

Apeiron Insurance Project



Apeiron Report 2021



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About Us.

Apeiron Insurance Project, has been operating for **4 years** in the Greek Insurance Market comprised of experienced, capable and well-known management

Apeiron Insurance Project, is the first **M.G.A.** (Managing General Agents) company in Greece, with the purpose to **represent** foreign insurance companies by distributing **top insurance products** to all lines of businesses at the best price in co-operation with the largest Reinsurance Companies.

Special Representative of **Zavarovalnica Triglav d.d.** as **MunichRe** reinsures the general sectors of all insurance works assumed by Apeiron Insurance Project in Greece.

- Innovation
- Technology
- Insurance

640
Partners



70.000
Insured Vehicles

20
Employees

Settlement
Duration
1 to 5 days

About Us.



Since day one Apeiron Insurance Project, has practically stood by its partners and customers, providing significant advantages and a wide range of innovative products and coverages

Highlights

- Theft of Motorcycle
- Own Damages Motorcycles
- Rental Vehicles
- Own Damages Rental Vehicles
- Taxis
- Roadside Assistance of Heavy Vehicles
- Plate glasses for Tractors
- New cover Claims Care

The company is constantly upgrading its underwriting range with an affordable pricing approach. Through its operations, Apeiron Insurance Project is a stable and safe choice for its partners and clients even in the most difficult and special risks.

Financial Results.

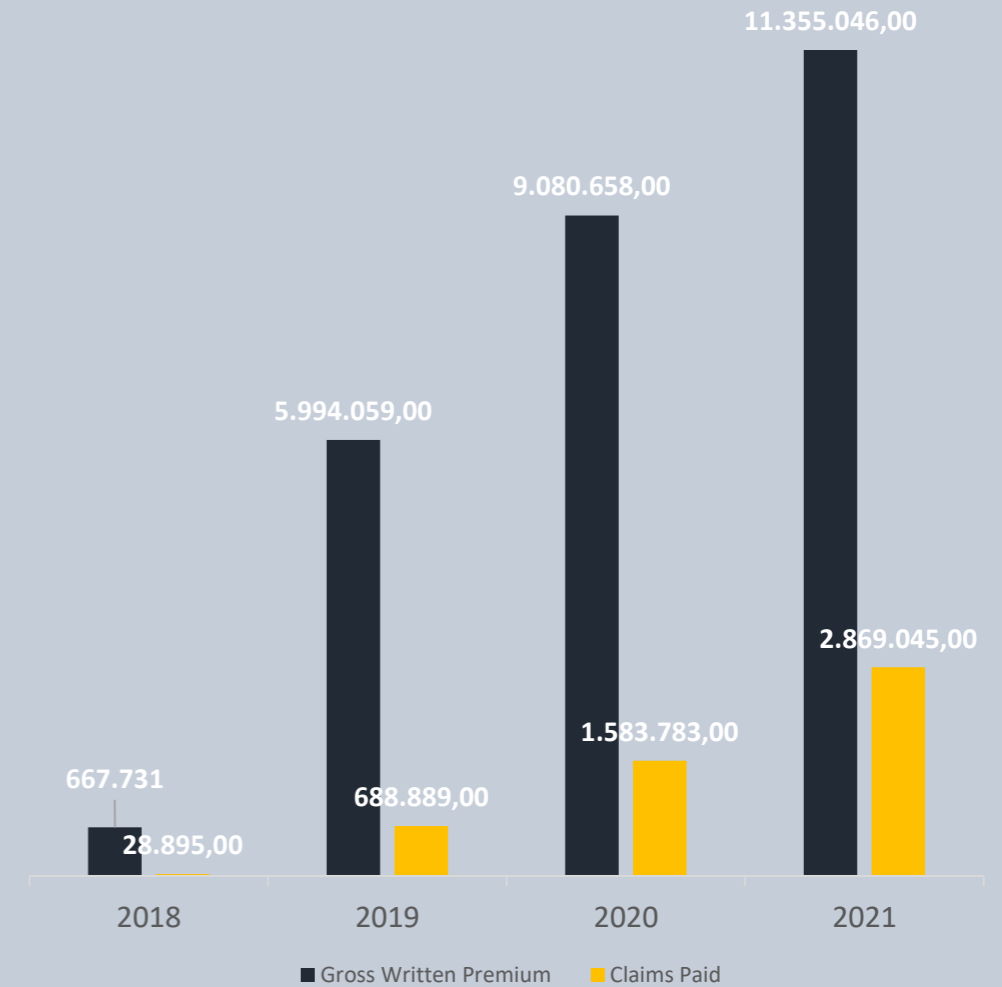
In 2021, we operated in an environment of persisting difficulties due to the COVID-19 pandemic, as well as the intense competition that dominates the vehicle insurance market.

