



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

STATISTICS

OF INSURANCE MARKET IN BOSNIA AND HERZEGOVINA

2023 ANNUAL REPORT

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ACRONYMS

| | |
|------|--------------------------------------|
| BiH | Bosnia and Herzegovina |
| FBiH | Federation of Bosnia and Herzegovina |
| RS | Republic of Srpska |
| BDP | Gross Domestic Product |
| EU | European Union |
| HHI | Herfindahl-Hirschman Index |



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

Preface

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PREFACE



Dear readers,

As of 31 December 2023, total of 24 insurance companies and one reinsurance company operated in the insurance sector of Bosnia and Herzegovina. Out of 24 insurance companies, 15 companies dealt exclusively with non-life insurance, while the other nine companies were active in business and life and non-life insurance. Out of the total number of insurance and reinsurance companies in Bosnia and Herzegovina, 14 companies are majority-domestic, and 11 are majority-foreign-owned.

According to the collected data, the total gross premium charged in the insurance sector of Bosnia and Herzegovina in 2023 was BAM 984,030,976, which is an increase of 11.69% compared to 2022. The share of companies based in FBiH in the total premium amounts to 69.35%, while the share of companies based in RS is 30.65%.

The non-life insurance premium was BAM 784,526,423 and had a share in the total premium of 79.73%. The life insurance premium amounted to BAM 199,504,553 and a share in the total premium of 20.27%, which represents a small decrease in the share in the total premium.

In 2023, 10 insurance companies and one reinsurance company operated in the Federation of Bosnia and Herzegovina, while 14 insurance companies operated in the Republic of Srpska. According to the submitted data, the total gross premium charged in the Federation of Bosnia and Herzegovina amounted to BAM 682,450,361. In the Republic of Srpska, the total gross premium charged amounted to BAM 301,580,615.

In the overall ranking of insurance companies operating in Bosnia and Herzegovina in 2023, according to the amount of the total premium, ASA Central osiguranje dd takes the first place, with a total premium in the amount of BAM 108,901,959. From 1 January 2023, Central osiguranje dd is deleted from the court registry of companies and joins the company ASA osiguranje dd, which continues to operate under the name ASA Central osiguranje dd

Second place is taken by Adriatic osiguranje dd with a total premium of BAM 95,053,511, third place by Uniqa osiguranje dd with a total premium of BAM 79,291,068, followed by Euroherc osiguranje dd with a total premium of BAM 77,972,393 and Triglav osiguranje dd with a total premium in the amount of BAM 74,664,468.

Measured by Herfindahl Hirschman's market concentration index, the level of competition on the life insurance market in Bosnia and Herzegovina was still moderate in 2023. On the other hand, the non-life insurance market as well as the total insurance market, i.e. the life and non-life insurance market, was characterized by a high level of competition in 2023, as in previous years. According to the Herfindahl Hirschman index, the insurance market on Bosnia and Herzegovina is a non-concentrated market.

As part of activities related to international cooperation in 2023, representatives of the Insurance Agency of Bosnia and Herzegovina participated in international meetings, conferences and regional forums in the field of insurance.

In the course of 2023, the Agency continued to publish quarterly data on insurance premiums, claims, ranking of insurance companies and market concentration on its official website, in accordance with available data. The first Annual Bulletin „Statistics of the Insurance Market of Bosnia and Herzegovina for 2022“ was created and published on the Agency's website.

Finally, taking into account the results achieved on the insurance market in Bosnia and Herzegovina in 2023, it can be concluded that non-life insurance has the largest share in the total premium with 80%. Auto liability insurance, as mandatory insurance, accounts for almost 50% of the total premium.

As in previous years, I sincerely thank all relevant institutions and collaborators for the effort and time devoted to the preparation and creation of the annual statistical publication for the insurance market in Bosnia and Herzegovina.

Sarajevo, August 2024

Director of the Insurance Agency
of Bosnia and Herzegovina

Emina Jahić





INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

CHAPTER 1

Overview of macroeconomic indicators in BiH

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1 Overview of macroeconomic indicators in BiH

TABLE 1 | Macroeconomic indicators in BiH from 2020 to 2023

| Indicators | Year | | | |
|---|---------|---------|---------|---------|
| | 2020 | 2021 | 2022 | 2023 |
| Nominal GDP (in BAM m)* | 35,360 | 38,637 | 45,505 | 51,699 |
| GDP per capita (in BAM) | 9,853 | 11,196 | 13,263 | 15,088 |
| Real GDP (growth rate in %) | -4.60 | 7.50 | 4.10 | 1.60 |
| Consumer Price Index (%)** | -1.10 | 2.00 | 14.00 | 6.10 |
| Population (estimate in thousands)*** | 3,475 | 3,451 | 3,431 | 3,427 |
| Number of unemployed | 413,627 | 375,804 | 354,323 | 343,500 |
| Number of employed | 813,942 | 834,796 | 845,247 | 852,813 |
| Average gross salary (in BAM) | 1,476 | 1,542 | 1,723 | 1,947 |
| Average net salary (in BAM) | 956 | 998 | 1,122 | 1,263 |
| Import-export ratio (%) | 62.30 | 66.10 | 62.80 | 60.10 |
| Government sector's foreign debt (in BAM m) | 8,687 | 9,348 | 9,257 | 8,861 |
| Foreign debt (as percentage of GDP) | 24.60 | 24.20 | 20.00 | 17.10 |

Data sources: BiH Statistics Agency and Central Bank of BiH
 * Nominal GDP includes the Brcko District.
 ** Average movement of the consumer price index compared to the previous year.
 *** Total number of population in Bosnia and Herzegovina also includes the Brcko District.
 For the creation of the publication, preliminary data from the mentioned sources were used.

Macroeconomic indicators in Bosnia and Herzegovina, presented in this chapter, refer to the period from 2020 to 2023. In 2023, the growth rate of real GDP was recorded in the amount of 1.60%. On the labor market, last year's trend of increasing the number of employed persons and decreasing the number of unemployed

persons in Bosnia and Herzegovina continued. In 2023, the trend of decreasing population continued. Average net and gross salaries increased slightly. The external debt of the government sector was reduced in 2023, as was its percentage in GDP.

1.1 Macroeconomic indicators in FBiH

TABLE 2 | Macroeconomic indicators in FBiH from 2020 to 2023

| Indicators | Year | | | |
|------------------------------------|---------|---------|---------|---------|
| | 2020 | 2021 | 2022 | 2023 |
| Nominal GDP (in BAM m) | 22,243 | 25,194 | 29,355 | 31,844 |
| GDP per capita (in BAM) | 10,182 | 11,617 | 13,610 | 14,811 |
| Real GDP (growth rate in %) | 3.70 | 8.00 | 4.00 | 1.80 |
| Consumer Price Index (%)* | 0.90 | 2.10 | 14.90 | 5.10 |
| Population (estimate in thousands) | 2,185 | 2,169 | 2,157 | 2,150 |
| Number of unemployed | 323,244 | 299,717 | 285,158 | 271,904 |
| Number of employed | 520,162 | 525,397 | 535,665 | 541,261 |
| Average gross salary (in BAM) | 1,472 | 1,543 | 1,724 | 1,959 |
| Average net salary (in BAM) | 956 | 996 | 1,114 | 1,261 |
| Import-export ratio (%) | 58.80 | 63.30 | 59.40 | 56.60 |

Data source: Federal Statistics Institute
 * Average movement of the consumer price index compared to the previous year.
 For the creation of the publication, preliminary data from the mentioned source were used.

1.2 Macroeconomic indicators in RS

TABLE 3 | Macroeconomic indicators in RS from 2020 to 2023

| Indicators | Year | | | |
|------------------------------------|---------|---------|---------|---------|
| | 2020 | 2021 | 2020 | 2023 |
| Nominal GDP (in BAM m) | 11,130 | 12,500 | 14,535 | 16,074 |
| GDP per capita (in BAM) | 9,795 | 11,078 | 12,975 | 14,418 |
| Real GDP (growth rate in %) | -2.50 | 6.90 | 3.90 | 2.10 |
| Consumer Price Index (%)* | 0.99 | 1.70 | 12.70 | 7.00 |
| Population (estimate in thousands) | 1,136 | 1,128 | 1,120 | 1,115 |
| Number of unemployed | 83,164 | 69,987 | 64,295 | 58,790 |
| Number of employed | 274,227 | 279,030 | 286,679 | 290,491 |
| Average gross salary (in BAM) | 1,485 | 1,546 | 1,730 | 1,937 |
| Average net salary (in BAM) | 956 | 1,004 | 1,144 | 1,274 |
| Import-export ratio (%) | 75.70 | 79.40 | 75.70 | 73.60 |

Data source: RS Statistics Institute

* Average movement of the consumer price index compared to the previous year.

For the creation of the publication, preliminary data from the mentioned source were used.



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CHAPTER 2

Financial services sector in BiH

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2 Financial services sector in BiH

2.1 Structure of BiH financial services sector

The total assets of the financial sector in Bosnia and Herzegovina in 2023 were in the amount of BAM 44.56 billion. The banking sector in Bosnia and Herzegovina achieved the largest share of 87.65% in the total assets of the financial sector, which confirms the bank-centric nature of the financial services sector in Bosnia and Herzegovina.

The growth of the total assets of financial institutions was recorded in the amount of 5.94% compared to 2022.

In the financial services sector, banks recorded an asset growth of 5.71% in 2023 compared to 2022,

which is slightly higher than last year's growth. Investment funds recorded a decline in assets of 2.44% compared to the previous year. Insurance and reinsurance companies achieved growth of 6.30% compared to the previous year. Microcredit organizations recorded an increase in assets in the amount of 13.89%.

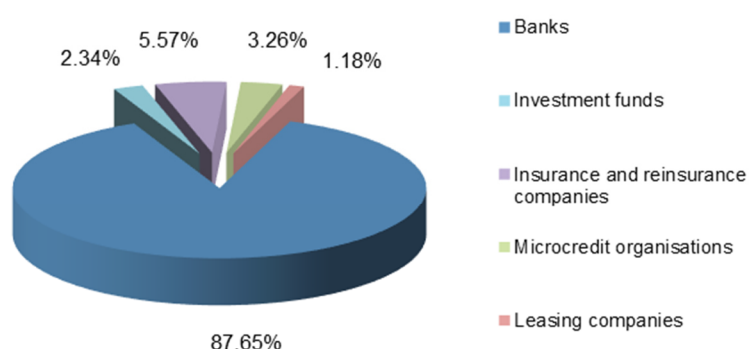
In 2023, leasing companies recorded an increase in assets compared to 2022 by 20.20%. In 2023, there were no registered leasing providers based in the Republic of Srpska.

TABLE 4 | Structure of BiH financial services sector in 2021, 2022 and 2023

| Segments of the financial services sector (financial institutions) | 2021 | | 2022 | | 2023 | | Assets growth index | |
|--|-------------------|------------|-------------------|------------|-------------------|------------|---------------------|---------------|
| | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | 22/21 | 23/22 |
| Banks | 35,442 | 88.35 | 36,945 | 87.84 | 39,056 | 87.65 | 104.24 | 105.71 |
| Investment funds | 935 | 2.33 | 1,070 | 2.54 | 1,044 | 2.34 | 114.49 | 97.56 |
| Insurance and reinsurance companies | 2,196 | 5.47 | 2,335 | 5.55 | 2,482 | 5.57 | 106.33 | 106.30 |
| Microcredit organisations | 1,170 | 2.92 | 1,274 | 3.03 | 1,451 | 3.26 | 108.96 | 113.89 |
| Leasing companies | 374 | 0.93 | 437 | 1.04 | 525 | 1.18 | 116.94 | 120.20 |
| Total for the sector | 40,116 | 100 | 42,062 | 100 | 44,559 | 100 | 104.85 | 105.94 |

Data sources: FBiH Banking Agency, RS Banking Agency, FBiH Securities Commission, RS Securities Commission, FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 1 | Shares of financial institutions in the BiH financial services sector in 2023



2.1.1 Structure of FBiH financial services sector

TABLE 5 | Structure of FBiH financial services sector in 2021, 2022 and 2023

| Segments of the financial services sector (financial institutions) | 2021 | | 2022 | | 2023 | | Assets growth index | |
|--|-------------------|------------|-------------------|------------|-------------------|------------|---------------------|---------------|
| | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | 22/21 | 23/22 |
| Banks | 25,891 | 88.17 | 27,188 | 87.80 | 29,026 | 87.76 | 105.01 | 106.76 |
| Investment funds | 774 | 2.63 | 897 | 2.90 | 866 | 2.62 | 115.88 | 96.59 |
| Insurance and reinsurance companies | 1,632 | 5.56 | 1,715 | 5.54 | 1,828 | 5.53 | 105.09 | 106.59 |
| Microcredit organisations | 693 | 2.36 | 729 | 2.35 | 827 | 2.50 | 105.11 | 113.51 |
| Leasing companies | 374 | 1.27 | 437 | 1.41 | 525 | 1.59 | 116.94 | 120.20 |
| Total for the sector | 29,364 | 100 | 30,966 | 100 | 33,073 | 100 | 105.46 | 106.80 |

Data sources: FBiH Banking Agency, FBiH Securities Commission and FBiH Insurance Supervisory Agency

2.1.2 Structure of RS financial services sector

TABLE 6 | Structure of RS financial services sector in 2021, 2022 and 2023

| Segments of the financial services sector (financial institutions) | 2021 | | 2022 | | 2023 | | Assets growth index | |
|--|-------------------|------------|-------------------|------------|-------------------|------------|---------------------|---------------|
| | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | Assets (in BAM m) | Share (%) | 22/21 | 23/22 |
| Banks | 9,551 | 88.83 | 9,757 | 87.95 | 10,031 | 87.33 | 102.16 | 102.80 |
| Investment funds | 161 | 1.50 | 173 | 1.56 | 178 | 1.55 | 107.79 | 102.61 |
| Insurance and reinsurance companies | 564 | 5.24 | 620 | 5.57 | 654 | 5.69 | 109.94 | 105.50 |
| Microcredit organisations | 476 | 4.43 | 546 | 4.92 | 624 | 5.43 | 114.57 | 114.41 |
| Leasing companies | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0.00 | 0.00 |
| Total for the sector | 10,752 | 100 | 11,096 | 100 | 11,486 | 100 | 103.20 | 103.52 |

Data sources: RS Banking Agency, RS Securities Commission and RS Insurance Agency

2.2 Comparison of the banking and insurance sectors in FBiH and RS

Taking into account the importance of the role of the insurance sector and its growth in the financial services sector in recent years, the following tables show a comparison of the banking and insurance sectors in

BiH and its entities individually. The balance sheet values of assets and capital were used as criteria for this overview.

TABLE 7 | Assets and capital in the banking and insurance and reinsurance sectors in BiH in 2021, 2022 and 2023 (in BAM K)

| | 2021 | | 2022 | | 2023 | | Asset growth index | | | |
|----------------|------------|---------------------------|------------|---------------------------|------------|---------------------------|--------------------|--------|---------------------------|--------|
| | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance | Banks | | Insurance and reinsurance | |
| Institution | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance | 22/21 | 23/22 | 22/21 | 23/22 |
| Assets | 35,442,128 | 2,195,880 | 36,945,381 | 2,334,977 | 39,056,185 | 2,482,142 | 104.24 | 105.71 | 106.33 | 106.30 |
| Capital | 4,224,647 | 516,233 | 4,453,331 | 529,313 | 4,883,918 | 564,722 | 105.41 | 109.67 | 102.53 | 106.69 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency, Agencija za bankarstvo FBiH, Agencija za bankarstvo RS-a

TABLE 8 | Assets and capital in the banking and insurance and reinsurance sectors in FBiH and RS in 2021, 2022 and 2023 (in BAM K)

| | Entity | 2021 | | 2022 | | 2023 | |
|----------------|--------|------------|---------------------------|------------|---------------------------|------------|---------------------------|
| | | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance | Banks | Insurance and reinsurance |
| Assets | FBiH | 25,890,828 | 1,632,330 | 27,188,181 | 1,715,428 | 29,025,585 | 1,828,490 |
| | RS | 9,551,300 | 563,550 | 9,757,200 | 619,549 | 10,030,600 | 653,653 |
| Capital | FBiH | 3,108,147 | 349,817 | 3,237,331 | 356,356 | 3,577,818 | 392,726 |
| | RS | 1,116,500 | 166,417 | 1,216,000 | 172,957 | 1,306,100 | 171,996 |

Data sources: FBiH Insurance Supervisory Agency, Agencija za bankarstvo FBiH, Agencija za osiguranje RS-a, Agencija za bankarstvo RS-a

In 2023, the banking sector in BiH, compared to 2022, recorded an increase in assets in the amount of 5.71% and an increase in capital in the amount of 9.67%.

In the insurance and reinsurance sector, assets grew in the amount of BAM 147.16 million (6.30%) compared to 2022. Capital in the insurance and reinsurance sector in the observed period increased by 6.69%, which is BAM 35.41 million in absolute terms.

2.2.1 Aggregated balance sheet of companies with headquarters in FBiH

TABLE 9 | Aggregated balance sheet of insurance and reinsurance companies with headquarters in FBiH in 2022 and 2023

| ASSETS | | 2022 | 2023 |
|--------|--|---------------|---------------|
| A | INTANGIBLE ASSETS | 10,061,180 | 10,887,982 |
| 1 | Goodwill | 2,435,784 | 2,410,784 |
| 2 | Other intangible assets | 7,625,396 | 8,477,198 |
| B | TANGIBLE ASSETS | 170,402,480 | 166,837,689 |
| 1 | Land and buildings used for company's business operations | 134,777,033 | 129,391,510 |
| 2 | Equipment | 19,913,246 | 22,611,236 |
| 3 | Other tangible assets | 15,712,201 | 14,834,943 |
| C | INVESTMENTS | 1,088,766,863 | 1,222,798,910 |
| I | Land and buildings not used for company's business operations | 93,570,430 | 114,826,100 |
| | Other tangible assets not used for company's business operations | 15,640,514 | 9,594,188 |
| II | Investments in subsidiaries, associated companies and participating in joint ventures | 13,615,981 | 19,926,371 |
| 1 | Shares and participations in subsidiaries | 7,409,153 | 7,259,154 |
| 2 | Shares and participations in associated companies | 6,206,828 | 12,667,217 |
| III | Other financial investments | 965,939,938 | 1,078,452,251 |
| 1 | Financial assets held to maturity | 165,318,021 | 217,609,796 |
| 1.1 | Debt securities and other securities with fixed income | 165,318,021 | 217,609,796 |
| 1.2 | Other investments held to maturity | 0 | 0 |
| 2 | Investments available for sale | 256,757,239 | 307,148,617 |
| 2.1 | Share of stocks, shares and other securities that carry variable income | 39,400,748 | 43,028,436 |
| 2.2 | Debt securities and other securities with fixed income | 200,472,419 | 247,098,946 |
| 2.3 | Shares in investment funds | 3,207,730 | 3,344,893 |
| 2.4 | Other investments available for sale | 13,676,342 | 13,676,342 |
| 3 | Investments at fair value through profit and loss account | 13,554,715 | 12,265,265 |
| 3.1 | Share of stocks, shares and other securities that carry variable income | 7,791,422 | 6,052,594 |
| 3.2 | Debt securities and other securities with fixed income | 0 | 0 |
| 3.3 | Shares in investment funds | 5,763,293 | 6,212,671 |
| 3.4 | Other investments | 0 | 0 |
| 4 | Deposits, loans and receivables | 530,309,963 | 541,428,573 |
| 4.1 | Deposits with credit institutions (banks) | 502,621,451 | 512,575,764 |
| 4.2 | Loans | 18,199,054 | 19,343,007 |
| 4.3 | Other loans and receivables | 9,489,458 | 9,509,802 |
| IV | Deposits as accepting of insurance business into reinsurance (deposits with cedent) | 0 | 0 |
| D | INVESTMENTS FOR THE ACCOUNT AND RISK OF POLICYHOLDER OF LIFE INSURANCE | 0 | 0 |
| E | REINSURANCE SHARE IN THE TECHNICAL PROVISIONS | 193,765,002 | 185,163,101 |
| 1 | Unearned premiums, share of reinsurance | 51,495,767 | 43,971,541 |
| 2 | Mathematical reserve in insurance, share of reinsurance | 17,920,117 | 1,776,677 |
| 3 | Reservations for claims, share of reinsurance | 124,416,143 | 139,671,543 |
| 4 | Reserves for premium returns dependent and independent of the result (bonuses and discounts) and reserves for recourse of receivables for claims, share of reinsurance | -67,025 | -256,660 |
| 5 | Reserve for unexpired risks, share of reinsurance | 0 | 0 |
| 6 | Other technical reserves in insurance, share of reinsurance | 0 | 0 |

| ASSETS | | 2022 | 2023 |
|----------|--|---------------|---------------|
| 7 | Technical reserves of life insurance where the policyholder bears the risk, share of reinsurance | 0 | 0 |
| F | DEFERRED TAX ASSETS | 1,121,003 | 623,658 |
| 1 | Deferred tax assets | 1,121,003 | 623,658 |
| G | RECEIVABLES | 75,289,652 | 92,563,901 |
| 1 | Receivables from direct insurance operations | 44,371,752 | 56,313,929 |
| 1.1 | From the insured | 44,328,079 | 56,255,585 |
| 1.2 | From agents or insurance brokers | 43,673 | 58,344 |
| 2 | Receivables from coinsurance and reinsurance | 16,002,635 | 22,269,964 |
| 3 | Other receivables | 14,915,265 | 13,980,008 |
| 3.1 | Receivables from other insurance operations | 77,799 | 36,445 |
| 3.2 | Receivables for returns on investments | 1,810,656 | 2,450,290 |
| 3.3 | Other receivables | 13,026,810 | 11,493,273 |
| H | OTHER ASSETS | 95,264,102 | 60,734,886 |
| 1 | Cash at bank and at the cash register | 94,973,464 | 60,483,580 |
| 1.1 | Money on business account | 89,177,452 | 56,428,206 |
| 1.2 | Funds in the account of assets for covering mathematical reserves | 5,552,561 | 3,756,765 |
| 1.3 | Cash assets at the cash register | 243,451 | 298,609 |
| 2 | Non-current assets intended for sale and termination of business | 4,702 | 0 |
| 3 | Other assets and stocks | 285,936 | 251,306 |
| I | PAID COSTS OF FUTURE PERIOD AND UNDUE COLLECTION OF INCOME | 80,757,409 | 88,879,514 |
| 1 | Deferred interests and rents | 17,313,845 | 15,646,624 |
| 2 | Deferred acquisition costs | 41,838,234 | 50,599,987 |
| 3 | Other prepaid costs of future period and undue collection of the period | 21,605,332 | 22,632,903 |
| J | TOTAL ASSETS (A+B+C+D+E+F+G+H+I) | 1,715,427,693 | 1,828,489,641 |
| K | OFF BALANCE RECORDS | 51,404,253 | 55,746,973 |

| LIABILITIES | | 2022 | 2023 |
|-------------|--|-------------|-------------|
| A | CAPITAL AND RESERVES | 356,355,739 | 392,725,933 |
| 1 | Subscribed capital | 187,474,225 | 186,721,697 |
| 1.1 | Paid-in capital - ordinary shares | 184,542,777 | 183,790,249 |
| 1.2 | Paid-in capital - preferred shares | 2,931,448 | 2,931,448 |
| 1.3 | Own shares | 0 | 0 |
| 2 | Premiums on issued shares (capital reserves) | 0 | 0 |
| 3 | Revaluation reserves | 10,717,810 | 19,081,257 |
| 3.1 | Land and buildings | 9,881,600 | 9,858,187 |
| 3.2 | Financial investments | 836,210 | 9,223,070 |
| 3.3 | Other revaluation reserves | 0 | 0 |
| 4 | Reserves | 69,063,382 | 71,645,644 |
| 4.1 | Legal reserves | 58,070,076 | 60,535,882 |
| 4.2 | Statutory reserves | 10,433,382 | 10,433,382 |
| 4.3 | Other reserves | 559,924 | 676,380 |
| 5 | Transferred (retained) profit or loss | 56,442,820 | 73,955,963 |
| 5.1 | Retained earnings | 83,367,637 | 100,880,780 |

| LIABILITIES | | 2022 | 2023 |
|-------------|--|---------------|---------------|
| 5.2 | Transferred losses (-) | -26,924,817 | -26,924,817 |
| 6 | Profit or loss of the current accounting period | 32,657,502 | 41,321,372 |
| 6.1 | Profit of the current accounting period | 32,657,502 | 41,464,286 |
| 6.2 | Loss of the current accounting period (-) | 0 | -142,914 |
| B | OBLIGATIONS OF THE SECOND ORDER (SUBORDINATED OBLIGATIONS) | 0 | 0 |
| C | TECHNICAL RESERVES | 1,253,891,831 | 1,318,508,379 |
| 1 | Unearned premiums, gross amount | 288,109,271 | 299,289,274 |
| 2 | Mathematical reserves in insurance, gross amount | 641,495,908 | 672,648,966 |
| 3 | Reserves for claims incurred and reported and claims incurred but not reported, gross amount | 321,014,144 | 341,449,034 |
| 4 | Reserves for premium returns dependent and independent on the result (bonuses and discounts), gross amount | 670,088 | 390,677 |
| 5 | Reserve for recourses of receivables, gross amount | 0 | 0 |
| 6 | Reserves for unexpired risks, gross amount | 2,602,420 | 4,730,428 |
| D | TECHNICAL RESERVES FOR LIFE INSURANCE WHEN THE CONTRACTOR BEARS THE RISK | 0 | 0 |
| E | OTHER RESERVES | 5,171,291 | 3,870,397 |
| 1 | Reserves for pensions and similar obligations | 2,130,497 | 2,068,994 |
| 2 | Other reserves | 3,040,794 | 1,801,403 |
| F | DEFERRED TAX LIABILITY | 801,868 | 685,149 |
| 1 | Deferred tax liability | 801,868 | 685,149 |
| G | RETAINED DEPOSITS FROM THE BUSINESS SUBMITTED TO REINSURANCE | 0 | 0 |
| H | FINANCIAL OBLIGATIONS | 21,078,588 | 16,354,239 |
| 1 | Commitments for loans | 5,109,984 | 3,177,393 |
| 2 | Liabilities for issued securities | 0 | 0 |
| 3 | Other financial liabilities | 15,968,604 | 13,176,846 |
| I | OTHER LIABILITIES | 48,813,909 | 57,584,322 |
| 1 | Liabilities arising from direct insurance operations | 1,615,813 | 3,754,573 |
| 2 | Obligations arising from coinsurance and reinsurance business | 16,632,661 | 17,288,842 |
| 3 | Other liabilities from insurance business | 9,774,115 | 11,022,408 |
| 4 | Other liabilities | 20,791,320 | 25,518,499 |
| 5 | Liabilities for alienation and discontinued operations | 0 | 0 |
| J | DEFERRED PAYMENTS OF EXPENSES AND INCOMES OF FUTURE PERIOD | 29,314,467 | 38,761,222 |
| 1 | Deferred reinsurance commission | 2,536,051 | 3,459,491 |
| 2 | Other deferred expenses and income of future periods | 26,778,416 | 35,301,731 |
| K | TOTAL LIABILITIES (A+B+C+D+E+F+G+H+I+J) | 1,715,427,693 | 1,828,489,641 |
| L | OFF BALANCE RECORDS | 51,404,253 | 55,746,973 |

Data source: FBiH Insurance Supervisory Agency

2.2.2 Aggregated profit and loss account of companies with headquarters in FBiH

TABLE 10 | Aggregated profit and loss account of insurance and reinsurance companies with headquarters in FBiH in 2022 and 2023

| DESCRIPTION | | 2022 | 2023 |
|-------------|---|--------------|--------------|
| I | EARNED PREMIUMS (RECOGNISED IN INCOME) | 558,673,358 | 616,753,341 |
| 1 | Gross written premium | 704,700,782 | 780,387,830 |
| 2 | Coinsurance premium | 2,380,455 | 2,925,411 |
| 3 | Value adjustment and collected value adjustment of premium (in insurance) coinsurance | -2,125,200 | -2,098,286 |
| 4 | Premium submitted to reinsurance (-) | -130,033,698 | -138,852,853 |
| 5 | Premium submitted to coinsurance (-) | -4,452,595 | -5,793,013 |
| 6 | Change in gross unearned premium reserves (+/-) | -24,080,006 | -11,921,914 |
| 7 | Change in reserves for unearned premiums, share of reinsurance (+/-) | 12,953,210 | -7,489,378 |
| 8 | Change in reserves for unearned premiums, share of coinsurance (+/-) | -669,590 | -404,456 |
| II | INVESTMENT INCOMES | 36,318,766 | 36,120,375 |
| 1 | Income from subsidiaries, associated companies and participating in joint ventures | 2,086,097 | 2,309,938 |
| 2 | Income from investments in land and buildings | 5,832,516 | 6,040,023 |
| 2.1 | Income from rent | 5,689,841 | 6,040,023 |
| 2.2 | Income from increased value of land and buildings | 142,675 | 0 |
| 2.3 | Income from sale of land and buildings | 0 | 0 |
| 3 | Income from interest | 13,804,113 | 14,985,667 |
| 4 | Unrealized gains from investments at fair value through profit and loss account | 5,966,365 | 3,380,500 |
| 5 | Gains from the sale (realisation) of financial investments | 267,343 | 329,875 |
| 5.1 | Investments at fair value through profit and loss account | 56,681 | 12,439 |
| 5.2 | Investments available for sale | 183,997 | 160,617 |
| 5.3 | Other gains from sale of financial investments | 26,665 | 156,819 |
| 6 | Net foreign exchange gains | 1,222 | 1,603 |
| 7 | Other income from investment | 8,361,110 | 9,072,769 |
| III | INCOME FROM FEES AND COMMISSIONS | 29,650,977 | 33,707,200 |
| IV | OTHER TECHNICAL INSURANCE INCOME, NET OF REINSURANCE | 4,375,739 | 3,870,120 |
| V | OTHER INCOMES | 5,048,744 | 25,196,626 |
| VI | EXPENDITURES FOR INSURED EVENTS, NET | 294,436,206 | 312,904,485 |
| 1 | Claim expenditures | 288,602,580 | 307,685,278 |
| 1.1 | The gross amount | 344,707,748 | 374,683,584 |
| 1.2 | Share of coinsurance (-) | -2,248,892 | -1,688,932 |
| 1.3 | Share of reinsurance (-) | -53,856,276 | -65,309,374 |
| 2 | Change in in provisions for claims (+/-) | 5,833,626 | 5,219,207 |
| 2.1 | The gross amount | 8,481,916 | 20,839,658 |
| 2.2 | Share of coinsurance (-) | 43,642 | -358,407 |
| 2.3 | Share of reinsurance (-) | -2,691,932 | -15,262,044 |
| VII | CHANGE IN OTHER TECHNICAL RESERVES, NET OF REINSURANCE (+/-) | 24,039,379 | 48,929,414 |
| 1 | Change in mathematical reserve of insurance (+/-) | 23,591,706 | 45,224,675 |
| 1.1 | The gross amount (+/-) | 30,079,851 | 30,174,393 |
| 1.2 | Share of reinsurance (-) | -6,488,145 | 15,050,282 |
| 2 | Changes in other technical reservations, net of reinsurance (+/-) | 447,673 | 3,704,739 |

| DESCRIPTION | | 2022 | 2023 |
|-------------|---|-------------|-------------|
| 2.1 | The gross amount | 472,901 | 3,586,596 |
| 2.2 | Share of coinsurance (-) | 0 | 0 |
| 2.3 | Share of reinsurance (-) | -25,228 | 118,143 |
| VIII | CHANGE IN TECHNICAL RESERVATIONS OF LIFE INSURANCE WHERE CONTRACTOR BEARS INVESTMENT RISK, NET OF REINSURANCE (+/-) | 0 | 0 |
| 1 | The gross amount | 0 | 0 |
| 2 | Share of coinsurance (-) | 0 | 0 |
| 3 | Share of reinsurance (-) | 0 | 0 |
| IX | EXPENDITURES FOR RETURN OF PREMIUMS (BONUSES AND DISCOUNTS), NET OF REINSURANCE (+/-) | 3,568,144 | 4,771,338 |
| 1 | Dependent on results | 1,487,784 | 2,189,295 |
| 2 | Non-dependent on the results | 2,080,360 | 2,582,043 |
| X | OPERATING EXPENSES (EXPENSES FOR PERFORMING THE OPERATION), NET | 240,658,527 | 264,707,953 |
| 1 | Acquisition costs | 140,065,821 | 151,582,752 |
| 1.1 | Commission | 68,956,927 | 79,476,803 |
| 1.2 | Other acquisition costs | 76,721,227 | 80,852,767 |
| 1.3 | Change in deferred acquisition costs (+/-) | -5,612,333 | -8,746,818 |
| 2 | Management costs (administrative costs) | 100,592,706 | 113,125,201 |
| 2.1 | Amortisation | 10,675,696 | 11,007,837 |
| 2.2 | Salaries, taxes and contributions from salaries and contributions to salaries | 30,294,252 | 37,365,425 |
| 2.3 | Other administrative expenses | 59,622,758 | 64,751,939 |
| XI | INVESTMENT COSTS | 6,253,695 | 4,589,219 |
| 1 | Amortization of buildings not intended for business activities | 761,819 | 761,600 |
| 2 | Interests | 1,352,005 | 783,014 |
| 3 | Value adjustment (decrease) of investment | 994,551 | 170,070 |
| 4 | Losses from sale (realisation) of investment | 278,090 | 269,602 |
| 5 | Net foreign exchange losses | 4,711 | 1,189 |
| 6 | Other investment expenses | 2,862,519 | 2,603,744 |
| XII | OTHER TECHNICAL COSTS, NET OF REINSURANCE | 28,636,561 | 33,455,493 |
| 1 | The costs for preventive activities | 3,551,033 | 3,084,543 |
| 2 | Other technical expenses of insurance | 25,085,528 | 30,370,950 |
| XIII | Other costs, including value adjustment | 62,918 | 37,974 |
| XIV | PROFIT OR LOSS FROM ORDINARY ACTIVITIES BEFORE TAXATION (+/-) | 36,412,154 | 46,251,786 |

