerční banka, a.s. | 1. 4. 2011 |
| Contract for rent of non-residential premises - Hradec Králové (as of 29 August 2011) + 2 Amendments | Komerční banka, a.s. | 29. 8. 2011 |
| Framework contract on financial market trading (as of 3 October 2011) | Komerční banka, a.s. | 3. 10. 2011 |
| Agreement relating to collateral of securities (as of 3 October 2011) | Komerční banka, a.s. | 3.10. 2011 |
| Contract of collective insurance "Profi pojištění plateb" No. 3250000000 (as of 7 December 2011) + 2 Amendments | Komerční banka, a.s. | 7. 12. 2011 |
| Contract of collective insurance "Moje pojištění plateb" No. 3240000000 (as of 7 December 2011) +2 Amendments | Komerční banka, a.s. | 7. 12. 2011 |
| Subcontract No. 1 (as of 22 February 2012) to Framework agreement for provision of services (as of 14 September 2010) | Komerční banka, a.s. | 22. 2. 2012 |
| Subcontract No. 2 (as of 22 February 2012) to Framework agreement for provision of services (as of 14 September 2010) +1 Amendment | Komerční banka, a.s. | 22. 2. 2012 |
| Subcontract No. 3 (as of 22 February 2012) to Framework agreement for provision of services (as of 14 September 2010) + 2 Amendments | Komerční banka, a.s. | 22. 2. 2012 |

Subcontract No. 4 (as of 22 February 2012) to Framework agreement for provision Komerční banka, a.s. 22.2.2012 of services (as of 14 September 2010) + 2 Amendments
Group Risk Life Policy for employees N. 3280000000 (as of 29 February 2012) + 8 Amendments
Agreement on Cooperation (as of 29 June 2012) in Execution on Contract for Group
Komerční banka, a.s.
29. 2. 2012

Risk life Insurance of Employees No. 3280000000, in the wording of Amendment
No. 1 (as of 29 February 2012)

| Agreement relating to collateral of securities (as of 2 July 2012) | Komerční banka, a.s. |
| :--- | :--- | ---: |
| The agreement on setting individual prices (as of 30 August 2012) + 4 Amendments | Komerční banka, a.s. |
| Subcontract Nr. 5 for Master contract concerning IT Process Procedure <br> (as of 7 September 2012) + 1 Amendment | Komerční banka, a.s. |
| Separate Distribution Agreement for product VITAL PREMIUM v EUR <br> (as of 23 November 2012) + 2 Amendments | Komerční banka, a.s. |
| General agreement concerning compensation for clients as of 21 January 2013 2012 |  |

Title of Contract (or Subject-matter of the Contract - unless clear from the title)
Collective insurance agreement to corporate cards and Gold corporate cards
no. 3290000000 as of 21 January 2013

