Allianz penzijní fond, a. s.

# Annual Report 2010

# Allianz 🕕

### Basic Economic Facts

Brief Summary (in TCZK)	2010	2009	2008	Change
				2010/2009
Equity before allocation of profits to subscribers	976 802	800 056	499 617	22,1 %
Subscribers' assets under management as of 31 December				
(including state support and yield)	9 538 981	8 015 142	6 706 300	19,0 %
Financial investments, of which:	10 352 852	8 687 795	7 111 868	19,2 %
Shares, mutual fund shares and other ownership interests	122 385	-	-	-
Debt securities	9 837 921	8 494 810	7 013 966	15,9 %
Bank deposits	392 546	192 985	97 902	103,4%
Revenue from financial placements, of which:	378 312	312 400	270 189	21,1 %
Revenue from interest and similar revenue	377 507	312 400	270 189	20,8 %
Revenue from shares and mutual fund shares	805	-	-	-
Profit	309 753	251 099	220 030	23,4 %
Average age of clients	45	45	45	-
Number of clients	164 176	143 275	123 075	14,6 %
Average monthly deposit (in CZK)	509	499	493	2,0 %
Number of contracts with employer contributions	51 638	45 936	39 128	12,4 %
Average registered number of employees	29	21	22	-

Allianz penzijní fond, a. s.

Annual Report **2010** 



One think: Select a pension fund providing an above-standard return on your contributions.

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## Introduction of the Chairman of the Board of Management



Dear Ladies and Gentlemen,

The year 2010 introduced a number of highly positive changes in pension insurance with state contribution as well as for Allianz penzijní fond. Above all, it was another year of continued successful growth of Allianz penzijní fond. The number of its clients exceeded 164 thousand, increasing by 14.6% year-on-year. Allianz penzijní fond also grew in terms of subscribers' assets under management, which exceeded CZK 9.5 billion in total, marking an increase of over 19% year-on-year.

We owe this success to the excellent financial results of Allianz penzijní fond, which are reflected in the above-standard return on subscribers' contributions in the mid and long term, as well as in the growing interest in supplementary pension insurance among citizens. Saving for old age is also becoming increasingly popular

with the reopening of the discussions over pension reform, which – for the first time in the Czech Republic's history – appears to be close to being successfully completed and implemented.

When Allianz penzijní fond won the Pension Fund of the Year 2009 in the Bank of the Year competition, it was a tremendous achievement as it was our first award of this kind ever. In this respect, 2010 was even more successful for us, as Allianz penzijní fond again won as the Pension Fund of the Year 2010 in the Bank of the Year competition, was awarded Zlatá koruna 2010 for its Allianz Supplementary Pension Insurance product and also won Zlatý měšec 2010 for the best financial institution among pension funds. Such results in the prestigious competitions of financial institutions in the Czech Republic commit us to further improvement of the services we provide to our clients.

Allianz penzijní fond has always favoured rather a conservative investment strategy, which has been the key to our success in investments, particularly over the past few years. Our pursuit of this strategy has also provided a very solid basis and room for investments that will further increase the return potential of the invested funds for the future. Deposits for supplementary pension insurance are one of the safest forms of investments for old age, as – despite conservative investing – they yield a favourable return and are subject to triple supervision: by the Czech National Bank, which supervises over the financial stability of the fund; the Czech Ministry of Finance, which controls the provision of state contributions; and the depositaries, who monitor the functioning of the pension fund on a daily basis.

The success of Allianz penzijní fond relies on the synergy of activities with Allianz pojišťovna, mainly in attracting new clients and in customer care. The loyalty programme offered to clients in cooperation between Allianz pojišťovna and Allianz penzijní fond is one of the most popular in the market, with an ever increasing number of clients benefiting from its comprehensive cross-selling discount system.

We are aware that our tasks also include addressing the future of provisions of sufficient citizens' income for the time after they retire. For this reason, we are actively involved in the Association of Pension Funds, where we promote the preparation of pension reform as well as further development of conditions for voluntary savings of citizens for old age. In this respect, supplementary pension insurance is presently the best investment tool available. Our mission is to contribute to making sure that it remains so. This is why we actively advocate transformation among pension funds in the Czech market so that subscribers' assets are separated from the assets of the funds in order to further safeguard subscribers' deposits, provided that all entitlements and guarantees of the current subscribers are preserved.

In the future, such successful transformation will be the first step for pension funds to be allowed to also manage subscribers' contributions in what is known as the 2nd state pillar of the pension system, which is likely to be launched in upcoming years. Citizens will, thus, have the opportunity to entrust administration of their pension savings to one institutional investor, which will be safe and strong in capital and will manage their finances comprehensively, efficiently and flexibly.

I would like to thank all subscribers of Allianz penzijní fond for their trust, which we enormously value, managing the entrusted funds so as to generate their highest possible return. I would also like to thank all our agents for their cooperation, without which Allianz penzijní fond would have neither achieved such growth, nor won such awards.

Our aspiration in the area of supplementary pension insurance with state contribution is to be the first and trusted point of call for all citizens of the Czech Republic considering old age provisioning.

JUDr. Petr Poncar Chairman of the Board of Management

## Board of Management

**JUDr. Petr Poncar** Brandýs nad Labem **RNDr. Martin Vítek** Praha 4

Ing. Mgr. Václav Bohdanecký Roztoky **Ing. Robert Mareš** Praha 10

## Supervisory Board

**Mgr. Josef Lukášek** Čelákovice

**Ing. Petr Sosík, PhD., CFA** Bedihošť

Marc Smid Mnichov

as of 31 December 2010

## Allianz penzijní fond

Allianz penzijní fond has been established as of 31 August 1997 by merging Allianz-HYPO penzijní fond, a. s. and Živnobanka penzijní fond, a. s. Since the end of 2000, the company has been a 100% subsidiary of Allianz pojišťovna, a. s.

Allianz penzijní fond is one of the best performing pension funds in the Czech market; throughout the company's history, it has never recognized subscribers' yield below 3 percent. In the time of the financial crisis, Allianz penzijní fond was the only pension fund operating in the Czech Republic not having to proceed with an increase of the registered capital in order to maintain its stability.

The year 2010 was yet another very successful year for Allianz penzijní fond, a. s.

For the year 2010, Allianz penzijní fond assumes to credit its subscribers again with one of the highest annual returns in the Czech market, at the rate of approximately 3%.

The success of Allianz penzijní fond has been proven by long-term financial and business results, as well as by awarded prizes: first place in the public opinion poll Zlatý měšec 2010, or the prestigious title of the Pension Fund of the Year 2010 won in the Fincentrum Bank of the Year 2010 competition. In addition, Allianz penzijní fond won the Zlatá koruna 2010 award in the polls organized by the Financial Academy of Zlatá koruna as the best financial product in the Supplementary Pension Insurance category.







## Allianz Supplementary Pension Insurance

Supplementary pension insurance from Allianz are the best way to ensure sufficient future income. With outstanding and stable revenues achieved by Allianz penzijní fond, guaranteed return, double state support (state contributions and possible tax deductions), you can maintain your living standard.

#### Benefits of supplementary pension insurance

- Savings starting at CZK 100 per month
- State support of up to CZK 1,800 per year
- Tax benefits of up to CZK 1,800 per year
- Employer's contribution (ideally CZK 24,000 per year)
- Guaranteed non-negative return
- Flexibility (lower or suspended deposits)

#### Superior benefits from Allianz penzijní fond

- Long-term return of at least 3%
- Expected return for the year 2010 of at least 3%
- Widest offer of pensions
- Insurance against serious injury covered by Allianz penzijní fond
- No fees for loyal clients
- "Tax calculator" service free of charge

#### Loyalty programme – products from Allianz pojišťovna at preferential rates

- 5% discount on motor third party liability insurance
- 5% on motor hull insurance
- 10% discount on household, real property and liability insurance

## Allianz penzijní fond allows for payment of all types of benefits according to the supplementary pension insurance Act

- Retirement pension
- Disability pension
- Endowment benefit
- Survivor's benefit
- Lump-sum settlement

#### Allianz penzijní fond has the most extensive offer of pension schemes

- Life annuity
- Life annuity with survivor's benefit
- Life annuity with guaranteed term of payout
- Life annuity with agreed death benefit
- Life pension with linearly increasing amount

## **Business Strategy**

Allianz penzijní fond and Allianz pojišťovna work in close cooperation and coordinate their sales activities. According to a cooperation agreement entered into on 23 February 1995 between the fund and Allianz pojišťovna, the insurance company brokers supplementary pension insurance contracts through the network of its insurance agents.