Data source: FBiH Insurance Supervisory Agency

2.2.3 Aggregated balance sheet of companies with headquarters in RS

TABLE 11 | Aggregated balance sheet of insurance companies with headquarters in RS in 2022 and 2023

| ASSETS | | 2022 | 2023 |
|--------|--|-------------|-------------|
| A | FIXED ASSETS | 448,336,473 | 479,726,121 |
| I | INTANGIBLE INVESTMENTS | 1,511,110 | 1,567,163 |
| 1 | Investments to development | 0 | 0 |
| 2 | Concessions, patents, licenses and similar rights | 146,478 | 149,417 |
| 3 | Goodwill | 0 | 0 |
| 4 | Software and other rights | 711,757 | 677,454 |
| 5 | Other intangible assets | 577,554 | 672,404 |
| 6 | Payments in advance and intangible assets in preparation | 75,321 | 67,888 |
| II | REAL ESTATE, INVESTMENT PROPERTY, FACILITIES, EQUIPMENT AND OTHER ASSETS | 127,722,891 | 135,539,467 |
| 1 | Land | 5,894,357 | 6,551,824 |
| 2 | Biological means | 0 | 0 |
| 3 | Facilities and equipment | 28,267,941 | 27,407,857 |
| 4 | Investment property | 8,874,496 | 9,213,733 |
| 5 | Other fixed assets | 76,794,659 | 85,430,310 |
| 6 | Payments in advance and property, facilities, equipment and investment property in preparation | 945,415 | 557,748 |
| 7 | Investment to some other subject's property, facilities and equipment | 1,837,036 | 1,678,675 |
| 8 | Advances and real estate, plants, equipment and real estate investments in preparation | 5,108,987 | 4,699,320 |
| III | LONG-TERM FINANCIAL PLACEMENTS | 319,102,472 | 342,595,524 |
| 1 | Shares in dependent legal entities' capital | 2,490,543 | 2,810,543 |
| 2 | Shares in affiliated legal entities' capital | 0 | 0 |
| 3 | Shares in other legal entities' capital | 2,090,252 | 1,570,161 |
| 4 | Long-term placements to parent, dependent and other associated legal entities | 7,378,206 | 8,522,466 |
| 5 | Long-term financial placements at home | 59,713,324 | 54,411,952 |
| 6 | Long-term financial placements abroad | 0 | 19,558 |
| 7 | Financial assets held to maturity | 19,853,922 | 32,310,978 |
| 8 | Financial assets available for sale | 215,887,864 | 228,667,849 |
| 9 | Other long-term financial placements | 11,688,361 | 14,282,017 |
| IV | OTHER LONG-TERM ASSETS | 0 | 0 |
| V | DEFERRED TAX ASSETS | 0 | 23,967 |
| B | CURRENT ASSETS | 171,212,926 | 173,926,391 |
| I | STOCKS, FIXED ASSETS AND ASSETS OF DISCONTINUED OPERATIONS INTENDED FOR SALE | 1,859,180 | 2,642,872 |
| 1 | Stocks of materials | 241,928 | 292,298 |
| 2 | Inventory of remains of insured damaged items | 86,991 | 108,494 |
| 3 | Fixed assets and assets of discontinued operations intended for sale | 387,067 | 0 |
| 4 | Given paying in advance | 1,143,194 | 2,242,080 |
| II | SHORT-TERM RECEIVABLES, PLACEMENTS AND CASH | 101,409,534 | 100,748,001 |
| 1 | Claims arising from premiums, participation in compensation of claims and other customers | 16,683,466 | 18,302,162 |

| ASSETS | | 2022 | 2023 |
|--------|---|-------------|-------------|
| A) | Receivables based on life insurance premiums | 540,392 | 630,909 |
| B) | Receivables based on non-life insurance premiums | 13,757,074 | 14,293,573 |
| C) | Claims arising from premium of coinsurance, reinsurance and retrocession at home | 138,991 | 308,719 |
| D) | Claims arising from premium of coinsurance, reinsurance and retrocession from abroad | 24,082 | 147,463 |
| E) | Claims arising from the participation in compensation of claims at home | 1,120,142 | 266,803 |
| F) | Claims arising from the participation in compensation of claims from abroad | 904,182 | 1,697,498 |
| G) | Other customers and other receivables | 195,942 | 957,197 |
| H) | Receivables based on depository premium | 2,662 | 0 |
| 2 | Receivables from specific operations | 3,513,380 | 3,636,999 |
| 3 | Other receivables | 3,553,128 | 4,039,105 |
| 4 | Short-term financial placements | 45,450,002 | 44,024,688 |
| A) | Short-term financial placements to associated legal entities - the parent and dependent | 6,947,750 | 5,187,582 |
| B) | Short-term financial placements - other associated legal entity | 1,576,481 | 1,331,802 |
| C) | Short-term financial placements at home | 11,805,006 | 5,940,611 |
| D) | Short-term financial placements abroad | 0 | 0 |
| E) | Part of long-term deposits and investments that mature within the period to one year | 8,658,593 | 11,464,354 |
| F) | Financial assets at fair value through profit or loss account intended for trading | 224,579 | 712,313 |
| G) | Financial assets recognized at fair value through profit and loss account | 14,082,137 | 17,417,077 |
| H) | Redeemed own shares | 0 | 0 |
| I) | Other short-term financial placements | 2,155,456 | 1,970,949 |
| 5 | Cash and cash equivalents | 32,209,558 | 30,745,047 |
| A) | Cash equivalents - securities | 0 | 0 |
| B) | Cash | 32,209,558 | 30,745,047 |
| 6 | Value added tax | 0 | 0 |
| III | ACTIVE ACCRUALS | 67,656,597 | 70,293,152 |
| IV | DEFERRED TAX ASSETS | 287,615 | 242,366 |
| C | LOSS IN EXCESS OF THE CAPITAL | 0 | 0 |
| D | OPERATING ASSETS | 619,549,399 | 653,652,512 |
| E | OFF BALANCE SHEET ASSETS | 14,371,470 | 14,642,363 |
| F | TOTAL ASSETS | 633,920,869 | 668,294,875 |

| LIABILITIES | | 2022 | 2023 |
|-------------|--|-------------|-------------|
| A | CAPITAL | 172,957,178 | 171,995,824 |
| I | BASIC CAPITAL | 131,868,891 | 128,405,700 |
| 1 | Share capital | 131,868,891 | 128,405,700 |
| 2 | Shares of limited liability companies | 0 | 0 |
| 3 | State capital | 0 | 0 |
| 4 | Stakes of the mutual insurance companies with limited contribution | 0 | 0 |
| 5 | Stakes of mutual insurance company with unlimited contributions | 0 | 0 |

| LIABILITIES | | 2022 | 2023 |
|-------------|--|-------------|-------------|
| 6 | Other capital | 0 | 0 |
| II | SUBSCRIBED CAPITAL UNPAID | 0 | 0 |
| III | ISSUANCE PREMIUM | 3,923,289 | 3,923,289 |
| IV | EMISSION LOSSES | 8,067,383 | 10,189,258 |
| V | RESERVES FROM INCOME | 5,817,321 | 7,296,377 |
| 1 | Legal reserves | 5,817,247 | 7,296,300 |
| 2 | Statutory reserves | 0 | 0 |
| 3 | Other reserves established by the regulations of the company | 0 | 0 |
| 4 | Reserve for own shares | 0 | 0 |
| 5 | Other reserves from profit | 74 | 77 |
| VI | REVALUATION RESERVES | 3,745,144 | 3,600,584 |
| VII | UNREALISED GAINS ARISING FROM FINANCIAL ASSETS AVAILABLE FOR SALE | 5,853,538 | 5,502,096 |
| VIII | UNREALISED LOSSES ARISING FROM FINANCIAL ASSETS AVAILABLE FOR SALE | 4,631,701 | 4,302,837 |
| IX | RETAINED GAIN | 45,605,105 | 38,251,463 |
| 1 | Retained gain from previous years | 17,965,027 | 12,781,451 |
| 2 | Retained gain of the current year | 27,640,078 | 25,470,012 |
| X | LOSS TO THE AMOUNT OF CAPITAL | 11,157,026 | 491,590 |
| 1 | Loss of previous year | 11,157,026 | 491,590 |
| 2 | Loss of current year | 0 | 0 |
| B | LONG-TERM PROVISIONS | 149,331,027 | 158,793,327 |
| 1 | The mathematical reserve in life insurance | 137,814,193 | 146,878,710 |
| 2 | Provision for participation in profit | 10,411,605 | 10,733,307 |
| 3 | Provision for risk equalization | 0 | 0 |
| 4 | Provisions for retained bails and deposits | 0 | 0 |
| 5 | Provisions for restructuring costs | 0 | 0 |
| 6 | Provision for bonuses and rebates | 78,803 | 94,085 |
| 7 | Provision for wages and benefits of employees | 921,078 | 982,036 |
| 8 | Other long-term provisions | 45,194 | 45,194 |
| 9 | Other technical reserves of insurance | 60,154 | 59,995 |
| C | LIABILITIES | 297,261,193 | 322,863,361 |
| I | LONG-TERM LIABILITIES | 12,621,511 | 11,886,285 |
| 1 | Obligations convertible into capital | 0 | 0 |
| 2 | Liabilities to associated legal parties | 0 | 0 |
| 3 | Liabilities from issued long-term securities | 5,737,500 | 5,062,500 |
| 4 | Long-term loans | 1,641,301 | 2,494,074 |
| 5 | Long-term liabilities from financial leasing | 3,008,380 | 2,735,760 |
| 6 | Long-term liabilities at fair value through profit or loss account | 0 | 0 |
| 7 | Deferred tax liabilities | 0 | 0 |
| 8 | Other long-term liabilities | 2,234,330 | 1,593,951 |
| II | Short term liabilities | 284,639,682 | 310,977,076 |

| LIABILITIES | | 2022 | 2023 |
|-------------|---|-------------|-------------|
| 1 | Short-term financial liabilities | 2,029,770 | 1,603,223 |
| A) | Short-term financial liabilities to associated parties | 750,000 | 230,000 |
| B) | Liabilities from issued short-term securities | 0 | 0 |
| C) | Short-term loans | 392,245 | 851,213 |
| D) | Part of the long-term financial obligations that matures in one year | 854,532 | 488,373 |
| E) | Short-term liabilities at fair value through profit and loss account | 0 | 0 |
| F) | Liabilities for fixed assets intended for sale and assets of the business being suspended | 0 | 0 |
| G) | Other short term financial liabilities | 32,993 | 33,637 |
| 2 | Liabilities for claims and the contracted amounts | 485,434 | 934,214 |
| A) | Liabilities for claims and the contracted amounts | 485,434 | 934,214 |
| B) | Liabilities due to share in claims and contractual amounts of reinsurance | 0 | 0 |
| C) | Liabilities due to share in claims and contractual amounts of reinsurance | 0 | 0 |
| 3 | Liabilities for premium and specific obligations | 12,151,596 | 12,709,433 |
| 4 | Liabilities for salaries and salaries compensation | 4,021,412 | 4,242,249 |
| A) | Liabilities due to gross earnings | 3,992,488 | 4,217,169 |
| B) | Liabilities for gross salaries compensation | 28,924 | 25,080 |
| 5 | Other operating liabilities | 12,414,054 | 13,547,321 |
| 6 | Liabilities for taxes, contributions and other short-term liabilities | 2,725,265 | 4,008,599 |
| 7 | Tax liabilities from the results | 1,038,821 | 993,420 |
| 8 | Deferred tax liabilities | 338,408 | 306,798 |
| 9 | Passive accruals | 249,434,922 | 272,631,819 |
| A) | Unearned premiums of life insurance | 7,296,698 | 7,439,741 |
| B) | Unearned premiums of non-life insurance | 138,174,754 | 160,598,964 |
| C) | Unearned premiums of coinsurance and reinsurance | 179,305 | 203,331 |
| D) | Reserved claims in life insurance | 1,397,973 | 1,146,406 |
| E) | Reserved claims in non-life insurance | 97,897,005 | 97,524,626 |
| F) | Provisioning for shares in claims arising from coinsurance and reinsurance | 417,085 | 826,656 |
| G) | Other passive accruals | 4,072,102 | 4,892,095 |
| D | BUSINESS LIABILITIES | 619,549,399 | 653,652,512 |
| E | OFF BALANCE SHEET LIABILITIES | 14,371,470 | 14,642,363 |
| F | TOTAL LIABILITIES | 633,920,869 | 668,294,875 |

Data source: RS Insurance Agency

2.2.4 Aggregated profit and loss account of companies with headquarters in RS

TABLE 12 | Aggregated profit and loss account of insurance companies with headquarters in RS in 2022 and 2023

| DESCRIPTION | | 2022 | 2023 |
|-------------|--|-------------|-------------|
| A | OPERATING INCOMES AND OPERATING EXPENSES | | |
| I | OPERATING INCOMES | 293,795,335 | 319,069,628 |
| 1 | Incomes from premiums and commissions of insurance, coinsurance, reinsurance and retrocession of life insurance | 28,905,492 | 29,952,202 |
| A) | Incomes from premiums of insurance, coinsurance, reinsurance and retrocession of life insurance | 27,760,715 | 28,404,604 |
| B) | Incomes from premiums of voluntary pension insurance | 0 | 0 |
| C) | Incomes based on the participation of coinsurance and reinsurance in compensation of claims of life insurance | 530,239 | 572,708 |
| D) | Incomes from cancellation and reduction in provisioning of life insurance, reinsurance and retrocession | 135,121 | 202,018 |
| E) | Other incomes from life insurance | 479,417 | 772,872 |
| 2 | Incomes from premiums and commissions of insurance, coinsurance, reinsurance and retrocession of non-life insurance | 229,319,084 | 250,615,445 |
| 3 | Income based on participation of coinsurance and reinsurance and retrocession in compensation of non-life insurance claims | 17,541,313 | 19,036,635 |
| 4 | Incomes from cancellation and reduction in provisioning of non-life insurance | 4,510,266 | 4,367,652 |
| 5 | Incomes from tax refunds and other charges and incomes from premiums, subsidies, grants, donations etc. | 464,988 | 483,383 |
| 6 | Other operating incomes | 13,054,192 | 14,614,311 |
| II | OPERATING EXPENSES | 274,111,378 | 297,301,212 |
| 1 | Functional expenses | 165,947,446 | 174,813,433 |
| 1.1 | Expenses for long-term reservations and functional contributions | 14,808,758 | 13,997,902 |
| A) | Mathematical reserve of life insurance, except for voluntary pension insurance | 10,079,144 | 9,303,122 |
| B) | Mathematical reserve of voluntary pension insurance | 0 | 0 |
| C) | Contribution for prevention | 632,381 | 727,740 |
| D) | Firefighting contribution | 343,106 | 343,248 |
| E) | Contribution to protection fund | 2,162,550 | 1,992,015 |
| F) | Expenses for long-term provisions for risk equalization | 3,194 | 0 |
| G) | Contributions required by special laws | 570,201 | 597,575 |
| H) | Increase in other technical reserves | 0 | 0 |
| I) | Other expenses for long-term provisions and functional contributions | 1,018,182 | 1,034,202 |
| 1.2 | Compensation of claims, contractual amounts and premiums of coinsurance and reinsurance business | 16,574,947 | 18,368,209 |
| A) | Compensation of claims, contractual amounts and shares in claims of life insurance | 15,336,121 | 17,104,944 |
| B) | Compensation of claims and contractual amounts of voluntary pension insurance | 0 | 0 |
| C) | Expenses from premiums and fees of coinsurance, reinsurance and retrocession of life insurance | 1,238,119 | 1,258,749 |
| D) | Provision for claims, shares in claims and other provisions arising from life insurance | 707 | 4,516 |
| E) | Expenses from bonuses and discounts in life insurance | 0 | 0 |
| 1.3 | Compensation of claims and other compensations in non-life insurance | 134,563,741 | 142,447,322 |

| DESCRIPTION | | 2022 | 2023 |
|-------------|--|-------------|-------------|
| A) | Compensation of claims, insured sums, other contracted amounts and shares in non-life insurance claims | 96,035,860 | 103,564,912 |
| B) | Expenses from premiums and fees of coinsurance, reinsurance and retrocession of non-life insurance | 30,596,936 | 32,900,270 |
| C) | Expenditures on bonuses and discounts on life insurance | 0 | 0 |
| D) | Provisions for claims, shares in claims and other provisions arising from non-life insurance | 7,930,945 | 5,982,140 |
| 2 | The costs of implementing insurance | 108,163,932 | 122,487,779 |
| 2.1 | Costs of amortization and reservations | 6,021,899 | 6,078,791 |
| A) | Amortization costs | 5,947,438 | 6,006,009 |
| B) | Reservation costs | 74,461 | 72,782 |
| 2.2 | Costs of materials, energy, services and non-material costs | 69,819,797 | 81,259,453 |
| A) | The cost of material, fuel and power | 4,154,066 | 4,834,451 |
| B) | Commission expenses | 14,067,115 | 17,255,439 |
| C) | Costs of production services | 38,704,769 | 45,106,833 |
| D) | Non-material expenses | 11,652,387 | 12,711,726 |
| E) | Tax and contributions costs | 1,241,460 | 1,351,004 |
| 2.3 | Salaries costs, salaries compensation and other personal expenses | 32,322,236 | 35,149,535 |
| A) | Costs of gross wages and salaries compensation | 29,519,963 | 32,114,692 |
| B) | Other employee expenses and fees | 2,802,273 | 3,034,843 |
| III | OPERATING GAIN | 29,082,493 | 29,511,872 |
| IV | OPERATING LOSS | 9,398,536 | 7,743,456 |
| B | FINANCIAL INCOMES AND EXPENDITURES | | |
| I | FINANCIAL INCOMES | 12,681,568 | 13,409,907 |
| 1 | Financial incomes from parent, dependent and other associated companies | 1,506,215 | 1,085,312 |
| 2 | Interest income | 10,205,475 | 11,479,485 |
| 3 | Foreign exchange gains | 388,509 | 231,097 |
| 4 | Other financial income | 581,369 | 614,013 |
| II | FINANCIAL EXPENSES | 1,419,937 | 1,663,984 |
| 1 | Finance expenses from relations with the parent, dependent and other associated entities | 113,161 | 115,309 |
| 2 | Interest expense | 671,545 | 569,144 |
| 3 | Foreign exchange losses | 222,678 | 293,490 |
| 4 | Other expenses | 412,553 | 686,041 |
| III | GAINS OF REGULAR ACTIVITY | 33,174,712 | 33,926,083 |
| IV | LOSS OF REGULAR ACTIVITY | 2,229,124 | 411,744 |
| C | OTHER INCOME AND EXPENSES | | |
| I | OTHER INCOME | 6,298,658 | 4,781,774 |
| 1 | Gains from sale of intangible investments, property, facilities, equipment and investment property | 573,852 | 1,001,978 |
| 2 | Gains from the sale of shares and long-term securities | 213,699 | 174,105 |
| 3 | Income from the effects of contractually agreed risk protection | 0 | 0 |
| 4 | Other income | 5,511,107 | 3,605,691 |

| DESCRIPTION | | 2022 | 2023 |
|-------------|---|------------|------------|
| II | OTHER EXPENSES | 3,734,028 | 4,694,375 |
| 1 | Losses arising from liquidation and sale of intangible investments, property, facilities, equipment and investment property | 42,136 | 72,547 |
| 2 | Losses from the sale of shares in equity and securities | 42,295 | 23,845 |
| 3 | Expenses from the effects of contractually agreed risk protection | 0 | 0 |
| 4 | Other expenses | 3,649,597 | 4,597,983 |
| III | GAIN FROM OTHER INCOMES AND EXPENSES | 3,236,925 | 1,564,507 |
| IV | LOSS FROM OTHER INCOMES AND EXPENSES | 672,295 | 1,477,108 |
| D | INCOMES AND EXPENSES FROM ADJUSTMENT OF PROPERTY VALUE AND INCOMES FROM ADJUSTMENT OF PROPERTY VALUE | | |
| I | INCOMES FROM ADJUSTMENT OF PROPERTY VALUE | 1,755,129 | 1,583,095 |
| 1 | Incomes from adjustment of value of intangible investments, property, facilities, equipment and investment property | 1,300,069 | 404,942 |
| 2 | Incomes from adjustment of value of long-term financial placements and financial assets available for sale | 334,180 | 812,883 |
| 3 | Other income from adjustment of asset value | 120,880 | 365,270 |
| II | EXPENSES ARISING FROM THE ADJUSTMENT OF ASSET VALUE | 962,836 | 1,072,741 |
| 1 | Impairment of intangible investments, property, facilities, equipment and investment property | 44,013 | 49,915 |
| 2 | Impairment of long-term financial placements and financial assets available for sale | 330,938 | 614,023 |
| 3 | Other expenses from adjustment of asset value | 587,885 | 408,803 |
| III | GAIN ARISING FROM THE ADJUSTMENT OF ASSET VALUE | 1,532,379 | 704,887 |
| IV | LOSS ARISING FROM THE ADJUSTMENT OF ASSET VALUE | 740,086 | 194,533 |
| E | PROFIT OF BUSINESS THAT IS BEING SUSPENDED | 0 | 0 |
| F | LOSS OF BUSINESS THAT IS BEING SUSPENDED | 0 | 0 |
| G | INCOMES ARISING FROM THE CHANGES IN ACCOUNTING POLICY AND CORRECTIONS FROM PREVIOUS YEARS | 90,241 | 47,702 |
| H | EXPENDITURES ARISING FROM THE CHANGES IN ACCOUNTING POLICY AND CORRECTIONS FROM PREVIOUS YEARS | 530,255 | 446,811 |
| I | GAINS AND LOSSES BEFORE TAX | | |
| 1 | Profit before tax | 33,862,497 | 33,712,983 |
| 2 | Loss before tax | 0 | 0 |
| J | CURRENT AND DEFERRED INCOME TAX | | |
| 1 | Tax expenses of the period | 3,310,592 | 3,338,796 |
| 2 | Deferred tax expenses of the period | 7,669 | 12,056 |
| 3 | Deferred tax incomes of the period | 4,709 | 7,811 |
| K | NET GAIN AND NET LOSS OF THE PERIOD | | |
| 1 | Net gain for the current year | 30,548,945 | 30,369,942 |
| 2 | Net loss for the current year | 0 | 0 |
| L | OTHER GAINS AND LOSSES OF THE PERIOD | | |
| I | GAINS DETERMINED DIRECTLY IN CAPITAL | 151,587 | 622,935 |
| 1 | Gains from decreasing in revaluation reserves for fixed assets, except securities available for sale | 91,133 | 91,820 |
| 2 | Gains from changes in fair value of securities available for sale | 60,454 | 531,115 |
| 3 | Gains arising from translation of financial statements in foreign operations | 0 | 0 |

| DESCRIPTION | | 2022 | 2023 |
|-------------|---|------------|------------|
| 4 | Actuarial gains from defined benefits plans | 0 | 0 |
| 5 | Effective share of gains from risk protection of cash flows | 0 | 0 |
| 6 | Other gains determined directly in capital | 0 | 0 |
| II | LOSSES DETERMINED DIRECTLY IN CAPITAL | 490,989 | 939,669 |
| 1 | Losses from changes in fair value of securities available for sale | 408,701 | 857,381 |
| 2 | Losses arising from translation of financial statements of foreign operations | 0 | 0 |
| 3 | Actuarial losses from defined benefits plans | 0 | 0 |
| 4 | Effective part of losses on the basis of protection against cash flows risks | 0 | 0 |
| 5 | Other losses determined directly in equity | 82,288 | 82,288 |
| LJ | OTHER GAINS OR LOSSES OF THE PERIOD | -339,402 | -316,734 |
| M | TAX ON INCOME RELATING TO OTHER GAINS AND LOSSES | 28,085 | -17,090 |
| N | NET RESULT ARISING FROM THE OTHER GAINS AND LOSSES FOR THE PERIOD | -311,317 | -333,824 |
| NJ | TOTAL NET RESULT OF THE ACCOUNTING PERIOD | | |
| I | TOTAL NET GAIN OF THE ACCOUNTING PERIOD | 30,277,816 | 30,593,922 |
| II | TOTAL NET LOSS FOR THE ACCOUNTING PERIOD | 40,188 | 557,804 |

Data source: RS Insurance Agency



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

CHAPTER 3

Overview of statistical indicators for the BiH insurance sector

2023 ANNUAL REPORT

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3 Overview of statistical indicators for the BiH insurance sector

3.1 Ownership structure

3.1.1 Ownership structure and the types of insurance operations offered by the BiH insurance companies

On the insurance market of Bosnia and Herzegovina the business operation is conducted by 24 insurance companies and one reinsurance company. Out of the total number of 24 insurance companies, 10 insurance companies have headquarters in the Federation of Bosnia and Herzegovina and 14 in Republic of Srpska.

There are 1,699 registered intermediaries in the market, out of that number 1,614 are natural persons and 85 are legal entities. Out of the total number of registered intermediaries – natural persons, 1,591

are insurance representatives and 23 are insurance brokers. Out of the total number of registered intermediaries – legal persons, 59 are representative companies while 26 are registered brokerage companies.

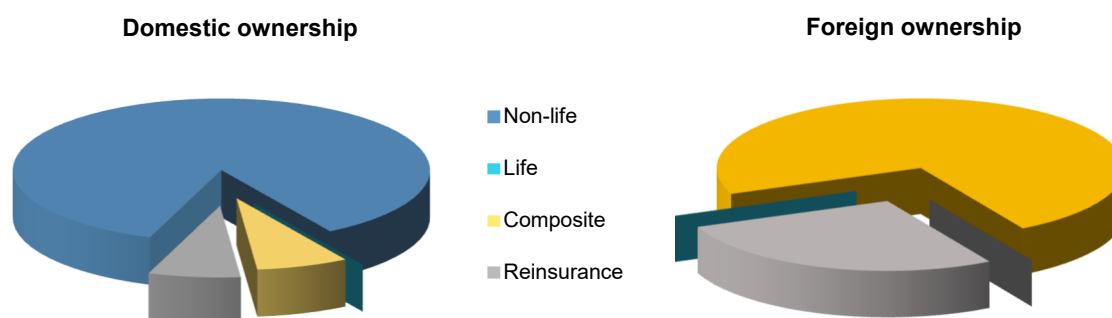
Companies with majority foreign capital in the total premium participated with 53.65%. The share of companies with the majority foreign capital in the life insurance market in 2023 was 97.99%. The share of companies with the majority foreign capital in the non-life insurance market in 2023 was 52.32%.

TABLE 13 | Ownership structure and the types of insurance operations offered by the BiH insurance companies in 2023

| Ownership | Non-life | Life | Composite | Reinsurance | Total |
|--------------|-----------|----------|-----------|-------------|-----------|
| Domestic | 12 | 0 | 1 | 1 | 14 |
| Foreign | 3 | 0 | 8 | 0 | 11 |
| Total | 15 | 0 | 9 | 1 | 25 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPHS 2 and 3 | Ownership structure and the types of insurance operations offered by the BiH insurance companies in 2023



3.1.2 Ownership structure and the types of insurance operations offered by the FBiH insurance companies

TABLE 14 | Ownership structure and the types of insurance operations offered by the FBiH insurance companies in 2023

| Ownership | Non-life | Life | Composite | Reinsurance | Total |
|--------------|----------|----------|-----------|-------------|-----------|
| Domestic | 2 | 0 | 1 | 1 | 4 |
| Foreign | 1 | 0 | 6 | 0 | 7 |
| Total | 3 | 0 | 7 | 1 | 11 |

Data source: FBiH Insurance Supervisory Agency

3.1.3 Ownership structure and the types of insurance operations offered by the RS insurance companies

TABLE 15 | Ownership structure and the types of insurance operations offered by the RS insurance companies in 2023

| Ownership | Non-life | Life | Composite | Reinsurance | Total |
|--------------|-----------|----------|-----------|-------------|-----------|
| Domestic | 10 | 0 | 0 | 0 | 10 |
| Foreign | 2 | 0 | 2 | 0 | 4 |
| Total | 12 | 0 | 2 | 0 | 14 |

Data source: RS Insurance Agency

3.1.4 Branches of BiH insurance companies in other entity

Insurance companies in Bosnia and Herzegovina, registered to perform insurance activities in the Federation of Bosnia and Herzegovina and Republic of Srpska may provide insurance services in other

entity only on the basis of registered branches.

Companies providing insurance services through branches in other entity in 2023 are listed below.

Insurance companies from FBiH

- 1 ADRIATIC OSIGURANJE d.d.
- 2 ASA OSIGURANJE d.d.
- 3 CAMELIJA OSIGURANJE d.d.
- 4 CROATIA OSIGURANJE d.d.
- 5 EUROHERC OSIGURANJE d.d.
- 6 SARAJEVO OSIGURANJE d.d.
- 7 TRIGLAV OSIGURANJE d.d.
- 8 UNIQA OSIGURANJE d.d.
- 9 VIENNA OSIGURANJE d.d.

Insurance companies from RS

- 1 BRČKO-GAS OSIGURANJE d.d.
- 2 DRINA OSIGURANJE a.d.
- 3 DUNAV OSIGURANJE a.d.
- 4 EUROS OSIGURANJE a.d.
- 5 MIKROFIN OSIGURANJE a.d.
- 6 OSIGURANJE AURA a.d.
- 7 PREMIUM OSIGURANJE a.d.
- 8 WIENER OSIGURANJE a.d.