| Agreement relating to collateral of securities as of 28 March 2013 | Komerční banka, a.s. | 28.3. 2013 |
| :---: | :---: | :---: |
| Agreement relating to collateral of securities as of 10 April 2013 | Komerční banka, a.s. | 10.4. 2013 |
| General agreement about dealing on financial markets - special agreement as of 11 April 2013 | Komerční banka, a.s. | 11. 4. 2013 |
| Advisory service agreement regarding the BI as of 26 June $2013+2$ Amendments | Komerční banka, a.s. | 26.6. 2013 |
| Collective insurance agreement for consumer loans no. 3300000000 as of 28 August 2013 | Komerční banka, a.s. | 28.8. 2013 |
| Insurance intermediary agreement for the individual risk life insurance product MOJE JISTOTA as of 27 September 2013 + 3 Amendments | Komerční banka, a.s. | 27.9. 2013 |
| Agreement relating to collateral of securities as of 21 November 2013 | Komerční banka, a.s. | 21.11.2013 |
| Contract for issuance and use of payment cards | Komerční banka, a.s. | 1. 2. 2014 |
| Administration order (as of 13 February 2014) | Komerční banka, a.s. | 13.2. 2014 |
| Record of agreement to not provide discount on entry fees in case of maturing contracts on Vital Plus product | Komerční banka, a.s. | 7. 4. 2014 |
| Separate contract no. 6 -Providing services for technical infrastructure WEBEX, ref. no. 0000021303/0000 | Komerční banka, a.s. | 1. 8. 2014 |
| Current bank account agreement | Komerční banka, a.s. | 25.8.2014 |
| Administration order | Komerční banka, a.s. | 25.8.2014 |
| Current bank account agreement | Komerční banka, a.s. | 13.10. 2014 |
| Administration order | Komerční banka, a.s. | 17.10. 2014 |
| Agreement relating to collateral of securities | Komerční banka, a.s. | 31. 10. 2014 |
| Framework agreement about trading/dealing on financial market + 1 Amendment | Komerční banka, a.s. | 5.11.2014 |
| Agreement relating to collateral of securities | Komerční banka, a.s. | 5.11. 2014 |
| Administration order | Komerční banka, a.s. | 26.11. 2014 |
| Agreement relating to collateral of securities | Komerční banka, a.s. | 26.11.2014 |
| Agreement relating to collateral of securities | Komerční banka, a.s. | 1. 12.2014 |
| Administration order | Komerční banka, a.s. | 12.12. 2014 |
| Service level agreement - cooperation in accounting and reporting | Komerční banka, a.s. | 1.1.2015 |
| Order related to collateral of securities | Komerční banka, a.s. | 26.1.2015 |
| Agreement relating to collateral of securities | Komerční banka, a.s. | 30.1.2015 |
| Distribution Agreement for product VITAL PREMIUM IN USD | Komerční banka, a.s. | 31.3.2015 |
| Cash pooling agreement | Komerční banka, a.s. | 23.6.2015 |
| Admistration order | Komerční banka, a.s. | 10.8. 2015 |
| Agreement for providing of the smart card reader | Komerční banka, a.s. | 1.10. 2015 |
| Admistration order | Komerční banka, a.s. | 1.10. 2015 |
| Service level agreement - outsourcing - BI services + 1 Amendment | Komerční banka, a.s. | 10.12. 2015 |
| Admistration order | Komerční banka, a.s. | 22.12. 2015 |
| Current bank account agreement | Komerční banka, a.s. | 22.12.2015 |
| Administration order | Komerční banka, a.s. | 14.4.2016 |
| Separate Distribution Agreement for product "MojePojištění majetku" + 1 Amedement | Komerční banka, a.s. | 25.4.2016 |
| Contract of the purchase and sale of securities + 1 Amendement | Komerční banka, a.s. | 12.5. 2016 |
| Profi Visa debit card agreement | Komerční banka, a.s. | 10.6.2016 |
| Debit card agreement | Komerční banka, a.s. | 28.6. 2016 |
| Administration order | Komerční banka, a.s. | 7.7.2016 |
| Group Insurance Agreement on work-related accident and occupational disease insurance for members of the board of directors and administrators of the financial group of Komerční banka/Société Générale no. 334000000 +1 Amendment | Komerční banka, a.s. | 13.7.2016 |
| Debit card agreement | Komerční banka, a.s. | 25.7 .2016 |
| Cooperation agreement with implementation of the Group Insurance Agreement on work-related accident and occupational disease insurance for members of the board of directors and administrators of the financial group of Komerční banka/Société Générale no. 334000000 | Komerční banka, a.s. | 4.8.2016 |
| Debit card agreement | Komerční banka, a.s. | 30.8. 2016 |
| Administration order | Komerční banka, a.s. | 30.8. 2016 |


