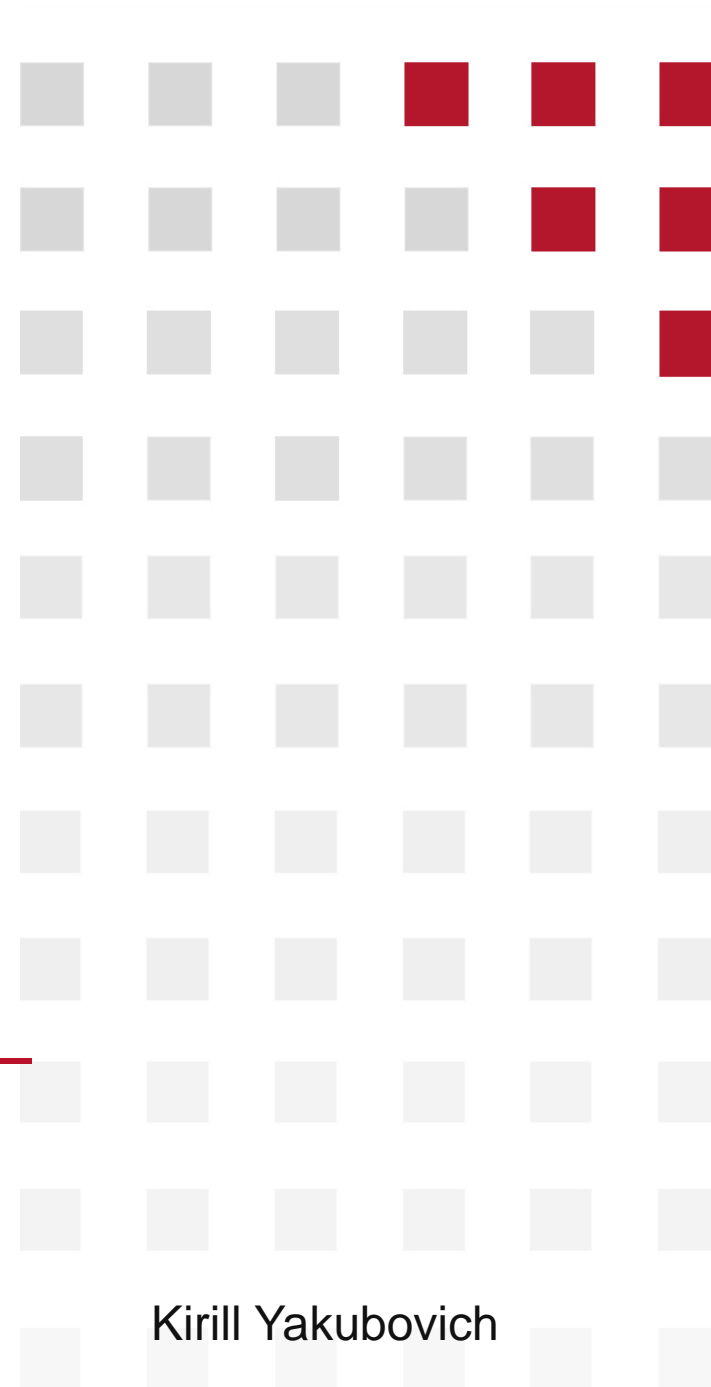




## Investment protection products

Belorussian Investment Conference 2009,  
April 17<sup>th</sup>, Minsk / BY



Kirill Yakubovich

- I. ERGO Insurance group
- II. ERGO in Belarus
- III. ERGO's investment protection products
- IV. ERGO valuables

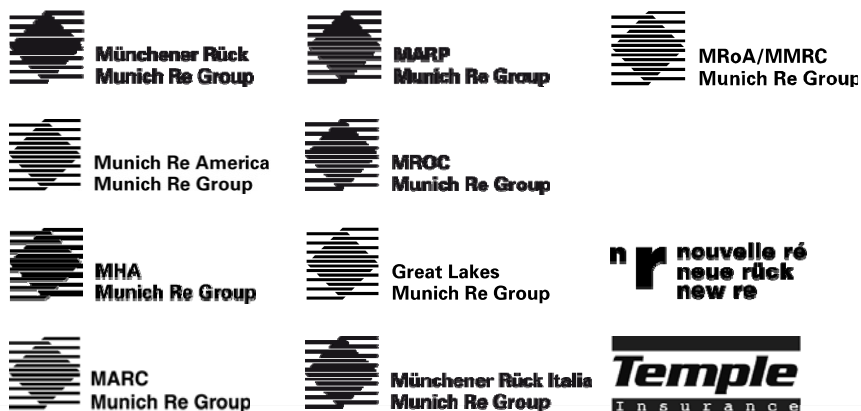
# I. ERGO is part of Munich Re Group, one of the world's largest reinsurers



