

***Report on the scope and content
of the insurance operations
for the period 01.01-31.12.2011***

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 31.12.2011: 1eur = 61,5050 mkd

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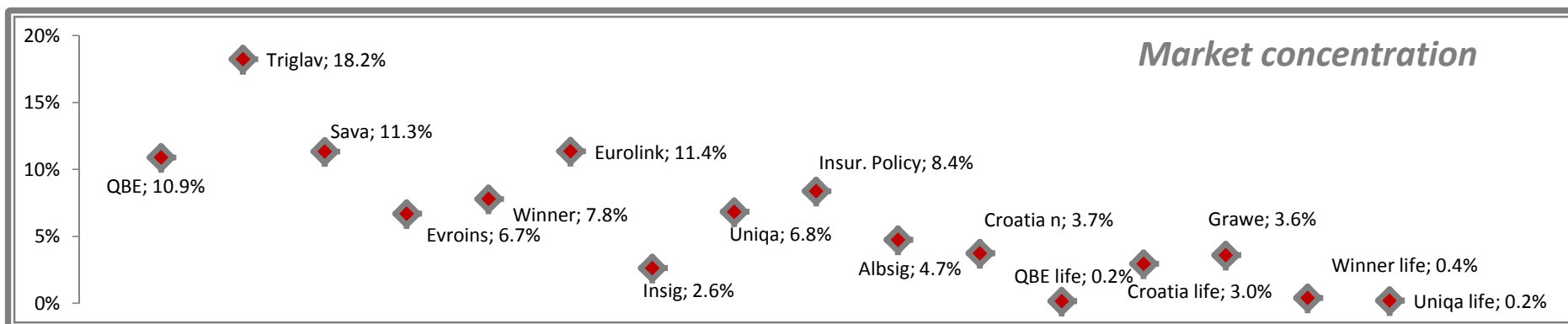
Table 1. Gross Written Premium 01.01.2011 - 31.12.2011

