

***Report on the scope and content  
of the insurance operations  
for the period 01.01-31.03.2012***

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 31.03.2012: 1eur = 61,5050 mkd*

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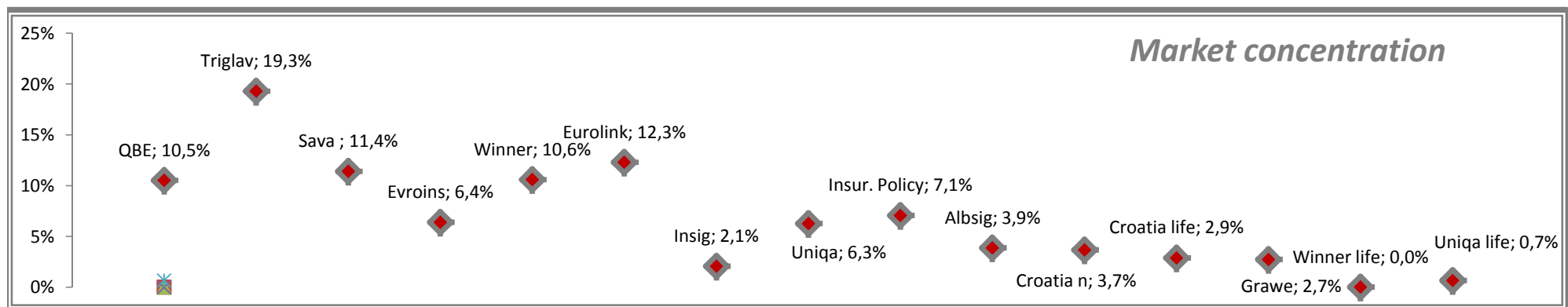
Table 1. Gross Written Premium 01.01.2012 - 31.03.2012

