

# Institutional Options

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Cooperatives

TUW SKOK - A Mutual Insurer

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## Institutional Options

TUW SKOK

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- ❑ 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

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- Cooperative institution serving a Cooperative market
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# Institutional Options

## TUW SKOK

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- 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

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- ❑ 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

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- ❑ 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

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- ❑ 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

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❑ [www.skok.pl](http://www.skok.pl)

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