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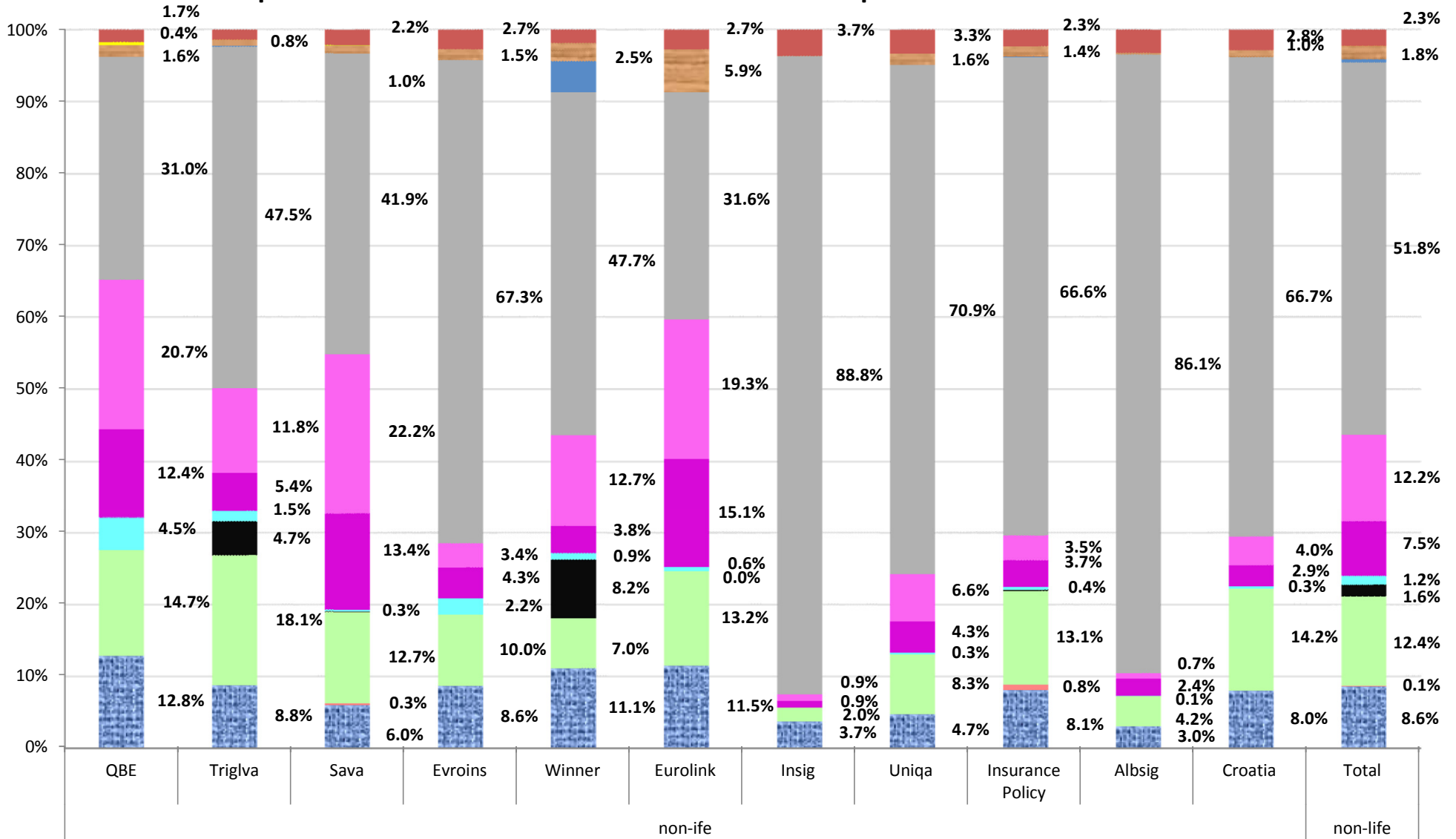
No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident	95,301	108,798	46,059	39,434	58,865	88,766	6,620	22,099	46,237	9,741	20,349	542,270
2	02. Health			2,229		88				4,301			6,618
3	03. Motor vehicles (casco)	109,271	224,287	97,849	45,466	36,973	101,688	3,568	38,545	74,598	13,572	36,107	781,924
4	05. Aircrafts (casco)		58,461	326		43,254	88			827			102,956
5	06. Vessels (casco)			101	8	105	118			13		14	359
6	07. Cargo	33,590	18,830	2,161	10,157	4,613	4,332		1,416	2,319	183	839	78,441
7	08. Property, fire and nat.forces	91,765	66,559	103,401	19,566	20,228	116,858	1,639	20,083	20,948	7,804	7,437	476,287
8	09. Property, other	153,902	146,050	171,235	15,303	67,506	149,355	1,617	30,840	19,863	2,324	10,216	768,211
9	10. MTPL (total)	230,445	589,820	323,061	306,648	253,008	244,474	159,815	330,079	380,213	277,802	169,598	3,264,963
10	11. Aircraft's liability		1,385			22,568				501			24,454
11	12. Vessel's liability	123	223	401	27	111	245		10	420		69	1,629
12	13. General liability	11,788	9,895	8,018	6,960	13,454	45,755	32	7,222	7,778	680	2,451	114,033
13	15. Suretyship	126		69									195
14	16. Financial losses	3,321	43	191									3,554
15	17. Legal expenses											1	1
16	18. Tourists assistance	12,564	17,709	16,626	12,375	9,815	21,209	6,594	15,435	13,200	10,419	7,244	143,189
17	Total	742,194	1,242,059	771,727	455,944	530,588	772,888	179,885	465,729	571,218	322,525	254,325	6,309,082

	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
18	19. Life assurance	11,453	200,985	244,371	26,725	13,461	496,995
19	Total	11,453	200,985	244,371	26,725	13,461	496,995

Total: 6,806,077



Graph 1. Structure of Gross Written Premium for the period 01.01.2011 - 31.12.2011