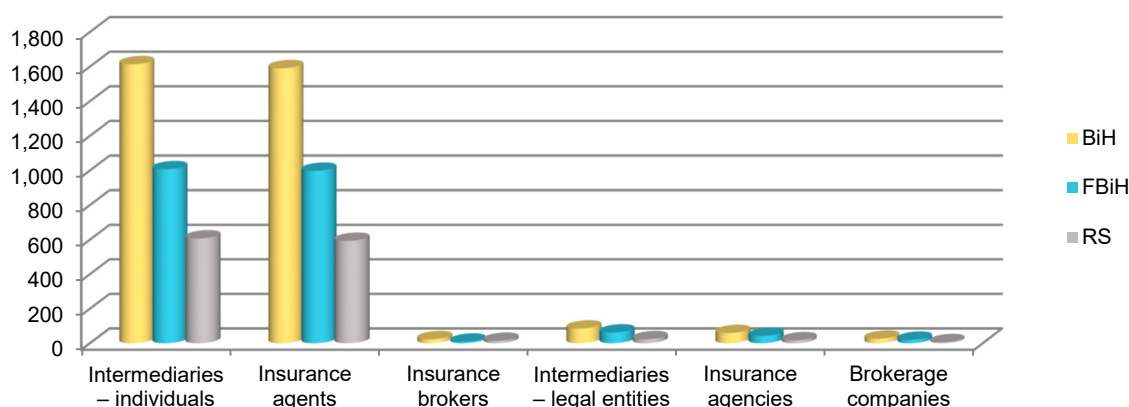
3.1.5 Number of insurance intermediaries in Bosnia and Herzegovina and the entities

TABLE 16 | Number of insurance intermediaries in BiH, FBiH and RS in 2023

| | BiH | FBiH | RS |
|--|--------------|--------------|------------|
| Intermediaries – individuals | 1,614 | 1,007 | 607 |
| Insurance agents | 1,591 | 998 | 593 |
| Insurance brokers | 23 | 9 | 14 |
| Intermediaries – legal entities | 85 | 62 | 23 |
| Insurance agencies | 59 | 42 | 17 |
| Brokerage companies | 26 | 20 | 6 |
| Total | 1,699 | 1,069 | 630 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 4 | Number of insurance intermediaries in BiH, FBiH and RS in 2023



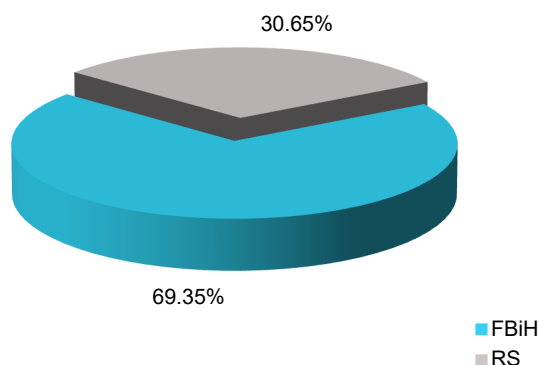
3.2 Gross written premium in BiH and the entities

TABLE 17 | Gross written premium in Bosnia and Herzegovina and the entities in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Premium growth index | | |
|------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|----------------------|---------------|---------------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| BiH | 755,894,108 | 100 | 818,406,451 | 100 | 881,056,961 | 100 | 984,030,974 | 100 | 108.27 | 107.66 | 111.69 |
| FBiH | 529,123,374 | 70.00 | 572,791,723 | 69.99 | 615,496,027 | 69.86 | 682,450,361 | 69.35 | 108.25 | 107.46 | 110.88 |
| RS | 226,770,734 | 30.00 | 245,614,728 | 30.01 | 265,560,934 | 30.14 | 301,580,613 | 30.65 | 108.31 | 108.12 | 113.56 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 5 | Gross written premium in BiH and the entities in 2023



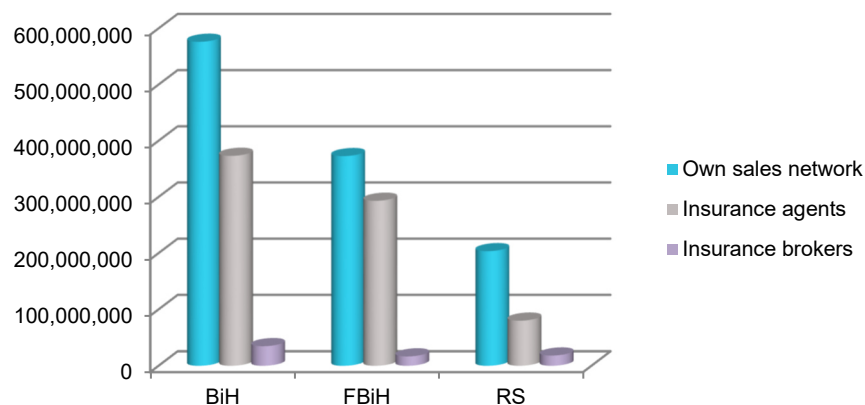
3.2.1 Gross written premium per sales channels

TABLE 18 | Gross written premium per sales channels in BiH and the entities in 2023 (in BAM)

| Premium | 2023 | | | | | |
|-------------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | BiH | Share (%) | FBiH | Share (%) | RS | Share (%) |
| Own sales network | 576,137,118 | 58.55 | 372,689,846 | 54.61 | 203,447,272 | 67.46 |
| Insurance agents | 373,158,634 | 37.92 | 293,157,999 | 42.96 | 80,000,635 | 26.53 |
| Insurance brokers | 34,735,221 | 3.53 | 16,602,516 | 2.43 | 18,132,705 | 6.01 |
| Total | 984,030,974 | 100 | 682,450,361 | 100 | 301,580,613 | 100 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 6 | Gross written premium per sales channels in BiH and the entities in 2023



3.2.2 Gross written premium per sales channels by insurance classes in BiH

TABLE 19 | Gross written premium per sales channels by insurance classes in BiH in 2023 (in BAM)

| Insurance class | Gross written premium | Own sales network | Share in gross written premium (%) | Insurance agents | Share in gross written premium (%) | Insurance brokers | Share in gross written premium (%) |
|--|-----------------------|--------------------|------------------------------------|--------------------|------------------------------------|-------------------|------------------------------------|
| 01 Accident | 57,388,233 | 36,042,527 | 3.66 | 15,803,122 | 1.61 | 5,542,585 | 0.56 |
| 02 Health | 21,230,010 | 15,636,806 | 1.59 | 4,167,339 | 0.42 | 1,425,865 | 0.14 |
| 03 Land vehicles | 106,191,988 | 67,004,041 | 6.81 | 36,905,504 | 3.75 | 2,282,443 | 0.23 |
| 04 Railway rolling stock | 8,040 | 8,040 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 05 Aircraft | 106,048 | 104,999 | 0.01 | 0 | 0.00 | 1,050 | 0.00 |
| 06 Sea, lake and river vessels | 17,258 | 14,754 | 0.00 | 0 | 0.00 | 2,504 | 0.00 |
| 07 Goods in transit | 4,057,695 | 2,842,413 | 0.29 | 377,288 | 0.04 | 837,993 | 0.09 |
| 08 Fire and other natural perils | 40,076,097 | 28,360,612 | 2.88 | 6,208,918 | 0.63 | 5,506,567 | 0.56 |
| 09 Other damage to property | 39,965,906 | 25,468,499 | 2.59 | 5,749,763 | 0.58 | 8,747,644 | 0.89 |
| 10 Motor third-party liability | 480,785,033 | 322,353,863 | 32.76 | 155,808,357 | 15.83 | 2,622,813 | 0.27 |
| 11 Aviation third-party-liability | 291,092 | 243,201 | 0.02 | 39,585 | 0.00 | 8,305 | 0.00 |
| 12 Marine third-party-liability | 47,913 | 37,365 | 0.00 | 10,234 | 0.00 | 314 | 0.00 |
| 13 General liability | 16,306,840 | 10,200,691 | 1.04 | 1,487,960 | 0.15 | 4,618,190 | 0.47 |
| 14 Credit | 8,020,615 | 1,943,943 | 0.20 | 4,964,079 | 0.50 | 1,112,593 | 0.11 |
| 15 Surety | 484,951 | 391,878 | 0.04 | 93,073 | 0.01 | 0 | 0.00 |
| 16 Financial loss | 6,253,977 | 3,227,850 | 0.33 | 1,344,505 | 0.14 | 1,681,623 | 0.17 |
| 17 Legal protection | 132,860 | 120,266 | 0.01 | 10,432 | 0.00 | 2,162 | 0.00 |
| 18 Assistance - other insurance classes | 3,161,868 | 2,080,072 | 0.21 | 967,888 | 0.10 | 113,909 | 0.01 |
| Total (non-life insurance classes) | 784,526,426 | 516,081,821 | 52.45 | 233,938,045 | 23.77 | 34,506,560 | 3.51 |
| 19 Life (life insurance and annuity insurance) | 199,504,548 | 60,055,297 | 6.10 | 139,220,589 | 14.15 | 228,661 | 0.02 |
| Grand total (insurance classes 1-19) | 984,030,974 | 576,137,118 | 58.55 | 373,158,635 | 37.92 | 34,735,221 | 3.53 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

TABLE 20 | Insurance premium realised by banks by insurance classes in BiH in 2023 (in BAM)

| Insurance class | Bank insurance premium | Gross written premium | Share in gross written premium (%) |
|---|------------------------|-----------------------|------------------------------------|
| 01 Accident | 7,051,915 | 57,388,233 | 0.72 |
| 02 Health | 276,829 | 21,230,010 | 0.03 |
| 03 Land vehicles | 1,808,023 | 106,191,988 | 0.18 |
| 04 Railway rolling stock | 0 | 8,040 | 0.00 |
| 05 Aircraft | 0 | 106,048 | 0.00 |
| 06 Sea, lake and river vessels | 0 | 17,258 | 0.00 |
| 07 Goods in transit | 25,000 | 4,057,695 | 0.00 |
| 08 Fire and other natural perils | 2,028,261 | 40,076,097 | 0.21 |
| 09 Other damage to property | 400,453 | 39,965,906 | 0.04 |
| 10 Motor third-party liability | 431,665 | 480,785,033 | 0.04 |
| 11 Aviation third-party-liability | 0 | 291,092 | 0.00 |
| 12 Marine third-party-liability | 0 | 47,913 | 0.00 |
| 13 General liability | 88,436 | 16,306,840 | 0.01 |
| 14 Credit | 4,912,980 | 8,020,615 | 0.50 |
| 15 Surety | 0 | 484,951 | 0.00 |
| 16 Financial loss | 121,667 | 6,253,977 | 0.01 |
| 17 Legal protection | 0 | 132,860 | 0.00 |
| 18 Assistance - other insurance classes | 2,179 | 3,161,868 | 0.00 |

| | | | | |
|----|---|-------------------|--------------------|-------------|
| | Total (non-life insurance classes) | 17,147,409 | 784,526,426 | 1.74 |
| 19 | Life (life insurance and annuity insurance) | 64,611,979 | 199,504,548 | 6.57 |
| | Grand total (insurance classes 1-19) | 81,759,389 | 984,030,974 | 8.31 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

3.2.3 Gross written premium per sales channels by insurance classes in FBiH

TABLE 21 | Gross written premium per sales channels by insurance classes in FBiH in 2023 (in BAM)

| Insurance class | | Gross written premium | Own sales network | Share in gross written premium (%) | Insurance agents | Share in gross written premium (%) | Insurance brokers | Share in gross written premium (%) |
|-----------------|---|-----------------------|--------------------|------------------------------------|--------------------|------------------------------------|-------------------|------------------------------------|
| 01 | Accident | 37,232,593 | 25,671,918 | 3.76 | 10,278,519 | 1.51 | 1,282,156 | 0.19 |
| 02 | Health | 18,686,336 | 13,536,619 | 1.98 | 3,868,780 | 0.57 | 1,280,937 | 0.19 |
| 03 | Land vehicles | 84,083,737 | 49,934,105 | 7.32 | 32,867,631 | 4.82 | 1,282,001 | 0.19 |
| 04 | Railway rolling stock | 0 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 05 | Aircraft | 48,586 | 48,586 | 0.01 | 0 | 0 | 0 | 0.00 |
| 06 | Sea, lake and river vessels | 15,189 | 12,685 | 0.00 | 0 | 0.00 | 2,504 | 0.00 |
| 07 | Goods in transit | 2,713,897 | 2,099,714 | 0.31 | 238,336 | 0.03 | 375,847 | 0.06 |
| 08 | Fire and other natural perils | 30,527,362 | 21,956,487 | 3.22 | 4,542,944 | 0.67 | 4,027,931 | 0.59 |
| 09 | Other damage to property | 24,526,159 | 18,063,304 | 2.65 | 4,456,473 | 0.65 | 2,006,382 | 0.29 |
| 10 | Motor third-party liability | 289,578,800 | 170,425,179 | 24.97 | 116,962,122 | 17.14 | 2,191,499 | 0.32 |
| 11 | Aviation third-party-liability | 82,202 | 80,180 | 0.01 | 1,952 | 0.00 | 70 | 0.00 |
| 12 | Marine third-party-liability | 36,168 | 25,931 | 0.00 | 10,137 | 0.00 | 100 | 0.00 |
| 13 | General liability | 12,288,648 | 8,185,959 | 1.20 | 1,060,689 | 0.16 | 3,042,000 | 0.45 |
| 14 | Credit | 3,672,254 | 978,897 | 0.14 | 2,491,245 | 0.37 | 202,112 | 0.03 |
| 15 | Surety | 460,581 | 367,508 | 0.05 | 93,073 | 0.01 | 0 | 0.00 |
| 16 | Financial loss | 4,926,568 | 2,946,002 | 0.43 | 1,280,997 | 0.19 | 699,569 | 0.10 |
| 17 | Legal protection | 131,932 | 119,405 | 0.02 | 10,365 | 0.00 | 2,162 | 0.00 |
| 18 | Assistance - other insurance classes | 2,482,448 | 1,572,036 | 0.23 | 798,465 | 0.12 | 111,947 | 0.02 |
| | Total (non-life insurance classes) | 511,493,460 | 316,024,515 | 46.31 | 178,961,728 | 26.22 | 16,507,217 | 2.42 |
| 19 | Life (life insurance and annuity insurance) | 170,956,901 | 56,665,331 | 8.30 | 114,196,271 | 16.73 | 95,299 | 0.01 |
| | Grand total (insurance classes 1-19) | 682,450,361 | 372,689,846 | 54.61 | 293,157,999 | 42.96 | 16,602,516 | 2.43 |

Data source: FBiH Insurance Supervisory Agency

TABLE 22 | Insurance premium realised by banks by insurance classes in FBiH in 2023 (in BAM)

| Insurance class | | Bank insurance premium | Gross written premium | Share in gross written premium (%) |
|-----------------|--------------------------------|------------------------|-----------------------|------------------------------------|
| 01 | Accident | 3,292,411 | 37,232,593 | 0.48 |
| 02 | Health | 260,420 | 18,686,336 | 0.04 |
| 03 | Land vehicles | 1,758,951 | 84,083,737 | 0.26 |
| 04 | Railway rolling stock | 0 | 0 | 0.00 |
| 05 | Aircraft | 0 | 48,586 | 0.00 |
| 06 | Sea, lake and river vessels | 0 | 15,189 | 0.00 |
| 07 | Goods in transit | 25,000 | 2,713,897 | 0.00 |
| 08 | Fire and other natural perils | 1,666,325 | 30,527,362 | 0.24 |
| 09 | Other damage to property | 390,923 | 24,526,159 | 0.06 |
| 10 | Motor third-party liability | 431,665 | 289,578,800 | 0.06 |
| 11 | Aviation third-party-liability | 0 | 82,202 | 0.00 |
| 12 | Marine third-party-liability | 0 | 36,168 | 0.00 |
| 13 | General liability | 88,054 | 12,288,648 | 0.01 |

3 Overview of statistical indicators for the BiH insurance sector

| | | | | |
|----|---|-------------------|--------------------|--------------|
| 14 | Credit | 2,441,646 | 3,672,254 | 0.36 |
| 15 | Surety | 0 | 460,581 | 0.00 |
| 16 | Financial loss | 121,667 | 4,926,568 | 0.02 |
| 17 | Legal protection | 0 | 131,932 | 0.00 |
| 18 | Assistance - other insurance classes | 2,179 | 2,482,448 | 0.00 |
| | Total (non-life insurance classes) | 10,479,241 | 511,493,460 | 1.54 |
| 19 | Life (life insurance and annuity insurance) | 64,407,493 | 170,956,901 | 9.44 |
| | Grand total (insurance classes 1-19) | 74,886,734 | 682,450,361 | 10.97 |

Data source: FBiH Insurance Supervisory Agency

3.2.4 Gross written premium per sales channels by insurance classes in RS

TABLE 23 | Insurance premium realised by banks by insurance classes in RS in 2023 (in BAM)

| Insurance class | | Gross written premium | Own sales network | Share in gross written premium (%) | Insurance agents | Share in gross written premium (%) | Insurance brokers | Share in gross written premium (%) |
|-----------------|---|-----------------------|--------------------|------------------------------------|-------------------|------------------------------------|-------------------|------------------------------------|
| 01 | Accident | 20,155,640 | 10,370,609 | 3.44 | 5,524,603 | 1.83 | 4,260,429 | 1.41 |
| 02 | Health | 2,543,674 | 2,100,187 | 0.70 | 298,559 | 0.10 | 144,928 | 0.05 |
| 03 | Land vehicles | 22,108,251 | 17,069,936 | 5.66 | 4,037,873 | 1.34 | 1,000,442 | 0.33 |
| 04 | Railway rolling stock | 8,040 | 8,040 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 05 | Aircraft | 57,462 | 56,413 | 0.02 | 0 | 0.00 | 1,050 | 0.00 |
| 06 | Sea, lake and river vessels | 2,069 | 2,069 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 07 | Goods in transit | 1,343,798 | 742,699 | 0.25 | 138,952 | 0.05 | 462,146 | 0.15 |
| 08 | Fire and other natural perils | 9,548,735 | 6,404,125 | 2.12 | 1,665,974 | 0.55 | 1,478,636 | 0.49 |
| 09 | Other damage to property | 15,439,747 | 7,405,195 | 2.46 | 1,293,290 | 0.43 | 6,741,262 | 2.24 |
| 10 | Motor third-party liability | 191,206,233 | 151,928,684 | 50.38 | 38,846,235 | 12.88 | 431,314 | 0.14 |
| 11 | Aviation third-party-liability | 208,890 | 163,021 | 0.05 | 37,633 | 0.01 | 8,235 | 0.00 |
| 12 | Marine third-party-liability | 11,745 | 11,434 | 0.00 | 97 | 0.00 | 214 | 0.00 |
| 13 | General liability | 4,018,192 | 2,014,732 | 0.67 | 427,271 | 0.14 | 1,576,190 | 0.52 |
| 14 | Credit | 4,348,361 | 965,046 | 0.32 | 2,472,834 | 0.82 | 910,481 | 0.30 |
| 15 | Surety | 24,370 | 24,370 | 0.01 | 0 | 0.00 | 0 | 0.00 |
| 16 | Financial loss | 1,327,409 | 281,848 | 0.09 | 63,508 | 0.02 | 982,054 | 0.33 |
| 17 | Legal protection | 928 | 861 | 0.00 | 67 | 0.00 | 0 | 0.00 |
| 18 | Assistance - other insurance classes | 679,420 | 508,036 | 0.17 | 169,423 | 0.06 | 1,962 | 0.00 |
| | Total (non-life insurance classes) | 273,032,966 | 200,057,306 | 66.34 | 54,976,317 | 18.23 | 17,999,343 | 5.97 |
| 19 | Life (life insurance and annuity insurance) | 28,547,647 | 3,389,966 | 1.12 | 25,024,318 | 8.30 | 133,362 | 0.04 |
| | Grand total (insurance classes 1-19) | 301,580,613 | 203,447,272 | 67.46 | 80,000,635 | 26.53 | 18,132,705 | 6.01 |

Data source: RS Insurance Agency

TABLE 24 | Insurance premium realised by banks by insurance classes in RS in 2023 (in BAM)

| Insurance class | | Bank insurance premium | Gross written premium | Share in gross written premium (%) |
|-----------------|-------------------------------|------------------------|-----------------------|------------------------------------|
| 01 | Accident | 3,759,504 | 20,155,640 | 1.25 |
| 02 | Health | 16,409 | 2,543,674 | 0.01 |
| 03 | Land vehicles | 49,072 | 22,108,251 | 0.02 |
| 04 | Railway rolling stock | 0 | 8,040 | 0.00 |
| 05 | Aircraft | 0 | 57,462 | 0.00 |
| 06 | Sea, lake and river vessels | 0 | 2,069 | 0.00 |
| 07 | Goods in transit | 0 | 1,343,798 | 0.00 |
| 08 | Fire and other natural perils | 361,936 | 9,548,735 | 0.12 |

3 Overview of statistical indicators for the BiH insurance sector

| | | | | |
|----|---|------------------|--------------------|-------------|
| 09 | Other damage to property | 9,530 | 15,439,747 | 0.00 |
| 10 | Motor third-party liability | 0 | 191,206,233 | 0.00 |
| 11 | Aviation third-party-liability | 0 | 208,890 | 0.00 |
| 12 | Marine third-party-liability | 0 | 11,745 | 0.00 |
| 13 | General liability | 382 | 4,018,192 | 0.00 |
| 14 | Credit | 2,471,334 | 4,348,361 | 0.82 |
| 15 | Surety | 0 | 24,370 | 0.00 |
| 16 | Financial loss | 0 | 1,327,409 | 0.00 |
| 17 | Legal protection | 0 | 928 | 0.00 |
| 18 | Assistance - other insurance classes | 0 | 679,420 | 0.00 |
| | Total (non-life insurance classes) | 6,668,168 | 273,032,966 | 2.21 |
| 19 | Life (life insurance and annuity insurance) | 204,486 | 28,547,647 | 0.07 |
| | Grand total (insurance classes 1-19) | 6,872,654 | 301,580,613 | 2.28 |

Data source: RS Insurance Agency

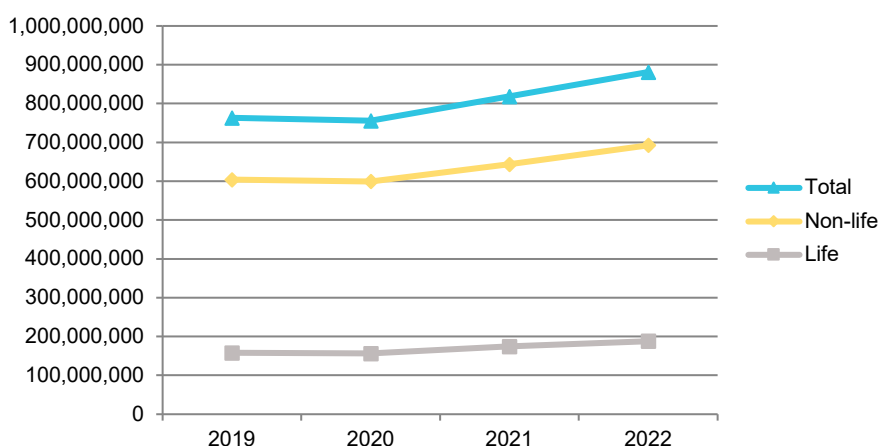
3.2.5 Gross written premium in life and non-life insurance in BiH

TABLE 25 | Gross written premium in life and non-life insurance in BiH in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Premium growth index | | |
|--------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|----------------------|---------------|---------------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| Non-life | 599,508,443 | 79.31 | 643,611,778 | 78.64 | 692,811,742 | 78.63 | 784,526,426 | 79.73 | 107.36 | 107.64 | 113.24 |
| Life | 156,385,665 | 20.69 | 174,794,673 | 21.36 | 188,245,219 | 21.37 | 199,504,548 | 20.27 | 111.77 | 107.70 | 105.98 |
| Total | 755,894,108 | 100 | 818,406,451 | 100 | 881,056,961 | 100 | 984,030,974 | 100 | 108.27 | 107.66 | 111.69 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 7 | Trend of growth of premium in life and non-life insurance and gross written premium in BiH in 2020, 2021, 2022 and 2023



Total premium in BiH in 2023 was BAM 984,030,974 representing an increase of 11.69% when compared to 2022. The share of companies with headquarters in FBiH in total premium is 69.35%, while the share of companies with headquarters in RS is 30.65%.

Out of the total amount of realised insurance premium in 2023, BAM 784,526,426 (79.73%) refers

to the non-life insurance business, while BAM 199,504,548 (20.27%) refers to the life insurance business. During the course of 2023, the non-life insurance sector recorded an increase of 13.24% in comparison to 2022 and the sector of life insurance recorded an increase of 5.98% when compared to 2022.

3.2.6 Gross written premium in life and non-life insurance in FBiH

TABLE 26 Gross written premium in life and non-life insurance in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Premium growth index | | |
|--------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|----------------------|---------------|---------------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| Non-life | 398,372,113 | 75.29 | 425,525,771 | 74.29 | 455,139,262 | 73.95 | 511,493,460 | 74.95 | 106.82 | 106.96 | 112.38 |
| Life | 130,751,261 | 24.71 | 147,265,952 | 25.71 | 160,356,765 | 26.05 | 170,956,901 | 25.05 | 112.63 | 108.89 | 106.61 |
| Total | 529,123,374 | 100 | 572,791,723 | 100 | 615,496,027 | 100 | 682,450,361 | 100 | 108.25 | 107.46 | 110.88 |

Data source: FBiH Insurance Supervisory Agency

In FBiH, the gross written premium in 2023 was BAM 682,450,361 which represents an increase of 10.88% when compared to 2022. In the non-life insurance, a premium increase of 12.38% was recorded, while the life insurance sector recorded an increase of 6.61%.

The average annual growth rate of non-life insurance in the last four years has increased and amounts to 8.72%. The average annual growth rate of life insurance in the last four years has also increased and amounts to 9.38%.

3.2.7 Gross written premium in life and non-life insurance in RS

TABLE 27 | Gross written premium in life and non-life insurance in RS in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Premium growth index | | |
|--------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|----------------------|---------------|---------------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| Non-life | 201,136,330 | 88.70 | 218,086,007 | 88.79 | 237,672,480 | 89.50 | 273,032,966 | 90.53 | 108.43 | 108.98 | 114.88 |
| Life | 25,634,404 | 11.30 | 27,528,721 | 11.21 | 27,888,454 | 10.50 | 28,547,647 | 9.47 | 107.39 | 101.31 | 102.36 |
| Total | 226,770,734 | 100 | 245,614,728 | 100 | 265,560,934 | 100 | 301,580,613 | 100 | 108.31 | 108.12 | 113.56 |

Data source: RS Insurance Agency

In RS, the gross written premium in 2023 amounted to BAM 301,580,613 which represents an increase of 13.56% when compared to 2022. In the non-life insurance, a premium increase of 14.88% was recorded, while the life insurance sector recorded an increase of 2.36%.

The average annual growth rate of non-life insurance in the past four years in RS has increased and amounts to 10.76%. The average annual growth rate of life insurance in the last four years has decreased and amounts to 3.69%.

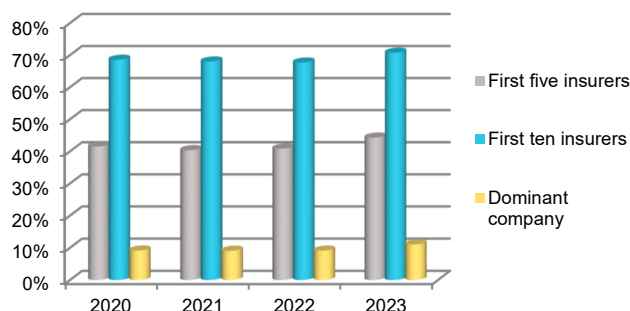
3.2.8 Insurance market concentration in BiH

TABLE 28 | Insurance market concentration in BiH in 2020, 2021, 2022 and 2023 (in BAM)

| Share in gross written premium (%) | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|--------|--------|--------|--------|
| First five insurers | 41.52% | 40.37% | 40.87% | 44.30% |
| First ten insurers | 68.56% | 68.01% | 67.69% | 70.76% |
| Dominant company | 9.14% | 9.08% | 9.13% | 11.07% |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 8 | Insurance market concentration in BiH in 2020, 2021, 2022 and 2023



3.2.9 Herfindahl-Hirschman Index (HHI)

The Herfindahl-Hirschman Index (HHI) is a commonly accepted measure of market concentration. The value of this index is calculated by squaring the market share of each firm competing in a market and then summing the resulting numbers. It can range from close to zero to 10,000. When the index is close to zero it means that the market has lower level of concentration and a higher level of

competition between participants. HHI index is higher when the number of participants (companies) is reduced or there is considerable disproportion in their size. With an increase of the market concentration, the competition and efficiency are decreased which may result in monopoly and secret arrangements.

| | | |
|-------------------------|----------------|---|
| Ranges of index: | 0 – 1,000 | non-concentrated market (high level of competition) |
| | 1,000 – 1,800 | moderately concentrated market |
| | 1,800 – 10,000 | concentrated market (monopoly) |

TABLE 29 | HHI Index for the market of life insurance in BiH in 2020, 2021, 2022 and 2023

| Insurance company | 2020 | | | 2021 | | | 2022 | | | 2023 | | |
|-------------------|----------------|------------------|--------------|----------------|------------------|--------------|----------------|------------------|--------------|----------------|------------------|--------------|
| | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI |
| Vienna | 34,109 | 21.81 | 476 | 34,935 | 19.99 | 399 | 38,802 | 20.61 | 425 | 46,809 | 23.46 | 550 |
| Uniqa | 33,719 | 21.56 | 465 | 40,560 | 23.20 | 538 | 43,541 | 23.13 | 535 | 44,462 | 22.29 | 497 |
| Grawe | 29,055 | 18.58 | 345 | 30,521 | 17.46 | 305 | 32,030 | 17.01 | 290 | 32,663 | 16.37 | 268 |
| Triglav | 21,317 | 13.63 | 186 | 27,674 | 15.83 | 251 | 30,539 | 16.22 | 263 | 29,445 | 14.76 | 218 |
| Grawe (RS) | 23,022 | 14.72 | 217 | 24,871 | 14.23 | 202 | 24,970 | 13.26 | 176 | 25,914 | 12.99 | 169 |
| Adriatic | 4,549 | 2.91 | 8 | 6,287 | 3.60 | 13 | 7,804 | 4.15 | 17 | 8,515 | 4.27 | 18 |
| Croatia | 4,329 | 2.77 | 8 | 4,077 | 2.33 | 5 | 3,808 | 2.02 | 4 | 5,053 | 2.53 | 6 |
| Sarajevo | 3,674 | 2.35 | 6 | 3,212 | 1.84 | 3 | 3,833 | 2.04 | 4 | 4,010 | 2.01 | 4 |
| Wiener | 2,613 | 1.67 | 3 | 2,658 | 1.52 | 2 | 2,919 | 1.55 | 2 | 2,634 | 1.32 | 2 |
| Total | 156,387 | 100 | 1,713 | 174,796 | 100 | 1,720 | 188,246 | 100 | 1,716 | 199,505 | 100 | 1,732 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

TABLE 30 | Market share of five largest companies in life insurance market in BiH (in %) and HHI

| | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|
| Market share of five largest companies | 90.30% | 90.71% | 90.24% | 89.87% |
| HHI | 1,713 | 1,720 | 1,716 | 1,732 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

The BiH life insurance market in 2023, with an HHI index of 1,732 was a moderately concentrated

market same as in 2022.

GRAPH 9 | HHI for the market of life insurance in BiH in 2020, 2021, 2022 and 2023

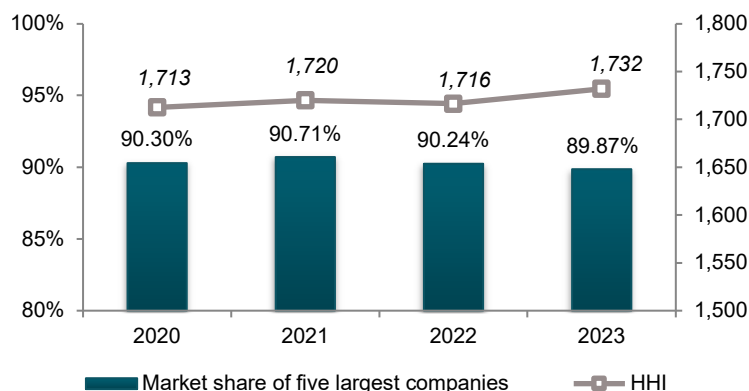


TABLE 31 | HHI Index for the market of non-life insurance in BiH in 2020, 2021, 2022 and 2023

| Insurance company | 2020 | | | 2021 | | | 2022 | | | 2023 | | |
|-------------------|----------------|------------------|-----------|----------------|------------------|------------|----------------|------------------|-----------|----------------|------------------|------------|
| | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI |
| ASA Central* | 37,525 | 6.26 | 39 | 45,462 | 7.06 | 50 | 50,903 | 7.35 | 54 | 108,902 | 13.88 | 193 |
| Adriatic | 64,555 | 10.77 | 11 | 68,034 | 10.57 | 112 | 72,644 | 10.49 | 11 | 86,539 | 11.03 | 122 |
| Euroherc | 62,564 | 10.44 | 10 | 64,872 | 10.08 | 102 | 68,970 | 9.96 | 99 | 77,972 | 9.94 | 99 |
| Sarajevo | 61,416 | 10.24 | 10 | 60,215 | 9.36 | 88 | 62,711 | 9.05 | 82 | 64,229 | 8.19 | 67 |
| Triglav(FBiH) | 32,210 | 5.37 | 29 | 32,972 | 5.12 | 26 | 39,250 | 5.67 | 32 | 45,220 | 5.76 | 33 |
| Croatia | 32,131 | 5.36 | 29 | 35,173 | 5.46 | 30 | 35,696 | 5.15 | 27 | 39,597 | 5.05 | 25 |
| Wiener | 25,653 | 4.28 | 18 | 29,117 | 4.52 | 20 | 34,956 | 5.05 | 25 | 37,384 | 4.77 | 23 |
| Uniqa | 28,414 | 4.74 | 22 | 30,740 | 4.78 | 23 | 30,815 | 4.45 | 20 | 34,829 | 4.44 | 20 |
| Aura | 24,230 | 4.04 | 16 | 27,607 | 4.29 | 18 | 29,142 | 4.21 | 18 | 32,124 | 4.09 | 17 |
| Dunav | 23,618 | 3.94 | 16 | 25,965 | 4.03 | 16 | 28,348 | 4.09 | 17 | 30,690 | 3.91 | 15 |
| Grawe (FBiH) | 25,911 | 4.32 | 19 | 25,960 | 4.03 | 16 | 25,759 | 3.72 | 14 | 26,236 | 3.34 | 11 |
| Drina | 23,046 | 3.84 | 15 | 22,139 | 3.44 | 12 | 22,853 | 3.30 | 11 | 25,895 | 3.30 | 11 |
| Camelija | 10,886 | 1.82 | 3 | 16,193 | 2.52 | 6 | 19,089 | 2.76 | 8 | 24,177 | 3.08 | 9 |
| Mikrofin | 11,646 | 1.94 | 4 | 14,193 | 2.21 | 5 | 16,664 | 2.41 | 6 | 21,531 | 2.74 | 8 |
| Premium | 8,769 | 1.46 | 2 | 12,613 | 1.96 | 4 | 17,016 | 2.46 | 6 | 21,132 | 2.69 | 7 |
| Nešković | 16,235 | 2.71 | 7 | 16,719 | 2.60 | 7 | 16,563 | 2.39 | 6 | 19,396 | 2.47 | 6 |
| Brčko-gas | 16,578 | 2.77 | 8 | 16,084 | 2.50 | 6 | 16,049 | 2.32 | 5 | 17,354 | 2.21 | 5 |
| Triglav (RS) | 11,153 | 1.86 | 3 | 11,523 | 1.79 | 3 | 13,001 | 1.88 | 4 | 17,080 | 2.18 | 5 |
| Garant | 11,226 | 1.87 | 4 | 11,921 | 1.85 | 3 | 11,741 | 1.69 | 3 | 13,694 | 1.75 | 3 |
| Grawe (RS) | 9,959 | 1.66 | 3 | 10,779 | 1.67 | 3 | 11,130 | 1.61 | 3 | 13,084 | 1.67 | 3 |
| Euros | 11,135 | 1.86 | 3 | 11,786 | 1.83 | 3 | 10,952 | 1.58 | 2 | 12,088 | 1.54 | 2 |
| Krajina | 4,401 | 0.73 | 1 | 4,239 | 0.66 | 0 | 5,823 | 0.84 | 1 | 7,715 | 0.98 | 1 |
| SAS - Super | 3,488 | 0.58 | 0 | 3,402 | 0.53 | 0 | 3,434 | 0.50 | 0 | 3,866 | 0.49 | 0 |
| Central** | 42,397 | 7.07 | 50 | 44,967 | 6.99 | 49 | 47,904 | 6.91 | 48 | 1,994 | 0.25 | 0 |
| Vienna | 362 | 0.06 | 0 | 938 | 0.15 | 0 | 1,399 | 0.20 | 0 | 1,799 | 0.23 | 0 |
| Total | 599,508 | 100 | 62 | 643,612 | 100 | 603 | 692,812 | 100 | 59 | 784,526 | 100 | 685 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

TABLE 32 | Market share of five largest companies in the non-life insurance market in BiH (in %) and HHI

| | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|
| Market share of five largest companies | 44.78% | 44.06% | 43.75% | 48.80% |
| HHI | 621 | 603 | 599 | 685 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

In the non-life insurance market during the entire observed period from 2020 to 2023, the values of the HHI index are below 1,000, which means that the non-life insurance market of Bosnia and Herzegovina is a market with a high level of competition (non-concentrated market).

