

***Report on the scope and content
of the insurance operations
for the period 01.01-30.09.2011***

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, 67/10 and 44/11) and the Insurance Supervision Agency doesn't have responsibility for their correctness.

Exchange rate on 30.09.2011: 1eur = 61,5040 mkd

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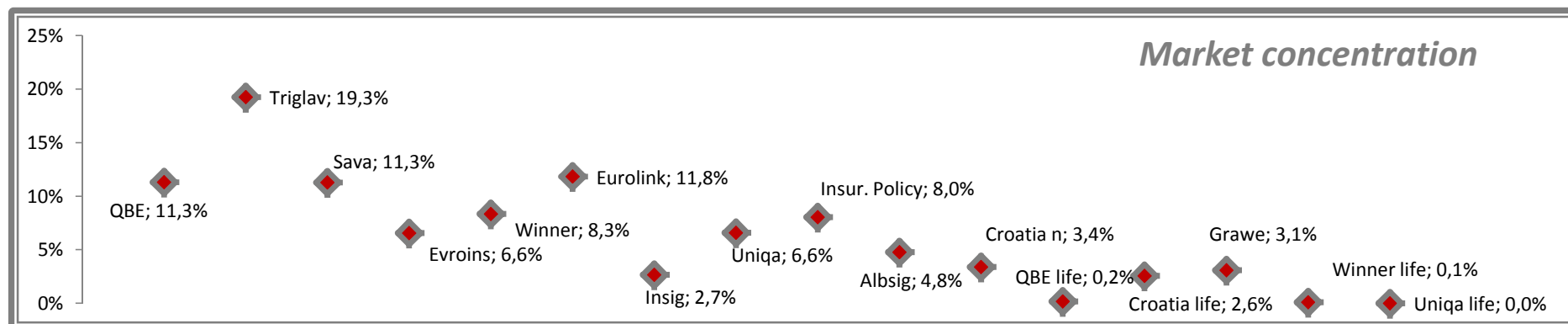
Table 1. Gross Written Premium 01.01.2011 - 30.09.2011

