

***Report on the scope and content
of the insurance operations
for the period 01.01-31.12.2010***

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 09.02.2011: 1eur = 61,5279 mkd

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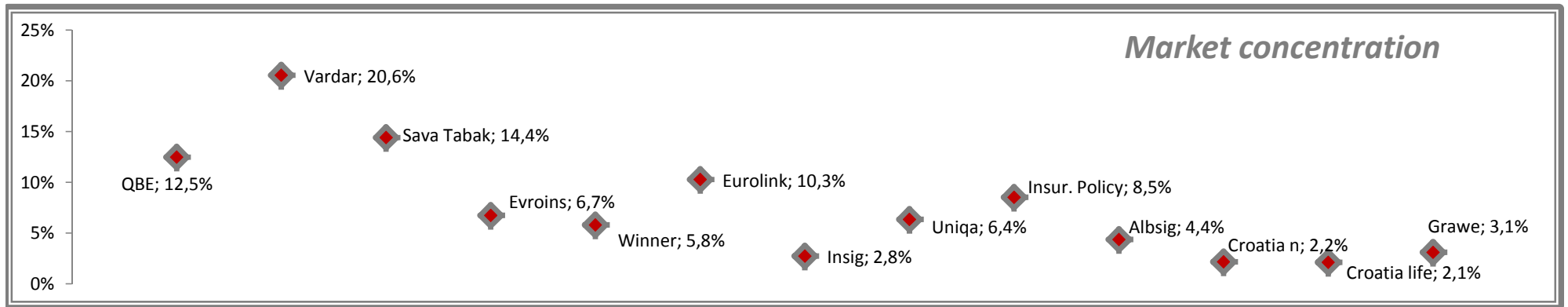
Table 1. Gross Written Premium 01.01.2010 - 31.12.2010