In 2023, compared to 2022, the market share of the five largest companies and the HHI Index decreased slightly, which is an indicator of a minor trend of increasing competition in the non-life insurance market.

GRAPH 10 | HHI for the market of non-life insurance in BiH in 2020, 2021, 2022 and 2023

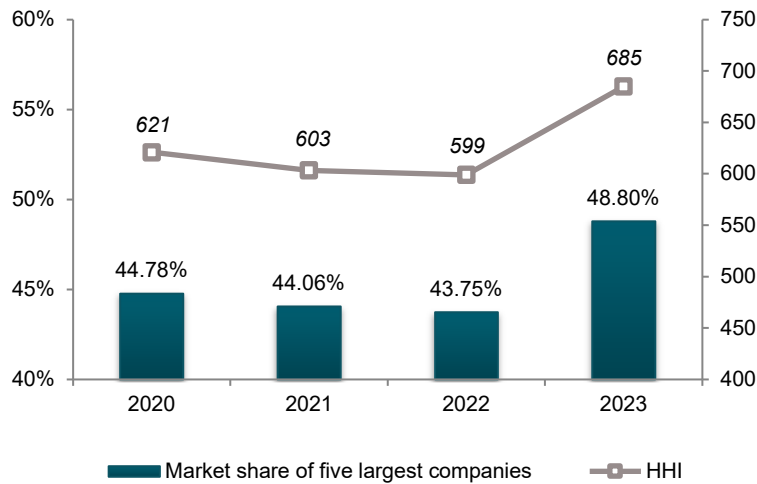


TABLE 33 | HHI Index for the market of life and non-life insurance in BiH in 2020, 2021, 2022 and 2023

| Insurance company | 2020 | | | 2021 | | | 2022 | | | 2023 | | |
|-------------------|----------------|------------------|------------|----------------|------------------|------------|----------------|------------------|------------|----------------|------------------|------------|
| | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI | Premium (in K) | Market share (%) | HHI |
| ASA Central* | 37,525 | 4.96 | 25 | 45,462 | 5.55 | 31 | 50,903 | 5.78 | 33 | 108,902 | 11.07 | 122 |
| Adriatic | 69,104 | 9.14 | 84 | 74,322 | 9.08 | 82 | 80,448 | 9.13 | 83 | 95,054 | 9.66 | 93 |
| Uniqa | 62,133 | 8.22 | 68 | 71,300 | 8.71 | 76 | 74,356 | 8.44 | 71 | 79,291 | 8.06 | 65 |
| Euroherc | 62,564 | 8.28 | 69 | 64,872 | 7.93 | 63 | 68,970 | 7.83 | 61 | 77,972 | 7.92 | 63 |
| Triglav (FBiH) | 53,527 | 7.08 | 50 | 60,646 | 7.41 | 55 | 69,789 | 7.92 | 63 | 74,664 | 7.59 | 58 |
| Sarajevo | 65,090 | 8.61 | 74 | 63,426 | 7.75 | 60 | 66,544 | 7.55 | 57 | 68,239 | 6.93 | 48 |
| Grawe (FBiH) | 54,967 | 7.27 | 53 | 56,481 | 6.90 | 48 | 57,789 | 6.56 | 43 | 58,899 | 5.99 | 36 |
| Vienna | 34,471 | 4.56 | 21 | 35,872 | 4.38 | 19 | 40,201 | 4.56 | 21 | 48,608 | 4.94 | 24 |
| Croatia | 36,460 | 4.82 | 23 | 39,250 | 4.80 | 23 | 39,504 | 4.48 | 20 | 44,651 | 4.54 | 21 |
| Wiener | 28,265 | 3.74 | 14 | 31,775 | 3.88 | 15 | 37,875 | 4.30 | 18 | 40,017 | 4.07 | 17 |
| Grawe (RS) | 32,981 | 4.36 | 19 | 35,649 | 4.36 | 19 | 36,100 | 4.10 | 17 | 38,998 | 3.96 | 16 |
| Aura | 24,230 | 3.21 | 10 | 27,607 | 3.37 | 11 | 29,142 | 3.31 | 11 | 32,124 | 3.26 | 11 |
| Dunav | 23,618 | 3.12 | 10 | 25,965 | 3.17 | 10 | 28,348 | 3.22 | 10 | 30,690 | 3.12 | 10 |
| Drina | 23,046 | 3.05 | 9 | 22,139 | 2.71 | 7 | 22,853 | 2.59 | 7 | 25,895 | 2.63 | 7 |
| Camelija | 10,886 | 1.44 | 2 | 16,193 | 1.98 | 4 | 19,089 | 2.17 | 5 | 24,177 | 2.46 | 6 |
| Mikrofin | 11,646 | 1.54 | 2 | 14,193 | 1.73 | 3 | 16,664 | 1.89 | 4 | 21,531 | 2.19 | 5 |
| Premium | 8,769 | 1.16 | 1 | 12,613 | 1.54 | 2 | 17,016 | 1.93 | 4 | 21,132 | 2.15 | 5 |
| Nešković | 16,235 | 2.15 | 5 | 16,719 | 2.04 | 4 | 16,563 | 1.88 | 4 | 19,396 | 1.97 | 4 |
| Brčko-gas | 16,578 | 2.19 | 5 | 16,084 | 1.97 | 4 | 16,049 | 1.82 | 3 | 17,354 | 1.76 | 3 |
| Triglav (RS) | 11,153 | 1.48 | 2 | 11,523 | 1.41 | 2 | 13,001 | 1.48 | 2 | 17,080 | 1.74 | 3 |
| Garant | 11,226 | 1.49 | 2 | 11,921 | 1.46 | 2 | 11,741 | 1.33 | 2 | 13,694 | 1.39 | 2 |
| Euros | 11,135 | 1.47 | 2 | 11,786 | 1.44 | 2 | 10,952 | 1.24 | 2 | 12,088 | 1.23 | 2 |
| Krajina | 4,401 | 0.58 | 0 | 4,239 | 0.52 | 0 | 5,823 | 0.66 | 0 | 7,715 | 0.78 | 1 |
| SAS - Super P | 3,488 | 0.46 | 0 | 3,402 | 0.42 | 0 | 3,434 | 0.39 | 0 | 3,866 | 0.39 | 0 |
| Central** | 42,397 | 5.61 | 31 | 44,967 | 5.49 | 30 | 47,904 | 5.44 | 30 | 1,994 | 0.20 | 0 |
| Total | 755,894 | 100 | 582 | 818,406 | 100 | 574 | 881,057 | 100 | 571 | 984,031 | 100 | 619 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

3 Overview of statistical indicators for the BiH insurance sector

TABLE 34 | Market share of five largest companies in the life and non-life insurance market in BiH (in %) and HHI

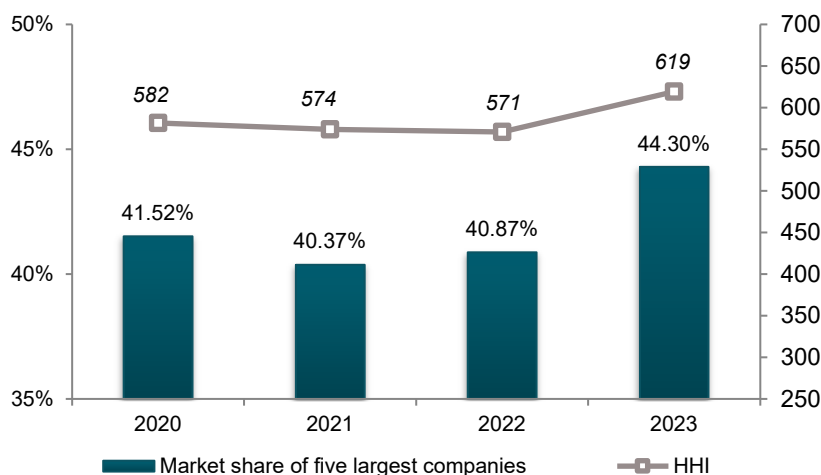
| | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|
| Market share of five largest companies | 41.52% | 40.37% | 40.87% | 44.30% |
| HHI | 582 | 574 | 571 | 619 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

The HHI index for the entire insurance market in the period from 2020 to 2023 is below 1,000, which

indicates that it is a market with a high level of competition (non-concentrated market).

GRAPH 11. | HHI for the market of life and non-life insurance in BiH in 2020, 2021, 2022 and 2023



3.3 Gross written premium by insurance classes

3.3.1 Gross written premium by insurance classes in BiH

TABLE 35 | Gross written premium by insurance classes in BiH in 2020, 2021, 2022 and 2023

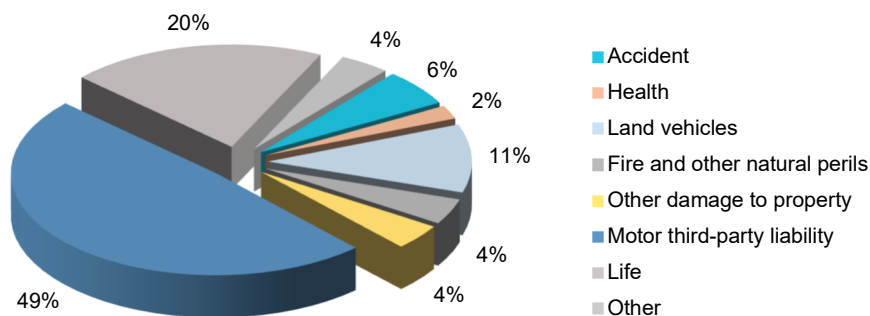
| Insurance class | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|-----------------------------------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|
| 01 Accident | 48,022,000 | 6.35 | 50,578,928 | 6.18 | 53,211,665 | 6.04 | 57,388,234 | 5.83 |
| 02 Health | 8,852,433 | 1.17 | 11,819,360 | 1.44 | 16,760,293 | 1.90 | 21,230,010 | 2.16 |
| 03 Land vehicles | 72,014,676 | 9.53 | 79,643,162 | 9.73 | 89,784,827 | 10.19 | 106,191,984 | 10.79 |
| 04 Railway rolling stock | 20,814 | 0.00 | 24,171 | 0.00 | 13,932 | 0.00 | 8,040 | 0.00 |
| 05 Aircraft | 32,531 | 0.00 | 9,512 | 0.00 | 106,590 | 0.01 | 106,048 | 0.01 |
| 06 Sea, lake and river vessels | 12,591 | 0.00 | 12,461 | 0.00 | 11,974 | 0.00 | 17,258 | 0.00 |
| 07 Goods in transit | 3,120,497 | 0.41 | 3,052,649 | 0.37 | 3,795,632 | 0.43 | 4,057,694 | 0.41 |
| 08 Fire and other natural perils | 31,582,175 | 4.18 | 33,246,874 | 4.06 | 36,407,498 | 4.13 | 40,076,093 | 4.07 |
| 09 Other damage to property | 29,174,363 | 3.86 | 29,772,194 | 3.64 | 34,054,617 | 3.87 | 39,965,911 | 4.06 |
| 10 Motor third-party liability | 386,381,198 | 51.12 | 408,838,588 | 49.96 | 426,951,701 | 48.46 | 480,785,034 | 48.86 |
| 11 Aviation third-party-liability | 86,259 | 0.01 | 191,072 | 0.02 | 229,835 | 0.03 | 291,092 | 0.03 |
| 12 Marine third-party-liability | 31,313 | 0.00 | 34,529 | 0.00 | 36,515 | 0.00 | 47,913 | 0.00 |
| 13 General liability | 10,986,376 | 1.45 | 12,314,843 | 1.50 | 14,796,094 | 1.68 | 16,306,840 | 1.66 |
| 14 Credit | 4,641,903 | 0.61 | 7,810,111 | 0.95 | 8,517,368 | 0.97 | 8,020,615 | 0.82 |
| 15 Surety | 385,293 | 0.05 | 360,970 | 0.04 | 475,741 | 0.05 | 484,950 | 0.05 |
| 16 Financial loss | 2,770,547 | 0.37 | 4,074,525 | 0.50 | 5,294,817 | 0.60 | 6,253,975 | 0.64 |
| 17 Legal protection | 37,216 | 0.00 | 144,138 | 0.02 | 127,444 | 0.01 | 132,861 | 0.01 |
| 18 Assistance - other insurance | 1,356,256 | 0.18 | 1,683,691 | 0.21 | 2,235,198 | 0.25 | 3,161,869 | 0.32 |

3 Overview of statistical indicators for the BiH insurance sector

| Insurance class | | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|-----------------|---|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| | Total (non-life insurance classes) | 599,508,443 | 79.31 | 643,611,777 | 78.64 | 692,811,741 | 78.63 | 784,526,423 | 79.73 |
| 19 | Life (life insurance and annuity insurance) | 156,385,665 | 20.69 | 174,794,674 | 21.36 | 188,245,219 | 21.37 | 199,504,551 | 20.27 |
| | Grand total (insurance classes 1-19) | 755,894,108 | 100 | 818,406,451 | 100 | 881,056,961 | 100 | 984,030,974 | 100 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency
 Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

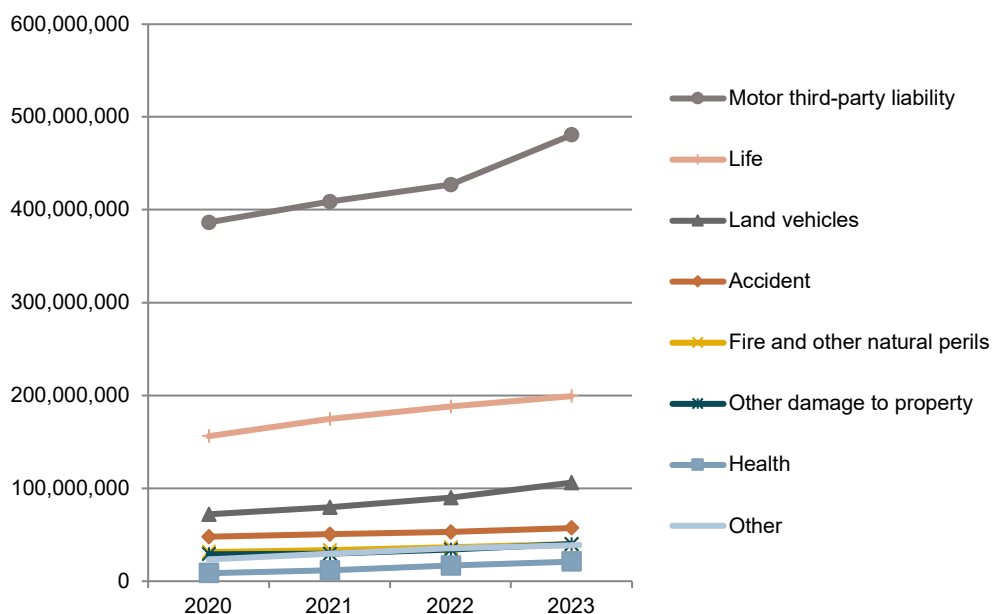
GRAPH 12 | Share of various classes of insurance in the gross written premium in BiH in 2023



In the structure of the total insurance portfolio in BiH in 2023, which consists of 19 types of insurance, compulsory motor third-party liability insurance participates by 48.86%, which is slightly more than in 2022.

In the structure of non-life insurance premium, compulsory motor third-party liability insurance is the most represented insurance with 61.28%. It is followed by land vehicles insurance with 13.54% and accident insurance with 7.32%.

GRAPH 13 | Trend of premium growth by various classes of insurance in BiH in 2020, 2021, 2022 and 2023



3.3.2 Gross written premium by insurance classes in FBIH

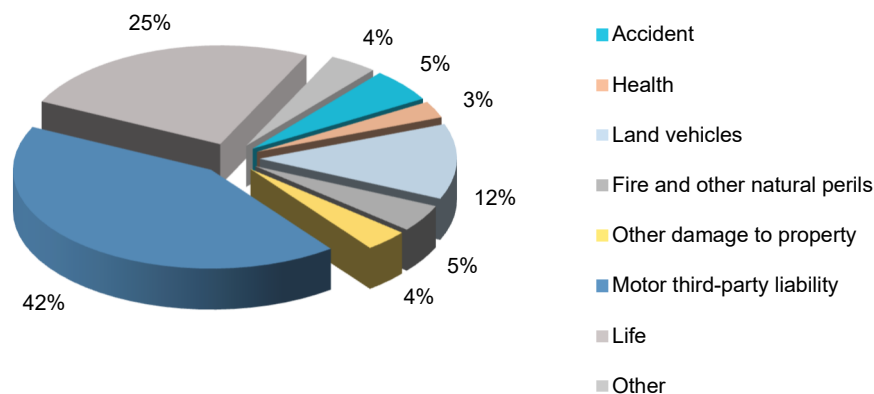
TABLE 36 | Gross written premium by insurance classes in FBIH in 2020, 2021, 2022 and 2023

| Insurance class | | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|---|---|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| 01 | Accident | 34,458,349 | 6.51 | 35,651,553 | 6.22 | 35,765,890 | 5.81 | 37,232,594 | 5.46 |
| 02 | Health | 7,878,783 | 1.49 | 10,183,655 | 1.78 | 14,437,286 | 2.35 | 18,686,336 | 2.74 |
| 03 | Land vehicles | 57,446,619 | 10.86 | 62,983,315 | 11.00 | 70,987,106 | 11.53 | 84,083,733 | 12.32 |
| 04 | Railway rolling stock | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 05 | Aircraft | 5,917 | 0.00 | 1,697 | 0.00 | 1,950 | 0.00 | 48,586 | 0.01 |
| 06 | Sea, lake and river vessels | 10,853 | 0.00 | 9,986 | 0.00 | 10,346 | 0.00 | 15,189 | 0.00 |
| 07 | Goods in transit | 2,283,559 | 0.43 | 2,252,782 | 0.39 | 2,797,867 | 0.45 | 2,713,896 | 0.40 |
| 08 | Fire and other natural perils | 23,982,946 | 4.53 | 25,194,742 | 4.40 | 27,603,798 | 4.48 | 30,527,358 | 4.47 |
| 09 | Other damage to property | 17,853,516 | 3.37 | 17,782,584 | 3.10 | 18,031,100 | 2.93 | 24,526,164 | 3.59 |
| 10 | Motor third-party liability | 239,353,078 | 45.24 | 251,158,630 | 43.85 | 262,459,339 | 42.64 | 289,578,801 | 42.43 |
| 11 | Aviation third-party-liability | 29,448 | 0.01 | 33,055 | 0.01 | 32,217 | 0.01 | 82,202 | 0.01 |
| 12 | Marine third-party-liability | 23,255 | 0.00 | 24,608 | 0.00 | 26,819 | 0.00 | 36,168 | 0.01 |
| 13 | General liability | 8,323,301 | 1.57 | 9,210,921 | 1.61 | 11,592,146 | 1.88 | 12,288,648 | 1.80 |
| 14 | Credit | 3,016,696 | 0.57 | 5,765,751 | 1.01 | 4,947,099 | 0.80 | 3,672,254 | 0.54 |
| 15 | Surety | 365,778 | 0.07 | 343,622 | 0.06 | 453,478 | 0.07 | 460,580 | 0.07 |
| 16 | Financial loss | 2,028,396 | 0.38 | 3,238,606 | 0.57 | 4,022,342 | 0.65 | 4,926,566 | 0.72 |
| 17 | Legal protection | 37,216 | 0.01 | 142,731 | 0.02 | 126,419 | 0.02 | 131,933 | 0.02 |
| 18 | Assistance - other insurance classes | 1,274,402 | 0.24 | 1,547,533 | 0.27 | 1,844,059 | 0.30 | 2,482,449 | 0.36 |
| Total (non-life insurance classes) | | 398,372,113 | 75.29 | 425,525,771 | 74.29 | 455,139,261 | 73.95 | 511,493,457 | 74.95 |
| 19 | Life (life insurance and annuity insurance) | 130,751,261 | 24.71 | 147,265,952 | 25.71 | 160,356,765 | 26.05 | 170,956,904 | 25.05 |
| Grand total (insurance classes 1-19) | | 529,123,374 | 100 | 572,791,723 | 100 | 615,496,027 | 100 | 682,450,361 | 100 |

Data source: FBIH Insurance Supervisory Agency

Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

GRAPH 14 | Share of various classes of insurance in the gross written premium in FBIH in 2023



GRAPH 15 | Trend of premium growth by various classes of insurance in FBiH in 2020, 2021, 2022 and 2023

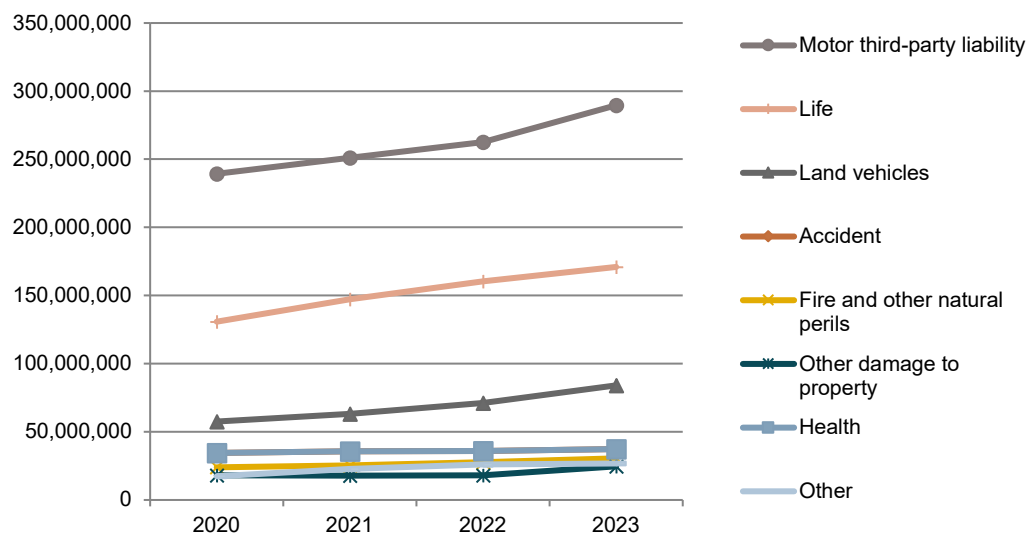


TABLE 37 | Gross written premium by insurance classes realised on the territory of FBiH in 2020, 2021, 2022 and 2023

| Insurance class | | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|-----------------|---|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| 01 | Accident | 34,199,508 | 6.61 | 36,330,181 | 6.48 | 37,492,977 | 6.21 | 37,232,594 | 5.61 |
| 02 | Health | 7,368,810 | 1.42 | 9,528,825 | 1.70 | 13,534,147 | 2.24 | 18,686,336 | 2.82 |
| 03 | Land vehicles | 53,652,994 | 10.37 | 59,406,801 | 10.60 | 66,862,412 | 11.07 | 84,083,733 | 12.67 |
| 04 | Railway rolling stock | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 05 | Aircraft | 5,917 | 0.00 | 1,697 | 0.00 | 1,950 | 0.00 | 48,586 | 0.01 |
| 06 | Sea, lake and river vessels | 10,853 | 0.00 | 9,986 | 0.00 | 10,346 | 0.00 | 15,189 | 0.00 |
| 07 | Goods in transit | 2,355,860 | 0.46 | 2,224,937 | 0.40 | 2,840,168 | 0.47 | 2,713,896 | 0.41 |
| 08 | Fire and other natural perils | 23,241,300 | 4.49 | 24,195,818 | 4.32 | 26,345,482 | 4.36 | 30,527,358 | 4.60 |
| 09 | Other damage to property | 19,565,016 | 3.78 | 19,973,863 | 3.56 | 22,039,018 | 3.65 | 24,526,164 | 3.70 |
| 10 | Motor third-party liability | 250,972,256 | 48.49 | 266,718,522 | 47.60 | 278,037,842 | 46.02 | 289,578,801 | 43.64 |
| 11 | Aviation third-party-liability | 33,556 | 0.01 | 39,109 | 0.01 | 38,319 | 0.01 | 82,202 | 0.01 |
| 12 | Marine third-party-liability | 22,794 | 0.00 | 23,532 | 0.00 | 25,213 | 0.00 | 36,168 | 0.01 |
| 13 | General liability | 8,762,969 | 1.69 | 9,338,360 | 1.67 | 11,820,397 | 1.96 | 12,288,648 | 1.85 |
| 14 | Credit | 3,222,198 | 0.62 | 5,992,500 | 1.07 | 5,685,203 | 0.94 | 3,672,254 | 0.55 |
| 15 | Surety | 302,862 | 0.06 | 308,547 | 0.06 | 399,133 | 0.07 | 460,580 | 0.07 |
| 16 | Financial loss | 1,964,397 | 0.38 | 3,194,773 | 0.57 | 3,835,329 | 0.63 | 4,926,566 | 0.74 |
| 17 | Legal protection | 25,489 | 0.00 | 122,879 | 0.02 | 82,809 | 0.01 | 131,933 | 0.02 |
| 18 | Assistance - other insurance classes | 1,143,499 | 0.22 | 1,370,746 | 0.24 | 1,682,650 | 0.28 | 2,332,558 | 0.35 |
| | Total (non-life insurance classes) | 406,850,280 | 78.60 | 438,781,076 | 78.31 | 470,733,393 | 77.91 | 511,343,566 | 77.06 |
| 19 | Life (life insurance and annuity insurance) | 110,748,884 | 21.40 | 121,536,740 | 21.69 | 133,465,008 | 22.09 | 142,742,303 | 21.51 |
| | Grand total (insurance classes 1-19) | 517,599,164 | 100 | 560,317,816 | 100 | 604,198,401 | 100 | 663,560,206 | 100 |

Data source: FBiH Insurance Supervisory Agency

3.3.3 Gross written premium by insurance classes in RS

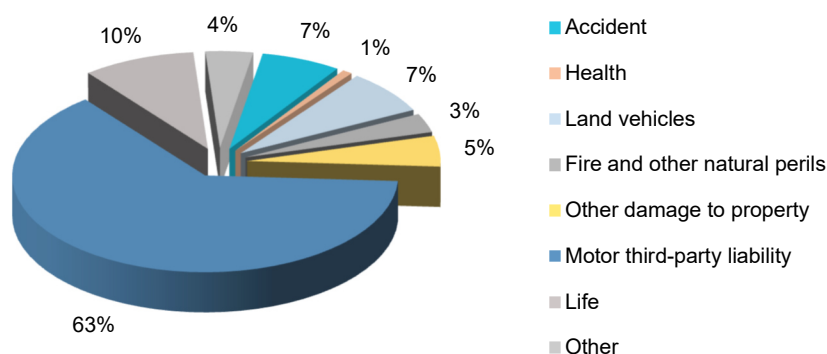
TABLE 38 | Gross written premium by insurance classes in RS in 2020, 2021, 2022 and 2023

| Insurance class | | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|---|---|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| 01 | Accident | 13,563,651 | 5.98 | 14,927,375 | 6.08 | 17,445,775 | 6.57 | 20,155,640 | 6.68 |
| 02 | Health | 973,650 | 0.43 | 1,635,705 | 0.67 | 2,323,007 | 0.87 | 2,543,674 | 0.84 |
| 03 | Land vehicles | 14,568,057 | 6.42 | 16,659,847 | 6.78 | 18,797,721 | 7.08 | 22,108,251 | 7.33 |
| 04 | Railway rolling stock | 20,814 | 0.00 | 24,171 | 0.00 | 13,932 | 0.00 | 8,040 | 0.00 |
| 05 | Aircraft | 26,614 | 0.00 | 7,815 | 0.00 | 104,640 | 0.00 | 57,462 | 0.00 |
| 06 | Sea, lake and river vessels | 1,738 | 0.00 | 2,475 | 0.00 | 1,628 | 0.00 | 2,069 | 0.00 |
| 07 | Goods in transit | 836,938 | 0.37 | 799,867 | 0.33 | 997,765 | 0.38 | 1,343,798 | 0.45 |
| 08 | Fire and other natural perils | 7,599,229 | 3.35 | 8,052,132 | 3.28 | 8,803,700 | 3.32 | 9,548,735 | 3.17 |
| 09 | Other damage to property | 11,320,847 | 4.99 | 11,989,610 | 4.88 | 16,023,517 | 6.03 | 15,439,747 | 5.12 |
| 10 | Motor third-party liability | 147,028,120 | 64.84 | 157,679,958 | 64.20 | 164,492,362 | 61.94 | 191,206,233 | 63.40 |
| 11 | Aviation third-party-liability | 56,811 | 0.03 | 158,017 | 0.06 | 197,618 | 0.07 | 208,890 | 0.07 |
| 12 | Marine third-party-liability | 8,058 | 0.00 | 9,921 | 0.00 | 9,696 | 0.00 | 11,745 | 0.00 |
| 13 | General liability | 2,663,075 | 1.17 | 3,103,922 | 1.26 | 3,203,948 | 1.21 | 4,018,192 | 1.33 |
| 14 | Credit | 1,625,207 | 0.72 | 2,044,360 | 0.83 | 3,570,269 | 1.34 | 4,348,361 | 1.44 |
| 15 | Surety | 19,515 | 0.01 | 17,348 | 0.01 | 22,263 | 0.01 | 24,370 | 0.01 |
| 16 | Financial loss | 742,151 | 0.33 | 835,919 | 0.34 | 1,272,475 | 0.48 | 1,327,409 | 0.44 |
| 17 | Legal protection | 0 | 0.00 | 1,407 | 0.00 | 1,025 | 0.00 | 928 | 0.00 |
| 18 | Assistance - other insurance classes | 81,854 | 0.04 | 136,158 | 0.06 | 391,139 | 0.15 | 679,420 | 0.23 |
| Total (non-life insurance classes) | | 201,136,330 | 88.70 | 218,086,007 | 88.79 | 237,672,480 | 89.50 | 273,032,966 | 90.53 |
| 19 | Life (life insurance and annuity insurance) | 25,634,404 | 11.30 | 27,528,721 | 11.21 | 27,888,454 | 10.50 | 28,547,647 | 9.47 |
| Grand total (insurance classes 1-19) | | 226,770,734 | 100 | 245,614,728 | 100 | 265,560,934 | 100 | 301,580,613 | 100 |

Data source: RS Insurance Agency

Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

GRAPH 16 | Share of various classes of insurance in the gross written premium in RS in 2023



GRAPH 17 | Trend of premium growth by various classes of insurance in RS in 2020, 2021, 2022 and 2023

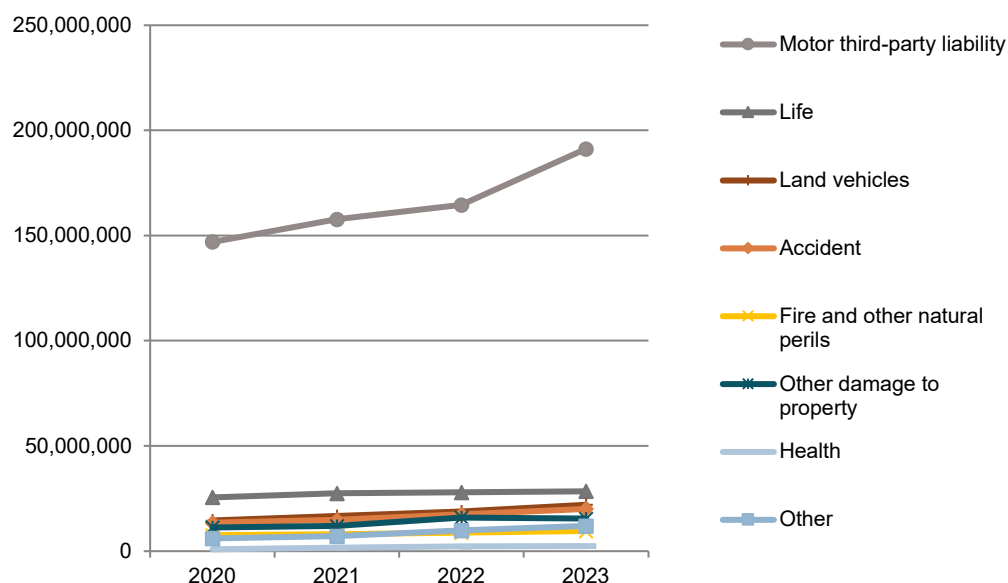


TABLE 39 | Gross written premium by insurance classes realised on the territory of RS in 2020, 2021, 2022 and 2023

| Insurance class | | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) |
|-----------------|---|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| 01 | Accident | 13,822,492 | 5.80 | 14,248,749 | 5.52 | 15,718,688 | 5.68 | 18,059,070 | 5.64 |
| 02 | Health | 1,483,624 | 0.62 | 2,290,535 | 0.89 | 3,226,145 | 1.17 | 3,924,128 | 1.22 |
| 03 | Land vehicles | 18,361,681 | 7.71 | 20,236,360 | 7.84 | 22,922,415 | 8.28 | 27,856,755 | 8.69 |
| 04 | Railway rolling stock | 20,814 | 0.00 | 24,171 | 0.00 | 13,932 | 0.00 | 8,040 | 0.00 |
| 05 | Aircraft | 26,614 | 0.00 | 7,815 | 0.00 | 104,640 | 0.00 | 57,462 | 0.02 |
| 06 | Sea, lake and river vessels | 1,738 | 0.00 | 2,475 | 0.00 | 1,628 | 0.00 | 2,069 | 0.00 |
| 07 | Goods in transit | 764,638 | 0.32 | 827,711 | 0.32 | 955,464 | 0.35 | 1,202,708 | 0.38 |
| 08 | Fire and other natural perils | 8,340,874 | 3.50 | 9,051,057 | 3.51 | 10,062,016 | 3.63 | 10,430,236 | 3.25 |
| 09 | Other damage to property | 9,609,346 | 4.03 | 9,798,332 | 3.80 | 12,015,599 | 4.34 | 13,577,653 | 4.24 |
| 10 | Motor third-party liability | 135,408,942 | 56.82 | 142,120,068 | 55.07 | 148,913,859 | 53.79 | 178,745,937 | 55.78 |
| 11 | Aviation third-party-liability | 52,703 | 0.02 | 151,963 | 0.06 | 191,516 | 0.07 | 192,522 | 0.06 |
| 12 | Marine third-party-liability | 8,519 | 0.00 | 10,998 | 0.00 | 11,303 | 0.00 | 13,433 | 0.00 |
| 13 | General liability | 2,223,406 | 0.93 | 2,976,483 | 1.15 | 2,975,698 | 1.07 | 3,428,290 | 1.07 |
| 14 | Credit | 1,419,705 | 0.60 | 1,817,612 | 0.70 | 2,832,165 | 1.02 | 3,653,751 | 1.14 |
| 15 | Surety | 82,432 | 0.03 | 52,423 | 0.02 | 76,608 | 0.03 | 75,319 | 0.02 |
| 16 | Financial loss | 806,150 | 0.34 | 879,752 | 0.34 | 1,459,488 | 0.53 | 1,601,848 | 0.50 |
| 17 | Legal protection | 11,727 | 0.00 | 21,258 | 0.00 | 44,635 | 0.00 | 49,985 | 0.02 |
| 18 | Assistance - other insurance classes | 212,757 | 0.09 | 312,943 | 0.12 | 552,549 | 0.20 | 829,311 | 0.26 |
| | Total (non-life insurance classes) | 192,658,162 | 80.85 | 204,830,704 | 79.36 | 222,078,348 | 80.21 | 263,708,519 | 82.29 |
| 19 | Life (life insurance and annuity insurance) | 45,636,781 | 19.15 | 53,257,930 | 20.64 | 54,780,212 | 19.79 | 56,762,248 | 17.71 |
| | Grand total (insurance classes 1-19) | 238,294,943 | 100 | 258,088,634 | 100 | 276,858,559 | 100 | 320,470,768 | 100 |