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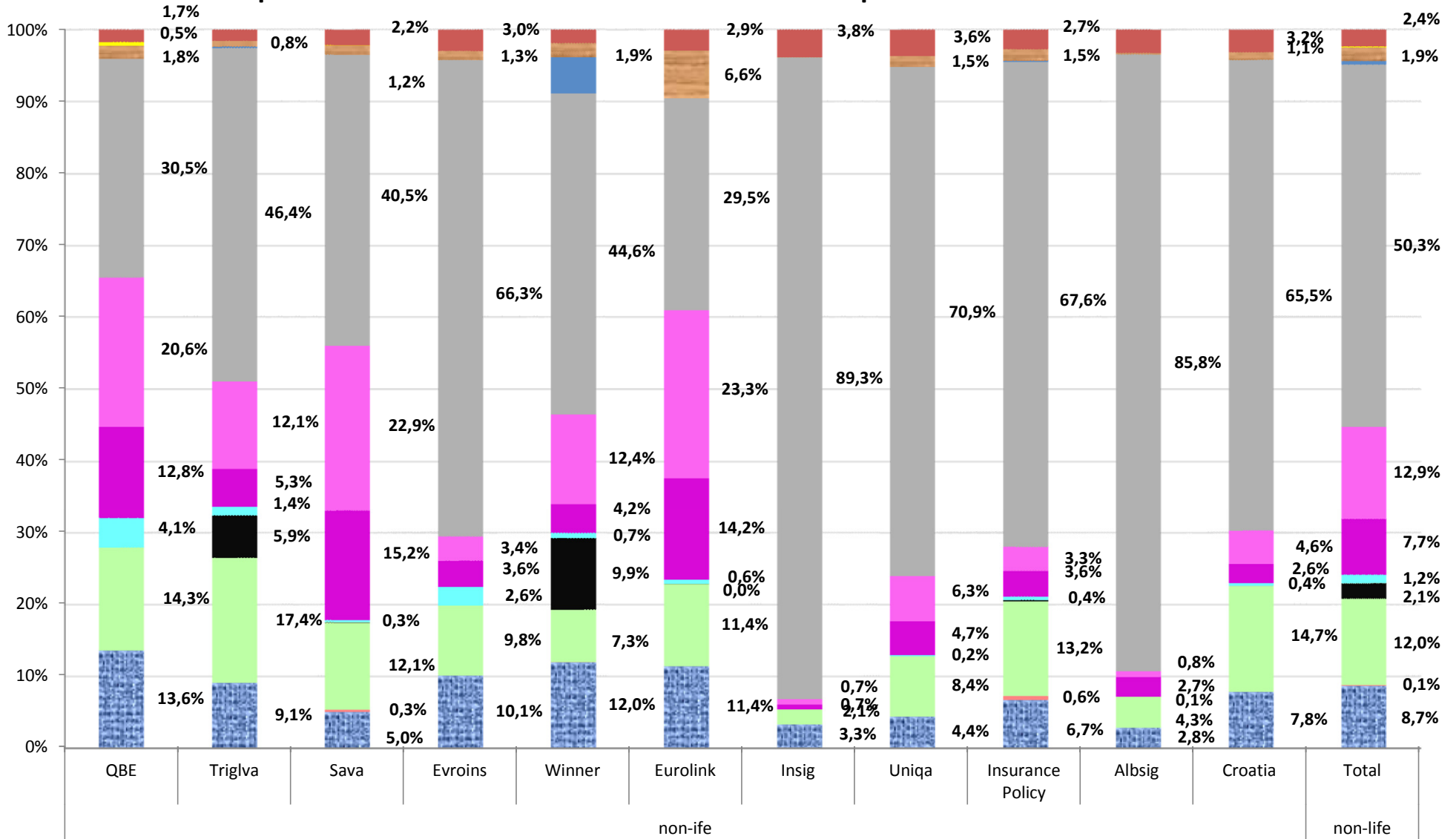
No.	Class of Insurnace	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident	79.352	90.528	29.310	34.207	51.522	69.680	4.563	15.023	27.829	6.980	13.755	422.750
2	02. Health			1.872		88				2.392			4.352
3	03. Motor vehicles (casco)	83.652	172.927	70.655	33.060	31.462	69.944	2.856	28.548	54.674	10.626	25.881	584.285
4	05. Aircrafts (casco)		58.461	326		42.483	88			827			102.185
5	06. Vessels (casco)			101	8	105	119			13		14	360
6	07. Cargo	24.122	13.478	1.760	8.910	3.203	3.441		534	1.863	126	730	58.167
7	08. Property, fire and nat.forces	74.565	52.329	88.912	12.201	17.916	86.938	931	16.019	14.958	6.692	4.644	376.105
8	09. Property, other	120.486	120.494	133.848	11.492	53.453	142.260	1.030	21.620	13.710	2.051	8.161	628.605
9	10. MTPPL (total)	178.173	461.351	236.066	224.546	192.153	180.412	123.242	241.355	280.764	211.972	114.928	2.444.963
10	11. Aircraft's liability		1.314			21.759				480			23.553
11	12. Vessel's liability	123	223	393	27	79	239		9	415		47	1.555
12	13. General liability	10.457	8.454	7.078	4.312	8.155	40.449	23	5.096	6.349	449	1.860	92.682
13	15. Suretyship	110		55									165
14	16. Financial losses	2.686	22	188									2.896
15	17. Legal expenses											0	0
16	18. Tourists assistance	10.108	15.292	12.706	10.055	8.137	17.618	5.292	12.348	11.247	8.051	5.534	116.387
17	Total	583.834	994.874	583.270	338.818	430.515	611.188	137.937	340.552	415.521	246.947	175.554	4.859.010

	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
18	19. Life assurance	8.932	131.997	159.851	5.738		306.518
19	Total	8.932	131.997	159.851	5.738	0	306.518

Total: 5.165.528



Graph 1. Structure of Gross Written Premium for the period 01.01.2011 - 30.09.2011



