

***Report on the scope and content
of the insurance operations
for the period 01.01-31.03.2011***

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 25.08.2011: 1eur = 61,5032 mkd

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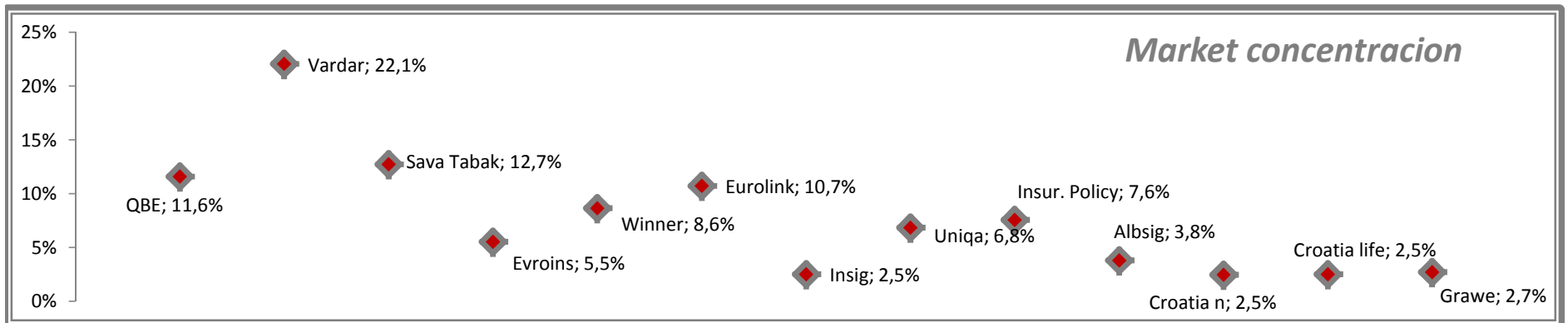
Table 1. Gross Written Premium 01.01.2011 - 31.03.2011