The Company's financial results, even under such conditions, are excellent.

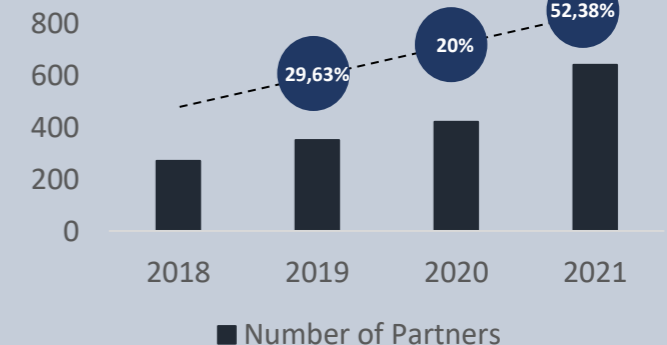
The reasons that lead the company to positive results

- Client focus
- Experienced and specialized staff
- Prompt and efficient service
- Direct settlement of claims
- Innovative insurance products and services
- Insurance products tailored to the customer's needs
- Clear terms and conditions
- Quality insurance products and services
- Diverse and innovative marketing and sales approaches
- Corporate Social Responsibility
- Digital Transformation

Gross Written Premium and Claims Paid



Partners



Digital Transformation.

Apeiron Insurance Project continues its digital transformation process with the aim for total digitalized services and processes.

By developing digital services and technologies, the automation of processes ensures the best experience and full transparency to its customers and partners.

Pre-insurance evaluation

100% of vehicle Pre-insurance evaluation Was carried out through the YouCit e-service.

Underwriting / Settlement Services

Digitalized and personalized processes are applied to underwriting and settlement services ensure the best user experience to our clients



In 2021, Apeiron Insurance Project followed a customer focus model with integrated and responsible management of customer relations with the aim to Improve communication with existing and potential customers with more direct claim underwriting and settlement processes.

Three values. One trust.