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

Table 2. Gross Written Premium and Distribution 01.01-30.09.2011

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No.	Insurance Undertaking	Gross written premium	Reinsurance and/or coinsurance share	Technical premium	Share for insurance operations
1	Total(nonlife)	4.859.010	800.977	3.764.149	1.094.861
2	QBE	583.834	21.301	468.818	115.016
3	Triglav	994.874	113.801	821.133	173.740
4	Sava	583.270	149.062	475.555	107.715
5	Evroins	338.818	35.114	256.534	82.284
6	Winner	430.515	173.479	301.361	129.155
7	Eurolink	611.188	176.971	522.773	88.415
8	Insig	137.937	8.834	97.232	40.705
9	Uniqa	340.552	38.519	238.386	102.166
10	Insurance Policy	415.521	62.635	288.775	126.746
11	Albsig	246.947	9.839	184.874	62.074
12	Croatia	175.554	11.421	108.708	66.846
13	Total(life)	306.518	9.729	0	0
14	QBE	8.932			
15	Croatia	131.997	308		
16	Grawe	159.851	9.421		
17	Winner	5.738			
18	Uniqa	0			
19	Total	5.165.528	810.706	3.764.149	1.094.861

Table 3. Gross Written Premium and Distribution for the period 01.01-30.09.2011

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No.	<i>Class of Insurance</i>	Gross written premium	Reinsurance and/or coinsurance share	Technical premium	Share for insurance operations
1	01. Accident	422.750	24.303	307.939	114.811
2	02. Health	4.352		3.575	777
3	03. Motor vehicles (casco)	584.285	25.511	461.286	122.999
4	05. Aircrafts (casco)	102.185	94.141	86.280	15.904
5	06. Vessels (casco)	360		276	84
6	07. Cargo	58.167	13.697	44.940	13.227
7	08. Property, fire and nat.forces	376.105	176.347	313.588	62.517
8	09. Property, other	628.605	224.878	530.190	98.415
9	10. MTPL (total)	2.444.963	169.486	1.839.794	605.169
10	11. Aircraft's liability	23.553	23.476	16.678	6.875
11	12. Vessel's liability	1.555		1.202	353
12	13. General liability	92.682	48.729	77.713	14.969
13	15. Suretyship	165		139	26
14	16. Financial losses	2.896	39	2.435	461
15	17. Legal expenses	0			0
16	18. Tourists assistance	116.387	370	78.113	38.274
17	TOTAL	4.859.010	800.976	3.764.149	1.094.861

Table 4. Number of insurance contracts for the period 01.01.2011 - 30.09.2011

No.	Class of insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident	17.977	31.144	16.871	18.034	3.522	11.545	9.874	16.615	24.248	13.503	7.030	170.363
2	02. Health			29		4				547			580
3	03. Motor vehicles (casco)	5.684	11.273	4.597	2.600	1.621	5.565	652	2.248	4.605	1.161	1.679	41.685
4	05. Aircrafts (casco)		7	1		4	1			1			14
5	06. Vessels (casco)			6	1	7	6			1		1	22
6	07. Cargo	487	223	113	459	128	341		38	234	20	93	2.136
7	08. Property, fire and nat.forces	12.229	7.956	4.532	1.689	1.501	3.512	296	958	2.555	777	570	36.575
8	09. Property, other	13.394	9.777	2.290	1.180	1.805	1.932	203	235	1.351	363	754	33.284
9	10. MTPL (total)	32.351	83.703	44.230	44.331	39.885	31.452	23.113	43.888	49.488	37.655	20.608	450.704
10	11. Aircraft's liability		9			4				7			20
11	12. Vessel's liability	21	9	73	3	19	41		3	118		8	295
12	13. General liability	2.758	1.672	1.485	741	417	1.031	67	175	829	106	171	9.452
13	15. Suretyship	35		15									50
14	16. Financial losses	21	3	3									27
15	17. Legal expenses											1	1
16	18. Tourists assistance	12.756	37.032	35.777	19.280	20.337	38.735	10.550	25.438	23.260	19.360	13.964	256.489
17	Total	65.624	139.091	91.233	68.744	63.126	80.369	34.437	72.194	80.771	58.618	37.063	791.270

No.	Class of insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
18	19. Life Assurance		2.020	1.441	114		3.575
19	Total	0	2.020	1.441	114	0	3.575

