

# INSURANCE MARKET IN THE REPUBLIC OF MACEDONIA



INSURANCE  
SUPERVISION  
AGENCY

Republic of Macedonia

Vrnjacka banja, 14.6.2013



# DISCLAIMER

The findings, interpretations and conclusions expressed in this presentation are those of the author and do not necessarily reflect the views of the Insurance Supervision Agency of Republic of Macedonia, or its Council of experts' members. The Insurance Supervision Agency of Republic of Macedonia does not guarantee the accuracy of the data included in this presentation.

# INSURANCE MARKET PROFILE

- **15** Insurance undertakings (**11** non-life; **4** life)
- **22** Insurance brokerage companies
  - ASUC Broker AD Skopje got a license in 1Q 2013
  - CVO Broker AD Ohrid got a license in 1Q 2013
- **9** Insurance agencies
- **1** Bank which acts as insurance agency
  - Ohridska Banka AD Ohrid member of Societe General Group
- **660** Insurance agents
- **297** Licenses brokers

**Insurance penetration - GWP in % of GDP – 1,52%**

**Insurance density - GWP per capita – 55,3 EUR/capita**

# GROSS WRITTEN PREMIUM RATIOS

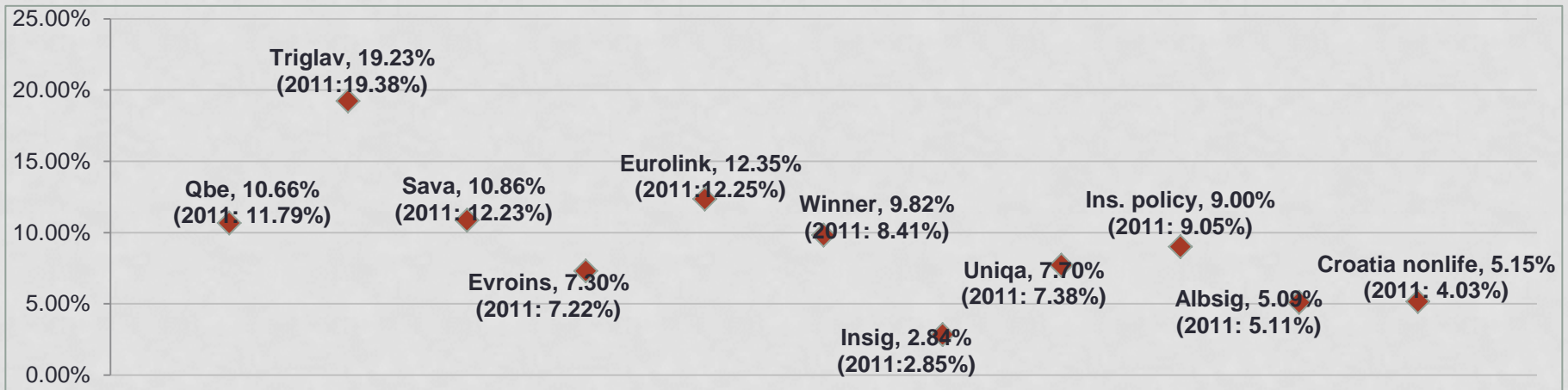
- **Gross Written Premium :**

- **2012: EUR 113.9 million (104.2 non life; 9.7 life)**
- **2011: EUR 110.8 million (102.5 non life; 8.2 life)**
- **2010: EUR 105.4 million ( 99.6 non life; 5.7 life)**
- **2009: EUR 100.5 million ( 95.6 non life, 4.9 life)**

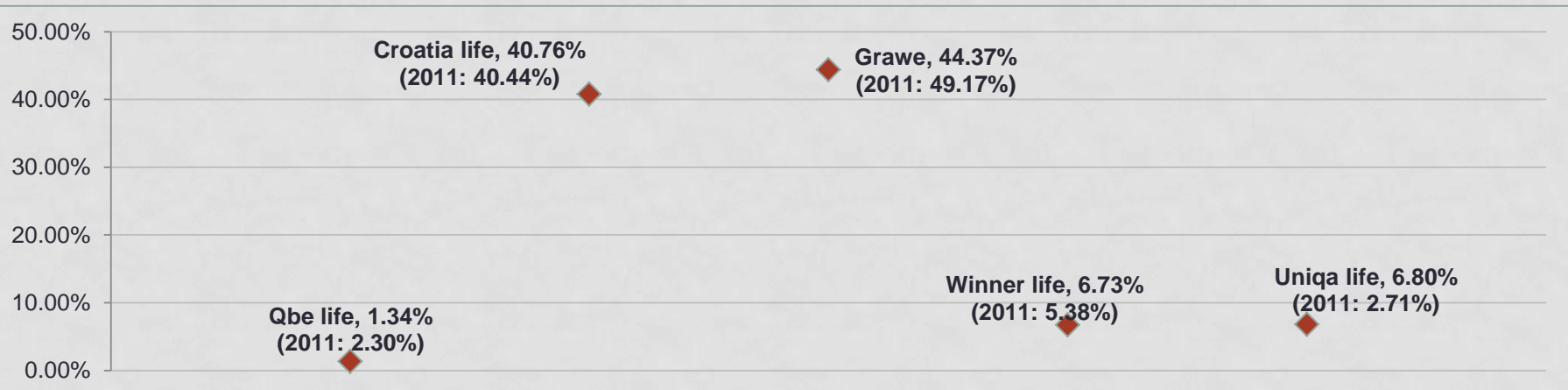
	<b>12/11</b>	<b>11/10</b>	<b>10/09</b>
↑ <b>Gross Written Premium</b>	<b>3.02%</b>	<b>5.05%</b>	<b>4.83%</b>
↑ <b>Non life premium</b>	<b>1.65%</b>	<b>3.02%</b>	<b>4.16%</b>
↑ <b>Life premium</b>	<b>20.35%</b>	<b>40.19%</b>	<b>17.85%</b>