The Triglav Group and Zavarovalnica
Triglav d.d. Annual Report

2021

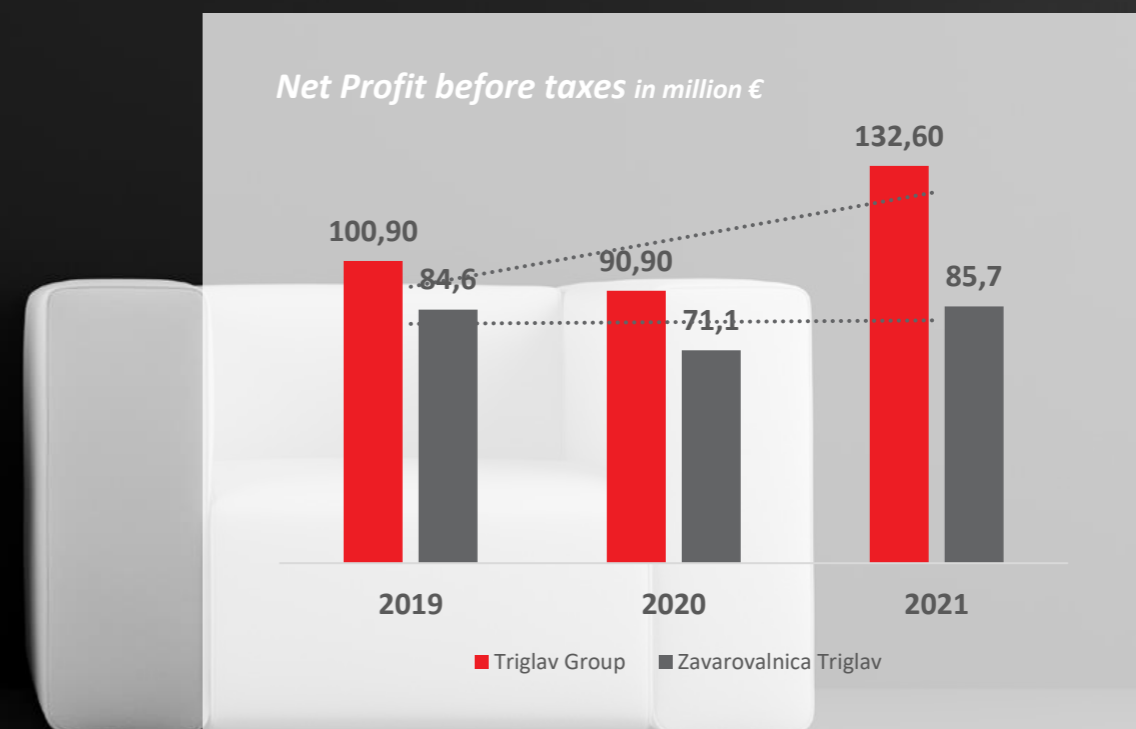
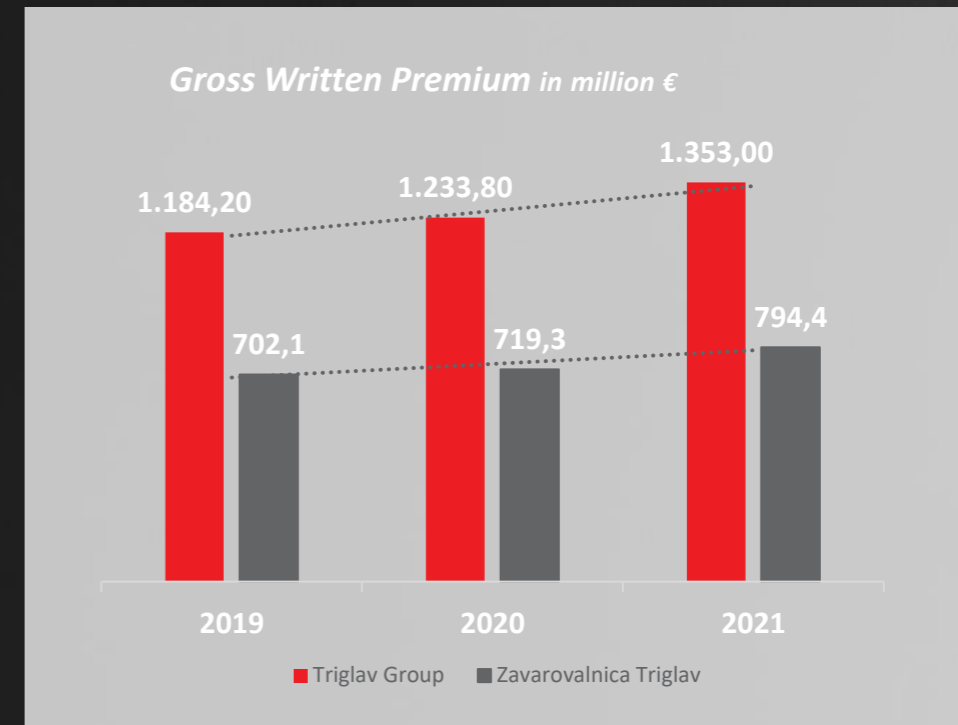
Three Values One Trust