| Title of Contract (or Subject-matter of the Contract - unless clear from the title) | Contracting Party | Date of contract |
| :---: | :---: | :---: |
| Power of attorney | Komerční banka, a.s. | 29. 9. 2016 |
| Debit card agreement (Catherine de La Croix) + 1 Amedement | Komerční banka, a.s. | 16.11. 2016 |
| Administration order | Komerční banka, a.s. | 22.11. 2016 |
| Agreement on costs payment for using the IBM Websphere application Server license | Komerční banka, a.s. | 1.2. 2017 |
| Subcontract No. 7, Providing of services for technical infrastructure solutions, SOC - Vulnerability Detection (VD) | Komerční banka, a.s. | 1. 4. 2017 |
| Administration order | Komerční banka, a.s. | 10. 5. 2017 |
| Administration order | Komerční banka, a.s. | 16. 6. 2017 |
| Debit card agreement (Jana Lovětínská) | Komerční banka, a.s. | 29. 8. 2017 |
| Debit card agreement | Komerční banka, a.s. | 29. 8. 2017 |
| Administration order | Komerční banka, a.s. | 20.10. 2017 |
| Agreement on establishment and maintenance of a current account | Komerční banka, a.s. | 30. 10. 2017 |
| Agreement on establishment and maintenance of a current account | Komerční banka, a.s. | 27. 12. 2017 |
| Administration order | Komerční banka, a.s. | 27. 12. 2017 |
| Administration order | Komerční banka, a.s. | 15.1. 2018 |
| Debit card agreement | Komerční banka, a.s. | 1.2. 2018 |
| Contract of payment of the insurance premium and commissions for insurance brokers | Komerční banka, a.s. | 13. 3. 2018 |
| Administration order | Komerční banka, a.s. | 28.3. 2018 |
| Contract for collective insurance Merlin Junior No. 4100000000 | Komerční banka, a.s. | 28. 3. 2018 |
| The agreement on setting individual prices (as of 11 April 2018) + 1 Amendment | Komerční banka, a.s. | 11.4.2018 |
| Agreement - outsourcing of DPO services | Komerční banka, a.s. | 25.5.2018 |
| Administration order | Komerční banka, a.s. | 3. 7.2018 |
| Agreement on establishment and maintenance of a current account - Cubiq | Komerční banka, a.s. | 3. 7.2018 |
| Agreement for providing of the smart card reader | Komerční banka, a.s. | 31.7. 2018 |
| Administration order | Komerční banka, a.s. | 14. 8. 2018 |
| Arrangment of mutual rights, obligations, proceedings, processes | Komerční banka, a.s. | 31. 8. 2018 |
| Agreement on termination of a payment card issuance | Komerční banka, a.s. | 27. 9. 2018 |
| Administration order | Komerční banka, a.s. | 1. 10. 2018 |
| Debit card agreement | Komerční banka, a.s. | 3. 10. 2018 |
| Cooperation agreement: Expert Center - KP and KB agreed to enhane their cooperation in the area of distrubution of KP products through KB | Komerční banka, a.s. | 2.11. 2018 |
| Debit card agreement | Komerční banka, a.s. | 5.11. 2018 |
| Administration order (as of 6 February 2012) | Komerční banka, a.s. <br> a Komerční banka, a.s. Slovensko | 9. 2. 2012 |
| Agreement on direct banking (as of 6 March 2012) | Komerční banka, a.s. <br> a Komerční banka, a.s. Slovensko | 6. 3. 2012 |
| Commitment Letter - Accumulator Note in CZK | Komerční banka, a.s. \& Societe Generale SA | 25.4. 2015 |
| Collective co-insurance agreement for clients of VSSKB to cover death to loan reinsurance no. 37-9861 | Modrá pyramida stavební spořitelna, a.s. | 5. 12. 1995 |
| Operational agreement to reinsurance of collection co-insurance of VSSK clients | Modrá pyramida stavební spořitelna, a.s. | 5. 12. 1995 |
| Framework cooperation contract No. 3010000246 (as of 9 April 2008) + 1 Amedment | Modrá pyramida stavební spořitelna, a.s. | 9.4. 2008 |
| General Distribution Agreement (as of 15 October 2012) + 2 Amendments, including reinvoicing of the marketing cost from MPSS to KP and from KP to MPSS | Modrá pyramida stavební spořitelna, a.s. | 15. 10. 2012 |
| Separate Distribution Agreement for Moudré pojištění (as of 15 October 2012) + 3 Amendments | Modrá pyramida stavební spořitelna, a.s. | 15. 10. 2012 |
| Separate Distribution Agreement for Product Pyramida Risk Life insurance (as of 15 October 2012) + 2 Amendments | Modrá pyramida stavební spořitelna, a.s. | 15.10. 2012 |
| Contract for provision of advantageous conditions to employees of Komerční pojištovna, a.s. - participants of the building society savings in MPSS (as of 1 November 2013) | Modrá pyramida stavební spořitelna, a.s. | 1.11. 2013 |
| Separate Distribution Agreement for product "MojePojištění majetku" + 1 Amedement | Modrá pyramida stavební spořitelna, a.s. | 23. 9. 2016 |
| Adherence letter (as of 3 July 2013) | Orange Business Czech Republic, s.r.o., Komerční banka, a.s. | 3. 7. 2013 |

Framework agreement No. 3010001126 Contract for cooperation between Komerční pojištovna a. s. and Franfinance Czech republic, s. r. o. - Program Vital (as of 14 June 2004)
Agreement on intermediation number 1, Insurance Agency Agreement
(as of 24 September 2009) + 32 Amendments and Financial Protocol to Agreement + 11 Supplementary agreements to Annexes
Certificate for Identity for Insurance Agent No. 1 (as of 1 January 2010)
Agreement for Group assistance Insurance during travel abroad for cardholders of cards issued by SGEB - Master policy \#0001 + 3 Amendments
Collective insurance no. 0002 - insurance coverage to the goods bought through V PAY cards issued by SGEB + 3 Amendments
Group Loss of employment Insurance Agreement for borrowers/co-debtors, Specification of Insurance Policy 0003 + Annex 1