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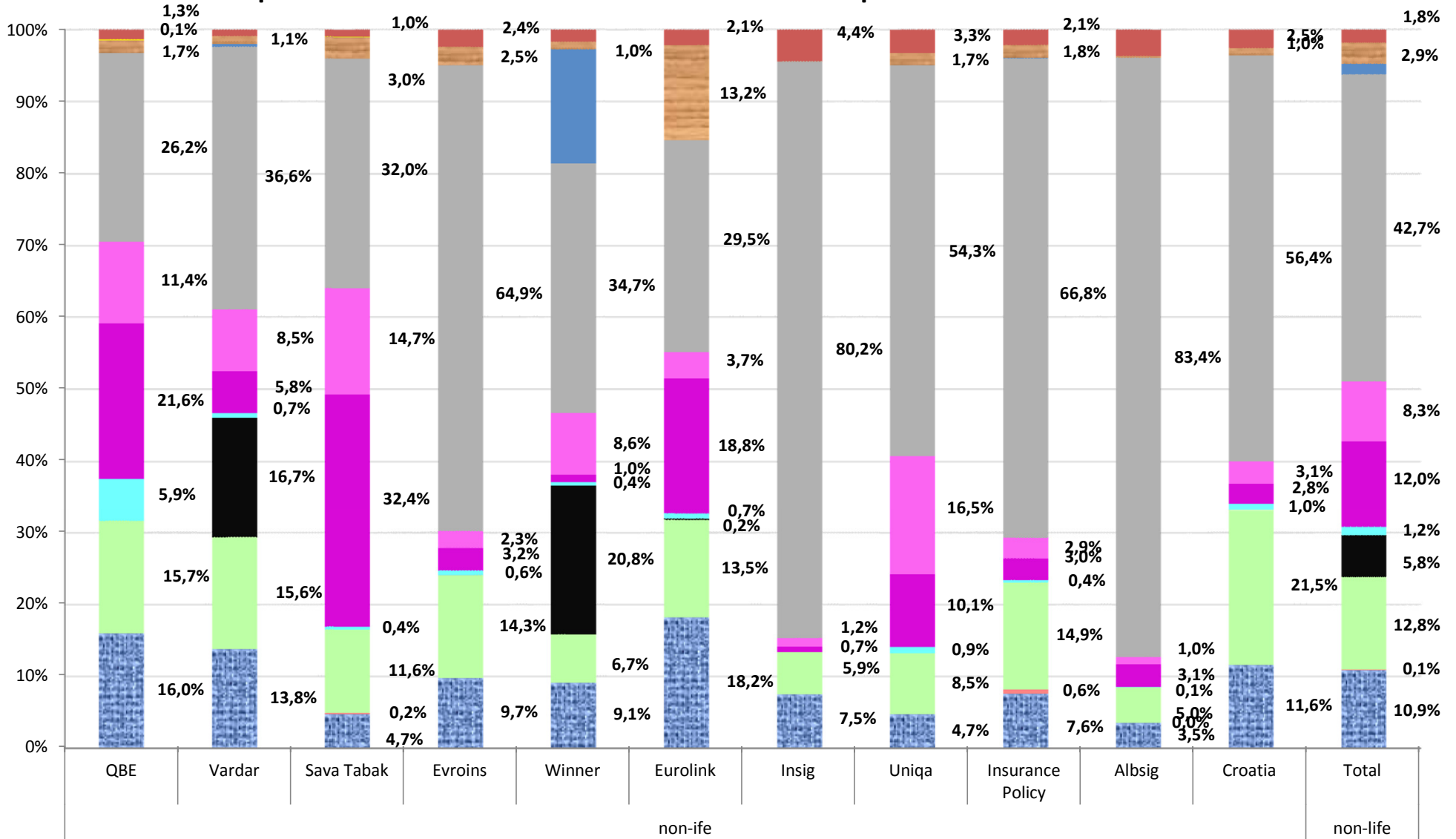
No.	Class of Insurance	non-life											non-life
		QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident	29.478	48.443	9.509	8.595	12.540	31.090	3.015	5.130	9.104	2.128	4.553	163.585
2	02. Health			447						731			1.178
3	03. Motor vehicles (casco)	28.873	54.633	23.399	12.653	9.248	23.119	2.358	9.253	17.900	3.010	8.463	192.908
4	05. Aircrafts (casco)		58.461			28.655	354						87.470
5	06. Vessels (casco)			16	8								24
6	07. Cargo	10.924	2.301	841	552	610	1.187		960	439	44	402	18.260
7	08. Property, fire and nat.forces	39.813	20.406	65.556	2.786	1.395	32.122	284	11.048	3.609	1.901	1.092	180.012
8	09. Property, other	21.045	29.960	29.742	2.041	11.775	6.240	497	17.949	3.455	614	1.234	124.551
9	10. MTPL (total)	48.303	128.404	64.809	57.227	47.744	50.356	32.160	59.138	80.299	50.635	22.168	641.244
10	11. Aircraft's liability		1.289			21.759				40			23.088
11	12. Vessel's liability		146	12	12		6			5			180
12	13. General liability	3.214	3.860	6.033	2.218	1.370	22.560	12	1.834	2.166	171	403	43.841
13	15. Suretyship	44		31									75
14	16. Financial losses	236	9	68									313
15	17. Legal expenses											0	0
16	18. Tourists assistance	2.475	2.977	1.983	2.128	2.380	3.618	1.766	3.540	2.550	2.210	1.002	26.629
17	Total	184.404	350.889	202.446	88.220	137.476	170.652	40.092	108.852	120.297	60.713	39.317	1.503.358

	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
18	19. Life assurance	3.287	39.918	43.286	86.491
19	Total	3.287	39.918	43.286	86.491

Total: 1.589.849



Graph 1. Structure of Gross Written Premium for the period 01.01.2011 - 31.03.2011