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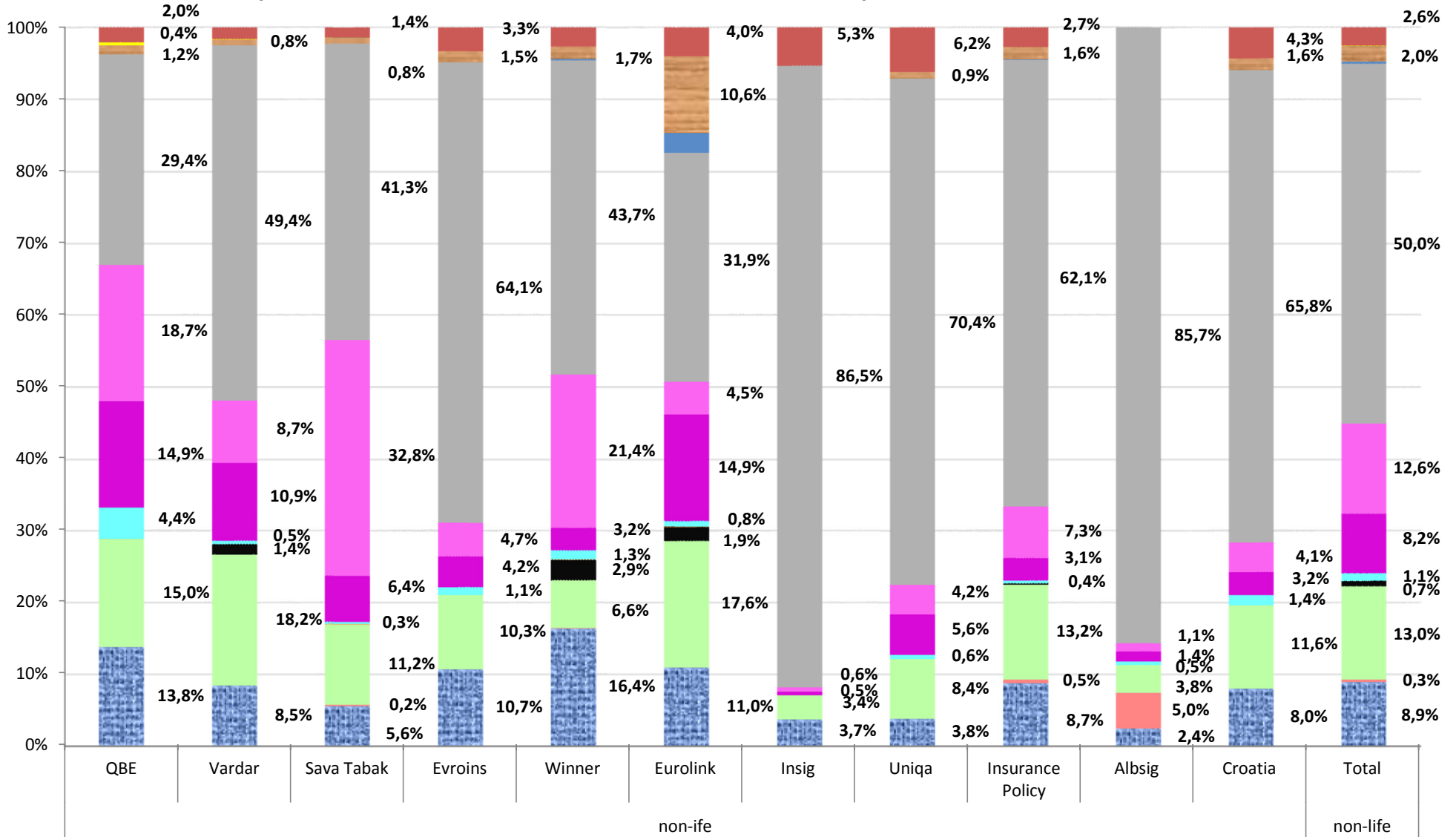
No.	Class of Insurnace	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident Insurance	111.752	112.636	52.127	46.752	61.566	73.067	6.616	15.523	48.377	6.931	11.270	546.617
2	02. Health Insurance			1.731		279				2.917	14.155		19.082
3	03. Motor vehicles insurance (casco)	121.679	242.889	104.468	45.163	24.843	117.464	6.036	34.494	73.188	10.900	16.385	797.509
4	05. Aircraft insurance (casco)		18.862			10.906	12.883			788			43.439
5	06. Vessels insurance (casco)	72		538	52	102	171			13			948
6	07. Insurance of goods in transport	35.535	6.510	2.804	4.874	4.727	5.420		2.365	2.166	1.473	1.988	67.862
7	08. Property insurance	120.539	145.505	59.858	18.477	11.861	99.388	864	23.081	17.375	3.901	4.507	505.356
8	09. Other property insurance	151.784	115.269	306.891	20.464	80.443	30.163	1.125	17.134	40.400	3.219	5.794	772.686
9	10. Motor third party liability insurance	238.393	657.542	385.885	280.271	164.495	212.511	154.376	290.040	343.402	243.169	92.702	3.062.786
10	11. Aircraft third party liability insurance		6			571	18.630			288			19.495
11	12. Vessel third party liability insurance	181	7	135	191	112	288			576		19	1.509
12	13. General liability insurance	9.951	10.021	7.405	6.439	6.391	70.522		3.766	8.818		2.272	125.585
13	15. Guaranties insurance	119		326									445
14	16. Insurance against financial losses	3.517	1.612										5.129
15	18. Turists assistance	16.578	21.277	12.960	14.458	10.076	26.673	9.451	25.378	15.032		6.036	157.919
16	Total	810.100	1.332.136	935.128	437.141	376.372	667.180	178.468	411.781	553.340	283.748	140.973	6.126.367

	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
17	19. Life Assurance	14.876	137.098	202.533	354.507
18	Total	14.876	137.098	202.533	354.507

Total: 6.480.874



Graph 1. Structure of Gross Written Premium for the period 01.01.2010 - 31.12.2010