- 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 01.01-31.12.2011

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No.	Insurance Undertaking	Gross written premium	Reinsurance and/or coinsurance share	Technical premium	Share for insurance operations
1	Total(nonlife)	6,309,082	939,719	4,864,703	1,444,379
2	QBE	742,194	21,746	602,454	139,739
3	Triglav	1,242,059	115,516	1,021,658	220,402
4	Sava	771,727	175,037	620,463	151,264
5	Evroins	455,944	45,063	344,893	111,051
6	Winner	530,588	211,789	371,412	159,176
7	Eurolink	772,888	204,446	649,283	123,605
8	Insig	179,885	8,834	126,937	52,948
9	Uniqa	465,729	41,421	326,010	139,719
10	Insurance Policy	571,218	85,288	397,354	173,864
11	Albsig	322,525	9,839	242,911	79,614
12	Croatia	254,325	20,740	161,327	92,998
13	Total(life)	483,534	15,477	344,266	139,268
14	QBE	11,453		9,142	2,311
15	Croatia	200,985	308	160,309	40,676
16	Grawe	244,371	14,503	151,431	92,940
17	Winner	26,725	666	23,384	3,341
18	Uniqa	13,461		8,732	4,729
19	Total	6,792,616	955,196	5,208,969	1,583,647

Table 3. Gross Written Premium and Distribution for the period 01.01-31.12.2011

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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	542,270	31,432	406,025	136,245
2	02. Health	6,618		5,432	1,186
3	03. Motor vehicles (casco)	781,924	36,239	620,543	161,380
4	05. Aircrafts (casco)	102,956	89,877	86,820	16,135
5	06. Vessels (casco)	359		263	96
6	07. Cargo	78,441	15,674	59,857	18,584
7	08. Property, fire and nat.forces	476,287	229,245	391,842	84,445
8	09. Property, other	768,211	252,710	635,155	133,056
9	10. MTPL (total)	3,264,963	206,674	2,458,094	806,868
10	11. Aircraft's liability	24,454		17,432	7,022
11	12. Vessel's liability	1,629	22,298	1,221	408
12	13. General liability	114,033	55,098	88,968	25,065
13	15. Suretyship	195	39	165	29
14	16. Financial losses	3,554		3,026	528
15	17. Legal expenses	1			1
16	18. Tourists assistance	143,189	433	89,857	53,332
17	TOTAL	6,309,082	939,719	4,864,702	1,444,380

Table 4. Number of contracts concluded for the period 01.01.2011 - 31.12.2011

No.	Class of insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident	23,157	40,721	22,883	25,008	4,883	16,190	12,616	23,626	33,323	18,164	10,928	231,499
2	02. Health			38		4				999			1,041
3	03. Motor vehicles (casco)	7,495	14,914	6,286	4,715	1,837	7,417	819	3,100	6,355	1,494	2,382	56,814
4	05. Aircrafts (casco)		7	1		14	1			1			24
5	06. Vessels (casco)			6	1	7	6			1		1	22
6	07. Cargo	708	278	158	606	174	464		62	327	25	131	2,933
7	08. Property, fire and nat.forces	16,249	10,833	6,488	2,474	1,628	4,717	397	3,687	3,618	987	773	51,851
8	09. Property, other	18,562	13,260	3,359	1,723	2,764	2,560	268	2,256	1,903	376	1,039	48,070
9	10. MTPL (total)	40,783	105,625	58,626	60,004	49,863	42,264	29,647	59,443	65,898	49,285	30,551	591,989
10	11. Aircraft's liability		13			13				10			36
11	12. Vessel's liability	22	9	75	3	25	42		5	120		11	312
12	13. General liability	3,696	2,265	2,224	1,265	571	1,370	76	225	1,193	115	231	13,231
13	15. Suretyship	41		18									59
14	16. Financial losses	35	7	6									48
15	17. Legal expenses											3	3
16	18. Tourists assistance	14,014	40,901	47,003	22,815	24,119	45,875	12,941	30,736	26,240	25,065	18,738	308,447
17	Total	82,511	171,232	121,469	91,336	79,356	101,839	43,653	94,791	103,526	76,393	52,778	1,018,884

No.	Class of insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
18	19. Life Assurance		3,079	2,045	254	443	5,821
19	Total	0	3,079	2,045	254	443	5,821

