

**" A P P R O V E D "** by decision of the Supervisory Board JV JSC "EUROASIA INSURANCE"

# BUSINESS PLAN JV JSC "EUROASIA INSURANCE" for 2024

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## I. General information

#### 1.1. Input information

<b>Registration Date</b> :	December 18, 1998
Number of branches:	33 (thirty-three) branches
Sphere of activity:	voluntary and compulsory general insurance
Rating:	<ul> <li>"Ahbor-Reyting" NRA: uzA++</li> </ul>
	Moody's International Ranking Agency: B2
Charter capital:	Authorized capital: 66.6 billion soums
	Paid capital: 66.6 billion soums.

#### 1.2. Management structure of the Company

The Company consists of the following corporate governance bodies:

#### General meeting of shareholders

The highest governing body of the Company, authorized to make decisions on matters within the exclusive competence of the General Meeting of Shareholders, in accordance with the legislation of the Republic of Uzbekistan "On Joint-Stock Companies and Protection of Shareholders' Rights," the charter, and the internal corporate documents of the Company.

#### Supervisory board

Supervisory body of the Company, which carries out general management of the Company's activities and is authorized to make decisions on issues within the competence of the Supervisory Board in accordance with the legislation of the Republic of Uzbekistan "On Joint-Stock Companies and Protection of Shareholders' Rights," the Charter and the Regulations on the Supervisory Board, with the exception of issues within the competence of the General Meeting of Shareholders.

#### **Executive body**

The executive body of the Company consists of the Management Board and the General Director, who directly manage the activities of the Company and are authorized to make decisions on issues within the competence of the Management Board and the General Director in accordance with the legislation of the Republic of Uzbekistan "On Joint-Stock Companies and Protection of Shareholders' Rights," the charter and internal corporate documents of the Company, with the exception of issues within the competence of the General Meeting of Shareholders or the Supervisory Board of the Company.

## II. State and prospects for the development of the insurance market of the Republic of Uzbekistan

## 2.1. Market status information

According to the National Agency for Perspective Projects of the Republic of Uzbekistan, 42 insurance companies operated in the country's insurance market for 9 months of 2023. Of these, 34 are engaged in general insurance (non-life insurance) and 8 insurance companies are engaged in life insurance (life insurance).

The volume of insurance premiums in the insurance sector during this period increased by 80.5% compared to the same period in 2022 and exceeded 5.9 trillion soums. In the general insurance segment, growth was 80.0%, while in the life insurance segment, a decrease of 81.6% was recorded.

Mandatory insurance premiums increased by 43.6%, while voluntary insurance premiums grew by 3.6%. A significant share of insurance premiums - 96% - was provided by the general insurance sector.

The top five leading companies received 2,195,666 million soums in net insurance premiums for 9 months of 2023, transferred 1,255,037 million soums to reinsurance, accepted 999,223 million soums to reinsurance, and the total volume of insurance premiums amounted to 3,450"703 million soums (see Table-1). For comparison, in 2022, the same indicator for this five was 1,533.337 million soums.

#### Table-1

								in r	nln. sum
N 0	Name of insurance companies	Net insurance premiums	Measu red, in %	Premiums transferred to reinsurance	See, in %	Premiums accepted for reinsurance	See, in %	Total insurance premiums	See, in %
	<i>Total for all businesses:</i>	3,864,301	+ 56.5%	1,778,933	+170.4%	1,454,483	+82.9%	5,643,234	+80.5%
1	"APEX INSURANCE" JSC	754,352	+133.8%	646,764	+451.2%	58,662	+ 23.0%	1,401,116	+218.4%
2	JSC EISC "UZBEKINVEST"	591,247	+62.1%	347,234	+318.5%	480,737	+ 56.6%	938,481	+109.6%
3.	"KAFOLAT SUĞURTA KOMPANIYASI" JSC	355. 195.	+83.4%	184. 199.	+198.9%	400 383	+114.0%	539,394.	+111.3%
4	"MY-INSURANCE" JSC	248. 213.	+48.3%	527.	-56.5%	-	0%	248,740	+47.5%
5	JSC "GROSS SUĞURTA KOMPANIYASI"	246,658	+53.7%	76,313	+24.7%	59,441	+386.5%	322,972	+45.7%

Five leading companies for 9 months of 2023 paid insurance compensation in the amount of 498,140.7 million soums or 0.01% of the received premiums. The share of these companies in insurance payments amounted to 49.0% across the entire insurance market (2-table).

#### Table-2

No. Name of insurance companies Insurance payments Change, in % Total for all insurance companies: 1,016,274 +47.4% "APEX INSURANCE" JSC 1. 124.208. 212,654 "KAPITAL SUĞURTA" JSC 2. 47,432 93,503 JSC "KAFOLAT SUĞURTA KOMPANIYASI" 48 731 88,476 3. "MY-INSURANCE" JSC 4. 40,850 72,243 JSC EISC "UZBEKINVEST" 5. 52,894 63,309

According to the results of 9 months of 2023, "APEX INSURANCE" JSC led in premiums collection with a volume of 1.4 trillion soums, taking first place in insurance payments amounting to 124.2 billion soums. It should be noted that this company leads in insurance payments with a significant gap, and its share in the total payments for the industry amounted to 20.9%. Across the entire insurance market of Uzbekistan, the loss ratio (the ratio of insurance payments to insurance premiums) is 23.3%.