- 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 01.01-31.12.2010

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No.	Insurance Undertaking	Gross written premium	Reinsurance share	Technical premium	Share for insurance operations
1	Total(nonlife)	6.126.367	1.002.992	4.728.227	1.398.143
2	QBE	810.100	66.200	654.690	155.410
3	Vardar	1.332.136	154.652	1.091.055	241.081
4	Sava Tabak	935.128	216.902	766.335	168.793
5	Evroins	437.141	35.412	297.326	139.815
6	Winner	376.372	156.603	282.280	94.092
7	Eurolink	667.180	216.081	532.187	134.995
8	Insig	178.468	13.883	125.919	52.549
9	Uniq	411.781	33.038	288.248	123.533
10	Insurance Policy	553.340	90.222	387.245	166.095
11	Albsig	283.748	8.596	212.811	70.937
12	Croatia	140.973	11.403	90.131	50.843
13	Total(life)	354.507	11.837	248.140	106.367
14	QBE	14.876		11.915	2.961
15	Croatia	137.098		109.578	27.520
16	Grawe	202.533	11.837	126.647	75.886
17	Total(life)	6.480.874	1.014.829	4.976.367	1.504.510

Table 3. Gross Written Premium and Distribution for the period 01.01-31.12.2010

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No.	<i>Class of Insurance</i>	Gross written premium	Reinsurance share	Technical premium	Share for insurance operations
1	01. Accident Insurance	546.617	36.048	410.934	135.962
2	02. Health Insurance	19.082		13.954	4.849
3	03. Motor vehicles insurance (casco)	797.509	39.396	643.781	153.728
4	05. Aircraft insurance (casco)	43.439	47.969	36.318	7.121
5	06. Vessels insurance (casco)	948		761	188
6	07. Insurance of goods in transport	67.862	13.406	51.293	16.570
7	08. Property insurance	505.356	242.565	420.272	85.084
8	09. Other property insurance	772.686	339.079	632.958	139.727
9	10. Motor third party liability insurance	3.062.786	191.732	2.288.918	773.869
10	11. Aircraft third party liability insurance	19.495	17.951	14.593	4.903
11	12. Vessel third party liability insurance	1.509		1.159	350
12	13. General liability insurance	125.585	73.625	108.298	17.287
13	15. Guaranties insurance	445		373	72
14	16. Insurance against financial losses	5.129		4.350	779
15	18. Turists assistance	157.919	1.221	100.265	57.653
16	19. Life Assurance	354.507	11.837	248.140	106.367
17	TOTAL	6.480.874	1.014.829	4.976.367	1.504.509

Table 4. Number of insurance contracts for the period 01.01.2010 - 31.12.2010

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	24.705	42.501	23.659	21.328	433	1.920	12.048	445	1.296	365	302	129.002
2	02. Health Insurance			32		6				684	22.901		23.623
3	03. Motor vehicles insurance (casco)	6.672	16.464	7.265	3.880	837	5.357	937	1.761	3.979	584	935	48.671
4	05. Aircraft insurance (casco)		1			7	9			3			20
5	06. Vessels insurance (casco)	2		15	4	3	9			1			34
6	07. Insurance of goods in transport	635	138	209	573	182	333		63	352	55	147	2.687
7	08. Property insurance	2.668	5.511	3.523	1.415	1.075	2.602	213	987	2.190	284	275	20.743
8	09. Other property insurance	16.236	6.941	3.175	1.791	1.292	2.607	212	304	2.019	459	397	35.433
9	10. Motor third party liability insurance	42.274	114.390	70.380	54.412	31.494	35.097	22.607	50.397	57.648	41.195	17.251	537.145
10	11. Aircraft third party liability insurance		2			7	9			26			44
11	12. Vessel third party liability insurance	39	1	18	32	23	44			166		5	328
12	13. General liability insurance	228	123	60	351	107	492		65	291		34	1.751
13	15. Guaranties insurance	37		32									69
14	16. Insurance against financial losses	47	11										58
15	18. Turists assistance	18.496	38.222	29.713	26.464	20.922	47.438	13.328	41.008	26.433		12.050	274.074
16	Total	112.039	224.305	138.081	110.250	56.388	95.917	49.345	95.030	95.088	65.843	31.396	1.073.682