| Agreement for Sales Incentive Challenge - Agreement about sales incentive for LoE | Société Générale EXPRESSBANK AD | 2. 10.2017 |
| :---: | :---: | :---: |
| Contract for provision of SG's consultancy services (as of 31 January 2008) | Société Générale S.A. | 31.1. 2008 |
| Commitment letter (as of 29 July 2009) | Société Générale S.A. | 29.7.2009 |
| Intra-Group Corporate services fees agreement + 1 Amendement | Société Générale S.A. | 28.9.2009 |
| Commitment letter - Forte 2 (as of 12 November 2009) + 1 Amedement | Société Générale S.A. | 12.11. 2009 |
| Contract relating to the Contract (as of 29 July 2009) regulating structured products and their conditions (as of 23 November 2009) | Société Générale S.A. | 23.11. 2009 |
| Worldwide Insurance Plan (as of 7 January 2010) | Société Générale S.A. | 7.1.2010 |
| Agreement relating to the structured product which terms and conditions are enclosed herein (as of 13 January 2010) | Société Générale S.A. | 13.1.2010 |
| Agreement relating to the structured product which terms and conditions are enclosed herein (as of 15 March 2010) | Société Générale S.A. | 15.3. 2010 |
| Agreement relating to the structured product which terms and conditions are enclosed herein (as of 30 April 2010) | Société Générale S.A. | 30.4. 2010 |
| Commitment Letter - 3-8Y Autocallable in CZK Forte 3 (as of 30 April 2010) | Société Générale S.A. | 30.4.2010 |
| Agreement relating to the Structured product which terms and conditions are enclosed herein - Forte 5 (as of 8 February 2011) | Société Générale S.A. | 8. 2. 2011 |
| Agreement relating to the Structured product which terms and conditions are enclosed herein - Forte 6 (as of 8 February 2011) | Société Générale S.A. | 8. 2. 2011 |
| Agreement relating to the Structured product which terms and conditions are enclosed herein - Forte 7 (as of 8 February 2011) | Société Générale S.A. | 8. 2. 2011 |
| Agreement relating to the Structured product which terms and conditions are enclosed herein - Forte 8 (as of 8 February 2011) | Société Générale S.A. | 8. 2. 2011 |
| Data protection agreement - Processing of HR Data by Société Générale (as of 16 September 2011) +1 Amednment | Société Générale S.A. | 16. 9. 2011 |
| Agreement relating to the structured product Optimo (as of 5 October 2011) | Société Générale S.A. | 5.10. 2011 |
| Agreement relating to the structured product Forte 9 (as of 5 October 2011) | Société Générale S.A. | 5. 10. 2011 |
| Agreement Relating to the Financial Instrument - Optimo Komodity (as of 7 February 2012) | Société Générale S.A. | 7. 2. 2012 |
| Agreement Relating to the Financial Instrument (Optimo Komodity II) (as of 24. April 2012) | Société Générale S.A. | 24.4. 2012 |
| Agreement relating to the financial instrument - Certus 3 | Société Générale S.A. | 22.10. 2015 |
| Agreement relating to the financial instrument - Certus 4 | Société Générale S.A. | 6.1.2016 |
| Acceptation of Standards DPRH | Société Générale S.A. | 1. 2. 2016 |
| Commitment Letter - Certus 6 | Société Générale S.A. | 18.4. 2016 |
| Master agreement relating to financial instruments | Société Générale S.A. | 11.5. 2016 |
| Supplement to the Agreement (Certus 5) | Société Générale S.A. | 3. 9. 2016 |
| Supplement to the Agreement (Certus 6) | Société Générale S.A. | 3. 9. 2016 |
| Agreement relating to the financial instrument - Commitment letter Certus 7 | Société Générale S.A. | 17. 10. 2016 |
| Supplement to the Master Agreement (as for 11 May 2016) - Certus 7 | Société Générale S.A. | 1. 2. 2017 |
| Supplement to the Master Agreement (as for 7 March 2017) - Certus 8 | Société Générale S.A. | 7.3.2017 |
| Agreement relating to the financial instrument - Commitment letter Certus 9 | Société Générale S.A. | 18.9. 2017 |
| Commitment Letter 3-8 Autocallable in CZK (Forte 9) (as of 21 July 2011) | Société Générale S.A. and Komerční banka, a.s. | 21.7.2011 |
| Commitment Letter - Optimo 6Y EMTN in CZK (as of 20 September 2011) | Société Générale S.A. and Komerční banka, a.s. | 20.9. 2011 |