- 01. Accident
- 02. Health
- 03. Motor vehicles (casco)
- 04. Marine
- 05. Aircrafts (casco)
- 06. Marine
- 07. Marine
- 08. Property, fire and nat.forces
- 09. Property, other
- 10. MTPL (total)
- 11. Aircraft's liability
- 12. Marine
- 13. General liability
- 14. Marine
- 15. Suretyship
- 16. Financial losses
- 17. Marine
- 18. Tourists assistance

Table 2. Gross Written Premium and Distribution 01.01-31.03.2011

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No.	Insurance Undertaking	Gross written premium	Reinsurance and/or coinsurance share	Technical premium	Share for insurance operations
1	Total(nonlife)	1.503.358	427.744	1.160.567	342.791
2	QBE	184.404	5.480	147.257	37.147
3	Vardar	350.889	88.424	294.524	56.365
4	Sava Tabak	202.446	111.286	168.410	34.036
5	Evroins	88.220	3.349	66.681	21.539
6	Winner	137.476	102.744	84.401	53.075
7	Eurolink	170.652	69.479	142.385	28.267
8	Insig	40.092	0	28.593	11.499
9	Uniqa	108.852	18.180	76.196	32.656
10	Insurance Policy	120.297	23.854	83.650	36.647
11	Albsig	60.713	2.324	45.535	15.178
12	Croatia	39.317	2.624	22.935	16.382
13	Total(life)	86.491	2.792	0	0
14	QBE	3.287	0		
15	Croatia	39.918	77		
16	Grawe	43.286	2.715		
17	Total(life)	1.589.849	430.536	1.160.567	342.791

Table 3. Gross Written Premium and Distribution for the period 01.01-31.03.2011

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No.	<i>Class of Insurance</i>	Gross written premium	Reinsurance share	Technical premium	Share for insurance operations
1	01. Accident	163.585	6.910	120.022	43.563
2	02. Health	1.178		969	208
3	03. Motor vehicles (casco)	192.908	8.192	152.785	40.123
4	05. Aircrafts (casco)	87.470	109.283	77.435	10.035
5	06. Vessels (casco)	24		19	5
6	07. Cargo	18.260	2.148	14.154	4.106
7	08. Property, fire and nat.forces	180.012	91.803	152.179	27.833
8	09. Property, other	124.551	100.500	101.773	22.778
9	10. MTPL (total)	641.244	80.439	483.312	157.931
10	11. Aircraft's liability	23.088	58	1.139	21.949
11	12. Vessel's liability	180		140	41
12	13. General liability	43.841	28.373	38.327	5.513
13	15. Suretyship	75		63	12
14	16. Financial losses	313	39	208	105
15	17. Legal expenses	0		0	0
16	18. Tourists assistance	26.629		18.041	8.588
17	TOTAL	1.503.358	427.744	1.160.567	342.791

Table 4. Number of insurance contracts for the period 01.01.2011 - 31.03.2011

Class of insurance	non-life											non-life
	QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
01. Accident	5.178	8.836	4.343	4.602	1.059	2.890	1.613	3.743	6.665	3.178	1.343	43.450
02. Health			16						168			184
03. Motor vehicles (casco)	1.699	3.421	1.430	887	543	1.726	155	701	1.490	342	422	12.816
05. Aircrafts (casco)		7			1	1						9
06. Vessels (casco)			1	1								2
07. Cargo	150	76	31	134	20	123		11	75	9	29	658
08. Property, fire and nat.forces	4.811	2.330	1.550	541	272	1.207	114	303	825	187	165	12.305
09. Property, other	1.133	3.035	755	440	405	723	74	109	775	112	244	7.805
10. MTPL (total)	7.933	21.497	10.933	10.446	8.727	5.675	5.800	10.355	13.105	8.607	2.493	105.571
11. Aircraft's liability		8			1				4			13
12. Vessel's liability		4	1	1		1			5			12
13. General liability	948	605	529	314	234	368	36	77	330	40	65	3.546
15. Suretyship	13		9									22
16. Financial losses	8	1	1									10
17. Legal expenses											1	1
18. Tourists assistance	2.056	5.771	5.043	3.852	3.364	7.664	2.804	6.694	3.952	5.023	2.062	48.285
Total	17.482	33.108	19.391	16.043	13.043	18.999	8.899	17.998	19.687	14.056	5.272	183.978