Data source: RS Insurance Agency

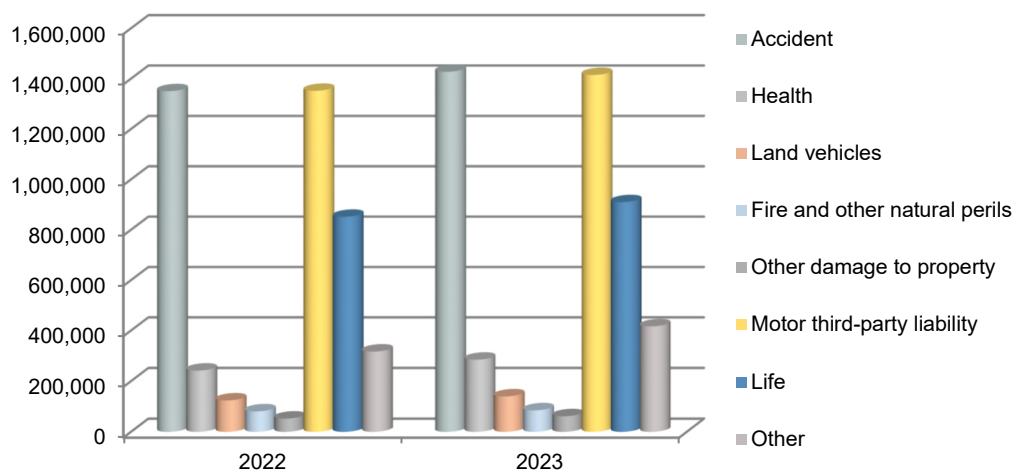
3.3.4 Number of insurances by insurance classes in BiH

TABLE 40 | Number of insurances by insurance classes in BiH in 2022 and 2023

| Insurance class | | 2022 | Share (%) | 2023 | Share (%) | Index 23/22 |
|---|--|------------------|--------------|------------------|--------------|---------------|
| 01 | Accident | 1,350,248 | 30.91 | 1,427,185 | 30.12 | 105.70 |
| 02 | Health | 241,706 | 5.53 | 284,603 | 6.01 | 117.75 |
| 03 | Land vehicles | 123,862 | 2.84 | 139,920 | 2.95 | 112.96 |
| 04 | Railway rolling stock | 1 | 0.00 | 3 | 0.00 | 300.00 |
| 05 | Aircraft | 12 | 0.00 | 10 | 0.00 | 83.33 |
| 06 | Sea, lake and river vessels | 24 | 0.00 | 22 | 0.00 | 91.67 |
| 07 | Goods in transit | 2,101 | 0.05 | 1,879 | 0.04 | 89.43 |
| 08 | Fire and other natural perils | 80,694 | 1.85 | 84,840 | 1.79 | 105.14 |
| 09 | Other damage to property | 52,178 | 1.19 | 61,441 | 1.30 | 117.75 |
| 10 | Motor third-party liability | 1,351,801 | 30.94 | 1,414,656 | 29.85 | 104.65 |
| 11 | Aviation third-party-liability | 125 | 0.00 | 137 | 0.00 | 109.60 |
| 12 | Marine third-party-liability | 482 | 0.01 | 581 | 0.01 | 120.54 |
| 13 | General liability | 11,668 | 0.27 | 15,340 | 0.32 | 131.47 |
| 14 | Credit | 9,191 | 0.21 | 10,635 | 0.22 | 115.71 |
| 15 | Surety | 527 | 0.01 | 378 | 0.01 | 71.73 |
| 16 | Financial loss | 175,111 | 4.01 | 216,465 | 4.57 | 123.62 |
| 17 | Legal protection | 1,123 | 0.03 | 1,329 | 0.03 | 118.34 |
| 18 | Assistance - other insurance classes | 116,544 | 2.67 | 169,856 | 3.58 | 145.74 |
| Total (non-life insurance classes) | | 3,517,398 | 80.51 | 3,829,280 | 80.80 | 108.87 |
| 19 | Life | 490,108 | 11.22 | 517,366 | 10.92 | 105.56 |
| | Annuities | 102 | 0.00 | 113 | 0.00 | 110.78 |
| | Additional insurance with life insurance | 357,400 | 8.18 | 388,081 | 8.19 | 108.58 |
| | Other classes of life insurance | 3,875 | 0.09 | 4,098 | 0.09 | 105.75 |
| Total (life insurance classes) | | 851,485 | 19.49 | 909,658 | 19.20 | 106.83 |
| Grand total (insurance classes 1-19) | | 4,368,883 | 100 | 4,738,938 | 100 | 108.47 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency
 Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

GRAPH 18 | Number of insurances by insurance classes in BiH in 2022 and 2023



3.3.5 Number of insurances by insurance classes in FBiH

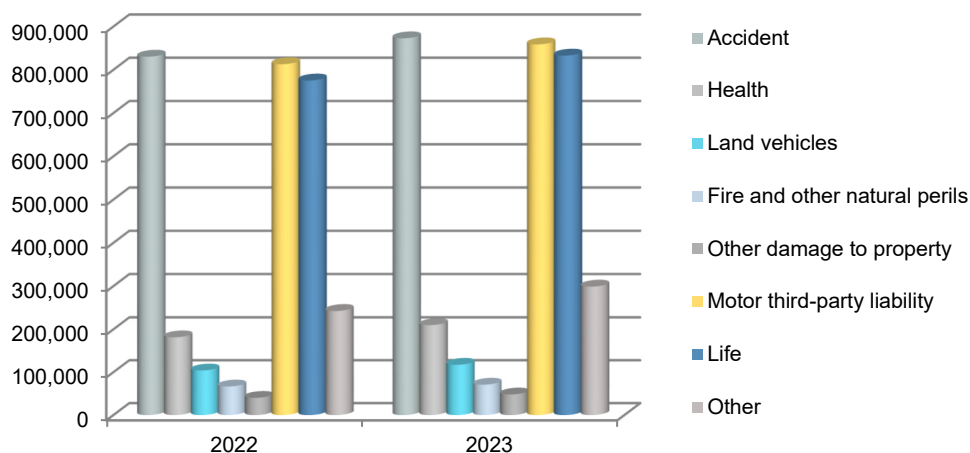
TABLE 41 | Number of insurances by insurance classes in FBiH in 2022 and 2023

| Insurance class | | 2022 | Share (%) | 2023 | Share (%) | Index 23/22 |
|---|--|------------------|--------------|------------------|--------------|---------------|
| 01 | Accident | 830,478 | 27.84 | 872,880 | 26.37 | 105.11 |
| 02 | Health | 181,549 | 4.35 | 210,022 | 6.34 | 115.68 |
| 03 | Land vehicles | 104,109 | 3.53 | 117,457 | 3.55 | 112.82 |
| 04 | Railway rolling stock | 0 | 0.00 | 0 | 0.00 | 0.00 |
| 05 | Aircraft | 4 | 0.00 | 5 | 0.00 | 125.00 |
| 06 | Sea, lake and river vessels | 5 | 0.00 | 9 | 0.00 | 180.00 |
| 07 | Goods in transit | 1,538 | 0.05 | 1,371 | 0.04 | 89.14 |
| 08 | Fire and other natural perils | 66,823 | 2.21 | 71,070 | 2.15 | 106.36 |
| 09 | Other damage to property | 40,317 | 1.32 | 48,222 | 1.46 | 119.61 |
| 10 | Motor third-party liability | 813,133 | 28.17 | 858,939 | 25.95 | 105.63 |
| 11 | Aviation third-party-liability | 61 | 0.00 | 67 | 0.00 | 109.84 |
| 12 | Marine third-party-liability | 358 | 0.01 | 417 | 0.01 | 116.48 |
| 13 | General liability | 7,743 | 0.21 | 9,862 | 0.30 | 127.37 |
| 14 | Credit | 48 | 0.00 | 41 | 0.00 | 85.42 |
| 15 | Surety | 477 | 0.02 | 323 | 0.01 | 67.71 |
| 16 | Financial loss | 165,074 | 4.64 | 205,350 | 6.20 | 124.40 |
| 17 | Legal protection | 1,072 | 0.04 | 1,269 | 0.04 | 118.38 |
| 18 | Assistance - other insurance classes | 66,341 | 2.22 | 80,336 | 2.43 | 121.10 |
| Total (non-life insurance classes) | | 2,279,130 | 74.61 | 2,477,640 | 74.84 | 108.71 |
| 19 | Life | 461,967 | 15.57 | 488,909 | 14.77 | 105.83 |
| | Annuities | 85 | 0.00 | 94 | 0.00 | 110.59 |
| | Additional insurance with life insurance | 313,388 | 9.82 | 343,966 | 10.39 | 109.76 |
| | Other classes of life insurance | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total (life insurance classes) | | 775,440 | 25.39 | 832,969 | 25.16 | 107.42 |
| Grand total (insurance classes 1-19) | | 3,054,570 | 100 | 3,310,609 | 100 | 108.38 |

Data source: FBiH Insurance Supervisory Agency

Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

GRAPH 19 | Number of insurances by insurance classes in FBiH in 2022 and 2023



3.3.6 Number of insurances by insurance classes in RS

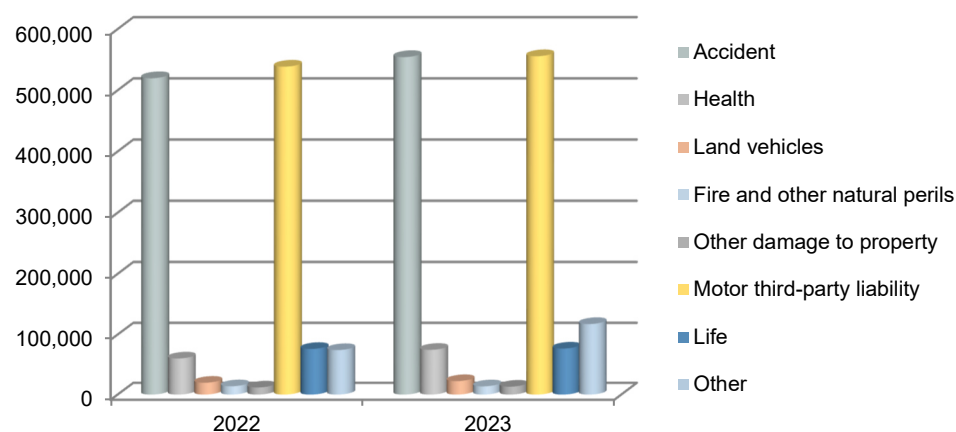
TABLE 42 | Number of insurances by insurance classes in RS in 2022 and 2023

| | Insurance class | 2022 | Share (%) | 2023 | Share (%) | Index 23/22 |
|----|---|------------------|--------------|------------------|--------------|---------------|
| 01 | Accident | 519,770 | 39.55 | 554,305 | 38.81 | 106.64 |
| 02 | Health | 60,157 | 4.58 | 74,581 | 5.22 | 123.98 |
| 03 | Land vehicles | 19,753 | 1.50 | 22,463 | 1.57 | 113.72 |
| 04 | Railway rolling stock | 1 | 0.00 | 3 | 0.00 | 300.00 |
| 05 | Aircraft | 8 | 0.00 | 5 | 0.00 | 62.50 |
| 06 | Sea, lake and river vessels | 19 | 0.00 | 13 | 0.00 | 68.42 |
| 07 | Goods in transit | 563 | 0.04 | 508 | 0.04 | 90.23 |
| 08 | Fire and other natural perils | 13,871 | 1.06 | 13,770 | 0.96 | 99.27 |
| 09 | Other damage to property | 11,861 | 0.90 | 13,219 | 0.93 | 111.45 |
| 10 | Motor third-party liability | 538,668 | 40.98 | 555,717 | 38.91 | 103.17 |
| 11 | Aviation third-party-liability | 64 | 0.00 | 70 | 0.00 | 109.38 |
| 12 | Marine third-party-liability | 124 | 0.01 | 164 | 0.01 | 132.26 |
| 13 | General liability | 3,925 | 0.30 | 5,478 | 0.38 | 139.57 |
| 14 | Credit | 9,143 | 0.70 | 10,594 | 0.74 | 115.87 |
| 15 | Surety | 50 | 0.00 | 55 | 0.00 | 110.00 |
| 16 | Financial loss | 10,037 | 0.76 | 11,115 | 0.78 | 110.74 |
| 17 | Legal protection | 51 | 0.00 | 60 | 0.00 | 117.65 |
| 18 | Assistance - other insurance classes | 50,203 | 3.82 | 89,520 | 6.27 | 178.32 |
| | Total (non-life insurance classes) | 1,238,268 | 94.21 | 1,351,640 | 94.63 | 109.16 |
| 19 | Life | 28,141 | 2.14 | 28,457 | 1.99 | 101.12 |
| | Annuities | 17 | 0.00 | 19 | 0.00 | 111.76 |
| | Additional insurance with life insurance | 44,012 | 3.35 | 44,115 | 3.09 | 100.23 |
| | Other classes of life insurance | 3,875 | 0.29 | 4,098 | 0.29 | 105.75 |
| | Total (life insurance classes) | 76,045 | 5.79 | 76,689 | 5.37 | 100.85 |
| | Sveukupno (grupe osiguranja 1-24) | 1,314,313 | 100 | 1,428,329 | 100 | 108.67 |

Data source: RS Insurance Agency

Note: The item "Other" refers to insurance classes with annual share in gross written premium of less than 2%.

GRAPH 20 | Number of insurances by insurance classes in RS in 2022 and 2023



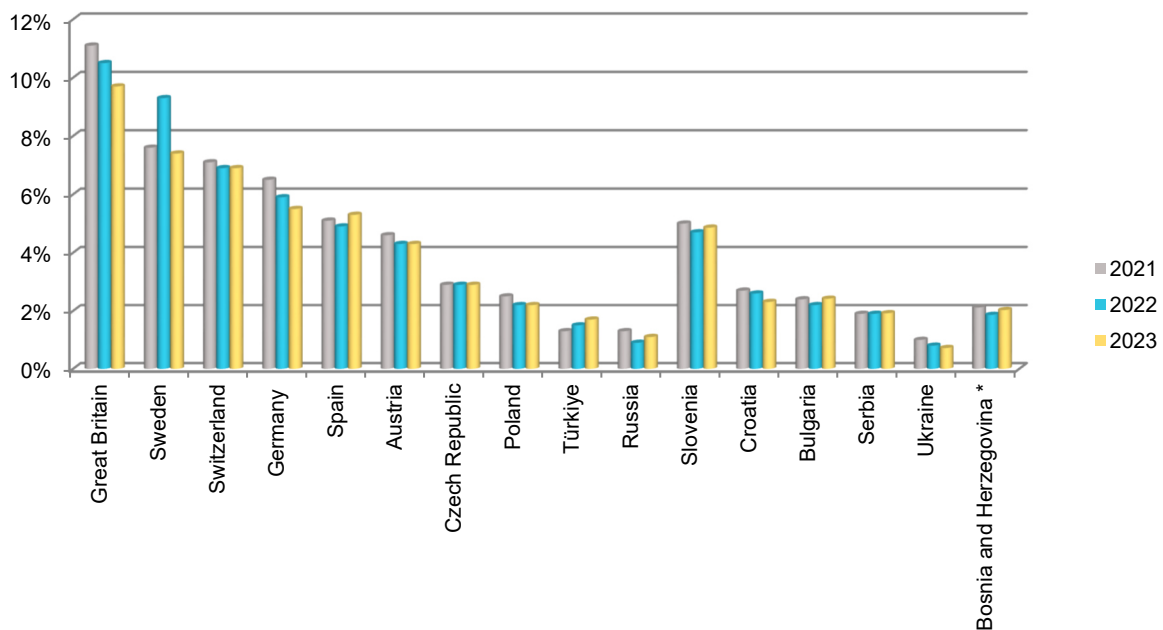
3.4 Comparison of indicators for different European countries and BiH

TABLE 43 | Comparison of indicators for different European countries and BiH in 2021, 2022 and 2023

| Country | 2021 | | | 2022 | | | 2023 | | |
|---------------------------------|-----------------|-------------------------|----------------------------|-----------------|-------------------------|----------------------------|-----------------|-------------------------|----------------------------|
| | Premium (USD m) | Premium as % of GDP (%) | Premium per capita (USD m) | Premium (USD m) | Premium as % of GDP (%) | Premium per capita (USD m) | Premium (USD m) | Premium as % of GDP (%) | Premium per capita (USD m) |
| Great Britain | 399,142 | 11.10 | 5,273 | 363,009 | 10.50 | 4,781 | 374,936 | 9.70 | 4,759 |
| Sweden | 47,955 | 7.60 | 4,597 | 54,363 | 9.30 | 5,180 | 44,201 | 7.40 | 4,185 |
| Switzerland | 57,793 | 7.10 | 6,610 | 56,082 | 6.90 | 6,364 | 61,187 | 6.90 | 6,830 |
| Germany | 275,779 | 6.50 | 3,313 | 241,633 | 5.90 | 2,881 | 245,464 | 5.50 | 2,910 |
| Spain | 73,571 | 5.10 | 1,551 | 68,237 | 4.90 | 1,433 | 83,442 | 5.30 | 1,744 |
| Austria | 22,186 | 4.60 | 2,480 | 20,447 | 4.30 | 2,262 | 21,993 | 4.30 | 2,418 |
| Czech Republic | 8,259 | 2.90 | 771 | 8,541 | 2.90 | 791 | 9,698 | 2.90 | 881 |
| Poland | 17,065 | 2.50 | 451 | 15,487 | 2.20 | 409 | 17,879 | 2.20 | 464 |
| Türkiye | 10,526 | 1.30 | 124 | 13,172 | 1.50 | 154 | 19,216 | 1.70 | 224 |
| Russia | 23,300 | 1.30 | 160 | 19,345 | 0.90 | 134 | 22,310 | 1.10 | 155 |
| Slovenia | 2,206 | 5.00 | 1,047 | 2,948 | 4.70 | 1,396 | 3,302 | 4.86 | 1,562 |
| Croatia | 1,842 | 2.70 | 473 | 1,771 | 2.60 | 456 | 1,838 | 2.31 | 479 |
| Bulgaria | 1,927 | 2.40 | 280 | 1,915 | 2.20 | 281 | 2,482 | 2.42 | 387 |
| Serbia | 1,214 | 1.90 | 177 | 1,200 | 1.90 | 177 | 1,437 | 1.92 | 216 |
| Ukraine | 1,912 | 1.00 | 46 | 1,225 | 0.80 | 30 | 1,205 | 0.72 | 37 |
| Bosnia and Herzegovina * | 474 | 2.12 | 137 | 480 | 1.86 | 140 | 556 | 2.03 | 162 |

Data source: Central Bank of BiH, FBiH Insurance Supervisory Agency, RS Insurance Agency, Swiss Re, XPRIMM
 *Gross written premium for BiH is calculated based on the average value of the dollar at the end of 2022 that was 1,769982.

GRAPH 21 | Premium to GDP ratio expressed as a percentage for different European countries and BiH in 2021, 2022 and 2023



3 Overview of statistical indicators for the BiH insurance sector

TABLE 44 | Comparison of indicators for EU, neighboring countries and BiH in 2023

| Indicators | EU | Serbia | Montenegro | BiH |
|--|-----------|--------|------------|------|
| Number of insurance companies | 4,333* | 16 | 9 | 24 |
| Gross written premium (EUR m) | 1,084,152 | 1,329 | 119 | 503 |
| Life (EUR m) | 548,594 | 262 | 24 | 102 |
| Gross written premium per capita (EUR) | 2,277 | 201 | 189 | 147 |
| Life insurance per capita (EUR) | 1,168 | 40 | 37 | 30 |
| Non-life insurance per capita (EUR) | 1,109 | 161 | 152 | 117 |
| Share of premium in GDP (%) | 6.20 | 1.92 | 1.74 | 2.03 |

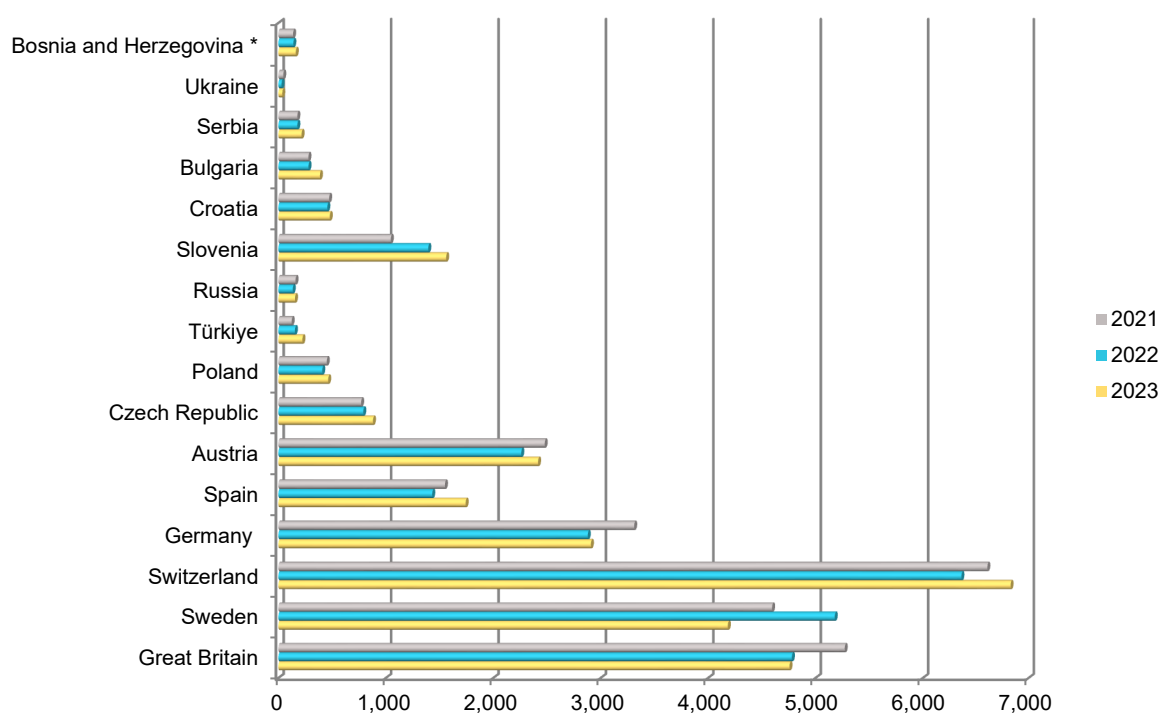
Data sources: Central bank of BiH, FBiH Insurance Supervisory Agency, RS Insurance Agency, BiH Statistics Agency, Insurance Supervision Agency of Montenegro, MONSTAT, National Bank of Serbia, Republic Institute for Statistics of Serbia, Swiss Re, Insurance Europe, XPRIMM

Note: The data on the number of insurance companies in the European Union refers to the 2020, because at the time of preparing this report, the data for 2023 was not available.

The table presented above evidently shows that in the EU countries, the share of life insurance premium per capita in proportion to the share of non-

life insurance premium per capita is considerably higher than in the region.

GRAPH 22 | Premium to GDP ratio expressed as a percentage for different European countries and BiH in 2021, 2022 and 2023



3.5 Total income

TABLE 45 | Total income generated in the BiH insurance and reinsurance sector in 2020, 2021, 2022 and 2023

| | 2020 | Share | 2021 | Share | 2022 | Share | 2023 | Share | Income growth index | | |
|------|-------------|-------|-------------|-------|-------------|-------|---------------|-------|---------------------|--------|--------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| BiH | 821,660,587 | 100 | 877,418,432 | 100 | 948,688,515 | 100 | 1,054,539,768 | 100 | 106.79 | 108.12 | 111.16 |
| FBiH | 552,281,976 | 67.22 | 593,141,462 | 67.60 | 634,067,584 | 66.84 | 715,647,661 | 67.86 | 107.40 | 106.90 | 112.87 |
| RS | 269,378,611 | 32.78 | 284,276,970 | 32.40 | 314,620,931 | 33.16 | 338,892,106 | 32.14 | 105.53 | 110.67 | 107.71 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

The total realised income in the insurance and reinsurance sector in 2023 amounts to BAM 1,054,539,768, which compared to 2022, grew for BAM 105,851,253 or by 11.16%.

715,647,661, which is an increase of BAM 81,580,077 or 12.87% compared to 2022. Insurance companies in the RS in 2023 generated total income in the amount of BAM 338,892,106, which is an increase of BAM 24,271,175 or 7.71% compared to 2022.

Insurance and reinsurance companies in FBiH in 2023 generated total income in the amount of BAM

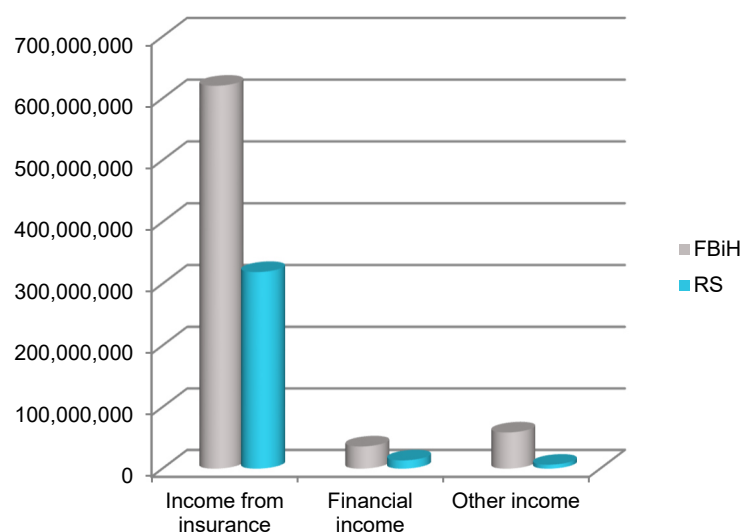
3.5.1 Structure of total income of insurance and reinsurance sector in BiH

TABLE 46 | Structure of total income of insurance and reinsurance sector in BiH in 2023 (in BAM)

| | Income from insurance | Financial income | Other income | Total income |
|------|-----------------------|------------------|--------------|---------------|
| BiH | 939,693,089 | 49,530,282 | 65,316,397 | 1,054,539,768 |
| FBiH | 620,623,461 | 36,120,375 | 58,903,826 | 715,647,661 |
| RS | 319,069,628 | 13,409,907 | 6,412,571 | 338,892,106 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 23 | Structure of total income of insurance and reinsurance sector in BiH in 2023



3.6 Reported and settled claims

TABLE 47 | Reported and settled claims in insurance companies in 2022 and 2023

| | 2022 | | | | 2023 | | | |
|------|-----------------|----------------|-------------|------------------------------|-----------------|----------------|-------------|------------------------------|
| | Reported claims | Settled claims | | Percentage of settled claims | Reported claims | Settled claims | | Percentage of settled claims |
| | Number | Number | Value | | Number | Number | Value | |
| BiH | 204,980 | 177,748 | 398,437,205 | 86.71 | 222,797 | 197,239 | 429,809,565 | 88.53 |
| FBiH | 167,207 | 143,820 | 288,819,018 | 86.01 | 182,525 | 161,295 | 310,227,301 | 88.37 |
| RS | 37,773 | 33,928 | 109,618,187 | 89.82 | 40,272 | 35,944 | 119,582,264 | 89.25 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

The amount of total settled claims in 2023 was BAM 429,809,565 which represents an increase of 7.87% in relation to the amount of settled claims in 2022. The

percentage of total settled claims in relation to the number of reported claims in 2023 was 88.53%, showing an increase of 1.82% in comparison to 2022.