Total: 794.845

Table 5. Gross claims settled for the period 01.01.2011 - 30.09.2011

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No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident	45.589	53.506	22.727	14.007	27.549	40.392	2.560	7.955	22.192	5.469	4.746	246.692
2	02. Health			565		167							732
3	03. Motor vehicles (casco)	54.416	118.738	55.084	22.653	18.820	50.340	2.957	17.771	23.944	3.530	9.797	378.050
4	06. Vessels (casco)			129	1.857								1.986
5	07. Cargo	1.508			194	265	16					95	2.078
6	08. Property, fire and nat.forces	19.621	50.628	17.770	2.564	2.366	3.347	2.568	1.139	1.172	15	455	101.644
7	09. Property, other	37.376	74.749	67.627	13.326	19.065	9.831	107	1.437	9.869	472	1.346	235.205
8	10. MTPL (total)	111.658	276.534	163.364	81.604	71.426	72.254	40.116	76.860	102.074	57.533	18.518	1.071.941
9	13. General liability	560	1.136	3.480	3.796		188		85	656	108	15	10.023
10	16. Financial losses	174	1.132										1.306
11	18. Tourists assistance	2.939	5.638	4.552	1.866	2.930	3.502	165	2.102	1.640	575	1.243	27.152
12	Total	273.841	582.061	335.298	141.867	142.588	179.870	48.473	107.349	161.547	67.702	36.215	2.076.811

No.	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
13	19. Life Assurance	33.922	10.167	13.838			57.927
14	Total	33.922	10.167	13.838	0	0	57.927

Total: 2.134.738

Table 6. Number of claims liquidated for the period 01.01.2011 - 30.09.2011

No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident	909	1.079	572	360	427	844	114	157	419	86	204	5.171
2	02. Health			30		6							36
3	03. Motor vehicles (casco)	870	2.486	1.031	439	452	1.034	163	448	670	120	119	7.832
4	06. Vessels (casco)				1								1
5	07. Cargo	24			8	4	2					3	41
6	08. Property, fire and nat.forces	74	211	78	55	31	38	8	32	23	3	3	556
7	09. Property, other	1.199	1.736	522	249	403	177	6	10	354	22	44	4.722
8	10. MTPL (total)	1.298	3.855	2.255	1.229	1.005	1.172	811	1.432	1.560	1.078	492	16.187
9	13. General liability	20	52	13	3		6		3	35	1	1	134
10	16. Financial losses	99	1										100
11	18. Tourists assistance	126	215	140	65	46	202	15	52	84	7	49	1.001
12	Total	4.619	9.425	4.641	2.393	2.374	3.475	1.117	2.134	3.145	1.317	915	35.555

No.	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
13	19. Life Assurance	203	73	163			439
14	Total	203	73	163	0	0	439

Total: 35.994

Table 7. Claims structure 01.01 - 30.09.2011

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No.	Insurance undertaking	Number of unsettled claims at the beginning of the period	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)	18.017	42.609	35.555	6.904	19.232	2.986
2	QBE	1.960	5.050	4.619	913	1.806	247
3	Triglav	2.785	10.441	9.425	1.820	2.897	530
4	Sava	2.927	4.790	4.641	245	2.658	425
5	Evroins	1.647	2.805	2.393	312	1.387	223
6	Winner	1.237	3.036	2.374	935	985	263
7	Eurolink	1.195	4.549	3.475	789	1.478	130
8	Insig	1.163	1.214	1.117	196	1.064	182
9	Uniqa	2.302	3.023	2.134	465	2.812	390
10	Insurance Policy	1.501	4.218	3.145	834	1.774	236
11	Albsig	947	2.119	1.317	344	1.703	282
12	Croatia	353	1.364	915	51	668	78
13	Total(life)	102	407	439	54	141	10
14	QBE	16	208	203	6	26	5
15	Croatia	26	124	73	43	44	3
16	Grawe	60	75	163	5	71	2
17	Winner						
18	Uniqa						
19	Total	18.119	43.016	35.994	6.958	19.373	2.996