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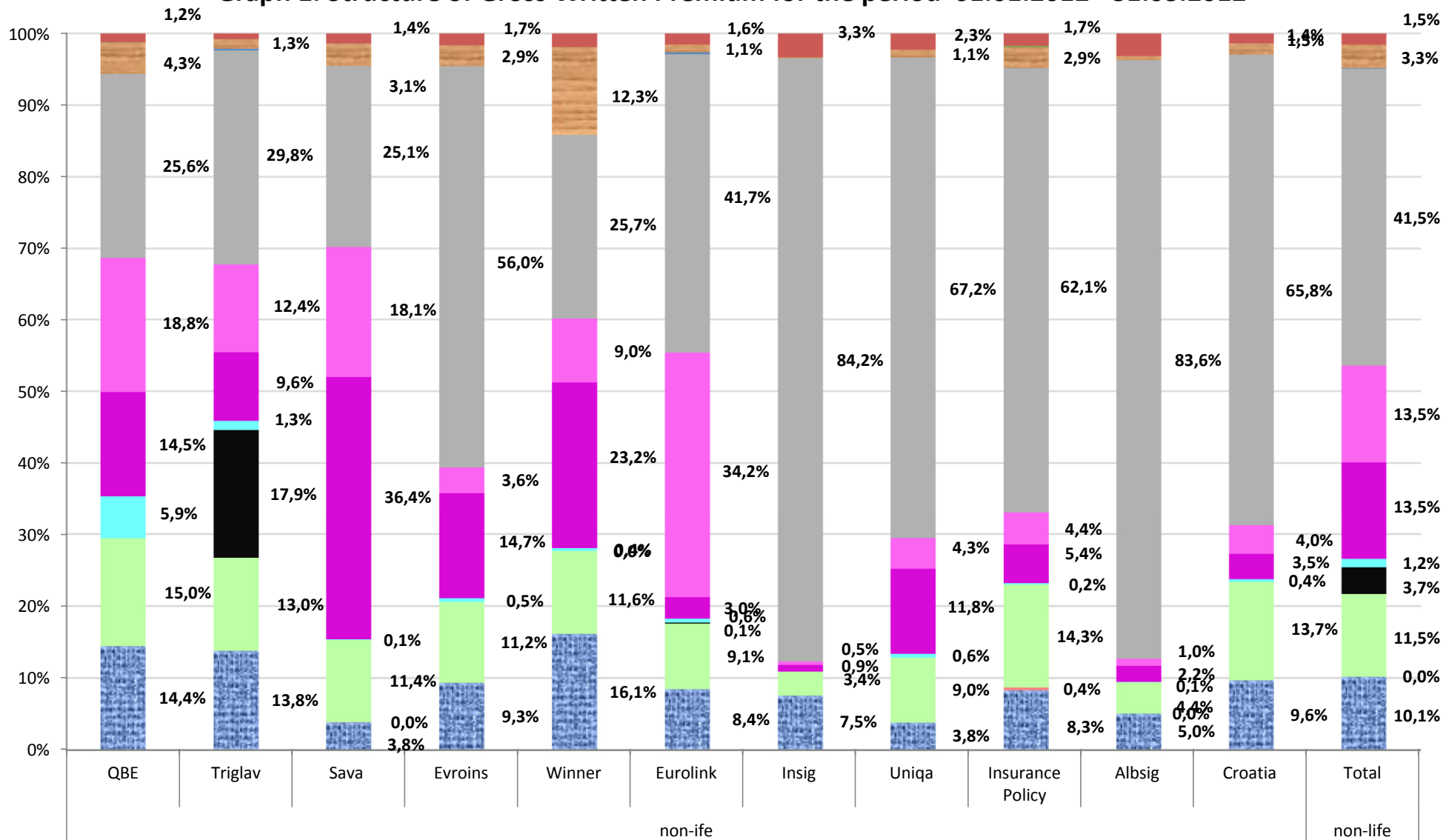
No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Eurolink	Winner	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident Insurance	25.816	45.289	7.398	10.160	29.162	17.734	2.662	4.082	9.989	3.336	6.071	161.699
2	02. Health Insurance			18						504			522
3	03. Motor vehicles insurance (casco)	26.890	42.657	22.123	12.242	20.927	19.112	1.186	9.632	17.246	2.893	8.612	183.520
4	05. Aircraft insurance (casco)		58.767				304						59.071
5	06. Vessels insurance (casco)						1						1
6	07. Insurance of goods in transport	10.640	4.281	157	583	696	1.209		608	257	37	257	18.725
7	08. Property insurance	25.938	31.438	70.834	16.062	41.917	6.197	326	12.603	6.456	1.469	2.219	215.459
8	09. Other property insurance	33.679	40.639	35.231	3.930	16.214	71.753	174	4.584	5.354	659	2.496	214.713
9	10. Motor third party liability insurance	45.972	98.098	48.795	61.016	46.467	87.558	29.776	71.866	74.982	55.376	41.430	661.336
10	11. Aircraft third party liability insurance		768				470			51			1.289
11	12. Vessel third party liability insurance	55	14			13	6			14			102
12	13. General liability insurance	7.764	4.306	6.109	3.214	22.207	2.311	55	1.166	3.459	386	971	51.948
13	15. Guaranties insurance	25								237			262
14	16. Financial loses	363	112	1.333									1.808
15	18. Turists assistance	2.228	2.676	2.661	1.799	3.402	3.285	1.164	2.422	2.106	2.094	882	24.719
16	<b>Total</b>	<b>179.370</b>	<b>329.045</b>	<b>194.659</b>	<b>109.006</b>	<b>181.005</b>	<b>209.940</b>	<b>35.343</b>	<b>106.963</b>	<b>120.655</b>	<b>66.250</b>	<b>62.938</b>	<b>1.595.174</b>

	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	
17	19. Life Assurance	2.569	49.195	46.624	454	11.328	110.170
18	<b>Total</b>	<b>2.569</b>	<b>49.195</b>	<b>46.624</b>	<b>454</b>	<b>11.328</b>	<b>110.170</b>