In 2010, the company continued to grow owing, particularly, to the increase in new sales through all available distribution channels. Year-on-year, the number of new clients rose by 14.6% and the volume of new sales grew by 56%. Over one half of new sales were attributed to the tied-agent sales force of Allianz pojišťovna, the life insurance network of Allianz pojišťovna and Allianz Direct. Multi-level marketing companies accounted for one third of Allianz penzijní fond's new sales. OVB Allfinanz, a.s., Fincentrum a.s, Partners For Life Planning, a.s. and Broker Consulting, a.s. were among the most successful distributors in 2010. Other important distribution channels included brokers.

Despite the 1.7% decline in the interest of employers to contribute to their employees' supplementary pension insurance, as identified by an analysis of the Ministry of Labour and Social Affairs, the number of Allianz penzijní fond's subscribers, whose employers contributed to their supplementary pension insurance, increased by over 12% in 2010.

Given our long-term exceptional financial results in the market, we see a growing interest in the Allianz supplementary pension insurance in all age and social groups, which is a solid basis for ensuring a long-term growth for the company.



One think: Conclude supplementary pension insurance with a fund that has been growing in the long term.

## Financial Results and Portfolio Structure

The year 2010 was another successful year for Allianz penzijní fond in terms of investments and financial results. In 2010, Allianz penzijní fond generated a profit of nearly CZK 310 million, which places it at the top in proportion to subscriber's funds.

The volume of subscribers' assets rose to CZK 9.5 billion, a 19.0% increase year-on-year. Revenues from financial investments and securities trading also grew year-on-year to nearly CZK 380 million, which is 21.1% more than in 2009. The value of the securities portfolio was over CZK 10.3 billion at year's end, which – again – is nearly 19.2% more than the previous year.

The market value of the portfolio grew owing to the growing number of clients and, hence, the actively managed assets, as well as to the investment strategy, which anticipated a further increase in the prices of bonds and shares during the course of 2010.

Despite the relatively low rates for bonds, Allianz penzijní fond has been successful in reinvesting new subscribers' assets as well as the cash flow from coupons and repaid bonds so as to attain, in line with its investment strategy, a stable high percentage of return compared to the rest of the supplementary pension insurance sector at a low level of market risk.

The results for 2010 were also influenced by the correct decision made in 2009 to take advantage of the amendments in legislation and identify a part of the portfolio as assets held to maturity. This step significantly improved the financial and capital stability of Allianz penzijní fond.

Compared to the previous year, the structure of the portfolio only changed in the shares and mutual funds in the portfolio increasing to CZK 122 million. The underlying factor for the decision to increase the shares component was the positive outlook for its development in 2011.

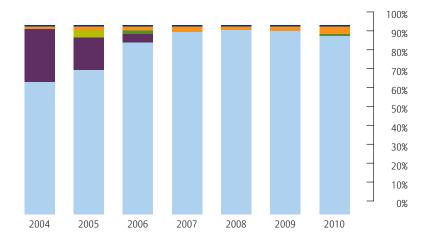
As in past years, investments in bonds were mainly into obligations issued by the Czech Republic and the European Investment Bank; a minimum portion of these were bonds issued by renowned foreign banks, with short-term corporate bonds accounting for even less. Cash was held in short-term deposits with banks.



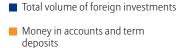
The overall results of Allianz penzijní fond have been contributed to by the long-term conservative strategy in investments as well as responsible financial management with a low cost percentage. Efficient cost management has, among others, relied on the methodology of planning and monitoring of financial management of subscribers' assets throughout 2010.

Owing to the fund's conservative strategy, the sole shareholder of Allianz penzijní fond was not forced to increase its registered capital or equity in past years. Allianz penzijní fond again affirmed its sufficiently strong financial and capital standing in 2010.

Once again, Allianz penzijní fond was able to provide its clients with one of the highest returns in the market for 2010.

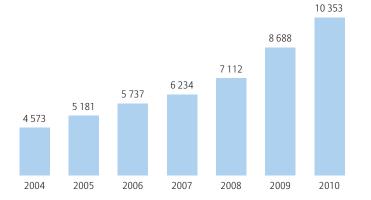


#### Allianz penzijní fond Securities Portfolio Structure



- Real estate acquired to upvalue pension funds
- Mutual funds certificates
- Shares and mutual funds certificates
- Treasury bills
- Total bonds

### Market Value of Allianz penzijní fond Securities Portfolio



 APF portfolio market value (in CZK million)

## Report of the Supervisory Board

Report of the Supervisory Board of Allianz penzijní fond, a. s. (hereinafter referred to as the "Pension Fund") on the results of its supervisory activities, including the review of the Pension Fund's regular financial statements for the financial year 2010, the Report on relations between related parties for the financial year 2010 and its opinion on the proposal of the Pension Fund's Board of Management for the distribution of profits of Allianz penzijní fond, a. s. of the year 2010.

In 2010, all activities of the Supervisory Board of the Pension Fund had been carried out in accordance with applicable legal regulations and the company's Articles of Association. The Supervisory Board of the company had been overseeing the Pension Fund's Board of Management exercising its authorities and competences as well as it had been supervising the company's business activities in general. The Supervisory Board had been informed about the Pension Fund's activities and business results on a regular basis.

The Board of Management of Allianz penzijní fond, a. s. presented the regular financial statements of the company prepared for the financial year 2010 and verified by the auditor, as well as the proposal for distribution of profits generated in 2010to the Supervisory Board. Also, pursuant to provisions of Sec. 66a, paragraph 9 of the Commercial Code, the Supervisory Board reviewed the Report on relations for the year 2009.

Based on the above, the Supervisory Board recommended the general meeting of the Pension Fund to approve the financial statements of Allianz penzijní fond, a. s. as of 31 December 2010 along with the proposal for distribution of profits as presented by the Pension Fund's Board of Management. Furthermore, the Supervisory Board of the Pension Fund recommended the general meeting to approve the Report on relations.

For and on behalf of the Supervisory Board of Allianz penzijní fond, a. s.

Josef Lulia'och

Mgr. Josef Lukášek Chairman of the Supervisory Board



One think: A pension fund that increases the volume of contributions also enhances your security.



KPMG Česká republika Audit, s.r.o. Pobřežní 648/1a 186 00 Praha 8 Česká republika 
 Telephone
 +420 222 123 111

 Fax
 +420 222 123 100

 Internet
 www.kpmg.cz

This document is an English translation of the Czech auditor's report. Only the Czech version of the report is legally binding.

#### Independent Auditor's Report to the Shareholders of Allianz penzijní fond, a. s.

#### **Financial statements**

On the basis of our audit, on 25 February 2011 we issued an auditor's report on the Company's statutory financial statements, which are included in this annual report, and our report was as follows:

"We have audited the accompanying financial statements of Allianz penzijní fond, a. s., which comprise the balance sheet as of 31 December 2010, and the income statement and the statement of changes in equity for the year then ended, and the notes to these financial statements including a summary of significant accounting policies and other explanatory notes. Information about the company is set out in Note I.1. to these financial statements.

#### Statutory Body's Responsibility for the Financial Statements

The statutory body of Allianz penzijní fond, a. s. is responsible for the preparation of financial statements that give a true and fair view in accordance with Czech accounting legislation and for such internal controls as the statutory body determines are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Act on Auditors and International Standards on Auditing and the relevant guidance of the Chamber of Auditors of the Czech Republic. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Obchodní rejstřík vedený Městským soudem v Praze oddíl C, vložka 24185.

