

LIFE INSURANCE MARKET OVERVIEW

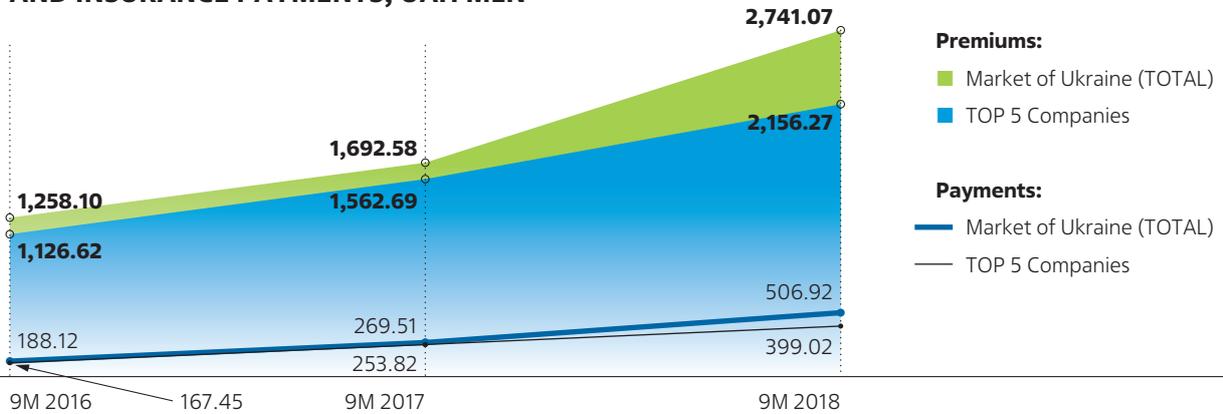
GROSS INSURANCE PREMIUMS OF TOP COMPANIES, UAH MLN

#	Company	9M 2016	9M 2017	Δ	9M 2018
1	MetLife	433.43	530.19	→ +26%	→ 670.33
2	Uniq Life	191.72	326.69	→ +41%	→ 460.56
3	TAS	209.79	322.18	→ +13%	→ 365.43
4	ASKA-Life	122.16	173.62	→ +107%	→ 358.86
5	PZU Ukraine Life Insurance	169.52	210.01	→ +43%	→ 301.09
TOP 5		1,126.62	1,562.69	→ +38%	→ 2,156.27
<i>Market concentration of TOP 5</i>		90%	92%	→ -15%	→ 77%
6	AXA Life	29.30	44.47	→ +52%	→ 67.52
7	Kniazha-Life Vienna Insurance Group	67.41	42.53	→ +14%	→ 48.56
8	INGO Ukraine Life	17.43	23.63	→ +16%	→ 27.43
Market of Ukraine (TOTAL)		1,258.10	1,692.58	→ +61.9%	→ 2,741.07

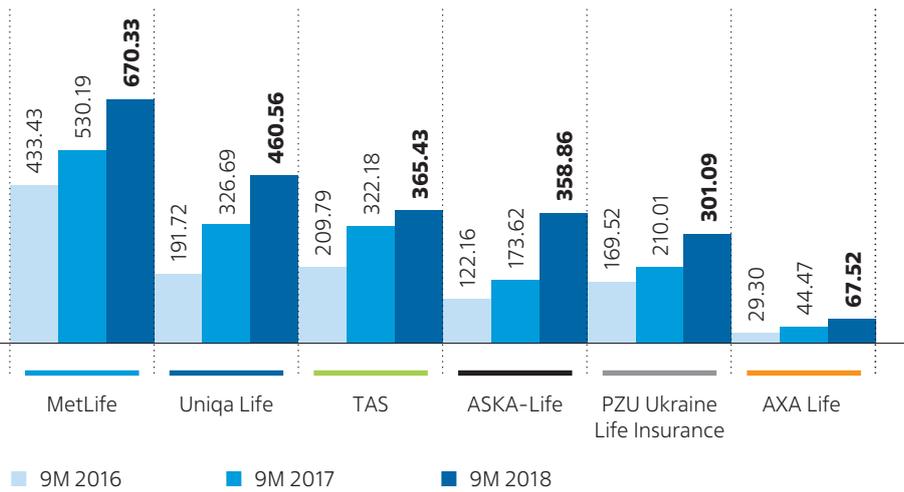
GROSS INSURANCE PAYMENTS OF TOP COMPANIES, UAH MLN

#	Company	9M 2016	9M 2017	Δ	9M 2018
1	Uniq Life	6.11	16.96	→ +616%	→ 121.50
2	TAS	50.66	74.88	→ +46%	→ 109.41
3	MetLife	43.88	68.03	→ +58%	→ 107.65
4	PZU Ukraine Life Insurance	40.28	71.70	→ -44%	→ 40.42
5	ASKA-Life	26.52	22.25	→ -10%	→ 20.04
TOP 5		167.45	253.82	→ +57%	→ 399.02
6	INGO Ukraine Life	7.51	8.62	→ -10%	→ 7.76
7	Kniazha-Life Vienna Insurance Group	n/a	5.25	→ -3%	→ 5.09
8	AXA Life	0.27	0.61	→ +401%	→ 3.06
Market of Ukraine (TOTAL)		188.12	269.51	→ +88%	→ 506.92