Table 8. Expenses for the period 01.01-30.09.2011

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No.	<i>Insurance Undertaking</i>	Administrative expenses	Comissions to intermediaries	Other expenses related to insurance
1	Total(non-life)	955.663	278.945	1.249.974
2	QBE	184.583	36.184	166.187
3	Triglav	173.668	41.326	130.783
4	Sava	107.478	31.603	197.877
5	Evroins	86.977	50.323	141.794
6	Winner	55.202	34.180	84.917
7	Eurolink	90.333	6.141	130.205
8	Insig	31.376	18.943	47.140
9	Uniqa	78.193	17.747	70.351
10	Insurance Policy	69.540	23.659	121.981
11	Albsig	50.308	3.426	91.263
12	Croatia	28.004	15.411	67.475
13	Total(life)	45.786	93.839	13.002
14	QBE	1.832	0	0
15	Croatia	15.842	39.809	11.020
16	Grawe	17.682	52.381	0
17	Winner	10.293	1.648	1.982
18	Uniqa	137	0	0
19	Total	1.001.449	372.783	1.262.976

Table 9. Structure of the paid in capital for the period 01.01-30.09.2011

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	non-life											nonlife Total	life					life Total	Total
	QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia		QBE	Croatia	Grawe	Winner	Uniqa		
Foreign legal entities	711.123	164.716	276.361	198.893	247.037	195.326	183.716	184.003	8.171	184.034	199.593	2.552.973	38.116	170.322	183.999	184.410	214.900	791.746	3.344.720
Foreign natural persons	6.360	1.590										7.950	341					341	8.291
Domestic legal entities	100.737	9.088	34.752									144.578	5.399	13.810				19.209	163.787
Domestik natural persons	97.391	51.800	26.586	18.833					175.848			370.459	5.220					5.220	375.679
State	116.229											116.229	6.230					6.230	122.459
TOTAL	1.031.840	227.195	337.700	217.726	247.037	195.326	183.716	184.003	184.019	184.034	199.593	3.192.189	55.306	184.132	183.999	184.410	214.900	822.747	4.014.936

