

Institutional Options

Cooperatives

TUW SKOK - A Mutual Insurer

Institutional Options

TUW SKOK

- ❑ TUW SKOK : Cooperative Savings and Credit Union Mutual Insurance Society
 - ❑ Property and casualty insurance company serving Poland's credit unions and credit union members
 - ❑ Fully owned by the Polish credit union system
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Institutional Options

TUW SKOK

- Cooperative institution serving a Cooperative market
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Institutional Options

TUW SKOK

- TUW SKOK serves a defined niche market
 - 72 credit unions, 1 600 branches
 - eqv of 1.9 bn \$ in assets
 - 1 500 000 + members
 - Two target markets: credit unions for corporate coverages and credit union members for individual coverages
 - Full range of products except auto insurance
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Institutional Options

TUW SKOK

- ❑ Full service insurance company
 - ❑ Operates in a fully developed legal environment
 - ❑ Requires professional capacity at all levels of operation
 - ❑ Capital requirements must be met
 - ❑ Organizational solution suitable for an MFI related market
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Institutional Options

TUW SKOK

- ❑ Began with two corporate products in 1998
 - ❑ Grew with demand – sixteen products for corporate and individual market
 - ❑ Built around an outsourcing model – functions may be transferred in-house or retained from the market as need and economy dictate
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Institutional Options TUW SKOK

- ❑ Developing insurance organization
 - ❑ From a brokerage firm to a full service insurance organization
 - ❑ Model may serve other markets, placing their insurance organization at various points along the development axis – from brokerage to full service
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Institutional Options TUW SKOK

❑ www.skok.pl
