

***Report on the scope and content
of the insurance operations
for the period 01.01-30.09.2010***

INSURANCE SUPERVISION AGENCY



Republic of Macedonia

Remark: The data is obtained from the insurance undertakings through regularly reporting according to the article 104 from the Insurance Supervision Law (“Official Gazette” no. 27/02, 84/02, 98/02, 33/04, 88/05, 79/07, 8/08, 88/08, 56/09 and 67/10) and the Insurance Supervision Agency doesn’t have responsibility for their correctness.

Exchange rate on 18.11.2010: 1eur = 61,5309 mkd

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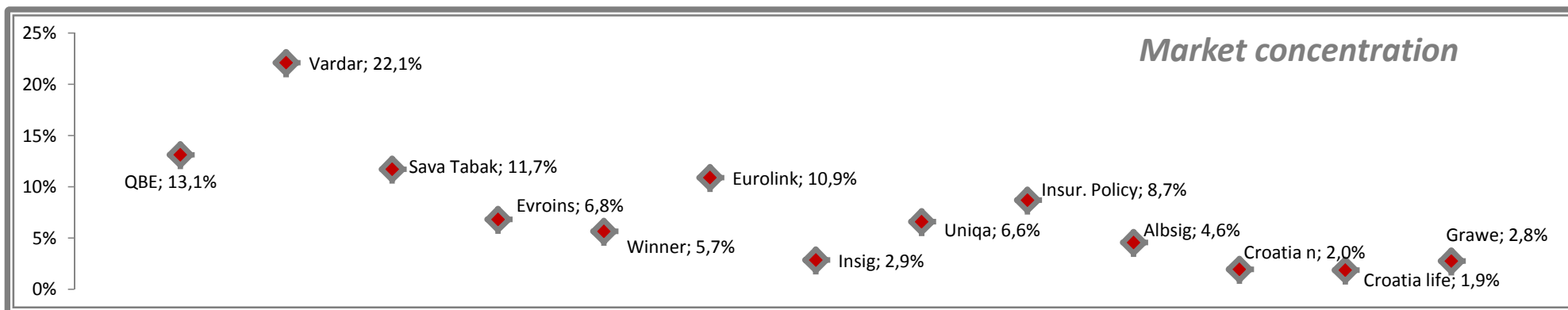
Table 1. Gross Written Premium 01.01.2010 - 30.09.2010