# MARKET CONCENTRATION- 2012

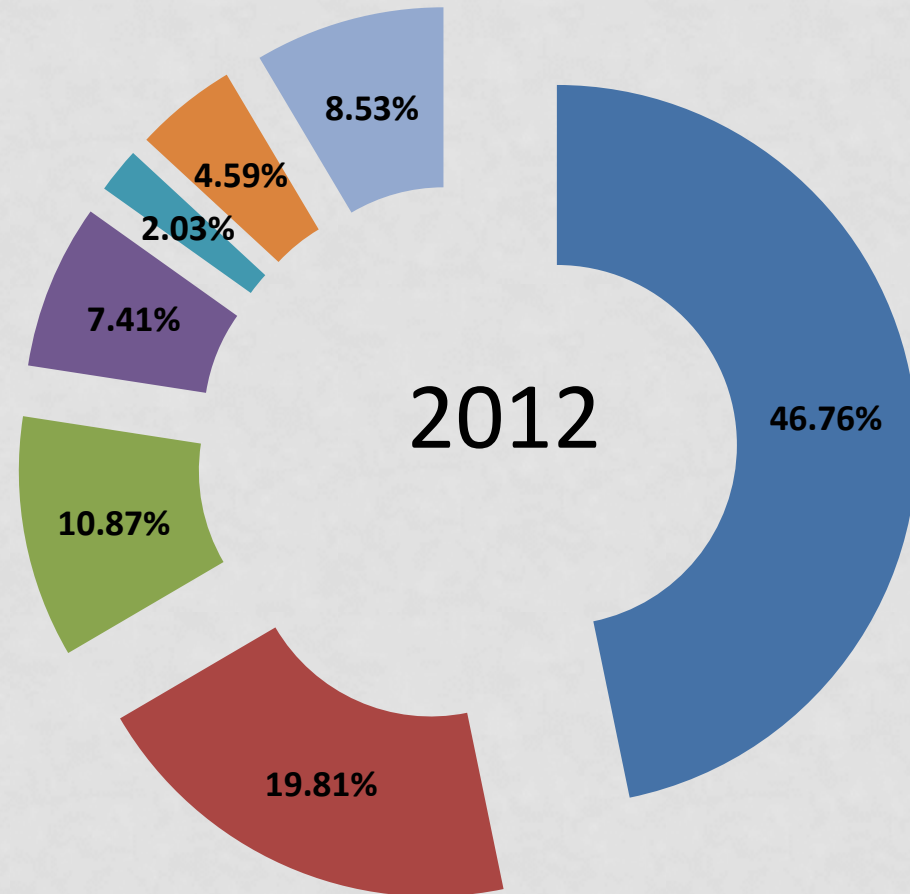
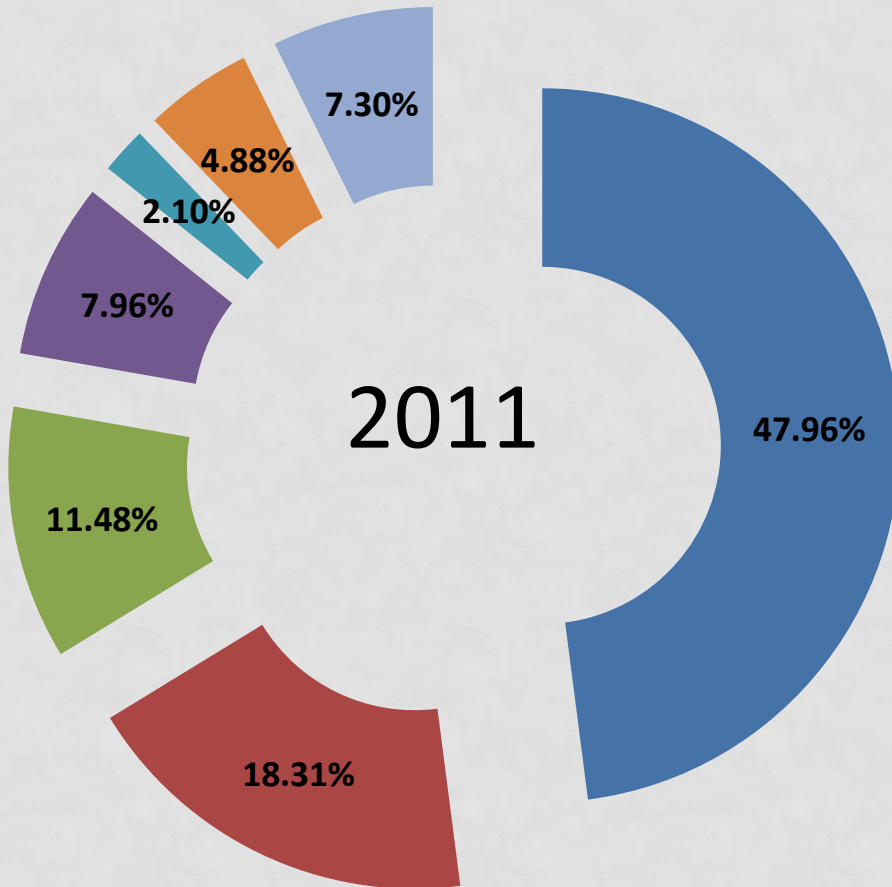
## Non – life companies