3.6.1 Reported and settled claims by insurance classes in BiH

TABLE 48 | Reported and settled claims by insurance classes in BiH in 2022 and 2023

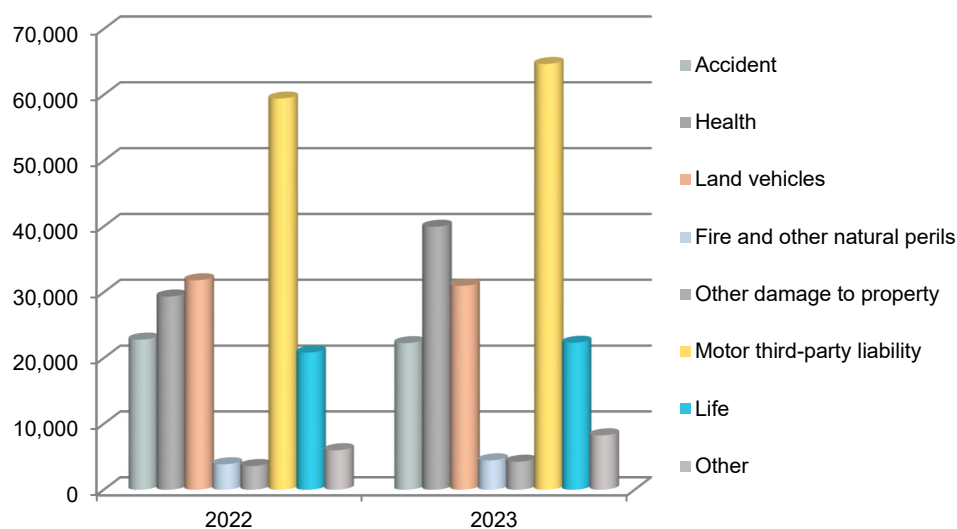
| Insurance class | 2022 | | | 2023 | | | Index 23/22 | | |
|-----------------------------------|---------------------------|--------------------------|-------------|---------------------------|--------------------------|-------------|-------------|--------|--------|
| | Number of reported claims | Number of settled claims | Value | Number of reported claims | Number of settled claims | Value | | | |
| 01 Accident | 26,580 | 22,809 | 23,853,576 | 25,349 | 22,277 | 23,434,734 | 95.37 | 97.67 | 98.24 |
| 02 Health | 29,879 | 29,361 | 6,021,329 | 40,528 | 39,954 | 8,143,394 | 135.64 | 136.08 | 135.24 |
| 03 Land vehicles | 36,872 | 31,826 | 61,865,499 | 36,149 | 30,987 | 66,380,219 | 98.04 | 97.36 | 107.30 |
| 04 Railway rolling stock | 0 | 0 | 0 | 1 | 1 | 600 | 0.00 | 0.00 | 0.00 |
| 05 Aircraft | 1 | 1 | 23,250 | 1 | 0 | 0 | 100.00 | 0.00 | 0.00 |
| 06 Sea, lake and river vessels | 1 | 1 | 152,544 | 2 | 3 | 250,570 | 200.00 | 300.00 | 164.26 |
| 07 Goods in transit | 392 | 367 | 429,474 | 328 | 301 | 462,454 | 83.67 | 82.02 | 107.68 |
| 08 Fire and other natural perils | 4,664 | 3,872 | 17,023,105 | 5,335 | 4,469 | 19,758,752 | 114.39 | 115.42 | 116.07 |
| 09 Other damage to property | 4,438 | 3,593 | 17,834,313 | 5,146 | 4,267 | 17,188,110 | 115.95 | 118.76 | 96.38 |
| 10 Motor third-party liability | 72,715 | 59,433 | 160,299,504 | 77,143 | 64,686 | 179,856,585 | 106.09 | 108.84 | 112.20 |
| 11 Aviation third-party-liability | 0 | 0 | 0 | 2 | 1 | 33,135 | 0.00 | 0.00 | 0.00 |
| 12 Marine third-party-liability | 2 | 1 | 2,399 | 1 | 0 | 825 | 50.00 | 0.00 | 34.39 |
| 13 General liability | 2,018 | 1,709 | 2,260,569 | 2,211 | 1,829 | 1,800,480 | 109.56 | 107.02 | 79.65 |
| 14 Credit | 949 | 841 | 2,298,702 | 969 | 830 | 2,311,713 | 102.11 | 98.69 | 100.57 |

3 Overview of statistical indicators for the BiH insurance sector

| Insurance class | | 2022 | | | 2023 | | | Index 23/22 | | |
|-----------------|---|---------------------------|--------------------------|--------------------|---------------------------|--------------------------|--------------------|---------------|---------------|---------------|
| | | Number of reported claims | Number of settled claims | Value | Number of reported claims | Number of settled claims | Value | | | |
| 15 | Surety | 223 | 209 | 191,689 | 233 | 222 | 274,682 | 104.48 | 106.22 | 143.30 |
| 16 | Financial loss | 2,654 | 2,593 | 657,702 | 4,752 | 4,630 | 987,327 | 179.05 | 178.56 | 150.12 |
| 17 | Legal protection | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 18 | Assistance - other insurance classes | 394 | 285 | 230,681 | 560 | 452 | 300,636 | 142.13 | 158.60 | 130.33 |
| | Total (non-life insurance classes) | 181,782 | 156,901 | 293,144,338 | 198,710 | 174,909 | 321,184,218 | 109.31 | 111.48 | 109.57 |
| 19 | Life | 18,491 | 17,712 | 101,255,743 | 18,722 | 18,174 | 104,143,344 | 101.25 | 102.61 | 102.85 |
| | Annuities | 78 | 29 | 275,434 | 86 | 35 | 351,259 | 110.26 | 120.69 | 127.53 |
| | Additional insurance with life insurance | 4,629 | 3,106 | 3,761,688 | 5,279 | 4,121 | 4,130,744 | 114.04 | 132.68 | 109.81 |
| | Other classes of life insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| | Total (life insurance classes) | 23,198 | 20,847 | 105,292,865 | 24,087 | 22,330 | 108,625,346 | 103.83 | 107.11 | 103.16 |
| | Grand total (insurance classes 1-19) | 204,980 | 177,748 | 398,437,205 | 222,797 | 197,239 | 429,809,565 | 108.69 | 110.97 | 107.87 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 24 | Number of settled claims by insurance classes in BiH in 2022 and 2023



3 Overview of statistical indicators for the BiH insurance sector

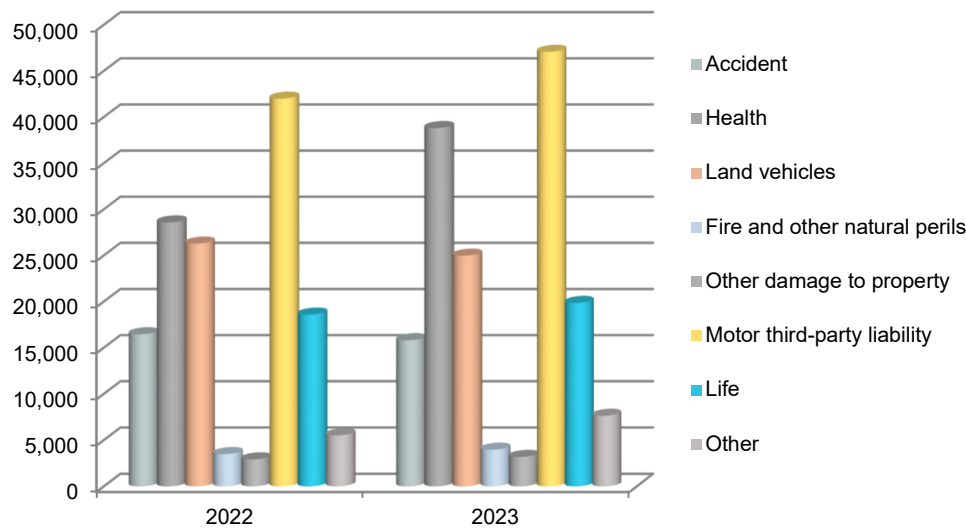
3.6.2 Reported and settled claims by insurance classes in FBiH

TABLE 49 | Reported and settled claims by insurance classes in FBiH in 2022 and 2023

| Insurance class | 2022 | | | 2023 | | | Index 23/22 | | |
|---|---------------------------|--------------------------|--------------------|---------------------------|--------------------------|--------------------|---------------|---------------|---------------|
| | Number of reported claims | Number of settled claims | Value | Number of reported claims | Number of settled claims | Value | | | |
| 01 Accident | 19,115 | 16,458 | 16,548,335 | 17,770 | 15,810 | 15,920,644 | 92.96 | 96.06 | 96.21 |
| 02 Health | 28,952 | 28,578 | 5,432,465 | 39,226 | 38,812 | 7,476,841 | 135.49 | 135.81 | 137.63 |
| 03 Land vehicles | 30,929 | 26,282 | 49,445,568 | 29,861 | 24,971 | 53,503,301 | 96.55 | 95.01 | 108.21 |
| 04 Railway rolling stock | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 05 Aircraft | 1 | 1 | 23,250 | 1 | 0 | 0 | 100.00 | 0.00 | 0.00 |
| 06 Sea, lake and river vessels | 1 | 1 | 50,848 | 2 | 2 | 86,857 | 200.00 | 200.00 | 170.82 |
| 07 Goods in transit | 379 | 360 | 369,686 | 313 | 284 | 243,852 | 82.59 | 78.89 | 65.96 |
| 08 Fire and other natural perils | 4,135 | 3,492 | 12,048,708 | 4,614 | 3,965 | 12,855,021 | 111.58 | 113.55 | 106.69 |
| 09 Other damage to property | 3,624 | 2,919 | 7,004,778 | 3,852 | 3,185 | 6,758,799 | 106.29 | 109.11 | 96.49 |
| 10 Motor third-party liability | 53,678 | 41,994 | 103,135,594 | 57,529 | 47,069 | 117,245,484 | 107.17 | 112.09 | 113.68 |
| 11 Aviation third-party liability | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 12 Marine third-party liability | 2 | 1 | 2,399 | 1 | 0 | 825 | 50.00 | 0.00 | 34.39 |
| 13 General liability | 1,659 | 1,462 | 1,909,565 | 1,672 | 1,450 | 1,353,758 | 100.78 | 99.18 | 70.89 |
| 14 Credit | 817 | 715 | 1,838,941 | 833 | 702 | 1,674,562 | 101.96 | 98.18 | 91.06 |
| 15 Surety | 223 | 209 | 191,689 | 233 | 222 | 274,682 | 104.48 | 106.22 | 143.30 |
| 16 Financial loss | 2,551 | 2,504 | 555,345 | 4,665 | 4,560 | 942,572 | 182.87 | 182.11 | 169.73 |
| 17 Legal protection | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 18 Assistance - other insurance classes | 359 | 263 | 226,181 | 503 | 409 | 287,410 | 140.11 | 155.51 | 127.07 |
| Total (non-life insurance classes) | 146,425 | 125,239 | 198,783,354 | 161,075 | 141,441 | 218,624,608 | 110.01 | 112.94 | 109.98 |
| 19 Life | 16,699 | 15,962 | 87,285,478 | 16,763 | 16,226 | 88,421,104 | 100.38 | 101.65 | 101.30 |
| Annuities | 72 | 25 | 240,101 | 80 | 31 | 315,268 | 111.11 | 124.00 | 131.31 |
| Additional insurance with life insurance | 4,011 | 2,594 | 2,510,085 | 4,607 | 3,597 | 2,866,321 | 114.86 | 138.67 | 114.19 |
| Other classes of life insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| Total (life insurance classes) | 20,782 | 18,581 | 90,035,664 | 21,450 | 19,854 | 91,602,693 | 103.21 | 106.85 | 101.74 |
| Grand total (insurance classes 1-19) | 167,207 | 143,820 | 288,819,018 | 182,525 | 161,295 | 310,227,301 | 109.16 | 112.15 | 107.41 |

Data source: FBiH Insurance Supervisory Agency

GRAPH 25 | Number of settled claims by insurance classes in FBIH in 2022 and 2023



3.6.3 Reported and settled claims by insurance classes in RS

TABLE 50 | Reported and settled claims by insurance classes in RS in 2022 and 2023

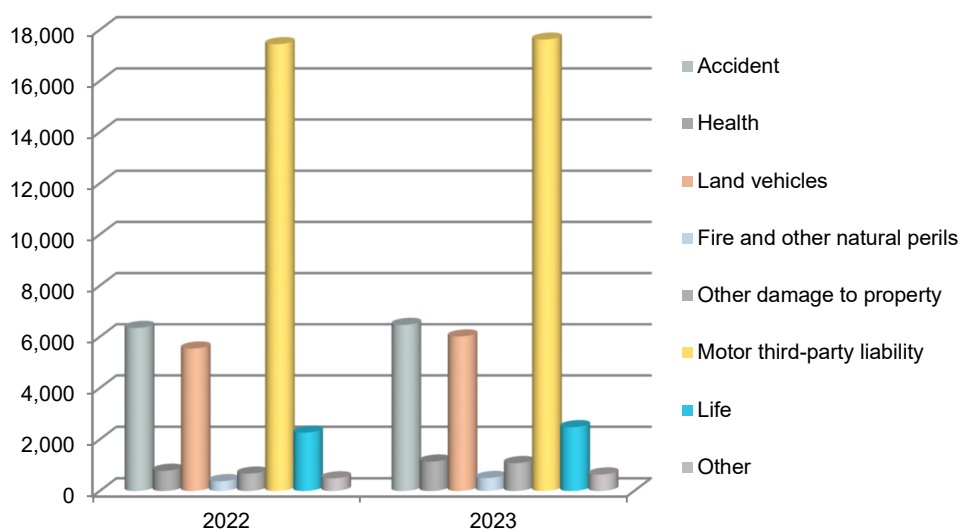
| Insurance class | 2022 | | | 2023 | | | Index 23/22 | | |
|---|---------------------------|--------------------------|------------|---------------------------|--------------------------|------------|-------------|--------|--------|
| | Number of reported claims | Number of settled claims | Value | Number of reported claims | Number of settled claims | Value | | | |
| 01 Accident | 7,465 | 6,351 | 7,305,241 | 7,579 | 6,467 | 7,514,090 | 101.53 | 101.83 | 102.86 |
| 02 Health | 927 | 783 | 588,864 | 1,302 | 1,142 | 666,553 | 140.45 | 145.85 | 113.19 |
| 03 Land vehicles | 5,943 | 5,544 | 12,419,931 | 6,288 | 6,016 | 12,876,918 | 105.81 | 108.51 | 103.68 |
| 04 Railway rolling stock | 0 | 0 | 0 | 1 | 1 | 600 | 0.00 | 0.00 | 0.00 |
| 05 Aircraft | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 06 Sea, lake and river vessels | 0 | 0 | 101,696 | 0 | 1 | 163,713 | 0.00 | 0.00 | 160.98 |
| 07 Goods in transit | 13 | 7 | 59,788 | 15 | 17 | 218,602 | 115.38 | 242.86 | 365.63 |
| 08 Fire and other natural perils | 529 | 380 | 4,974,397 | 721 | 504 | 6,903,731 | 136.29 | 132.63 | 138.79 |
| 09 Other damage to property | 814 | 674 | 10,829,535 | 1,294 | 1,082 | 10,429,311 | 158.97 | 160.53 | 96.30 |
| 10 Motor third-party liability | 19,037 | 17,439 | 57,163,910 | 19,614 | 17,617 | 62,611,101 | 103.03 | 101.02 | 109.53 |
| 11 Aviation third-party-liability | 0 | 0 | 0 | 2 | 1 | 33,135 | 0.00 | 0.00 | 0.00 |
| 12 Marine third-party-liability | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 13 General liability | 359 | 247 | 351,004 | 539 | 379 | 446,722 | 150.14 | 153.44 | 127.27 |
| 14 Credit | 132 | 126 | 459,761 | 136 | 128 | 637,151 | 103.03 | 101.59 | 138.58 |
| 15 Surety | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 16 Financial loss | 103 | 89 | 102,357 | 87 | 70 | 44,755 | 84.47 | 78.65 | 43.72 |
| 17 Legal protection | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| 18 Assistance - other insurance classes | 35 | 22 | 4,500 | 57 | 43 | 13,226 | 162.86 | 195.45 | 293.90 |

3 Overview of statistical indicators for the BiH insurance sector

| Insurance class | 2022 | | | 2023 | | | Index 23/22 | | |
|--|---------------------------|--------------------------|-------------|---------------------------|--------------------------|-------------|-------------|--------|--------|
| | Number of reported claims | Number of settled claims | Value | Number of reported claims | Number of settled claims | Value | | | |
| Total (non-life insurance classes) | 35,357 | 31,662 | 94,360,986 | 37,635 | 33,468 | 102,559,610 | 106.44 | 105.70 | 108.69 |
| 19 Life | 1,792 | 1,750 | 13,970,265 | 1,959 | 1,948 | 15,722,240 | 109.32 | 111.31 | 112.54 |
| Annuities | 6 | 4 | 35,333 | 6 | 4 | 35,991 | 100.00 | 100.00 | 101.86 |
| Additional insurance with life insurance | 618 | 512 | 1,251,603 | 672 | 524 | 1,264,423 | 108.74 | 102.34 | 101.02 |
| Other classes of life insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 |
| Total (life insurance classes) | 2,416 | 2,266 | 15,257,201 | 2,637 | 2,476 | 17,022,653 | 109.15 | 109.27 | 111.57 |
| Grand total (insurance classes 1-19) | 37,773 | 33,928 | 109,618,187 | 40,272 | 35,944 | 119,582,264 | 106.62 | 105.94 | 109.09 |

Data source: RS Insurance Agency

GRAPH 26. | Number of settled claims by insurance classes in RS in 2022 and 2023



3.6.4 Reserves for reported claims by insurance classes in BiH

TABLE 51 | Reserves for reported claims by insurance classes in BiH in 2022 and 2023

| Insurance class | | 2022 | | 2023 | | Index 23/22 | |
|-----------------|---|---------------|--------------------|---------------|--------------------|--------------|---------------|
| | | Number | Value | Number | Value | Number | Value |
| 01 | Accident | 3,106 | 5,600,593 | 2,442 | 5,121,760 | 78.62 | 91.45 |
| 02 | Health | 443 | 601,380 | 502 | 841,643 | 113.32 | 139.95 |
| 03 | Land vehicles | 5,374 | 12,813,137 | 5,446 | 14,931,500 | 101.34 | 116.53 |
| 04 | Railway rolling stock | 0 | 0 | 1 | 77 | 0.00 | 0.00 |
| 05 | Aircraft | 0 | 0 | 1 | 10,000 | 0.00 | 0.00 |
| 06 | Sea, lake and river vessels | 1 | 163,713 | 0 | 0 | 0.00 | 0.00 |
| 07 | Goods in transit | 30 | 486,602 | 34 | 251,523 | 113.33 | 51.69 |
| 08 | Fire and other natural perils | 740 | 10,724,847 | 814 | 18,664,093 | 110.00 | 174.03 |
| 09 | Other damage to property | 825 | 21,680,450 | 830 | 19,989,556 | 100.61 | 92.20 |
| 10 | Motor third-party liability | 15,590 | 114,011,185 | 14,415 | 111,449,465 | 92.46 | 97.75 |
| 11 | Aviation third-party-liability | 0 | 0 | 1 | 2,079 | 0.00 | 0.00 |
| 12 | Marine third-party-liability | 1 | 17,101 | 1 | 16,276 | 100.00 | 95.18 |
| 13 | General liability | 282 | 4,805,689 | 330 | 5,468,639 | 117.02 | 113.80 |
| 14 | Credit | 130 | 454,334 | 168 | 1,682,948 | 129.23 | 370.42 |
| 15 | Surety | 14 | 33,589 | 9 | 9,325 | 64.29 | 27.76 |
| 16 | Financial loss | 53 | 199,707 | 119 | 349,000 | 224.53 | 174.76 |
| 17 | Legal protection | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 18 | Assistance - other insurance classes | 110 | 36,158 | 88 | 41,810 | 80.00 | 115.63 |
| | Total (non-life insurance classes) | 26,699 | 171,628,485 | 25,201 | 178,829,694 | 94.39 | 104.20 |
| 19 | Life | 913 | 6,028,109 | 781 | 6,731,085 | 85.54 | 111.66 |
| | Annuities | 53 | 3,286 | 58 | 3,557 | 109.43 | 108.26 |
| | Additional insurance with life insurance | 1,648 | 2,118,615 | 1,235 | 2,001,624 | 74.94 | 94.48 |
| | Other classes of life insurance | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Total (life insurance classes) | 2,614 | 8,150,010 | 2,074 | 8,736,267 | 79.34 | 107.19 |
| | Grand total (insurance classes 1-19) | 29,313 | 179,778,495 | 27,275 | 187,565,961 | 93.05 | 104.33 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

3.6.5 Reserves for reported claims by insurance classes in FBiH

TABLE 52 | Reserves for reported claims by insurance classes in FBiH in 2022 and 2023

| Insurance class | | 2022 | | 2023 | | Index 23/22 | |
|-----------------|---|---------------|--------------------|---------------|--------------------|--------------|---------------|
| | | Number | Value | Number | Value | Number | Value |
| 01 | Accident | 2,657 | 4,543,117 | 1,925 | 3,894,652 | 72.45 | 85.73 |
| 02 | Health | 374 | 475,213 | 408 | 657,366 | 109.09 | 138.33 |
| 03 | Land vehicles | 4,639 | 10,693,340 | 4,828 | 12,695,890 | 104.07 | 118.73 |
| 04 | Railway rolling stock | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 05 | Aircraft | 0 | 0 | 1 | 10,000 | 0.00 | 0.00 |
| 06 | Sea, lake and river vessels | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 07 | Goods in transit | 19 | 110,402 | 29 | 40,208 | 152.63 | 36.42 |
| 08 | Fire and other natural perils | 646 | 9,159,852 | 642 | 15,821,499 | 99.38 | 172.73 |
| 09 | Other damage to property | 713 | 3,026,749 | 655 | 3,528,041 | 91.87 | 116.56 |
| 10 | Motor third-party liability | 11,691 | 75,229,396 | 10,049 | 73,748,542 | 85.96 | 98.03 |
| 11 | Aviation third-party-liability | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 12 | Marine third-party-liability | 1 | 17,101 | 1 | 16,276 | 100.00 | 95.18 |
| 13 | General liability | 197 | 4,122,123 | 219 | 4,729,374 | 111.17 | 114.73 |
| 14 | Credit | 102 | 291,991 | 131 | 234,289 | 128.43 | 80.24 |
| 15 | Surety | 14 | 33,589 | 9 | 9,325 | 64.29 | 27.76 |
| 16 | Financial loss | 46 | 196,259 | 103 | 340,821 | 223.91 | 173.66 |
| 17 | Legal protection | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 18 | Assistance - other insurance classes | 96 | 31,503 | 69 | 33,263 | 71.88 | 105.59 |
| | Total (non-life insurance classes) | 21,195 | 107,930,635 | 19,069 | 115,759,546 | 89.97 | 107.25 |
| 19 | Life | 833 | 5,413,342 | 713 | 6,309,528 | 85.59 | 116.56 |
| | Annuities | 46 | 0 | 49 | 0 | 106.52 | 0.00 |
| | Additional insurance with life insurance | 1,410 | 1,624,874 | 1,006 | 1,631,349 | 71.35 | 100.40 |
| | Other classes of life insurance | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Total (life insurance classes) | 2,289 | 7,038,216 | 1,768 | 7,940,877 | 77.24 | 112.83 |
| | Grand total (insurance classes 1-19) | 23,484 | 114,968,851 | 20,837 | 123,700,423 | 88.73 | 107.59 |

Data source: FBiH Insurance Supervisory Agency

3.6.6 Reserves for reported claims by insurance classes in RS

TABLE 53 | Reserves for reported claims by insurance classes in RS in 2022 and 2023

| Insurance class | | 2022 | | 2023 | | Index 23/22 | |
|-----------------|---|--------------|-------------------|--------------|-------------------|---------------|--------------|
| | | Number | Value | Number | Value | Number | Value |
| 01 | Accident | 449 | 1,057,476 | 517 | 1,227,108 | 115 | 116.04 |
| 02 | Health | 69 | 126,167 | 94 | 184,277 | 136 | 146 |
| 03 | Land vehicles | 735 | 2,119,797 | 618 | 2,235,610 | 84 | 105 |
| 04 | Railway rolling stock | 0 | 0 | 1 | 77 | 0.00 | 0.00 |
| 05 | Aircraft | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 06 | Sea, lake and river vessels | 1 | 163,713 | 0 | 0 | 0 | 0 |
| 07 | Goods in transit | 11 | 376,200 | 5 | 211,315 | 45 | 56 |
| 08 | Fire and other natural perils | 94 | 1,564,995 | 172 | 2,842,594 | 183 | 182 |
| 09 | Other damage to property | 112 | 18,653,701 | 175 | 16,461,515 | 156 | 88 |
| 10 | Motor third-party liability | 3,899 | 38,781,789 | 4,366 | 37,700,923 | 111.98 | 97.21 |
| 11 | Aviation third-party-liability | 0 | 0 | 1 | 2,079 | 0.00 | 0.00 |
| 12 | Marine third-party-liability | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 13 | General liability | 85 | 683,566 | 111 | 739,265 | 131 | 108 |
| 14 | Credit | 28 | 162,343 | 37 | 1,448,659 | 132.14 | 892.34 |
| 15 | Surety | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 16 | Financial loss | 7 | 3,448 | 16 | 8,179 | 229 | 237 |
| 17 | Legal protection | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| 18 | Assistance - other insurance classes | 14 | 4,655 | 19 | 8,547 | 135.71 | 183.61 |
| | Total (non-life insurance classes) | 5,504 | 63,697,850 | 6,132 | 63,070,148 | 111.41 | 99 |
| 19 | Life | 80 | 614,767 | 68 | 421,557 | 85 | 69 |
| | Annuities | 7 | 3,286 | 9 | 3,557 | 128.57 | 108.26 |
| | Additional insurance with life insurance | 238 | 493,741 | 229 | 370,275 | 96 | 75 |
| | Other classes of life insurance | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Total (life insurance classes) | 325 | 1,111,794 | 306 | 795,390 | 94 | 72 |
| | Grand total (insurance classes 1-19) | 5,829 | 64,809,644 | 6,438 | 63,865,538 | 110.45 | 98.54 |

Data source: RS Insurance Agency

3.7 Profit

TABLE 54 | Sum of the total profit of insurance and reinsurance companies in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Profit growth index | | |
|------------|-------------------|------------|-------------------|------------|-------------------|------------|-------------------|------------|---------------------|--------------|---------------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| BiH | 72,149,236 | 100 | 74,963,158 | 100 | 70,274,651 | 100 | 79,964,769 | 100 | 103.90 | 93.75 | 113.79 |
| FBiH | 36,529,703 | 50.63 | 40,728,501 | 54.33 | 36,412,154 | 51.81 | 46,251,786 | 57.84 | 111.49 | 89.40 | 127.02 |
| RS | 35,619,533 | 49.37 | 34,234,657 | 45.67 | 33,862,497 | 48.19 | 33,712,983 | 42.16 | 96.11 | 98.91 | 99.56 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

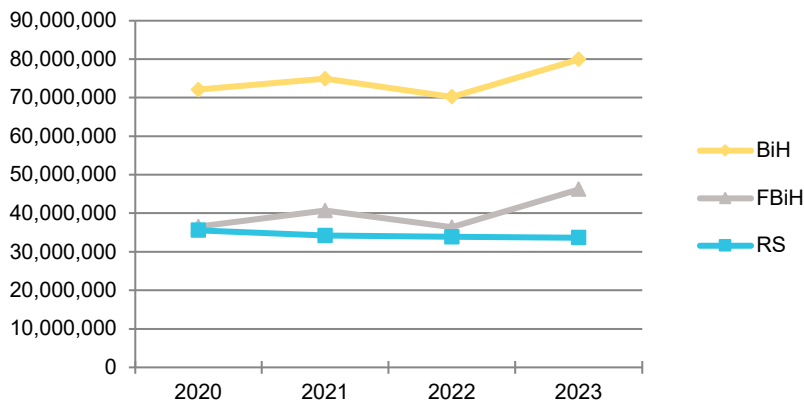
Total profit of insurance and reinsurance companies in BiH in 2023 amounted to BAM 79,964,769, representing an increase of BAM 9,690,118, or by 13.79% when compared to 2022.

increase of BAM 9,839,632, or by 27.02% in comparison to 2022. In 2023, the profit generated by insurance companies in RS amounted to BAM 33,712,983, which is a decrease of BAM 149,514, or by 0.44% when compared to 2022.

The profit of insurance and reinsurance companies in FBiH in 2023 was BAM 46,251,786, which is an

3. Pregled statističkih pokazatelja za sektor osiguranja u BiH

GRAPH 27 | Profit growth trends in BiH, FBiH i RS-u in 2020, 2021, 2022 and 2023



3.8 Capital

TABLE 55 | Sum of the total capital in insurance and reinsurance companies in 2020, 2021, 2022 and 2023 (in BAM)

| | 2020 | Share (%) | 2021 | Share (%) | 2022 | Share (%) | 2023 | Share (%) | Capital growth index | | |
|------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|----------------------|--------|--------|
| | | | | | | | | | 21/20 | 22/21 | 23/22 |
| BiH | 488.333.090 | 100 | 516.233.479 | 100 | 529.312.917 | 100 | 564.721.757 | 100 | 105.71 | 102.53 | 106.69 |
| FBiH | 325.297.450 | 66.61 | 349.816.557 | 67.76 | 356.355.739 | 67.32 | 392.725.933 | 69.54 | 107.54 | 101.87 | 110.21 |
| RS | 163.035.640 | 33.39 | 166.416.922 | 32.24 | 172.957.178 | 32.68 | 171.995.824 | 30.46 | 102.07 | 103.93 | 99.44 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

Total capital of insurance and reinsurance companies in BiH in 2023 amounted to BAM 564,721,757, representing an increase of BAM 35,408,840, or by 6.69% in comparison to 2022.

The capital of insurance and reinsurance companies in FBiH in 2023 amounted to BAM 392,725,933,

representing an increase of BAM 36,370,194, or by 10.21% when compared to 2022. The capital in insurance companies in RS in 2023 amounted to BAM 171,995,824, which is a decrease of BAM 961,354, or by 0.56% in comparison to 2022.

3.8.1 Capital structure

TABLE 56 | Capital structure of insurance and reinsurance companies in 2023 (in BAM)

| | Initial capital | Share in total capital (%) | Legal reserves | Share in total capital (%) | Other reserves, accumulated profit or loss and gain or loss of the current period | Share in total capital (%) | Total capital |
|------|-----------------|----------------------------|----------------|----------------------------|---|----------------------------|---------------|
| BiH | 315,127,397 | 100 | 67,832,182 | 100 | 181,762,178 | 100 | 564,721,757 |
| FBiH | 186,721,697 | 59.25 | 60,535,882 | 89.24 | 145,468,354 | 80.03 | 392,725,933 |
| RS | 128,405,700 | 40.75 | 7,296,300 | 10.76 | 36,293,824 | 19.97 | 171,995,824 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

3.9 Performance indicators in insurance companies

TABLE 57 | Performance indicators in insurance companies in 2023 (in BAM)

| | Gross written premium per employee in insurance company (in BAM) | Total income per employee in insurance company (in BAM) | Profit per employee in insurance company (in BAM) | Profit/capital (%) | Profit/income (%) | Claims paid/premium (%) |
|------|--|---|---|--------------------|-------------------|-------------------------|
| BiH | 218,140 | 221,658 | 16,933 | 14.52 | 7.64 | 43.63 |
| FBiH | 228,550 | 221,369 | 14,291 | 12.05 | 6.46 | 45.46 |
| RS | 197,758 | 222,224 | 22,107 | 19.60 | 9.95 | 39.50 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

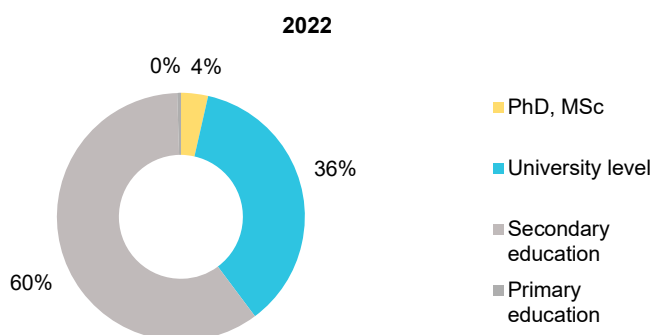
3.10 Educational structure of employees in insurance sector

TABLE 58 | Educational structure of employees in insurance sector in BiH in 2022 and 2023

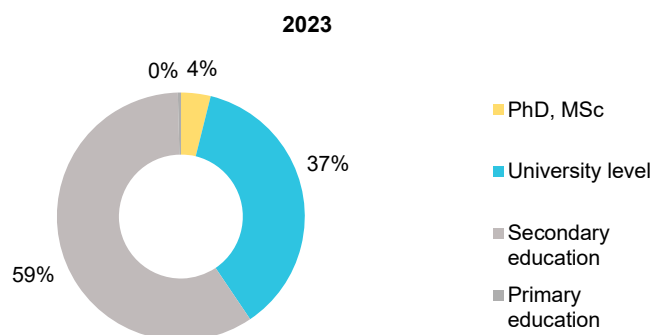
| | Educational level – title | | | | | | | | | |
|------------|---------------------------|------------------|---------------------|-------------------|--------------|------------|------------------|---------------------|-------------------|--------------|
| | 2022 | | | | | 2023 | | | | |
| | PhD, MSc | University level | Secondary education | Primary education | Total | PhD, MSc | University level | Secondary education | Primary education | Total |
| BiH | 162 | 1,654 | 2,725 | 21 | 4,562 | 175 | 1,655 | 2,664 | 17 | 4,511 |
| FBiH | 127 | 1053 | 1,806 | 16 | 3,002 | 133 | 1096 | 1,745 | 12 | 2,986 |
| RS | 35 | 601 | 919 | 5 | 1,560 | 42 | 559 | 919 | 5 | 1,525 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

GRAPH 28 | Educational structure in BiH in 2022



GRAPH 29 | Educational structure in BiH in 2023



The number of employees in the insurance sector in 2023, compared to 2022, decreased by 1.12%. The greatest market share in the employment structure of insurance sector is still held by employees with secondary education or two-year post-secondary degree of 59.06% which is slightly less compared to last year.

The insurance sector in BiH should in future follow the path of European countries and to improve the qualifications of employees in order to meet all the challenges ahead of them, arising from the set European path of Bosnia and Herzegovina.

Educational structure of the insurance sector in developed European countries is predominated by highly educated personnel from social and natural sciences and other fields which can meet all requirements of the insurance sector in the modern era including the application of the latest information technologies in the field of insurance.