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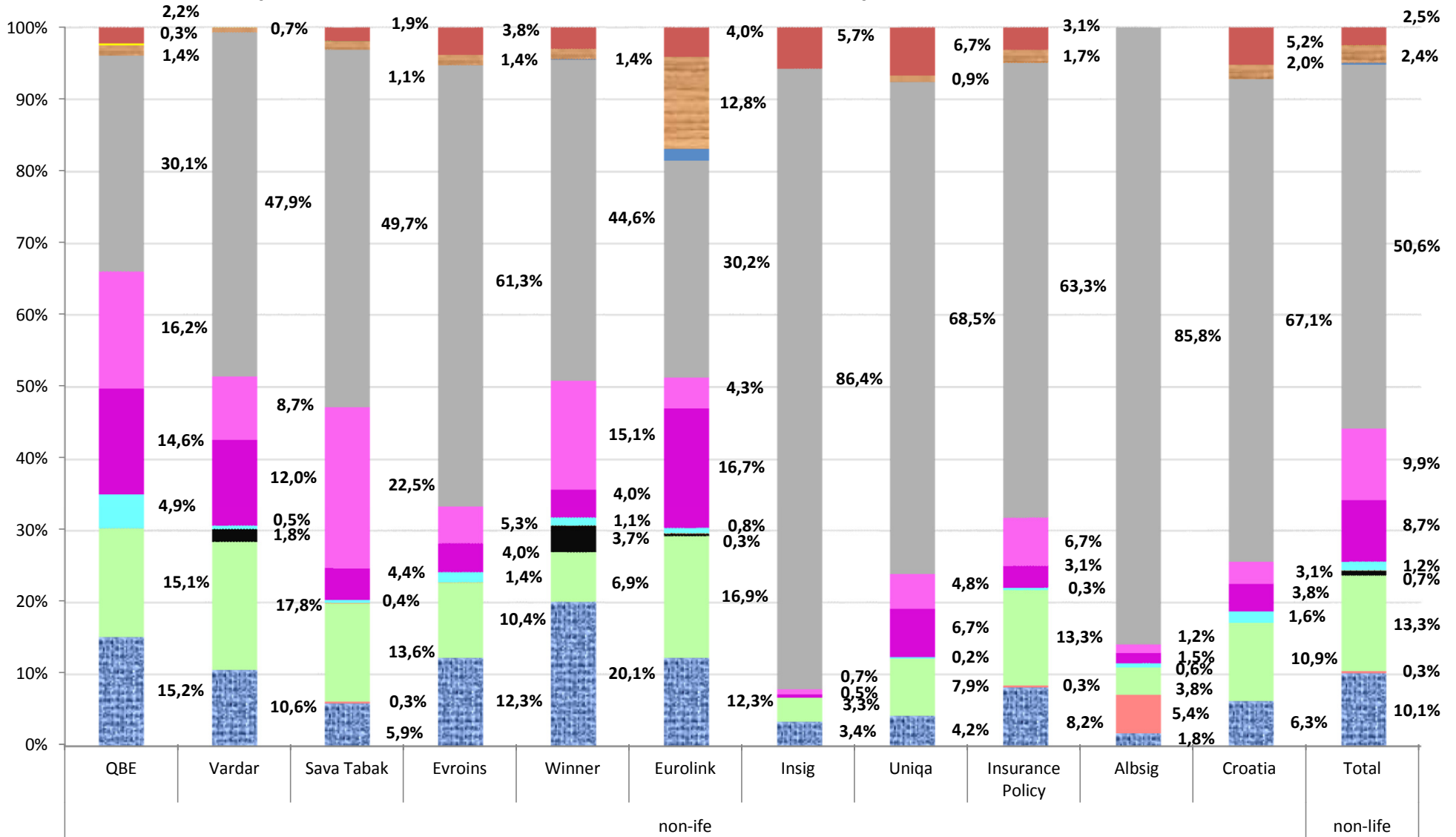
No.	Class of Insurnace	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident Insurance	93.911	110.199	32.777	39.594	53.525	63.175	4.606	13.147	33.373	3.765	5.784	453.856
2	02. Health Insurance			1.393						1.220	11.535		14.148
3	03. Motor vehicles insurance (casco)	93.456	185.308	75.255	33.571	18.336	86.922	4.507	24.599	54.353	8.214	10.032	594.553
4	05. Aircraft insurance (casco)		18.862			9.930	1.689						30.481
5	06. Vessels insurance (casco)	72		454	52	101	171			13			863
6	07. Insurance of goods in transport	30.049	4.809	2.400	4.578	2.971	3.868		741	1.219	1.201	1.477	53.313
7	08. Property insurance	90.393	125.337	24.293	12.933	10.578	85.808	634	20.860	12.542	3.138	3.530	390.046
8	09. Other property insurance	100.011	90.942	124.155	16.923	40.248	21.988	971	15.004	27.310	2.580	2.863	442.995
9	10. Motor third party liability insurance	186.163	497.919	274.220	197.187	118.966	154.994	116.907	212.451	259.205	184.320	61.893	2.264.225
10	11. Aircraft third party liability insurance		6			195	8.325			56			8.582
11	12. Vessel third party liability insurance	148	7	130	184	106	267			565		19	1.426
12	13. General liability insurance	8.889	6.961	6.292	4.377	3.787	65.489		2.680	6.885		1.848	107.208
13	15. Guaranties insurance	100		315									415
14	16. Insurance against financial losses	1.588	53										1.641
15	18. Turists assistance	13.520		10.306	12.161	7.917	20.749	7.722	20.747	12.684		4.749	110.555
16	Total	618.300	1.040.403	551.990	321.560	266.660	513.445	135.347	310.229	409.425	214.753	92.195	4.474.307