No.	Class of insurance	life			life
		QBE	Croatia	Grawe	Total
17	19. Life Assurance	811	10.731	15.388	26.930
18	Total	811	10.731	15.388	26.930

Total: 1.100.612

Table 5. Gross claims settled for the period 01.01.2010 - 31.12.2010

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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	65.343	81.524	35.293	20.856	45.219	60.243	3.692	7.888	34.499	9.000	1.215	364.772
2	02. Health Insurance			485						31	874		1.390
3	03. Motor vehicles insurance (casco)	72.946	174.494	85.848	33.991	15.243	72.975	2.855	17.341	45.320	9.402	9.028	539.443
4	07. Insurance of goods in transport	1.256		30	105	738	811		894	13	74		3.921
5	08. Property insurance	43.835	16.829	10.071	2.360	1.065	15.466	23	75.971	405	14	1.160	167.199
6	09. Other property insurance	53.134	81.103	119.421	8.791	21.434	7.370	637	1.824	14.203	1.189	279	309.385
7	10. Motor third party liability insurance	203.934	444.061	189.732	102.091	84.992	91.131	47.638	110.944	142.829	75.895	11.571	1.504.818
8	12. Vessels third party liability insurance		5.543										5.543
9	13. General liability insurance	1.642	1.734	2.953		316	356		505	2.608			10.114
10	16. Insurance against financial losses	433											433
11	18. Turists assistance	2.079	5.145	2.464	1.415	1.516	7.361	1.944	1.859	1.956		2.363	28.102
12	Total	444.602	810.433	446.297	169.609	170.523	255.713	56.789	217.226	241.864	96.448	25.616	2.935.120

No.	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
13	19. Life Assurance	34.826	11.447	6.980	53.253
14	Total	34.826	11.447	6.980	53.253

Total: 2.988.373

Table 6. Number of claims settled for the period 01.01.2010 - 31.12.2010

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	1.390	2.433	821	812	875	1.064	320	429	856	304	151	9.455
2	02. Health Insurance			37						3	68		108
3	03. Motor vehicles insurance (casco)	1.158	3.257	1.449	761	309	1.872	198	481	1.053	363	85	10.986
4	06. Insurance of vessels (casco)			1									1
5	07. Insurance of goods in transport	25		1	6	3	6		3	1	5		50
6	08. Property insurance	190	136	90	38	25	68	24	8	46	1	2	628
7	09. Other property insurance	2.053	2.947	752	341	662	404	26	132	703	85	35	8.140
8	10. Motor third party liability insurance	2.284	5.911	2.929	1.949	1.471	1.693	978	1.435	2.630	1.598	289	23.167
9	11. Aircraft third party liability insurance						1						1
10	12. Vessels third party liability insurance		1										1
11	13. General liability insurance	14	147	21		2	29		2	44			259
12	16. Insurance against financial losses	134											134
13	18. Turists assistance	153	283	147	98	93	344	39	116	156		78	1.507
14	Total	7.401	15.115	6.248	4.005	3.440	5.481	1.585	2.606	5.492	2.424	640	54.437

No.	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
15	19. Life Assurance	205	224	118	547
16	Total	205	224	118	547