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IČ 49619187 DIČ CZ699001996



#### Opinion

In our opinion, the financial statements give a true and fair view of the assets and liabilities of Allianz penzijní fond, a. s. as of 31 December 2010, and of its expenses, revenues and net result for the year then ended in accordance with Czech accounting legislation."

#### Report on relations between related parties

We have reviewed the factual accuracy of the information disclosed in the report on relations between related parties of Allianz penzijní fond, a. s. for the year ended 31 December 2010. The responsibility for the preparation and factual accuracy of this report rests with the Company's statutory body. Our responsibility is to express our view on the report on relations based on our review.

We conducted our review in accordance with Auditing Standard No. 56 of the Chamber of Auditors of the Czech Republic. This standard requires that we plan and perform the review to obtain limited assurance as to whether the report on relations is free of material misstatement. A review is limited primarily to inquiries of Company's personnel and analytical procedures and examination, on a test basis, of the factual accuracy of information, and thus provides less assurance than an audit. We have not performed an audit of the report on relations and, accordingly, we do not express an audit opinion.

Based on our review, nothing has come to our attention that would lead us to believe that the report on relations between related parties of Allianz penzijní fond, a. s. for the year ended 31 December 2010 contains material factual misstatements.

#### **Annual report**

We have audited the consistency of the annual report with the audited financial statements. This annual report is the responsibility of Company's statutory body. Our responsibility is to express our opinion on the consistency of the annual report with the audited financial statements based on our audit.

We conducted our audit in accordance with the Act on Auditors and International Standards on Auditing and the relevant guidance of the Chamber of Auditors of the Czech Republic. Those standards require that we plan and perform the audit to obtain reasonable assurance that the information disclosed in the annual report describing matters that are also presented in the financial statements is, in all material respects, consistent with the audited financial statements. We believe that the audit we have conducted provides a reasonable basis for our audit opinion.

In our opinion, the information disclosed in the annual report is, in all material respects, consistent with the audited financial statements.

Prague 14 April 2011

KPMC Cost republika Audit KPMG Česká republika Audit, s.r.o.

Licence number 71

Licence number 2059

### Balance Sheet as at 31 December 2010

(Translated from the Czech original) 00

CZK	00

ASSETS	Note		2010	2009
1 Cash in hand and balances with central banks			4	13
2 State zero coupon bonds and other securities eligible	4		9 837 921	8 494 810
for refinancing with central bank				
of which: a) securities issued by the government institutions			9 644 374	8 181 450
b) others			193 547	313 360
3 Receivables from banks and co-operative savings associations	5		392 546	192 985
of which: a) repayable on demand			14 434	47 550
b) other receivables			378 112	145 435
6 Shares, units and other investments	6		122 385	0
9 Intangible fixed assets		7	504	328
10 Tangible fixed assets	7		55	101
11 Other assets	8		48 262	40 282
13 Prepaid expenses and accrued income	9		155 085	125 227
Total Assets			10 556 762	8 853 746

LIABILITIES	Note	2010	2009
4 Other liabilities		9 572 040	8 046 714
a) Accounts of Supplementary Pension Insurance Participants	10	9 538 981	8 015 142
aa) Participants' Contributions and State Support		8 434 901	7 056 348
ab) Revenues from Participants' Contributions and State Support		1 054 672	867 224
ac) Unallocated Contributions of Supplementary Plan Participants		9 595	55 601
ad) Benefit Payments		39 813	35 969
b) Other	12	33 059	31 572
6 Provisions	14	7 920	6 976
of which: a) provision for pensions and similar obligations		7 901	6 976
8 Registered capital	15	60 000	60 000
of which: a) registered capital paid up		60 000	60 000
9 Share premium	15	18 736	18 736
10 Reserve funds and other funds from profit		91 571	79 016
12 Capital funds		10 646	10 646
13 Gains (losses) from revaluation	15	379 321	291 749
of which: a) assets and liabilities		382 442	291 749
14 Retained earnings (or accumulated losses) from previous years		106 775	88 810
15 Profit (loss) for the accounting period	15	309 753	251 099
Total Liabilities		10 556 762	8 853 746

0	FF-BALANCE SHEET	Note	2010	2009
	Off-balance sheet assets			
4	Receivables from fixed term transactions	23	198 767	86 250
	Off-balance sheet liabilities			
12	2 Payables from fixed term transactions	23	206 525	91 840

# Profit and Loss Account for the year 2010 (Translated from the Czech original)

CZK 000

	Note	2010	2009
1 Interest income and similar income	16	377 507	312 400
of which: interest income from debt securities		375 591	310 059
3 Income from shares and participation interests:		805	0
of which: c) income from other shares and participation interests		805	0
4 Fee and commission income	17	0	1 490
5 Fee and commission expense	17	-28 530	-19 996
6 Gain or loss from financial transactions	18	-574	4 760
7 Other operating income	19	4 799	2 419
8 Other operating expenses		-123	-105
9 Administrative expenses		-42 502	-48 892
of which: a) employee expenses		-10 501	-9 750
of which: aa) social and health insurance	20	-2 672	-2 350
b) other administrative expenses	21	-32 001	-39 142
11 Depreciation, creation and use of reserves and adjustments to tangible			
and intangible fixed assets		-549	-592
13 Write-offs, creation and use of adjustments and provisions for receivables and	guarantees	-136	-157
16 Release of other provisions		518	494
17 Creation and use of other provisions		-1 462	-722
19 Current year profit (loss) from ordinary activities before tax		309 753	251 099
23 Income tax	22	0	0
24 Net profit (loss) for the accounting period		309 753	251 099

### Statement of Changes in Equity

(Translated from the Czech original) CZK 000

	Registered	Share	Reserve	Capital R	evaluation	Acc. gains	Profit	Total
	capital	premium	funds	funds	gains	(losses)	(loss)	
					(losses)	of previous		
						years		
Balance as at 1.1.2009	60 000	18 736	68 014	10 646	46 783	75 408	220 030	499 617
FX gains (losses) and gains (loss	ses) not							
included in the profit and loss si	tatement				244 966			244 966
Profit distribution			11 002			13 402	-24 404	0
Allocation to participants' accou	ints						-195 626	-195 626
Net profit (loss) for accounting	period						251 099	251 099
Balance as at 31.12.2009	60 000	18 736	79 016	10 646	291 749	88 810	251 099	800 056
Balance as at 1.1.2010	60 000	18 736	79 016	10 646	291 749	88 810	251 099	800 056
FX gains (losses) and gains (loss	ses) not							
included in the profit and loss st	tatement				87 572			87 572
Profit distribution			12 555			17 965	-30 520	(
Allocation to participants' accou	ints						-220 579	-220 579
Net profit (loss) for accounting	period						309 753	309 75
Balance as at 31.12.2010	60 000	18 736	91 571	10 646	379 321	106 775	309 753	976 802

### Notes to the financial statements 31 December 2010

#### **1. BASIC INFORMATION**

#### a) Description of the Company

The regular financial statements of Allianz penzijní fond, a. s. ("the Company") have been prepared for the period from 1 January 2010 to 31 December 2010. The Company is registered in the Commercial Register maintained by the City Court in Prague, section B, insert 4972. The identification number of the Company is 25612603.

#### b) Foundation and Incorporation the Company

Allianz penzijní fond, a. s. was formed by a merger of Allianz-Hypo penzijní fond, a.s. and Živnobanka penzijní fond, a.s. on 31 August 1997. The Company was registered in the Commercial Register on 30 September 1997.

#### c) Principal Business of the Company

The principal business of the Company is supplementary pension insurance under Act No. 42/1994 Coll., on Supplementary Pension Insurance with State Support, as amended. The principal activities are as follows:

- Accumulation of contributions from participants in supplementary pension insurance ("the Participants") and support provided by the State in respect of the Participants,
- Administration of contributions received according to the above,
- Payment of benefits from supplementary pension insurance,
- Other activities connected with administration of supplementary pension insurance.

