

LIFE INSURANCE MARKET OVERVIEW

GROSS INSURANCE PREMIUMS OF TOP COMPANIES, UAH MLN

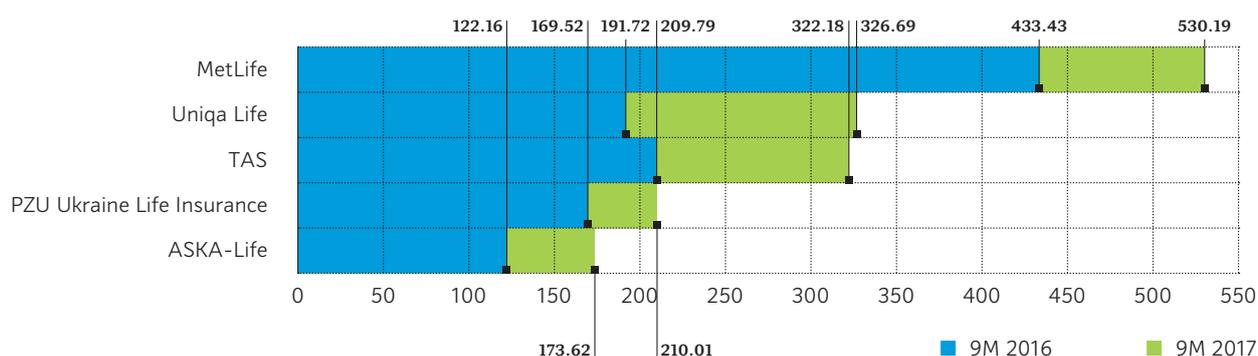
#	Company	9 months 2016	9 months 2017	Changes
1	MetLife	433.43	530.19	
2	TAS	209.79	322.18	
3	Uniqa Life	191.72	326.69	
4	PZU Ukraine Life Insurance	169.52	210.01	
5	ASKA-Life	122.16	173.62	
TOTAL: TOP 5		1,126.62	1,562.69	+39%
6	Kniazha-Life Vienna Insurance Group	67.41	42.53	
7	AXA Life Insurance	29.30	44.47	
8	INGO Ukraine Life	17.43	23.63	
9	KD-Life	17.30	19.22	
ALL MARKET		1,258.10	1,692.58	+35%

GROSS INSURANCE PAYMENTS OF TOP COMPANIES, UAH MLN

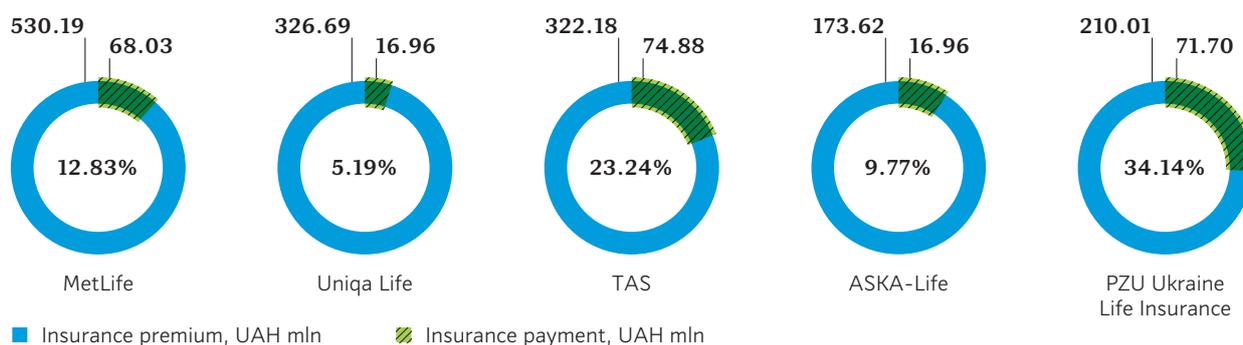
Company	9 months 2016	9 months 2017	
TAS	50.66	74.88	
PZU Ukraine Life Insurance	40.28	71.70	
MetLife	43.88	68.03	
ASKA-Life	26.52	22.25	
Uniqa Life	6.11	16.96	
TOTAL: TOP 5		167.45	253.82
INGO Ukraine Life	7.51	8.62	
Kniazha-Life Vienna Insurance Group	–	5.25	
KD-Life	–	1.19	
AXA Life Insurance	0.27	0.61	
ALL MARKET		188.12	269.51

Market concentration 89.55% 92.33%

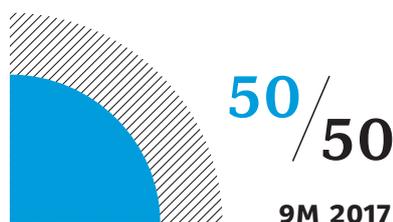
GROSS INSURANCE PREMIUMS OF KEY COMPANIES, UAH MLN



INSURANCE PREMIUM VS PAYMENT RATIO (9M 2017)



INDIVIDUAL LIFE INSURANCE



CORPORATE LIFE INSURANCE



THE MAIN PROBLEMS/ DIFFICULTIES OF THE INDUSTRY

Why traditional voluntary medical insurance protection is insufficient during risks for the health?

- ◇ Critical illnesses usually require expensive treatment, sometimes — outside of Ukraine. At the same time, the VMI protection in case of oncological diseases is provided by services mainly in state health facilities under the corporate contract limit. Together with that, such limit is often spent already at the stage of diagnosis and primary care provision. It may simply not be enough to continue treatment or rehab
- ◇ Common chronic diseases and disorders caused by systemic problems — such as endocrine disorders or cardiovascular problems — are commonly included in the list of exceptions in standard VMI programs
- ◇ According to the annual "Health Index of Ukraine 2016", more than a third of Ukrainians can not afford full treatment due to lack of funds

TIPS, OPPORTUNITIES, INNOVATIONS IN THE INDUSTRY

- ◇ Focus on Wellness programs and promotion of a healthy lifestyle with elements of encouraging and engaging the entire team
- ◇ Balance the structure of coverage under the VMI package. Expand the ability to diagnose and treat severe illnesses by limiting non-vital VMI options. Usually, employees appreciate the opportunity to get help with acute and urgent conditions
- ◇ Complete the VMI services with Risk Life Insurance Programs that provide reliable protection and reimbursement in the form of cash benefits in case of catastrophic situations with your life and health: this tool softens or alleviates the effect of the specified risks and prevents your employees from being alone with problems in the most difficult life situations
- ◇ Choose Reliable Partners: Your Partner should be not only reliable, but highly reliable, experienced and innovative in the specified area of service.



"Over the past 3–5 years, for most companies operating in the competitive sectors of the Ukrainian economy, employees' health insurance has become a kind of a "must have" component of the social package. Most companies use voluntary health insurance programs which, unfortunately, do not cover the most catastrophic risks faced by Ukrainians of working age. These risks are the diagnosis of so-called critical diseases that threaten life or significantly impair its quality, oncological diagnoses, and severe cardiovascular diseases: heart attacks, strokes, and the like. That is why given the current situation with the morbidity and the peculiarities of the available insurance programs in Ukraine, it is desirable for all socially-oriented employers to supplement VMI with Risk Life Insurance Programs in case of disease from reliable and experienced partners."

Svitlana Kandyba,
Corporate Clients Distribution Channel's Director at PJSC MetLife