



# Annual report 2015

Allianz pojišťovna, a.s.



S vámi od A do Z

**Allianz** 



Allianz pojišťovna, a.s.

# Annual Report 2015



# Basic Economic Facts

Selected indicators (in CZK mil.)	2015	2014	2013	2012
Gross premiums written	12 031	12 247	11 871	11 568
Life insurance	3 125	4 036	4 481	4 307
Non-life insurance	8 906	8 211	7 390	7 261
Claims paid	7 739	7 204	7 119	6 237
Life insurance	2 837	2 699	2 527	2 172
Non-life insurance	4 902	4 505	4 592	4 065
Net claims ratio retention in non-life insurance	61,1%	54,3%	54,8%	62,6%
Gross expenses ratio	24,7%	27,8%	28,4%	25,2%
Technical result	886	1 070	933	934
Profit before tax	981	1 280	1 105	1 209
Financial placements	19 127	18 761	18 171	18 110
Equity	4 615	4 693	4 486	4 100
Equity ratio (in % of net written premiums)	42,6%	44,2%	41,8%	39,5%
Technical provisions	25 286	25 505	24 089	23 106
Life insurance	16 364	16 738	15 588	14 409
Non-life insurance	8 922	8 767	8 501	8 697
Number of contracts in portfolio (ths)	2 038	1 972	1 832	1 776
Number of employees	827	818	831	830
Number of agents	1 530	1 674	1 776	1 879



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## Introduction of the Chairman of the Board of Management

Dear Ladies and Gentlemen,

2015 was very successful year for Allianz pojišťovna, which is proved by both economic results and many prestigious awards that we got this year.

Also this year the natural disasters had time out, that is why we could focus except of standard claims settlement also on necessary changes in our products and extension of our services.

The company's net profit (according to Czech accounting standards) totalled CZK 809 million in 2015. The equity of Allianz pojišťovna is CZK 4.6 billion and the balance sheet sum grew to CZK 30.6 billion. The total gross written premiums amounted to CZK 12 billion in 2015. According to new methodology of the Czech Association of Insurance Companies, this increase amounts to 4,1%, with the market having increased by 0.97%. We achieved this growth despite Allianz pojišťovna decided to leave the segment of lump-sum paid life insurance.

Allianz was the fastest growing non-life insurance company in the market. It became Best Non-Life Insurer in 2015 in the frame of competition by Hospodářské noviny and got gold medals in all three categories of competition Fincentrum Bank, starting with main prize- Insurer of the Year 2015, over motor insurance to life insurance. In history, no insurance company managed to win in the main category and in both specialized categories.

I would like to thank for this success all our employees, business partners and especially clients who trust us. In non-life insurance, our premiums written increased by 8.7% to a total of CZK 8.6 billion according to methodology of the Czech Association of Insurance Companies, which is the best result among ten/five biggest insurance companies in our market. In life insurance, premiums written decreased by 8.1% to CZK 2.7 billion, which means good result in connection to leaving the segment of lump-sum paid life insurance and partial diversion from investment life insurance and focus on modern risk life insurance without any absurd fees.

In 2015 we introduced a new life insurance Rytmus risk without any absurd fees and as the first company in our country we started to use a new portal that makes the communication of car services with insurance companies faster and easier. Owing to this matter of fact we made our processes in the area of claims settlement faster; before this change they were



on the top in domestic market. Last year all current clients started to get the latest version of motor insurance in the frame of his/her anniversary, this version contains the best conditions. Allianz introduced also a new version of on-line insurance Allianz iAuto, where the client is able to create his insurance exactly according to his needs as he can see how much he will pay for coverage of individual risks. Since last year we have a new mobile application for reporting car accidents. It was created as a basis of future all-market solution, because we try to have the best insurance business.

I appreciate our employees, insurance advisors and business partners to work very professionally. However, we do not want to enjoy our success. I am sure we have always space for further improvement. I can assure our current and future clients that partnership with Allianz is for them guarantee of not only professional but also human and sensitive relationship.

Sincerely,  
Jakub Strnad  
Chairman of the Board of Management



## Company profile

Allianz pojišťovna is a 100% subsidiary of Allianz New Europe Holding GmbH and as a member of the world's insurance group Allianz. Allianz pojišťovna entered the Czech market in 1993 and has become one of the top three insurers in the Czech Republic over the years.

It started out by offering life insurance. It has gradually expanded its portfolio and now offers comprehensive products tailored to both individuals and corporations, ranging from life insurance to private property, liability, travel insurance, entrepreneurial and industrial insurance to comprehensive vehicles insurance.

Allianz pojišťovna is a 100% shareholder of Allianz penzijní společnost, a.s., which was established on 1 January 2013, by means of transformation to Allianz penzijní fond established in 1994. The comprehensive product portfolio, thus, includes supplementary pension schemes offered by one of the market's leading pension funds.

In 1999, Allianz pojišťovna was among the first twelve insurance companies offering motor third party liability insurance (MTPL). In 2010, Allianz pojišťovna became the pioneer in a motor third party liability insurance product offering the most comprehensive coverage of all risks in the Czech market.

Prompt, transparent and modern claims settlement of Allianz pojišťovna forms an integral part of services rendered to clients and ranks at the top in the local market.

Superior and high-quality assistance also provides a significant benefit for the company's clients. In this particular area, Allianz pojišťovna collaborates with Mondial Assistance, for Allianz clients the services are provided under the name of Allianz Assistance.

In reinsurance, Allianz pojišťovna maintains exclusive cooperation with renowned companies, such as Allianz SE, Swiss Re, Munich Re and others. The long tradition and experience, international know-how and capital power of Allianz Group are a guarantee of the company's stability and continued development.



## Awards and Prizes

In 2015, Allianz pojišťovna celebrated its historic victory. For the first time over duration of the prestigious competition Banka roku 2015 (Bank of the Year 2015) it was winner in all three categories in the field of insurance business.

But step by step. Allianz pojišťovna reached the most prestigious brands in the Czech Republic, it took over Czech Business Superbrands Award 2015. The board consisting of leading communication and marketing experts awarded the long-term quality of its products and services that is evidenced by many other awards.



Allianz pojišťovna reached excellent results also in Survey of Association of Czech Insurance Brokers where it got the second place in Motor Insurance and two third places in Industrial and Entrepreneurial Insurance and Citizens Insurance. But it is not all. In the competition of Hospodářské noviny the company reached the top and placed 1st in category Nejlepší neživotní pojišťovna 2015 (Best Non-Life Insurer 2015).



The travel insurance was successful in competition TTG Travel Awards, where it got 2nd place and even better result was in competition of comprehensive fleet insurance where it became Fleet product of 2015 in category Insurance of vehicle fleet.



The analytic company Scott&Rose, operator of portal Finparada.cz. that declares Financial products of the year annually, promoted the life insurance RYTMUS from Allianz to the second place.



In evaluation of 100 best companies in the Czech Republic Czech Top 100, Allianz got 1st place in subcategory Dynamic growth and stability and 12th place among Czech companies regardless the area on the ladder The best Czech 100. Thank to this matter, Allianz got points in the ladder TOP employer of 2015 and got silver in the sphere of Insurance business.



The previously announced and biggest triumph was in November, in the competition Fincentrum Banka roku 2015 (Bank of 2015) Allianz found no competitor in any category- neither in main nor in two partial ones- and won all three first places. The 1st place in category Pojišťovna roku 2015 (Insurance company of 2015) is the most valuable, gold in category Life insurance of 2015 followed- for the product Rytmus risk- and, at the same time, Allianz defended the 1st place in category Motor Insurance of 2015.



The achieved awards confirm results and success from last year- the products and services of Allianz overtake time in a lot of directions and show the way to Czech insurance business.



## Board of Management



**Jakub Strnad**  
Chairman



**Sonia Slavtcheva**  
Member



**Petr Hrbáček**  
Member  
(1.6.2016)



**Josef Lukášek**  
Member  
(1.4.2015)



**Aleš Jelínek**  
Member



## Supervisory Board

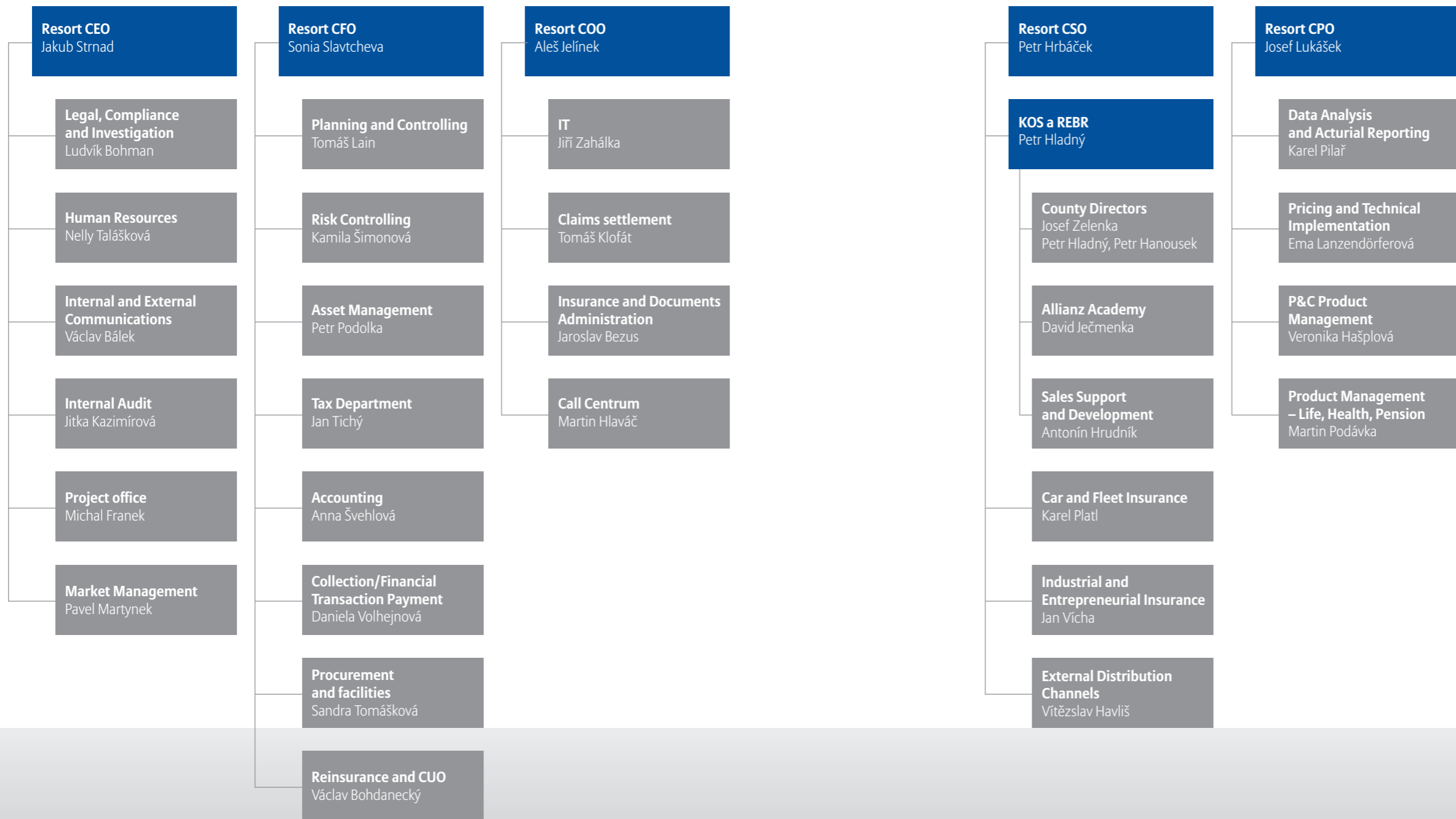
**Petros Papanikolaou**  
Chairman  
(30.7.2015)

**Alexander Protsenko**  
Member  
(10.12.2015)

**Veit Valentin Stutz**  
Member  
(25.6.2015)



# Organisational Structure





# ROAD





In 2015, Allianz pojišťovna continued on innovation of motor insurance for retail clients, especially from the point of view of its conclusion and subsequent communication with clients.

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The conception of product was the same as in 2014, i.e. the clients have possibility to create insurance product exactly according to their needs. The advantage of this product is also in transparent calculation of premium for individual risks which enables the clients to influence the final price of premium.

The essential novelty in the way of insurance conclusion and progress in digitalization is possibility to conclude policy without its paper printing. The whole process of insurance conclusion is based on the matter of fact that the client gets an offer by e-mail, he pays the premium within stipulated period of time and it means the policy conclusion. The client saves time and he does not have to archive a lot of documents in paper form. Compared to common insurance conclusion by means of internet, this way of policy conclusion has advantage: insurance agent is available for the client.

Further we focused on communication with clients within insurance duration in order to offer the most comfortable product to client. Although we still have common correspondence form of communication, we try to reduce classic letter sending. We try to redirect number of messages to e-mail or SMS that is way of communication which is much faster and more preferred by customers. We support these channels by means of premium reduction.

Allianz pojišťovna strengthens its market position also by means of branded insurance, i.e. tailored products for clients buying the car of concrete brand. Thanks to such products as Toyota Insurance, ŠKODA Insurance, BMW Insurance, Volvo Car Insurance and Kia Insurance, Allianz was successful at insuring one third of newly sold cars.

We are pleased that 2015 was successful year, from the point of view of business results and also from the point of view of important changes corresponding to new trends in policy conclusion and communication with clients.

## Novelty

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The novelty in the way of insurance conclusion and progress in digitalization is possibility to conclude policy without paper printing.



# HOME

Insurance from A to Z



## Entrepreneurial and Private Property Insurance

Several years Allianz pojišťovna offers property and liability insurance and belongs to the high-quality and most awarded insurers in the Czech insurance market. It offers a high-quality insurance protection not only for households and common kinds of property but also for apartment houses and recreational houses.

To make Exclusive version with three unique VIP Warranties more attractive in the Czech market, Allianz pojišťovna extended also the offer in liability insurance with damage cover or injury caused by function in statutory body in cooperative while managing the apartment house.

Our private property and entrepreneurial insurance received the awards in various competitions. In survey of Asociace českých pojišťovacích makléřů (Association of Czech Insurance Brokers), the private property insurance and entrepreneurial insurance placed 3rd in 2015. Other awards had Allianz from competition Nejlepší banka (The Best Bank) and Nejlepší pojišťovna 2015 (The Best Insurer 2015)- award of Hospodářské noviny where it received **the 1st position among non-life insurers**- Nejlepší neživotní pojišťovna 2015 (The Best Non-life Insurer 2015).

In the sphere of entrepreneurial insurance, Allianz pojišťovna offers a wide range of possibilities. Entrepreneurial insurance covers the needs of various subjects, from entrepreneurs, contributory and budgetary organizations to community of housing unit owners. The product PRO Podnikatele is for clients who require big variability and flexibility and offers "customised" insurance according to the specific needs. Comprehensive Entrepreneurial Insurance Noe Plus is designed especially for medium-size and small entrepreneurs and is available in bargain packages in three variations of insurance cover- Normal, Optimal and Exclusive Plus.



By means of these high-quality and continuously innovated insurance products, the entrepreneurs are offered to write easily and quickly both insurance of entrepreneurial property (building and other structures serving for business purposes, production and operating facilities etc) and liability insurance and cargo. Similarly as in the past years, Allianz pojišťovna focused on design of attractive offers for particular business. In 2015, it is especially retail and wholesale.

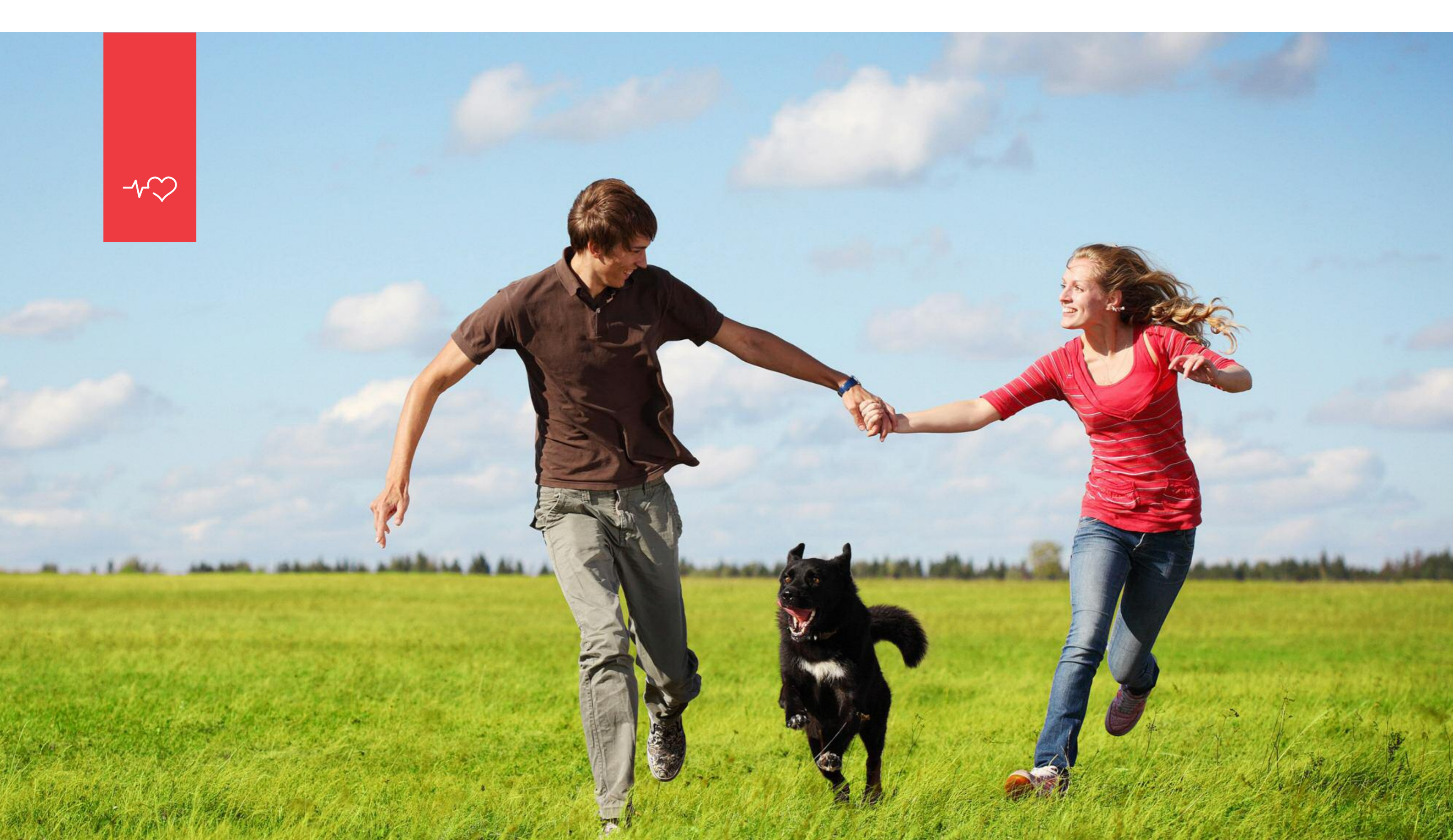
The Home Assistance services are integral part of property insurance for private persons and entrepreneurs. There is a special kind of assistance for apartment houses. Allianz pojišťovna always increases the range and quality of provided assistance services. The profession liability insurance providing the professional services where the insurance is mostly mandatory pursuant to the law is solved by means of an independent product.

Other traditional products are e.g. insurance of car showrooms, car repair shops, used cars, vessel insurance and deposit for lease of holiday vessel. In the sphere of private property and entrepreneurial insurance.

In 2015, Allianz pojišťovna continued on improvement of the services provided to clients and on improvement and simplification of client's communication. The change of group correspondence was finished, not only its graphic form but also style of communicated information changed. The intention was to create simple, brief and understandable form of sent text, without any excessive use of specialized terms and legal phrases. Feedback from the clients confirms it was a step in right direction.

## Awards

Allianz became the best Non-life Insure 2015



# LIFE



In 2015, the strategy of product offer of life insurance passed the biggest change since 2002 (the year of including the investment insurance into life products portfolio). The main reason was to adopt the clients´ current requirements and their needs.

