



## Triglav Group, together with EBRD, enters ownership of Polish insurtech partner

**Triglav strengthens its presence on the Polish market in line with its strategic ambitions**

Triglav will acquire up to 24.8% ownership in HPI GMA S.A., a fast-growing insurtech company with which it cooperates on the Polish motor insurance market, through an equity investment over the next 24 months. The European Bank for Reconstruction and Development (EBRD) will also acquire a minority ownership stake. With this investment, Triglav is strengthening its presence on the Polish market, in line with its strategic ambition to internationalise its business.

Triglav Group cooperates on the Polish motor insurance market with HPI GMA S.A., an insurance agency established in 2019 and operating under the Trasti brand. This fast-growing insurtech company, with 700,000 customers, distributes and underwrites Triglav motor insurance policies on the Polish market. The equity investment from Triglav and the EBRD will enable Trasti to finance the further growth of its predominantly digital business and pursue its other business objectives.

**Andrej Slapar, President of the Management Board of Zavarovalnica Triglav:** *"Our strategic ambitions are focused on expanding beyond our existing markets and strengthening our international visibility. The promising Polish market offers a good opportunity for this, as we are working with our ambitious partner, Trasti, which successfully combines a modern, technology-driven approach with an in-depth understanding of the local market. Through this equity investment, together with the EBRD, we are supporting its further growth and strengthening our partnership."*

**Janusz Wojtas, CEO of Trasti:** *"Trasti is a modern, future-ready, digital insurer that, thanks to the technology and know-how of its team, is able to create local products based on universal processes – real improvements to the customer experience. The investment of the EBRD and Triglav is not only financial support for us, but also proof that our model works and works well. We will use the funds raised for further bold innovations and questioning the usual patterns. Every day we ask ourselves not only if we can do something differently, but if we can do it completely anew."*

**Tamas Nagy, EBRD Co-Head of Private Equity:** *"Trasti is a prime example of a high-potential, tech-oriented company that we want to invest in Poland. We're pleased to have been able to bring in an experienced international investor like Triglav on board through this transaction and are confident that our partnership will enable Trasti to mature into a market leader."*

**Andreea Moraru, EBRD Regional Head for Poland and Baltic States:** *"As one of the fastest growing insurance intermediaries in Poland, Trasti is well-positioned to drive further innovation, competition and better service delivery in the insurance intermediation segment in Poland. We're proud to back its further growth."*

## The Triglav Group

Thanks to its know-how, experience and financial strength, the **Triglav Group** has enjoyed the trust of its clients and other stakeholders for 125 years. The Group is the largest insurance and financial group in the Adria region and one of the leaders in South-East Europe, operating in six countries and seven markets and in the wider international environment through partnerships with insurance brokerage and agency companies as well as with reinsurers. Its key business pillars are insurance and asset management. The Group employs over 5,000 people. Its mission is building a safer future. The Group's key values are responsiveness, simplicity and reliability. Its vision is to strengthen its identity and recognition as an international insurance and financial group. Through its sustainable operations, the Group continues to provide a development-oriented environment for its employees, maintain ties with its partners and be a stable, safe and profitable investment for investors. The Group's parent company, Zavarovalnica Triglav, is listed on the Ljubljana Stock Exchange Prime Market.



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