ERGO Insurance Group

## Munich Re Group

### Reinsurance



### Primary Insurance



Watkins Syndicate

## Asset Management



Premium volume of €38 billion, €175 billion assets under management.  
In the financial year 2008, Munich Re Group achieved a profit of €1,53 billion.

# I. ERGO serves 40 million customers through a multi-channel sales strategy with strong brands



ERGO Insurance Group

Munich Re Group

Reinsurance

Primary insurance

Asset Management

- Active in **all business segments**
- **Strong brands**
- **Multi-channel sales strategy**
  - 21,000 tied agents
  - Brokers
  - Bancassurance
  - Direct insurance
  - Multi-level sales organisations
- **40 million customers** worldwide, thereof **20 million in Germany**
- **Munich Re is majority shareholder** with 94.7%

\* Only ERGO companies with a premium volume of more than €50m are listed by name

## Germany

### Life



### Health



Karstadt Quelle Versicherungen

### Property & casualty

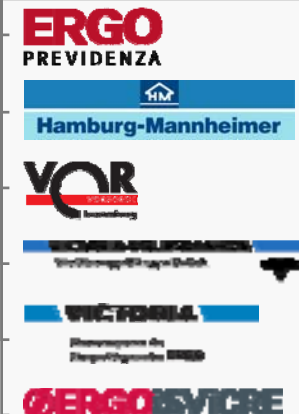


### Legal expenses



## International\*

### Life



### Health



### Property & casualty



### Legal expenses

DAS

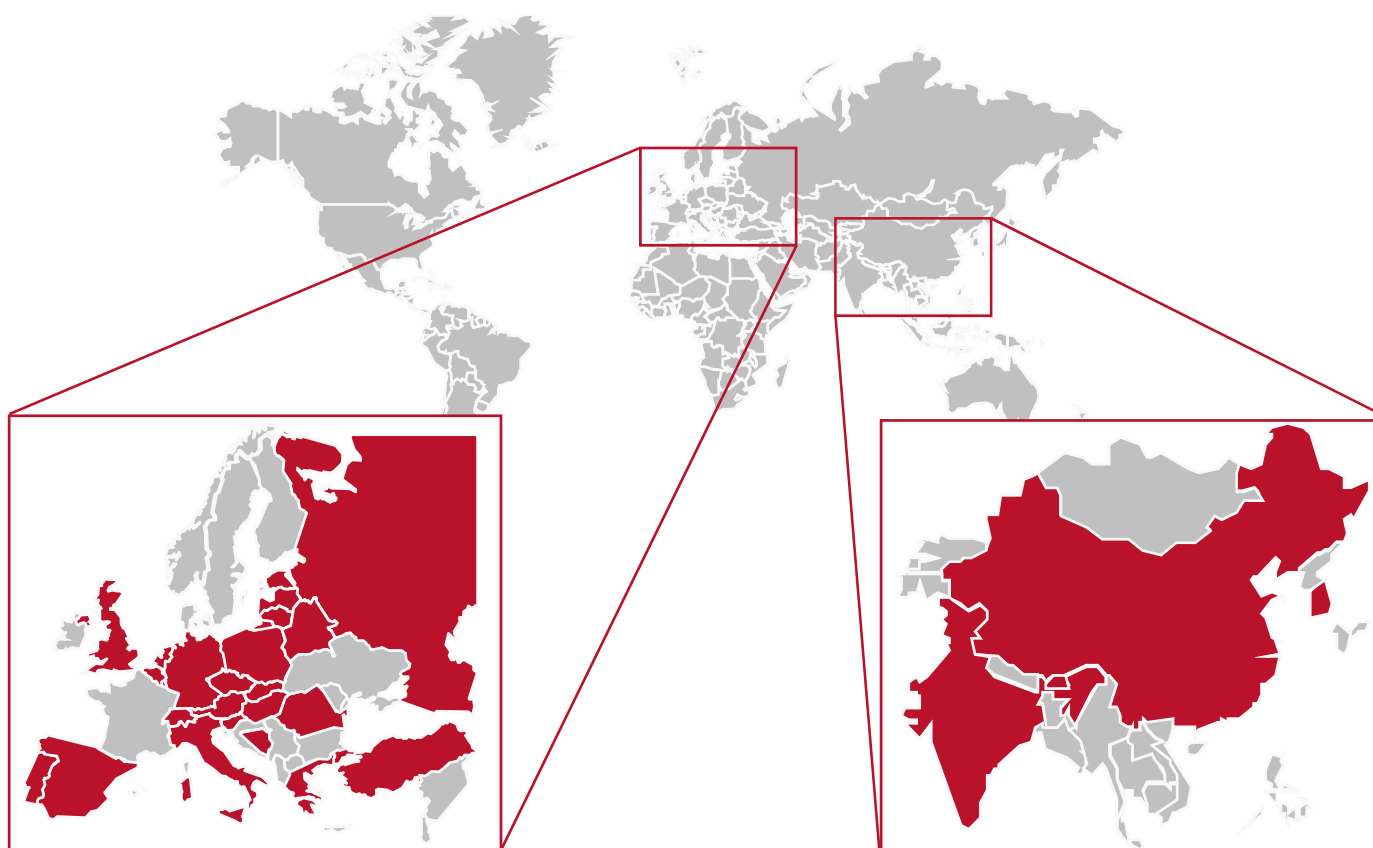
Subsidiaries and branches in Austria, Belgium, Czech Rep., Estonia, Greece, Hungary, Ireland, Italy, Luxembourg, Poland, Slovakia, Spain, Switzerland, the Netherlands and UK