While the main product direction in the Czech market (common investment life insurance) leads to creation of more and more complicated products with an extensive fee structure, the requirements of today´s clients are completely opposite. Simple construction instead of complexity, clear and unique separation of chaotic “mixing” of investment and insurance component, certainty of fixed premium of each component instead of changing price and fair price instead of incomprehensive rate schedule.

Allianz pojišťovna was the first that responded to clients´ demand for a simple (but smart) product without any senseless fees. This product is able to compete in its capital component with the programs of regular investing into shares funds. In June 2015 the company introduced the **updated insurance Rytmus risk**, the first investment insurance in the Czech market with clearly separated insurance and investment components without any complicated fees.



A smart construction enables to conclude the insurance either without investment component, or to take a usage of this investment component extraordinarily, e.g. for tax allowance. As the only insurance in the market, it has no restrictions on the minimum premium for insurance and investment part. Warranty of highest settlement, the first insurance type of cancer plan in the Czech market PRO boj s rakovinou (FOR fight with cancer) or unique insurance FOR ladies belong to the unique features of insurance component. In the frame of disability insurance, not only adult is insured for all levels, but also children are insured for risk of so-called disability from youth.

Since its introduction, insurance **Rytmus risk** has been evaluated by clients and advisors as one of the most transparent life insurance. The award **Life insurance of 2015** which was declared in November 2015 by a jury was the convincing evidence of its quality. At the end of the year the marketing communication confirmed the effort of Allianz to continue on the initiated strategy of clients´ products when it used the claim “Life insurance without absurd fees” as the main notice.

**Rytmus risk** is one of the most transparent life insurance



# TRAVELING



Allianz travel insurance is a comprehensive package of risks providing optimal insurance protection to clients travelling in the Czech Republic and abroad. Allianz travel insurance offers the widest range of insurance coverages and at the same time is a unique for having unlimited coverage of medical care expense abroad and insurance of cancellation fees.

The insurance coverage of medical care expense also includes risks related to terrorism, search and rescue activities of the Mountain Rescue Service and selected types of leisure time activities.

The basis of insurance is medical care expense insurance with unlimited coverage which is supplemented by luggage insurance, including luggage and flight delay, liability insurance and other loss, accident insurance and insurance of cancellation penalty with a common amount of deductible. In addition to individual and group tariffs for mass tourism and business travel products for corporate clients, Allianz pojišťovna offers advantageous annual or semi-annual travel insurance policies that cover long-term foreign travel as well as repeated short trips abroad or annual insurance for repeated short trips. More than 150 sports activities are included in the basic insurance. We offer sports supplementary insurance to insure more risky sports.



On-line underwriting through the Internet or by phone has become increasingly popular for travel insurance; the clients can arrange all themselves from their home. For clients travelling only short part from the Czech border we offer a cost effective package that includes medical care expenses insurance with limited coverage of CZK 3 million and liability insurance.

An integral part of Allianz travel insurance is extensive and high-quality assistance service, offered free-of-charge via Allianz Assistance. Prompt and transparent claims settlement forms are an integral part of our travel insurance.

# On-line

More clients conclude travel insurance on-line, through the Internet or by phone, they can arrange all themselves, quickly and easily from their home.



# BUSINESS



Insurance from A to Z

# Industrial and Corporate Risk Insurance



In industrial insurance, Allianz pojišťovna continued on increase of its portfolio.

Especially owing to effective cooperation with insurance intermediaries and competitive price policy we managed to address local Czech market and make use of current economic situation in the sphere of new investments and new building projects.

Continuing decrease of international transactions where we provide other companies from worldwide network of Allianz group with services, we try to substitute by increase of local business and active conclusion of own international transactions in the frame of EU.



During 2015 we were successful at managing the portfolio profitability more systematically and we reached very favourable claim performance, which contributed to total positive economic result of Allianz pojišťovna.

In 2016 we will focus on Czech industrial clients to continue on growth trend of industrial insurance. Our goal is also to keep the portfolio profitability, to extent know-how in individual products, to develop cooperation with intermediaries and to support the simplification of processes and digitalization of work activities.

## Portfolio

- we want to continue on the growth of industrial insurance



# SETTLEMENT



## Claims settlement

In claim settlement we realize that the clients judge quality of insurance company mostly based on their experience with claim solution. We are here for our clients to make the whole process easier in very often complicated life situations. That is why we continued on the development of modern claim settlement in 2015, we focused on speed, simplicity and quality, that is first of all thanks to digitalization. Our strategy continues to be a real innovator in the sphere of claims settlement, we just do not want to respond to competition.

In the frame of quality increasing at claims in the life and health we still more focused on the activities leading to prevention and detection of insurance frauds. In 2015 we realized and finished more than 1 300 cases of internal investigation due to suspicion of dangerous behaviour of insured person. The result of saved means is over 33 million CZK. As mentioned above, claim settlement process has a better quality and we want to continue on this process and during next period of time we will focus on quality of insurance portfolio in life insurance.

In the sphere of recovery we are successful at speeding up the whole process and our purposeful attitude to receivables, especially in recovery of casco, bring us more returned financial means than last years. In property insurance we created business partners network in the sphere of clean up and restoration caused by fire and after natural perils and water damage. By means of that we help our clients still more to solve their very often complicated life situations.

From the point of view of all company's strategy and of claim settlement itself, year 2015 was about the only topic-digitalization. For our bigger corporate and industrial clients we managed to make accessible an easy look at their settlement position and possibility of online communication with claims adjuster and sending the documents by means of Allianz websites.



Next innovation is the mobile application Hlášení nehody (Accident Report) - the easiest and fastest way of claims reporting of motor insurance up to now, it provides the documentary evidence to all accident participants and its filling in is not longer than 5 minutes. A paper form for record of car accident is the past for Allianz clients.

Involvement of VW car repair shops in system CebiCom is a big success. Thanks to the direct integration with insurance-technical system, it enables fully automatic claim settlement without any work of claim adjuster.

We started comprehensive modernization of the whole claim settlement in order to provide the clients with our services still more easily, faster and more comfortably thanks to all possibilities of digital time period.

We are pleased that in long term we manage to keep increasing satisfaction of our clients and business partners. It is evidenced not only by positive responses from the clients and from business network but also by increasing Net Promoter Score indicator.

# Digitalization

is the main topic also  
in claims settlement



**SALE**



## Sales

2015 was already the 6th year in a row when Allianz pojišťovna managed to increase annual portfolio premium. The long-term goal of Allianz pojišťovna, a.s. is to offer its clients comprehensive products and the most professional services with a high added value for a client, which significantly contributed to faster business growth than was the growth in Czech insurance market. The commercially successful year was confirmed by many awards. Allianz got the award of Hospodářské noviny for the best non-life insurance company of the year and at the end of the year also the award of Fincentrum for Best insurance company 2015.

### Tied Agent Sales Force

The so called tied agent sales service plays the key role within multichannel distribution model, it is created by exclusive business representatives. Their number is growing year-on-year and professionalism of individual representatives increases too. In retail insurance, this distribution channel always arranges majority of production and it has a strategic importance for the company.

The quality standard started to affect the results of evaluation, we increase retention measures and set quite new training and education concept of our representatives. In order to support loyalty of our retail clients, in 2015 we introduced the unique program Allianz Plus which brings advantage the clients who have more than one insurance in Allianz. In the second half of 2015, this program was reflected in positive sales increase especially in life insurance and private property insurance.

### Central Brokers

Alliant pojišťovna managed to start successful cooperation with the biggest business partners from previous years, to maintain the profitable part of portfolio and, at the same time, to continue on increasing of production share at these partners. Also this year we continued on successful renewal of policies, especially in industrial and fleet insurance, incl. the most important clients. Allianz pojišťovna registers the growth in agriculture insurance again.



### Online Underwriting

In 2015, Allianz pojišťovna continued on growth of policies concluded by means of internet and call centre. In motor insurance, the new module product that enables the clients to create their insurance exactly according to their needs contributed to the sale growth. Despite complexity of such product we managed to observe maximal simplicity and clear arrangement of the whole sale process of policy conclusion.

In 2014, company management decided about investment into campaign management and started x-sell campaign. In future we can expect big strengthening of the distribution channels, especially in travel insurance and motor insurance.

### Bancassurance

In 2015, the successful cooperation with important banks in the Czech market continued. The most important ones from the business point of view were UniCredit Bank and Komerční banka. The volume of intermediated mortgage loans increased 30% year-on-year and exceeded CZK 1.4 billion. GE Money Bank became a new important partner in the sphere of bancassurance. In terms of insurance products sale in distribution channels of bank partners, the cooperation with UniCredit Bank dominated again, this bank has strategic importance in several areas.

### External Distribution Channels

In life insurance, Allianz put big emphasize on quality of clients' insurance coverage of external distribution channels. In June the new risk life insurance with significantly changed structure of payment the commission for conclusion this insurance type was introduced. Together with prepared commission regulation for life insurance, it was one of the main causes of slower growth of life insurance production in this distribution channel. During the year we managed to stop the decrease in the life insurance sale and, on the contrary, to start its gradual increase.

Sales performance in other product rows was stabile we were successful especially in MTPL and accident insurance, but also in private property insurance. In 2015, Allianz followed not only financial contribution of individual business partners, but also NPS outputs, portfolio development and claim performance in individual companies.

# Sales mixture

finished with success good year when Allianz grew up faster then insurance market



# PEOPLE



## Human Resources

2015 was one of the most successful years in history of Allianz in the Czech Republic. This year the company invested into its people first of all and strengthened key departments in order to ensure general competitiveness and effectiveness at the same time. The biggest development from the HR point of view was in the operating part of the company, IT department and Customer Service Center. We placed 2nd in the prestigious competition TOP Employer.

### Employees

The basis of company's success are its employees. The employees, who are motivated to provide the best services to their clients. They create and improve products of Allianz, they offer products that best reflect the customer's needs and in case of insured accident will provide high-quality insurance protection which will provide our clients with unmatched settlement service. The company maintains a highly professional team of motivated experts and systematically develops their potential.

### Employee Training and Development

Employee training and professional development receive a high priority at Allianz pojišťovna. The company provides its employees with a number of courses, training as well as comprehensive programmes in order to enhance their professional, personal and managerial development. As part of this training system, the company offers the following to its employees:

- Allianz Academy- system of in-house training for business service;
- We learn each other-system of internal professional training;
- Language courses;
- Induction training for new employees;
- Training abroad for selected specialized professions;
- Participation of employees in conferences and professional gatherings;
- Extra-work education, such as expert certification or ACCA etc.



### Employee Benefits

Allianz pojišťovna aims at continuously reinforcing its position among leading insurers as well as among important employers. The company fully appreciates that the excellent results are, to a large extent, owed to the high commitment of its employees. The most significant benefits in 2015:

- A week of vacation in addition to the time prescribed by law;
- Free beverages at the workplace;
- Catering at the company's head office at reduced prices; a catering allowance for employees working outside the head office;
- Significantly reduced tariffs on all Allianz pojišťovna insurance products, with selected products, the offer extended to family members and partners;
- Employer contribution to the employee's supplementary pension scheme;
- Basic life insurance for the case of death due to any cause;
- Special offers on UniCredit Bank products and services;
- 50% discount on tickets to Theatre Minor;
- As a part of partnership with the Botanical Garden, 50% discount on tickets;
- T-Mobile programme- special tariffs for employees and their family members;
- And newly Cafeterie system from 2014.

# Employees

only motivated employees are able to provide their clients with the best services



## Human Resources



### Corporate Culture

Allianz pojišťovna corporate culture is based on corporate values and principles of the management culture as adopted by Allianz SE, aiming at fulfilling the group's mission and a uniform culture of governance in all of its member companies.

Our corporate culture also includes regular annual survey of employees' motivation in order to monitor the atmosphere in the company and invite new suggestions for increasing employee satisfaction. The long-term strong participation in these voluntary surveys, which was 95% in 2015, reflects the interest of employees in expressing their opinions and contributing to the further development of the company. In 2015 the satisfaction increased almost 10%, which we find to be an excellent result and big trust of our employees.

The Allianz Code of Conduct, Business Ethics and Compliance reiterates the company's strong emphasis on the professional conduct of its employees and their adherence to internal rules. In 2005, the Allianz Group introduced this uniform code in all of its companies. Observance of the rules of equal opportunities and intolerance of any discrimination form are an integral part of our corporate culture.

The corporate culture of Allianz pojišťovna is supported by regular meetings with employees for official anniversaries and on other occasions, as well as other sporting and social events for employees to promote team spirit.

Our employees also take a keen interest in the company's volunteer project "D Day- A Day That Counts", which Allianz pojišťovna has organised since November 2011 with Byznys pro společnost (Business for Society) in cooperation with Fórum dárců (Donors Forum), with the individual events being implemented through the [www.zapojimse.cz](http://www.zapojimse.cz) portal (I Shall Become Involved). Once a year employees have opportunity, as a part of their working hours, to help manually, by expert advice or simply by their presence (talking to senior citizens in retirement houses) in selected non-profit organizations. In 2015, almost half of employees signed up for the project and helped in non-profit organizations. The social and health area and activities with children and youth are also popular. Volunteering is beneficial to employees, as it provides them with an opportunity for personal growth in areas other than their expertise, helps them set their personal priorities and reinforce their positive affiliation to the employer. In the frame of CSR activities, in 2015 we connected our forces with foundation Leontinka that takes care of visually impaired children and youth. Almost 200 employees got involved in the unique project and se read audio book What is it, when you say... This unique event brought us Czech records in number of votes which recorded the book. All year 2015 was devoted to social responsibility and it is an integral part of our corporate culture.

To ensure fluent communications with employees about important events and changes in the company, Allianz pojišťovna circulates regular letters by the Board of Management, provides regular weekly information, TV Allianz, operates a new intranet portal and makes use of other electronic informational media.

## Leontinka

In the frame of CSR activities, in 2015 we connected our forces with foundation Leontinka that takes care of visually impaired children and youth.





## A Word of Thanks from the Board of Management

The Board of Management would like to thank all sales agents, brokers, external partners, business partners and all employees for their work for Allianz pojišťovna, their dedication, enthusiasm and professionalism. We also thank the shareholder for support and cooperation and clients for the trust they have placed in Allianz pojišťovna.

Board of Management



Allianz pojišťovna, a.s.

# Financial Part



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

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Only the Czech version of the report is legally binding.

## Independent Auditor's Report to the Shareholder of Allianz pojišťovna, a.s.

We have audited the accompanying financial statements of Allianz pojišťovna, a.s., prepared in accordance with Czech accounting legislation, which comprise the balance sheet as of 31 December 2015, 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 Allianz pojišťovna, a.s. is set out in Note 1 to these financial statements.

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

The statutory body of Allianz pojišťovna, 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, 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 about 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.

KPMG Česká republika Audit, s.r.o. is a Czech limited liability company and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

Obchodní rejstřík vedený  
Městským soudem v Praze  
oddíl C, vložka 24185.  
IČ 49619187  
DIČ CZ699001996



### Opinion

In our opinion, the financial statements give a true and fair view of the financial position of Allianz pojišťovna, a.s. as of 31 December 2015, and of its financial performance for the year then ended in accordance with Czech accounting legislation.

### Other Information

Other information is defined as information (other than the financial statements and our auditor's report) included in the annual report. The statutory body is responsible for the other information.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon. 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 included in the annual report is materially inconsistent with the financial statements or our knowledge obtained in the audit, whether the annual report is prepared in accordance with applicable legislation and whether such information otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Prague  
9 March 2016

Signed by

KPMG Česká republika Audit, s.r.o.  
Registration number 71

Signed by

Romana Benešová  
Partner  
Registration number 1834



# Balance sheet as at 31 December 2015

(In thousands of Czech crowns TCZK)

	2015 Gross	2015 Adjustment	2015 Net	2014 Net
<b>I. ASSETS</b>				
<b>A. Receivables for subscribed registered capital</b>				
<b>B. Intangible fixed assets, thereof</b>	<b>613 964</b>	<b>495 239</b>	<b>118 725</b>	<b>116 152</b>
a) Incorporation expenses				
b) Goodwill				
<b>C. Financial placements (investments)</b>	<b>19 126 967</b>		<b>19 126 967</b>	<b>18 983 199</b>
I. Land and buildings, thereof				
1. Land				
2. Buildings				
a) Land and buildings - self-occupied				
II. Investments in affiliated undertakings and participating interests	1 842 233		1 842 233	1 847 575
1. Participating interests with controlling influence	881 292		881 292	918 469
2. Debt securities issued by, and loans and credits to, undertakings - controlling influence	960 941		960 941	929 106
3. Participating interests with significant influence				
4. Debt securities issued by, and loans and credits to undertakings - significant influence				
III. Other financial placements	17 284 734		17 284 734	17 135 624
1. Shares and other variable-yield securities, other participating interests	1 458 352		1 458 352	1 296 688
2. Bonds and other fixed-income securities	15 737 463		15 737 463	15 767 814
a) bonds and other fixed-income securities valued at fair value through profit and loss	13 286 487		13 286 487	13 312 437
b) "OECD" bonds held to maturity	2 450 976		2 450 976	2 455 377
c) other bonds and other fixed-income securities held to maturity				
3. Financial placements in investment associations				
4. Other loans and credits	15 385		15 385	17 824
5. Deposits with financial institutions	54 510		54 510	68 938
6. Other financial placements	19 024		19 024	-15 640
IV. Deposits with ceding undertakings				
<b>D. Financial placements for the benefit of life assurance policyholders who bear the investment risk</b>	<b>8 297 892</b>		<b>8 297 892</b>	<b>8 828 678</b>

	2015 Gross	2015 Adjustment	2015 Net	2014 Net
<b>E. Debtors</b>	<b>1 384 461</b>	<b>310 236</b>	<b>1 074 225</b>	<b>1 221 634</b>
I. Receivables arising from direct insurance operations	980 566	294 436	686 130	733 446
1. Policyholders, thereof	864 860	179 485	685 375	712 709
a) Receivables due from entities in which the Company has a controlling influence				
b) Receivables due from entities in which the Company has a significant influence				
2. Intermediaries, thereof	115 706	114 951	755	20 737
a) Receivables due from entities in which the Company has a controlling influence				
b) Receivables due from entities in which the Company has a significant influence				
II. Receivables arising from reinsurance operations, thereof	127 572		127 572	215 314
a) Receivables due from entities in which the Company has a controlling influence				
b) Receivables due from entities in which the Company has a significant influence				
III. Other receivables, thereof	276 323	15 800	260 523	272 874
a) Receivables due from entities in which the Company has a controlling influence	1 796		1 796	589
b) Receivables due from entities in which the Company has a significant influence				
<b>F. Other assets</b>	<b>1 477 295</b>	<b>65 064</b>	<b>1 412 231</b>	<b>983 415</b>
I. Tangible fixed assets other than those listed under "C.I. Land and buildings", and inventories	176 148	65 064	111 084	107 111
II. Cash on accounts in financial institutions and cash in hand	1 301 147		1 301 147	876 304
III. Other assets				
<b>G. Temporary asset accounts</b>	<b>546 536</b>		<b>546 536</b>	<b>721 425</b>
I. Accrued interest and rent	206		206	2 522
II. Deferred acquisition costs	345 374		345 374	507 383
a) in life-assurance business	176 955		176 955	341 833
b) in non-life insurance	168 419		168 419	165 550
III. Other temporary asset accounts, thereof	200 956		200 956	211 520
a) Estimated receivables	184 452		184 452	190 602
<b>TOTAL ASSETS</b>	<b>31 447 115</b>	<b>870 539</b>	<b>30 576 576</b>	<b>30 854 503</b>



# Balance sheet as at 31 December 2015

(In thousands of Czech crowns TCZK)