Total: 54.984

Table 7. Claims structure 01.01 - 31.12.2010

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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)
1	Total(nonlife)	16.576	56.144	45.498	8.939	18.017	2.139
2	QBE	2.123	7.407	6.670	731	1.960	380
3	Vardar	3.112	14.885	11.849	3.266	2.785	
4	Sava Tabak	2.274	6.901	5.871	377	2.927	304
5	Evroins	808	4.844	3.515	490	1.647	434
6	Winner	1.234	3.443	2.673	767	1.237	238
7	Eurolink	1.351	5.325	4.509	972	1.195	155
8	Insig	1.416	1.332	1.211	374	1.163	
9	Uniq	1.228	3.680	2.117	489	2.302	119
10	Insurance Policy	1.507	5.486	4.418	1.074	1.501	204
11	Albsig	1.497	1.874	2.119	305	947	305
12	Croatia	26	967	546	94	353	
13	Total(life)	83	565	505	42	101	5
14	QBE	17	204	199	6	16	
15	Croatia	19	230	202	22	25	4
16	Grawe	47	131	104	14	60	1
17	Total(life)	16.659	56.709	46.003	8.981	18.118	2.144



Table 8. Expenses for the period 01.01-31.12.2010

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No.	<i>Insurance Undertaking</i>	Management expenses	Provision expenses	Other expenses related to insurance
1	Total(non-life)	1.447.775	351.557	358.885
2	QBE	224.522	42.274	24.417
3	Vardar	170.956	31.508	93.170
4	Sava Tabak	245.793	53.338	42.169
5	Evroins	147.068	60.566	11.076
6	Winner	83.103	24.433	33.473
7	Eurolink	107.190	16.226	77.370
8	Insig	56.507	25.439	2.075
9	Uniqa	114.977	30.249	12.021
10	Insurance Policy	143.530	29.501	36.245
11	Albsig	95.896	30.579	26.869
12	Croatia	58.233	7.444	
13	Total(life)	38.327	98.039	1.301
14	Croatia	23561	36568	1.301
15	Grawe	14.766	61.471	
16	Total	1.486.102	449.596	360.186

Table 9. Structure of the paid in capital for the period 01.01-31.12.2010

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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	170.322	183.999	392.436	2.789.114
Foreign natural persons	6.360	1.590										7.950	341			341	8.291
Domestic legal entities	100.737	9.088	34.534						67.525			211.884	5.399	13.810		19.209	231.093
Domestik natural persons	97.391	51.800	26.418	18.833					111.021			305.463	5.220			5.220	310.683
State	116.229											116.229	6.230			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	184.132	183.999	423.437	3.461.641