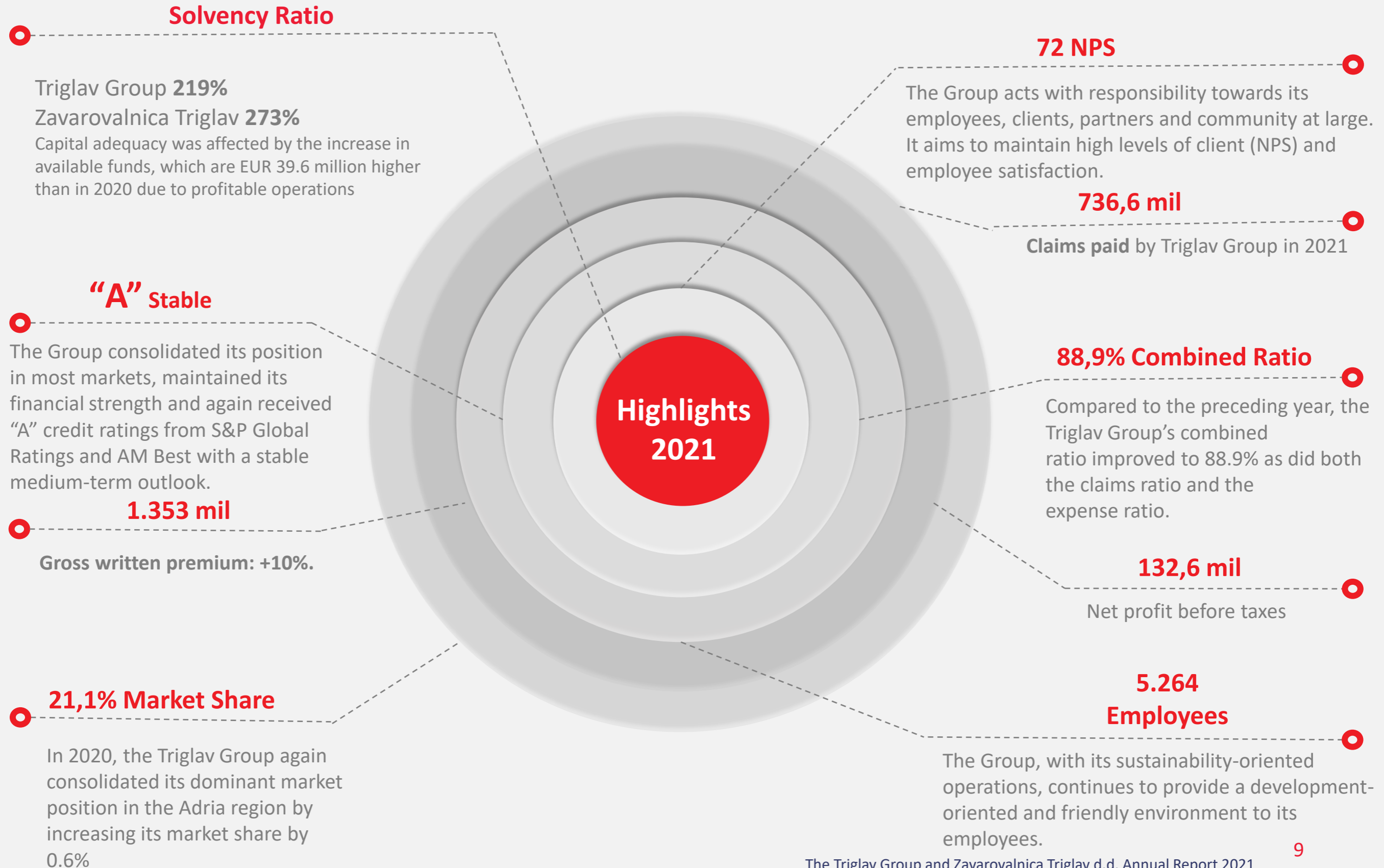
- > Responsiveness
- > Simplicity
- > Reliability

Triglav

Group's values are the force behind its operations. By implementing these values in the unpredictable year of 2021, the following key objectives were achieved:

- The Group operated at a profit and recorded high profit growth.
- The Group strengthened the trust of its key stakeholders and sustainable development orientation in both core activities, i.e. insurance, and asset management.
- The Group strengthened its position in the region and set ambitious goals for 2022–2025.





Activities, markets and position of the Triglav Group

The Triglav Group is the leading insurance/financial group in Slovenia and the Adria region as well as one of the leading groups in South-East Europe. The Group operates in seven markets in six countries. Furthermore, it operates in the wider international environment through partnerships with foreign insurance brokerage and agency companies as well as reinsurers.