	2015	2014
<b>II. LIABILITIES</b>		
<b>A. Equity</b>	<b>4 615 138</b>	<b>4 693 288</b>
I. Registered capital, thereof	600 000	600 000
a) Changes in registered capital		
II. Premium	29 782	29 782
III. Revaluation fund		
IV. Other capital funds	427 462	465 059
V. Statutory reserve fund and other funds from profit	534 463	534 463
VI. Profit or loss brought forward	2 213 984	2 022 105
VII. Profit or loss for the financial year	809 447	1 041 879
<b>B. Subordinated liabilities</b>		
<b>C. Technical provisions</b>	<b>15 839 346</b>	<b>15 382 101</b>
1. Provision for unearned premiums		
a) gross amount	2 689 047	2 526 056
b) reinsurance share (-)	222 957	208 647
2. Life assurance provision		
a) gross amount	5 811 315	5 935 718
b) reinsurance share (-)	5 811 315	7 185
3. Provision for outstanding claims		
a) gross amount	6 634 346	6 571 612
b) reinsurance share (-)	925 398	1 078 785
4. Provision for bonuses and rebates		
a) gross amount	427 464	396 028
b) reinsurance share (-)	427 464	396 028
5. Equalization provision		
6. Other technical provisions		
a) gross amount		
b) reinsurance share (-)		
7. Provision for liabilities from the technical interest rate applied and other calculation parameters		
a) gross amount	1 089 541	859 622
b) reinsurance share (-)	1 089 541	859 622
8. Non-life insurance provision		
a) gross amount		
b) reinsurance share (-)		
9. Provisions for liabilities of the Bureau		
a) gross amount	335 988	387 682
b) reinsurance share (-)	335 988	387 682

	2015	2014
<b>D. Life assurance technical provision where the investment risk is borne by the policyholders</b>	<b>8 297 892</b>	<b>8 828 678</b>
a) gross amount	8 297 892	8 828 678
b) reinsurance share (-)	8 297 892	8 828 678
<b>E. Provisions</b>	<b>198 962</b>	<b>258 918</b>
1. Provisions for pensions and similar obligations		
2. Provisions for taxation	164 136	219 163
3. Other provisions	34 826	39 755
<b>F. Deposits received from reinsurers</b>		<b>7 185</b>
<b>G. Creditors</b>	<b>1 085 725</b>	<b>1 211 218</b>
I. Payables arising from direct insurance operations, thereof	681 985	715 652
a) Payables to entities in which the Company has a controlling influence		
b) Payables to entities in which the Company has a significant influence		
II. Payables arising from reinsurance operations, thereof	229 217	303 100
a) Payables to entities in which the Company has a controlling influence		
b) Payables to entities in which the Company has a significant influence		
III. Payables arising from debt securities, thereof		
a) Payables to entities in which the Company has a controlling influence, thereof		
aa) Convertible bonds		
b) Payables to entities in which the Company has a significant influence, thereof		
ba) Convertible bonds		
IV. Amounts owed to credit institutions, thereof		
a) Payables to entities in which the Company has a controlling influence		
b) Payables to entities in which the Company has a significant influence		
V. Other payables, thereof	174 523	192 466
a) Tax liabilities and payables due to social security and health insurance institutions	37 785	54 005
b) Payables to entities in which the Company has a controlling influence	287	
c) Payables to entities in which the Company has a significant influence		
VI. Guarantee Fund of the Bureau		
VII. Loss prevention fund		
<b>H. Temporary liability accounts</b>	<b>539 513</b>	<b>473 115</b>
I. Accrued expenses and deferred revenues	21 913	21 636
II. Other temporary liability accounts, thereof	517 600	451 479
a) Estimated payables	517 600	451 479
<b>TOTAL LIABILITIES</b>	<b>30 576 576</b>	<b>30 854 503</b>



# Income statement for the year ended 31 December 2015

(In thousands of Czech crowns TCZK)

	2015 Base	2015 Subtotal	2015 Result	2014 Result
<b>I. TECHNICAL ACCOUNT FOR NON-LIFE INSURANCE</b>				
1. Earned premiums, net of reinsurance:				
a) gross premiums written	8 906 152			
b) outward reinsurance premiums (-)	1 164 541	7 741 611		
c) change in the gross provision for unearned premiums (+/-)	168 762			
d) change in the provision for unearned premiums, reinsurers' share (+/-)	16 805	151 957	<b>7 589 654</b>	<b>6 875 799</b>
2. Allocated investment return transferred from the non-technical account			<b>186 363</b>	<b>357 898</b>
3. Other technical income, net of reinsurance			<b>394 913</b>	<b>581 113</b>
4. Claims incurred, net of reinsurance:				
a) claims paid:				
aa) gross amount	4 901 982			
bb) reinsurers' share (-)	446 987	4 454 995		
b) change in the provision for outstanding claims:				
aa) gross amount	34 846			
bb) reinsurers' share (-)	-148 232	183 078	<b>4 638 073</b>	<b>3 731 817</b>
5. Changes in other technical provisions, net of reinsurance (+/-)			<b>-51 694</b>	<b>-39 710</b>
6. Bonuses and rebates, net of reinsurance			<b>279 528</b>	<b>306 087</b>
7. Net operating expenses:				
a) acquisition costs		666 373		
b) change in deferred acquisition costs (+/-)		-2 869		
c) administrative expenses		1 509 932		
d) reinsurance commissions and profit participation (-)		161 286	<b>2 012 150</b>	<b>1 878 747</b>
8. Other technical expenses, net of reinsurance			<b>502 092</b>	<b>653 489</b>
9. Change in the equalisation provision (+/-)				
10. Sub-total on the technical account for non-life insurance			<b>790 781</b>	<b>1 284 380</b>

	2015 Base	2015 Subtotal	2015 Result	2014 Result
<b>II. TECHNICAL ACCOUNT FOR LIFE ASSURANCE</b>				
1. Earned premiums, net of reinsurance:				
a) gross premiums written		3 124 482		
b) outward reinsurance premiums (-)		44 067		
c) change in the provision for unearned premiums, net of reinsurance (+/-)		-3 276	<b>3 083 691</b>	<b>3 979 193</b>
2. Income from financial placements (investments):				
a) income from participating interests, with a separate indication of that derived from controlling influence				
b) income from other investments, with a separate indication of that derived from controlling influence				
aa) income from land and buildings				
bb) income from other financial placements (investments)	49 639	49 639		
c) value adjustments on financial placements		628 348		
d) income from disposal of financial placements		3 432 689	<b>4 110 676</b>	<b>2 735 049</b>
3. Unrealised gains on financial placements			<b>1 590 735</b>	<b>1 270 312</b>
4. Other technical income, net of reinsurance			<b>71 705</b>	<b>153 704</b>
5. Claims incurred, net of reinsurance:				
a) claims paid:				
aa) gross amount	2 836 801			
bb) reinsurers' share (-)	11 166	2 825 635		
b) change in the provision for outstanding claims:				
aa) gross amount	27 888			
bb) reinsurers' share (-)	-5 155	33 043	<b>2 858 678</b>	<b>2 741 411</b>
6. Changes in other technical provisions, net of reinsurance (+/-):				
a) life assurance provisions:				
aa) gross amount	-124 403			
bb) reinsurers' share (-)	-7 185	-117 218		
b) other technical provisions, net of reinsurance		-300 867	<b>-418 085</b>	<b>1 046 539</b>
7. Bonuses and rebates, net of reinsurance			<b>28 360</b>	<b>56 284</b>
8. Net operating expenses:				
a) acquisition costs		285 806		
b) change in deferred acquisition costs (+/-)		164 878		
c) administrative expenses		389 011		
d) reinsurance commissions and profit participation (-)		18 368	<b>821 327</b>	<b>1 267 350</b>
9. Expenses connected with financial placements (investments):				
a) investment management charges, including interest		4 245		
b) value adjustments on financial placements				
c) book value of disposed financial placements		3 416 881	<b>3 421 126</b>	<b>1 949 995</b>
10. Unrealised losses on financial placements (investments)			<b>1 708 944</b>	<b>629 301</b>
11. Other technical expenses, net of reinsurance			<b>80 788</b>	<b>127 132</b>
12. Allocated investment return transferred to the non-technical account (-)			<b>260 420</b>	<b>534 905</b>
13. Sub-total on the technical account for life assurance			<b>95 249</b>	<b>-214 659</b>



# Statement of changes in equity for the year ended 31 December 2015

(In thousands of Czech crowns TCZK)

	2015 Base	2015 Subtotal	2015 Result	2014 Result
<b>III. NON-TECHNICAL ACCOUNT</b>				
1. Result of the technical account for non-life insurance			<b>790 781</b>	<b>1 284 380</b>
2. Result of the technical account for life assurance			<b>95 249</b>	<b>-214 659</b>
3. Income from financial placements:				
a) income from participating interests, with a separate indication of that derived from controlling influence				
b) income from other investments, with a separate indication of that derived from controlling influence				
aa) income from land and buildings				
bb) income from other financial placements (investments)				
c) value adjustments on financial placements				
d) income from disposal of financial placements				
4. Allocated investment return transferred from the technical account for life-assurance			<b>260 420</b>	<b>534 905</b>
5. Expenses connected with financial placements:				
a) investment management charges, including interest				
b) value adjustments on financial placements				
c) book value of disposed financial placements				
6. Allocated investment return transferred to the technical account for non-life-insurance			<b>186 363</b>	<b>357 898</b>
7. Other income			<b>130 522</b>	<b>104 605</b>
8. Other expenses			<b>109 901</b>	<b>70 870</b>
9. Income tax on ordinary activities			<b>171 125</b>	<b>238 302</b>
10. Profit or loss on ordinary activities after tax			<b>809 583</b>	<b>1 042 161</b>
11. Extraordinary income				
12. Extraordinary expenses				
13. Extraordinary profit or loss				
14. Income tax on extraordinary activities				
15. Other taxes not shown under the preceding items			<b>136</b>	<b>282</b>
16. Profit or loss for the financial year			<b>809 447</b>	<b>1 041 879</b>

	Registered capital	Own shares	Share premium	Reserve funds	Capital funds	Changes in valuation	Profit (loss)	Total
<b>Balance at 1.1. 2014</b>	<b>600 000</b>		<b>29 782</b>	<b>487 528</b>	<b>555 714</b>	<b>-56 273</b>	<b>2 869 041</b>	<b>4 485 792</b>
Correction of fundamental errors								
FX gains (losses) and changes in valuation not included in the profit and loss statement						-34 382		-34 382
Net profit/loss for accounting period							1 041 879	1 041 879
Profit shares							-800 001	-800 001
Transfers to funds				46 935			-46 935	
Reduction of funds								
Shares issued								
Reduction in registered capital								
Own shares purchased								
Other changes								
<b>Balance at 31.12. 2014</b>	<b>600 000</b>	<b>0</b>	<b>29 782</b>	<b>534 463</b>	<b>555 714</b>	<b>-90 655</b>	<b>3 063 984</b>	<b>4 693 288</b>
<b>Balance at 1.1. 2015</b>	<b>600 000</b>	<b>0</b>	<b>29 782</b>	<b>534 463</b>	<b>555 714</b>	<b>-90 655</b>	<b>3 063 984</b>	<b>4 693 288</b>
Correction of significant errors								
FX gains (losses) and changes in valuation not included in the profit and loss statement						-37 597		-37 597
Net profit/loss for accounting period							809 447	809 447
Profit shares							-850 000	-850 000
Addition to funds								
Reduction of funds								
Shares issued								
Reduction in registered capital								
Own shares purchased								
Other changes								
<b>Balance at 31.12. 2015</b>	<b>600 000</b>	<b>0</b>	<b>29 782</b>	<b>534 463</b>	<b>555 714</b>	<b>-128 252</b>	<b>3 023 431</b>	<b>4 615 138</b>



# Notes to the financial statements 2015

## I. GENERAL CONTENTS

### I. 1. Description and principal activities

Allianz pojišťovna, a.s. ("the Company") was entered into the Commercial Register on 23 December 1992 (Identification number 471 15 971).

#### Shareholders:

The Company's sole shareholder is Allianz New Europe Holding GmbH based in Vienna, Austria.

The Company received a license to carry on insurance activities on 17 December 1992. The Company commenced its insurance activities in 1993.

The Company carries on insurance, reinsurance and relating activities within the following range:

1. Insurance activities in compliance with Section 7 (3) of Act No. 363/1999 Coll., on Insurance and on Amendment to - Some Related Laws (the Insurance Act), as amended; in the range of insurance classes I. (a), (b), (c), II., III., VI., VII. of life assurance in part A of Appendix No. 1 to Act No. 277/2009 Coll., the Insurance Act; - in the range of insurance classes 1; 2 (a), (b), (c); 3; 4; 5; 6; 7; 8; 9; 10; 11; 12; 13; 15; 16 (b), (c), (d), (e), (f), (h), (i), (j); 17; 18 of non-life insurance in part B of Appendix No. 1 to Act No. 277/2009 Coll., the Insurance Act.
2. Reinsurance activities for non-life insurance.
3. Activities relating to insurance and reinsurance activities:
  - mediation activity under the Insurance Act;
  - advisory activity relating to insurance of individuals and legal entities under the Insurance Act;
  - investigation of claims performed based on insurance agreements under the Insurance Act;
  - mediation activity in the field of building savings or in the field of supplementary pension insurance;
  - educational activities for insurance intermediaries and independent loss adjusters;
  - mediation activity in the field of mortgages.

#### Registered office of the Company

Allianz pojišťovna, a.s.  
Ke Štvanici 656/3  
186 00 Praha 8

The Company is recorded in the Commercial Register maintained by the Municipal Court in Prague, Section B, File 1815.

### Members of the Board of Directors and Supervisory Board as at 31 December 2015:

#### Members of the Board of Directors

Chairman: RNDr. Jakub Strnad, Ph.D., Dobřejovice  
Members: Ing. Sonia Mihaylova Slavtcheva, MBA, Prague  
Aleš Jelínek, MBA, Prague  
Ing. Petr Hrbáček, Prague  
Mgr. Josef Lukášek, Čelákovice

PhDr. Tomáš Vysoudil, Říčany, resigned as a member of the Board of Directors with effect as at 23 March 2015.  
Ing. Petr Hrbáček, Prague, became a new member of the Board of Directors with effect from 1 June 2015.  
Mgr. Josef Lukášek, Čelákovice, became a new member of the Board of Directors with effect from 1 April 2015.

Two members of the Board of Directors or one member of the Board of Directors together with a proxy-holder shall always act jointly on behalf of the Company. In order to sign on behalf of the Company, the signatures are required alongside the printed or written name of the Company.

#### Members of the Supervisory Board

Members: Kay Müller, Munich, Germany  
Petros Papanikolaou, Munich, Germany  
Alexander Protsenko, Munich, Germany

Manfred Knof, Munich, Germany resigned as a member of the Supervisory Board with effect as at 25 June 2015.  
Veit Valentin Stutz, Munich, Germany resigned as a member of the Supervisory Board with effect as at 30 July 2015.  
Wolfgang Deichl, Dachau, Germany resigned as a member of the Supervisory Board with effect as at 10 December 2015.  
Kay Müller, Munich, Germany became a new member of the Supervisory Board with effect from 25 June 2015.  
Petros Papanikolaou, Munich, Germany became a new member of the Supervisory Board with effect from 30 July 2015 and effective from 31 July 2015 he became the chairman of the Supervisory Board.  
Alexander Protsenko, Munich, Germany became a new member of the Supervisory Board with effect from 10 December 2015.

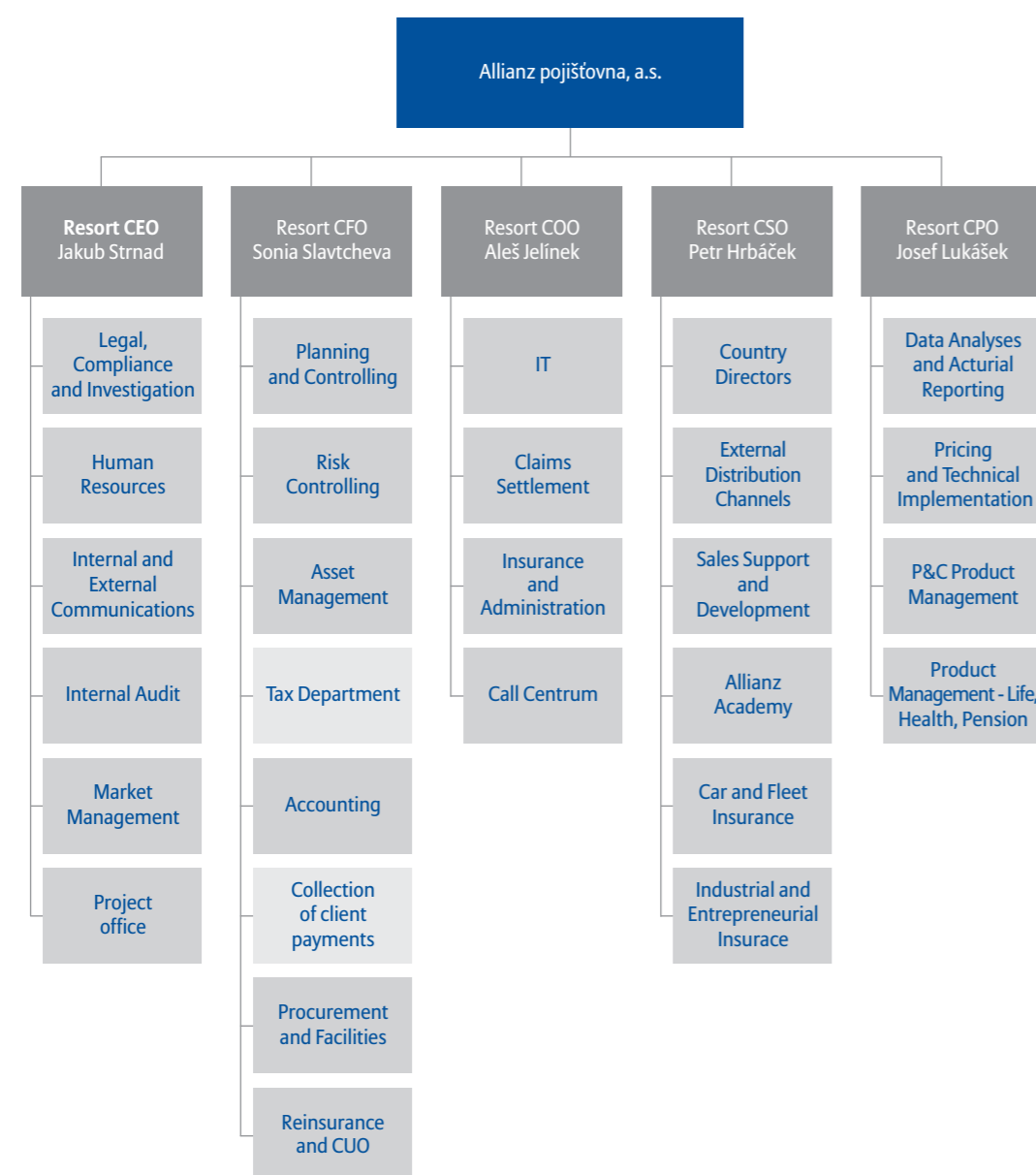
#### Significant events

On 8 June 2004 the Company informed the Ministry of Finance of its intention to extend its operations to the territory of all Member States of the European Union and countries forming the European Economic Area based on freedom to provide services. In 2015, the Company carried on its operations in the Slovak Republic, Poland, Austria, Germany, Hungary, Bulgaria, Lithuania, Latvia, Romania, Estonia, France, Great Britain, the Netherlands and Cyprus based on freedom to provide services.

On 19 October 2015 the Company received the Czech National Bank's decision authorising the expansion of the insurance business to include legal protection insurance as a type of non-life insurance listed in section B (17) of Schedule 1 to Act No. 277/2009 Coll., on Insurance.



## Organisational structure



## I.2. Compliance with legislation

At the balance sheet date the Company fully complied with Act No. 277/2009 Coll., on Insurance, as amended ("the Insurance Act"), with Act No. 89/2012 Coll., the Civil Code, Act No. 38/2004 Coll., on Insurance Intermediaries and Independent Loss Adjusters, as amended, Act No. 168/1999 Coll., on the Liability Insurance for Losses Caused by the Operation of a Motor Vehicle, as amended ("the Act on Motor Third-Party Liability Insurance") including the applicable implementing regulations, and with other legislation in force. The Company carries on both life assurance and non-life insurance classes.

## I.3. Basis for the preparation of the financial statements

The accounting records of the Company are maintained and the financial statements of the Company have been prepared in accordance with Act No. 563/1991 Coll., on Accounting, as amended, Decree No. 502/2002 Coll., to implement certain provisions of Act No. 563/1991 Coll., on Accounting, as amended, for accounting units, which are insurance companies, as amended ("Decree No. 502/2002 Coll."), and with the Czech Accounting Standards for accounting units that maintain their accounting records in compliance with Decree No. 502/2002 Coll. and other relevant legislation.