**Total: 1.705.344**



**Graph 1. Structure of Gross Written Premium for the period 01.01.2012 - 31.03.2012**



- 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
- 18. Turists assistance

**Table 2. Gross Written Premium and Distribution 01.01-31.03.2012**

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No.	Insurance Undertaking	Gross written premium	Reinsurance share	Technical premium	Prevention share	Share for insurance operations
<b>1</b>	<b>Total(nonlife)</b>	<b>1.595.174</b>	<b>453.901</b>	<b>1.188.851</b>	<b>0</b>	<b>406.323</b>
2	QBE	179.370	4.745	132.772		46.598
3	Triglav	329.045	127.950	240.813		88.232
4	Sava	194.659	84.176	154.443		40.216
5	Evroins	109.006	18.059	81.510		27.496
6	Eurolink	181.005	79.101	152.739		28.266
7	Winner	209.940	94.058	153.079		56.861
8	Insig	35.343	6.651	25.123		10.220
9	Uniqa	106.963	5.546	74.874		32.089
10	Insurance Policy	120.655	20.236	83.521		37.134
11	Albsig	66.250	8.426	49.685		16.565
12	Croatia	62.938	4.953	40.292		22.646
<b>13</b>	<b>Total(life)</b>	<b>110.170</b>	<b>3.167</b>	<b>72.390</b>	<b>0</b>	<b>37.780</b>
14	QBE	2.569		2.050		519
15	Croatia	49.195	363	39.743		9.452
16	Grawe	46.624	2.804	23.417		23.207
17	Winner	454		373		81
18	Uniqa	11.328		6.807		4.521
<b>19</b>	<b>Total(life)</b>	<b>1.705.344</b>	<b>457.068</b>	<b>1.261.241</b>	<b>0</b>	<b>444.103</b>

**Table 3. Gross Written Premium and Distribution for the period 01.01-31.03.2012**

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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	161,699	5,116	118,195	43,504
2	02. Health Insurance	522		427	95
3	03. Motor vehicles insurance (casco)	183,520	9,300	132,655	50,865
4	05. Aircraft insurance (casco)	59,071	65,380	49,246	9,825
5	06. Vessels insurance (casco)	1		1	
6	07. Insurance of goods in transport	18,725	1,954	14,114	4,611
7	08. Property insurance	215,459	125,954	161,746	53,713
8	09. Other property insurance	214,713	107,607	160,610	54,103
9	10. Motor third party liability insurance	661,336	109,886	490,402	170,934
10	11. Aircraft third party liability insurance	1,289	677	1,026	263
11	12. Vessel third party liability insurance	102		72	30
12	13. General liability insurance	51,948	27,938	43,120	8,828
13	15. Guaranties insurance	262	0	171	91
14	16. Insurance against financial losses	1,808	40	1,492	316
15	18. Turists assistance	24,719	49	15,574	9,145
16	19. Life Assurance	110,170	3,167	72,390	37,780
17	<b>TOTAL</b>	<b>1,705,344</b>	<b>457,068</b>	<b>1,261,241</b>	<b>444,103</b>