#### d) Ownership Structure

The Company's sole shareholder as at 31 December 2010 was Allianz pojišťovna, a. s.

#### e) Registered Office

Allianz penzijní fond, a. s. Ke Štvanici 656/3 186 00 Prague 8 Czech Republic

#### f) Members of the Board of Directors and Supervisory Board as at 31 December 2010

#### Members of the Board of Directors:

Members of the Supervisory Board:

JUDr. Petr Poncar, Brandýs nad Labem Ing. Mgr. Václav Bohdanecký, Roztoky RNDr. Martin Vítek, Prague 4 Ing. Robert Mareš, Prague 10 Mgr. Josef Lukášek, Čelákovice Ing. Petr Sosík, PhD., CFA, Bedihošť Marc Smid, Mnichov

#### g) Organization Structure

The Prague head office provides customer services to the participants' portfolio, administers the individual contracts and manages the operational activities of the Company. Pension insurance sales are carried out by external intermediaries, in particular branches of Allianz pojišťovna, a. s., OVB Allfinanz, a.s., Fincentrum a.s., Partners For Life Planning, a.s. a Broker Consulting, a.s.

#### The Company's organisational structure is as follows:

Contract Administration Department, Payment Records Department, Accounting Department, IT Specialist Department.

Depositary services are rendered by Komerční banka, a.s. on the basis of a depositary agreement dated 29 October 2004 and a general agreement dated 30 April 2001, as amended. Furthermore, Komerční banka, a.s. provides the Company with services in the area of securities based on a custody agreement dated 26 August 2003.

As of 31 December 2010, Allianz penzijní fond, a. s. was administering accounts of 164 thousand participants in supplementary pension insurance (143 thousand as of 31 December 2009).

#### 2. BASIS OF PREPARATION OF THE FINANCIAL STATEMENTS

The financial statements have been prepared on the basis of accounting maintained in accordance with Act No. 563/1991 Coll., on Accounting, as amended, and relevant decrees and regulations of the Czech Republic, in particular Regulation No. 501 of the Ministry of Finance of the Czech Republic dated 6 November 2002, as amended, to implement certain provisions of Act No. 563/1991 Coll., on Accounting, as amended, for entities which are banks and other financial institutions. The regulation governs the structure, denomination and content of the financial statement items, the chart of accounts, accounting policies and their application.

The financial statements have been prepared under generally accepted accounting principles, in particular on the basis of full accrual accounting and the historical cost convention, except for selected financial instruments that are stated at fair value, and the going concern principle.

All figures are stated in Czech crowns (CZK). The units of measurement are thousands of Czech crowns (TCZK), unless otherwise stated.

These financial statements are non-consolidated financial statements.

#### **3. SIGNIFICANT ACCOUNTING POLICIES**

Significant accounting policies adopted in the preparation of the Company's financial statements are set out below:

#### a) Transaction Date

Depending on the type of transaction, the transaction date is defined as the date of payment or collection of cash, the date of purchase or sale of foreign currency or the date of crediting the funds (value date) as per the account statement.

For purchases or sales of securities or derivatives, the transaction date is the settlement date. If a trade has been agreed before the data of preparation of the financial statements, but has not been settled yet, it is recognised in off-balance sheet accounts.

#### b) Debt Securities, Shares, Units and Other Investments

Treasury bills, bonds and other debt securities and shares including units and other investments are classified into the portfolio held to maturity and the portfolio available for sale.

Treasury bills, bonds and other debt securities are carried at amortised/accreted cost. Accrued interest income is part of the carrying amount of these securities. Shares, units and other investments are stated at acquisition cost.

The acquisition cost includes direct transaction cost of which the entity is aware at initial recognition, in particular fees and commissions paid to brokers, advisors and stock exchanges. Transaction cost does not include interest on borrowings taken for acquisition of the securities or ownership interests also known as the cost of finance, premiums or discounts, internal administrative cost or holding cost.

Premiums and discounts on debt securities are amortised/accreted through the profit and loss account over the period from the date of purchase to the date of maturity using the effective interest rate method. For securities that have a residual maturity of less than 1 year from the date of purchase, the premium and the discount are amortised/accreted equally through the profit and loss account over the period from the date of purchase to the date of maturity.

Available-for-sale securities and shares, units and other investments are measured at fair value at the balance sheet date, and gains/losses arising from this revaluation are charged to equity in "Revaluation gains/losses". When the security is sold the respective revaluation gain/loss is charged to the profit and loss account in "Gain or loss from financial transactions".

Fair value is the price announced on a domestic or foreign stock exchange or another public (organised) market.

If fair value cannot be determined as market value, fair value is determined as the adjusted value of the securities. The adjusted value of the securities is equal to the share proportion of equity for shares, the share proportion of a fund's net asset value for units, or the present value of the security for debt securities.

Held-to-maturity securities are initially recognised at acquisition cost and subsequently stated at amortised cost. Amortised/accreted cost means the price applied at initial recognition (acquisition cost) increased by accreted interest and adjusted for amortised discount/premium, and reduced by adjustments.

The acquisition cost of held-to-maturity securities at their disposal is determined using the weighted average method.

#### c) Hedging Derivatives

Hedging derivatives are carried at fair value. The method of recognition of fair value depends on the hedge accounting model applied.

Hedge accounting can be applied if:

- the hedge is in line with the Company's risk management strategy,
- the hedge relationship is formally documented at the inception of the hedge,
- it is expected that the hedge relationship will be highly effective throughout its life,
- the effectiveness of the hedge relationship can be objectively measured,
- the hedge relationship is highly effective throughout the accounting period,
- in the case of hedging future expected transaction, it is highly probable that the transaction will occur.

The fair value of financial derivatives is determined as the present value of expected cash flows from these transactions, using valuation models generally accepted on the market. The parameters used in these models such as foreign exchange rates, yield curves, volatility of financial instruments, etc., are based on the market experience.

If the derivative hedges the exposure to changes in cash flows related to recognised assets and liabilities or expected transactions, the effective part of the hedge (fair value of the hedging derivative) is reported in equity in "Revaluation gains / losses from hedging derivatives". The ineffective part of the hedge is recognised in the profit and loss account in "Gain or loss from financial transactions".

#### d) Provisions

A provision represents a probable cash outflow of uncertain timing and amount. Provisions are established if the following criteria are met:

- the Company has a present obligation (legal or constructive) as a result of a past event,
- it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; "probable" meaning a probability exceeding 50%,
- the amount of such obligation can be reliably estimated.

#### e) Tangible and Intangible Fixed Assets

Tangible and intangible operating fixed assets are stated at historical cost and depreciated on straight-line basis, according to the depreciation schedule. The table below shows the depreciation periods for each asset class:

Assets	Accounting depreciation period	
Software	3 years	
Machinery and equipment	3 years	

Intangible fixed assets costing less than CZK 60 000 and tangible fixed assets costing less than CZK 40 000 and having a useful life of less than 1 year are charged to the profit and loss account in the period in which they are acquired.

The Company does not own non-operating tangible fixed assets.

#### f) Foreign Currency Translation

Transactions denominated in foreign currencies are recorded in the local currency translated using the daily exchange rate of the Czech National Bank valid on the transaction date. Assets and liabilities denominated in foreign currencies, together with unsettled foreign exchange spot transactions, are translated into the local currency at the Czech National Bank official rate of the derivative as at the balance sheet date. Foreign exchange gains or losses from revaluation of hedging derivatives are recorded in the profit and loss account in "Gain or loss from financial operations".

#### g) Taxation

Income that is subject to withholding tax (such as dividends) and interest received on term deposits, bonds and treasury bills is not included in pension funds' corporate income tax base, therefore are not effectively taxed.

