

**AEB presentation**

**Aviva Pension Market Practice**

**November 02, 2011**



**AVIVA**



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## **Largest UK insurer, fifth-largest insurance group in the world**

- >300 years continuous insurance history
- Serving 53 million customers in 28 countries
- Quoted on LSE and NYSE
- Over €400 billion assets under management

## **High credit ratings**

- AA- (very strong) from S&P
- Aa3 (excellent) from Moody's
- A (excellent) from AMBest



## 2 legal entities

- ZAO Insurance Company Aviva (Insurance License C # 3991 77 to offer protection, savings & pensions)
- NSPF «Aviva Pensions» (license # 383/2)
- Over €120 million assets under management

## 160 permanent employees managing

- Corporate Pension and Saving Schemes (>20k members, >100 contracts)
- Group Life & Personal Accident Insurance Schemes (>100k members, > 500 contracts)
- Bancassurance (co-operation with 15 banks, >200k individuals insured by Aviva)

## Regional Network

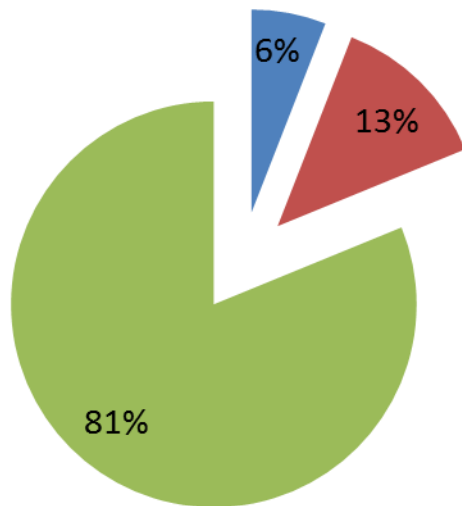
- Saint Petersburg, Nizhniy Novgorod, Rostov-on-Don, Kazan, Tyumen, Yekaterinburg, Krasnodar, Chelyabinsk, Novosibirsk, Ufa and Perm

# Eligibility and contribution rates



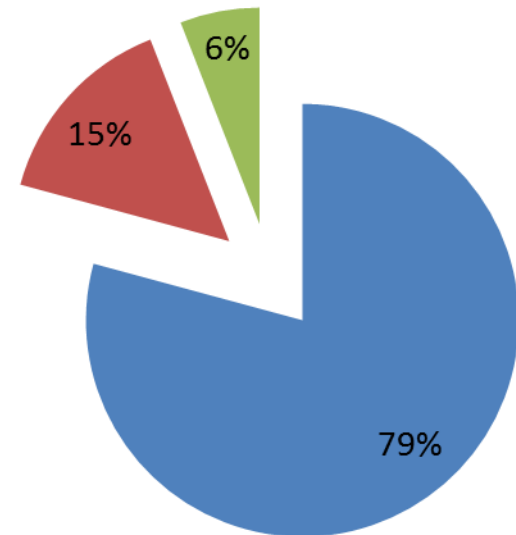
## EMPLOYEE ELIGIBILITY

■ Top-management ■ Eligible Employees ■ All Employees



## RATE OF THE EMPLOYER PENSION CONTRIBUTION, %

■ From 1 to 5 ■ From 6 to 9 ■ 10 and more



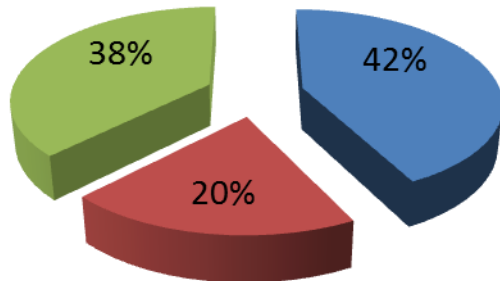
Statistics above is based on Aviva corporate pension portfolio comprising over 100 corporate clients (names)