**Table 4. Number of insurance contracts for the period 01.01.2010 - 31.03.2012**

No.	Class of insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insur. Policy	Albsig	Croatia	Total
1	01. Accident Insurance	5.345	7.786	3.835	5.152	3.336	7.263	3.014	5.753	6.984	4.084	3.157	<b>55.709</b>
2	02. Health Insurance			2						116			<b>118</b>
3	03. Motor vehicles insurance (casco)	1.581	2.946	1.327	1.476	1.492	970	161	764	1.505	303	596	<b>13.121</b>
4	05. Aircraft insurance (casco)		9				1						<b>10</b>
5	06. Vessels insurance (casco)						1						<b>1</b>
6	07. Insurance of goods in transport	196	100	1	101	89	66		19	20	1	19	<b>612</b>
7	08. Property insurance	4.837	2.494	1.890	695	1.302	869	120	574	1.065	223	280	<b>14.349</b>
8	09. Other property insurance	5.270	3.183	902	458	801	601	60	151	645	91	392	<b>12.554</b>
9	10. Motor third party liability insurance	8.061	16.860	8.310	11.139	7.968	16.078	5.787	12.789	12.695	9.502	7.232	<b>116.421</b>
10	11. Aircraft third party liability insurance		5				1			8			<b>14</b>
11	12. Vessel third party liability insurance	9	1			2	1			7			<b>20</b>
12	13. General liability insurance	999	713	684	156	407	218	5	53	400	21	98	<b>3.754</b>
13	15. Guaranties insurance	8								78			<b>86</b>
14	16. Insurance against financial losses	11	2	6						0			<b>19</b>
15	18. Turists assistance	1.844	4.994	7.350	3.133	7.040	5.357	2.227	5.014	3.741	5.160	2.042	<b>47.902</b>
<b>16</b>	<b>Total</b>	<b>17.334</b>	<b>27.609</b>	<b>19.079</b>	<b>16.734</b>	<b>18.350</b>	<b>23.695</b>	<b>7.986</b>	<b>19.155</b>	<b>19.327</b>	<b>15.119</b>	<b>10.313</b>	<b>194.701</b>

No.	Class of insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
17	19. Life Assurance		709	267	27	318	<b>1.321</b>
<b>18</b>	<b>Total</b>	<b>0</b>	<b>709</b>	<b>267</b>	<b>27</b>	<b>318</b>	<b>1.321</b>

<b>Total:</b>	<b>196.022</b>
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**Table 5. Gross claims settled for the period 01.01.2010 - 31.03.2012**

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No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Eurolink	Winner	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident Insurance	10.478	16.939	7.505	5.672	18.554	15.251	1.369	3.347	7.300	343	1.815	88.573
2	02. Health Insurance			165									165
3	03. Motor vehicles insurance (casco)	25.402	37.118	23.672	6.108	18.440	8.888	592	6.993	7.801	263	3.845	139.122
4	07. Insurance of goods in transport	347	107		7	47							508
5	08. Property insurance	1.031	21.757	406	464	3.662	730	21	2.353	2.295	19	38	32.776
6	09. Other property insurance	11.342	13.103	10.374	1.789	1.650	4.231	313	1.998	3.596	94	254	48.744
7	10. Motor third party liability insurance	33.687	85.565	43.312	30.327	28.969	35.544	12.728	28.091	40.103	16.210	10.339	364.875
8	12. Vessels third party liability insurance	0	1.711										1.711
9	13. General liability insurance	357	542	1.284	9	17	102			120		23	2.454
10	16. Insurance against financial losses	142	556										698
11	18. Tourists assistance	737	966	892	393	516	749	515	893	474	23	164	6.322
12	<b>Total</b>	<b>83.523</b>	<b>178.364</b>	<b>87.610</b>	<b>44.769</b>	<b>71.855</b>	<b>65.495</b>	<b>15.538</b>	<b>43.675</b>	<b>61.689</b>	<b>16.952</b>	<b>16.478</b>	<b>685.948</b>

No.	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
13	19. Life Assurance	9.263	5.213	4.656			19.132
14	<b>Total</b>	<b>9.263</b>	<b>5.213</b>	<b>4.656</b>	<b>0</b>	<b>0</b>	<b>19.132</b>

**Total: 705.080**

**Table 6. Number of claims settled for the period 01.01.2012 - 31.03.2012**

No.	Class of Insurance	non-life											non-life
		QBE	Triglav	Sava	Evroins	Winner	Eurolink	Insig	Uniqa	Insurance Policy	Albsig	Croatia	Total
1	01. Accident Insurance	264	422	167	120	410	225	45	50	134	12	65	1.914
2	02. Health Insurance			7									7
3	03. Motor vehicles insurance (casco)	314	681	321	169	330	278	37	165	206	25	56	2.582
5	07. Insurance of goods in transport	2	1	0	1	1							5
6	08. Property insurance	28	70	14	16	41	6	2	18	22	3	3	223
7	09. Other property insurance	426	445	149	80	38	104	2	1	162	7	11	1.425
8	10. Motor third party liability insurance	407	1.155	692	545	423	624	271	572	654	215	255	5.813
9	11. Aircraft third party liability insurance		3										3
10	12. Vessels third party liability insurance												0
11	13. General liability insurance	10	46	8	2	1				13		1	81
12	16. Insurance against financial losses	72	1										73
13	18. Turists assistance	38	71	41	23	29	11	9	17	21	3	14	277
14	<b>Total</b>	<b>1.561</b>	<b>2.895</b>	<b>1.399</b>	<b>956</b>	<b>1.273</b>	<b>1.248</b>	<b>366</b>	<b>823</b>	<b>1.212</b>	<b>265</b>	<b>405</b>	<b>12.403</b>