Capital gains on sale of securities and other income, after deducting related expense, are included in the tax base to be taxed at 5% tax rate applicable to pension funds for the year 2010.

Since its establishment, with the exception of 2005, the Company has been accumulating tax losses, because of the prevailing proportion of income excluded from the corporate income tax base. Therefore the Company has not recognised a deferred tax.

#### h) Liabilities to Participants Arising from Pension Payments

#### Liability adequacy test

The Company established provisions for liabilities arising from contracts on supplementary pension insurance. The amounts of the provisions is set based on a liability adequacy test of the amount of participants' accounts carried out separately for the portfolio of participants in the saving phase and the portfolio of participants in the pension payment phase and taking into account the valid options and guarantees arising from the contracts on supplementary pension insurance.

The liability adequacy testing is based on the discounted cash flows method. The cash flows are, in particular, the participants' contributions, benefits paid and the Company's expenses. The result of the liability adequacy test is the minimum value of the liabilities to participants calculated based on a best estimate of the future development of the input parameters. The sum of the participants' accounts is insufficient if the minimum value of the liabilities to participants exceeds the actual sum of the participants' accounts, in which case the Company establishes an additional provision equal to this difference.

#### Annuitisation option

The value of the annuitisation option is determined as the difference between the value of the participants' accounts at the calculation date and the present value of funds necessary to cover future liabilities calculated using actuarial methods. Future liabilities relate in particular to pension payments, valorisation of pensions and expenses relating to payments.

The annuitisation option is calculated for the portfolio of participants in the saving phase using the same model (thus also the same estimate) as that used for the adequacy test.

The percentages of participants opting for annuity instead of a lump-sum settlement are based on the Company's current experience. The projection assumes that the current status will continue.

The Company has not established a provision for the annuitisation option as at 31 December 2010 or 2009.

#### i) Deferred Acquisition Costs

The Company records commissions paid and, since 2009, bonuses for general agreements, in the deferred expense account. The commissions or bonuses paid are deferred over the term of the supplementary pension insurance contract, although not exceeding 15 years.

#### 4. STATE ZERO COUPON BONDS AND OTHER SECURITIES ELIGIBLE FOR REFINANCING WITH CENTRAL BANK

#### Classification of debt securities into individual portfolios based on the Company's intention

тстк	2010	2009
Debt securities held to maturity	2 061 963	1 664 937
Debt securities available for sale	7 775 958	6 829 873
Total	9 837 921	8 494 810

#### a) Analysis of debt securities held to maturity

тстк	2010	2009
	Book value	Book value
Issued by government sector		
- Listed on a CR stock exchange	2 061 963	1 664 937
Total	2 061 963	1 664 937

#### b) Analysis of debt securities available for sale

ТСХК	2010	2009
	Market value	Market value
Issued by financial institutions	133 516	130 247
- Listed elsewhere	133 516	130 247
Issued by non-financial institutions	63 195	183 113
- Listed on a CR stock exchange		121 298
- Listed elsewhere	63 195	61 815
Issued by government sector	7 579 247	6 516 513
- Listed on a CR stock exchange	7 579 247	6 516 513
Total	7 775 958	6 829 873

#### 5. RECEIVABLES FROM BANKS AND CO-OPERATIVE SAVINGS ASSOCIATIONS

тстк	2010	2009
Current accounts with banks	14 434	47 550
Term deposits with banks	378 112	145 435
Total	392 546	192 985

#### 6. SHARES, UNITS AND OTHER INVESTMENTS

Classification of shares, units and other investments into individual portfolios based on the Company's intention

тстк	2010	2009
Shares		
Units and other investments	122 385	
Total	122 385	

#### Analysis of shares, units and other investments available for sale

тстк	2010	2009
	Market value	Market value
Issued by other institutions		
- Listed elsewhere	122 385	
Total	122 385	

#### 7. TANGIBLE AND INTANGIBLE FIXED ASSETS

#### (a) Movements in intangible fixed asset

ТСХК	Software	Total
Acquisition cost		
Balance at 31 December 2009	23 752	23 752
Additions	679	679
Disposals		
Balance at 31 December 2010	24 431	24 431
Accumulated depreciation		
Balance at 31 December 2009	23 424	23 424
Charge for the year	503	503
Disposals		
Balance at 31 December 2010	23 927	23 927
Net book value at 31 December 2009	328	328
Net book value at 31 December 2010	504	504

#### (b) Movements in tangible fixed assets

ТСZК	Machinery and equipment	Inventory	Total
Acquisition cost	•••		
Balance at 31 December 2009	4 084	78	4 162
Additions			
Disposals			
Balance at 31 December 2010	4 084	78	4 162
Accumulated depreciation			
Balance at 31 December 2009	3 998	63	4 061
Charge for the year	46		46
Disposals			
Balance at 31 December 2010	4 044	63	4 107
Net book value at 31 December 2009	86	15	101
Net book value at 31 December 2010	40	15	55

#### 8. OTHER ASSETS

тстк	2010	2009
Trade receivables and receivables due from employees	262	282
Positive fair value of derivatives		
Receivables due from the state budget – state support	48 000	40 000
Receivables from securities trading		
Other		
Total	48 262	40 282

Receivables due from the state budget – state support of TCZK 48 000 (2009: TCZK 40 000) comprise estimated receivables due from the state support for the 4th quarter of 2010.

#### 9. PREPAID EXPENSES AND ACCRUED INCOME

The Company has recognised prepaid expenses and accrued income in the total amount of TCZK 155 085 (2009: TCZK 125 227), of which TCZK 134 421 (2009: TCZK 101 969) relates to deferred acquisition cost of supplementary pension insurance contracts, and TCZK 20 041 (2009: TCZK 22 636) relates to deferred bonuses.

#### **10. ACCOUNTS OF SUPPLEMENTARY PENSION INSURANCE PARTICIPANTS**

тсак	2010	2009	
Balance at 1 January			
Participants' contributions	4 644 832	3 980 313	
Employers' contributions	1 391 296	1 127 114	
Allocated profit sharing	901 838	705 548	
State support	1 077 176	893 325	
Total participants' accounts	8 015 142	6 706 300	
Additions			
Participants' contributions	1 249 925	1 058 772	
Employers' contributions	416 299	386 199	
Allocated profit sharing	279 822	271 688	
State support	256 518	263 525	
Total additions	2 202 564	1 980 184	
Outflows			
Participants' contributions	402 698	394 253	
Employers' contributions	122 456	122 017	
Allocated profit sharing	76 698	75 398	
State support	76 873	79 674	
Total outflows	678 725	671 342	
Balance at 31 December			
Participants' contributions	5 492 059	4 644 832	
Employers' contributions	1 685 139	1 391 296	
Allocated profit sharing	1 104 962	901 838	
State support	1 256 821	1 077 176	
Total participants' accounts	9 538 981	8 015 142	

The Company expects to distribute at least 85% of the profit for the year 2010 to supplementary pension insurance participants in 2011.

#### **11. BENEFITS PAID**

тсак	Amount	Number of
		contracts
Structure of benefits paid in 2010		
Surrender	147 169	5 101
Lump-sum settlement	401 535	4 228
Transfers to other funds	69 329	1 260
Pensions	40 102	115
Other (premature termination of the contract, pay-out of pension to beneficiaries)	20 590	229
Total benefits paid	678 725	10 933
Structure of benefits paid in 2009		
Surrender	119 347	1 785
Lump-sum settlement	336 704	3 423
Transfers to other funds	156 453	3 190
Pensions	36 322	147
Other (premature termination of the contract, pay-out of pension to beneficiaries)	22 516	165
Total benefits paid	671 342	8 710

#### **12. OTHER LIABILITIES**

тстк	2010	2009
Trade payables	13 239	13 338
Tax liabilities	2 105	1 548
Payables due to employees	538	371
Payables due to state	1 563	1 342
Estimated payables	3 395	7 697
Negative fair value of derivatives	11 793	7 055
Other	426	221
Total	33 059	31 572

Estimated payables of TCZK 3 395 (2009: TCZK 7 697) comprise mainly payables to suppliers.