## Life companies



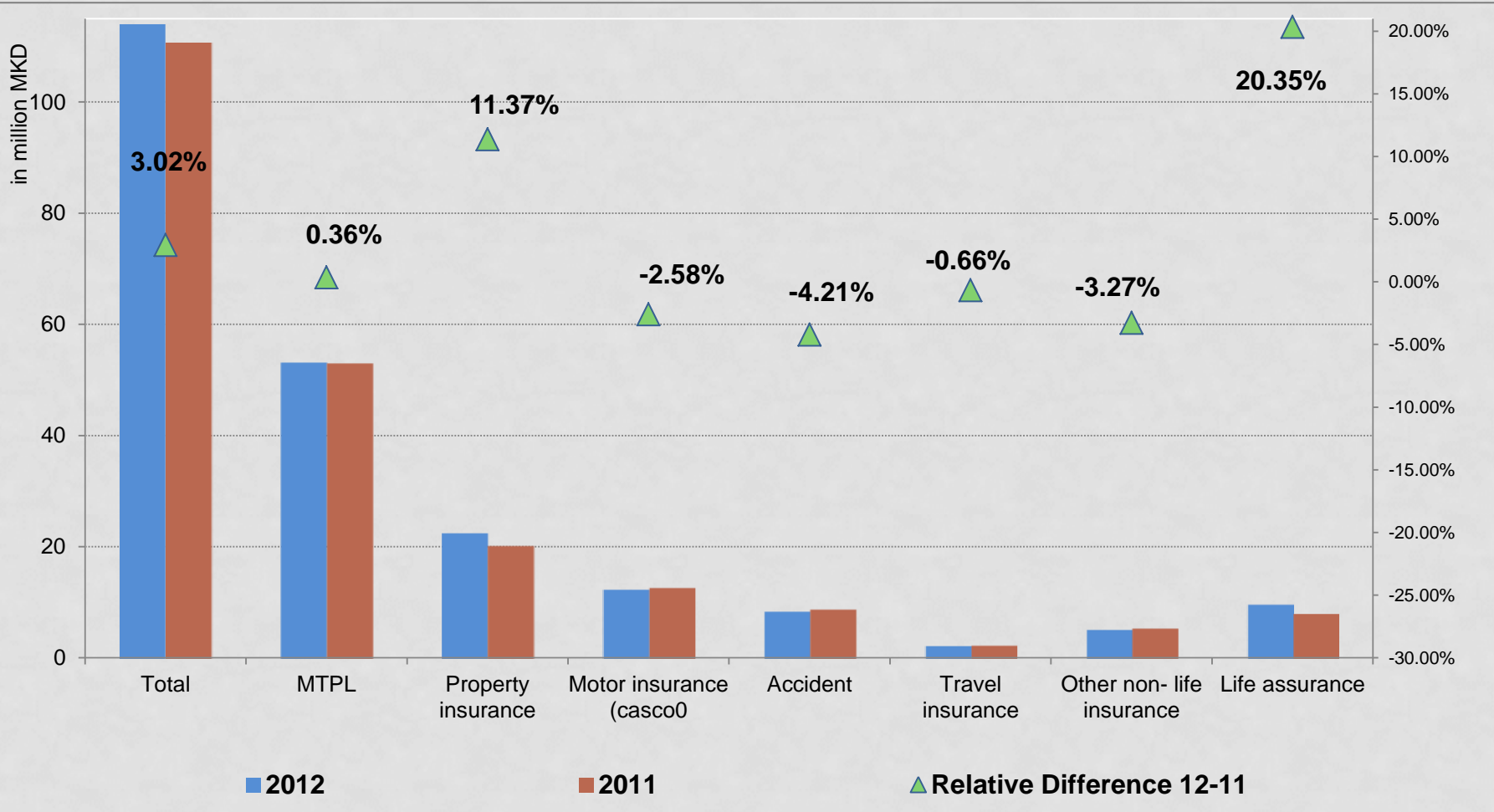
# GWP - LINES OF BUSINESS



■ MTPL ■ Motor insurance (casco) ■ Accident ■ Other non-life insurance