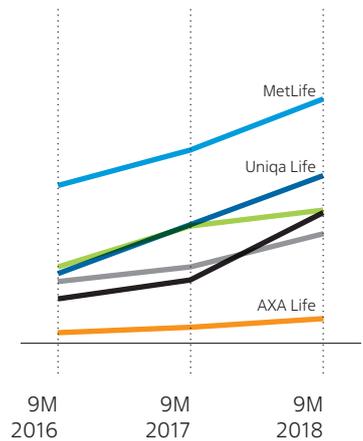
DYNAMICS OF INSURANCE PREMIUMS AND INSURANCE PAYMENTS, UAH MLN



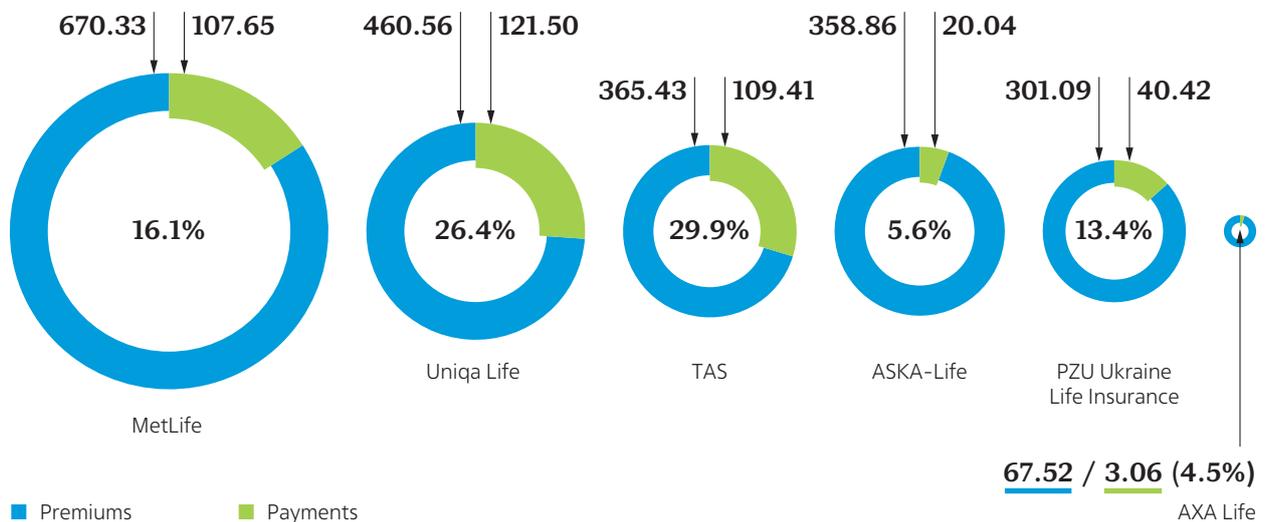
KEY COMPANIES INSURANCE PREMIUM GROSS, UAH MLN

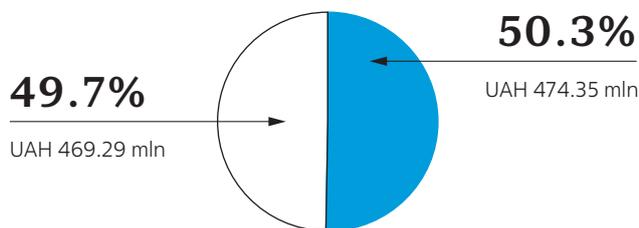
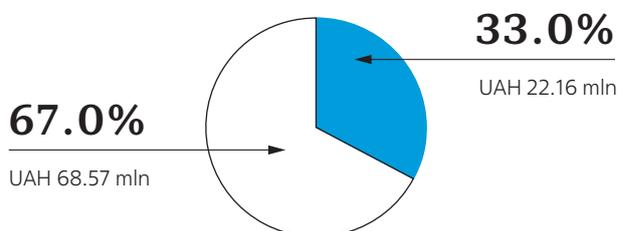