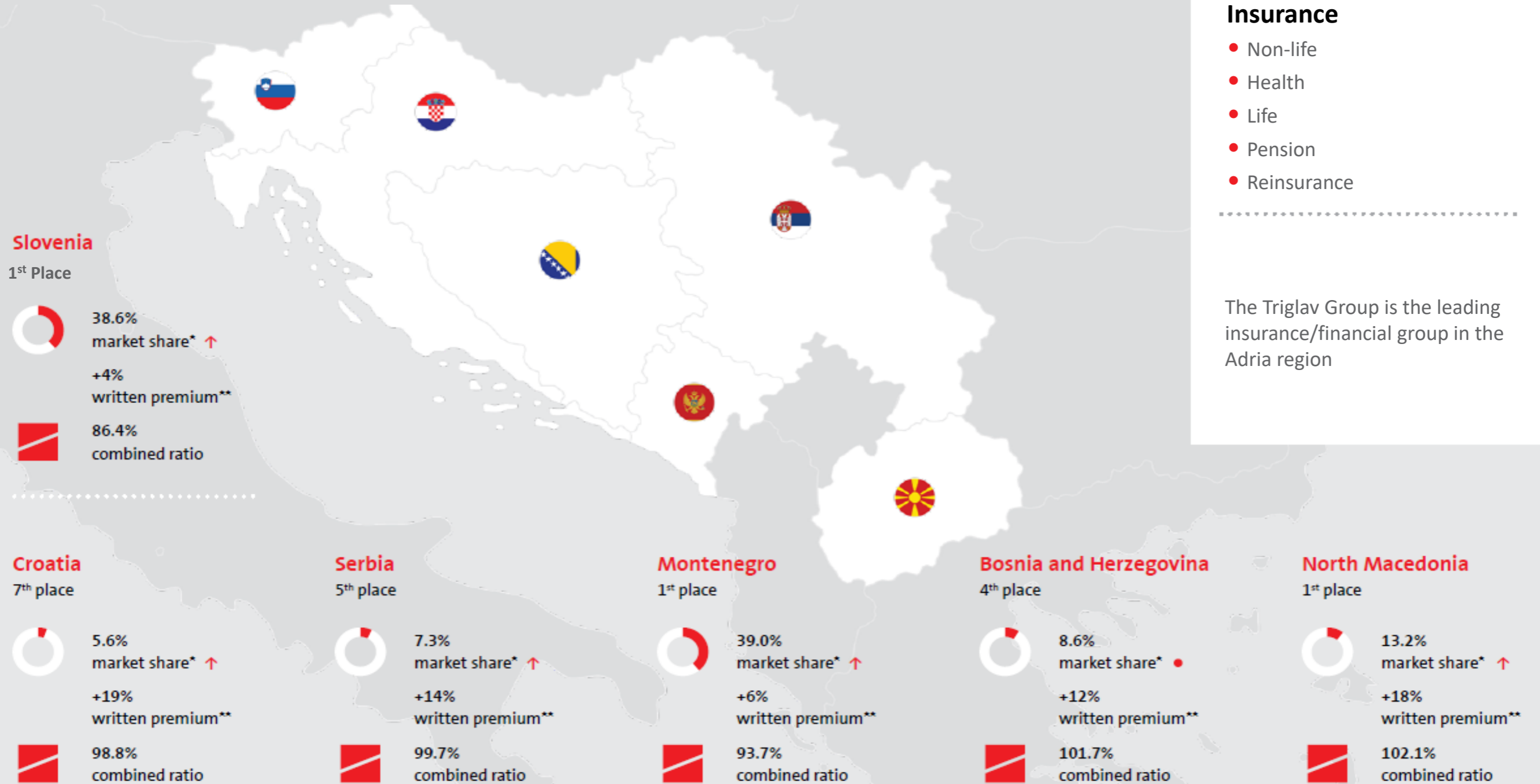


Strategic activities

Insurance

- Non-life
- Health
- Life
- Pension
- Reinsurance

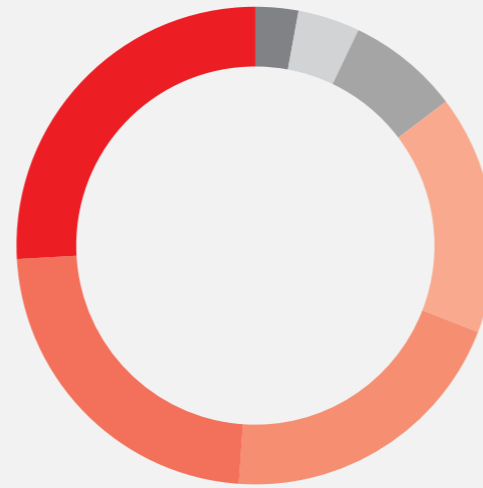
The Triglav Group is the leading insurance/financial group in the Adria region