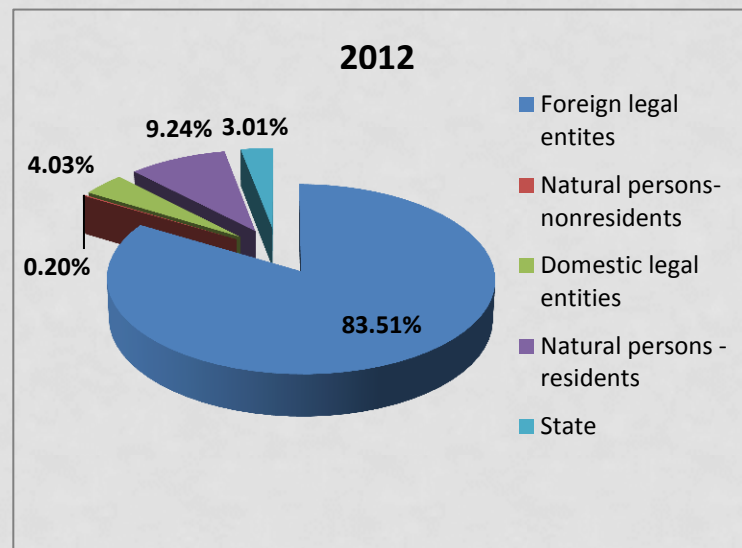
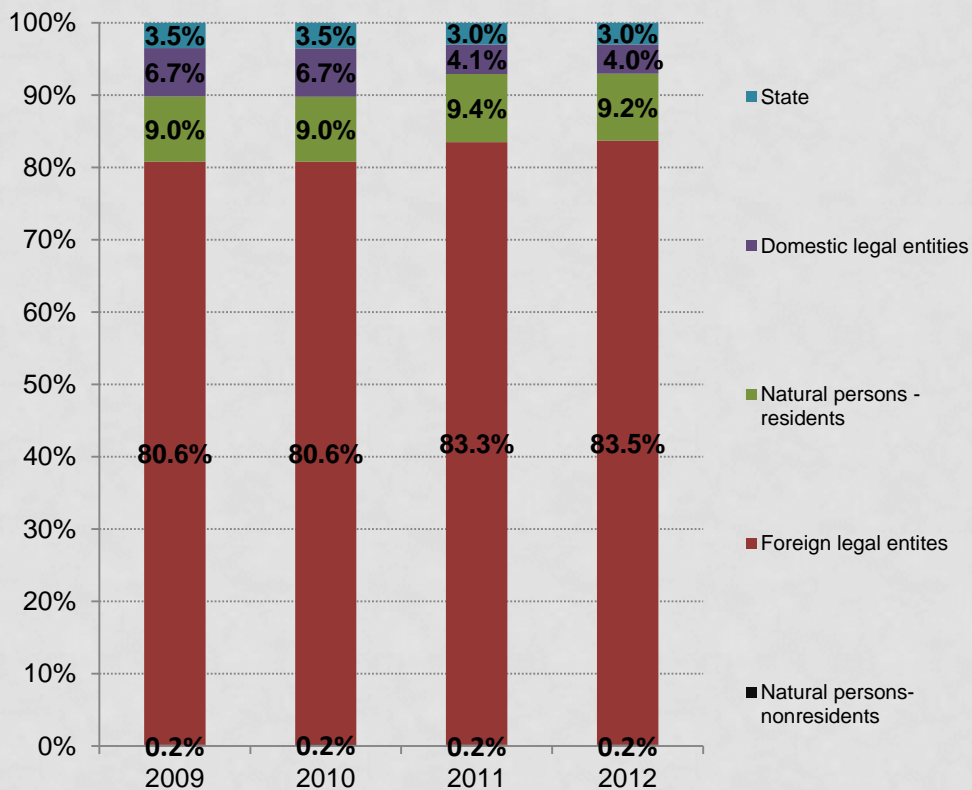
■ Property insurance ■ Travel insurance ■ Life assurance

