

LIFE INSURANCE RANKING**In local currency, MKD m**

No.	Company	GROSS WRITTEN PREMIUMS			PAID CLAIMS			MARKET SHARE	
		4Q2017	4Q2016	Change	4Q2017	4Q2016	Change	4Q2017	4Q2016
1	CROATIA	622,25	552,77	12,57%	106,22	110,49	-3,87%	43,03%	42,79%
2	GRAWE	507,20	470,00	7,92%	116,24	53,46	117,42%	35,08%	36,39%
3	WINNER	230,09	195,92	17,44%	24,31	37,45	-35,10%	15,91%	15,17%
4	UNIQA	86,45	72,99	18,43%	6,05	6,06	-0,15%	5,98%	5,65%
TOTAL MARKET		1,45	1,29	11,95%	0,25	0,21	21,86%	100,00%	100,00%

NON-LIFE INSURANCE RANKING**In local currency, MKD m**

No.	Company	GROSS WRITTEN PREMIUMS			PAID CLAIMS			MARKET SHARE	
		4Q2017	4Q2016	Change	4Q2017	4Q2016	Change	4Q2017	4Q2016
1	TRIGLAV	1.312,65	1.328,14	-1,17%	598,50	534,64	11,94%	17,39%	17,88%
2	EUROLINK	904,48	845,60	6,96%	324,60	279,71	16,05%	11,99%	11,38%
4	MAKEDONIJA	853,82	936,35	-8,81%	302,39	327,32	-7,62%	11,31%	12,60%
3	SAVA	783,31	751,54	4,23%	555,97	310,27	79,19%	10,38%	10,11%
5	WINNER	733,35	801,49	-8,50%	312,00	773,78	-59,68%	9,72%	10,79%
6	UNIQA	697,72	696,99	0,11%	280,33	306,72	-8,61%	9,25%	9,38%
7	INSURANCE POLICY	697,06	644,31	8,19%	276,88	235,35	17,65%	9,24%	8,67%
8	EVROINS	573,15	532,28	7,68%	245,43	211,68	15,94%	7,60%	7,16%
9	CROATIA	403,34	371,42	8,59%	168,63	167,81	0,49%	5,34%	5,00%
10	NOVA	313,19	323,54	-3,20%	163,32	181,28	-9,91%	4,15%	4,35%
11	EUROSIG	274,17	198,31	38,25%	96,79	69,90	38,48%	3,63%	2,67%
TOTAL MARKET		7,55	7,43	1,57%	3,32	3,40	-2,17%	100,00%	100,00%

Explanation

1. The data are taken from the Supervisory Reports of the Insurance Supervision Agency and represent preliminary data. After the verification, the final data are published in the section Insurance Industry Reports on the website of the Insurance Supervision Agency.

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2. Insurance companies are presented in two groups according to the area in which they operate, as non-life and life insurance companies sorted in descending order of gross written premium.

Exchange rate for calculations:

1 EUR = 61.4907 Denars, MKD (December 31st, 2017)

1 EUR = 61.4812 Denars, MKD (December 31st, 2016)