Class of Insurance	life			life
	QBE	Croatia	Grawe	Total
17 19. Life Assurance	11.325	88.809	130.285	230.419
18 Total	11.325	88.809	130.285	230.419

Total: 4.704.726



Graph 1. Structure of Gross Written Premium for the period 01.01.2010 - 30.09.2010



- 01. Accident Insurance
- 02. Health Insurance
- 03. Motor vehicles insurance (casco)
- 05. Aircraft insurance (casco)
- 08. Property insurance
- 09. Other property insurance
- 10. Motor third party liability insurance
- 11. Aircraft third party liability insurance
- 13. General liability insurance
- 15. Guaranties insurance
- 16. Insurance against financial losses
- 18. Turists assistance

Table 2. Gross Written Premium and Distribution 01.01-30.09.2010

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No.	Insurance Undertaking	Gross written premium	Reinsurance share	Technical premium	Prevention share	Share for insurance operations
1	Total(nonlife)	4.474.307	764.268	3.403.751	9.607	1.060.954
2	QBE	618.300	54.123	498.705		119.596
3	Vardar	1.040.403	141.616	853.273		187.130
4	Sava Tabak	551.990	122.051	433.133		118.857
5	Evroins	321.560	43.884	212.152	9.607	99.801
6	Winner	266.660	98.532	166.594		100.066
7	Eurolink	513.445	176.938	413.718		99.728
8	Insig	135.347	13.883	95.429		39.918
9	Uniqa	310.229	32.544	217.161		93.068
10	Insurance Policy	409.425	65.847	293.029		116.396
11	Albsig	214.753	2.889	161.066		53.689
12	Croatia	92.195	11.961	59.491		32.705
13	Total(life)	230.419	7.493	155.075	0	75.344
14	QBE	11.325		9.075		2.250
15	Croatia	88.809	0	70.946		17.863
16	Grawe	130.285	7.493	75.054		55.231
17	Total(life)	4.704.726	771.761	3.558.826	9.607	1.136.298

Table 3. Gross Written Premium and Distribution for the period 01.01-30.09.2010

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No.	Class of Insurance	Gross written premium	Reinsurance share	Technical premium	Prevention share	Share for insurance operations
1	01. Accident Insurance	453.856	33.667	323.572	9.607	120.676
2	02. Health Insurance	14.148		10.605		3.543
3	03. Motor vehicles insurance (casco)	594.553	30.312	481.601		112.952
4	05. Aircraft insurance (casco)	30.481	36.775	20.534		9.947
5	06. Vessels insurance (casco)	863		723		140
6	07. Insurance of goods in transport	53.313	11.571	41.063		12.250
7	08. Property insurance	390.046	200.620	324.579		63.690
8	09. Other property insurance	442.995	201.618	341.782		103.322
9	10. Motor third party liability insurance	2.264.225	164.838	1.686.627		577.597
10	11. Aircraft third party liability insurance	8.582	7.648	6.387		2.196
11	12. Vessel third party liability insurance	1.426		1.118		308
12	13. General liability insurance	107.208	69.331	94.143		12.739
13	15. Guaranties insurance	415		347		68
14	16. Insurance against financial losses	1.641		1.389		251
15	18. Turists assistance	110.555	7.888	69.281		41.275
16	19. Life Assurance	230.419	7.493	155.075		75.344
17	TOTAL	4.704.726	771.761	3.558.826	9.607	1.136.298