The accounting records of the Company are maintained in such a manner that the financial statements prepared based on these records present a true and fair view of the accounting and financial position of the Company.

The financial statements are based on the assumption that the Entity will continue as a going concern and that there is no circumstance that would restrict or prevent the Entity's ability to continue as a going concern in the foreseeable future.

Since 1 January 2008, the Company's accounts have been kept by Allianz Business Services, spol. s r.o. based in Bratislava, Slovakia.

## I.4. Significant accounting policies

### (a) Tangible and intangible fixed assets

Tangible and intangible fixed assets are stated at acquisition cost and are depreciated on a straight-line basis over their estimated useful lives. Tangible fixed assets costing less than TCZK 40 and intangible fixed assets costing less than TCZK 60 are charged to the profit and loss account in the year in which they are acquired. The annual depreciation rate reflects the assets' expected useful lives.

The following depreciation rates are used for the individual asset classes:

Fixed Assets	Method	Depreciation rate in %
Software	straight-line	20
Machinery and technical equipment	straight-line	25
Motor vehicles	straight-line	20
Office equipment	straight-line	16.7
Special technical equipment	straight-line	8.3
Investments in rented buildings	straight-line	According to the duration of lease contract

(grouped according to material subclasses with the same depreciation rate)

## (b) Financial placements (Investments)

### Securities

At the acquisition date securities are stated at acquisition cost.

Acquisition cost is the amount for which a debt security has been acquired and includes a proportionate part of any accrued interest and expenses directly associated with the acquisition.

Interest income is defined as:

- a) (for coupon debt securities) the accrued coupon specified in issue terms and conditions and the accrued difference between the nominal value and net cost, described as a premium or discount. Net cost is defined as the cost of a coupon bond reduced by the accrued coupon as at the date of acquisition of the security,
- b) (for zero-coupon bonds and bills of exchange/promissory notes) the accrued difference between the nominal value and cost.

The Company amortises premiums and discounts on all debt securities. Premiums and discounts are amortised to the profit and loss account on the basis of the effective interest rate method from the date of acquisition to their maturity.

Amortised debt securities are revalued at their fair value as at the balance sheet date with the exception of bonds held to maturity that have been issued by a member state of the Organisation for Economic Co-operation and Development and awarded a rating at the level of the Czech Republic or higher by at least two reputable rating agencies ("OECD bonds held to maturity").

Securities that are recognised in assets and that are not defined as ownership interests with controlling or significant influence are classified into the following categories: securities at fair value, available-for-sale securities, held-to-maturity securities ("OECD") and other held-to-maturity securities.

Securities at fair value must meet either of the following conditions:

1. it is classified as held for trading;
2. upon initial recognition it is designated by the Entity as at fair value.

An available-for-sale security is a security which is a financial asset and which the Insurance company has decided to classify as an available-for-sale security and which has not been classified as a security at fair value, a security held to maturity, or a security not intended for trading.

Fair value means the price published by a domestic or foreign stock exchange or other public (organised) market.

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 it does not sufficiently represent the fair value, the fair value is determined on the basis of a qualified estimate.

A change in the fair value of debt securities valued through profit and loss or available for sale is recognised in the profit and loss account. A change in the fair value of debt securities held to maturity that are revalued at fair value is recognised in equity.

The Company recognises the OECD bonds held to maturity at their amortised cost as at the balance sheet date. Held-to-maturity securities may only include debt securities that the Entity has the positive intention and ability to hold to maturity.

Amortised cost means the price used when first 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 adjustments. Adjustments to held-to-maturity securities are established in an amount that reflects only the change in the risk profile of the issuer but not the change in risk-free interest rates, calculated on an individual basis.

Where securities are denominated in a foreign currency, their value is translated based on the current exchange rate published by the Czech National Bank ("ČNB"). The appropriate exchange rate difference is included in the fair value.

For debt securities where, due to legislative amendments, the accounting policy has been changed since they were acquired such that changes in fair value are now recognised in the profit and loss account rather than in equity, the cumulative revaluation differences previously recognised in equity are derecognised and recognised in the profit and loss account only at the moment of sale or maturity of the relevant security.

### Participating interests

Participating interests in controlled persons are participations in another enterprise in which the company holds a controlling influence. In addition, other cases where the insurance company is a controlling person are reported under this item.

The Insurance Company exercises controlling influence if it meets at least one of the following conditions:

- a) it is a majority shareholder, or
- b) it has the majority of voting rights based on an agreement concluded with another shareholder/other shareholders, or

An ownership interest with significant influence is an ownership interest in an affiliated company which is not a subsidiary and in which the Insurance Company exercises significant influence. Significant influence is defined as the Insurance Company's ability to participate in the financial and operating policy decisions of another company, without the ability to exercise controlling influence. The Insurance Company exercises significant influence if it holds, directly or indirectly, at least 20% of another company's registered capital or voting rights, unless it exercises controlling influence over that company or clearly demonstrates that it is unable to exercise significant influence. If the Entity holds less than 20% of another company's registered capital or voting rights, it is presumed that significant influence does not exist, unless such influence can be clearly demonstrated.

Participating interests in the form of securities issued by the controlled persons or persons in which the accounting unit exercises substantial influence, and which are held for trading or are available for sale are shown in item C.II.2 Debt securities.

At the acquisition date, participating interests are stated at their acquisition cost. The acquisition cost is the amount for which the participating interests were acquired and includes all expenses directly associated with the acquisition. The fair value of participating interests is determined based on a qualified estimate or the opinion of a qualified external appraiser.

At the balance sheet date, participating interests are revalued at their fair value. Changes in fair value are recognised in equity.

As it is not possible to determine the fair value of some participating interests within the group at the end of the balance sheet date reliably, the Company uses acquisition cost as the carrying value of participating interests pursuant to the Section 25 of Act No. 563/1991 Coll., on Accounting.

#### Deposits with financial institutions

Deposits with financial institutions are initially recognised at nominal value. At the balance sheet date, these assets are revalued at their fair value. The fair value of short-term deposits with financial institutions is determined as their nominal value including accrued interest.

Other financial placements denominated in foreign currency are translated based on the current exchange rate published by ČNB and the appropriate exchange rate difference is included in the fair value. Changes in fair value are reflected in the Company's profit and loss account.

#### Derivatives

A derivative is a financial instrument that meets the following conditions:

- a) its fair value changes in response to the change in a specified interest rate, price of a security, commodity price, foreign exchange rate, price index, credit rating or credit index, or other variable ("underlying asset"),
- b) it requires a small or no initial net investment, compared with other types of contract based on a similar response to changes in market factors,
- c) it is settled at a future date, with the period from the trade date to the settlement date exceeding that of a spot transaction.

Derivatives are recognised in the balance sheet at fair value. 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 ascertained on the active market.

#### Hedging derivatives

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

Hedge accounting is only applied where:

Zajišťovací účetnictví je možné aplikovat, pokud:

- the hedge is in line with the Company's risk management strategy,
- the hedge relationship is formally documented at the inception of the hedge,
- the effectiveness of the hedge relationship can be objectively measured,
- the hedge relationship is effective throughout the accounting period, i.e. changes in the fair value or cash flows of the hedging instruments attributable to the hedged risk are within a range of 80-125% of the changes in the fair value or cash flows of the hedged instruments attributable to the hedged risk,
- in the case of hedging expected transactions, it is highly probable that the transaction will occur and must present an exposure to variations in transactions that could affect profit or loss.

If the derivative hedges the exposure to changes in the fair value of assets and liabilities, the hedged item attributable to the risk being hedged is also carried at fair value. Gains and losses arising from revaluation of the hedged item and hedging derivative are recorded in the profit and loss account.

If the derivative hedges the exposure to changes in cash flows related to recorded assets and liabilities, the change in its fair value is recognised in equity. The ineffective portion is recognised in the income statement.

If the hedging of expected transactions results in the recording of a financial asset or liability, the cumulative gains or losses arising from changes in the fair value of the hedging derivative reported in equity are charged to the profit and loss account at the same moment as the gains or losses arising from revaluation of the hedged item.

If a hedging derivative expires or is terminated, or a hedge no longer meets the conditions for designating a derivative as a hedging derivative, the gain or loss on the hedging instrument that has been recognised in equity from the period when the hedge was effective continues to be recognised in equity until the forecast transaction occurs, after which it is recognised in profit or loss.

If the Entity no longer expects the forecast transaction to occur, the gain or loss on the hedging instrument that has been recognised in equity from the period when the hedge was effective is reclassified to profit or loss.

If the Entity decides to stop designating a derivative as a hedging derivative and, at the same time, expects the forecast transaction to occur, the gain or loss on the hedging instrument that has been recognised in equity from the period when the hedge was effective continues to be recognised in equity until the forecast transaction occurs, after which it is recognised in profit or loss.

If the Entity decides to stop designating a derivative as a hedging derivative and, at the same time, does not expect the forecast transaction to occur, the gain or loss on the hedging instrument that has been recognised in equity from the period when the hedge was effective is reclassified to profit or loss.

### Embedded derivatives

In certain cases a derivative may be a component of a hybrid (combined) financial instrument that comprises both a host contract (instrument) and a derivative (referred to as “embedded derivative”), which influences cash flows or otherwise modifies the characteristics of the host instrument.

The embedded derivative is separated from the host instrument and accounted for separately provided all of the following criteria are met at the same time:

- the economic characteristics and risks of the embedded derivative are not closely related to the economic characteristics and risks of the host instrument,
- a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative, and
- the host instrument is either not revalued at fair value or it is revalued at fair value but the revaluation is reported in the balance sheet.

### (c) Financial placements for the benefit of life assurance policyholders who bear the investment risk

Financial placements for the benefit of life assurance policyholders who bear the investment risk are accounted for separately from other financial placements.

At the balance sheet date, financial placements for the benefit of life assurance policyholders who bear the investment risk are revalued at their fair value. In order to preserve the true and fair view of the Company's result for the year, all changes resulting from revaluation at fair value have been reflected in the Company's profit and loss account.

### (d) Adjustments

The Company creates adjustments to receivables and other assets except for financial placements reported at fair value. Adjustments represent a temporary decrease in value of individual assets. The amount of the decrease is determined on the basis of a professional risk assessment carried out by the management of the Company.

Adjustments to receivables from policyholders are calculated based on an analysis of their recoverability. Adjustments to individual receivables are established based on the due date of the respective receivable.

The Company establishes adjustments for doubtful receivables based on an analysis of the credit status of customers.

Adjustments to “OECD” bonds held to maturity are accounted for only if there is a risk that the notional principal amount of the bond or the bond yield or both the value and the yield would not be repaid.

### (e) Write-offs

Receivables are written off based on the Company's decision, which reflects the ageing structure of receivables and a particular receivable being assessed as effectively uncollectable or irrecoverable. This involves a permanent reduction in the value of a receivable. The full book value of the respective receivable is written off.

### (f) Impairment of assets

At the balance sheet date the Company assesses whether those assets, which are not carried at fair value or for which changes in fair value are recognised in equity, are impaired. Impairment of an asset is recognised in the profit and loss account.

### (g) Deferred acquisition costs

Deferred acquisition costs represent the proportion of the acquisition costs incurred during the current financial year that relates to the revenues of subsequent financial years. At the end of each financial year the Company carries out a liability adequacy test to determine whether the amount of the deferred acquisition costs is appropriate.

### Non-life insurance

In respect of non-life insurance, deferred acquisition costs are based on total acquisition costs incurred in the current period. Direct acquisition costs are deferred on an individual basis according to the deferrals of premium of individual insurance contracts. As for the additional acquisition costs, the ratio of the gross provision for unearned premiums at the balance sheet date to the total gross premiums written for the financial year is used.

### Life assurance (except Unit-linked assurance)

As for life assurance, the Company determines deferred acquisition costs using the zillmerisation method, which is applied to calculate the life assurance provision, see section I.4.(j).

### Unit-linked assurance (life assurance where the investment risk is borne by the policyholder)

In unit-linked assurance the Company determines deferred acquisition costs using actuarial methods, based on the value of expected future deductions from initial units determined to cover the acquisition costs.

#### **(h) Income tax**

Income tax on the profit for the year comprises current income tax and the change in deferred tax. Current income tax comprises the tax liability calculated from the tax base using the effective tax rate and any additional payments or refunds of tax for previous years.

Deferred tax is provided on all temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes and other temporary differences (tax losses carried forward, if any) multiplied by the income tax rates expected to be valid for the periods in which the tax asset/liability is expected to be utilised.

A deferred tax asset is recognised only to the extent that there is no doubt that future taxable profits will be available against which this asset can be utilised.

#### **(i) Provision for unearned premiums**

The provision for unearned premiums is created in respect of life assurance and non-life insurance, except for single premium life assurance. The provision amount represents the part of gross premiums written which is to be allocated, in terms of time, to the subsequent financial year or to future financial years and is determined as the sum of all amounts calculated for individual contracts using the "pro rata temporis" method.

#### **(j) Life assurance provision**

The life assurance provision comprises the sum of the provisions for individual life assurance policies. The life assurance provision is calculated using actuarial methods, including profit shares declared and allocated and a provision for expenses, related to the administration of contracts, after deducting the value of future premiums.

The Company accounts for the provision using the zillmerisation method. The zillmerisation method results in the deferral of acquisition costs for life assurance contracts. These costs are included within the life assurance provision through actuarial methods after eliminating temporary negative balances, which are capitalised and presented as deferred acquisition costs. The acquisition costs are capitalised and deferred in accordance with the prudence principle and taking into account the risk of lapses and cancellations.

#### **(k) Provision for outstanding claims**

The provision for outstanding claims in respect of both life and non-life insurance comprises the amount of expected costs in respect of claims:

- a) Reported but not settled during the period (RBNS),
- b) Incurred but not reported during the period (IBNR).

The provision for outstanding claims reported by the end of the year represents the sum of all amounts calculated for individual claims.

The provision for outstanding claims created for claims incurred but not reported as at the balance sheet date is determined using statistical methods.

The provision for outstanding claims includes all relating external and internal claims handling costs.

The provision is reduced by the estimated value of salvage and subrogation recoveries, such as claims enforced against debtors (the party that caused the damage) or other insurance companies arising from general liability insurance. In the case where the provision for outstanding claims related to the applied recourse had been reverse due to the completed claims settlement process, the estimated value of the refundable recourse was reported in estimated receivables, see note II.7.(b).

When calculating the provision for outstanding claims, the provision is not discounted, with the exception of the provision for outstanding claims in the form of annuities (mainly motor third party liability insurance has a part paid in the form of annuities).

Where the claim payment for individual types of insurance is provided in the form of annuities, the provision for outstanding claims is established based on actuarial methods.

When creating the provision for outstanding claims in respect of claims where the insurance company acts as the leading co-insurer, the applicable provisions of the Civil Code are taken into consideration.

Although the Board of Directors considers that the provision for outstanding claims is fairly stated on the basis of the information available to them as at the balance sheet date, the ultimate liability may vary as a result of subsequent events or new information, which may result in significant adjustments to the amounts provided for. Adjustments to the amounts of the provisions are reflected in the financial statements for the period in which the adjustments are made. The procedures and methods used in making estimates are reviewed regularly.

#### **(l) Provision for bonuses and rebates**

The provision for bonuses and rebates is created in accordance with the respective terms set out in insurance contracts. In respect of non-life insurance, the provision is created principally in cases where the Company is liable to refund to policyholders a portion of the premiums relating to the current financial year due to favourable claims experience.

In respect of life assurance, the provision for bonuses and rebates includes shares of surpluses arising as at 31 December of the current period, which have not been allocated to individual insurance contracts and thus are not included within the life assurance provision.

Changes in the provision for bonuses and rebates in the profit and loss account are presented in "Bonuses and rebates".

#### **(m) Provision for liabilities arising from the applied technical interest rate and other calculation parameters**

The Company carries out a life assurance liability adequacy test as at the balance sheet date ("the liability adequacy test") in order to assess the adequacy of the life assurance provisions (provision for unearned premiums, life assurance provision, provision for outstanding claims, and provision for bonuses and rebates).

The liability adequacy test is performed using discounted projected cash flows. Future policyholder bonuses are considered in the liability adequacy test consistently with the past practice of bonus allocations. Management of the Company decides about the amount of the future profit shares paid to policyholder. The future profit shares paid to policyholders are included in the liability adequacy test in accordance with medium-term and long-term plans of the Company.

The minimum value of liabilities to policyholders is determined using best estimates of the future development of entry parameters adjusted by market value margins.

Where this amount exceeds the amount of the life assurance provisions reduced by any unamortised acquisition costs and other intangible assets, the deficiency is recognised through the creation of a provision for liabilities arising from the applied technical interest rate and other calculation parameters.

In compliance with Section 66 (2) of the Insurance Act, the Company informed ČNB about the method for calculating the provision for liabilities arising from the applied technical interest rate and other calculation parameters. The change in this provision is presented in item II.6.b) in the profit and loss account.

#### **(n) Provision for liabilities of the Bureau**

The Company is a member of the Czech Bureau of Insurers ("the Bureau"). Pursuant to Section 18 (6) of the Act on Motor Third-Party Liability Insurance a member of the Bureau must guarantee the liabilities of the Bureau in an amount calculated pro rata based on the respective amounts of members' contributions. To meet this requirement, members must create technical provisions for liabilities that are not covered by relevant assets of the Bureau.

The amount of the provision for liabilities of the Czech Bureau of Insurance is determined using actuarial methods pursuant to the Insurance Act.

Based on information available to them, the Board of Directors of the Company believes that the provision established is adequate to cover the cost of claims incurred corresponding to the liability assumed by the Company in relation to statutory motor liability insurance. The ultimate claims expenses will remain unknown for several years. The Company's share of these outstanding claims will be determined according to its share of the market for this class of insurance at the time these claims are finally settled.

#### **(o) Life assurance provision where the investment risk is borne by the policyholder**

The life assurance provision where the investment risk is borne by the policyholders is intended to cover the liabilities of the Company due to policyholders in those classes of life assurance where, based on an insurance contract, the investment risk is borne by the policyholders.

The amount of the provision is calculated as the sum of liabilities due to policyholders in the amount of their shares of invested premiums from individual life assurance contracts in accordance with the principles included in the insurance contracts.

When life assurance where the investment risk is borne by the policyholders also includes payment of a guaranteed amount, this liability is included within the life assurance provision.

#### **(p) Reinsurers' share of technical provisions**

Technical provisions are presented as a net liability, i.e. after deduction of the reinsurers' share. The amount of this share is calculated based on the terms of the related reinsurance contracts, the method of settlement with reinsurers and in consideration of the prudence principle.

The Company presents the reinsurers' share of the provision for unearned premiums, the life assurance provision, the provision for outstanding claims and the provision for the liabilities of the Czech Bureau of Insurers. The reinsurers do not participate in the other technical provisions.

#### **(q) Provisions**

Provisions are intended to cover risks, losses and other respective payables, which are clearly defined and the occurrence of which is either probable or certain but whose amount or timing are uncertain.

#### **Provision for taxes**

The provision for taxes is created at the balance sheet date and amounts to the estimated corporate income tax liability due. The use (release) of the provision is accounted for when the tax return is filed.

#### **(r) Gross premiums written**

Gross premiums written comprise all amounts due during the financial year in respect of insurance contracts regardless of the fact that such amounts may relate in whole or in part to future financial years.

#### (s) Claims paid

Claims paid comprise the amount assessed for payment based on the claims investigation process, external and internal claims handling costs and a deduction for the salvage value and other recoveries.

Claims paid are recorded upon completion of the investigation of the claim and in the amount of the assessed settlement.

#### (t) Acquisition costs

Acquisition costs comprise all direct and indirect costs arising from the conclusion of insurance contracts.

#### (u) Expenses and income from financial placements

##### **Allocation of expenses and income from financial placements between life assurance and non-life insurance accounts**

All expenses and revenues from financial placements are recorded initially in the technical account for life assurance. Expenses and revenues from financial placements, which are not related to life assurance activities, are subsequently transferred to the non-technical account. The relevant amount of the expenses and revenues from financial placements to cover the non-life insurance provisions is subsequently transferred to the technical account for non-life insurance from the non-technical account.

The allocation is calculated using internal evidence of financial placements related to the respective technical life provisions (including life assurance where the investment risk is borne by the policyholder) and technical non-life provisions. According to this allocation a part of expenses and revenues from life and non-life insurance is determined and the rest of expenses and revenues remains on the non-technical account.