Total: 1,024,705

Table 5. Gross claims settled for the period 01.01.2011 - 31.12.2011

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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	59,186	77,797	32,089	18,117	43,334	66,514	3,073	9,744	34,204	6,898	9,647	360,602
2	02. Health			760		167				13			940
3	03. Motor vehicles (casco)	67,081	169,302	75,520	33,227	28,324	68,039	3,895	24,715	41,705	7,974	12,787	532,569
4	06. Vessels (casco)			1,274	1,857								3,131
5	07. Cargo	1,657			370	276	16					95	2,414
6	08. Property, fire and nat.forces	22,997	63,546	20,641	3,195	3,932	4,937	2,576	1,332	2,261	156	854	126,428
7	09. Property, other	59,034	132,621	95,046	14,958	25,093	15,925	108	1,830	13,532	813	2,860	361,820
8	10. MTPL (total)	147,182	384,687	219,694	110,068	102,857	100,573	57,255	94,928	147,528	93,145	29,150	1,487,067
9	12. Vessel's liability												0
9	13. General liability	677	2,574	3,581	3,858	3	296		430	780	108	15	12,321
10	16. Financial losses	192	1,132										1,325
11	18. Tourists assistance	4,425	6,981	6,435	2,090	3,498	5,915	333	2,415	3,000	587	1,808	37,486
12	Total	362,431	838,639	455,040	187,740	207,484	262,215	67,240	135,394	243,023	109,681	57,216	2,926,103

No.	Class of Insurance	life				life	
		QBE	Croatia	Grawe	Winner	Uniqa	Total
13	19. Life Assurance	42,897	17,470	19,699			80,066
14	Total	42,897	17,470	19,699	0	0	80,066

Total: 3,006,170

Table 6. Number of claims liquidated for the period 01.01.2011 - 31.12.2011

No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident	1,234	1,636	752	450	737	1,278	150	235	588	141	283	7,484
2	02. Health			42		6				1			49
3	03. Motor vehicles (casco)	1,150	3,493	1,425	548	707	1,469	197	618	952	263	170	10,992
4	06. Vessels (casco)			2	1								3
5	07. Cargo	31			14	5	2					3	55
6	08. Property, fire and nat.forces	196	297	102	61	59	60	10	40	36	18	9	888
7	09. Property, other	1,647	2,666	665	328	500	277	7	21	538	40	66	6,755
8	10. MTPL (total)	1,779	5,231	3,078	1,586	1,771	1,671	1,101	1,782	2,282	1,382	702	22,365
9	13. General liability	28	142	16	15		7		6	45	1	1	261
10	16. Financial losses	106	1										107
11	18. Tourists assistance	190	361	233	100	65	319	22	69	190	8	94	1,651
12	Total	6,361	13,532	6,315	3,103	3,850	5,083	1,487	2,771	4,632	1,853	1,328	50,315

No.	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
13	19. Life Assurance	266	113	246			625
14	Total	266	113	246	0	0	625

Total: 50,940

Table 7. Claims structure 01.01 - 31.12.2011

No.	Insurance undertaking	Number of unsettled claims at the beginning of the period	Number of reported and reopened 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	59,286	50,315	10,145	16,663	2,750
2	QBE	1,960	6,783	6,361	918	1,720	256
3	Triglav	2,785	14,571	13,532	2,539	1,968	392
4	Sava	2,927	6,438	6,315	323	2,197	366
5	Evroins	1,647	4,118	3,103	851	1,379	223
6	Winner	1,237	4,385	3,850	937	835	239
7	Eurolink	1,195	6,661	5,083	1,244	1,188	137
8	Insig	1,163	1,611	1,487	315	972	204
9	Uniqa	2,302	3,983	2,771	944	2,632	333
10	Insurance Policy	1,501	5,693	4,632	1,161	1,525	217
11	Albsig	947	3,089	1,853	819	1,459	323
12	Croatia	353	1,954	1,328	94	788	60
13	Total(life)	102	539	622	76	119	4
14	QBE	16	269	263	7	13	1
15	Croatia	26	169	113	63	31	2
16	Grawe	60	101	246	6	75	1
17	Winner						
18	Uniqa						
19	Total	18,119	59,825	50,937	10,221	16,782	2,754