Table 4. Number of insurance contracts for the period 01.01.2010 - 30.09.2010

No.	Class of insurance	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident Insurance	19.106	64.048	16.672	14.026	349	1.183	8.968	303	978	222	151	126.006
2	02. Health Insurance			27						280	17.827		18.134
3	03. Motor vehicles insurance (casco)	4.999	12.235	5.144	2.774	670	3.768	713	1.271	2.955	414	589	35.532
4	05. Aircraft insurance (casco)		1			5	6						12
5	06. Vessels insurance (casco)	2		14	4	3	9			1			33
6	07. Insurance of goods in transport	470	115	171	355	115	216		49	249	47	98	1.885
7	08. Property insurance	1.946	3.787	2.167	997	493	1.849	160	675	1.605	237	189	14.105
8	09. Other property insurance	11.722	5.378	2.098	1.198	1.160	1.839	163	221	1.425	307	249	25.760
9	10. Motor third party liability insurance	33.259	88.084	50.747	38.413	25.004	26.279	18.022	38.602	44.243	31.174	11.645	405.472
10	11. Aircraft third party liability insurance		2			5	7			7			21
11	12. Vessel third party liability insurance	31	1	17	32	23	40			163		5	312
12	13. General liability insurance	128	98	29	207	71	331		38	209		19	1.130
13	15. Guaranties insurance	31		29									60
14	16. Insurance against financial losses	32	1										33
15	18. Turists assistance	16.246		23.362	20.335	16.943	37.004	11.235	33.035	22.320		9.204	189.684
16	Total	87.972	173.750	100.477	78.341	44.841	72.531	39.261	74.194	74.435	50.228	22.149	818.179

No.	Class of insurance	life			life
		QBE	Croatia	Grawe	Total
17	19. Life Assurance	852	8.959	14.326	24.137
18	Total	852	8.959	14.326	24.137

Total: 842.316

Table 5. Gross claims settled for the period 01.01.2010 - 30.09.2010

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No.	Class of Insurance	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident Insurance	48.806	55.615	23.691	13.575	34.742	40.309	2.122	5.997	23.426	4.440	992	253.715
2	02. Health Insurance			338						31	759		1.128
3	03. Motor vehicles insurance (casco)	54.607	116.048	60.425	24.726	11.236	51.661	2.285	13.032	35.217	5.124	5.049	379.410
4	07. Insurance of goods in transport	1.159		30	51		799		121	13	74		2.247
5	08. Property insurance	38.718	12.349	5.271	1.191	450	4.999	16	2.145	182	14		65.335
6	09. Other property insurance	39.008	64.592	49.345	7.462	11.207	5.643	623	1.683	8.758	804	74	189.199
7	10. Motor third party liability insurance	146.044	310.053	128.127	76.758	68.164	62.188	33.774	81.643	104.399	42.681	6.036	1.059.867
8	12. Vessels third party liability insurance		5.543										5.543
9	13. General liability insurance	1.603	619	1.995	35	316	83		405	2.058			7.114
10	16. Insurance against financial losses	430											430
11	18. Turists assistance	1.531		1.925	558	945	5.362	783	686	1.377		1.325	14.492
12	Total	331.906	564.819	271.147	124.356	127.060	171.044	39.603	105.712	175.461	53.896	13.476	1.978.480

No.	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
13	19. Life Assurance	27.206	8.875	5.102	41.183
14	Total	27.206	8.875	5.102	41.183

Total: 2.019.663

Table 6. Number of claims settled for the period 01.01.2010 - 30.09.2010

No.	Class of Insurance	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident Insurance	1.066	1.861	594	553	794	643	274	160	652	232	117	6.946
2	02. Health Insurance			26						3	47		76
3	03. Motor vehicles insurance (casco)	862	2.223	1.031	529	332	1.184	148	161	806	61	60	7.397
4	07. Insurance of goods in transport	20		1	6	1	5		1	1	5		40
5	08. Property insurance	132	89	52	22	13	41	20	13	24	1		407
6	09. Other property insurance	1.496	2.082	439	231	424	255	17	53	443	64	18	5.522
7	10. Motor third party liability insurance	1.653	4.020	1.951	1.429	994	1.049	695	1.604	1.845	1.177	160	16.577
8	11. Aircraft third party liability insurance						1						1
9	12. Vessels third party liability insurance		1										1
10	13. General liability insurance	13	56	10	3	3	15		6	31			137
11	16. Insurance against financial losses	132											132
12	18. Turists assistance	118		90	42	63	211	34	120	96		40	814
13	Total	5.492	10.332	4.194	2.815	2.624	3.404	1.188	2.118	3.901	1.587	395	38.050