Class of insurance	life			life
	QBE	Croatia	Grawe	Total
19. Life Assurance	0	603	428	1.031
Total	0	603	428	1.031

Total: 185.009

Table 5. Gross claims settled for the period 01.01.2011 - 31.03.2011

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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	14.038	18.363	7.497	3.252	14.562	12.463	977	3.291	7.195	1.486	651	83.774
2	02. Health			75									75
3	03. Motor vehicles (casco)	20.485	41.333	23.642	6.089	7.519	17.952	1.131	6.837	7.804	498	4.657	137.946
4	06. Vessels (casco)				1.804								1.804
5	07. Cargo	1.219			62	204						95	1.580
6	08. Property, fire and nat.forces	7.671	15.294	11.786	498	136	1.968	606	12	39		320	38.330
7	09. Property, other	12.411	19.987	7.794	4.946	4.678	3.546	59	85	4.065	192	174	57.937
8	10. MTPL (total)	45.725	90.630	55.489	26.159	23.058	23.732	14.438	24.130	37.730	16.206	4.971	362.268
9	13. General liability	21	193	378			22		7	167	108		896
10	16. Financial losses	13											13
11	18. Tourists assistance	861	4.354	885	1.122	479	1.766	20	201	192	9	100	9.989
12	Total	102.444	190.153	107.546	43.932	50.636	61.449	17.231	34.563	57.192	18.499	10.968	694.614

No.	Class of Insurance	life			life
		QBE	Croatia	Grawe	Total
13	19. Life Assurance	13.414	2.413	3.345	19.172
14	Total	13.414	2.413	3.345	19.172

Total: 713.786

Table 6. Number of claims liquidated for the period 01.01.2011 - 31.03.2011

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	295	351	219	160	157	261	38	55	176	12	60	1.784
2	02. Health			8									8
3	03. Motor vehicles (casco)	336	677	386	175	170	338	48	135	226	6	38	2.535
4	06. Vessels (casco)				1								1
5	07. Cargo	7			3	1						3	14
6	08. Property, fire and nat.forces	139	81	32	18	8	17	4	2	6		1	308
7	09. Property, other	399	510	156	87	111	57	2	4	130	10	17	1.483
8	10. MTPL (total)	489	1.319	900	387	372	420	280	424	556	198	128	5.473
9	13. General liability	3	20	3			1		1	7	1		36
10	16. Financial losses	6											6
11	18. Tourists assistance	34	65	24	23	15	44	5	15	8	1	10	244
12	Total	1.708	2.943	1.728	841	834	1.138	377	636	1.109	228	257	11.799

		ЖИВОТ			ЖИВОТ
		Кјуби	Кроациа	Граве	Вкупно
13	19. Life Assurance	86	22	48	156
14	Total	86	22	48	156

Вкупно: 11.955

Table 7. Claims structure 01.01 - 31.03.2011

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No.	Insurance undertaking	Number of reported claims	Number of liquidated claims	Number of rejected claims	Number of unsettled claims at the end of the period	Number of claims in litigation (part of the previous column)
1	Total(nonlife)	14.120	11.799	2.122	19.034	2.603
2	QBE	1.769	1.708	400	1.739	313
3	Vardar	3.402	2.943	467	3.486	528
4	Sava Tabak	1.806	1.728	118	2.568	308
5	Evroins	966	841	120	1.359	202
6	Winner	865	834	150	1.188	318
7	Eurolink	1.473	1.138	304	1.204	116
8	Insig	430	377	40	1.216	209
9	Uniq	909	636	102	2.578	161
10	Insurance Policy	1.481	1.109	322	1.623	188
11	Albsig	641	228	80	1.635	233
12	Croatia	378	257	19	438	27
13	Total(life)	180	156	10	126	5
14	QBE	91	86	4	13	2
15	Croatia	62	22	5	41	2
16	Grawe	27	48	1	72	1
17	Total(life)	14.300	11.955	2.132	19.160	2.608