No.	Class of Insurance	life					life
		QBE	Croatia	Grawe	Winner	Uniqa	Total
15	19. Life Assurance	48	29	58			135
16	<b>Total</b>	<b>48</b>	<b>29</b>	<b>58</b>	<b>0</b>	<b>0</b>	<b>135</b>

**Total: 12.538**

**Table 7. Claims structure 01.01 - 31.03.2012**

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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)
<b>1</b>	<b>Total(nonlife)</b>	<b>16.663</b>	<b>14.705</b>	<b>12.334</b>	<b>2.286</b>	<b>16.696</b>	<b>2.540</b>
2	QBE	1.720	1.727	1.561	375	1.590	240
3	Triglav	1.968	3.356	2.826	430	2.116	340
4	Sava	2.197	1.510	1.399	132	1.969	297
5	Evroins	1.379	1.105	956	88	1.440	324
6	Eurolink	1.188	1.680	1.273	238	1.389	165
7	Winner	835	1.335	1.248	290	743	223
8	Insig	972	413	366	27	992	185
9	Uniqa	2.632	1.009	823	206	2.612	161
10	Insurance Policy	1.525	1.320	1.212	281	1.392	195
11	Albsig	1.459	604	265	170	1.487	331
12	Croatia	788	646	405	49	966	79
<b>13</b>	<b>Total(life)</b>	<b>119</b>	<b>131</b>	<b>135</b>	<b>15</b>	<b>127</b>	<b>3</b>
14	QBE	13	36	48	1	22	0
15	Croatia	31	38	29	11	33	2
16	Grawe	75	55	58	1	72	1
17	Winner	0	2	0	2	0	0
18	Uniqa	0	0	0	0	0	0
<b>19</b>	<b>Total(life)</b>	<b>16.782</b>	<b>14.836</b>	<b>12.469</b>	<b>2.301</b>	<b>16.823</b>	<b>2.543</b>