No.	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
14	19. Life Assurance	156	155	73	384
15	Total	156	155	73	384

Total: 38.434

Table 7. Claims structure 01.01 - 30.09.2010

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No.	Insurance undertaking	Number of unsettled claims at the beginning of the period	Number of reported claims during the period	Number of paid claims	Number of rejected claims	Number of settled claims at the end of the period	Number of claims in litigation (part of the previous column)
2	QBE	2.122	2.062	4.970	522	10	5.432
3	Vardar	3.112	11.049	8.184	2.148	3.829	
4	Sava Tabak	2.274	4.871	3.962	232	2.951	272
5	Evroins	808	3.628	2.478	337	1.621	269
6	Winner	1.234	2.430	2.158	466	1.040	98
7	Eurolink	1.351	3.787	3.016	388	1.794	124
8	Insig	1.416	978	918	270	1.206	
9	Uniqa	1.228	3.185	1.940	178	2.295	220
10	Insurance Policy	1.507	3.931	3.086	815	1.957	244
11	Albsig	1.497	1.340	1.361	226	1.194	297
12	Croatia	26	585	309	86	216	
13	Total(life)	83	399	358	26	98	0
14	QBE	17	156	152	4	17	
15	Croatia	19	163	143	12	27	
16	Grawe	47	80	63	10	54	
17	Total(life)	16.658	38.245	32.740	5.694	18.211	6.956

Table 8. Expenses for the period 01.01-30.09.2010

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No.	<i>Insurance Undertaking</i>	Management expenses	Provision expenses	Other expenses related to insurance
1	Total(non-life)	1.068.120	245.218	248.752
2	QBE	170.758	32.787	15.000
3	Vardar	136.162	17.370	64.813
4	Sava Tabak	182.594	34.534	23.749
5	Evroins	87.680	41.010	12.069
6	Winner	60.121	18.385	25.484
7	Eurolink	79.897	11.851	56.100
8	Insig	46.534	19.267	1.524
9	Uniqa	91.927	22.724	17.224
10	Insurance Policy	104.693	20.534	22.003
11	Albsig	69.709	20.324	10.786
12	Croatia	38.045	6.432	
13	Total(life)	26.326	68.108	876
14	Croatia	15764	23178	876
15	Grawe	10.562	44.930	
16	Total	1.094.446	313.326	249.628

Table 9. Structure of the shareholder's capital for the period 01.01-30.09.2010

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	non-life											nonlife Total	life			life Total	Total
	QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia		QBE	Croatia	Grawe		
Foreign Legal Entities	711.123	164.716	122.086	198.893	247.037	195.326	183.716	184.003	6.150	184.034	199.593	2.396.678	38.116	171.243	183.999	393.357	2.790.035
Foreign Natural Persons	6.360	1.590	0	0	0	0	0	0	0	0	0	7.950	341	0	0	341	8.291
Domestic Legal Entities	100.737	9.088	34.534	0	0	0	0	0	67.525	0	0	211.884	5.399	16.572	0	21.971	233.855
Domestic Natural Persons	97.391	51.800	26.418	18.833	0	0	0	0	111.021	0	0	305.463	5.220	0	0	5.220	310.683
State	116.229	0	0	0	0	0	0	0	0	0	0	116.229	6.230	0	0	6.230	122.459
TOTAL	1.031.840	227.195	183.038	217.726	247.037	195.326	183.716	184.003	184.696	184.034	199.593	3.038.205	55.306	187.814	183.999	427.119	3.465.324