# I. ERGO's international activities focus on Europe and Asia



ERGO Insurance Group

Increased share of international business from 8% (1997) to 24,3% in 2008



Focus region Europe

Focus region Asia

Management priority to increase profitability

M&A or greenfield to enter fast-growing (emerging) markets

Regional approach and line-of-business focus

Partner approach in distribution

Transfer of technical and administrative know-how

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## II. In 2008 ERGO entered the Belorussian insurance market



### ERGO in Belarus

Object of ERGO (especially of ERGO Baltic companies) is to have a presence in the Belorussian market, because of the significantly increasing business relationships between the Baltic's and Belarus. Moreover ERGO will be strategically well-positioned on a liberalization of the market

Maximum 35 % interest per shareholder

Uncomplicated increase of the share (without new registry process) possible

Prior business interest of the Baltic ERGO companies is adequately displayed by the shareholder structure

Management mainly through ERGO Baltics (Supervisory Board and Management Board present on site)

Until 2011 required stock capital of 1 Mio. € will be financed basically by retained annual profits



Focus region Belarus

Shareholder of JSIC "ERGO"	Share
OAO Belmagistralavtotrans / Belarus	20,04 %
OAO ATEP-5 / Belarus	4,98 %
Private persons / Belarus	14,98 %
<b>ERGO</b> International AG / Germany	20,00 %
<b>ERGO</b> Lietuva UADB / Lithuania	20,00 %
<b>ERGO</b> Kindlustuse AS / Estonia	20,00 %
<b>TOTAL</b>	<b>100,00 %</b>

## II. Key data of JSIC “ERGO” 2008



ERGO in Belarus

- **Share capital:** BYR 1.957 Million (about € 750 thous.)\*
- **Staff:** 21 employee and more than 80 tied agents
- **GWP:** BYR 4.827,2 Million (about € 1,57 Million): in direct business BYR 2.469,4 Million (about € 802.500,-) with an increase of 127% and indirect business BYR 2.357,8 Million (about € 766.230,-) with an increase of 159%
- **Market position:** 14<sup>th</sup> (19 participants), 11<sup>th</sup> according to the profit (7<sup>th</sup> in Travel medical)
- **Loss ratio** (brutto): 43%
- **Profit:** BYR 693,9 Million (about € 225.500,-)
- **Profit after tax:** BYR 385,7 Million (about € 125.300,-)
- **Premises:** current value about € 750.000,-