##### **Method of accounting for realised gains and losses upon disposal of financial placements**

The disposal of financial placements is presented on a gross basis, whereby the revenues from disposal in the amount of the selling price of the relevant financial instruments are recorded separately from the carrying value of the related financial placements.

#### (v) Loss prevention fund

Under Section 23a (2) of the amendment to Act No. 168/1999 Coll., on Liability Insurance for Losses Caused by the Operation of a Motor Vehicle, which came into effect on 1 January 2014, the insurance company is obliged to pay 3 % of annual premiums collected in respect of motor third-party liability insurance per calendar year.

#### (w) Allocation of items between life assurance and non-life insurance

In order to account for items common to both life assurance and non-life insurance, the Company uses a method in compliance with Decree No. 502/2002 Coll. Under this method, individual items are grouped according to the class of insurance to which they relate. For items that cannot be allocated directly, the following basis is used:

##### **Expenses and revenues from financial placements**

Expenses and revenues from financial placements are allocated between life assurance and non-life insurance using the method stated in note I. 4. (u).

##### **Other revenues and expenses**

During the accounting period clearly attributable expenses and revenues are accounted for directly in the technical account for life assurance or non-life insurance or the non-technical account. Expenses and revenues that cannot be directly attributed are recorded primarily in the non-technical account and subsequently allocated to the technical account for life assurance or non-life insurance. The allocation is carried out using the activity-based-costing method (ABC). The Company analysed the activities of the business and assigned them to the life and non-life technical segments. The rate for allocation of other revenues and expenses between life and non-life technical accounts is calculated based on the ratio of those segments.

The allocation is not applied to taxes, fees, or other expenses incurred outside insurance or reinsurance activities.

#### (x) Foreign currency translation

Transactions during the year are recorded at the ČNB rate effective on the transaction date or at the rate at which the transaction was realised.

At the balance sheet date, foreign currency assets and liabilities are translated at the ČNB official rate on that date. Unless stated otherwise, foreign currency gains and losses are recorded in Company's profit and loss account.

#### (y) Consolidation

Pursuant to Section 38 of Decree No. 502/2002 Coll., the financial statements of the Company have been included in the consolidated financial statements of Allianz SE, with its registered office in Munich, Federal Republic of Germany, prepared in compliance with International Financial Reporting Standards. The consolidated financial statements of Allianz SE will be published in accordance with Section 38a (2c) of Decree No. 502/2002 and in accordance with Section 21a of the Act on Accounting. As all requirements stipulated in Decree No. 502/2002 Coll. have been met, the Company will not prepare consolidated financial statements.

### I.5. Change in accounting policies and procedures and corrections of prior period errors

As of 1 January 2015 the Company presents other acquisition costs for insurance contracts that are directly linked to the insurance contract portfolio under acquisition costs. Until 31 December 2014 these costs were included in administrative expenses (2015: TCZK 102 481; 2014: TCZK 82 597).

As of 1 January 2015 the Company presents assets covering a portion of the provision for bonuses and rebates under securities measured at fair value through profit or loss. Until 31 December 2014 these assets were included in deposits with financial institutions (2015: TCZK 253 265; 2014: TCZK 221 916).

Comparative information for 2014 complies with the updated presentation method.

The Company carried out no other corrections of prior period errors or changes in accounting policies and procedures, and applied no deviations from these policies and procedures during the financial year.

### I.6. Risk management

In compliance with Decree No. 434/2009 Coll., to implement certain provisions of the Act on Insurance, the Company has ensured that the set-up of the internal control system covers all of its operations.

The set-up of the internal control system enables consistent and systematic risk management. The risk management system, which forms an inseparable part of the internal control system, is governed by an internal policy defining the major requirements for this area. The Board of Directors is fully responsible for compliance with the statutory requirements and delegates the competence to the Risk Committee. The Chief Risk Officer (CRO) of the Company is the chairman of the Risk Committee. The Risk Committee is responsible for introducing and maintaining infrastructure, management and processes that pro-actively identify, monitor and manage any risks at the Company level.

The risk management policies and procedures are comprehensive and interrelated with the policies and procedures governing maintenance of capital determined to cover these risks, which not only comply with the legislative requirements but also with the Allianz Group standards.

The Company uses a standard model for economic capital calculation and risk management. The other risks not incorporated directly in this model are monitored and managed through other tools and methodologies in compliance with the Allianz Group standards, which are an integral part of the own risk and solvency assessment (ORSA) to be required in the future. This assessment will be required in terms of the preparations for Solvency II.

The main risk exposures of the Company are as follows:

#### (a) Non-life underwriting risk

The Company is exposed to underwriting risks following from the sale of non-life insurance products. The basic quantification of non-life underwriting risks is included in two subcategories, the subcategory of premium risk and reserve risk.

The insurance risk is defined as the risk of losses caused by an unexpectedly high volume of claims, which cannot be covered from the collected premiums. In the internal model the insurance risk is further divided into the catastrophe risk and non-catastrophe risk.

The reserve risk is the risk of losses caused by the difference between the actual amount of insurance settlements paid and the provisions for incurred claims, which have not been fully settled yet, or as a result of use of insufficient data for determining the amount of provisions.

This category stands for the major portion of the capital requirement within the liabilities from non-life insurance.

The Company also applies the following internal directives to managing these risks: The process of creation of a new product and change of a product, Additions to and utilisation of technical provisions, Minimum underwriting standards in terms of non-life insurance and reinsurance strategy.

The Company applies the geographic information system (GIS) to concentration risk management and monitoring in terms of catastrophic claims, primarily the risk of floods. Its contribution is, next to the check of concentration of the insured values, also an adequate measurement of the potential insurance liabilities.

#### (b) Life underwriting risk

The Company is exposed to risks resulting from an unfavourable development of assumptions compared to their determining at the moment of valuation of products. This involves, for example, the risk of unfavourable development of mortality or longevity, risk of a different development of investment return, risk resulting from an unexpected development of cost inflation or behaviour of clients upon cancellation of the contract. 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.

Other risks are, for example, the objective and subjective risk of the insured. The objective risk is determined by objective factors such as the age, health condition or profession. The subjective risk is determined by subjective factors such as the effort of the insured to survive or maintain a healthy life or the poor financial condition of the insured.

Other risks to which the Company is exposed are as follows:

- Risks with a low-frequency occurrence and a significant impact, which in life assurance may represent any claim that affects several persons insured at the same time and in the same place (e.g. natural disasters)
- Risk of concentration of high sums assured, which do not constitute a significant part of the portfolio but which may have significant impact on the amount of settlements and as a result also the profit (loss) of the Company



The goal of risk management is identification, quantification, elimination and monitoring of risks in order to prevent changes that have a negative impact on the profit (loss) of the Company and the Company's equity.

The Company uses a standard model to quantify and monitor the risks. This model covers all significant and quantifiable risks relating to life assurance.

The Company applies profit testing when valuing insurance products and further the liability adequacy test. Profit testing is used to determine adequate insurance rates for the insurance and financial guarantees for individual products and for the determined assumptions.

The purpose of the liability adequacy test is to assess the amount of the life assurance provisions in terms of the updated assumptions. The level of sensitivity of the results to a change in the individual assumptions is also a component of these procedures.

In respect of the objective and subjective risks of the insured, these risks must be assessed individually upon conclusion of the contract, primarily in the event of a higher sum assured. There are procedures for identifying and assessing these risks; as part of such procedures it is necessary to carry out a qualified assessment of the health condition, or, if appropriate, the financial condition of the client, or to assess the level of risk to which the insured is exposed. Based on information on the health condition, subjective risk and other actuarial risks, the premium rate is determined. In addition to a discount or a surcharge on the premium, certain risks, types of injury or illnesses may be excluded from the insurance, or the amount of the sum assured may be limited.

The Company has no significant concentration of exposure to any group of persons insured. In order to manage the insurance risk, the Company primarily uses reinsurance and a prudent underwriting policy.

### Reinsurance strategy

The Company reinsures some of the risks it underwrites in order to control its exposures to losses and protect its own capital resources. The Company has based its reinsurance scheme on a complementary combination of contracts with external reinsurers and reinsurance contracts with its parent company.

The Company concludes a combination of proportionate and non-proportionate reinsurance treaties to reduce its net exposure. The maximum net exposure limits (own retentions) for particular business lines are reviewed annually. To provide additional protection the Company uses facultative reinsurance for certain insurance contracts.

### (c) Market risk

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

The basic quantification in terms of the market risks is comprised in the following subcategories:

- Interest rate risk – the risk of losses incurred due to the impact of market interest rate fluctuations
- Equity risk – the risk of losses incurred as a result of changes of the market value of shares and equity funds
- Volatility risk – the risk of fluctuation of the financial instrument prices on the financial markets
- Real estate market risk – the risk of losses incurred as a result of changes of real estate market prices
- Currency risk – the risk of losses incurred as a result of movements in the exchange rates of foreign currencies

The main exposure is that the revenues from investments will not be sufficient to cover the liabilities from insurance contracts. The market risks are also a basic part of the internal model.

### Interest rate risk

The Company is exposed to interest rate risk due to the impact of up-to-date market interest rate fluctuations. The fair value and investment return may both grow or decrease as a result of these fluctuations.

Besides changes in the value of assets, the interest rate fluctuations may also result in changes of liabilities.

Based on a cash flow analysis, the Company prepares the portfolio of securities the value of which changes together with a change in the value of liabilities upon a change in the interest rate.

The risk of changes in cash flows as a result of a change in interest rate represents exposure primarily to the insurance contracts with a guaranteed interest rate, where the client compares the revenue guaranteed by the contract with the revenue offered in the market. Where the market interest rates increase, some types of contracts may show an increase in the lapse rate, and on the other hand, in the event of decrease in the interest rates, an increased number of clients claiming a settlement in the form of pension may be observed, or the payment of settlements from contracts with a guaranteed revenue higher than the revenue offered in the market, may be deferred.

### Volatility risk

The Company is exposed to a price fluctuation risk, which consists in the fact that the value of the financial instrument will change due to changes in the market prices. These changes may be caused by factors specific to a single instrument or by the issuers of the instruments or by factors affecting all instruments traded in the capital or money markets.

### Equity risk

The equity risk is connected with the losses incurred as a result of changes of the market value of shares and equity funds. The Company manages this risk by diversifying the portfolio and determining and monitoring the limits both for the individual and total investments in this type of asset.

### Currency risk

The Company is exposed to currency risk through transactions in foreign currencies and through its assets and liabilities denominated in foreign currencies. As the currency in which the Company presents its financial statements is the Czech crown (CZK), movements in the exchange rates between these currencies and the CZK affect the Company's financial statements.

The Company uses derivatives in order to hedge against currency risk.

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. The Company regularly approves the strategic asset allocation (SAA) with the parent company.

### Asset/Liability management (ALM)

The basic goal of ALM is to achieve balance in the structure of assets and liabilities, in particular from the point of view of their maturity, interest rates and currency structure. The aim is to ensure that the assets permanently generate sufficient cash flows in the required currency structure necessary to cover the due liabilities to clients (including the guaranteed revenues) and at the same time to ensure that the system enables the generation of adequate profit for shareholders.

For this purpose the Company performs regular monitoring of assets and liabilities, followed by ALM calculation, which enables the Company to monitor and compare the structure of its assets and liabilities in terms of their maturity, achieved and guaranteed interest rates and in terms of their currency structure. This type of output is one of the underlying tools for making decisions on the further allocation of financial investments.

The Company's foreign currency position in the most significant currencies is as follows:

### The Company's foreign currency position as at 31 December 2015

	EUR	USD	CZK	Other	Total
Receivables for subscribed registered capital	-	-	-	-	-
Intangible fixed assets	48 625	2 404	67 696	-	118 725
Financial placements (investments)	1 289 988	-	17 836 979	-	19 126 967
Financial placements for the benefit of life assurance policyholders who bear the investment risk	3 150 843	66 695	5 080 354	-	8 297 892
Debtors	28 457	10 616	1 033 577	1 575	1 074 225
Other assets	109 013	25 839	1 262 352	15 027	1 412 231
Temporary asset accounts	-	816	545 720	-	546 536
<b>Total</b>	<b>4 626 926</b>	<b>106 370</b>	<b>25 826 678</b>	<b>16 602</b>	<b>30 576 576</b>
Equity	-	-	4 615 138	-	4 615 138
Subordinated liabilities	-	-	-	-	-
Technical provisions	7 613	2 057	15 828 583	1 093	15 839 346
Life assurance technical provision where the investment risk is borne by the policyholders	832 838	-	7 465 054	-	8 297 892
Provisions	23 436	-	175 526	-	198 962
Deposits received from reinsurers	-	-	-	-	-
Creditors	17 446	18 233	1 049 930	116	1 085 725
Temporary liability accounts	1 490	-	538 023	-	539 513
<b>Total</b>	<b>882 823</b>	<b>20 290</b>	<b>29 672 254</b>	<b>1 209</b>	<b>30 576 576</b>
<b>Gap</b>	<b>3 744 103</b>	<b>86 080</b>	<b>-3 845 576</b>	<b>15 393</b>	<b>-</b>
<b>Cumulative gap</b>	<b>3 744 103</b>	<b>3 830 183</b>	<b>-15 393</b>	<b>-</b>	<b>-</b>

The Company's foreign currency position in the most significant currencies is as follows:

#### The Company's foreign currency position as at 31 December 2014

	EUR	USD	CZK	Other	Total
Receivables for subscribed registered capital	-	-	-	-	-
Intangible fixed assets	45 948	2 404	67 800	-	<b>116 152</b>
Financial placements (investments)	1 397 467	316 694	17 269 038	-	<b>18 983 199</b>
Financial placements for the benefit of life assurance policyholders who bear the investment risk	3 233 879	59 295	5 535 504	-	<b>8 828 678</b>
Debtors	13 925	20 343	1 183 687	3 679	<b>1 221 634</b>
Other assets	149 384	120 005	704 014	10 012	<b>983 415</b>
Temporary asset accounts	6 926	875	713 624	-	<b>721 425</b>
<b>Total</b>	<b>4 847 529</b>	<b>519 616</b>	<b>25 473 667</b>	<b>13 691</b>	<b>30 854 503</b>
Equity	-	-	4 693 288	-	<b>4 693 288</b>
Subordinated liabilities	-	-	-	-	-
Technical provisions	1 057	5 725	15 372 319	2 999	<b>15 382 101</b>
Life assurance technical provision where the investment risk is borne by the policyholders	1 023 738	-	7 804 940	-	<b>8 828 678</b>
Provisions	19 898	-	239 020	-	<b>258 918</b>
Deposits received from reinsurers	-	-	7 185	-	<b>7 185</b>
Creditors	27 816	21 877	1 161 525	-	<b>1 211 218</b>
Temporary liability accounts	4 019	-	469 096	-	<b>473 115</b>
<b>Total</b>	<b>1 076 528</b>	<b>27 602</b>	<b>29 747 373</b>	<b>3 000</b>	<b>30 854 503</b>
<b>Gap</b>	<b>3 771 001</b>	<b>492 014</b>	<b>-4 273 706</b>	<b>10 691</b>	<b>-</b>
<b>Cumulative gap</b>	<b>3 771 001</b>	<b>4 263 015</b>	<b>-10 691</b>	<b>-</b>	<b>-</b>

#### (d) Credit risk

The Company is exposed to the credit risk, which follows from the counterparty failing to pay the amounts due in full. The credit risks are fully a part of the internal model.

- The main areas of the Company's exposure to the credit risk:
- Reinsurers' share in insurance liabilities
- Reinsurer's debt, which relates to a claim that has already been paid
- Receivables from policyholders
- Counterparty risk relating to derivative transactions
- Risk of failure to repay the principal or income from financial investments
- Risk of a failure to repay the provided loans

Concentrations of credit risk arise where groups of counterparties have similar economic characteristics that would cause their ability to meet their contractual obligations to be similarly affected by changes in economic or other conditions. The credit risk is limited by external limits regulating the structure of financial placement (Decree No. 434/2009 Coll., to implement certain provisions of the Act on Insurance).

In accordance with the requirements of the Allianz Group, the Company further determines internal limits for the individual issuers/counterparties based on their credit quality and regularly monitors whether these are met. The limits are reassessed on a regular basis. This limit system is an integral part of the internal model. Outstanding premiums are monitored continually and the manner of establishing adjustments is described in note I.4.(d).

Recovery of debt from insurance is carried out by the Company in cooperation with an external partner.

When concluding reinsurance contracts with reinsurers, the Company adheres to the Allianz Group Reinsurance Security Principles and Guideline and thus influences its credit risk from reinsurance contracts. The basic principle of this Guideline is the setup of a security limit for automatic concluding of reinsurance contracts based on the Allianz Security List (a basic guideline is the requirement for the minimum S&P rating "A" for "short-tail business" and S&P rating "A+" for "long-tail business"). Any requirements for variations from the rules are negotiated as part of the Allianz Group Security Vetting process. The Company regularly monitors the financial position of its reinsurers and their rating development in cooperation with a specialised department of the Allianz Group.

#### (e) Operational risk

Operational risk is the risk of a potential loss following from missing or insufficient internal processes, human resources and systems or other causes, which may arise due both to internal and external events. The Company analyses these risks and designs modifications to work procedures and processes to eliminate the risks associated with operational 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. The Company has access to a diverse funding base, and in compliance with the legislation in force it has invested a sufficient portion of its financial placement in liquid financial instruments.