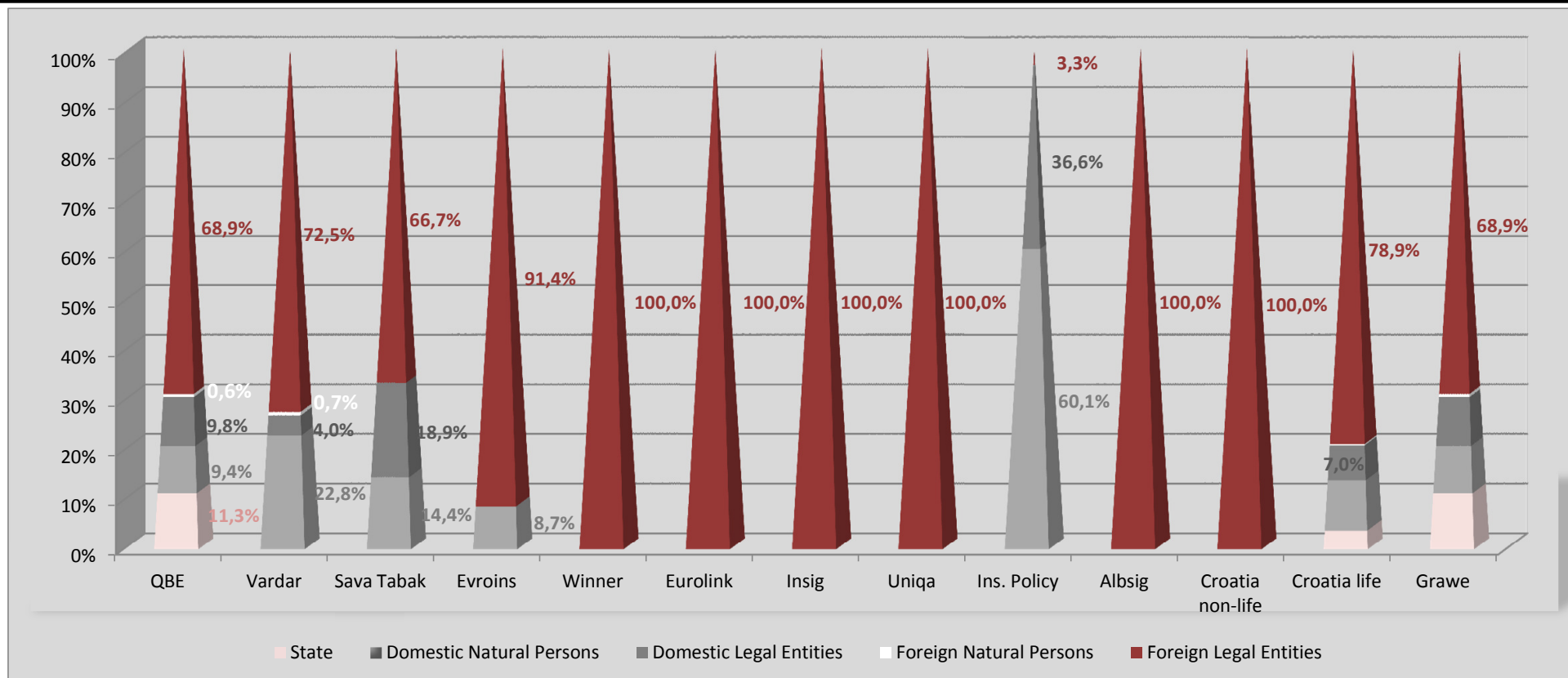


Table 10. Gross technical provisions for the period 01.01-30.09.2010

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No.	Insurance Undertaking	Unearned premium provisions	Bonuses and rebates provisions	Claims provisions			Equilization provision	Mathematical provision	Other technical provisions	Total
				Reported claims provisions	IBNR	Total claims provisions				
1	Total (non-life)	2.583.844	28.254	2.116.827	619.471	2.736.298	3.000	0	2.369	5.353.765
2	QBE	337.038	6.500	184.700	43.509	228.209	0	0	0	571.747
3	Vardar	620.755	0	748.889	183.681	932.570	0	0	0	1.553.325
4	Sava Tabak	299.324	6.303	440.737	128.429	569.167	0	0	0	874.793
5	Evroins	199.085	0	90.715	33.762	124.478	0	0	203	323.766
6	Winner	135.011	0	103.374	76.791	180.165	0	0	0	315.177
7	Eurolink	325.979	4.069	106.109	26.079	132.188	0	0	0	462.235
8	insig	81.324	600	93.222	22.673	115.895	3.000	0	1.736	202.554
9	Uniqa	179.264	0	171.649	38.930	210.580	0	0	0	389.844
10	Insurance Policy	251.066	10.783	112.228	58.255	170.483	0	0	0	432.332
11	Albsig	100.695	0	58.521	6.028	64.548	0	0	430	165.673
12	Croatia	54.305	0	6.681	1.333	8.014	0	0	0	62.319
13	Total (life)	70.914	0	8.474	1.022	9.497	0	493.518	0	573.928
14	QBE	0	0	2.352	0	2.352	0	127.689	0	130.040
15	Croatia	2.018	0	1.140	160	1.300	0	209.046	0	212.364
16	Grawe	68.896	0	4.983	862	5.845	0	156.783	0	231.524
17	Total	2.654.758	28.254	2.125.301	620.494	2.745.795	3.000	493.518	2.369	5.927.694

Table 11. Net technical provisions for the period 01.01-30.09.2010

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No.	Insurance Undertaking	Unearned premium provisions	Bonuses and rebates provisions	Claims provisions			Equilization provision	Mathematical provision	Other technical provisions	Total