DYNAMICS:



KEY COMPANIES INSURANCE PREMIUM VS PAYMENT RATIO (9M 2018), UAH MLN



**INDIVIDUAL LIFE INSURANCE,
9M 2018**

**CORPORATE LIFE INSURANCE,
9M 2018**


□ Other companies

■ MetLife

**MAIN
CHALLENGES/
PROBLEMS
OF THE FIELD**

Unfortunately, the potential of life insurance instruments is not yet fully integrated in the Ukrainian economy and the social sector: the life insurance policy is still owned by no more than 4% of Ukrainians. According to various studies, about one-third of Ukrainians, who have been diagnosed with sudden illness, refuse or delay treatment due to lack of money. In the case of severe, deadly diseases or severe injuries, such refusal can cost them their lives. Due to wider usage of life insurance programs with the payment of benefits in case of a critical illness and accidents, the problem of financial support for expensive treatment can be solved at the expense of an insurance company.

**PROSPECTS,
OPPORTUNITIES,
INNOVATIONS
IN THE FIELD**

Top companies of the life insurance market are developing cooperation with the leading Ukrainian employers in two key areas:

- ◇ With corporate life insurance clients – in case of injuries, critical illnesses, disability, etc. The protection of employees under risk life insurance programs, together with voluntary medical insurance, is becoming a widespread practice in the domestic labor market and forms the image of a socially responsible employer,
- ◇ With the best social practice providers that care about the welfare of employees through raising their financial awareness. Within their social responsibility programs, Ukraine's leading employers have begun to provide the staff and their families with knowledge about modern financial tools. Life insurance providers are actively involved in such information campaigns.



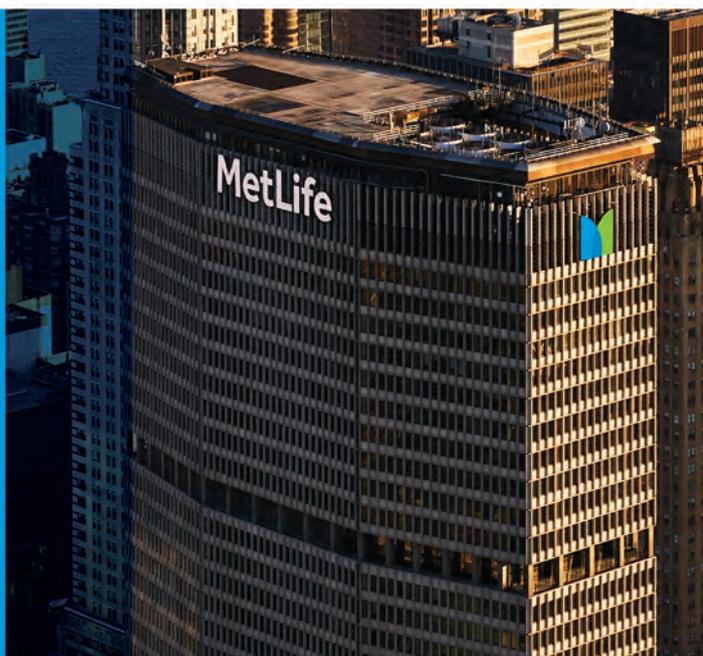
“The second area of cooperation is innovative and, at the same time, very promising for the Ukrainian life insurance market, as the leading employers are actually teaching their employees the basics of financial literacy and personal risk management through the use of life insurance programs. The next possible step is the gradual increase of a financial inclusion level for employees of such enterprises. Employees of socially responsible companies will be able to access the best terms of insurance protection (for example, at their own expense, but on corporate terms). In 2019–2020, when the state undergoes a gradual transformation of the social sector, when economically active citizens are forced to assume more and more responsibility for their own financial support, care for financing of their own pensions and payment for their own and their families' treatment, both such financial knowledge and access to quality insurance services with the support of their employer are extremely relevant.”

Svetlana Kandyba,
Director for Corporate Clients of PJSC MetLife

Corporate insurance by the world's leading corporation – is your valuable choice

- Over 16 years of successful operation in Ukraine and 150 years in the world
- Cooperation with 80 international companies in Ukraine and serving 90% of worldwide Fortune 500® companies
- Over 27,000 of insured people under corporate agreements
- Wide range of insurance programs for employees and their families, including critical illnesses and WorldCare program
- Flexible processing of payment requests to meet the needs of customers