Table 8. Expenses for the period 01.01-31.03.2011

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No.	<i>Insurance Undertaking</i>	Administrative expenses	Provision expenses	Other expenses related to insurance
1	Total(non-life)	291.815	76.719	262.623
2	QBE	75.129	9.774	24.996
3	Vardar	35.199	16.526	82.977
4	Sava Tabak	40.192	8.707	28.829
5	Evroins	24.104	12.863	21.943
6	Winner	23.267	7.123	14.088
7	Eurolink	29.760	2.922	21.017
8	Insig	9.667	5.203	6.877
9	Uniqa	12.599	4.197	24.764
10	Insurance Policy	22.332	6.271	18.987
11	Albsig	15.281	977	17.283
12	Croatia	4.285	2.156	862
13	Total(life)	10.731	33.124	471
14	QBE			1.023
14	Croatia	6.746	12.004	471
15	Grawe	3.985	21.120	
16	Total	302.546	109.843	263.094

Table 9. Structure of the paid in capital for the period 01.01-31.03.2011

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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	Winner		
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	184.410	576.846	2.973.524
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	184.410	607.847	3.646.051

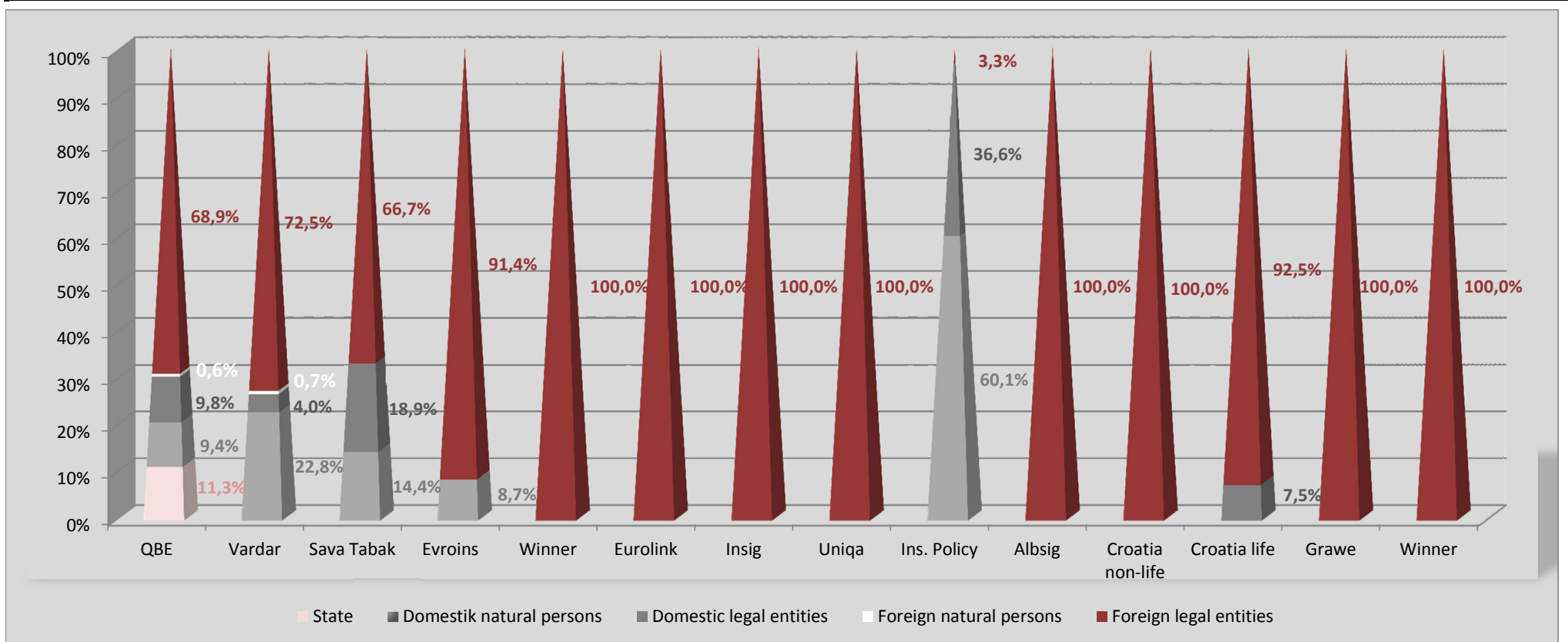


Table 10. Gross technical provisions for the period 01.01-31.03.2011

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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)	2.545.594	49.489	2.022.374	773.474	2.813.085	0	0	514	5.408.682
2	QBE	335.092		159.668	114.680	275.720				610.812
3	Vardar	605.484	8.305	645.372	227.916	877.655				1.491.444
4	Sava Tabak	316.638	3.104	405.892	121.625	532.792				852.534
5	Evroins	178.711	9.268	90.229	47.459	138.378				326.357
6	Winner	137.390	320	118.992	59.622	179.507				317.217
7	Eurolink	312.164	12.649	132.232	48.847	181.985				506.798
8	insig	65.309		90.252	27.309	118.149			514	183.972
9	Uniqa	188.275		195.636	55.432	252.324				440.599
10	Insurance Policy	240.650	15.511	116.620	62.667	180.183				436.344
11	Albsig	90.984		58.315	6.084	64.722				155.706
12	Croatia	74.897	332	9.165	1.832	11.670				86.899