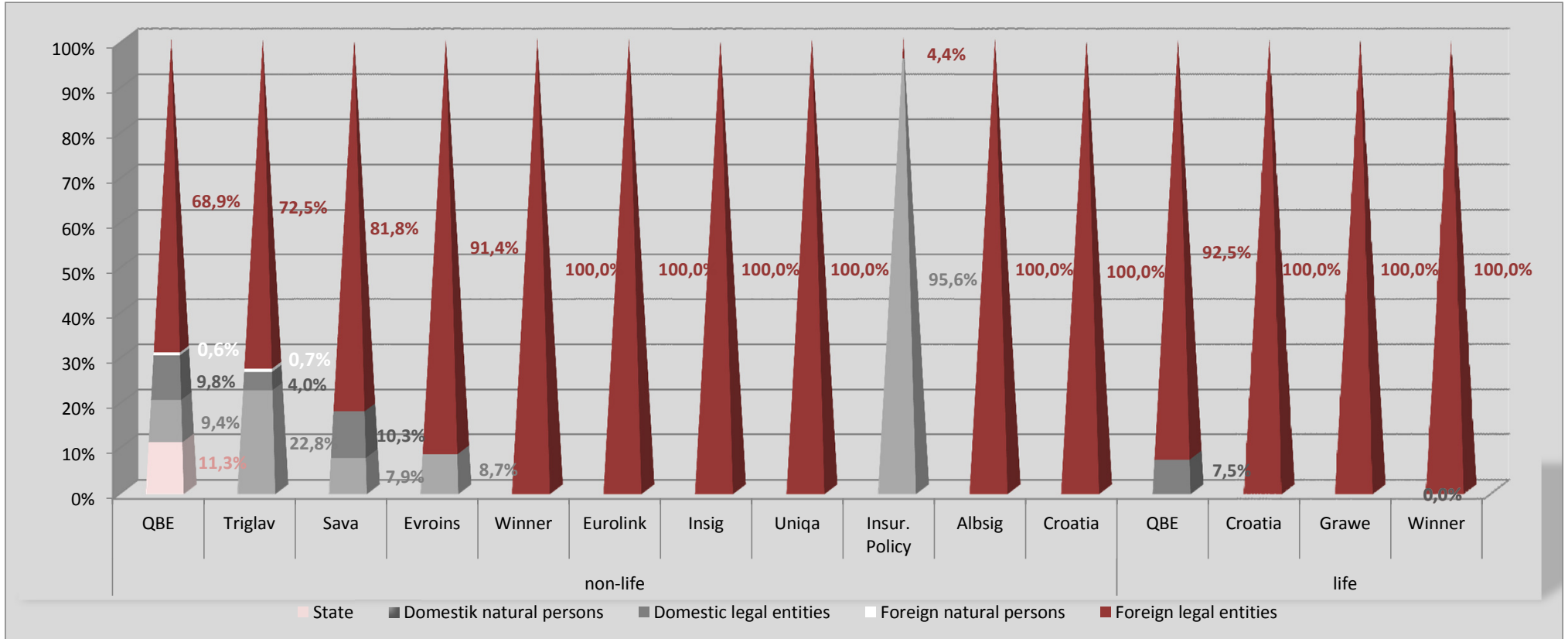


Table 10. Gross technical provisions for the period 01.01-30.09.2011

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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)	2.658.799	52.007	2.032.380	831.506	2.944.170	0	0	504	5.655.481
2	QBE	344.510	1.440	160.354	111.496	273.210				619.160
3	Triglav	560.661	9.107	562.282	290.543	920.455				1.490.223
4	Sava	267.784	2.362	409.518	115.971	530.744				800.890
5	Evroins	190.538	8.123	94.868	50.017	145.609				344.270
6	Winner	191.286	2.552	135.861	61.152	197.973				391.811
7	Eurolink	357.057	13.693	144.371	42.164	187.467				558.217
8	insig	79.945		86.384	26.216	113.163			504	193.612
9	Uniqa	201.043	276	196.793	59.983	258.060				459.379
10	Insurance Policy	249.425	13.784	154.876	62.968	218.933				482.142
11	Albsig	109.143		66.805	6.943	74.117				183.260
12	Croatia	107.407	670	20.268	4.053	24.440				132.517
13	Total (life)	12.513	10.350	10.778	3.311	10.778	0	734.973	0	768.614
14	QBE			2.294		2.294		101.040		103.334
15	Croatia	3.178		1.774	194	1.774		304.600		309.552
16	Grawe	9.122	10.350	6.710	3.117	6.710		324.878		351.060
17	Winner	213						4.455		4.668
18	Uniqa									0
19	Total	2.671.312	62.357	2.043.158	834.817	2.954.948	0	734.973	504	6.424.094

Table 11. Net technical provisions for the period 01.01-30.09.2011

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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)	2.345.017	52.007	1.830.024	827.599	2.737.907	0	0	504	5.135.435
2	QBE	335.355	1.440	160.030	111.496	272.886				609.681
3	Triglav	508.264	9.107	541.737	290.543	899.909				1.417.280
4	Sava	231.195	2.362	337.800	112.385	455.440				688.997
5	Evroins	173.122	8.123	88.527	50.017	139.268				320.513
6	Winner	148.883	2.552	97.521	61.152	159.633				311.068
7	Eurolink	258.103	13.693	99.126	42.164	142.222				414.018
8	insig	74.116		86.384	26.216	113.163			504	187.783
9	Uniqa	182.811	276	196.793	59.983	258.060				441.147
10	Insurance Policy	222.166	13.784	135.224	62.684	198.997				434.947
11	Albsig	106.715		66.805	6.943	74.117				180.832
12	Croatia	104.287	670	20.077	4.016	24.212				129.169
13	Total (life)	9.496	10.350	8.853	3.311	12.490	0	732.054	0	764.390
14	QBE			2.294		2.294		101.040		103.334
15	Croatia	3.101		1.774	194	1.999		304.600		309.700
16	Grawe	6.182	10.350	4.785	3.117	8.197		321.959		346.688
17	Winner	213						4.455		4.668
18	Uniqa									0
19	Total	2.354.513	62.357	1.838.877	830.910	2.750.397	0	732.054	504	5.899.825

Table 12. Capital and Solvency Margin for the period 01.01-30.09.2011

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	non-life											non-life Total	life				life Total	Total
	QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia		Croatia	Grawe	Winner	Uniqa		
Total capital	1.359.315	485.441	144.150	128.776	197.504	323.226	215.799	258.672	249.601	210.526	189.834	3.762.846	208.226	227.696	175.027	215	611.165	4.374.011
Solvency margin	141.636	215.216	142.051	78.194	64.167	126.013	32.518	55.408	80.468	57.735	39.357	1.032.762	22.875	29.242	458	0	52.575	1.085.338