# GWP BY LINES OF BUSINESS 2012/2011



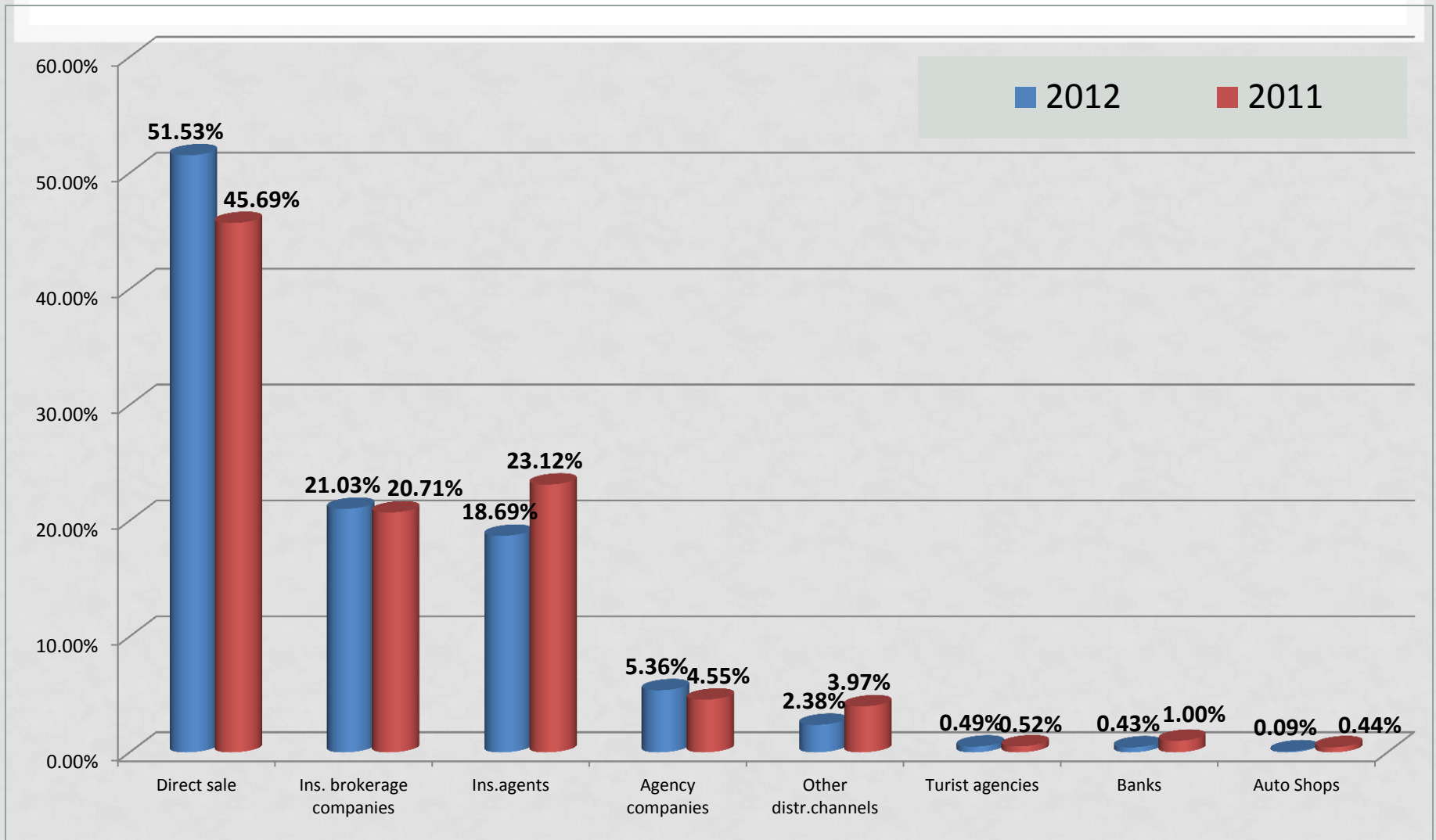


# INSURANCE MARKET OWNERSHIP STRUCTURE





# DISTRIBUTION CHANNELS



# FINANCIAL RESULTS (2012)

Non-life insurance:	- €1,047 m.
Life insurance:	- €1,126 m.
<b>Total:</b>	<b>- €2,173 m.</b>