\* as of 16.04.2009



# Agenda



Agenda

- I. ERGO Insurance group
- II. ERGO in Belarus
- III. ERGO's investment protection products
- IV. ERGO valuables

### III. Legal entities' property insurance



#### You can insure

- buildings, structures
- transmission devices
- mobile and stationary machinery and equipment
- production and goods reserves, ready-made products, goods, production in progress
- sites of major construction works in progress
- other types of main components (parts thereof)

#### Risks insured

- fire, lightning, explosion, falling of a piloted airborne vehicle, parts or cargo thereof
- natural disasters
- water supply and/or heating system emergencies
- machinery and equipment breakdown (emergency)
- theft, burglary, plunder
- unlawful actions of third parties
- damage caused by water
- road accidents (emergencies)

#### Main insurance conditions

- An insurance contract may be concluded for a term of one day to one year inclusively. Payments may be made both in Belarusian rubles and in a foreign currency
- The amount of insurance premium is established by ERGO specialists for each individual client and depends on the following:
  - category of the property insured (building, machinery, etc.);
  - conditions of keeping, storage, and maintenance of the property insured;
  - security assurance conditions;
  - number of risks insured.

#### ERGO compensates

- In case of loss (destruction) of the property insured - **the value of the lost (destroyed) property** as of the date of the insured event less any remaining elements suitable for use
- In case of damage to the property insured - **the costs of restoration** of the damaged property

### III. Accident insurance for employees



#### You can insure

- your pecuniary interests with regard to damage to the life and health of your company's employees as a result of an accident

#### Risks insured

- temporary damage to health as a result of an accident
- permanent damage to health (disability) as a result of an accident
- death as a result of an accident

#### Main insurance conditions

- The amount of the sum insured is set by agreement of the parties in a foreign currency or in Belarusian rubles
- The amount of insurance premium is established by ERGO specialists for each individual client and depends on the following:
  - amount of the sum insured;
  - profession of the insured person;
  - validity of the insurance policy (during business hours, in everyday life, around the clock);
  - term of the contract
  - availability of insurance contracts concluded earlier.

#### ERGO disburses

- In case of temporary or permanent damage to health (disability) – **a part or the whole amount** of the sum insured depending on the grade of the damage
- In case of death of the insured person - **the whole amount** of the sum insured

### III. Motor vehicle insurance



#### You can insure

- cars, cargo and passenger vehicles, trucks, haulers
- buses, minibuses, caravan vehicles
- motorcycles
- tractors, trailers, agricultural vehicles
- special vehicles (fire fighting vehicles, ambulance vehicles), vehicles for special works (ride-on rollers, bulldozers, digger, transporters, loaders, scrapers, graders, asphalt machines, garbage vehicles, etc.)
- trailers and semi-trailers for vehicles
- additional equipment

#### Risks insured

- road accidents (emergencies)
- vehicle theft
- theft of main joints and parts
- fire, self-ignition or explosion
- unlawful actions of third parties
- natural disasters: earthquakes, lightning, strong wind, hail, heavy rain, heavy snowfall, high water level, rising groundwater, soil subsidence, avalanches, landslides
- damage caused by animals

#### Main insurance conditions

- The amount of insurance premium is established by ERGO specialists for each individual client and depends on the following:
  - vehicle type;
  - vehicle make and model;
  - territory of use of the vehicle and of validity of the insurance contract ;
  - term of the contract;
  - other factors (year of manufacture, availability of antitheft systems, conditions of storage at night, etc.).

#### ERGO compensates

- In case of loss (destruction) of the vehicle insured - **the value of the lost (destroyed) vehicle** as of the date of the insured event less any remaining elements suitable for use
- In case of damage to the vehicle insured - **the costs of reparation** of the damaged vehicle

### III. Cargo insurance



#### You can insure

- the transported cargo during the period of transportation by any means of transport: transportation by road, air, water, railway, combined transportation

#### Risks insured

- all types of risks that might lead to damage or complete loss of the entire cargo or a part thereof

#### Main insurance conditions

- An insurance contract may be concluded both for the term of a single instance of cargo transportation and for transportation of different lots of similar cargo during a certain term (quarter, navigation, year)
- The amount of insurance premium is established by ERGO specialists for each individual client and depends on the following:
  - the amount of the sum insured;
  - type of cargo transportation;
  - geographical area of transportation;
  - goods type of the transported cargo.