Table 8. Expenses for the period 01.01-31.12.2011

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No.	<i>Insurance Undertaking</i>	Administrative expenses	Comissions to intermediaries	Other expenses related to insurance
1	Total(non-life)	1,327,489	399,633	1,036,602
2	QBE	254,216	52,359	111,575
3	Triglav	174,614	56,393	222,774
4	Sava	225,873	47,327	136,643
5	Evroins	119,586	72,563	80,641
6	Winner	71,337	40,733	68,532
7	Eurolink	122,240	8,460	103,982
8	Insig	43,213	26,833	25,654
9	Uniqa	98,841	30,373	60,119
10	Insurance Policy	93,548	34,580	94,477
11	Albsig	71,036	6,820	100,573
12	Croatia	52,984	23,192	31,633
13	Total(life)	77,745	135,494	18,417
14	QBE	4,710	0	0
15	Croatia	32,974	54,926	8,189
16	Grawe	17,949	68,152	7,013
17	Winner	19,557	4,198	2,544
18	Uniqa	2,556	8,217	670
19	Total	1,405,234	535,127	1,055,019

Table 9. Structure of the paid in capital for the period 01.01-31.12.2011

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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

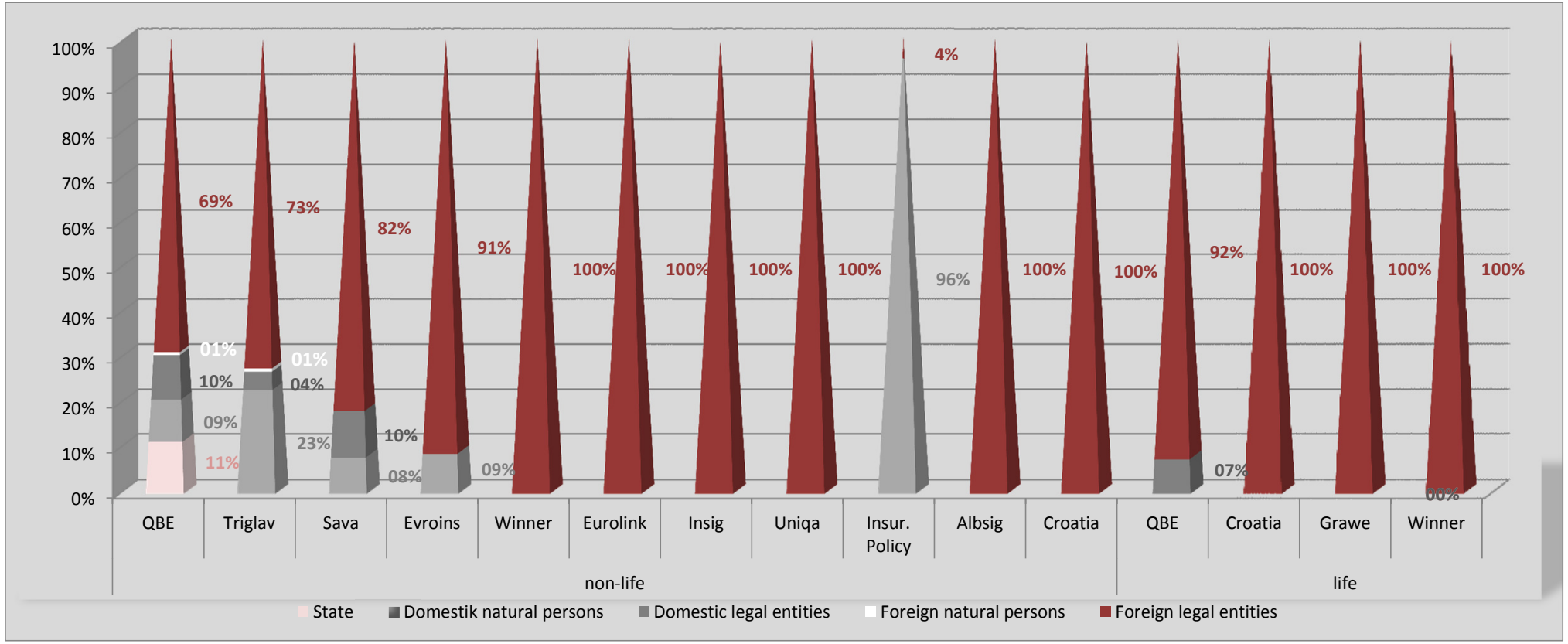


Table 10. Gross technical provisions for the period 01.01-31.12.2011

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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)	2,548,879	52,153	1,969,617	911,707	2,964,630	3,820	0	0	5,569,482
2	QBE	306,841	1,840	161,619	109,525	272,500				581,181
3	Triglav	493,766	5,800	552,586	343,043	966,473				1,466,038
4	Sava	265,342	2,876	385,704	121,195	511,968				780,186
5	Evroins	198,758	9,265	76,028	51,793	128,459				336,482
6	Winner	149,062	3,354	139,528	79,327	219,949				372,365
7	Eurolink	320,618	13,252	132,983	48,832	182,724				516,594
8	insig	83,955		91,136	27,734	119,464	3,820			207,239
9	Uniqa	232,412	281	197,478	51,447	250,170				482,863
10	Insurance Policy	258,813	15,287	154,759	68,381	224,256				498,356
11	Albsig	108,838		54,787	5,827	60,917				169,755
12	Croatia	130,475	199	23,009	4,603	27,749				158,423
13	Total (life)	17,518	12,777	11,716	5,127	17,260	0	851,735	0	899,290
14	QBE	68		2,714		2,728		93,712		96,508