# Financing and vesting

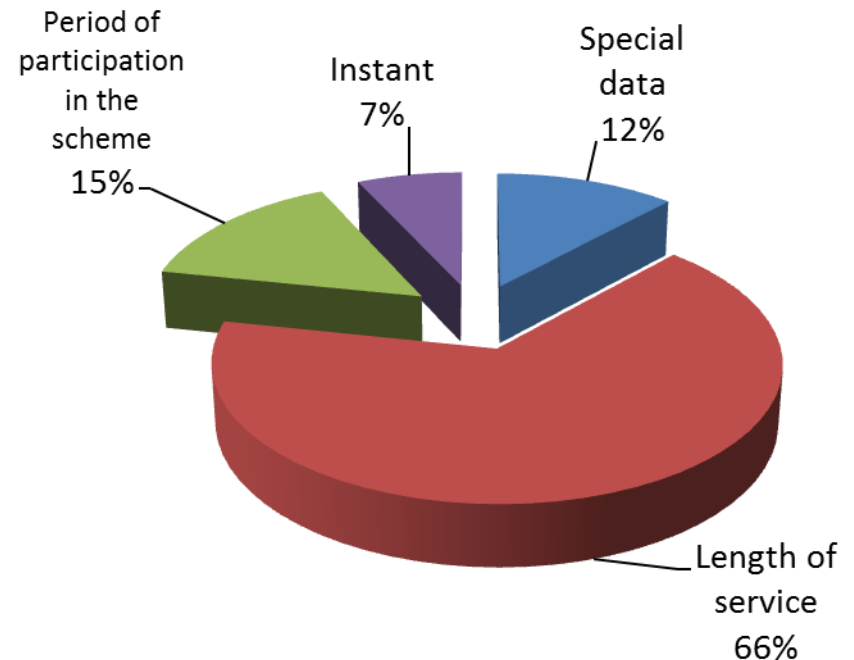


## FINANCING SCHEME

- Employer financing only
- Joint financing by Employer & Employee (flexible rate of contribution)
- Joint financing by Employer & Employee (fixed rate of contribution)



## START OF VESTING

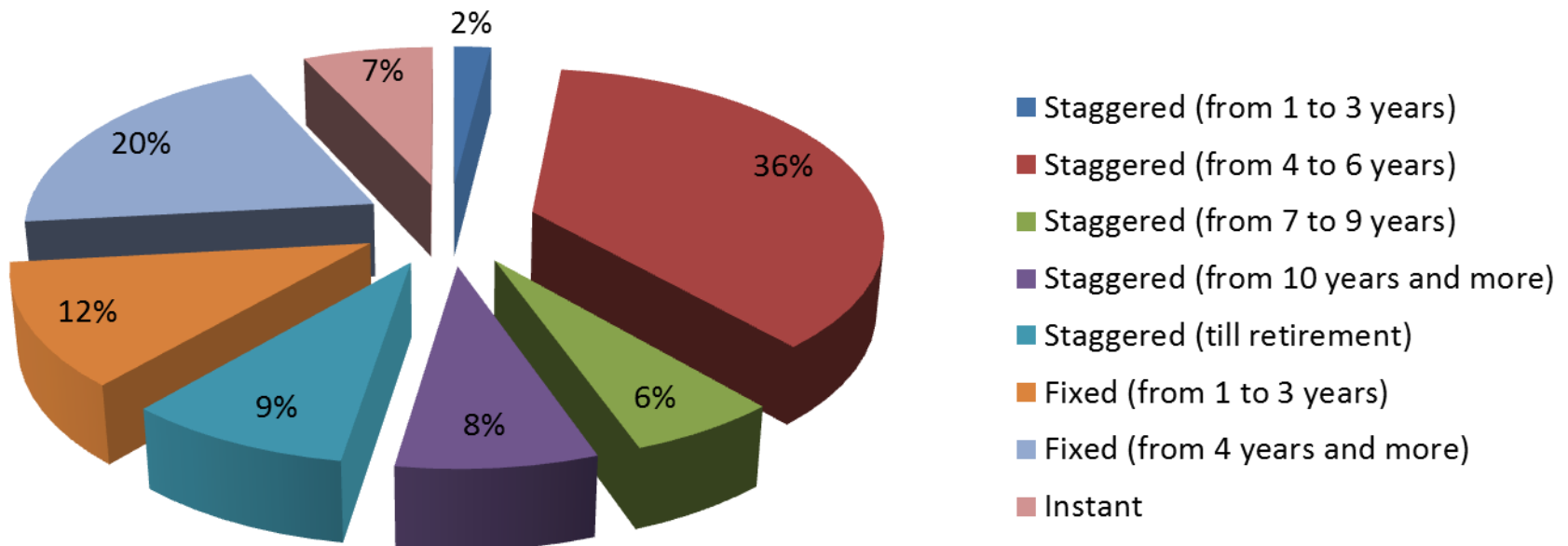


Statistics above is based on Aviva corporate pension portfolio comprising over 100 corporate clients (names)

# Vesting terms



## TERMS OF 100% VESTING



Statistics above is based on Aviva corporate pension portfolio comprising over 100 corporate clients (names)

**Thank you for your attention!**