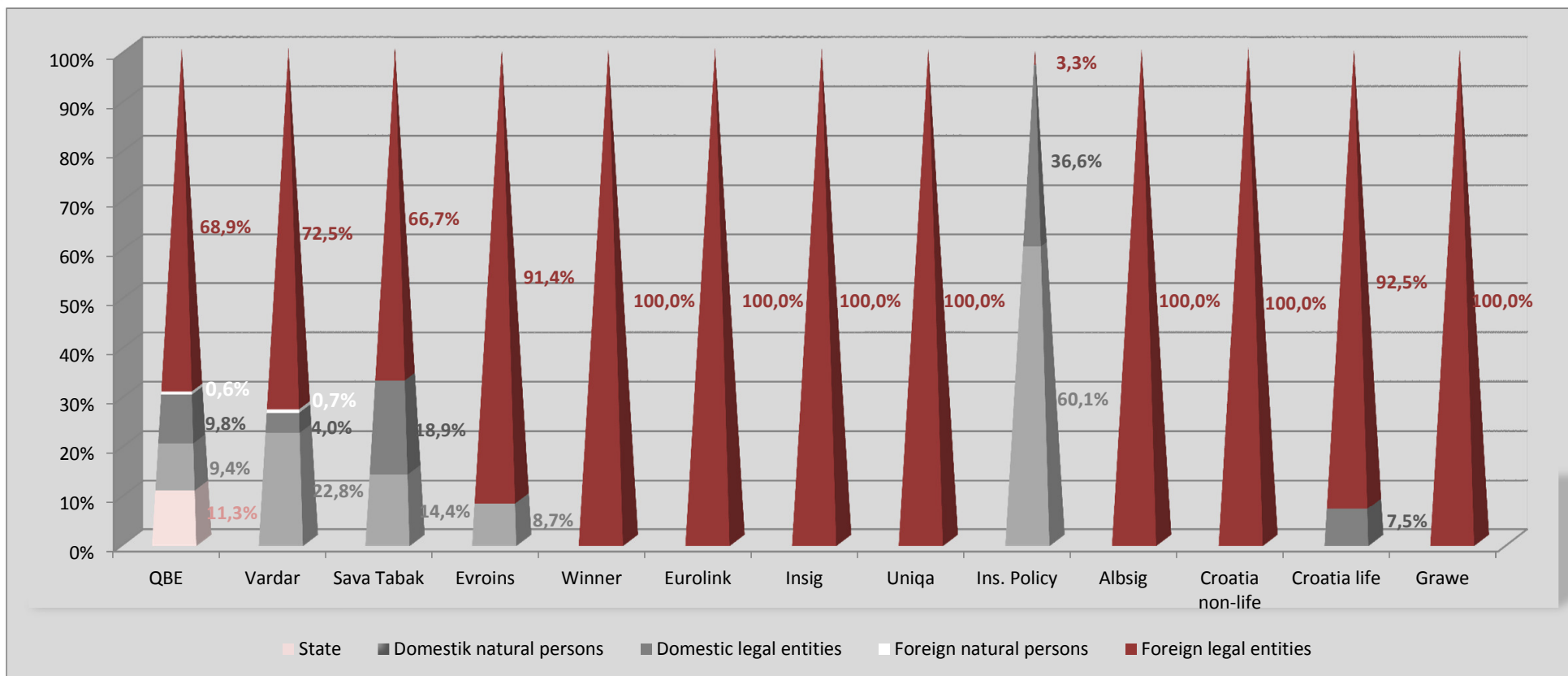


Table 10. Gross technical provisions for the period 01.01-31.12.2010

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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)	2.521.336	13.577	2.024.235	674.521	2.698.756	0	0	2.215	5.235.884
2	QBE	329.242	2.500	177.510	63.168	240.678				572.420
3	Vardar	572.445		702.101	238.150	940.251				1.512.695
4	Sava Tabak	290.109	2.609	378.692	116.300	494.992				787.710
5	Evroins	185.812		90.456	38.530	128.986				314.799
6	Winner	140.298		114.381	56.537	170.918				311.216
7	Eurolink	310.917	2.024	124.469	23.288	147.757				460.697
8	insig	82.586		91.997	27.405	119.402			1.785	203.773
9	Uniqa	180.694		177.941	39.500	217.442				398.135
10	Insurance Policy	259.652	6.444	118.251	65.958	184.209				450.305
11	Albsig	97.140		42.758	4.550	47.308			430	144.877
12	Croatia	72.442		5.678	1.136	6.814				79.256
13	Total (life)	93.280	0	7.362	1.116	8.478	0	541.520	0	643.278
14	QBE			902		902		122.773		123.675
15	Croatia	2.836		1.116	167	1.283		237.493		241.612
16	Grawe	90.444		5.345	949	6.294		181.255		277.992
17	Total	2.614.616	13.577	2.031.597	675.637	2.707.234	0	541.520	2.215	5.879.162