#### **13. TRANSACTIONS WITH GROUP COMPANIES**

Summary of transactions with Allianz pojišťovna, a. s.:

тстк	Revenues	Expenses	Receivables	Payables
2010	59	10 309	0	538
2009	56	9 564	0	2 770

#### **14. PROVISIONS**

#### **Provision for Pensions**

The Company establishes a provision for pensions in accordance with the methods described in note 3. h).

Based on the results of the liability adequacy test carried out in respect of the portfolio of the current pensioners at 31 December 2010, the Company has established provisions as follows:

ТСZК	Value of provisions at 31 December	Addition	Release	Value of provisions at 31 December
	2009			2010
Retirement pension	6 703	1 434	498	7 639
Survivor pension	273	9	20	262
Total	6 976	1 443	518	7 901

In the calculation as at 31 December 2010, the most significant economic and actuarial assumptions were as follows:

The modelled costs of the pension fund were derived from the actual administrative, investment and acquisition costs. Based on these data, the 2010 expense per participant was determined. The Company projected future costs using annual cost inflation in the amount determined based on the market conditions.

To project future revenues and to determine the discount rates, best estimates of the future revenues of the Company as at 31 December 2010 were used.

To determine the probability of death, mortality rates were used, based on the population mortality rates of the Czech Statistical Office ( $\check{C}S\check{U}$ ) to which selection coefficients were applied. The generation rates used correspond to the estimated development of the average life expectancy at birth published by expert institutions in the Czech Republic.

#### **Provision for Bonuses**

The Company establishes a provision for bonuses in accordance with the methods described in note 3. d).

тстк	Value of provisions at 31 December 2009	Addition	Release	Value of provisions at 31 December 2010
Bonuses B		19	0	19
Total		19	0	19

The provision for bonuses is established to cover the cost of B-type bonuses provided in accordance with the conditions for awarding a bonus.

The change in the balance of the provision for bonuses is presented in the profit and loss account under "Creation and use of other provisions including provision for pensions".

#### 15. EQUITY

#### a) Registered Capital

The registered capital of the Company at 31 December 2010 amounted to TCZK 60 000 (2009: MCZK 60 000) and consisted of 60 registered shares, each with a nominal value of TCZK 1 000.

#### b) Net Result, Share Premium and Funds Created from Profit

In 2010 the Company reported a share premium of TCZK 18 736 (2009: TCZK 18 736).

For the year 2009, the Company recognised profit of TCZK 251 099, which was distributed in accordance with the resolution of the General Meeting dated 19 May 2010 as follows:

<ul> <li>Allocation to participants' accounts</li> </ul>	220 579 TCZK
- Reserve fund	12 555 TCZK
- Retained earnings	17 965 TCZK

The profit for 2010 of TCZK 309 753 will be distributed according to a resolution of the General Meeting.

#### c) Revaluation gains/losses

тстк	Available-for-sale	Hedging		
	securities	derivatives	Total	
Balance at 1 January 2009	46 783		46 783	
Decrease		- 1 330	- 1 330	
Increase	246 296		246 296	
Balance at 31 December 2009	293 079	- 1 330	291 749	
Balance at 1 January 2010	293 079		291 749	
Decrease	- 15 788	- 1 791	- 17 579	
Increase	105 151		105 151	
Balance at 31 December 2010	382 442	-3 121	379 321	

#### **16. INTEREST INCOME AND SIMILAR INCOME**

тстк	2010	2009
Interest on debt securities	375 591	310 059
Interest on current accounts and term deposits	1 916	2 341
Total	377 507	312 400

#### **17. FEE AND COMMISSION EXPENSE AND INCOME**

тстк	2010	2009
Release of deferred commissions to brokers	26 042	18 038
Bank, custody and asset management fees	1 885	1 886
Securities trading fees	603	72
Other		
Total fee and commission expense	28 530	19 996
Fee and commission income		1 490
Total fee and commission income		1 490

#### **18. GAIN OR LOSS FROM FINANCIAL TRANSACTIONS**

тсzк	2010	2009
Gain from securities transactions	751	4 856
Loss from derivative transactions	- 3 087	- 5 725
Foreign exchange gains/losses	1 762	5 629
Total	- 574	4 760

#### **19. OTHER OPERATING INCOME**

A major portion of this item comprises revenues from participants' contributions, which, by virtue of law, remain in the pension fund's revenues. In 2010, the value of the revenues from contributions amounted to TCZK 2 949 (2009: TCZK 2 198). Another major portion is the revenue from transfers of pension insurance to another pension fund and surrender payments. In 2010, this revenue amounted to TCZK 1 251 (2009: TCZK 78).

#### **20. EMPLOYEE EXPENSES**

Year 2010	Average number of employees	Payroll expenses and bonuses	Social security and health insurance	Other social expenses
Employees	29	7 568	2 672	261
Members of the Board of Di	rectors			
and Supervisory Board	7			
Total	36	7 568	2 672	261
Year 2009	Average	Payroll	Social	Other
	number of	expenses	security and	social
	employees	and bonuses	health	expenses
			insurance	
Employees	21	7 146	2 350	254

Total	28	7 146	2 350	254
and Supervisory Board	7			
Members of the Board of Directo	rs			
Employees	21	7 146	2 350	254

#### **21. OTHER ADMINISTRATIVE EXPENSES**

Other administrative expenses for the accounting period ended 31 December 2010 totalled TCZK 32 001 (2009: TCZK 39 142). Included in Other services for 2010 are expenses of TCZK 7 571 (2009: TCZK 5 884) arising from a co-operation agreement dated 15 December 2004 and an agreement on co-operation in the use of information technologies dated 2 January 2007 concluded between Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s., as amended.

тстк	2010	2009
Postage	3 649	3 375
Software services	3 160	2 971
Materials and energies	851	556
Rent	1 520	1 536
Sales support expenses	13 466	23 319
Other services	9 355	7 385
Total other administrative expenses	32 001	39 142

#### 22. INCOME TAX AND DEFERRED TAX ASSET / LIABILITY

#### (a) Current Income Tax

ТСZК	2010	2009
Current year profit/loss before tax	309 753	251 099
Income not liable to tax	-377 193	-312 859
Expense not deductible from tax base	4 236	2 712
Other items	-359	-93
Subtotal	-63 563	-59 141
Tax calculated using 5% rate		
Of which: tax on extraordinary income		
Tax on separate tax base (15%)		

#### (b) Deferred Tax Asset/Liability

The Company did not recognise a deferred tax asset of TCZK 201 121 relating to unused tax losses, as the Company's management does not expect to generate sufficient profits in the future against which it could be utilised.

#### **23. OFF-BALANCE SHEET ITEMS**

#### (a) Off-Balance Sheet Financial Instruments

тстк	Contracti	ual amounts	Fair value	
Hedging instruments	2010	2009	2010	2009
Fixed term currency transactions -				
receivable	198 767	86 250		
Fixed term currency transactions -				
payable	206 525	91 840	-11 793	-7 055
Total			-11 793	-7 055

#### (b) Residual Maturity of Financial Derivatives

The nominal values of the individual types of financial derivatives according to their residual maturity are as follows:

ТСХК	Up to 3	3 months		
	months	to 1 year	1 to 5 years	Total
At 31 December 2010				
Hedging instruments				
Fixed term currency transactions	S			
- receivable		112 517	86 250	198 767
Fixed term currency transactions	S			
- payable		112 770	93 755	206 525
At 31 December 2009				
Hedging instruments				
Fixed term currency transactions	S			
- receivable			86 250	86 250
Fixed term currency transactions	S			
- payable			91 840	91 840

#### 24. FINANCIAL INSTRUMENTS – MARKET RISK

The Company is exposed to market risks arising from open positions in interest rate, currency and equity instruments, all of which are exposed to general and specific movements in the market.