* The data show the market share of the Triglav Group by an individual market. Data shown for Serbia is for January–September 2021. 8 GRI GS 102-2, 102-4, 102-6

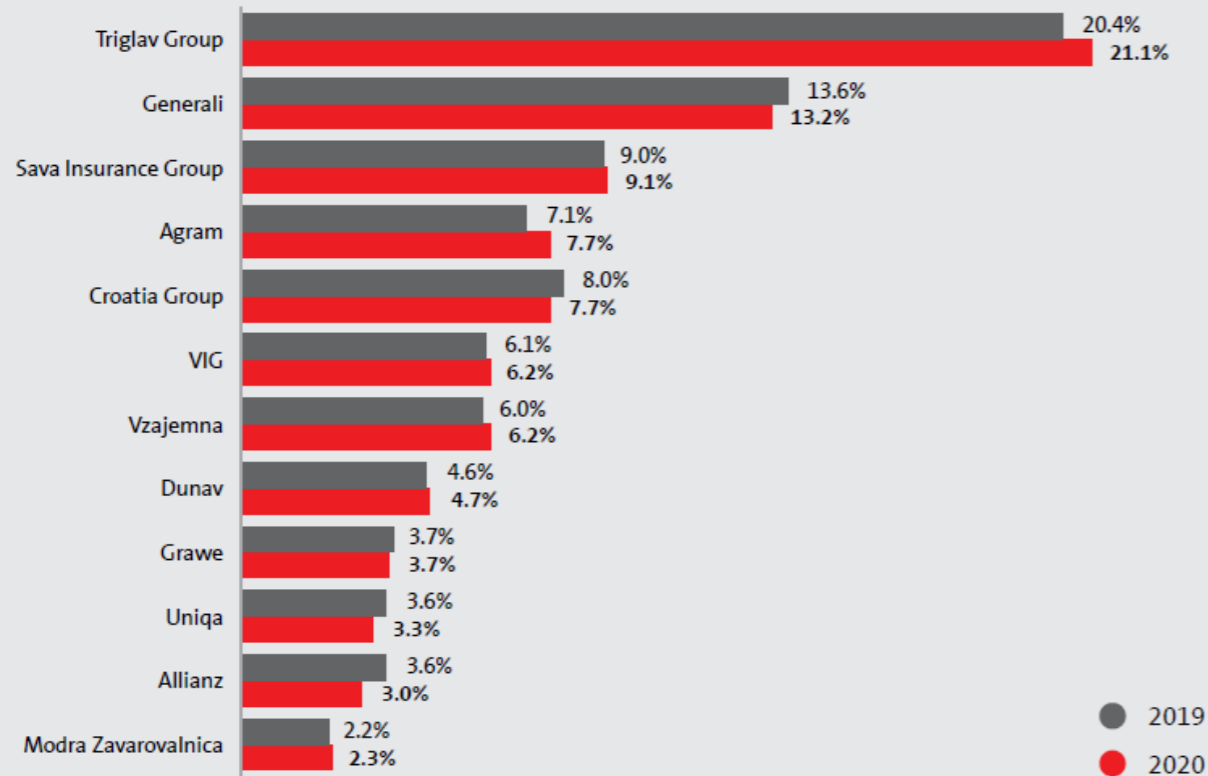
** The data show the growth of the Triglav Group's gross written premium by an individual market.

