



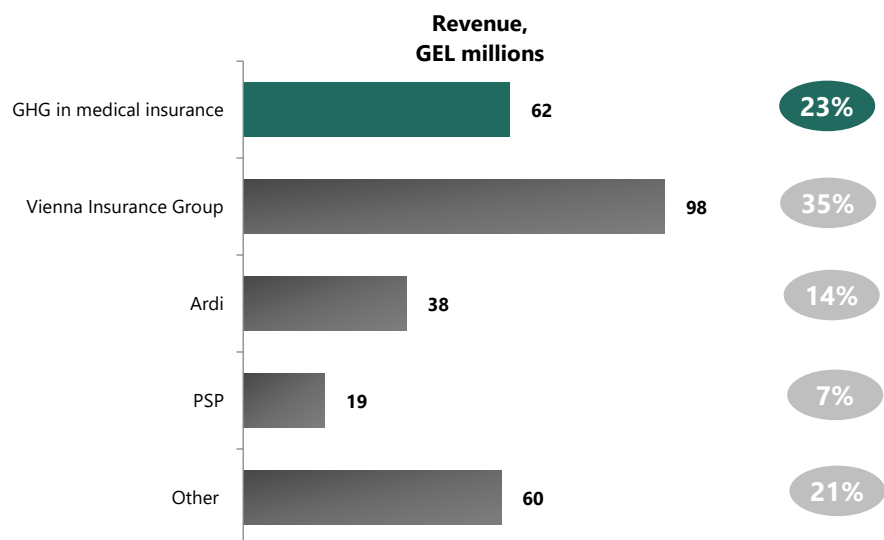
MEDICAL INSURANCE BUSINESS OVERVIEW




Largest medical insurer in the country with 23%¹ market share Offering a variety of medical insurance products, with a wide distribution network to the Georgian population

BUSINESSES MAJOR GROWTH DRIVERS

Market share by gross premium revenue¹



 **c.158,000**
Number of insured clients

- Growing the number of insured clients
- Enhancing gross profit through the introduction of “fee business” (such as motor Casco distribution, motor Third Party Liability distribution)
- Increasing retention rates within the Group

Medium to long-term targets

- Increase contribution to the Group segments
- Combined ratio <97%

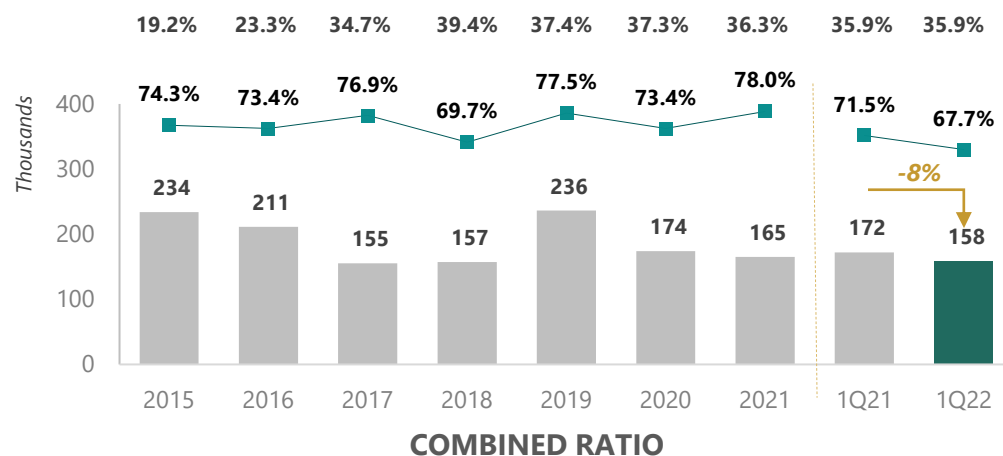


MEDICAL INSURANCE BUSINESS OVERVIEW (CONT'D)