| Title of Contract (or Subject-matter of the Contract - unless clear from the titie) | Contracting Party | Date of contract |
| :---: | :---: | :---: |
| Commitment letter (Optimo Komodity II) as of 24 April 2012 | Société Générale S.A. and Komerční banka, a.s. | 24.4. 2012 |
| Commitment letter - Certus and Certus 2 in CZK as of 14 January 2013 | Société Générale S.A. and Komerční banka, a.s. | 14.1. 2013 |
| Commitment Letter - Participation note on SGI Harmonia CZK Index | Société Générale S.A. and Komerční banka, a.s. | 26. 10. 2015 |
| Commitment letter - Certus 5 Note | Société Générale S.A. and Komerční banka, a.s. | 12. 1. 2016 |
| Agreement relating to the financial instrument - Commitment letter Certus 8 | Société Générale S.A. and Komerční banka, a.s. | 3. 2. 2017 |
| Framework agreement for the provision of services (as of 16 December 2010) + 1 Amendment | Sogecap S.A. | 16. 12.2010 |
| Personnel costs re-invoicing agreement for employees assigned to ASSU/SOGECAP (as of 19 December 2011) | Sogecap S.A. | 19. 12. 2011 |
| Agreement on Settlement and Replacement of Rights and Obligations (as of 25. April 2012) | Sogecap S.A. | 25.4. 2012 |
| Quota Share Reinsurance Treaty, ID no. SGQSG14 | Sogecap S.A. | 1.7. 2014 |
| Catastrophe Excess of Loss Reinsurance (Zaj. Smlouva - kat. rizika) | Sogecap S.A. | 1.1.2018 |
| Quota Share Reinsurance Treaty, ID no. SGBG2014 | Sogelife Bulgaria | 1.1.2014 |
| Agreement for Group Insurance of cardholders of revolving bank cards issued by SGEB AD - Master Policy \#1023 + 3 Amendments | Sogelife Bulgaria IJSC, <br> Société Générale Expressbank AD | 5. 2. 2013 |
| Group Insurance Agreement of lessees/co-debtors - physical person on financial leasing contracts for cars having product Toyota Optimal Leasing Protect with lessor Sogelease Bulgaria - Master Policy \#1024 + 1 Amendment | Sogelife Bulgaria IJSC, Sogelease Bulgaria Ltd. | 5. 2. 2013 |
| Group Insurance Agreement of lessees/co-debtors on leasing contracts concluded with Sogelease Bulgaria - Master Policy \#1027 + 1 Amendment | Sogelife Bulgaria IJSC, Sogelease Bulgaria Ltd. | 5. 2.2013 |
| Framework insurance policy \#1012 | Sogelife Bulgaria IJSC, TBI Credit JSC | 5. 2. 2013 |
| Quota Share Reinsurance Treaty (Vital Premium USD), ID no. SGLX2015 | Sogelife Luxembourg SA | 1.1.2015 |
| Service level agreement | Sogessur SA | 1.1.2016 |

C. An Assessment of the Advantages and Disadvantages Arising from the Relations within the Group and an Assessment of Injury

## The Advantages and Disadvantages arising from the Relations within the Group

Since the acquisition of Komerční banka, a.s. by SG in 2001, the Company started implementing SG's bank-insurance business model. This business model has been already bully implemented and today KP's products are offered and sold mostly through the distribution networks of SG Group companies. The whole Group takes advantage of mutual synergistic effects including product pooling, a strong international brand and SG's know how. The advantages of the Company's integration in the SG Group contribute to the Company's positive financial results.

## Injury Assessment

The Company's Board of Directors has reviewed all arrangements put in place between the Company and the companies that were part of the Group during the 2018 reporting period and states that the Company incurred no injury as a result of any contracts, agreements or any other legal acts made or implemented by the Company or as a result of any other influence otherwise exerted in the reporting period.

Prague, on 26 March 2019


Gaël Loaec
Chairman of the Board of Directors and CEO


Helena Indrová
Member of the Board of Directors and Head of Financial Section

## The structure of relationships SG Group

\% of the share capital

FRANCE


Note: Share capital and of the voting rights may vary





[^0]:    ${ }^{1}$ Comparative information has been restated to reflect the presentation of the current period

[^1]:    ${ }^{1}$ https://www.czso.cz/csu/czso/ari/gdp-resources-and-uses-4th-quarter-of-2018
    ${ }^{2}$ https://www.czso.cz/csu/czso/ari/consumer-price-indices-inflation-december-2018
    ${ }^{3}$ https://portal.mpsv.cz/sz/stat/nz/mes

[^2]:    ${ }^{1}$ According to the non-public statistics of the Czech Insurance Association distributed to CAP members

[^3]:    ${ }^{1}$ Comparative information has been restated to reflect the presentation of the current period

[^4]:    Note: the above mentioned \% reflects share on equity that could be different from \% share on voting rights