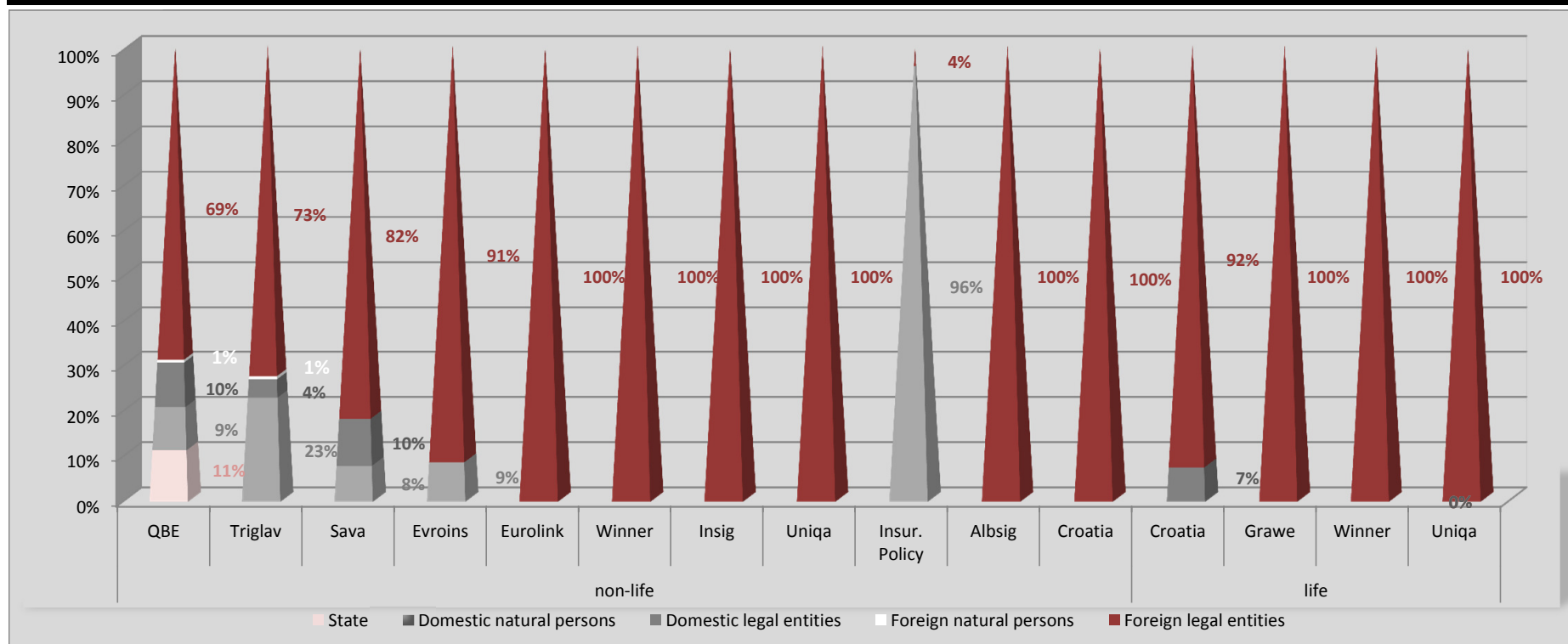
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No.	<i>Insurance Undertaking</i>	Management expenses	Provision expenses	Other expenses related to insurance
<b>1</b>	<b>Total(non-life)</b>	<b>339.562</b>	<b>65.316</b>	<b>236.964</b>
2	QBE	65.019	13.719	21.284
3	Triglav	74.998	5.674	52.795
4	Sava	31.461	4.717	23.559
5	Evroins	28.301	6.938	23.500
6	Eurolink	31.578	1.415	22.119
7	Winner	16.129	6.509	19.106
8	Insig	10.758	5.201	7.225
9	Uniq	30.151	6.788	7.611
10	Insurance Policy	23.240	6.842	18.959
11	Albsig	16.704	2.224	28.829
12	Croatia	11.223	5.289	11.977
<b>13</b>	<b>Total(life)</b>	<b>22.761</b>	<b>32.389</b>	<b>6.139</b>
14	Croatia	6.695	11.800	4.548
15	Grawe	6.180	15.441	1.587
16	Winner	7.919	517	
17	Uniq	1.967	4.631	4
<b>18</b>	<b>Total</b>	<b>362.323</b>	<b>97.705</b>	<b>243.103</b>

Table 9. Structure of the paid in capital for the period 01.01-31.03.2012

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	non-life											nonlife Total	life					life Total	Total
	QBE	Triglav	Sava	Evroins	Eurolink	Winner	Insig	Uniqa	Insur. Policy	Albsig	Croatia		QBE	Croatia	Grawe	Winner	Uniqa		
Foreign legal entities	711,123	164,716	276,361	230,341	195,326	247,037	183,716	184,003	8,171	184,034	199,593	2,584,421	38,116	170,322	183,999	202,860	214,900	810,196	3,394,617
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
Domestic 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
<b>TOTAL</b>	<b>1,031,840</b>	<b>227,195</b>	<b>337,700</b>	<b>249,174</b>	<b>195,326</b>	<b>247,037</b>	<b>183,716</b>	<b>184,003</b>	<b>184,019</b>	<b>184,034</b>	<b>199,593</b>	<b>3,223,637</b>	<b>55,306</b>	<b>184,132</b>	<b>183,999</b>	<b>202,860</b>	<b>214,900</b>	<b>841,197</b>	<b>4,064,833</b>