				Reported claims provisions	IBNR	Total claims provisions				
1	Total (non-life)	2.208.230	28.254	1.951.671	615.936	2.567.607	3.000	0	2.369	4.809.460
2	QBE	320.035	6.500	151.426	43.509	194.935	0	0	0	521.470
3	Vardar	533.272	0	711.969	183.681	895.650	0	0	0	1.428.922
4	Sava Tabak	256.717	6.303	370.029	124.894	494.923	0	0	0	757.943
5	Evroins	180.487	0	79.784	33.762	113.547	0	0	203	294.237
6	Winner	81.385	0	94.794	76.791	171.585	0	0	0	252.971
7	Eurolink	216.486	4.069	101.368	26.079	127.447	0	0	0	348.002
8	insig	72.370	600	93.222	22.673	115.895	3.000	0	1.736	193.600
9	Uniqa	173.884	0	171.649	38.930	210.580	0	0	0	384.464
10	Insurance Policy	222.124	10.783	112.228	58.255	170.483	0	0	0	403.390
11	Albsig	98.468	0	58.521	6.028	64.548	0	0	430	163.446
12	Croatia	53.002	0	6.681	1.333	8.014	0	0	0	61.016
13	Total (life)	66.522	0	6.972	1.022	7.995	0	493.518	0	568.034
14	QBE	0	0	2.352	0	2.352	0	127.689	0	130.040
15	Croatia	2.018	0	1.140	160	1.300	0	209.046	0	212.364
16	Grawe	64.504	0	3.480	862	4.343	0	156.783	0	225.630
17	Total	2.274.752	28.254	1.958.643	616.958	2.575.601	3.000	493.518	2.369	5.377.494

Table 12. Capital and Solvency Margin for the period 01.01-30.09.2010

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	non-life											non-life Total	life			life Total	Total
	QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia		QBE	Croatia	Grawe		
Total capital	1.027.421	499.082	163.559	167.699	167.540	290.725	204.773	249.603	231.242	184.303	189.130	3.375.077	100.333	194.249	198.687	493.270	3.868.346
Solvency margin	123.883	239.085	138.600	71.581	52.759	120.154	31.240	71.482	85.461	48.416	20.538	1.003.199	5.426	15.932	19.446	40.803	1.044.002