15	Croatia	4,440		1,134	157	1,309		351,761		357,510
16	Grawe	11,429	12,777	7,868	4,970	13,223		373,381		410,810
17	Winner	567						22,335		22,902
18	Uniqa	1,014						10,546		11,560
19	Total	2,566,397	64,930	1,981,333	916,834	2,981,890	3,820	851,735	0	6,468,772

Table 11. Net technical provisions for the period 01.01-31.12.2011

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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)	2,324,542	52,153	1,676,507	902,902	2,662,714	3,820	0	0	5,043,229
2	QBE	299,768	1,840	160,588	109,525	271,468				573,076
3	Triglav	476,957	5,800	461,469	343,043	875,356				1,358,113
4	Sava	245,770	2,876	293,419	115,487	413,975				662,621
5	Evroins	182,598	9,265	71,485	51,793	123,916				315,779
6	Winner	118,742	3,354	102,664	79,327	183,085				305,181
7	Eurolink	251,640	13,252	85,671	48,832	135,412				400,304
8	insig	80,352		91,136	27,734	119,464	3,820			203,636
9	Uniqa	205,436	281	197,478	51,447	250,170				455,887
10	Insurance Policy	232,502	15,287	137,157	66,144	204,417				452,206
11	Albsig	108,812		54,787	5,827	60,917				169,729
12	Croatia	121,966	199	20,653	3,743	24,533				146,698
13	Total (life)	13,908	12,777	9,382	3,636	13,435	392,154	456,019	0	888,293
14	QBE	68		2,714		2,728		93,712		96,508
15	Croatia	4,440		1,134	157	1,309		351,761		357,510
16	Grawe	7,948	12,777	5,534	3,479	9,398	370,224			400,347
17	Winner	438					21,930			22,368
18	Uniqa	1,014						10,546		11,560
19	Total	2,338,450	64,930	1,685,889	906,538	2,676,149	395,974	456,019	0	5,931,522

Table 12. Capital and Solvency Margin for the period 01.01-31.12.2011

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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		QBE	Croatia	Grawe	Winner	Uniqa		
Total capital	1,205,904	466,788	83,548	168,362	200,449	322,586	241,645	272,661	249,458	210,526	202,220	3,624,146	99,702	184,416	226,229	185,414	207,966	903,728	4,527,874
Solvency margin	131,402	205,723	123,312	78,094	60,046	129,312	32,375	83,831	89,826	58,054	45,778	1,037,755	3,924	25,698	32,049	1,360	422	63,452	1,101,206