Triglav Group
2021

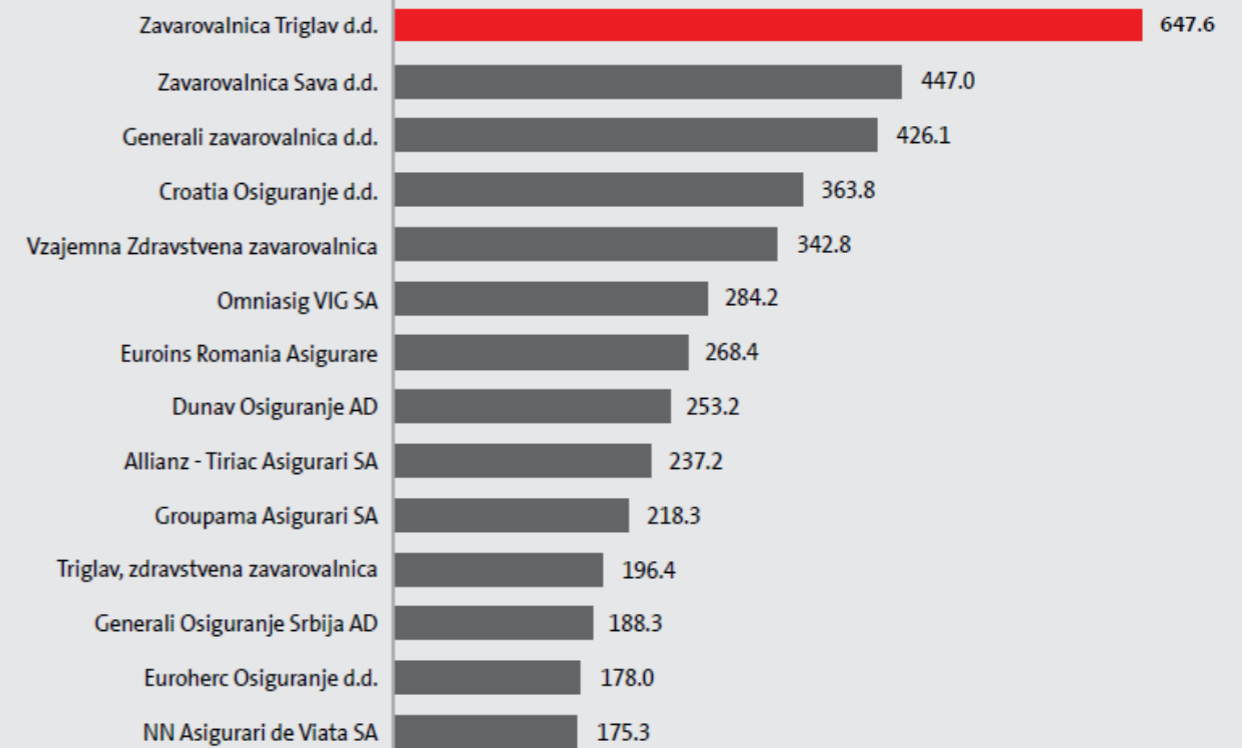


- P. A 2,9%
- Liability 4,2%
- Other 7,6%
- Health 16,2%
- Life and Pension 20,2%
- Property 23,0%
- Vehicles 25,9%

The market share of the insurance undertakings in the Adria region in 2020 and 2019 (%)*



The largest insurers in South-East Europe by written premium in 2020 (million EUR)



* Data for 2021 not yet available.