**Residual maturity of the Company's assets and liabilities as at 31 December 2015**

TCZK	Up to 3 months	3 months to 1 months	1 year to 5 years	Over 5 years	Not specified	Total
Receivables for subscribed registered capital	-	-	-	-	-	-
Intangible fixed assets	-	-	-	-	118 725	<b>118 725</b>
Financial placements (investments)	690 753	270 035	8 972 170	6 566 691	2 627 318	<b>19 126 967</b>
Financial placements for the benefit of life assurance policyholders who bear the investment risk	51 413	87 317	3 489 128	634 299	4 035 735	<b>8 297 892</b>
Debtors	556 991	-	-	-	517 234	<b>1 074 225</b>
Other assets	-	-	-	-	1 412 231	<b>1 412 231</b>
Temporary asset accounts	-	-	-	-	546 536	<b>546 536</b>
<b>Total</b>	<b>1 299 157</b>	<b>357 352</b>	<b>12 461 298</b>	<b>7 200 990</b>	<b>9 257 779</b>	<b>30 576 576</b>
Equity	-	-	-	-	4 615 138	<b>4 615 138</b>
Subordinated liabilities	-	-	-	-	-	-
Technical provisions	1 790 513	4 116 759	4 229 401	5 153 440	549 233	<b>15 839 346</b>
Life assurance technical provision where the investment risk is borne by the policyholders	34 873	1 386 304	4 427 201	2 449 514	-	<b>8 297 892</b>
Provisions	34 826	164 136	-	-	-	<b>198 962</b>
Deposits received from reinsurers	-	-	-	-	-	-
Creditors	978 388	-	-	-	107 337	<b>1 085 725</b>
Temporary liability accounts	-	-	-	-	539 513	<b>539 513</b>
<b>Total</b>	<b>2 838 600</b>	<b>5 667 199</b>	<b>8 656 602</b>	<b>7 602 954</b>	<b>5 811 221</b>	<b>30 576 576</b>
<b>Cumulative gap</b>	<b>-1 539 443</b>	<b>-5 309 847</b>	<b>3 804 696</b>	<b>-401 964</b>	<b>3 446 558</b>	<b>-</b>
<b>Kumulativní gap</b>	<b>-1 539 443</b>	<b>-6 849 290</b>	<b>-3 044 594</b>	<b>-3 446 558</b>	<b>-</b>	<b>-</b>

**Residual maturity of the Company's assets and liabilities as at 31 December 2014**

TCZK	Up to 3 months	3 months to 1 months	1 year to 5 years	Over 5 years	Not specified	Total
Receivables for subscribed registered capital	-	-	-	-	-	-
Intangible fixed assets	-	-	-	-	116 152	<b>116 152</b>
Financial placements (investments)	22 016	1 104 962	8 486 508	6 930 457	2 439 256	<b>18 983 199</b>
Financial placements for the benefit of life assurance policyholders who bear the investment risk	242 691	781 516	3 020 742	859 934	3 923 795	<b>8 828 678</b>
Debtors	574 451	-	-	-	647 183	<b>1 221 634</b>
Other assets	-	-	-	-	983 415	<b>983 415</b>
Temporary asset accounts	-	-	-	-	721 425	<b>721 425</b>
<b>Total</b>	<b>839 158</b>	<b>1 886 478</b>	<b>11 507 250</b>	<b>7 790 391</b>	<b>8 831 227</b>	<b>30 854 503</b>
Equity	-	-	-	-	4 693 288	<b>4 693 288</b>
Subordinated liabilities	-	-	-	-	-	-
Technical provisions	1 620 388	4 070 542	4 452 052	4 639 381	599 738	<b>15 382 101</b>
Life assurance technical provision where the investment risk is borne by the policyholders	484 687	693 652	5 417 307	2 233 032	-	<b>8 828 678</b>
Provisions	39 755	219 163	-	-	-	<b>258 918</b>
Deposits received from reinsurers	7 185	-	-	-	-	<b>7 185</b>
Creditors	1 103 202	-	-	-	108 016	<b>1 211 218</b>
Temporary liability accounts	-	-	-	-	473 115	<b>473 115</b>
<b>Total</b>	<b>3 255 217</b>	<b>4 983 357</b>	<b>9 869 359</b>	<b>6 872 413</b>	<b>5 874 157</b>	<b>30 854 503</b>
<b>Gap</b>	<b>-2 416 059</b>	<b>-3 096 879</b>	<b>1 637 891</b>	<b>917 978</b>	<b>2 957 069</b>	<b>-</b>
<b>Cumulative gap</b>	<b>-2 416 059</b>	<b>-5 512 938</b>	<b>-3 875 047</b>	<b>-2 957 069</b>	<b>-</b>	<b>-</b>

## II. ADDITIONAL DISCLOSURES IN RESPECT OF THE BALANCE SHEET

### II.1. Intangible fixed assets

Intangible fixed assets of the Company as at 31 December 2015 comprised the following items:

	Software	Acquisition of assets and advances paid	Total
<b>Acquisition cost at 1/1/2015</b>	<b>686 798</b>	<b>4 396</b>	<b>691 194</b>
Additions	42 855	3 917	46 772
Transfers	4 396	-4 396	-
Disposals	-124 002	-	-124 002
<b>Acquisition cost at 31/12/2015</b>	<b>610 047</b>	<b>3 917</b>	<b>613 964</b>
Accumulated amortisation at 1/1/2015	575 042	-	575 042
Amortisation expense	43 720	-	43 720
Disposals	-123 523	-	-123 523
<b>Accumulated amortisation at 31/12/2015</b>	<b>495 239</b>	<b>-</b>	<b>495 239</b>
Net book value at 1/1/2015	111 756	4 396	116 152
<b>Net book value at 31/12/2015</b>	<b>114 808</b>	<b>3 917</b>	<b>118 725</b>

### II.2. Investments

#### (a) Participating interests

##### Participating interests with controlling influence 2015

Trade name, registered office	Participating interest as % of registered capital	Acquisition cost	Fair value	Total registered capital	Celková výše vlastního kapitálu	Profit or loss for the financial year
<b>Allianz penzijní společnost, a.s.</b> Ke Štvanici 656/3, 186 00 Praha 8	100	583 607	583 607	*300 000	*800 432	*41 943
<b>Allianz kontakt, s.r.o.</b> Ke Štvanici 656/3, 186 00 Praha 8	100	200	200	*200	*4 940	*101
<b>Allianz generální služby, s.r.o.</b> , v likvidaci Ke Štvanici 656/3, 186 00 Praha 8	100	200	200	*200	*118	*-3
<b>Diamond Point, a.s.</b> Ke Štvanici 656/3, 186 00 Praha 8	100	795 424	297 285	*78 793	*297 285	*16 435
<b>Total</b>	<b>-</b>	<b>1 379 431</b>	<b>881 292</b>	<b>379 193</b>	<b>1 102 775</b>	<b>58 476</b>

\*) unaudited financial data

#### 2014

Trade name, registered office	Participating interest as % of registered capital	Acquisition cost	Fair value	Total registered capital	Celková výše vlastního kapitálu	Profit or loss for the financial year
<b>Allianz penzijní společnost, a.s.</b> Ke Štvanici 656/3, 186 00 Praha 8	100	583 607	583 607	*300 000	*758 489	*27 640
<b>Allianz kontakt, s.r.o.</b> Ke Štvanici 656/3, 186 00 Praha 8	100	200	200	*200	*4 839	*307
<b>Allianz generální služby, s.r.o.</b> , v likvidaci Ke Štvanici 656/3, 186 00 Praha 8	100	200	200	*200	*121	*-3
<b>Diamond Point, a.s.</b> Mánesova 917/28, 120 00 Praha 2	100	795 424	334 462	*78 793	*334 462	*5 017
<b>Total</b>	<b>-</b>	<b>1 379 431</b>	<b>918 469</b>	<b>379 193</b>	<b>1 069 965</b>	<b>32 961</b>

\*) unaudited financial data

#### Participating interests with substantial influence

The Company has no participating interests with substantial influence.

#### (b) Debt securities issued by controlled persons and loans provided to them

	Fair value		Acquisition cost	
	2015	2014	2015	2014
Diamond Point, a.s.	960 941	929 106	876 000	876 000
<b>Total</b>	<b>960 941</b>	<b>929 106</b>	<b>876 000</b>	<b>876 000</b>

**(c) Shares and participation certificates**

	Fair value		Acquisition cost	
	2015	2014	2015	2014
<b>Issued by financial institutions</b>				
Listed on a recognized CR exchange	19 160	14 349	18 431	13 784
Listed elsewhere	1 150 523	1 026 385	1 133 439	973 408
<b>Issued by non-financial institutions</b>				
Listed elsewhere	288 669	255 954	222 766	193 833
<b>Other</b>				
Listed elsewhere	-	-	-	-
<b>Total</b>	<b>1 458 352</b>	<b>1 296 688</b>	<b>1 374 636</b>	<b>1 181 025</b>

**(d) Debt securities recognised at fair value through profit and loss and available-for-sale securities**

	Fair value		Acquisition cost	
	2015	2014	2015	2014
<b>Issued by financial institutions</b>				
Listed on a recognised CR exchange	1 933 671	1 964 551	1 841 828	1 820 931
Listed elsewhere	1 299 761	1 370 619	1 011 282	1 017 368
<b>Issued by non-financial institutions</b>				
Listed on a recognised CR exchange	510 895	507 125	491 651	491 651
Listed elsewhere	651 281	538 698	614 117	500 581
<b>Vydané vládním sektorem</b>				
Listed on a recognised CR exchange	8 494 093	8 481 752	7 731 970	7 549 085 617
Listed elsewhere	396 786	449 776	391 590	441 075
<b>Vydané organizacemi pojišťovnictví</b>				
Listed on a recognised CR exchange	-	-	-	-
Listed elsewhere	-	-	-	-
Listed on a recognised CR exchange	-	-	-	-
Listed elsewhere	-	-	-	-
<b>Total</b>	<b>13 286 487</b>	<b>13 312 437</b>	<b>12 082 438</b>	<b>11 820 691</b>

**(e) „OECD“ debt securities held to maturity**

	Amortised value		Fair value		Acquisition cost	
	2015	2014	2015	2014	2015	2014
Listed on a recognised CR exchange	2 450 976	2 455 377	3 073 861	3 167 677	2 411 301	2 411 301
<b>Total „OECD“ debt securities held to maturity</b>	<b>2 450 976</b>	<b>2 455 377</b>	<b>3 073 861</b>	<b>3 167 677</b>	<b>2 411 301</b>	<b>2 411 301</b>

**(f) Other loans**

As at 31 December 2015, the Company provided other loans to policyholders, guaranteed by the insurance contract entered into, in the amount of TCZK 15 385 (2014: TCZK 17 824).

**(g) Deposits with financial institutions**

As at 31 December 2015, deposits due within one year with financial institutions totalled TCZK 54 510 (2014: TCZK 68 938).

**(h) Other financial placements**

	Nominal value		Fair value	
	2015	2014	2015	2014
Fixed-term transactions	1 251 472	1 414 548	-13 241	-44 084
Options	-	-	32 265	28 444
<b>Total</b>	<b>1 251 472</b>	<b>1 414 548</b>	<b>19 024</b>	<b>-15 640</b>

**(i) Derivatives****Hedging derivatives**

	Nominal value		Fair value	
	2015	2014	2015	2014
Fixed-term contracts with a negative fair value				
Term currency transactions	1 251 472	1 414 548	-13 241	-44 084
<b>Total</b>	<b>1 251 472</b>	<b>1 414 548</b>	<b>-13 241</b>	<b>-44 084</b>

The above derivatives hedge the currency risk resulting from foreign currency financial placements.

**Remaining maturity of derivatives**

	Up to 3 months	3 months to 1 year	1 to 5 years	Total
<b>At 31 December 2015</b>				
Hedging derivatives				
Term currency transactions	-3 201	-	-10 040	-13 241
<b>At 31 December 2014</b>				
Hedging derivatives				
Term currency transactions	-2 199	-29 102	-12 783	-44 084

### II.3. Financial placements relating to life assurance where the investment risk is borne by the policyholder

	Fair value		Acquisition cost	
	2015	2014	2015	2014
Shares and other variable-yield securities	7 444 825	8 022 918	6 373 973	6 807 598
Debt securities	825 349	784 444	777 252	722 070
Deposits with financial institutions	30 003	20 002	30 000	20 000
Derivatives	-2 285	1 314	-	-
<b>Total</b>	<b>8 297 892</b>	<b>8 828 678</b>	<b>7 181 225</b>	<b>7 549 668</b>

### II.4. Currency structure of financial placements

Currency	Shares and variable-yield securities		Debt securities		Deposits and other financial placements		Securities where the investment risk is borne by the policyholder	
	2015	2014	2015	2014	2015	2014	2015	2014
CZK	701 167	81 464	16 184 625	16 182 316	951 187	1 005 258	5 080 354	5 535 504
EUR	757 185	987 284	513 779	396 748	19 024	13 435	3 150 843	3 233 879
USD	-	227 940	-	117 856	-	-29 102	66 695	59 295
<b>Total</b>	<b>1 458 352</b>	<b>1 296 688</b>	<b>16 698 404</b>	<b>16 696 920</b>	<b>970 211</b>	<b>989 591</b>	<b>8 297 892</b>	<b>8 828 678</b>

### II.5. Receivables

	Receivables from policyholders	Receivables from insurance brokers	Receivables from reinsurance transactions	Other receivables	Total
<b>31 December 2015</b>					
Not overdue	184 051	643	122 220	257 969	564 883
Overdue	680 809	115 063	5 352	18 354	819 578
<b>Total</b>	<b>864 860</b>	<b>115 706</b>	<b>127 572</b>	<b>276 323</b>	<b>1 384 461</b>
Adjustment	179 485	114 951	0	15 800	310 236
Total net	685 375	755	127 572	260 523	1 074 225
<b>31 December 2014</b>					
Not overdue	105 069	20 528	177 883	270 970	574 906
Overdue	818 910	117 235	37 431	17 704	990 824
<b>Total</b>	<b>923 979</b>	<b>137 763</b>	<b>215 314</b>	<b>288 674</b>	<b>1 565 730</b>
Adjustment	211 270	117 026	-	15 800	344 096
Total net	712 709	20 737	215 314	272 874	1 221 634

#### (a) Long-term receivables (maturity over five years)

Long-term receivables with a remaining period to maturity in excess of five years as at the balance sheet date totalled TCZK 15 800 (2014: TCZK 15 800).

### (b) Other receivables

	2015	2014
Inter-company receivables	2 047	1 181
Deferred tax asset	18 992	16 760
Income tax prepayments	204 976	163 033
Other receivables	34 508	91 900
<b>Total other receivables</b>	<b>260 523</b>	<b>272 874</b>

### II.6. Other assets

#### (a) Tangible fixed assets

	Tangible fixed assets
Acquisition cost at 1/1/2015	211 470
Additions	66 756
Disposals	-102 079
<b>Acquisition cost at 31/12/2015</b>	<b>176 148</b>
Accumulated depreciation at 1/1/2015	104 359
Depreciation expense	31 947
Disposals	-71 242
<b>Accumulated depreciation at 31/12/2015</b>	<b>65 064</b>
Net book value at 1/1/2015	107 111
<b>Net book value at 31/12/2015</b>	<b>111 084</b>

### II.7. Temporary asset accounts

#### (a) Deferred acquisition costs for life assurance contracts

	2015	2014
Traditional life assurance	398	408
Unit-linked life assurance	176 557	341 425
Nonlife assurance	168 419	165 550
<b>Total</b>	<b>345 374</b>	<b>507 383</b>

#### (b) Estimated receivables

	2015	2014
Estimated written premiums	73 986	73 104
Recourses	54 988	64 148
Other	55 478	53 350
<b>Total</b>	<b>184 452</b>	<b>190 602</b>

## II.8. Equity

### (a) Registered capital

The registered capital of the Company consists of 600 registered shares in book-entry form with a nominal value of TCZK 1 000 per share. As at 31 December 2015, 100%, i.e. TCZK 600 000, of the share capital was paid up.

The amount of registered capital complies with the requirements of the Insurance Act, with regard to the insurance classes in which the Company is authorised to carry on insurance activities.

### (b) Other capital funds

	2015	2014
Other capital funds	555 714	555 714
Revaluation of assets and liabilities	-128 252	-90 655
<b>Total</b>	<b>427 462</b>	<b>465 059</b>

### Revaluation of assets and liabilities at fair value

	2015	2014
<b>Balance at 1/1</b>	<b>-90 655</b>	<b>-56 273</b>
Change in fair value of financial placements (excl. hedging derivatives)	-	-
Change in fair value of hedging derivatives	-518	986
Net losses on financial placements reclassified to the Profit and loss account on disposal, impairment or maturity	-	-
Change in deferred tax	98	-187
Revaluation of participating interests with controlling influence	-37 177	-35 181
<b>Balance at 31/12</b>	<b>-128 252</b>	<b>-90 655</b>

### Proposed distribution of current period profit

<b>Current period profit</b>	<b>809 447</b>
Transfer to statutory reserve fund	0
<b>Profit to be added to retained earnings</b>	<b>809 447</b>

The general meeting will decide on the amount of dividends to be paid for 2015, if any, when approving the financial statements.

In compliance with the sole shareholder's decision, the Company paid out a dividend for 2015 of TCZK 850 000 (2014: TCZK 800 001).

## II.9. Technical provisions

### (a) Summary of technical provisions

Type of provision	Year	Gross	Reinsurers' share	Net
Provision for unearned premiums	2015	2 689 047	222 957	2 466 090
	2014	2 526 056	208 647	2 317 409
Life assurance provision	2015	5 811 315	-	5 811 315
	2014	5 935 718	7 185	5 928 533
Provision for outstanding claims	2015	6 634 346	925 398	5 708 948
	2014	6 571 612	1 078 785	5 492 827
Provision for bonuses and rebates	2015	427 464	-	427 464
	2014	396 028	-	396 028
Provision for liabilities arising from the applied technical interest rate	2015	1 089 541	-	1 089 541
	2014	859 622	-	859 622
Provision for liabilities of the Bureau	2015	335 988	-	335 988
	2014	387 682	-	387 682
Life assurance technical provision where the investment risk is borne by the policyholder	2015	8 297 892	-	8 297 892
	2014	8 828 678	-	8 828 678
<b>Total</b>	<b>2015</b>	<b>25 285 593</b>	<b>1 148 355</b>	<b>24 137 238</b>
	<b>2014</b>	<b>25 505 396</b>	<b>1 294 617</b>	<b>24 210 779</b>

### (b) Provision for unearned premiums (gross)

	2015	2014
Non-life insurance	2 586 248	2 417 486
Life assurance	102 799	108 570
<b>Total</b>	<b>2 689 047</b>	<b>2 526 056</b>

### (c) Life assurance provision

	2015	2014
Unzillmerised provision	5 953 275	6 106 891
Zillmer adjustment	-141 960	-171 184
Elimination of negative provisions	-	11
<b>Zillmerised provision presented in the balance sheet</b>	<b>5 811 315</b>	<b>5 935 718</b>



#### (d) Provision for outstanding claims

The provision for outstanding claims at the end of the financial year is established as follows:

	2015	2014
RBNS	5 702 994	5 483 535
IBNR	931 352	1 088 078
<b>Total</b>	<b>6 634 346</b>	<b>6 571 613</b>

#### Claims run-off result

The claims run-off result is the difference between the provision for outstanding claims as at 31 December 2014, the claims payments during 2015 (with respect to claims included within this provision) and the residual amount of this provision as at 31 December 2015.

The net run-off result is as follows:

Class of insurance	2015	2014
Motor	155 797	201 471
Motor third party liability	-78 666	900 005
Industry	30 796	99 909
Commercial	93 132	124 419
Private property	69 595	95 620
Accident	-	-
Sickness	-	-
Travel	-3 039	7 180
Other	-	-
<b>Total</b>	<b>267 615</b>	<b>1 428 604</b>

The Company performs an analysis of the probability of payment for claims that meet the statutory limitation requirements or will meet them with high probability in future. In accordance with the results of the analysis, the Company closes all claims meeting the statutory limitation requirements, or if appropriate it adjusts the amount of the provisions established to them.

#### Provision for outstanding claims paid in the form of annuities

The gross provision for outstanding claims from motor third party liability insurance paid in the form of annuities is, after discounting, TCZK 399 731 (2014: TCZK 449 337).

The Company used a wage valorisation rate and a disability pension valorisation rate of 2.5% - 6.0% (2014: 5,2%) to calculate the provision for outstanding claims paid in the form of annuities from statutory motor third-party liability insurance for the subsequent years depending on the type of annuity and the year in which damage was incurred. The provision was then discounted at 2%. Annualised annuities amount to TCZK 11 888 (2014: TCZK 11 983).

The expected average period of time that will elapse before all annuity claims included within the above provision have been paid is 19 years (2014: 20 years).

#### (e) Provision for bonuses and rebates (gross)

Class of insurance	2015	2014
Non-life insurance	164 714	160 999
Life assurance	262 750	235 029
<b>Total</b>	<b>427 464</b>	<b>396 028</b>

#### (f) Provision for liabilities of the Bureau

	Opening balance	Additions	Utilisation	Closing balance
Provision for liabilities of the Bureau	387 682	30 846	82 540	335 988
<b>Total</b>	<b>387 682</b>	<b>30 846</b>	<b>82 540</b>	<b>335 988</b>

The reinsurer has no share in the provision for liabilities of the Bureau.

## II.10. Provisions

Type of provision	Opening balance	Additions	Utilisation	Closing balance
Provision for taxes	219 163	305 997	361 024	164 136
Other provisions	39 755	25 189	30 118	34 826
<b>Total</b>	<b>258 918</b>	<b>331 186</b>	<b>391 142</b>	<b>198 962</b>

## II.11. Payables

	Payables to policyholders	Payables to brokers	Payables from reinsurance transactions	Other payables	Total
<b>31 December 2015</b>					
Not overdue	480 171	112 268	229 429	156 520	978 388
Overdue	1 920	87 626	-212	18 003	107 337
<b>Total</b>	<b>482 091</b>	<b>199 894</b>	<b>229 217</b>	<b>174 523</b>	<b>1 085 725</b>
<b>31 December 2014</b>					
Not overdue	519 173	104 332	296 247	183 450	1 103 202
Overdue	1 456	90 691	6 853	9 016	108 016
<b>Total</b>	<b>520 629</b>	<b>195 023</b>	<b>303 100</b>	<b>192 466</b>	<b>1 211 218</b>

#### (a) Social security and health insurance liabilities

Social security and health insurance liabilities total TCZK 15 731 (2014: TCZK 18 810), of which TCZK 10 685 (2014: TCZK 10 784) relates to social security and TCZK 5 046 (2014: TCZK 8 026) relates to health insurance. None of these liabilities are overdue.

#### (b) Tax liabilities

Tax liabilities amount to TCZK 22 054 (2014: TCZK 35 195). None of these liabilities are overdue.

#### (c) Long-term payables (maturity over five years)

Long-term payables with a remaining period to maturity in excess of five years as at the balance sheet date totalled TCZK 17 790 (2014: TCZK 16 606).