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

CHAPTER 4

Performance indicators of companies with headquarters in FBiH and RS

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4 Performance indicators of companies with headquarters in FBiH and RS

4.1 Premium per insurance companies

4.1.1 Premium per companies with headquarters in FBiH

TABLE 59 | Premium per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

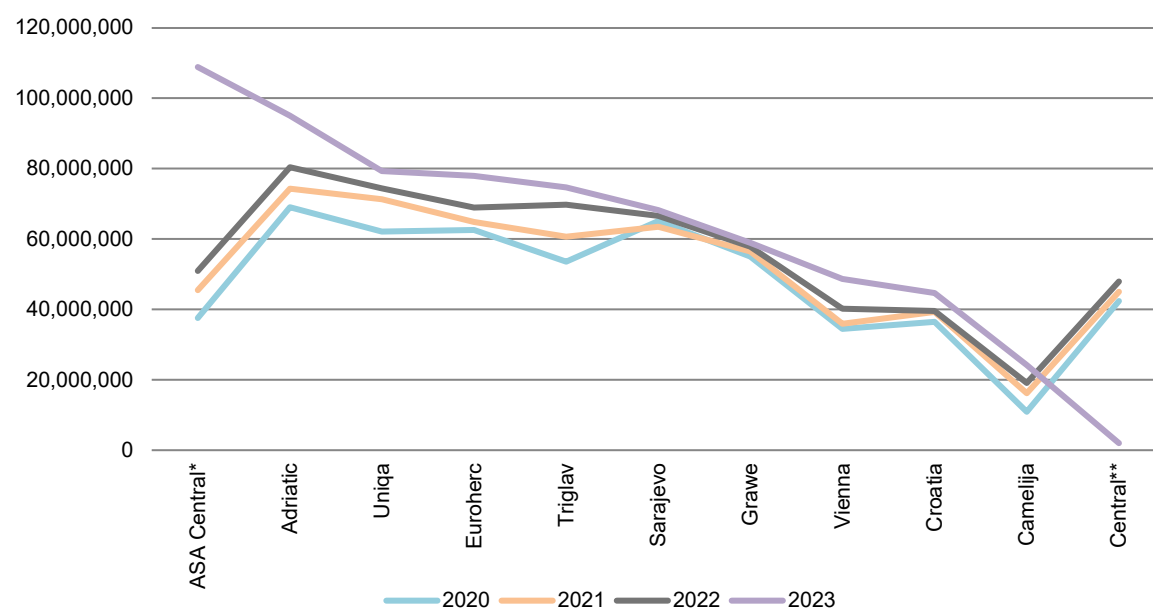
| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | ASA Central* | 37,525,189 | 7.09 | 45,462,206 | 7.94 | 50,903,123 | 8.27 | 108,901,959 | 15.96 |
| 2 | Adriatic | 69,104,118 | 13.06 | 74,321,640 | 12.98 | 80,448,095 | 13.07 | 95,053,511 | 13.93 |
| 3 | Uniqa | 62,132,761 | 11.74 | 71,300,222 | 12.45 | 74,356,208 | 12.08 | 79,291,068 | 11.62 |
| 4 | Euroherc | 62,564,400 | 11.82 | 64,872,243 | 11.33 | 68,970,115 | 11.21 | 77,972,393 | 11.43 |
| 5 | Triglav | 53,527,134 | 10.12 | 60,645,654 | 10.59 | 69,789,165 | 11.34 | 74,664,468 | 10.94 |
| 6 | Sarajevo | 65,089,676 | 12.30 | 63,426,485 | 11.07 | 66,544,309 | 10.81 | 68,239,037 | 10.00 |
| 7 | Grawe | 54,966,613 | 10.39 | 56,480,895 | 9.86 | 57,789,147 | 9.39 | 58,898,584 | 8.63 |
| 8 | Vienna | 34,470,835 | 6.51 | 35,872,270 | 6.26 | 40,200,201 | 6.53 | 48,607,630 | 7.12 |
| 9 | Croatia | 36,459,752 | 6.89 | 39,249,808 | 6.85 | 39,503,432 | 6.42 | 44,650,502 | 6.54 |
| 10 | Camelija | 10,885,612 | 2.06 | 16,193,011 | 2.83 | 19,088,711 | 3.10 | 24,177,161 | 3.54 |
| 11 | Central** | 42,397,285 | 8.01 | 44,967,294 | 7.85 | 47,903,518 | 7.78 | 1,994,048 | 0.29 |
| | Total | 529,123,374 | 100 | 572,791,723 | 100 | 615,496,024 | 100 | 682,450,361 | 100 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

GRAPH 30 | Premium per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023



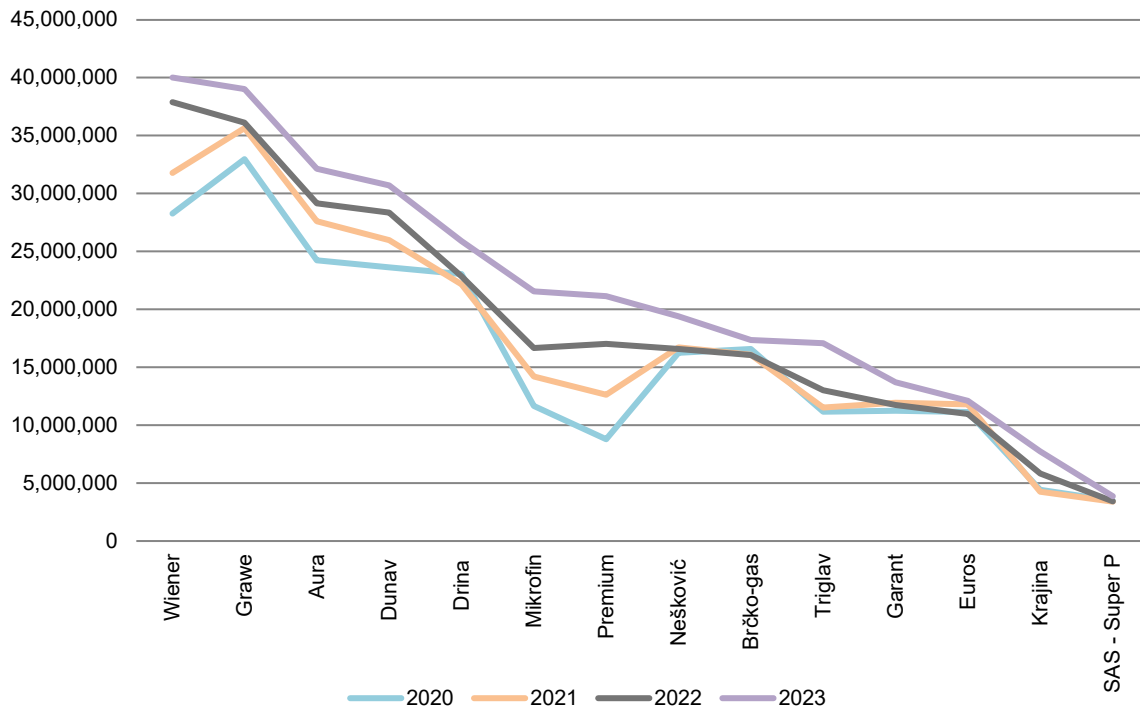
4.1.2 Premium per companies with headquarters in RS

TABLE 60 | Premium per companies with headquarters in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | Wiener | 28,265,163 | 12.46 | 31,775,147 | 12.94 | 37,874,910 | 14.26 | 40,017,447 | 13.27 |
| 2 | Grawe | 32,981,129 | 14.54 | 35,649,481 | 14.51 | 36,099,623 | 13.59 | 38,997,615 | 12.93 |
| 3 | Aura | 24,230,036 | 10.68 | 27,606,984 | 11.24 | 29,141,837 | 10.97 | 32,124,042 | 10.65 |
| 4 | Dunav | 23,617,908 | 10.41 | 25,965,457 | 10.57 | 28,348,142 | 10.67 | 30,690,137 | 10.18 |
| 5 | Drina | 23,045,841 | 10.16 | 22,138,712 | 9.01 | 22,853,473 | 8.61 | 25,895,450 | 8.59 |
| 6 | Mikrofin | 11,645,609 | 5.14 | 14,192,989 | 5.78 | 16,663,832 | 6.27 | 21,531,139 | 7.14 |
| 7 | Premium | 8,768,640 | 3.87 | 12,612,568 | 5.14 | 17,016,393 | 6.41 | 21,131,582 | 7.01 |
| 8 | Nešković | 16,235,462 | 7.16 | 16,718,775 | 6.81 | 16,563,145 | 6.24 | 19,396,013 | 6.43 |
| 9 | Brčko-gas | 16,578,043 | 7.31 | 16,083,806 | 6.55 | 16,048,664 | 6.04 | 17,354,289 | 5.75 |
| 10 | Triglav | 11,153,030 | 4.92 | 11,523,222 | 4.69 | 13,000,528 | 4.90 | 17,079,733 | 5.66 |
| 11 | Garant | 11,225,944 | 4.95 | 11,920,751 | 4.85 | 11,740,646 | 4.42 | 13,693,548 | 4.54 |
| 12 | Euros | 11,135,097 | 4.91 | 11,786,329 | 4.80 | 10,952,043 | 4.12 | 12,088,446 | 4.01 |
| 13 | Krajina | 4,401,240 | 1.94 | 4,238,903 | 1.73 | 5,823,474 | 2.19 | 7,714,679 | 2.56 |
| 14 | SAS - Super P | 3,487,593 | 1.54 | 3,401,603 | 1.38 | 3,434,223 | 1.29 | 3,866,495 | 1.28 |
| | Total | 226,770,734 | 100 | 245,614,728 | 100 | 265,560,934 | 100 | 301,580,613 | 100 |

Data source: RS Insurance Agency

GRAPH 31 | Premium per companies with headquarters in RS in 2020, 2021, 2022 and 2023



4.1.3 Premium of companies from FBiH with branches in RS

TABLE 61 | Premium of companies from FBiH with branches in RS in 2022 and 2023 (in BAM)

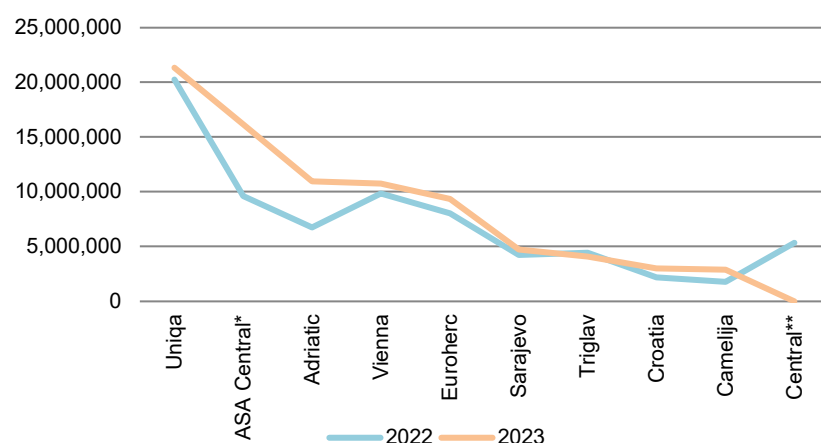
| No | Short name of insurance company | 2022 | | | 2023 | | | Growth index 23/22 |
|--------------|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| | | Non-life | Life | Total | Non-life | Life | Total | |
| 1 | Uniqa | 5,833,526 | 14,425,091 | 20,258,616 | 6,247,872 | 15,099,848 | 21,347,720 | 105.38 |
| 2 | ASA Central* | 9,603,484 | 0 | 9,603,484 | 16,150,461 | 0 | 16,150,461 | 168.17 |
| 3 | Adriatic | 6,677,269 | 60,975 | 6,738,244 | 10,441,566 | 510,700 | 10,952,266 | 162.54 |
| 4 | Vienna | 519,323 | 9,318,923 | 9,838,246 | 829,783 | 9,915,633 | 10,745,416 | 109.22 |
| 5 | Euroherc | 8,015,997 | 0 | 8,015,997 | 9,351,724 | 0 | 9,351,724 | 116.66 |
| 6 | Sarajevo | 4,230,297 | 0 | 4,230,297 | 4,716,656 | 0 | 4,716,656 | 111.50 |
| 7 | Triglav | 234,310 | 4,202,868 | 4,437,179 | 217,308 | 3,864,782 | 4,082,089 | 92.00 |
| 8 | Croatia | 2,060,610 | 112,059 | 2,172,669 | 2,896,811 | 103,484 | 3,000,295 | 138.09 |
| 9 | Camelija | 1,777,454 | 0 | 1,777,454 | 2,889,187 | 0 | 2,889,187 | 162.55 |
| 10 | Central** | 5,339,647 | 0 | 5,339,647 | 0 | 0 | 0 | 0.00 |
| Total | | 44,291,917 | 28,119,915 | 72,411,833 | 53,741,368 | 29,494,445 | 83,235,814 | 114.95 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

GRAPH 32 | Premium of companies from FBiH with branches in RS in 2022 and 2023



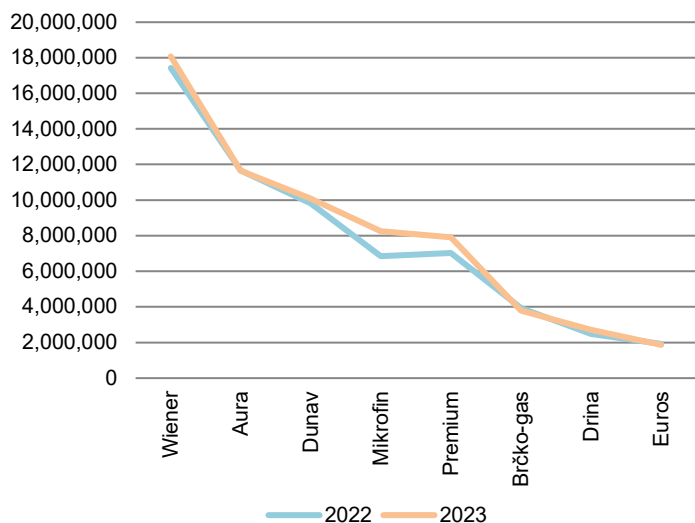
4.1.4 Premium of companies from RS with branches in FBiH

TABLE 62 | Premium of companies from RS with branches in FBiH in 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2022 | | | 2023 | | | Growth index 23/22 |
|--------------|---------------------------------|-------------------|------------------|-------------------|-------------------|------------------|-------------------|--------------------|
| | | Non-life | Life | Total | Non-life | Life | Total | |
| 1 | Wiener | 16,190,750 | 1,228,157 | 17,418,908 | 16,789,563 | 1,279,844 | 18,069,407 | 103.73 |
| 2 | Aura | 11,671,961 | 0 | 11,671,961 | 11,652,163 | 0 | 11,652,163 | 99.83 |
| 3 | Dunav | 9,813,574 | 0 | 9,813,574 | 10,090,393 | 0 | 10,090,393 | 102.82 |
| 4 | Mikrofin | 6,851,610 | 0 | 6,851,610 | 8,246,267 | 0 | 8,246,267 | 120.36 |
| 5 | Premium | 7,025,585 | 0 | 7,025,585 | 7,901,791 | 0 | 7,901,791 | 112.47 |
| 6 | Brčko-gas | 3,927,865 | 0 | 3,927,865 | 3,794,074 | 0 | 3,794,074 | 96.59 |
| 7 | Drina | 2,473,806 | 0 | 2,473,806 | 2,711,409 | 0 | 2,711,409 | 109.60 |
| 8 | Euros | 1,930,897 | 0 | 1,930,897 | 1,880,156 | 0 | 1,880,156 | 97.37 |
| Total | | 59,886,049 | 1,228,157 | 61,114,207 | 63,065,815 | 1,279,844 | 64,345,659 | 105.29 |

Data source: RS Insurance Agency

GRAPH 33 | Premium of companies from RS with branches in FBiH in 2022 and 2023



4.2 Non-life insurance premium

4.2.1 Non-life insurance premium in FBiH

TABLE 63 | Non-life insurance premium in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | ASA Central* | 37,525,189 | 9.42 | 45,462,206 | 10.68 | 50,903,123 | 11.18 | 108,901,959 | 21.29 |
| 2 | Adriatic | 64,555,486 | 16.20 | 68,034,165 | 15.99 | 72,643,976 | 15.96 | 86,538,568 | 16.92 |
| 3 | Euroherc | 62,564,400 | 15.71 | 64,872,243 | 15.25 | 68,970,115 | 15.15 | 77,972,393 | 15.24 |
| 4 | Sarajevo | 61,415,720 | 15.42 | 60,214,959 | 14.15 | 62,711,237 | 13.78 | 64,228,846 | 12.56 |
| 5 | Triglav | 32,209,974 | 8.09 | 32,972,073 | 7.75 | 39,250,104 | 8.62 | 45,219,734 | 8.84 |
| 6 | Croatia | 32,130,738 | 8.07 | 35,172,690 | 8.27 | 35,695,595 | 7.84 | 39,597,497 | 7.74 |
| 7 | Uniqa | 28,414,138 | 7.13 | 30,739,924 | 7.22 | 30,815,227 | 6.77 | 34,828,959 | 6.81 |
| 8 | Grawe | 25,911,306 | 6.50 | 25,959,544 | 6.10 | 25,759,018 | 5.66 | 26,235,632 | 5.13 |
| 9 | Camelija | 10,885,612 | 2.73 | 16,193,011 | 3.81 | 19,088,711 | 4.19 | 24,177,161 | 4.73 |
| 10 | Central** | 42,397,285 | 10.64 | 44,967,294 | 10.57 | 47,903,518 | 10.53 | 1,994,048 | 0.39 |
| 11 | Vienna | 362,265 | 0.09 | 937,670 | 0.22 | 1,398,636 | 0.31 | 1,798,660 | 0.35 |
| | Total | 398,372,113 | 100 | 425,525,771 | 100 | 455,139,262 | 100 | 511,493,457 | 100 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

4.2.2 Non-life insurance premium in RS

TABLE 64 | Non-life insurance premium in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | Wiener | 25,652,585 | 12.75 | 29,117,354 | 13.35 | 34,956,301 | 14.71 | 37,383,581 | 13.69 |
| 2 | Aura | 24,230,036 | 12.05 | 27,606,984 | 12.66 | 29,141,837 | 12.26 | 32,124,042 | 11.77 |
| 3 | Dunav | 23,617,908 | 11.74 | 25,965,457 | 11.91 | 28,348,142 | 11.93 | 30,690,137 | 11.24 |
| 4 | Drina | 23,045,841 | 11.46 | 22,138,712 | 10.15 | 22,853,473 | 9.62 | 25,895,450 | 9.48 |
| 5 | Premium | 8,768,640 | 4.36 | 12,612,568 | 5.78 | 17,016,393 | 7.16 | 21,131,582 | 7.74 |
| 6 | Mikrofin | 11,645,609 | 5.79 | 14,192,989 | 6.51 | 16,663,832 | 7.01 | 21,531,139 | 7.89 |
| 7 | Nešković | 16,235,462 | 8.07 | 16,718,775 | 7.67 | 16,563,145 | 6.97 | 19,396,013 | 7.10 |
| 8 | Brčko-gas | 16,578,043 | 8.24 | 16,083,806 | 7.37 | 16,048,664 | 6.75 | 17,354,289 | 6.36 |
| 9 | Triglav | 11,153,030 | 5.55 | 11,523,222 | 5.28 | 13,000,528 | 5.47 | 17,079,733 | 6.26 |
| 10 | Garant | 11,225,944 | 5.58 | 11,920,751 | 5.47 | 11,740,646 | 4.94 | 13,693,548 | 5.02 |
| 11 | Grawe | 9,959,302 | 4.95 | 10,778,553 | 4.94 | 11,129,779 | 4.68 | 13,083,833 | 4.79 |
| 12 | Euros | 11,135,097 | 5.54 | 11,786,329 | 5.40 | 10,952,043 | 4.61 | 12,088,446 | 4.43 |
| 13 | Krajina | 4,401,240 | 2.19 | 4,238,903 | 1.94 | 5,823,474 | 2.45 | 7,714,679 | 2.83 |
| 14 | SAS - Super P | 3,487,593 | 1.73 | 3,401,603 | 1.56 | 3,434,223 | 1.44 | 3,866,495 | 1.42 |
| | Total | 201,136,330 | 100 | 218,086,007 | 100 | 237,672,480 | 100 | 273,032,966 | 100 |

Data source: RS Insurance Agency

4.3 Life insurance premium

4.3.1 Life insurance premium in FBiH

TABLE 65 | Life insurance premium in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | Vienna | 34,108,570 | 26.09 | 34,934,600 | 23.72 | 38,801,565 | 24.20 | 46,808,970 | 27.38 |
| 2 | Uniqa | 33,718,623 | 25.79 | 40,560,298 | 27.54 | 43,540,981 | 27.15 | 44,462,109 | 26.01 |
| 3 | Grawe | 29,055,307 | 22.22 | 30,521,351 | 20.73 | 32,030,129 | 19.97 | 32,662,952 | 19.11 |
| 4 | Triglav | 21,317,160 | 16.30 | 27,673,581 | 18.79 | 30,539,061 | 19.04 | 29,444,734 | 17.22 |
| 5 | Adriatic | 4,548,632 | 3.48 | 6,287,475 | 4.27 | 7,804,119 | 4.87 | 8,514,943 | 4.98 |
| 6 | Croatia | 4,329,014 | 3.31 | 4,077,118 | 2.77 | 3,807,837 | 2.37 | 5,053,005 | 2.96 |
| 7 | Sarajevo | 3,673,956 | 2.81 | 3,211,526 | 2.18 | 3,833,072 | 2.39 | 4,010,191 | 2.35 |
| | Total | 130,751,261 | 100 | 147,265,952 | 100 | 160,356,765 | 100 | 170,956,904 | 100 |

Data source: FBiH Insurance Supervisory Agency

4.3.2 Life insurance premium in RS

TABLE 66 | Life insurance premium in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|-------------------|------------|-------------------|------------|-------------------|------------|-------------------|------------|
| | | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) | Premium | Share (%) |
| 1 | Grawe | 23,021,827 | 89.81 | 24,870,928 | 90.35 | 24,969,844 | 89.53 | 25,913,782 | 90.77 |
| 2 | Wiener | 2,612,577 | 10.19 | 2,657,793 | 9.65 | 2,918,610 | 10.47 | 2,633,866 | 9.23 |
| | Total | 25,634,404 | 100 | 27,528,721 | 100 | 27,888,454 | 100 | 28,547,647 | 100 |

Data source: RS Insurance Agency

4.4 Income per insurance companies

4.4.1 Income per companies with headquarters in FBiH

TABLE 67 | Income per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

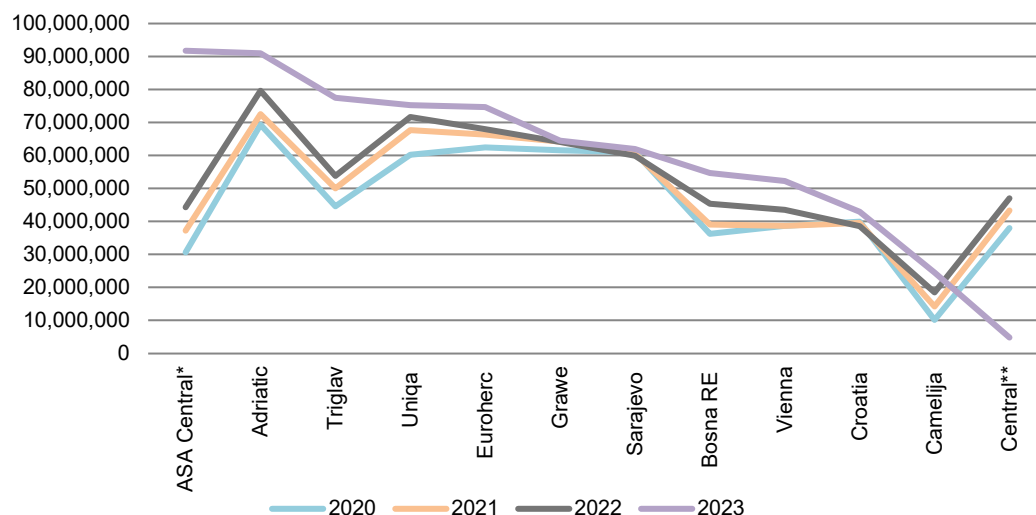
| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Income | Share (%) | Income | Share (%) | Income | Share (%) | Income | Share (%) |
| 1 | ASA Central* | 30,584,336 | 5.54 | 37,211,873 | 6.27 | 44,297,888 | 6.99 | 91,821,652 | 12.83 |
| 2 | Adriatic | 69,383,114 | 12.56 | 72,515,664 | 12.23 | 79,641,595 | 12.56 | 90,979,989 | 12.71 |
| 3 | Triglav | 44,540,191 | 8.06 | 49,999,249 | 8.43 | 53,731,211 | 8.47 | 77,464,728 | 10.82 |
| 4 | Uniqa | 60,162,483 | 10.89 | 67,611,703 | 11.40 | 71,644,778 | 11.30 | 75,228,789 | 10.51 |
| 5 | Euroherc | 62,431,675 | 11.30 | 66,305,801 | 11.18 | 67,980,254 | 10.72 | 74,675,543 | 10.43 |
| 6 | Grawe | 61,551,236 | 11.14 | 64,187,020 | 10.82 | 64,063,988 | 10.10 | 64,454,160 | 9.01 |
| 7 | Sarajevo | 60,950,116 | 11.04 | 60,571,900 | 10.21 | 59,919,025 | 9.45 | 61,921,187 | 8.65 |
| 8 | Bosna RE | 36,195,709 | 6.55 | 38,998,773 | 6.57 | 45,374,778 | 7.16 | 54,641,276 | 7.64 |
| 9 | Vienna | 38,593,843 | 6.99 | 38,634,289 | 6.51 | 43,465,018 | 6.85 | 52,217,619 | 7.30 |
| 10 | Croatia | 39,850,666 | 7.22 | 39,552,648 | 6.67 | 38,515,873 | 6.07 | 42,898,747 | 5.99 |
| 11 | Camelija | 10,127,365 | 1.83 | 14,268,285 | 2.41 | 18,449,540 | 2.91 | 24,498,865 | 3.42 |
| 12 | Central** | 37,911,241 | 6.86 | 43,284,257 | 7.30 | 46,983,633 | 7.41 | 4,845,106 | 0.68 |
| | Total | 552,281,976 | 100 | 593,141,462 | 100 | 634,067,584 | 100 | 715,647,661 | 100 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

GRAPH 34 | Income per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023



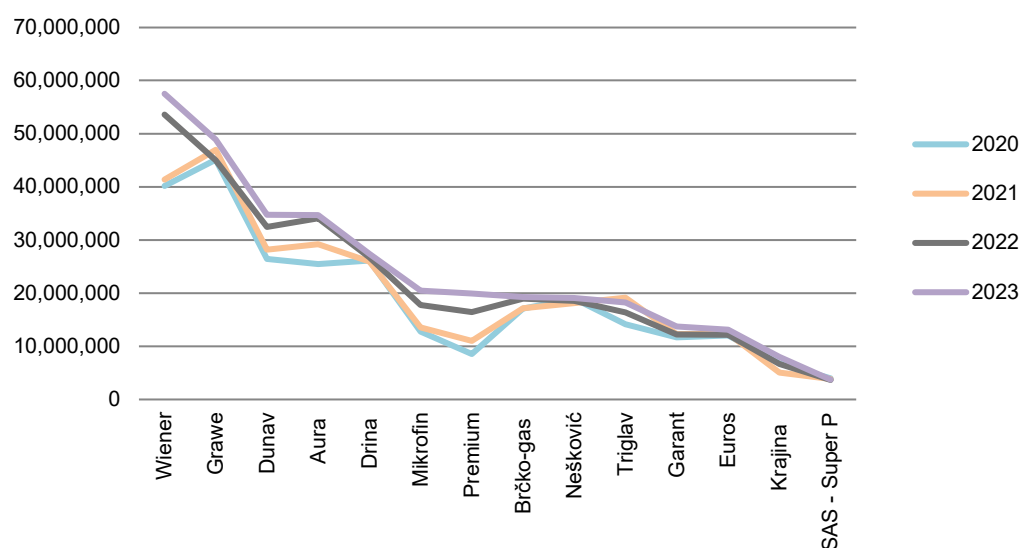
4.4.2 Income per companies with headquarters in RS

TABLE 68 | Income per companies with headquarters in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Income | Share (%) | Income | Share (%) | Income | Share (%) | Income | Share (%) |
| 1 | Wiener | 40,138,178 | 14.90 | 41,351,697 | 14.55 | 53,608,144 | 17.04 | 57,518,293 | 16.97 |
| 2 | Grawe | 45,140,801 | 16.76 | 46,963,352 | 16.52 | 44,947,639 | 14.29 | 48,899,648 | 14.43 |
| 3 | Dunav | 26,417,667 | 9.81 | 28,164,134 | 9.91 | 32,456,459 | 10.32 | 34,763,288 | 10.26 |
| 4 | Aura | 25,452,014 | 9.45 | 29,226,121 | 10.28 | 34,101,167 | 10.84 | 34,670,501 | 10.23 |
| 5 | Drina | 26,146,100 | 9.71 | 25,937,699 | 9.12 | 26,720,455 | 8.49 | 27,415,856 | 8.09 |
| 6 | Mikrofin | 12,738,077 | 4.73 | 13,553,105 | 4.77 | 17,770,088 | 5.65 | 20,493,933 | 6.05 |
| 7 | Premium | 8,564,000 | 3.18 | 11,035,330 | 3.88 | 16,421,072 | 5.22 | 19,944,471 | 5.89 |
| 8 | Brčko-gas | 17,117,095 | 6.35 | 17,148,186 | 6.03 | 18,949,267 | 6.02 | 19,237,288 | 5.68 |
| 9 | Nešković | 18,975,399 | 7.04 | 18,113,960 | 6.37 | 18,514,291 | 5.88 | 19,107,848 | 5.64 |
| 10 | Triglav | 14,146,245 | 5.25 | 19,116,455 | 6.72 | 16,364,068 | 5.20 | 18,222,558 | 5.38 |
| 11 | Garant | 11,704,919 | 4.35 | 12,307,131 | 4.33 | 12,245,722 | 3.89 | 13,716,437 | 4.05 |
| 12 | Euros | 12,033,010 | 4.47 | 12,376,548 | 4.35 | 12,158,239 | 3.86 | 13,124,679 | 3.87 |
| 13 | Krajina | 6,823,709 | 2.53 | 5,081,055 | 1.79 | 6,695,953 | 2.13 | 8,001,911 | 2.36 |
| 14 | SAS - Super P | 3,981,397 | 1.48 | 3,902,197 | 1.37 | 3,668,367 | 1.17 | 3,775,395 | 1.11 |
| | Total | 269,378,611 | 100 | 284,276,970 | 100 | 314,620,931 | 100 | 338,892,106 | 100 |

Data source: RS Insurance Agency

GRAPH 35 | Income per companies with headquarters in RS in 2020, 2021, 2022 and 2023



4.5 Profit per insurance companies

4.5.1 Profit per companies with headquarters in FBiH

TABLE 69 | Profit per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|-------------------|------------|-------------------|------------|-------------------|------------|-------------------|------------|
| | | Profit | Share (%) | Profit | Share (%) | Profit | Share (%) | Profit | Share (%) |
| 1 | Euroherc | 10,217,617 | 27.97 | 12,119,767 | 29.76 | 9,284,230 | 25.50 | 9,325,398 | 20.16 |
| 2 | Adriatic | 6,717,362 | 18.39 | 7,235,869 | 17.77 | 8,026,592 | 22.04 | 8,898,140 | 19.24 |
| 3 | Uniqa | 3,640,305 | 9.97 | 2,644,889 | 6.49 | 3,372,613 | 9.26 | 5,855,919 | 12.66 |
| 4 | ASA Central* | 2,720,403 | 7.45 | 3,680,585 | 9.04 | 2,874,304 | 7.89 | 5,312,620 | 11.49 |
| 5 | Grawe | 4,594,802 | 12.58 | 4,954,921 | 12.17 | 2,591,074 | 7.12 | 3,948,805 | 8.54 |
| 6 | Bosna RE | 2,438,928 | 6.68 | 2,739,077 | 6.73 | 3,051,508 | 8.38 | 3,578,869 | 7.74 |
| 7 | Triglav | 2,843,044 | 7.78 | 2,794,740 | 6.86 | 2,988,249 | 8.21 | 3,215,601 | 6.95 |
| 8 | Sarajevo | 637,086 | 1.74 | 1,319,106 | 3.24 | 660,753 | 1.81 | 2,331,069 | 5.04 |
| 9 | Croatia | 910,726 | 2.49 | 1,090,062 | 2.68 | 1,248,503 | 3.43 | 2,204,153 | 4.77 |
| 10 | Vienna | 320,410 | 0.88 | 550,594 | 1.35 | 719,409 | 1.98 | 1,304,550 | 2.82 |
| 11 | Camelija | 153,270 | 0.42 | 100,125 | 0.25 | 131,992 | 0.36 | 267,313 | 0.58 |
| 12 | Central** | 1,335,750 | 3.66 | 1,498,766 | 3.68 | 1,462,927 | 4.02 | 9,349 | 0.02 |
| | Total | 36,529,703 | 100 | 40,728,501 | 100 | 36,412,154 | 100 | 46,251,786 | 100 |

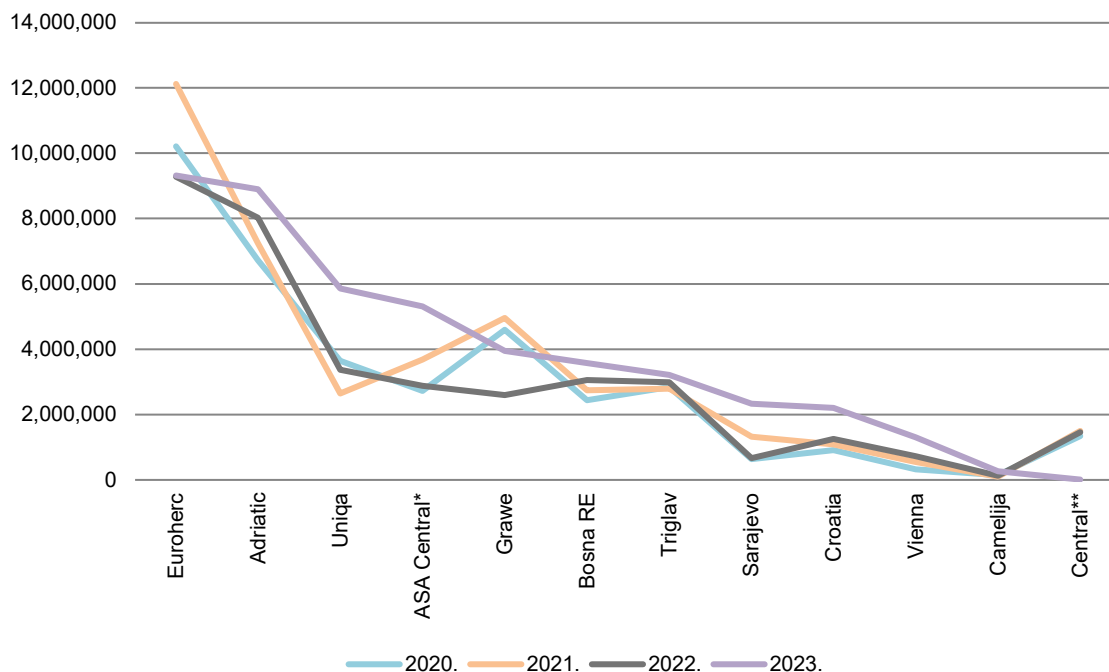
Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

Note: Data related to profit in this publication refer to profit before tax.