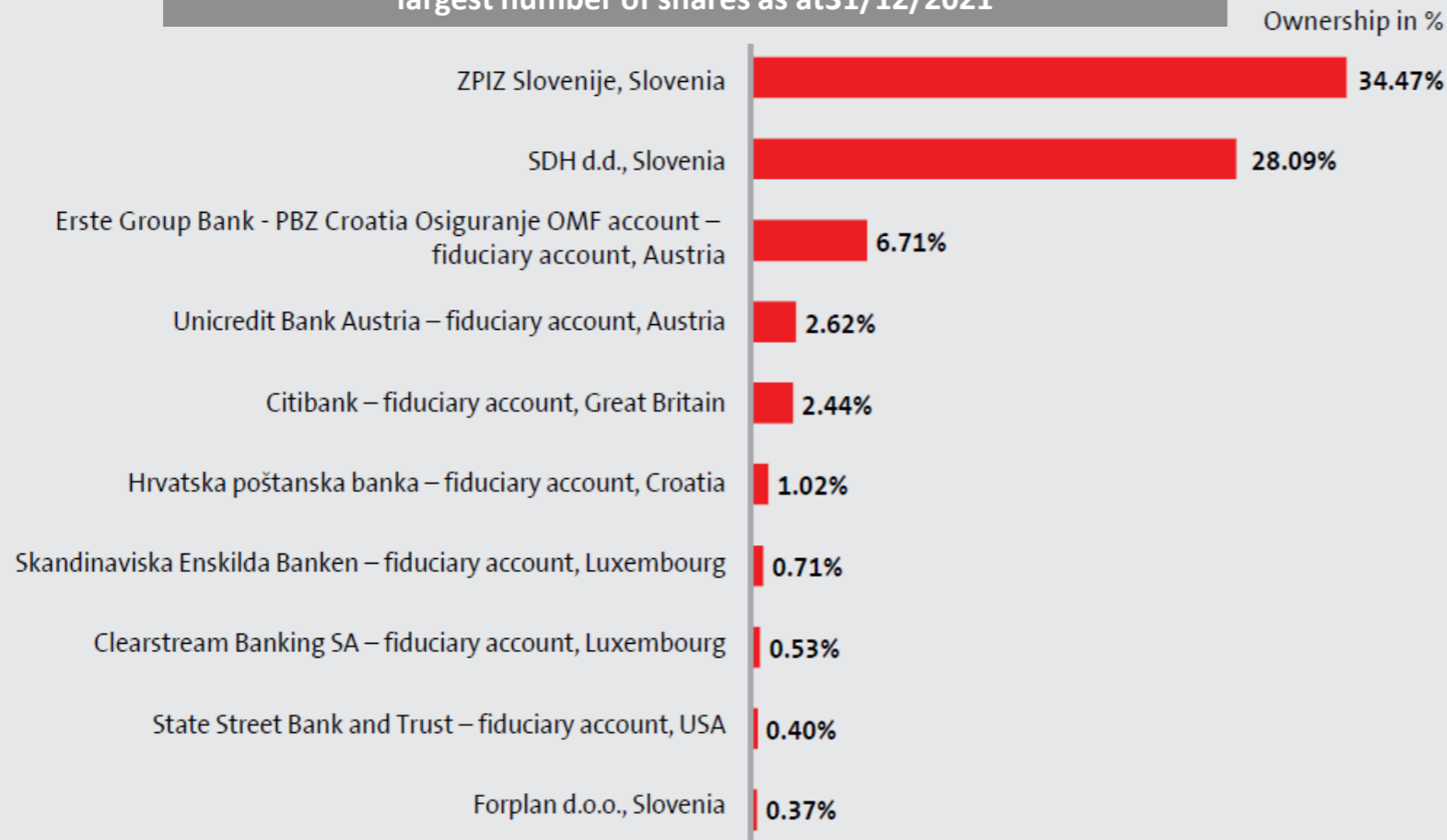
Πηγή: Zavarovalnica Triglav's calculation based on the data of national insurance supervision agencies and insurance associations.

Πηγή: SeeNews 2021.

Capital adequacy of the Triglav Group and Zavarovalnica Triglav

	Triglav Group		Zavarovalnica Triglav	
	31 Dec. 2021	31 Dec. 2020	31 Dec. 2021	31 Dec. 2020
Available own funds (EUR million)	1,007	968	1,022	983
SCR (EUR million)	459	404	374	318
Capital adequacy (%)	219	240	273	309

Top 10 subscribers in Zavarovalnica Triglav's share register holding the largest number of shares as at 31/12/2021



Credit ratings of Zavarovalnica Triglav since 2008

Year	Credit rating	Medium-term outlook	Rating agency
2021	A	Stable →	AM Best S&P Global Ratings
2020	A	Stable →	AM Best S&P Global Ratings
2019	A	Stable →	AM Best S&P Global Ratings
2018	A	Stable →	AM Best S&P Global Ratings
2017	A	Stable →	AM Best S&P Global Ratings
2016	A	Stable →	AM Best S&P Global Ratings
2015	A-	Positive ↑	AM Best S&P Global Ratings
2014	A-	Positive ↑	AM Best
	A-	Stable →	S&P Global Ratings
2013	A-	Stable →	S&P Global Ratings
	BBB+	Positive ↑	AM Best
2012	A-	Negative ↓	S&P Global Ratings
2011	A	Negative ↓	S&P Global Ratings
2010	A	Stable →	S&P Global Ratings
2009	A	Stable →	S&P Global Ratings
2008	A	Stable →	S&P Global Ratings