13	Total (life)	11.715	8.378	9.815	968	11.026	0	641.047	0	672.167
14	QBE		965	2.267		2.267		117.035		120.268
15	Croatia	2.796		1.588	227	1.857		252.490		257.143
16	Grawe	8.919	7.413	5.960	741	6.902		271.522		294.756
17	Total	2.557.309	57.867	2.032.189	774.442	2.824.111	0	641.047	514	6.080.849

Table 11. Net technical provisions for the period 01.01-31.03.2011

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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)	2.113.409	49.489	1.810.154	769.636	2.597.027	0	0	514	4.760.439
2	QBE	335.092		154.670	114.680	270.722				605.814
3	Vardar	494.111	8.305	609.883	227.916	842.166				1.344.582
4	Sava Tabak	228.676	3.104	340.982	119.040	465.297				697.077
5	Evroins	170.737	9.268	79.763	47.459	127.912				307.917
6	Winner	85.324	320	79.395	59.622	139.910				225.554
7	Eurolink	200.655	12.649	86.010	48.847	135.763				349.067
8	insig	64.423		90.252	27.309	118.149			514	183.086
9	Uniqa	170.095		195.636	55.432	252.324				422.419
10	Insurance Policy	210.596	15.511	106.193	61.436	168.525				394.632
11	Albsig	83.291		58.315	6.084	64.722				148.013
12	Croatia	70.409	332	9.054	1.810	11.537				82.278
13	Total (life)	8.728	8.378	7.931	968	9.142	0	638.458	0	664.707
14	QBE		965	2.267		2.267		117.035		120.268
15	Croatia	2.565		1.588	227	1.857		252.490		256.912
16	Grawe	6.163	7.413	4.076	741	5.018		268.933		287.527
17	Total	2.122.137	57.867	1.818.085	770.604	2.606.169	0	638.458	514	5.425.146

Table 12. Capital and Solvency Margin for the period 01.01-31.03.2011

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	non-life												non-life Total				life Total	Total
	QBE	Vardar	Sava Tabak	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Croatia		Grawe	Winner			
Total capital	1.308.811	522.728	85.616	172.360	180.312	290.906	204.773	249.929	250.010	210.526	190.145	3.666.117	208.226	227.011	184.410	619.647	4.285.764	
Solvency margin	141.434	231.079	139.980	75.890	64.671	107.891	32.441	54.535	80.648	53.313	28.521	1.010.403	21.407	25.526	0	46.933	1.057.336	