#### ERGO compensates

- In case of damage or loss (destruction) of the goods transported – **the value of the damaged or lost (destroyed) cargo**

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## IV. ERGO culture values what ERGO stands for



ERGO valuables



**E** as excellence

**R** as results

**G** as group spirit

**O** as openness

## IV. Our contacts



Contact information

ВСЕ ВИДЫ СТРАХОВЫХ УСЛУГ

**НАДЕЖНО,  
СОЛИДНО,  
КАЧЕСТВЕННО**

Страховая группа ERGO  
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Тел.: +375 17 250 2663  
Факс: +370 17 250 3984  
E-mail: [info@ergo.by](mailto:info@ergo.by)  
[www.ergo.by](http://www.ergo.by)

**ERGO**

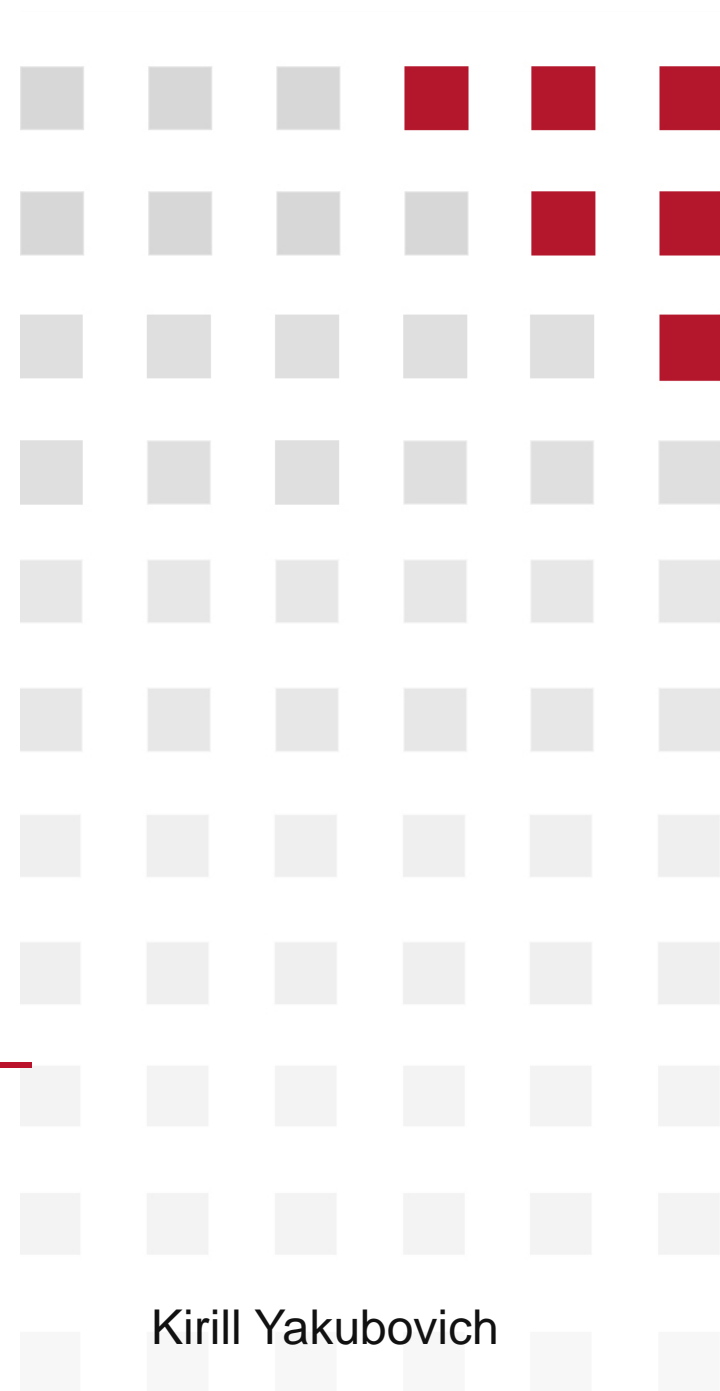
ЗАО «Страховая компания «ЭРГО». УНП 100367422 Министерство финансов Республики Беларусь  
Лиц. №02200/0447183 от 26.02.2004 г., продлена 2.02.2009 г. до 26.02.2014 г.

# ERGO

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