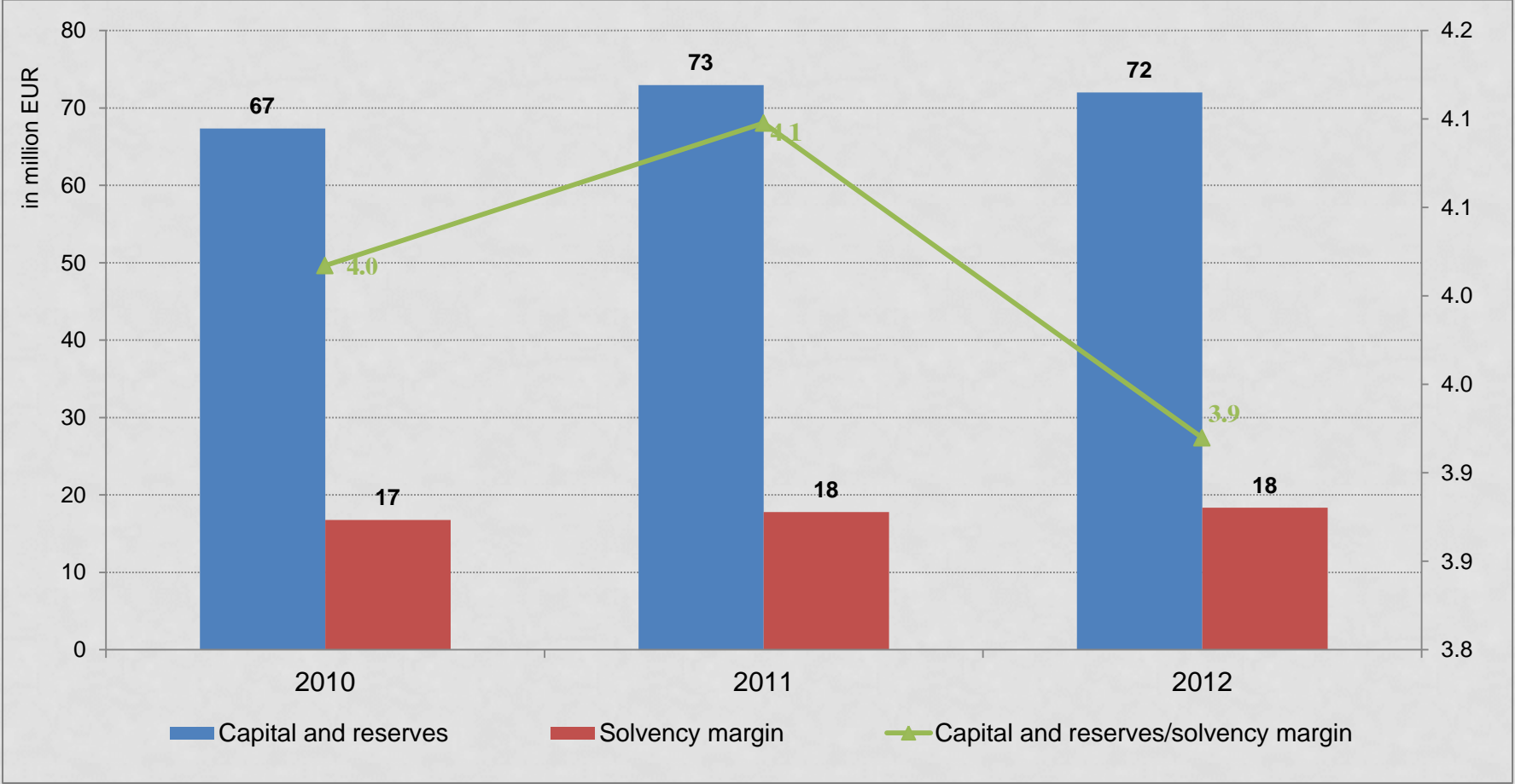
## 🕒 Profit

- Non-life insurance: 7 companies
- Life insurance: 2 companies

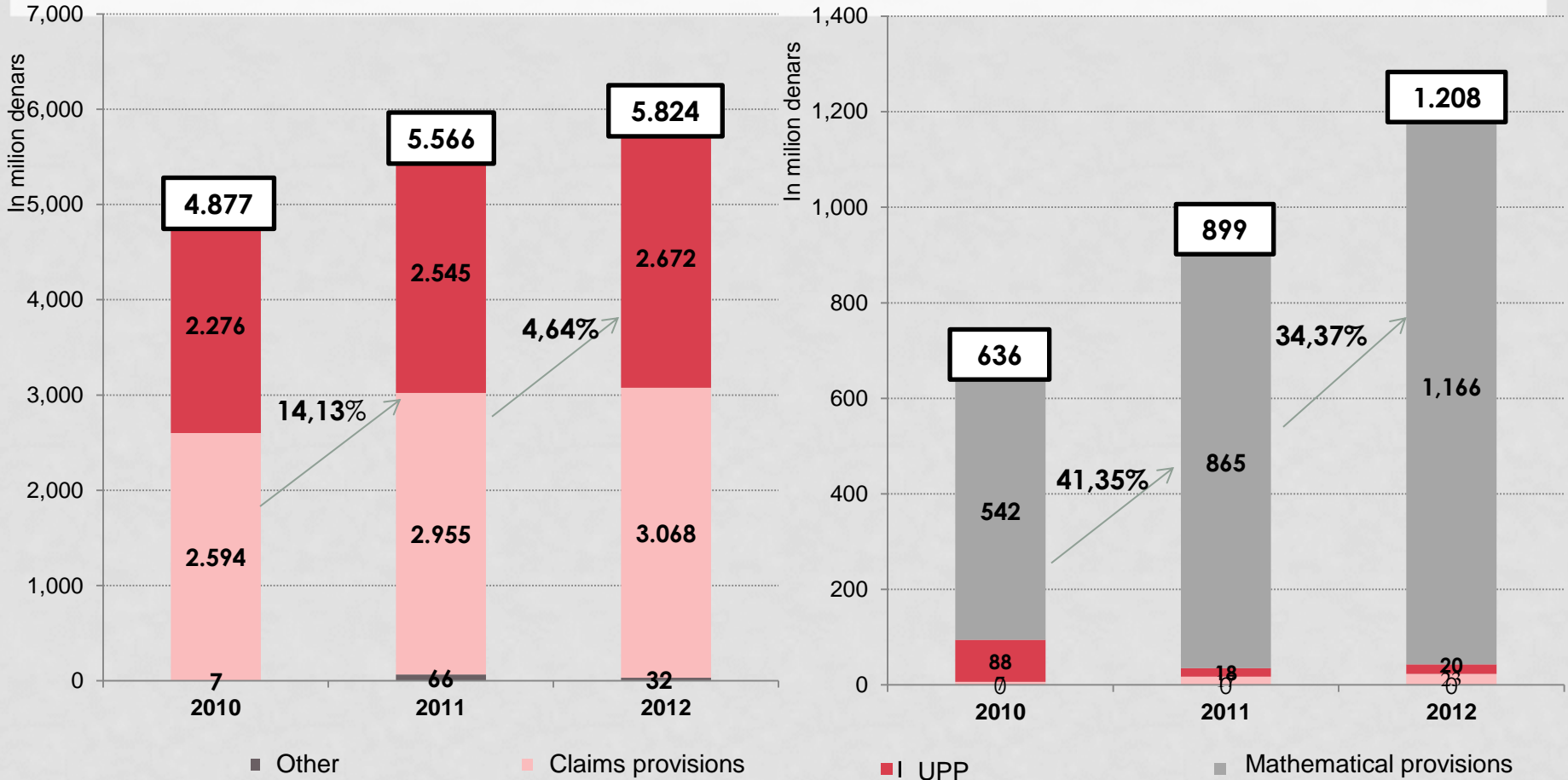
## 🕒 Loss

- Non-life insurance: 4 companies
- Life insurance: 2 companies