Financial indicators of some insurance companies compared to the Company for 9 months of 2022 and 9 months of 2023:

billion soums

Article	cle APEX INSURANCE		UZBEKINVEST		GUARANTEE INSURANCE COMPANY		GROSS INSURANCE COMPANY		MY INSURANCE		<b>E</b> AINSURANCE	
	Q3-2022	Q3-2023	Q3-2022	Q3-2023	Q3-2022	Q3-2023	Q3-2022	Q3-2023	Q3-2022	Q3-2023	Q3-2022	Q3-2023

in mln. sum

Revenue	440.0	1,401.1	447.6	938.5	255.3	539.4	221.7	323.0	168.6	248.7	112.0	49.8
Direct business	392.3.	1,342.4	140.7	457.8	68.2.	139.0	209.5	263.6	168.6	248.7	103.0	31.4
Reinsurance	47.7	58.7	307.0	480.7	187.1	400.4	12.2	59.4	0.0	0.0	9.0	18.4
Net revenue	140.8	140.4	224.5	305.6	147.4.	344.1	148.1.	179.9	122.5	155.6	92.5	43.3
Net profit	26.5	90.3	14.7.	25.8	1.7.	89.2	8.6.	10.9	0.8	7.7	4.0.	0.4
Profitability for an emergency	5.3%	6.4%	9.2%	2.7%	0.6%	16.5%	3.5%	3.4%.	0.4%	3.1%	3.3%	0.8%
Assets	1,001.6	1,928.8	1.333.0	1,946,	308.8	507.4	227.2.	311.9	214.1.	300.3	168.9	205.7
Cash	10.5.	233.2	6.1.	21.1	16.8.	22.1	7.2.	22.9	7.9.	8.3	3.5.	0.7
Fixed assets	128.0	152.9	37.2.	37.6	44.1.	41.8	16.4.	17.2	58.3.	63.9	25.9.	52.6
Authorized capital	72.0	340.0	282.2.	282.2	45.0	90.0	45.4.	58.0	35.1.	35.1	66.6.	66.6
Total capital	177.5	401.4	833.1.	837.0	71.2.	128.3	62.6.	72.5	50.0	59.7	88.5	93.7
Aggregate reserves	458.8	832.0	430.5	826.9	200.8	217.2	144.0	213.5	142.0	234.8	60.4.	51.9
ROE (%)	5.8%	22.5%	1.8%	3.1%	2.4%	69.5%	13.8%	15.0%	1.6%	12.9%	4.6%	0.4%
ROA (%)	2.6%	4.7%	1.1%	1.3%	0.6%	17.6%	3.8%	3.5%	0.4%	2.6%	2.4%	0.2%

## III. Strategic goals of the Company for 2024-2025

## 3.1. Strategy of the Company for 2024-2025

The Company's main strategic goal for the coming 2024-2025 is to improve the quality of services provided to increase customer satisfaction, enhance competitive advantages, strengthen market positions, increase solvency, and improve the corporate governance system, including employee performance evaluation.

To achieve these goals, the following areas are envisaged:

- Personnel Enhancement.
- Improving the IT platform and increasing the Company's brand awareness.
- Implementation of a modern corporate governance system.
- Development of insurance activities.
- Developing cooperation with foreign partners on reinsurance.
- Development of investment activity.

These steps will ensure the sustainable development of the Company and the achievement of its strategic goals.

## 3.2. Company's target indicators for 2024

During the implementation of the Activity Program, the Company plans to achieve and implement the following measures, as well as the following indicators (in the part applicable to the indicators):

#### Personnel policy:

• to conduct new methods of recruitment, selection, and evaluation of personnel;

• implement a system for planning a business career and career advancement of personnel, personnel rotation;

- develop a new system of incentives and labor motivation;
- develop a conflict resolution system within the team, and others.

## IT infrastructure development and marketing objectives:

- further improvement of IT infrastructure with the coverage of all business processes;
- transition to online sales of mandatory and voluntary types of insurance;
- studying foreign experience in the field of information technology;
- implementation of modern information technologies in the Company;

• timely consideration of all insurance claims in real time to reduce the period for reviewing insurance claims;

#### Implementation of a modern corporate governance system:

- Implementation of corporate governance codes in accordance with global practice;
- create a unified risk management and internal control system;
- development, updating, and implementation of necessary regulations on corporate governance.

#### Insurance activity:

• development and change of the Company's tariffs to attract new customers and retain existing ones;

• using all possible communication channels with clients to promptly respond to their requests and offers;

• development of new comprehensive products with profitable conditions for the Company: reduction of payment risk and obtaining sufficient income.

## **IV.** Final provisions

Summarizing the analysis of the activities of JV JSC "EUROASIA INSURANCE" and the prospects for the development of the insurance market of the Republic of Uzbekistan, we can draw the following conclusions:

## 1. Sustainability and growth potential

The company is demonstrating stable development, as evidenced by the increase in insurance premiums, the growth of net profit, and the profitability of insurance operations. The expansion of digital services, online sales, and optimization of business processes ensure competitive advantages in the market.

## 2. Innovation and Digitalization

The implementation of IT solutions such as electronic document management, secure communication platforms, and mobile applications creates a foundation for improving internal processes and enhancing customer service.

## 3. International cooperation and reinsurance

Expanding cooperation with international reinsurers strengthens the Company's position in the market, reduces risks, and contributes to attracting new partners. The company plans to increase the volume of reinsurance and strengthen its role in international programs.

#### 4. Financial stability

The projected growth of the authorized capital and improvement of the investment strategy will allow the company to increase its liquidity and strengthen its position in the market.

#### 5. **Long-term goals and priorities**

Long-term strategic goals, such as developing personnel policy, improving corporate governance, and increasing market share, ensure the company's sustainable development and competitiveness.

Thus, the implementation of the identified strategies and areas of activity will allow JV JSC "EUROASIA INSURANCE" to maintain its leading position in the market, achieve high profitability, and ensure sustainable growth in the long term.