#### (d) Payables and receivables due to or from the reinsurer

In 2015, the Company had a net payable to reinsurers of TCZK 101 645 (2014: a net payable of TCZK 94 972).

### II.12. Temporary liability accounts

#### (a) Estimated payables

	2015	2014
Estimated reinsurance premiums	51 175	59 169
Commissions to brokers	140 890	150 328
Services	92 240	65 065
Employee bonuses	163 326	106 775
Other	69 969	70 142
<b>Total</b>	<b>517 600</b>	<b>451 479</b>

### II.13. Inter-company receivables and payables

#### (a) Receivables and payables due to or from companies in which the Company has a controlling influence

Company name	Receivables		Payables	
	2015	2014	2015	2014
Short-term				
Allianz penzijní společnost, a.s.	1 750	533	-	64
Allianz kontakt, s.r.o.	46	56	-	-
Allianz generální služby, s.r.o., v likvidaci	-	-	-	-
Diamond Point, a.s.	-	-	287	16
<b>Total</b>	<b>1 796</b>	<b>589</b>	<b>287</b>	<b>80</b>

(b) Other inter-company receivables and payables

Company name	Receivables		Payables	
	2015	2014	2015	2014
AGA International SA - org. složka	12 485	14 451	13 678	12 797
AGCS AG Branch Office Belgium	27	11	117	-
AGCS AG Italy Branch	275	513	1 032	591
AGCS Netherlands	81	69	337	201
AGF Assurances	151	408	352	110
Allianz Business Services, s.r.o.	-	-	8 942	3 183
Allianz Deutschland AG	-	-	97	-
Allianz Elementar	377	2	-	20
Allianz GCS Austria Branch	237	28	620	290
Allianz GCS Chicago	69	-	1 262	-
Allianz GCS München	2 009	1 821	6 300	6 246
Allianz GCS Nordic Region	464	677	2 892	4 153
Allianz GCS Switzerland	-	29	-	38
Allianz GCS UK	2 086	1 439	7 723	5 771
Allianz GCS Hamburg	-	-	335	-
Allianz Global Corporate&Speciality Hong Kong	-	32	-	32
Allianz Global Corporate&Speciality Mnichov	2 085	4 377	5 718	5 717
Allianz Global Investors Europe GmbH	-	-	10	-
Allianz Global Risk US	1 724	353	19 766	4 701
Allianz Hungária Biztosító Zrt.	81	555	540	257
Allianz Insurance Company of Canada	53	27	704	60
Allianz Insurance Lanka Ltd.	-	-	-	22
Allianz Insurance PLC	-	3	-	56
Allianz Italia s.p.a.	598	323	-	-
Allianz Managed Operations & Services SE	-	-	4 508	-
Allianz SE	40 754	68 261	49 846	104 919
Allianz Shared Infrastructure Services GmbH	-	-	-	3 381
Allianz Sigorta a.s.	129	102	151	-
Allianz Slovenská poisťovňa, a.s.	4 816	5 483	324	114
Allianz Suisse	19	-	250	-
Allianz Tiriact Asigurari S.A.	200	332	-	-
Mondial Assistance s.r.o.	-	-	565	188
OJSC Insurance company Allianz	187	-	-	-
Stanislas Haine	320	320	-	-
T.U. Allianz Polska S.A.	250	56	426	110
ZAO Allianz Russia	-	-	-	1 024
<b>Total</b>	<b>69 477</b>	<b>99 672</b>	<b>126 495</b>	<b>153 981</b>

All material transactions with related parties were carried out based on the arm's length principle.

III. ADDITIONAL DISCLOSURES IN RESPECT OF THE PROFIT AND LOSS ACCOUNT

III.1. Non-life insurance

Non-life insurance for 2015 and 2014 divided by classes of insurance:

	Insurance class	Gross premiums written	Gross premiums earned	Gross claims paid	Gross operating expenses	Reinsur. balance
<b>Direct insurance</b>						
Accident and sickness	1,2,18					
	2015	218 585	218 607	103 075	35 503	-9 724
	2014	203 576	201 744	79 445	33 113	-11 173
Motor - other classes	3					
	2015	3 004 065	2 924 160	1 909 111	691 967	-17 529
	2014	2 676 909	2 594 204	1 724 255	641 004	-22 124
Motor - liability	10					
	2015	2 440 374	2 414 382	1 901 951	580 921	-32 113
	2014	2 316 875	2 252 186	1 161 830	549 605	-15 036
Aviation, marine and transport	4,5,6,7,11,12					
	2015	107 561	106 640	93 881	20 417	32 858
	2014	109 373	110 901	5 442	21 089	-61 716
Fire and other damage o property	8,9,15,16					
	2015	2 454 773	2 409 356	750 889	686 935	-578 543
	2014	2 266 662	2 236 291	1 332 022	653 279	39 342
Liability	13					
	2015	680 794	664 245	177 921	157 693	-82 644
	2014	637 386	608 270	243 765	142 655	-82 788
<b>Total</b>	<b>2015</b>	<b>8 906 152</b>	<b>8 737 390</b>	<b>4 936 828</b>	<b>2 173 436</b>	<b>-687 695</b>
	<b>2014</b>	<b>8 210 781</b>	<b>8 003 596</b>	<b>4 546 759</b>	<b>2 040 745</b>	<b>-153 495</b>

### III.2. Life assurance

Gross premiums written in life assurance:

	2015	2014
Individual (special) premium	3 117 421	4 025 229
Premiums under group contracts	7 061	11 051
<b>Total</b>	<b>3 124 482</b>	<b>4 036 280</b>
Regular premium	2 695 321	2 862 207
Single premium	429 161	1 174 073
<b>Total</b>	<b>3 124 482</b>	<b>4 036 280</b>
Premiums from non profit-sharing contracts	246 778	475 789
Premiums from profit-sharing contracts	320 847	370 132
Premiums from contracts where the investment risk is borne by the policyholder	2 556 857	3 190 359
<b>Total</b>	<b>3 124 482</b>	<b>4 036 280</b>
Reinsurance balance	-14 933	-26 595

### III.3. Gross premiums written by country

Analysis of gross premiums written by country in which the insurance contract was concluded:

Country	2015	2014
Czech Republic	11 984 995	12 195 753
Bulgaria	870	704
Denmark	109	-
Estonia	534	-
Italy	1 278	660
Lithuania	27	-
Hungary	4 558	3 712
Netherlands	375	85
Poland	7 006	10 194
Austria	23	-
Romania	1 356	979
Slovakia	15 182	20 242
Slovenia	-	663
Germany	13 479	13 035
Cyprus	323	340
Great Britain	519	694
<b>Total</b>	<b>12 030 634</b>	<b>12 247 061</b>

### III.4. Bonuses and rebates

The Company granted the following bonuses and rebates based on policy conditions and insurance contracts:

	2015	2014
Non-life insurance	275 813	250 290
Life assurance	639	2 149
<b>Total bonuses and rebates</b>	<b>276 452</b>	<b>252 439</b>

In accordance with the methods described in note I.4.(k), the Company recorded the following changes in the provision for bonuses and rebates:

	2015	2014
<b>Non-life insurance</b>		
Additions	314 509	342 394
Utilisation	-310 794	-286 596
Change	3 715	55 798
<b>Life assurance</b>		
Additions	64 970	80 852
Utilisation	-37 249	-26 718
Change	27 721	54 134
<b>Total change</b>	<b>31 436</b>	<b>109 932</b>

### III.5. Commissions and other acquisition costs for insurance contracts

	2015			2014		
	Non-life insurance	Life insurance	Total	Non-life insurance	Life insurance	Total
<b>Commissions</b>						
Initial	479 372 <sup>1)</sup>	206 615	685 987	497 913 <sup>3)</sup>	455 746	953 659
Renewal	794 031 <sup>2)</sup>	70 134	864 165	692 254 <sup>4)</sup>	74 929	767 183
<b>Total commissions</b>	<b>1 273 403</b>	<b>276 749</b>	<b>1 550 152</b>	<b>1 190 167</b>	<b>530 675</b>	<b>1 720 842</b>
Other acquisition costs	187 001	79 191	266 192	202 583	116 068	318 651
Change in deferred acquisition costs	-2 869	164 878	162 009	-18 183	303 037	284 854
<b>Total commissions and other acquisition costs</b>	<b>1 457 535</b>	<b>520 818</b>	<b>1 978 353</b>	<b>1 374 567</b>	<b>949 780</b>	<b>2 324 347</b>

<sup>1)</sup> of which TCZK 16 188 relates to assumed facultative reinsurance

<sup>2)</sup> of which TCZK 62 861 relates to assumed facultative reinsurance

<sup>3)</sup> of which TCZK 24 164 relates to assumed facultative reinsurance

<sup>4)</sup> of which TCZK 46 657 relates to assumed facultative reinsurance

The Company discloses renewal commissions under administrative expenses.

Other acquisition costs primarily comprise expenses relating to other bonuses, promotion, advertising and other administrative expenses associated with the conclusion of insurance contracts.

### III.6. Administrative expenses

	2015	2014
Personnel expenses (payroll, social and health insurance)	543 239	587 760
Rental	79 033	92 296
Depreciation and net book value of disposed fixed assets	69 303	60 935
Renewal commissions	864 165	767 183
Telephone and fax fees, postage	54 002	54 971
Consultancy fees	28 165	19 157
Travel and entertainment	27 415	26 823
Materials consumption	7 617	8 002
Other services	109 378	81 786
Other administrative expenses	9 721	6 062
Hardware maintenance and repair	4 292	3 788
Software maintenance and repair	39 739	23 957
Data network maintenance and repair	62 874	52 584
<b>Total administrative expenses</b>	<b>1 898 943</b>	<b>1 785 304</b>

The amounts in table III.6. Administrative expenses reflect expenses allocated to claims.

### III.7. Other technical expenses and income

2015	Gross	Reinsurers' share	Net
<b>Non-life insurance</b>			
Other technical expenses	502 092	-	502 092
Other technical income	394 913	-	394 913
<b>Balance – non-life insurance</b>	<b>107 179</b>	<b>-</b>	<b>107 179</b>
<b>Životní pojištění</b>			
Other technical expenses	73 594	7 194	80 788
Other technical income	50 077	21 628	71 705
<b>Balance – life assurance</b>	<b>23 517</b>	<b>-14 434</b>	<b>9 083</b>

2014	Gross	Reinsurers' share	Net
<b>Non-life insurance</b>			
Other technical expenses	650 851	2 638	653 489
Other technical income	581 113	-	581 113
<b>Balance – non-life insurance</b>	<b>69 738</b>	<b>2 638</b>	<b>72 376</b>
<b>Life insurance</b>			
Other technical expenses	97 291	29 841	127 132
Other technical income	135 727	17 977	153 704
<b>Balance – life assurance</b>	<b>-38 436</b>	<b>11 864</b>	<b>-26 572</b>

Based on the amendment to Act No. 168/1999 Coll., on Liability Insurance for Losses Caused by the Operation of a Motor Vehicle, as amended, which came into effect on 1 January 2014, the insurance company recognises the amount of TCZK 72 302 (2014: TCZK 60 168) to be remitted to the Loss Prevention Fund in Other technical expenses in the technical account for non-life insurance.

The balance of other technical expenses and income in non-life insurance comprises the following items:

Non-life insurance	2015	2014
Additions to (+)/Release of (-) adjustments to receivables	-31 243	-4 881
Write-off of receivables	42 092	37 616
Foreign exchanges losses (+)/gains (-)	1 936	699
Other technical expenses and income	94 394	36 304
Reinsurers' share	-	2 638
<b>Balance of other expenses and income</b>	<b>107 179</b>	<b>72 376</b>

The balance of other technical expenses and income in life assurance comprises the following items:

Life insurance	2015	2014
Additions to (+)/Release of (-) adjustments to receivables	-2 617	-19 636
Write-off of receivables	11 613	15 353
Foreign exchanges losses (+)/gains (-)	-30	68
Other technical expenses and income	14 551	-34 221
Reinsurers' share	-14 434	11 864
<b>Balance of other expenses and income</b>	<b>9 083</b>	<b>-26 572</b>

### III.8. Other expenses and income

	2015	2014
<b>Non-technical account</b>		
Other expenses	109 901	70 870
Other income	130 522	104 605
<b>Balance of other expenses and income</b>	<b>-20 621</b>	<b>-33 735</b>

The balance of other expenses and income comprises the following items:

	2015	2014
Foreign exchange gains and losses	3 071	-11 620
Foreign exchange differences on revaluation	-6 560	1 601
Provisions	-8 470	-2 654
Other	-8 662	-21 062
<b>Balance of other expenses and income</b>	<b>-20 621</b>	<b>-33 735</b>

### III.9. Employees and executives

The average adjusted number of employees and executives and remuneration for 2015 and 2014:

2015	Average adjusted number	Payroll expense	Social and health insurance	Other expenses
Employees	725	424 588	145 243	16 336
Executives	102	123 723	28 965	2 930
<b>Total</b>	<b>827</b>	<b>*548 311</b>	<b>*174 207</b>	<b>*19 266</b>

2014	Average adjusted number	Payroll expense	Social and health insurance	Other expenses
Employees	704	393 043	115 100	9 255
Executives	114	176 544	46 486	2 594
<b>Total</b>	<b>818</b>	<b>*569 587</b>	<b>*161 586</b>	<b>*11 849</b>

\* These amounts do not reflect expenses allocated to claims paid.

### (a) Remuneration of members of statutory and supervisory bodies

In 2015 members of statutory and supervisory bodies received remuneration totalling TCZK 48 525 (2014: TCZK 26 519).

### (b) Loans, other receivables and advances provided to the existing members of statutory and supervisory bodies

In 2015 and 2014 the Company had no receivables from members of the Board of Directors or the Supervisory Board relating to loans or advances provided.

### III.10. Expense allocation between technical accounts and the non-technical account

As at the balance sheet date the total amount of expenses allocated between the technical accounts for life assurance and non-life insurance and the non-technical account based on the method stated in note I. 4. (w) amounted to TCZK 318 877 (2014: TCZK 351 943).

### III.11. Result of the non-technical account

The result of the non-technical account before tax as at 31 December 2015 amounted to TCZK 94 678 (2014: TCZK 210 742).

### III.12. Profit before tax

Zisk před zdaněním činil k 31. prosinci 2015 980 708 tis. Kč (2014: 1 280 463 tis. Kč).

### III.13. Daně

#### (a) Income tax in the profit and loss account

	2015	2014
Provision for current period income tax	164 136	219 163
Difference between prior period income tax and the release of the prior period income tax provision	9 469	19 684
Current income tax relating to prior periods	-2 256	-2 184
Change in deferred tax asset/liability	-224	1 639
<b>Income tax in profit and loss account</b>	<b>171 125</b>	<b>238 302</b>

The current income tax relating to prior periods comprises adjusted tax liability assessed based on inspections by the tax authority.

## (b) Deferred tax assets/liabilities

Deferred tax assets and liabilities are as follows:

Temporary differences	Assets		Liabilities		Net	
	2015	2014	2015	2014	2015	2014
Tangible fixed assets	4 497	2 783	-	-	4 497	2 783
Intangible fixed assets	-	-	7 331	5 323	-7 331	-5 323
Receivables	2 969	3 785	-	-	2 969	3 785
Provisions	2 164	3 556	-	-	2 164	3 556
Losses carried forward	-	-	-	-	-	-
Other temporary differences recorded in Profit and loss account	7 295	4 569	-	-	7 295	4 569
Total	16 925	14 693	7 331	5 323	9 594	9 370
<b>Influence in Profit and loss account</b>	<b>2 232</b>	<b>2 734</b>	<b>-2 008</b>	<b>-4 373</b>	<b>224</b>	<b>-1 639</b>
Revaluation of assets and liabilities	2 067	2 067	2 950	3 048	-883	-981
Other temporary differences recorded in Equity	-	-	-	-	-	-
Total	2 067	2 067	2 950	3 048	-883	-981
<b>Influence in Equity</b>	<b>-</b>	<b>-89</b>	<b>98</b>	<b>-98</b>	<b>98</b>	<b>-187</b>
Deferred tax asset/(liability)	18 992	16 760	10 281	8 371	8 711	8 389
Offset of related deferred tax assets and liabilities	-	-	-	-	-	-
<b>Deferred tax asset/(liability)</b>	<b>18 992</b>	<b>16 760</b>	<b>10 281</b>	<b>8 371</b>	<b>8 711</b>	<b>8 389</b>

In accordance with the accounting policy described in note I. 4 (g), deferred tax was calculated using the tax rate valid for the period in which the tax asset/liability is expected to be utilised, i.e. 19%.

## IV. OTHER DISCLOSURES

### IV.1. Transactions not disclosed in the balance sheet

As at the balance sheet date, the Company did not have any transactions not disclosed in the balance sheet.

## IV.2. Contingent liabilities

### (a) Co-insurance

The Company is the leading co-insurer in several coinsurance contracts in respect of which a claim of a material amount has been reported as at the balance sheet date.

The Company considers it improbable that the beneficiary will file a legal claim against the Company, as the leading co-insurer, in the full amount pursuant to Section 30 of Act No. 37/2004 Coll., on Insurance Contracts, and has therefore established a provision for outstanding claims only in the amount of its share.

### (b) Membership of the Czech Bureau of Insurers (the Bureau)

As a member of the Bureau, the Company has undertaken to guarantee the liabilities of the Bureau pursuant to Section 18 (6) of the Act on Motor Third Party Liability Insurance. To that end, the Company contributes to the guarantee fund, the loss prevention fund, and establishes a provision for liabilities of the Bureau. The amount of contributions and of the provision for liabilities of the Bureau is determined using actuarial methods.

If any of the members of the Bureau was unable to meet their obligations arising from statutory motor third-party liability insurance due to insolvency, the Company could incur an obligation to make additional contributions to the guarantee fund.

### (c) Membership of the Czech Nuclear Pool

The Company is a member of the Czech Nuclear Pool. Under a "Joint and Several Liability" agreement, it has undertaken that, should one or more members of the Czech Nuclear Pool be unable to fulfil their obligation, it will assume such an obligation in proportion to its net retention for the given contract. The total contingent liability of the Company, including joint and several liability, is contractually limited to double its net retention for the specific insured risk.

## IV.3. Subsequent events

As at 4 January 2016 the Company acquired control of Wüstenrot, životní pojišťovna, a.s. and Wüstenrot pojišťovna a.s. Allianz pojišťovna, a.s. became the sole shareholder of Wüstenrot, životní pojišťovna, a.s. and Wüstenrot pojišťovna a.s.

In Prague, 9 March 2016

RNDr. Jakub Strnad, Ph.D.  
Chairman of the Board of Directors

Ing. Sonia Mihaylova Slavtcheva, MBA  
Member of the Board of Directors



# Report on Relations between Related Parties

We provide this report on relations between related parties based on a provision of the Act on Business corporations. By relationships, we mean commercial relationships to controlling, controlled and other related parties. The parties involved are companies of the Allianz Group. During accounting period 2015, or during preceding periods, Allianz pojišťovna, a.s. did not conclude any controlling agreement and transfer of profit agreement.

Below we have listed those companies of the Allianz Group, with which Allianz pojišťovna, a.s. has major commercial relationships.

## Summary

### Controlling party

- Allianz New Europe Holding GmbH, Vienna, Austria;
- Allianz Holding eins GmbH, Vienna, Austria;
- Allianz SE, Munich, Germany

### Controlled parties

- Allianz penzijní společnost, a.s., Prague;
- Allianz kontakt, s.r.o., Prague;
- Allianz generální služby, s.r.o., in liquidation, Prague;
- Allianz nadační fond, Prague;
- Diamond Point, a.s., Prague.