#### a) Risk Management

The investment strategy of the Company is to achieve capital appreciation of funds invested, while minimising the market risks of its investment portfolio. The Company uses as primary risk management tool limits on the share of individual types of financial instruments in the Company's portfolio, as prescribed under Act No. 42/1994 Coll., on Supplementary Pension Insurance with State Support, the Statutes and the investment strategy of the Company, which is defined in accordance with the law.

#### b) Liquidity Risk

The Company regularly assesses liquidity risk, in particular by monitoring changes in the structure of inflows and outflows of participants' accounts. The Company also holds, as part of its liquidity risk management strategy, a portion of its assets in highly liquid instruments.

The Company presents contributions received from participants, the State and third parties in favour of the participants under liabilities. The Company's equity represents a minority source of financing. Residual maturity of liabilities has not been determined for contracts where the participants did not assert their entitlement to benefits. Residual maturity cannot be specified for liabilities to participants due to the nature of the product and because payment of the benefit can be requested at any time after the entitlement to the benefit arises and payment of the surrender can be requested at any time after the contract has been in force for 12 months. The Company recorded TCZK 1 317 139 (2009: TCZK 1 303 411) under liabilities to participants who have already qualified for the pension payment (complied with the conditions for granting the benefit), but have not yet applied for it.

#### Residual maturity of the Company's assets and liabilities

тстк	Up to	3 months	1 to 5 years	Over	Unspecified	Total
	3 months	to 1 year		5 years		
At 31 December 2010						
Cash	4					4
Receivables from banks	392 546					392 546
State debt securities	52 127	72 890	2 644 830	6 874 527		9 644 374
Other debt securities			159 772	33 775		193 547
Shares, units and other investments				122 385		122 385
Other assets	48 262				155 644	203 906
Total	492 939	72 890	2 804 602	7 030 687	155 644	10 556 762
Payables from supplementary pension						
insurance participants' contributions					9 538 981	9 538 981
Other liabilities	17 367	15 188	504			33 059
Provisions					7 920	7 920
Equity					976 802	976 802
Total	17 367	15 188	504		10 523 703	10 556 762
Gap	475 572	57 702	2 804 098	7 030 687	-10 368 059	
Cumulative gap	475 572	533 274	3 337 372	10 368 059		

#### Residual maturity of the Company's assets and liabilities

тстк	Up to	3 months	1 to 5 years	Over	Unspecified	Total
	3 months	to 1 year		5 years		
At 31 December 2009						
Cash	13					13
Receivables from banks	192 985					192 985
State debt securities		514 208	1 218 267	6 448 975		8 181 450
Other debt securities		121 298	161 691	30 371		313 360
Other assets	40 282				125 656	165 938
Total	233 280	635 506	1 379 958	6 479 346	125 656	8 853 746
Payables from supplementary pension						
insurance participants' contributions					8 015 142	8 015 142
Other liabilities	16 461	14 752	359			31 572
Provisions					6 976	6 976
Equity					800 056	800 056
Total	16 461	14 752	359		8 822 174	8 853 746
Gap	216 819	620 754	1 379 599	6 479 346	- 8 696 518	
Cumulative gap	216 819	837 573	2 217 172	8 696 518		

#### c) Interest Rate Risk

The Company is exposed to interest rate risk due to the impact of movements in market interest rates. The fair value and investment return may both increase and decrease as a result of these fluctuations.

The Company is exposed to interest rate risk also due to the fact that some of its liabilities bear interest at a fixed rate of 3%. The Company has therefore been applying an investment strategy so as to make its revenues cover the liabilities arising out of certain supplementary pension insurance contracts (Asset Liability Matching).

#### Interest rate sensitivity of the Company's assets and liabilities

тстк	Up to	3 months	1 to 5 years	Over	Unspecified	Total
	3 months	to 1 year	_	5 years	-	
At 31 December 2010						
Cash	4					4
Receivables from banks	392 546					392 546
State debt securities	52 127	72 890	2 644 830	6 874 527		9 644 374
Other debt securities	99 741		60 030	33 776		193 547
Shares, units and other investments				122 385		122 385
Other assets	48 262				155 644	203 906
Total	592 680	72 890	2 704 860	7 030 688	155 644	10 556 762
Payables from supplementary pension						
insurance participants' contributions					9 538 981	9 538 981
Other liabilities	17 367	15 188	504			33 059
Provisions					7 920	7 920
Equity					976 802	976 802
Total	17 367	15 188	504		10 523 703	10 556 762
Gap	575 313	57 702	2 704 356	7 030 688	-10 368 059	
Cumulative gap	575 313	633 015	3 337 371	10 368 059		

#### Interest rate sensitivity of the Company's assets and liabilities

тстк	Up to	3 months	1 to 5 years	5 years Over Unspecified		Total
	3 months	to 1 year	-	5 years	-	
At 31 December 2009						
Cash	13					13
Receivables from banks	192 985					192 985
State debt securities		514 208	1 218 293	6 448 949		8 181 450
Other debt securities	99 758	21 540	161 691	30 371		313 360
Shares, units and other investments						
Other assets	40 282				125 656	165 938
Total	333 038	535 748	1 379 984	6 479 320	125 656	8 853 746
Payables from supplementary pension						
insurance participants' contributions					8 015 142	8 015 142
Other liabilities	16 461	14 752	359			31 572
Provisions					6 976	6 976
Equity					800 056	800 056
Total	16 461	14 752	359		8 822 174	8 853 746
Gap	316 577	520 996	1 379 625	6 479 320	- 8 696 518	
Cumulative gap	316 577	837 573	2 217 198	8 696 518		

#### d) Equity Risk

Equity risk is the risk of movement in prices of equity instruments held in the Company's portfolio. Risk associated with equity instruments is managed through trading limits; general methods applied in managing these risks are described in "Risk Management" in note 23. a).

#### e) Currency Risk

Assets and liabilities denominated in foreign currency, including off-balance sheet exposures, represent the Company's exposure to currency risk. To manage currency risk the Company uses hedging through fixed term transactions. Both realised and unrealised foreign exchange gains and losses are recognised directly in the profit and loss account (see 3. f). The Company's foreign currency position is as follows:

#### f) The Company's Foreign Currency Position

тстк	EUR	USD	CZK	Total
At 31 December 2010				
Cash			4	4
Receivables from banks			392 546	392 546
State debt securities		95 617	9 548 757	9 644 374
Other debt securities			193 547	193 547
Shares, units and other investments	122 385			122 385
Other assets			203 906	203 906
Total	122 385	95 617	10 338 760	10 556 762
Accounts of supplementary pension				
insurance participants			9 538 981	9 538 981
Other liabilities			33 059	33 059
Provisions			7 920	7 920
Equity			976 802	976 802
Total			10 556 762	10 556 762
Net currency position	122 385	95 617	- 218 002	
ТСZК	EUR	USD	CZK	Total
At 31 December 2009	EUK	030	CZK	IUtai
Cash			13	13
Receivables from banks			192 985	192 985
State debt securities		89 797	8 091 653	8 181 450
Other debt securities		00101	313 360	313 360
Shares, units and other investments				
Other assets			165 938	165 938
Total		89 797	8 763 949	8 853 746
A				
Accounts of supplementary pension				
insurance participants Other liabilities			8 015 142	8 015 142
			31 572 6 976	31 572
Provisions				6 976
Equity Total			800 056	800 056 8 853 746
		505 705	8 853 746	ō ठंว <i>३ (</i> 40
Net currency position		89 797	- 89 797	

#### **25. SUBSEQUENT EVENTS**

The Company's management is not aware of any material subsequent events that have occurred since the balance sheet date that would require adjustments to the Company's financial statements.

### Relations between related parties

We provide this report on relations between related parties based on a provision of the Czech Commercial Code. By relations we mean commercial relations to controlling, controlled and other related parties. The parties involved are companies of the Allianz Group. During the fiscal year 2010, or during preceding periods, Allianz penzijní fond, a. s. did not enter into any controlling agreement and transfer of profit agreement.