Table 11. Net technical provisions for the period 01.01-31.12.2010

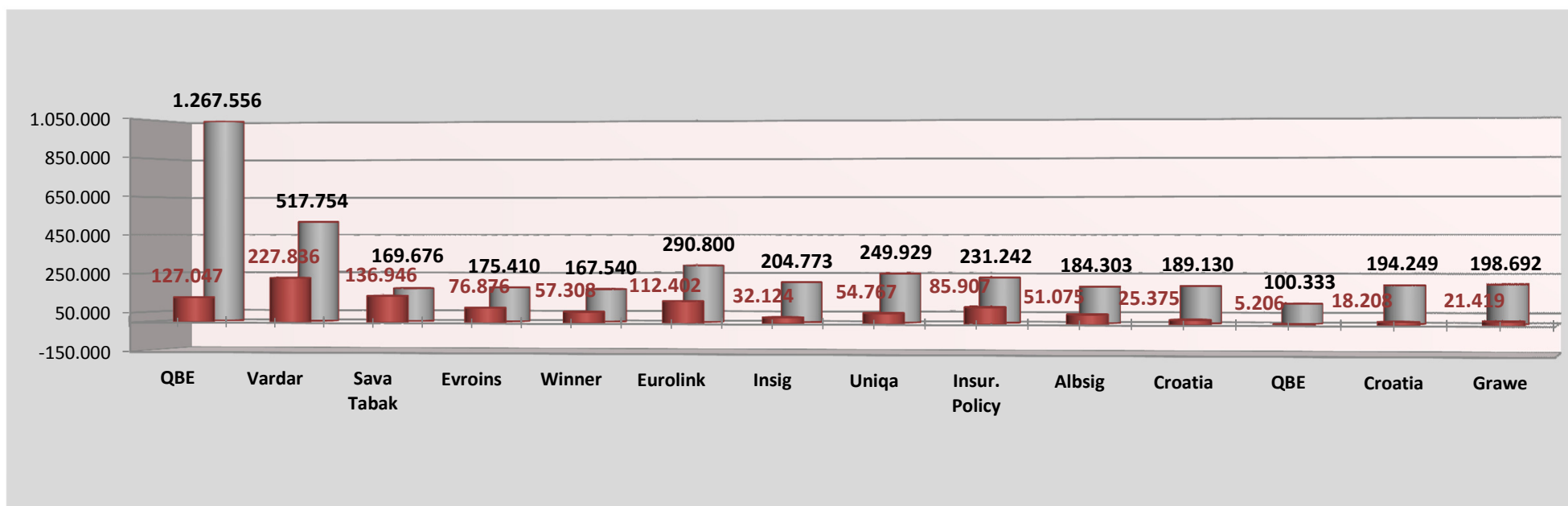
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No.	Insurance Undertaking	Unearned premium provisions	Bonuses and rebates provisions	Claims provisions			Equilization provision	Mathematical provision	Other technical provisions	Total
				Reported claims provisions	IBNR	Total claims provisions				
1	Total (non-life)	2.259.150	13.577	1.832.251	673.598	2.505.849	0	0	2.215	4.780.791
2	QBE	329.242	2.500	168.908	63.168	232.076				563.818
3	Vardar	511.206		666.613	238.150	904.763				1.415.968
4	Sava Tabak	279.301	2.609	322.274	116.300	438.574				720.485
5	Evroins	173.307		80.234	38.530	118.764				292.071
6	Winner	97.292		90.285	56.537	146.822				244.114
7	Eurolink	217.512	2.024	78.401	23.288	101.689				321.225
8	insig	77.065		91.997	27.405	119.402			1.785	198.251
9	Uniqa	175.765		177.941	39.500	217.442				393.207
10	Insurance Policy	233.390	6.444	107.160	65.036	172.196				412.031
11	Albsig	97.116		42.758	4.550	47.308			430	144.853
12	Croatia	67.954		5.678	1.136	6.814				74.768
13	Total (life)	87.926	0	5.491	1.116	6.607	0	541.520	0	636.053
14	QBE	0		902		902		122.773		123.675
15	Croatia	2.836		1.116	167	1.283		237.493		241.612
16	Grawe	85.090		3.474	949	4.423		181.255		270.767
17	Total	2.347.076	13.577	1.837.742	674.714	2.512.456	0	541.520	2.215	5.416.844

Table 12. Capital and Solvency Margin for the period 01.01-31.12.2010

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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	1.267.556	517.754	169.676	175.410	167.540	290.800	204.773	249.929	231.242	184.303	189.130	3.648.113	100.333	194.249	198.692	493.275	4.141.388
Solvency margin	127.047	227.836	136.946	76.876	57.308	112.402	32.124	54.767	85.907	51.075	25.375	987.664	5.206	18.208	21.419	44.833	1.032.497



■ Solvency margin

■ Total capital