### Other related parties

- Allianz- Slovenská poisťovňa, a.s. Bratislava, Slovakia;
- Allianz Business Services, spol. s r.o., Bratislava, Slovakia;
- Mondial Assistance s.r.o., Prague;
- Allianz Lebensversicherung-AG, Stuttgart, Germany;
- AGA International SA, Paris, France, through its branch in Prague, as legal successor of Mondial Assistance International AG, Wallisellen, Switzerland, through its branch Mondial Assistance International AG- organizační složka, Prague;
- Allianz Global Corporate & Specialty AG, Munich, Germany;

- Euler Hermes Services Česká republika s.r.o., formerly Euler Hermes Čescob Service, s.r.o. Prague;
- Euler Hermes SA, organizační složka, formerly Euler Čescob, úvěrová pojišťovna, a.s., Prague;
- Allianz Managed Operations & Services SE, Munich, Germany, formerly Allianz Shared Infrastructure Services GmbH, Unterföhring, Germany;
- Allianz Global Investors Advisory GmbH, Frankfurt am Main, Germany;
- Allianz Deutschland AG, Munich, Germany;
- Allianz Global Investors Europe GmbH, Frankfurt am Main, Germany;
- Allianz Global Investors Luxembourg S.A., Luxembourg;
- PIMCO Europe Ltd., London, Great Britain;
- PIMCO Global Advisors (Ireland) Limited, Dublin, Ireland;
- Allianz Biztosító Zrt, Budapest, Hungary;
- Allianz Suisse Versicherungs-gesellschaft- AG.

## Relationships to Controlling and Controlled Parties, other than via Reinsurance

### Allianz New Europe Holding GmbH

Allianz New Europe Holding GmbH is the parent company of Allianz pojišťovna, a.s. from 11 May 2006. Allianz New Europe Holding GmbH acquired the 100% holding in Allianz pojišťovna, a.s. from Allianz Aktiengesellschaft. <sup>1)</sup> In 2006 and 2007, Allianz New Europe Holding GmbH as a debtor and Allianz pojišťovna, a.s. as creditor concluded the agreements on loan. The agreements are fulfilled pursuant to the agreed terms and conditions, all loans are repaid.

### Allianz Holding eins GmbH

Allianz Holding eins GmbH is the parent company of Allianz 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 (sales techniques training, personnel development programmes), temporary or permanent secondment of employees and support of quality control, development and implementation of corporate controlling system. The contract has been concluded under the standard terms and conditions as would apply to third parties. In 2006 and 2007, Allianz SE and Allianz pojišťovna, a.s. concluded an agreement on sharing IT system costs in common holding operations. An agreement on cost sharing and provision of services in human resources and an agreement on provision of software licences and related services were entered into in 2009. In 2010, Allianz pojišťovna, a.s. purchased a bond issued by Allianz SE in the amount of EUR 20 million, which was paid up in 2012 as planned. In 2010, Allianz pojišťovna, a.s. also concluded an agreement on cash pooling with Allianz SE. In 2012, Allianz pojišťovna, a.s. and Allianz SE concluded an agreement on provision of consultation services in implementation of Solvency II. In October 2015, Allianz pojišťovna, a.s. concluded Cost Sharing Agreement (Global Procurement Expenses excluding IT Procurement) with Allianz SE.

<sup>1)</sup> Effective as of 16 October 2006, Allianz Aktiengesellschaft changed its legal form from Aktiengesellschaft to Societas Europaea.



#### **Allianz penzijní společnost, a.s.** (till 31 December 2012 called Allianz penzijní fond, a.s.)

Allianz penzijní společnost, a.s. is a 100% subsidiary of Allianz pojišťovna, a.s.

Allianz penzijní společnost, a.s. and Allianz pojišťovna, a.s. cooperate closely 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, a.s. sales agents.

In 2012, with effectiveness from January 2013, the agreement on business representation in offer and intermediation of contracts conclusion about supplementary pension saving and pension saving was signed between Allianz penzijní společnost, a.s. and Allianz kontakt s.r.o. as investment intermediary. The agreement is signed for unlimited period of time with the option of termination by notice.

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

In 2012, with effectiveness from January 2013, Allianz penzijní společnost, a.s. and Allianz pojišťovna, a.s. signed an agreement on cooperation in using IT that fully replaces the agreement on cooperation in using IT from 2 January 2007. The agreement is signed for unlimited period of time. In 2013, the companies concluded an agreement on provision and personnel data processing. The aim of this agreement is to fairly divide the operating costs between Allianz pojišťovna, a.s. and Allianz penzijní společnost, a.s. in the way of concrete performance value. The agreement is concluded for unlimited period of time and replaces Agreement on cooperation from 23 February 1995 and Agreement on cooperation from 15 December 2004.

In 2002, the companies concluded a sublease agreement concerning non-residential premises that house the registered office of Allianz penzijní společnost, a.s. In connection with the change of Allianz penzijní společnost'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 the standard terms and conditions as would apply to third parties.

In 2012, the companies concluded another sublease agreement and an agreement on the lease of interior equipment. The agreements have been concluded under the standard terms and conditions as would apply to third parties.

In 2014, due to effectiveness and clear arrangement of contractual relation, a new sublease contract was concluded that replaced fully the original sublease contract as amended.

#### **Allianz kontakt, s.r.o.**

Allianz kontakt, s.r.o. is a 100% subsidiary of Allianz pojišťovna, a.s. Established in 2005, the company brokers insurance for Allianz pojišťovna, a.s. on the basis of a sales representation agreement from 2005. In connection with the change of Allianz kontakt's registered office, a sublease agreement was concluded in 2006 to replace the sublease agreement of 2005. The sublease agreement has been concluded under the standard terms and provisions as would apply to third parties. An agreement on the lease of interior equipment was signed in 2007, replacing a similar agreement from 2006. In 2009, the companies entered into an agreement on cooperation in the use of IT. In 2012, the companies concluded the sublease agreement and agreement of lease of interior equipment. In 2013, the companies concluded an agreement on cooperation and personnel data processing.

The aim of this agreement to divide fairly the operating costs between Allianz pojišťovna, a.s. and Allianz kontakt, s.r.o. in the way of concrete performance value. The agreement is concluded for unlimited period of time. Allianz kontakt, s.r.o. is a sole investment intermediary for supplementary pension saving and pension saving for Allianz penzijní společnost, a.s.

#### **Allianz generální služby, s.r.o., in liquidation**

Allianz generální služby, s.r.o. is a 100% subsidiary of Allianz pojišťovna, a.s. It was founded in December 2007 and incorporated in January 2008. Its scope of business includes, without limitation, facility management and maintenance. Allianz generální služby, s.r.o. acquired a 10% participation interest in VERONIA SHELF, s.r.o. on 3 December 2012. On 31 May, the companies concluded an agreement on transfer of securities against payment. 4 pieces of ordinary shares issued in name by business company Diamond Point, a.s. were the subject matter of this transfer. On 29 October the sole partner that is Allianz pojišťovna, a.s. decided about company cancellation by means of liquidation as of 29.10.2015. Since 29.10.2015 the company has been in liquidation.

#### **Allianz nadační fond (Allianz Endowment Fund)**

On 7 November 2011, Allianz pojišťovna, a.s. established the Allianz Endowment Fund, which was registered in the Commercial Register on 10 February 2012. Purposes of the Fund, without limitation, are prevention of insured losses, promotion of road traffic safety and support of cultural and educational programmes. Allianz pojišťovna, a.s. provided financial donations to the Endowment Fund in 2015.

#### **Diamond Point, a.s.**

Diamond Point, a.s. is a 100% subsidiary of Allianz pojišťovna, a.s. It is a succession company which changed its legal form from Ltd. to joint stock company while merger. The property of the ending company DIAMANT REAL, spol. s r.o., registered company number: 60202637, registered office in Prague 2- Vinohrady, Mánesova 917/28, postal code number 120 00, registered in Commercial Register at City court in Prague, part C, entry 25354. Diamond Point, a.s. is an owner of the real estate property Ke Štvanici 656/3, in which Allianz pojišťovna, a.s. has its registered office. The company concluded the agreement on loan with Allianz pojišťovna, a.s. in 2013. The loan was paid off in July 2014. Allianz pojišťovna, a.s. is owner of fixed interest securities in nominal value of CZK 876 000 000 that the company issued in 2013.

#### **Relations to related Parties, other than via Reinsurance**

##### **Allianz - Slovenská poisťovňa, a.s.**

Allianz - Slovenská poisťovňa, a.s. is an Allianz Group member. The mutual cooperation between the two companies is based on an agreement on cooperation concluded in 1997, which is automatically renewable. The agreement involves cooperation in insurance product development and IT. The agreement has been concluded under the standard terms and conditions as would apply to third parties. The two companies also collaborate in the field of investments.

##### **Allianz Business Services, spol. s r.o.**

Allianz Business Services, spol. s r.o. is a subsidiary of Allianz - Slovenská poisťovňa, a.s. and Allianz New Europe Holding GmbH. In December 2007, Allianz - Slovenská poisťovňa, a.s. and Allianz Business Services, spol. s r.o. concluded an agreement on outsourcing of accounting activities. At the same time, the two companies collaborate in implementation of insurance activities management models. On 2 March 2013, Allianz pojišťovna, a.s. and Allianz Business Services, spol. s r.o. concluded an agreement on services. On 26 January 2014, Allianz pojišťovna, a.s. concluded a purchase contract on surrender of disc field. The agreements have been concluded under the standard terms and conditions as would apply to third parties.

**Mondial Assistance s. r. o.**

Mondial Assistance s.r.o. is a subsidiary of Swiss insurer Mondial Assistance International AG and an Allianz Group member. On contractual basis, Mondial Assistance s.r.o. provides Allianz pojišťovna clients with assistance services in medical expense insurance abroad, travel insurance, motor hull insurance, motor third party liability insurance and household. The assistance service contracts have been concluded under the standard terms and conditions as would apply to third parties. As of 31 December 2012, the agreement on cooperation as part of the Call centre was terminated. On 15 September 2014 the contract on cooperation in the sphere of assistance services provision to life insurance no. DHS 1/2011, as amended by all amendments. The contractual relation expired as of 31 December 2014.

**Euler Hermes Services Česká republika, s.r.o.**

Euler Hermes Services Česká republika s.r.o. as a subsidiary of Euler Hermes Europe SA. On the basis of agency agreement from 1999, this company brokers for Allianz pojišťovna, a.s. the warranty insurance and receivables insurance. The agreement has been concluded under the standard terms and conditions and would apply to third parties.

**Euler Hermes SA, organizační složka**

Euler Hermes SA, organizační složka is an integral part of the Euler Hermes, AGF and Allianz groups. Allianz pojišťovna, a.s. and Euler Hermes SA, organizační složka coordinate their activities in the sale of credit and warranty insurance products. In 2006, the two companies concluded an agreement on cooperation. Sales of insurance products are brokered for the said company by Euler Hermes SA, organizační složka.

**Allianz Managed Operations & Services SE**

Allianz Managed Operations & Services SE is a member of Allianz Group. In April 2008, Allianz pojišťovna, a.s., Allianz SE and the said company entered into an agreement on the assignment of rights and obligations under an agreement on sharing costs of information systems concluded between Allianz SE and Allianz pojišťovna, a.s. to Allianz Managed Operations & Services SE. Further, the agreement newly provides for certain other relations within the cooperation between Allianz pojišťovna, a.s. and new contracting partner. In 2009, the two companies entered into a framework agreement on the provision of IT infrastructure services. In February 2012, Allianz pojišťovna, a.s., Allianz SE and the said company concluded an agreement on assignment of rights and obligations under the information systems agreement between Allianz SE and Allianz pojišťovna, a.s. to Allianz Managed Operations & Services SE.

**Allianz Global Corporate & Specialty SE**

Allianz Global Corporate & Specialty SE is a member of Allianz Group. The company renders consulting services to Allianz pojišťovna, a.s., in the area of large-scale and special risks insurance.

**Allianz Global Investors Advisory GmbH**

Allianz Global Investors Advisory GmbH is a member of Allianz Group.. The company renders investment consulting services to Allianz pojišťovna, a.s. under the agreement dated February 2008.

**Allianz Deutschland AG**

Allianz Deutschland AG is a member of Allianz Group. The two companies collaborate in the area of client projects under an agreement dated October 2008.

In the area of IT, Allianz pojišťovna, a.s. cooperates with Allianz Deutschland AG, Allianz Hungaria Bistosító Zrt. and Allianz Suisse Versicherungsgesellschaft-AG.

In addition, Allianz pojišťovna, a.s. uses instruments of investment companies Allianz Global Investors Kapitalanlagegesellschaft mbH, Allianz Global Investors Luxembourg S.A., PIMCO Europe Ltd. And PIMCO Global Advisors (Ireland) Limited.

**Relationships to Controlling and related Parties in the area of Reinsurance**

The following Allianz Group companies take part in the reinsurance programme of Allianz pojišťovna, a.s.:

- Allianz SE;
- Allianz Global Corporate & Specialty SE;
- AGA International SA-organizační složka.

Other group members are active and passive facultative reinsurers of Allianz pojišťovna, a.s. Reinsurance is invoiced on the basis of reinsurance contracts concluded between Allianz pojišťovna, a.s., and the above Allianz Group companies under the standard terms and conditions as would apply to third parties. The reinsurers' shares are started in accordance with valid accounting principles.

**Allianz SE**

Allianz SE, as the Group reinsurer, has a major stake in the reinsurance programme of Allianz pojišťovna, a.s. in both life and non-life insurance.

**Allianz Global Corporate & Specialty SE**

Allianz Global Corporate & Specialty SE acts as Allianz pojišťovna, a.s. reinsurer of aviation insurance and of directors and officers liability insurance (D&O).

**AGA International SA-organizační složka**

acts as the Allianz pojišťovna, a.s. reinsurer for travel insurance and technical assistance for vehicles as well as extended warranty insurance.

In the course of the reporting period Allianz pojišťovna, a.s. issued no guarantees and provided no loans other than described above, and assumed no other financial liabilities in respect of the related parties.

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

We declare that, according to Section 82 of law about commercial corporations, the report of Allianz pojišťovna, a.s. for accounting period starting 1 January 2015 and ending 31 December 2015 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:

- Structures of relations between controlling and controlled parties and between controlled party and controlled parties by the same person;
- Contracts between related parties;
- Tasks of controlled party;
- Way and means of control;
- Negotiations during last accounting period;
- Rise of detriment.

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

Further we declare no disadvantage follow from the relationships between controlling and controlled party and between controlled party and controlled parties by the same person and that there is no risk for controlled party.

In Prague, 29 February 2016

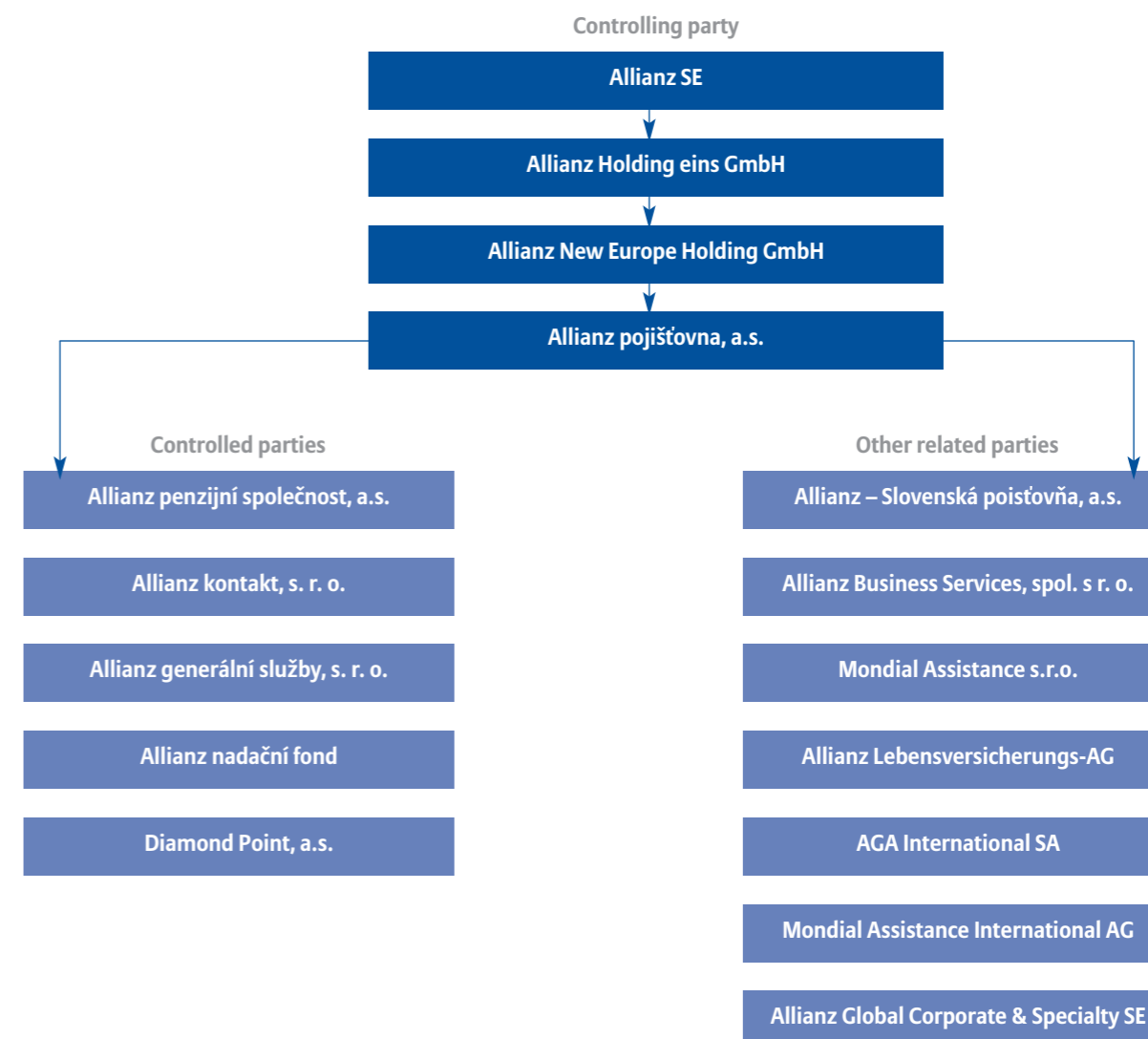


Jakub Strnad  
Chairman of the Board of Directors



Sonia Mihaylova Slavtcheva  
Member of the Board of Directors

# The important entrepreneurial relations Allianz pojišťovna





# Contacts

## GENERÁLNÍ ŘEDITELSTVÍ

### Allianz pojišťovna, a.s.

Ke Štvanici 656/3, 186 00 Praha 8

Tel.: 241 170 000 Fax: 242 455 555

e-mail: [info@allianz.cz](mailto:info@allianz.cz), [www.allianz.cz](http://www.allianz.cz)

Kontaktní centrum: 241 170 00

## ZEMSKÉ ŘEDITELSTVÍ ZÁPAD

### Regionální ředitelství Praha

Českomoravská 2420/15, 190 93 Praha 9

Tel.: 284 011 567, 284 011 590

### Regionální ředitelství střední Čechy

Bucharova 2, 158 00 Praha 5

Tel.: 224 405 771, Fax: 224 405 772

### Regionální ředitelství Plzeň

Lochotínská 22, 301 11 Plzeň

Tel.: 373 374 002, 373 374 016, Fax: 373 374 041

### Regionální ředitelství České Budějovice

F. A. Gerstnera 52, 370 01 České Budějovice

Tel.: 385 791 304

### Regionální ředitelství Ústí nad Labem

Špitálské náměstí 3517, 400 01 Ústí nad Labem

Tel.: 472 707 111, e-mail: [usti@allianz.cz](mailto:usti@allianz.cz)

## ZEMSKÉ ŘEDITELSTVÍ VÝCHOD

### Regionální ředitelství Hradec - Králové

U Koruny 1742/16, 500 02 Hradec Králové

Tel.: 494 492 001

### Regionální pobočka Liberec

Palachova 1404, 460 01 Liberec 3

Tel.: 484 486 833, Fax: 484 486 823

### Regionální ředitelství Brno

Čechyňská 23, 602 00 Brno

Tel.: 543 425 850, Fax: 543 425 864

### Regionální ředitelství Ostrava

28. října č. 29, 702 00 Ostrava

Tel.: 596 279 000, Fax: 596 279 001

### Regionální ředitelství Olomouc

Jeremenkova 40B, 772 00 Olomouc

Tel.: 585 582 050



**Vydal**

© 2016 Allianz pojišťovna, a.s.  
Ke Štvanici 656/3, 186 00 Praha 8  
Tel.: 224 405 111  
Fax: 242 455 555  
[www.allianz.cz](http://www.allianz.cz)

**Produkce**

TAC-TAC agency s.r.o.  
[www.tac-tac.cz](http://www.tac-tac.cz)