Below we have listed those companies, with which Allianz penzijní fond, a. s. has major entrepreneurial relations.

#### Summary

#### **Controlling party**

Allianz pojišťovna, a. s., Prague.

#### Other related parties

Allianz Direct, s. r. o., Prague;

Allianz generální služby, s. r. o., Prague;

Allianz Business Services, spol. s r. o., Bratislava, Slovakia;

Allianz Managed Operations & Services SE, formerly Allianz Shared Infrastucture Services GmbH, Unterföhring, Germany;

Allianz Global Investors Advisory GmbH, Frankfurt am Main, Germany;

Allianz Global Investors Kapitalanlagegesellschaft mbH, formerly Deutscher Investment – Trust Gesellschaft für Wertpapieranlagen mbH, Frankfurt am Main, Germany;

Allianz Global Investors Luxembourg S.A., Luxembourg;

PIMCO Europe Ltd., London, Great Britain.

#### **Relations to the controlling party**

#### **Allianz New Europe Holding GmbH**

Effective as of 11 May 2006, Allianz New Europe Holding GmbH is the parent company of Allianz pojišťovna, a. s. Allianz New Europe Holding GmbH acquired its 100% stake in Allianz pojišťovna, a. s. from Allianz Aktiengesellschaft.

#### Allianz Holding eins GmbH

Allianz Holding eins GmbH is the parent company of Allianz New Europe Holding GmbH. As the parent company of Allianz New Europe Holding GmbH, Allianz SE transferred its holding in this company to a concern company, Allianz Holding eins GmbH, on 7 April 2010.

#### **Allianz SE**

Allianz SE is the group holding company.

Allianz SE and Allianz pojišťovna, a. s. signed an agreement on management services in 2003, which replaced the service agreement concluded in 1994. The agreement on management services is automatically renewable for one year at a time,

unless terminated by either party. It provides for cooperation in management, marketing, IT, services in the area of human resources processes (sales techniques training, personnel development programmes), temporary or permanent secondment of employees and support of quality control, development and implementation of a corporate controlling system. The contract has been concluded under the standard terms and conditions as would apply to third parties.

#### Allianz pojišťovna, a. s.

Allianz pojišťovna, a. s., seated in Prague, owns a 100% share in the registered capital of Allianz penzijní fond, a. s. Allianz penzijní fond, a. s. has been established in September 1997 by a merger of two companies: Allianz-Hypo penzijní fond, a.s. and Živnobanka penzijní fond, a.s. In November 2000, Allianz pojišťovna, a. s. acquired a 45% share in the registered capital from Živnostenská banka, a.s., Prague, and a 10% share in the company's registered capital from Hypo Vereinsbank CZ, a.s., Prague in April 2001.

Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s. closely cooperate and coordinate their sales activities. In 1995, the two companies signed an agreement on cooperation regarding the sale of supplementary pension schemes by Allianz pojišťovna sales agents. The contract is automatically renewable for one year at a time, with the option of termination by notice. Contracts for supplementary pension scheme brokerage, including commission arrangements, have been concluded under standard terms and conditions as would apply to third parties.

In order to use synergic effects, Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s. closely cooperate and coordinate their activities in the area of management, management of Allianz pojišťovna sales agents in the sale of supplementary pension schemes, asset management, marketing, IT, and human resources services (sales techniques training, personnel development programmes, parallel employment). To provide for this type of cooperation and to fairly divide the related operating costs, Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s. signed an agreement on cooperation in 2004. The contract is signed for an unlimited period of time, with the option of termination by notice.

In 2004, Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s. concluded an agreement on cooperation in using IT infrastructure, which replaced the service agreement concluded in 1997. The current agreement provides for the sharing of operating costs related to the use of Allianz pojišťovna's IT infrastructure by Allianz penzijní fond, a. s. The agreement is concluded for an indefinite period of time, with the option of termination by notice. In 2005, Allianz penzijní fond, a. s. and Allianz pojišťovna, a. s. entered into an amendment to the above agreement on cooperation in using IT infrastructure, which provides for the sharing of costs related to the Alfa information system used by Allianz penzijní fond, a. s. for administering supplementary pension schemes and by Allianz pojišťovna, a. s. for administering the joint product named "Future." In 2006, a new agreement on cooperation in using IT infrastructure was concluded, having a similar subject matter and similar terms and replacing the above agreement from 2004. The agreement is signed for an unlimited period of time, with the option of termination by notice. In 2007, the companies concluded an agreement on cooperation in using IT, which replaced the agreement on cooperation in using IT infrastructure from 2006.

In 2002, the companies concluded a sublease agreement concerning non-residential premises that house the registered office of Allianz penzijní fond, a. s. In connection with the change of Allianz penzijní fond's registered office, the above agreement was replaced by a new sublease agreement in 2006. In 2006, the companies entered into an agreement on the lease of interior equipment.

The agreements have been concluded under standard terms and conditions as would apply to third parties.

During the subject accounting period Allianz penzijní fond, a. s. provided no guarantees or loans and assumed no other financial obligations with respect to the related persons.

#### **Relations to other related parties**

#### Allianz Direct, s. r. o.

Allianz Direct, s. r. o. brokers supplementary pension scheme contracts for Allianz penzijní fond, a. s. on the basis of an agreement entered into in 2006.

Allianz penzijní fond, a. s. cooperates with the other related parties primarily in the area of use of information systems and technologies, facility management and investments.

In addition, Allianz pojišťovna, a. s. uses instruments of investment companies Allianz Global Investors Kapitalanlagegesellschaft mbH, Allianz Global Investors Luxembourg S.A. and PIMCO Europe Ltd. for placement of its financial assets.

#### Closing Statement of the Board of Management of Allianz penzijní fond, a. s.

We declare that, according to Section 66a (9) of the Commercial Code, the report of Allianz penzijní fond, a. s. on related parties for the accounting period starting 1 January 2010 and ending 31 December 2010 includes all of the following items, known to us as of the execution date of this report to have been concluded or carried out during this period:

- Contracts between related parties;
- Performance and considerations provided to related parties;
- Other legal acts undertaken in the interest of these parties; and
- Any arrangements adopted or made in the interest, or upon request, of these parties.

We hereby declare that we are not aware of any of the above agreements or arrangements being detrimental to the assets of Allianz penzijní fond, a. s.

Board of Management of Allianz penzijní fond, a. s.

### Contacts

#### **Registered Office**

#### Allianz penzijní fond, a. s.

Ke Štvanici 656/3 186 00 Praha 8 Tel.: 224 405 111 Fax: 242 455 401 e-mail: penz-fond@allianz.cz www.allianz.cz/penzijnifond

#### Regional Offices Allianz pojišťovna, a. s.

#### Brno

Čechyňská 23 602 00 Brno Tel.: 543 425 850 Fax: 543 425 865

#### České Budějovice

Pražská 24 370 04 České Budějovice Tel.: 385 791 206 Fax: 385 791 891

#### Liberec

Jánská 871/10 460 01 Liberec Tel.: 484 486 833 Fax: 484 486 823

#### Olomouc

Jeremenkova 40B 772 00 Olomouc Tel.: 585 582 050 Fax: 585 582 055

#### Ostrava

28. října č. 29 702 00 Ostrava Tel.: 596 279 000 Fax: 596 279 001

#### Pardubice

Smilova 315 530 02 Pardubice Tel.: 464 463 001 Fax: 464 463 020

#### Plzeň

Lochotínská 22 301 00 Plzeň Tel.: 373 374 088 Fax: 373 374 041

#### Praha

Nám. míru 9 120 53 Praha 2 Tel.: 236 035 060 Fax: 224 247 548

#### střední Čechy

Bucharova 2 158 00 Praha 5 Tel.: 224 405 771 Fax: 224 405 772

#### Ústí nad Labem

Mírové nám. 37 400 02 Ústí nad Labem Tel.: 472 707 111 Fax: 472 707 112

#### Vydal

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#### Produkce

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