# CAPITAL & REQUIRED SOLVENCY MARGIN

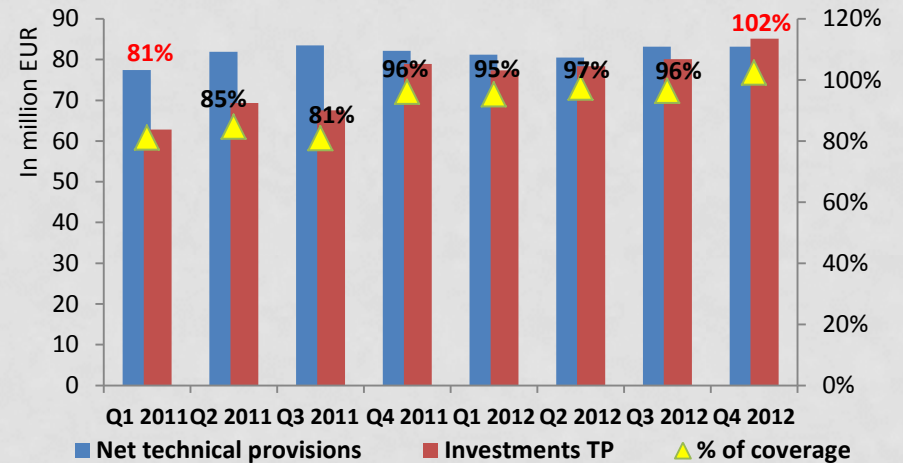
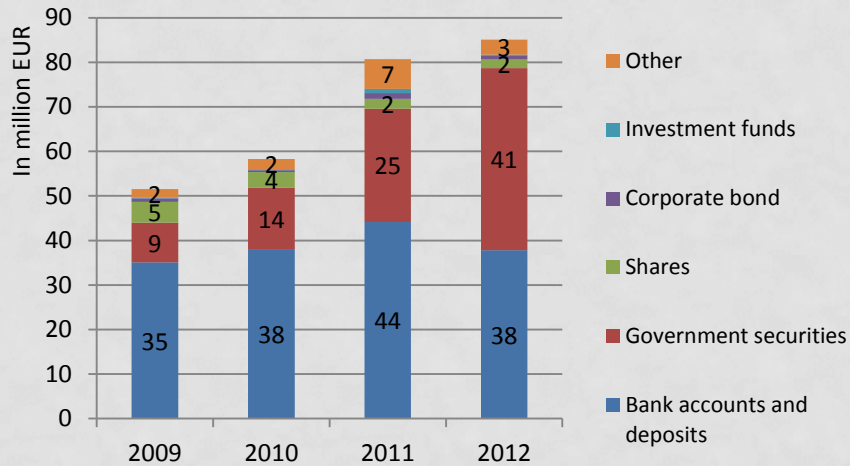


# TECHNICAL PROVISIONS

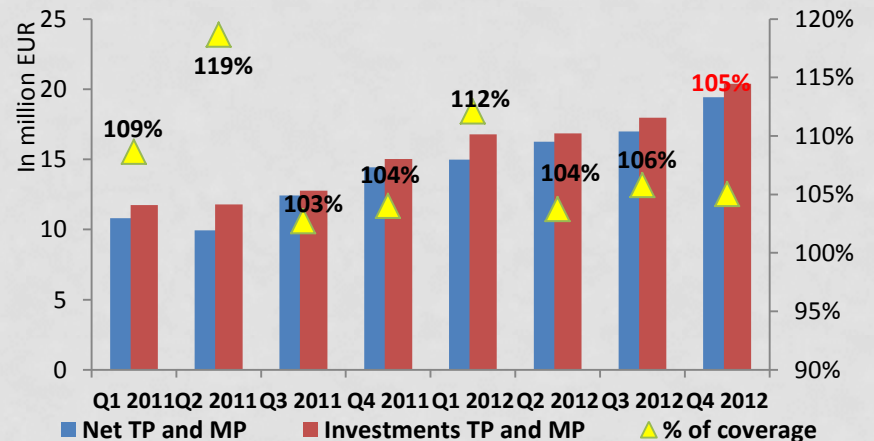
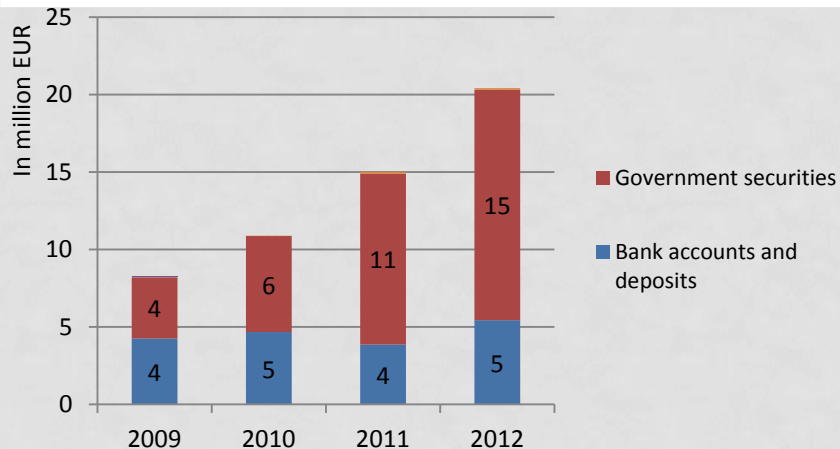