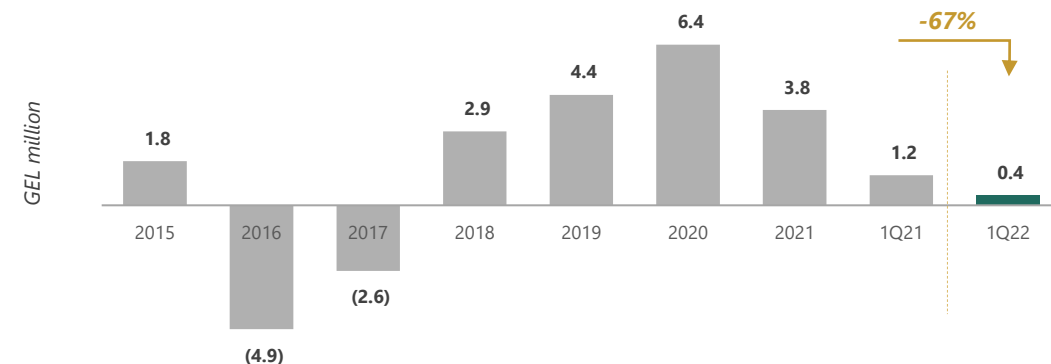
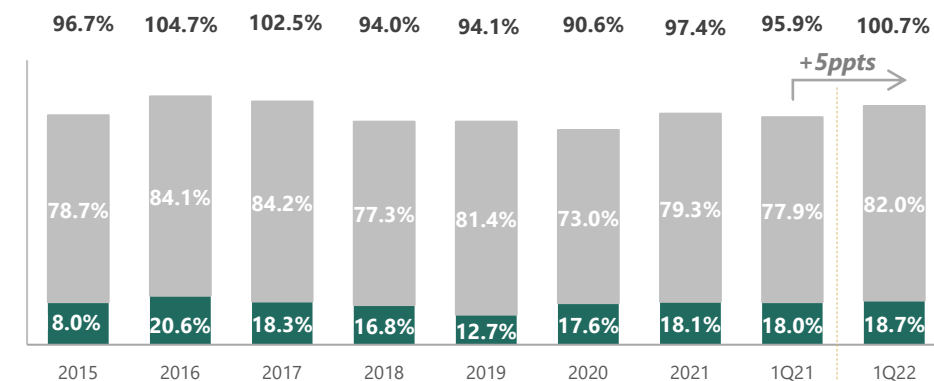
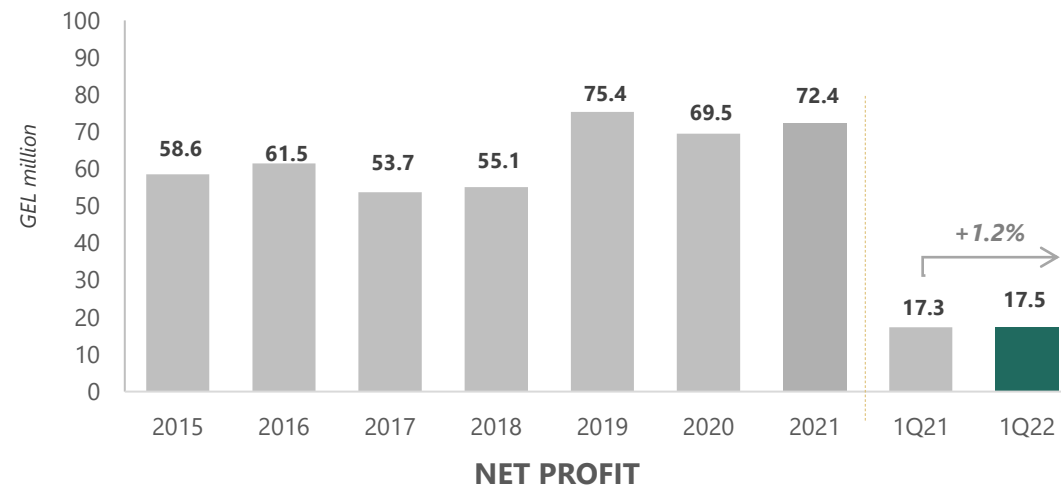


NUMBER OF INSURED & RENEWAL RATE

Retention rate within the Group¹ (%)



REVENUE (NET INSURANCE PREMIUMS EARNED)



Georgia Capital PLC | 1. 2019 and 2020 numbers are adjusted to exclude HTMC hospital.