+380 (44) 498 40 45
corporate@metlife.ua
www.metlife.ua



MAIN LABOR MARKET TRENDS IN 2018

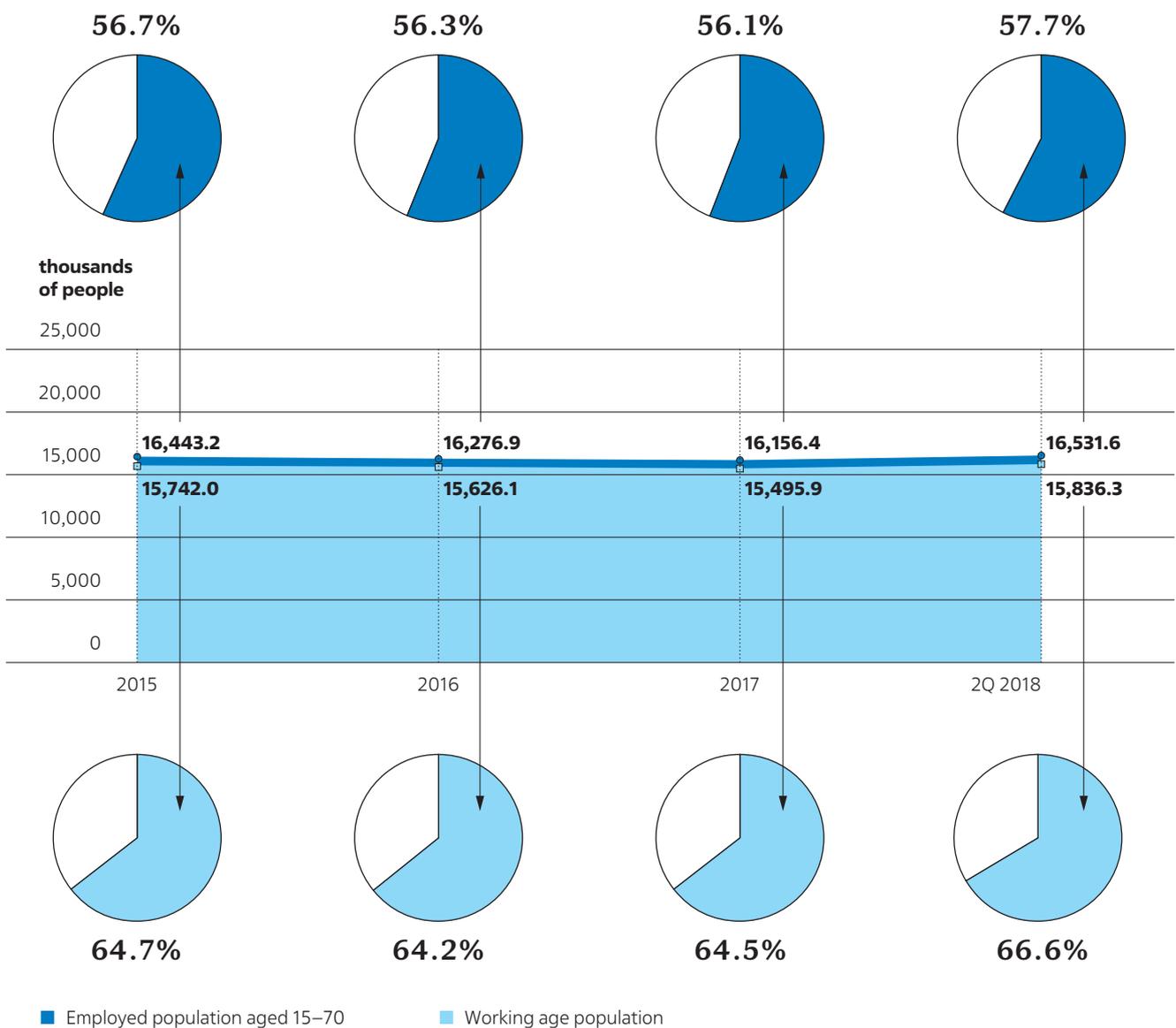
1. LACK OF SKILLED PERSONNEL AND LABOR MIGRATION

The trend of a lack of personnel (both skilled and unskilled workers) continues and is confirmed by the reduction of the unemployment rate, which fell from 9.6 percent to 8.9 percent between the first half of 2017 and the first half of 2018. At the same time, the employment rate continues to grow and the lack of skilled workers is especially notable.

Unemployment rate, first half of **2017**: **9.6%** Unemployment rate, first half of **2018**: **8.9%**

Source: https://www.dcz.gov.ua/sites/default/files/infofiles/2_sytuaciya_na_rynku_praci_1.pdf

QUANTITY AND RATE OF EMPLOYED POPULATION IN UKRAINE FOR THE PERIOD OF 2015–2018



Source: http://www.ukrstat.gov.ua/express/expres_u.html