**Table 10. Gross technical provisions for the period 01.01-31.03.2012**

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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)	2.670.012	53.407	2.007.541	973.878	3.068.057	3.820	0	0	5.795.296
2	QBE	307.206	2.618	150.896	102.107	254.268				564.092
3	Triglav	523.913	11.134	566.665	365.482	1.005.880				1.540.927
4	Sava	299.558	3.050	400.683	127.544	533.509				836.117
5	Evroins	200.590	9.265	78.612	54.803	134.101				343.956
6	Winner	312.236	10.721	134.738	67.061	202.808				525.765
7	Eurolink	214.274	601	150.574	88.069	239.837				454.712
8	Insig	77.990		89.381	33.663	123.659	3.820			205.469
9	Uniqa	216.760	401	179.928	58.914	240.037				457.198
10	Insurance Policy	244.557	15.339	159.977	63.167	224.258				484.154
11	Albsig	142.433		62.022	6.255	68.618				211.051
12	Croatia	130.495	278	34.065	6.813	41.082				171.855
13	Total (life)	15.021	15.038	12.586	5.805	18.813	0	881.819	0	930.691
14	QBE	54		4.520		4.543		84.572		89.169
15	Croatia	3.705		1.006	177	1.201		367.658		372.564
16	Grawe	9.754	15.038	7.060	5.628	13.069		390.182		428.043
17	Winner	422						20.421		20.843
18	Uniqa	1.086						18.986		20.072
19	Total	2.685.033	68.445	2.020.127	979.683	3.086.870	3.820	881.819	0	6.725.987

**Table 11. Net technical provisions for the period 01.01-31.03.2012**

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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)	2.224.320	53.407	1.676.013	962.497	2.638.510	3.820	0	0	4.920.057
2	QBE	303.126	2.618	149.784	102.107	251.891				557.635
3	Triglav	420.201	11.134	490.769	365.482	856.251				1.287.586
4	Sava	228.971	3.050	299.313	119.548	418.861				650.882
5	Evroins	178.310	9.265	73.489	54.803	128.292				315.867
6	Winner	215.007	10.721	88.394	67.061	155.455				381.183
7	Eurolink	143.874	601	73.109	88.069	161.178				305.653
8	Insig	72.167		89.381	33.663	123.044	3.820			199.031
9	Uniqa	191.048	401	179.928	58.914	238.842				430.291
10	Insurance Policy	217.793	15.339	137.482	60.625	198.107				431.239
11	Albsig	136.079		62.022	6.255	68.277				204.356
12	Croatia	117.744	278	32.342	5.970	38.312				156.334
13	Total (life)	11.691	15.038	10.485	5.805	16.290	0	878.347	0	921.366
14	QBE	54		4.520		4.520		84.572		89.146
15	Croatia	3.705		1.006	177	1.183		367.658		372.546
16	Grawe	6.512	15.038	4.959	5.628	10.587		386.989		419.126
17	Winner	334						20.142		20.476
18	Uniqa	1.086						18.986		20.072
19	Total	2.236.011	68.445	1.686.498	968.302	2.654.800	3.820	878.347	0	5.841.423

Table 12. Capital and Solvency Margin for the period 01.01-31.03.2012

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	non-life											non-life Total	life					life Total	Total
	QBE	Triglav	Sava	Evroins	Eurolink	Winner	Insig	Uniqa	Insur. Policy	Albsig	Croatia		QBE	Croatia	Grawe	Winner	Uniqa		
Total capital	1,207,973	513,279	48,854	185,240	332,334	200,449	231,449	288,132	252,383	193,740	202,427	3,656,260	99,702	212,595	253,869	180,707	205,109	951,982	4,608,242
Solvency margin	130,597	197,717	121,608	81,770	132,289	69,830	31,894	83,601	90,046	59,051	49,421	1,047,824	3,560	27,671	32,779	1,304	2,248	67,562	1,115,386