# INVESTMENTS- TECHNICAL PROVISIONS

## Non -life companies

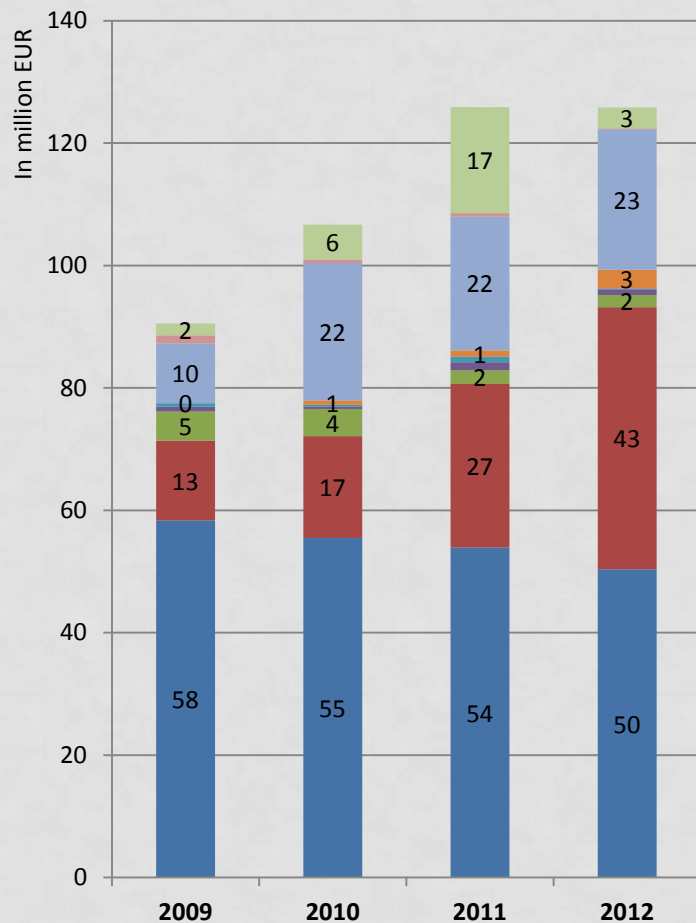


## Life companies

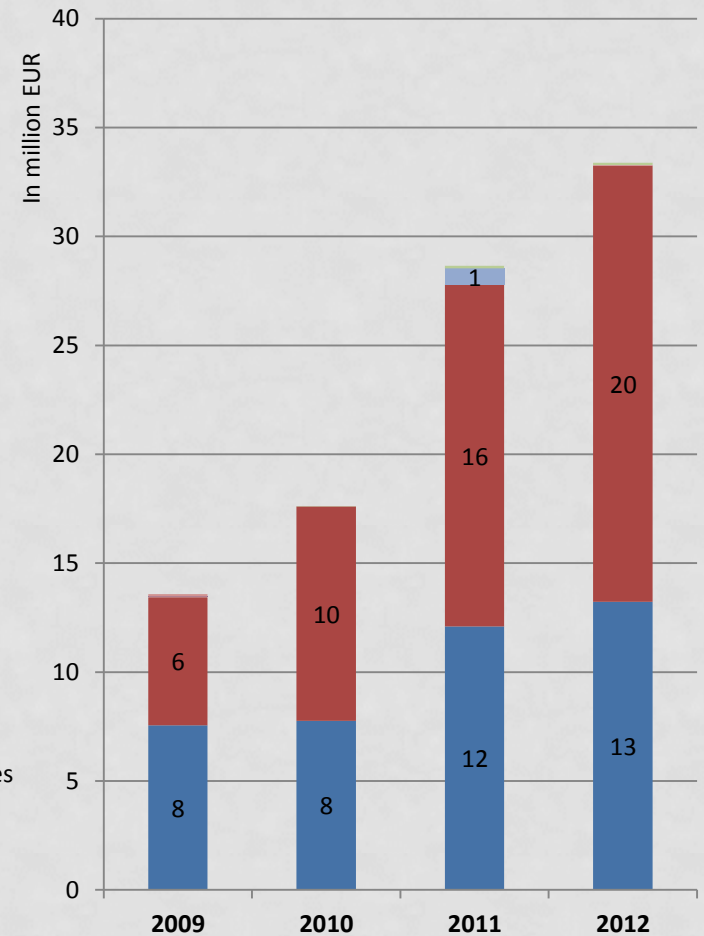


# INVESTMENTS - TOTAL

## Non-life companies



## Life companies



# THE REGULATIVE FRAMEWORK

- **Law on Insurance Supervision** – consolidated text (“Official Gazette of the Republic of Macedonia” No. 30/2012);
- **Law on compulsory insurance in traffic** (“Official Gazette of the Republic of Macedonia” No. 88/05, 70/06, 81/08, 47/11 and 135/11);
- **34 By-laws** (secondary legislation acts) regulating issues with regard to licensing, accounting and financial reporting as well as risk management and supervision .
  - 6 by- laws were adopted in 2012
- English version of the laws can be found at [www.aso.mk](http://www.aso.mk)



# CONSUMER PROTECTION- 2012

- ISA acted on cases submitted by policyholders and consumers of insurance products and services, and the results are as follows:
  - **82** complaints were submitted
  - **64** were resolved, of which 30 in favour of the policyholder and 34 rejected,
  - **14** were without a basis for procedure, or incomplete documentation, and
  - **4** are in the process of resolution.
- ISA published brochures and flyers for Agriculture insurance, Life insurance and Household insurance.

# INSURANCE MARKET CHALLENGES

- Regional project for catastrophe risk insurance where the Agency will have the function of an implementer of the project in the following period.
- Liberalization of the motor insurance and development of a legal framework in accordance with the EU standards.
- Implementation of the system of voluntary health insurance
- Implementation of the Law on payment of pension and pension benefits from fully funded pension

# Thank you!

Kosta Spaseski, MSc, Head of Off-site supervision Unit  
INSURANCE SUPERVISION AGENCY  
Vasil Glavinov No.12, TCC Plaza, 2nd floor  
1000 Skopje, Macedonia  
Tel: +389 2 3254 050 Fax: +389 2 3290 240  
E-mail: [kosta.spaseski@aso.mk](mailto:kosta.spaseski@aso.mk)  
[www.aso.mk](http://www.aso.mk)