GRAPH 36. | Profit per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023



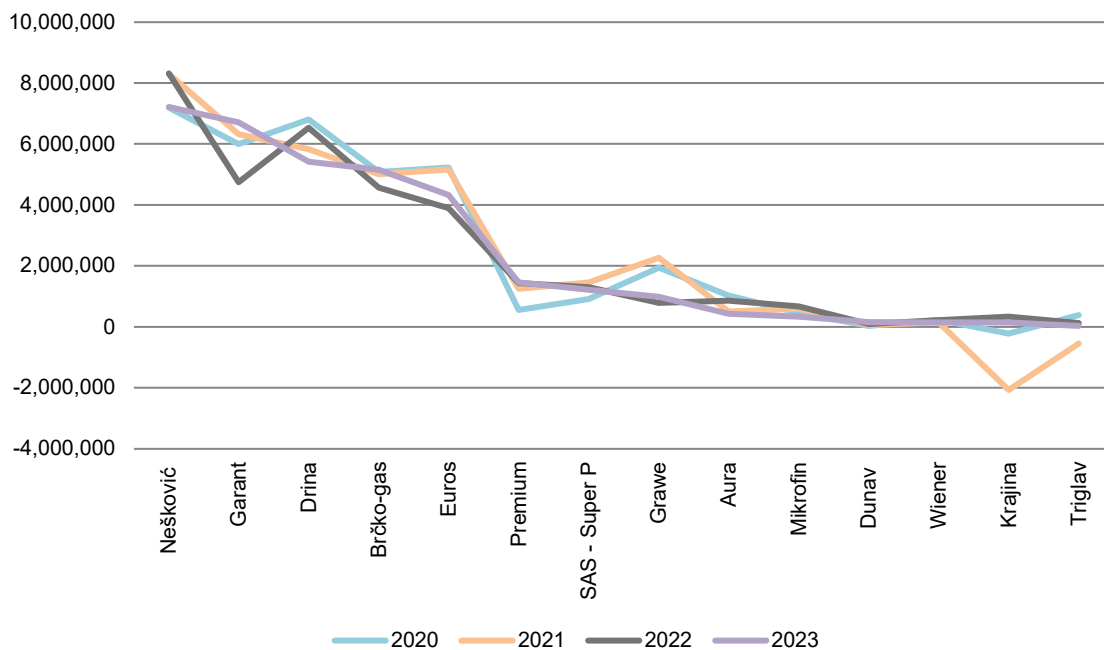
4.5.2 Profit per companies with headquarters in RS

TABLE 70 | Profit per companies with headquarters in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|-------------------|------------|-------------------|------------|-------------------|------------|-------------------|------------|
| | | Profit | Share (%) | Profit | Share (%) | Profit | Share (%) | Profit | Share (%) |
| 1 | Nešković | 7,195,663 | 20.20 | 8,295,185 | 24.23 | 8,316,918 | 24.56 | 7,214,547 | 21.40 |
| 2 | Garant | 5,995,700 | 16.83 | 6,316,124 | 18.45 | 4,749,298 | 14.03 | 6,706,355 | 19.89 |
| 3 | Drina | 6,807,423 | 19.11 | 5,823,445 | 17.01 | 6,530,181 | 19.28 | 5,421,939 | 16.08 |
| 4 | Brčko-gas | 5,077,968 | 14.26 | 5,003,122 | 14.61 | 4,565,869 | 13.48 | 5,156,916 | 15.30 |
| 5 | Euros | 5,232,537 | 14.69 | 5,161,119 | 15.08 | 3,891,172 | 11.49 | 4,324,406 | 12.83 |
| 6 | Premium | 557,505 | 1.57 | 1,250,051 | 3.65 | 1,433,208 | 4.23 | 1,451,734 | 4.31 |
| 7 | SAS - Super P | 914,054 | 2.57 | 1,453,738 | 4.25 | 1,300,189 | 3.84 | 1,212,239 | 3.60 |
| 8 | Grawe | 1,940,086 | 5.45 | 2,262,533 | 6.61 | 784,455 | 2.32 | 979,893 | 2.91 |
| 9 | Aura | 1,027,388 | 2.88 | 495,886 | 1.45 | 854,764 | 2.52 | 432,735 | 1.28 |
| 10 | Mikrofin | 459,003 | 1.29 | 591,525 | 1.73 | 667,400 | 1.97 | 334,429 | 0.99 |
| 11 | Dunav | 28,632 | 0.08 | 57,217 | 0.17 | 101,401 | 0.30 | 157,650 | 0.47 |
| 12 | Wiener | 225,363 | 0.63 | 141,239 | 0.41 | 217,287 | 0.64 | 148,289 | 0.44 |
| 13 | Krajina | -222,804 | -0.63 | -2,064,764 | -6.03 | 328,343 | 0.97 | 142,518 | 0.42 |
| 14 | Triglav | 381,015 | 1.07 | -551,763 | -1.61 | 122,012 | 0.36 | 29,333 | 0.09 |
| | Total | 35,619,533 | 100 | 34,234,657 | 100 | 33,862,497 | 100 | 33,712,983 | 100 |

Data source: RS Insurance Agency

GRAPH 37 | Profit per companies with headquarters in RS in 2020, 2021, 2022 and 2023



4.6 Capital per insurance companies

4.6.1 Capital per companies with headquarters in FBiH

TABLE 71 | Capital per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023 (in BAM)

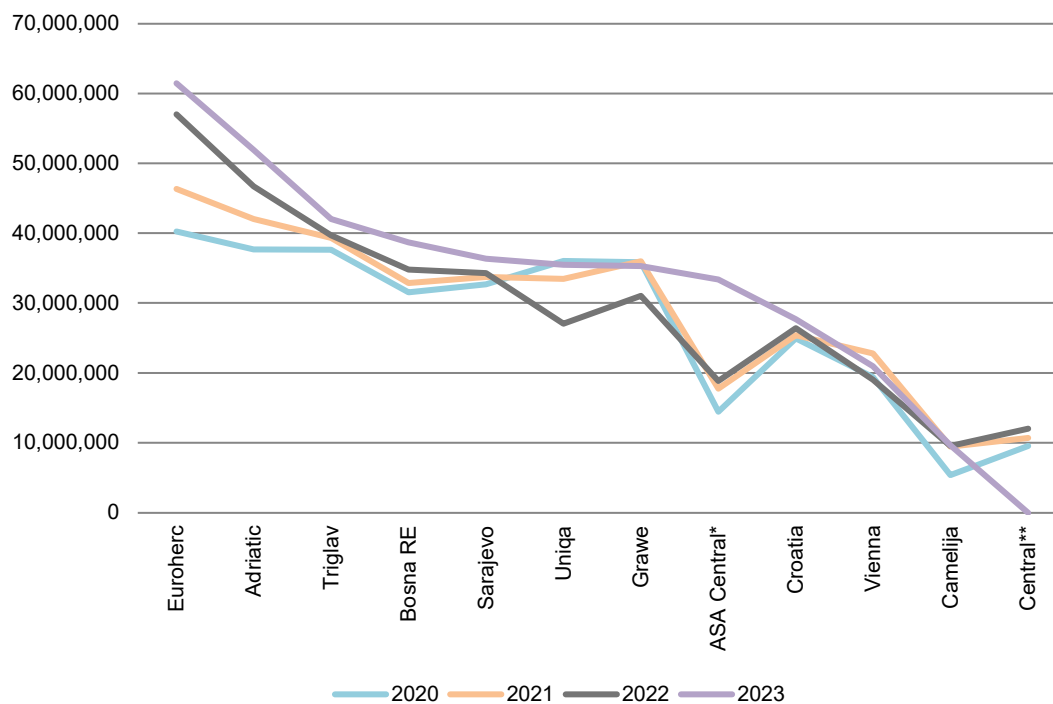
| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Capital | Share (%) | Capital | Share (%) | Capital | Share (%) | Capital | Share (%) |
| 1 | Euroherc | 40,259,343 | 12.38 | 46,349,271 | 13.25 | 57,038,049 | 16.01 | 61,473,192 | 15.65 |
| 2 | Adriatic | 37,655,894 | 11.58 | 42,032,278 | 12.02 | 46,700,445 | 13.11 | 51,915,649 | 13.22 |
| 3 | Triglav | 37,604,183 | 11.56 | 39,339,728 | 11.25 | 39,698,373 | 11.14 | 42,001,379 | 10.69 |
| 4 | Bosna RE | 31,549,588 | 9.70 | 32,869,301 | 9.40 | 34,786,774 | 9.76 | 38,687,122 | 9.85 |
| 5 | Sarajevo | 32,687,916 | 10.05 | 33,735,539 | 9.64 | 34,276,214 | 9.62 | 36,341,094 | 9.25 |
| 6 | Uniqa | 36,031,082 | 11.08 | 33,432,896 | 9.56 | 27,032,468 | 7.59 | 35,471,744 | 9.03 |
| 7 | Grawe | 35,824,479 | 11.01 | 35,986,919 | 10.29 | 31,013,297 | 8.70 | 35,274,159 | 8.98 |
| 8 | ASA Central* | 14,434,061 | 4.44 | 17,737,237 | 5.07 | 18,824,110 | 5.28 | 33,348,085 | 8.49 |
| 9 | Croatia | 24,940,537 | 7.67 | 25,389,537 | 7.26 | 26,388,202 | 7.41 | 27,669,971 | 7.05 |
| 10 | Vienna | 19,404,773 | 5.97 | 22,800,676 | 6.52 | 19,039,226 | 5.34 | 20,932,359 | 5.33 |
| 11 | Camelija | 5,373,269 | 1.65 | 9,451,340 | 2.70 | 9,550,112 | 2.68 | 9,611,179 | 2.45 |
| 12 | Central** | 9,532,325 | 2.93 | 10,691,835 | 3.06 | 12,008,469 | 3.37 | 0 | 0.00 |
| | Total | 325,297,450 | 100 | 349,816,557 | 100 | 356,355,739 | 100 | 392,725,933 | 100 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

GRAPH 38 | Capital per companies with headquarters in FBiH in 2020, 2021, 2022 and 2023



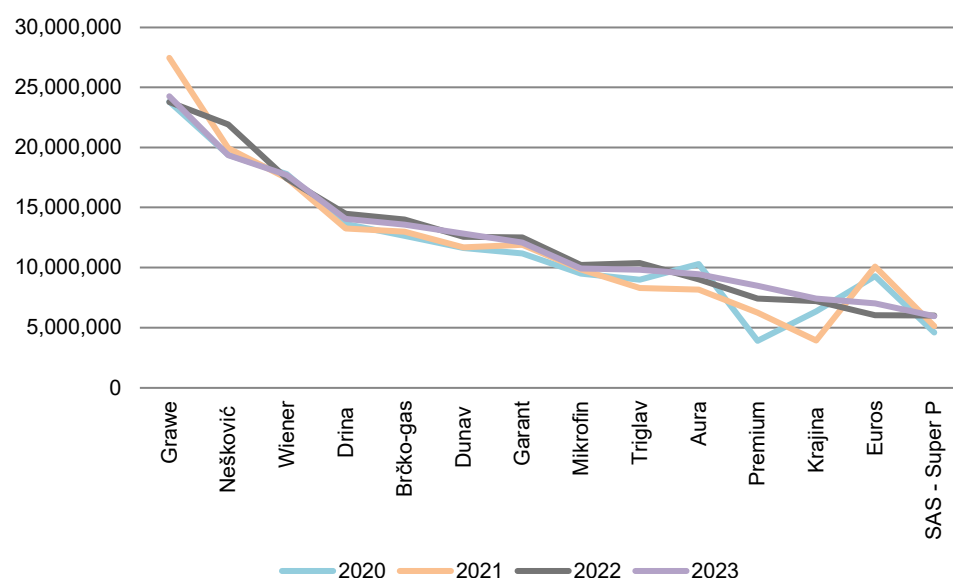
4.6.2 Capital per companies with headquarters in RS

TABLE 72 | Capital per companies with headquarters in RS in 2020, 2021, 2022 and 2023 (in BAM)

| No | Short name of insurance company | 2020 | | 2021 | | 2022 | | 2023 | |
|----|---------------------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| | | Capital | Share (%) | Capital | Share (%) | Capital | Share (%) | Capital | Share (%) |
| 1 | Grawe | 23,805,685 | 14.60 | 27,449,393 | 16.49 | 23,792,096 | 13.76 | 24,268,419 | 14.11 |
| 2 | Nešković | 19,392,526 | 11.89 | 19,932,354 | 11.98 | 21,901,534 | 12.66 | 19,341,443 | 11.25 |
| 3 | Wiener | 17,775,556 | 10.90 | 17,444,022 | 10.48 | 17,403,833 | 10.06 | 17,709,674 | 10.30 |
| 4 | Drina | 13,632,904 | 8.36 | 13,263,527 | 7.97 | 14,475,317 | 8.37 | 14,058,915 | 8.17 |
| 5 | Brčko-gas | 12,631,894 | 7.75 | 12,992,402 | 7.81 | 14,010,219 | 8.10 | 13,587,643 | 7.90 |
| 6 | Dunav | 11,624,926 | 7.13 | 11,687,264 | 7.02 | 12,572,682 | 7.27 | 12,817,108 | 7.45 |
| 7 | Garant | 11,190,628 | 6.86 | 11,885,591 | 7.14 | 12,498,627 | 7.23 | 12,094,825 | 7.03 |
| 8 | Mikrofin | 9,504,171 | 5.83 | 9,856,381 | 5.92 | 10,219,821 | 5.91 | 9,923,211 | 5.77 |
| 9 | Triglav | 9,004,987 | 5.52 | 8,299,763 | 4.99 | 10,367,322 | 5.99 | 9,809,518 | 5.70 |
| 10 | Aura | 10,306,323 | 6.32 | 8,180,076 | 4.92 | 9,022,563 | 5.22 | 9,455,298 | 5.50 |
| 11 | Premium | 3,934,093 | 2.41 | 6,263,722 | 3.76 | 7,413,118 | 4.29 | 8,491,106 | 4.94 |
| 12 | Krajina | 6,357,389 | 3.90 | 3,955,510 | 2.38 | 7,220,467 | 4.17 | 7,429,604 | 4.32 |
| 13 | Euros | 9,282,091 | 5.69 | 10,083,383 | 6.06 | 6,035,393 | 3.49 | 7,035,811 | 4.09 |
| 14 | SAS - Super P | 4,592,467 | 2.82 | 5,123,534 | 3.08 | 6,024,186 | 3.48 | 5,973,249 | 3.47 |
| | Total | 163,035,640 | 100 | 166,416,922 | 100 | 172,957,178 | 100 | 171,995,824 | 100 |

Data source: RS Insurance Agency

GRAPH 39 | Capital per companies with headquarters in RS in 2020, 2021, 2022 and 2023



4.6.3 Structure of capital per companies with headquarters in FBiH

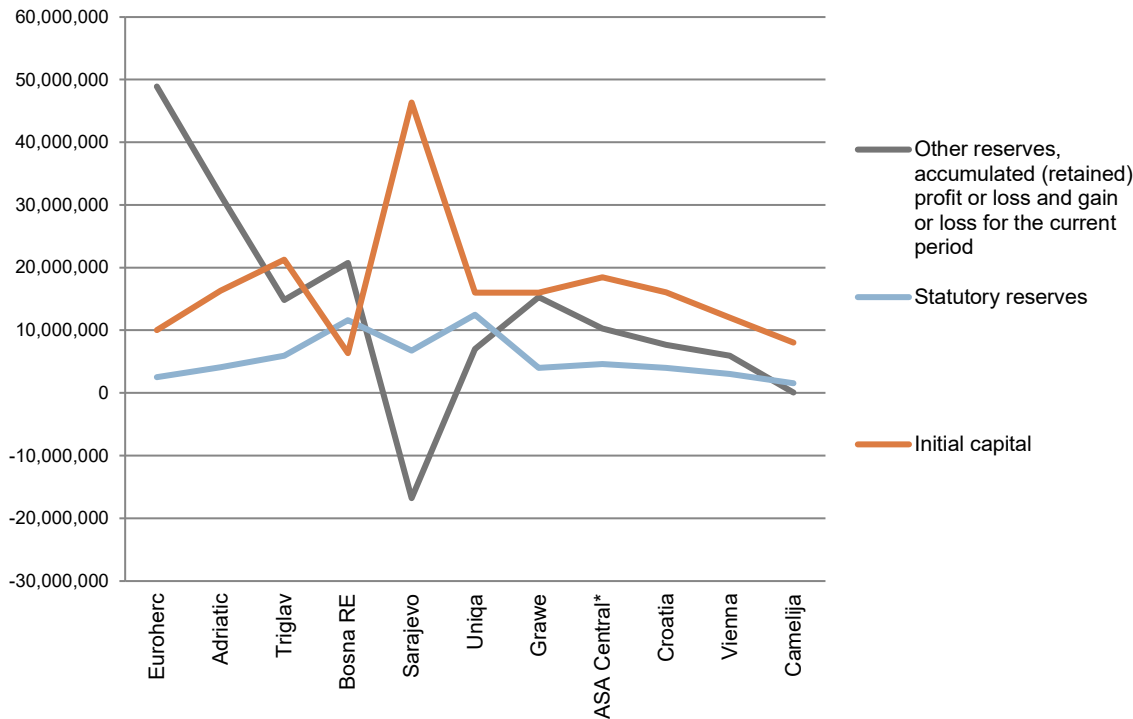
TABLE 73 | Structure of capital per companies with headquarters in FBiH in 2023 (in BAM)

| No | Short name of insurance company | Initial capital | Statutory reserves | Other reserves, accumulated (retained) profit or loss and gain or loss for the current period | Total |
|----|---------------------------------|--------------------|--------------------|---|--------------------|
| 1 | Euroherc | 10,032,000 | 2,508,000 | 48,933,192 | 61,473,192 |
| 2 | Adriatic | 16,289,095 | 4,072,275 | 31,554,279 | 51,915,649 |
| 3 | Triglav | 21,246,040 | 5,951,437 | 14,803,902 | 42,001,379 |
| 4 | Bosna RE | 6,339,300 | 11,587,014 | 20,760,808 | 38,687,122 |
| 5 | Sarajevo | 46,346,330 | 6,765,246 | -16,770,482 | 36,341,094 |
| 6 | Uniqa | 16,002,940 | 12,485,300 | 6,983,504 | 35,471,744 |
| 7 | Grawe | 16,000,000 | 4,000,000 | 15,274,159 | 35,274,159 |
| 8 | ASA Central* | 18,447,472 | 4,611,868 | 10,288,745 | 33,348,085 |
| 9 | Croatia | 16,018,520 | 4,004,630 | 7,646,821 | 27,669,971 |
| 10 | Vienna | 12,000,000 | 3,000,000 | 5,932,359 | 20,932,359 |
| 11 | Camelija | 8,000,000 | 1,550,112 | 61,067 | 9,611,179 |
| | Total | 186,721,697 | 60,535,882 | 145,468,354 | 392,725,933 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

GRAPH 40 | Structure of capital per companies with headquarters in FBiH in 2023



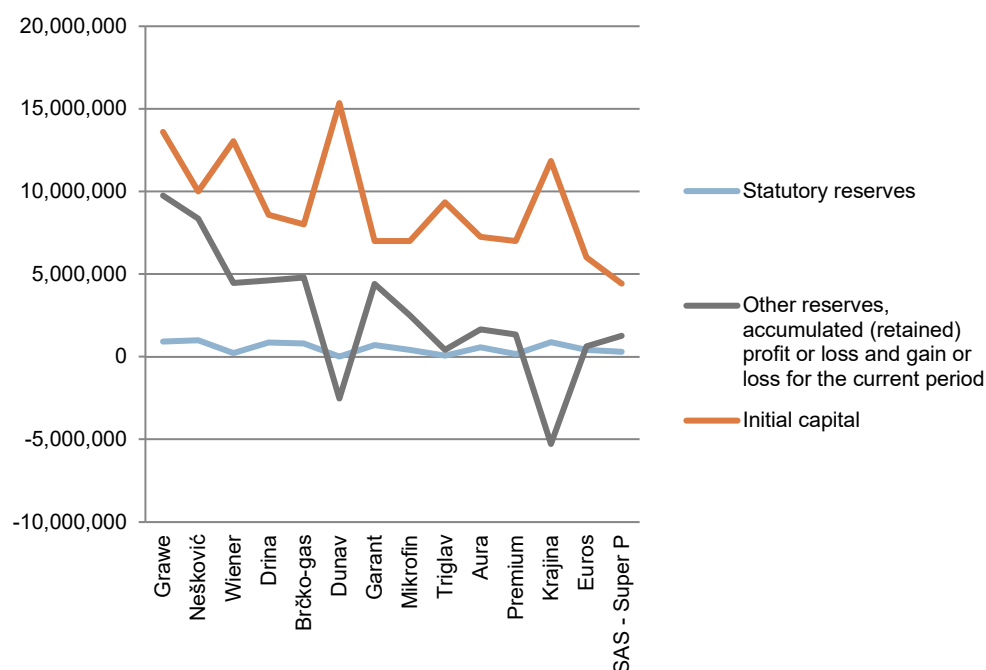
4.6.4 Structure of capital per companies with headquarters in RS

TABLE 74 | Structure of capital per companies with headquarters in RS in 2023 (in BAM)

| No | Short name of insurance company | Initial capital | Statutory reserves | Other reserves, accumulated (retained) profit or loss and gain or loss for the current period | Total |
|----|---------------------------------|--------------------|--------------------|---|--------------------|
| 1 | Grawe | 13,600,000 | 918,737 | 9,749,682 | 24,268,419 |
| 2 | Nešković | 10,000,000 | 1,000,000 | 8,341,443 | 19,341,443 |
| 3 | Wiener | 13,043,400 | 211,608 | 4,454,666 | 17,709,674 |
| 4 | Drina | 8,587,000 | 858,700 | 4,613,215 | 14,058,915 |
| 5 | Brčko-gas | 8,000,000 | 800,000 | 4,787,643 | 13,587,643 |
| 6 | Dunav | 15,341,300 | 15,215 | -2,539,407 | 12,817,108 |
| 7 | Garant | 7,000,000 | 700,000 | 4,394,825 | 12,094,825 |
| 8 | Mikrofin | 7,000,000 | 417,711 | 2,505,500 | 9,923,211 |
| 9 | Triglav | 9,334,000 | 70,133 | 405,385 | 9,809,518 |
| 10 | Aura | 7,250,000 | 562,542 | 1,642,756 | 9,455,298 |
| 11 | Premium | 7,000,000 | 158,455 | 1,332,651 | 8,491,106 |
| 12 | Krajina | 11,830,000 | 875,989 | -5,276,385 | 7,429,604 |
| 13 | Euros | 6,000,000 | 412,500 | 623,311 | 7,035,811 |
| 14 | SAS - Super P | 4,420,000 | 294,710 | 1,258,539 | 5,973,249 |
| | Total | 128,405,700 | 7,296,300 | 36,293,824 | 171,995,824 |

Data source: RS Insurance Agency

GRAPH 41 | Structure of capital per companies with headquarters in RS in 2023



4.7 Performance indicators

4.7.1 Performance indicators per insurance companies with headquarters in FBiH

TABLE 75 | Performance indicators per insurance companies with headquarters in FBiH in 2023 (in BAM)

| No | Short name of insurance company | Premium per employee in insurance company (in BAM) | Total income per employee in insurance company (in BAM) | Profit per employee in insurance company (in BAM) | Profit/capital (%) | Profit/income (%) | Claims paid/premium (%) |
|----|---------------------------------|--|---|---|--------------------|-------------------|-------------------------|
| 1 | Adriatic | 219,017 | 209,631 | 20,503 | 17.14 | 9.78 | 36.91 |
| 2 | ASA Central* | 242,004 | 204,048 | 11,806 | 15.93 | 5.79 | 47.01 |
| 3 | Camelija | 161,181 | 163,326 | 1,782 | 2.78 | 1.09 | 30.75 |
| 4 | Central** | - | - | - | - | 0.19 | 84.37 |
| 5 | Croatia | 203,884 | 195,885 | 10,065 | 7.97 | 5.14 | 53.30 |
| 6 | Euroherc | 194,931 | 186,689 | 23,313 | 15.17 | 12.49 | 37.01 |
| 7 | Grave | 188,174 | 205,924 | 12,616 | 11.19 | 6.13 | 58.65 |
| 8 | Sarajevo | 170,598 | 154,803 | 5,828 | 6.41 | 3.76 | 51.20 |
| 9 | Triglav | 274,502 | 284,797 | 11,822 | 7.66 | 4.15 | 36.85 |
| 10 | Uniq | 353,978 | 335,843 | 26,142 | 16.51 | 7.78 | 26.88 |
| 11 | Vienna | 391,997 | 421,110 | 10,521 | 6.23 | 2.50 | 90.23 |

Data source: FBiH Insurance Supervisory Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

4.7.2 Performance indicators per insurance companies with headquarters in RS

TABLE 76 | Performance indicators per insurance companies with headquarters in RS in 2023 (in BAM)

| No | Short name of insurance company | Premium per employee in insurance company (in BAM) | Total income per employee in insurance company (in BAM) | Profit per employee in insurance company (in BAM) | Profit/capital (%) | Profit/income (%) | Claims paid/premium (%) |
|----|---------------------------------|--|---|---|--------------------|-------------------|-------------------------|
| 1 | Aura | 150,112 | 162,012 | 2,022 | 4.58 | 1.25 | 33.01 |
| 2 | Brčko-gas | 139,954 | 155,139 | 41,588 | 37.95 | 26.81 | 44.04 |
| 3 | Drina | 225,178 | 238,399 | 47,147 | 38.57 | 19.78 | 36.01 |
| 4 | Dunav | 173,391 | 196,403 | 891 | 1.23 | 0.45 | 42.68 |
| 5 | Euros | 172,692 | 187,495 | 61,777 | 61.46 | 32.95 | 33.76 |
| 6 | Garant | 351,117 | 351,704 | 171,958 | 55.45 | 48.89 | 28.37 |
| 7 | Grave | 402,037 | 504,120 | 10,102 | 4.04 | 2.00 | 55.66 |
| 8 | Krajina | 142,864 | 148,184 | 2,639 | 1.92 | 1.78 | 28.26 |
| 9 | Mikrofin | 217,486 | 207,009 | 3,378 | 3.37 | 1.63 | 36.17 |
| 10 | Nešković | 248,667 | 244,972 | 92,494 | 37.30 | 37.76 | 32.40 |
| 11 | Premium | 169,053 | 159,556 | 11,614 | 17.10 | 7.28 | 27.46 |
| 12 | SAS - Super P | 138,089 | 134,836 | 43,294 | 20.29 | 32.11 | 29.14 |
| 13 | Triglav | 165,823 | 176,918 | 285 | 0.30 | 0.16 | 31.07 |
| 14 | Wiener | 198,106 | 284,744 | 734 | 0.84 | 0.26 | 50.74 |

Data source: RS Insurance Agency

4.8 Ranking of insurance companies

4.8.1 Ranking of insurance companies per insurance premium

TABLE 77 | Ranking of insurance companies per insurance premium in 2022 and 2023

| Short name of insurance company | 2023 | | 2022 | | Index 23/22 |
|---------------------------------|------|--------------------|------|--------------------|---------------|
| | Rank | Premium | Rank | Premium | |
| ASA Central* | 1 | 108,901,959 | 7 | 50,903,123 | 213.94 |
| Adriatic | 2 | 95,053,511 | 1 | 80,448,095 | 118.16 |
| Uniq | 3 | 79,291,068 | 2 | 74,356,208 | 106.64 |
| Euroherc | 4 | 77,972,393 | 4 | 68,970,115 | 113.05 |
| Triglav (FBiH) | 5 | 74,664,468 | 3 | 69,789,165 | 106.99 |
| Sarajevo | 6 | 68,239,037 | 5 | 66,544,309 | 102.55 |
| Grawe (FBiH) | 7 | 58,898,584 | 6 | 57,789,147 | 101.92 |
| Vienna | 8 | 48,607,630 | 9 | 40,200,201 | 120.91 |
| Croatia | 9 | 44,650,502 | 10 | 39,503,432 | 113.03 |
| Wiener | 10 | 40,017,447 | 11 | 37,874,910 | 105.66 |
| Grawe (RS) | 11 | 38,997,615 | 12 | 36,099,623 | 108.03 |
| Aura | 12 | 32,124,042 | 13 | 29,141,837 | 110.23 |
| Dunav | 13 | 30,690,137 | 14 | 28,348,142 | 108.26 |
| Drina | 14 | 25,895,450 | 15 | 22,853,473 | 113.31 |
| Camelija | 15 | 24,177,161 | 16 | 19,088,711 | 126.66 |
| Mikrofin | 16 | 21,531,139 | 18 | 16,663,832 | 129.21 |
| Premium | 17 | 21,131,582 | 17 | 17,016,393 | 124.18 |
| Nešković | 18 | 19,396,013 | 19 | 16,563,145 | 117.10 |
| Brčko-gas | 19 | 17,354,289 | 20 | 16,048,664 | 108.14 |
| Triglav (RS) | 20 | 17,079,733 | 21 | 13,000,528 | 131.38 |
| Garant | 21 | 13,693,548 | 22 | 11,740,646 | 116.63 |
| Euros | 22 | 12,088,446 | 23 | 10,952,043 | 110.38 |
| Krajina | 23 | 7,714,679 | 24 | 5,823,474 | 132.48 |
| SAS - Super P | 24 | 3,866,495 | 25 | 3,434,223 | 112.59 |
| Central** | 25 | 1,994,048 | 8 | 47,903,518 | 4.16 |
| Total | | 984,030,974 | | 881,056,957 | 111.69 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

4.8.2 Ranking of insurance companies per amount of claims paid

TABLE 78 | Ranking of insurance companies per amount of claims paid in 2022 and 2023

| Short name of insurance company | 2023 | | 2022 | | Index 23/22 |
|---------------------------------|------|--------------------|------|--------------------|---------------|
| | Rank | Premium | Rank | Premium | |
| ASA Central* | 1 | 51,196,007 | 7 | 25,682,777 | 199.34 |
| Vienna | 2 | 43,858,974 | 10 | 20,926,355 | 209.59 |
| Adriatic | 3 | 35,084,398 | 4 | 29,953,819 | 117.13 |
| Sarajevo | 4 | 34,937,138 | 2 | 33,183,440 | 105.28 |
| Grawe (FBiH) | 5 | 34,546,871 | 3 | 32,482,415 | 106.36 |
| Euroherc | 6 | 28,859,383 | 5 | 27,792,736 | 103.84 |
| Triglav (FBiH) | 7 | 27,511,903 | 6 | 26,792,387 | 102.69 |
| Croatia | 8 | 23,800,564 | 8 | 23,682,710 | 100.50 |
| Grawe (RS) | 9 | 21,706,437 | 12 | 17,595,697 | 123.36 |
| Uniqa | 10 | 21,315,182 | 1 | 39,531,621 | 53.92 |
| Wiener | 11 | 20,302,939 | 11 | 19,150,730 | 106.02 |
| Dunav | 12 | 13,097,977 | 13 | 12,814,724 | 102.21 |
| Aura | 13 | 10,604,269 | 14 | 11,022,954 | 96.20 |
| Drina | 14 | 9,325,815 | 15 | 9,430,711 | 98.89 |
| Mikrofin | 15 | 7,787,094 | 17 | 7,014,518 | 111.01 |
| Brčko-gas | 16 | 7,642,831 | 16 | 7,551,953 | 101.20 |
| Camelija | 17 | 7,434,540 | 18 | 6,203,296 | 119.85 |
| Nešković | 18 | 6,283,926 | 20 | 4,775,560 | 131.59 |
| Premium | 19 | 5,803,000 | 21 | 4,699,639 | 123.48 |
| Triglav (RS) | 20 | 5,306,274 | 19 | 5,228,051 | 101.50 |
| Euros | 21 | 4,081,057 | 23 | 3,587,766 | 113.75 |
| Garant | 22 | 3,885,077 | 22 | 4,244,655 | 91.53 |
| Krajina | 23 | 2,179,949 | 24 | 1,690,699 | 128.94 |
| Central** | 24 | 1,682,342 | 9 | 22,587,460 | 7.45 |
| SAS - Super P | 25 | 1,126,836 | 25 | 1,001,537 | 112.51 |
| Total | | 429,360,785 | | 398,628,210 | 107.71 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

4.8.3 Ranking of insurance companies per amount of profit

TABLE 79 | Ranking of insurance companies per amount of profit in 2022 and 2023

| Short name of insurance company | 2023 | | 2022 | |
|---------------------------------|------|-------------------|------|-------------------|
| | Rank | Profit (in BAM) | Rank | Profit (in BAM) |
| Euroherc | 1 | 9,325,398 | 1 | 9,284,230 |
| Adriatic | 2 | 8,898,140 | 3 | 8,026,592 |
| Nešković | 3 | 7,214,547 | 2 | 8,316,918 |
| Garant | 4 | 6,706,355 | 5 | 4,749,298 |
| Uniqa | 5 | 5,855,919 | 8 | 3,372,613 |
| Drina | 6 | 5,421,939 | 4 | 6,530,181 |
| ASA Central* | 7 | 5,312,620 | 11 | 2,874,304 |
| Brčko-gas | 8 | 5,156,916 | 6 | 4,565,869 |
| Euros | 9 | 4,324,406 | 7 | 3,891,172 |
| Grawe (FBiH) | 10 | 3,948,805 | 12 | 2,591,074 |
| Bosna RE | 11 | 3,578,869 | 9 | 3,051,508 |
| Triglav (FBiH) | 12 | 3,215,601 | 10 | 2,988,249 |
| Sarajevo | 13 | 2,331,069 | 21 | 660,753 |
| Croatia | 14 | 2,204,153 | 16 | 1,248,503 |
| Premium | 15 | 1,451,734 | 14 | 1,433,208 |
| Vienna | 16 | 1,304,550 | 19 | 719,409 |
| SAS - Super P | 17 | 1,212,239 | 15 | 1,300,189 |
| Grawe (RS) | 18 | 979,893 | 18 | 784,455 |
| Aura | 19 | 432,735 | 17 | 854,764 |
| Mikrofin | 20 | 334,429 | 20 | 667,400 |
| Camelija | 21 | 267,313 | 24 | 131,992 |
| Dunav | 22 | 157,650 | 26 | 101,401 |
| Wiener | 23 | 148,289 | 23 | 217,287 |
| Krajina | 24 | 142,518 | 22 | 328,343 |
| Triglav (RS) | 25 | 29,333 | 25 | 122,012 |
| Central** | 26 | 9,349 | 13 | 1,462,927 |
| Total | | 79,964,769 | | 70,274,651 |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.

**The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

4.8.4 Relation between the amount of claims paid per insurance companies

TABLE 80 | Relation between the amount of claims paid and gross written premium in 2022 and 2023

| Short name of insurance company | 2023 | | | | 2022 | | | |
|---------------------------------|------|--------------------|--------------------|---------------------|------|--------------------|--------------------|---------------------|
| | Rank | Claims paid | Premium | Claims paid/premium | Rank | Claims paid | Premium | Claims paid/premium |
| Vienna | 1 | 43,858,974 | 48,607,630 | 90.23 | 4 | 20,926,355 | 40,200,201 | 52.06 |
| Central* | 2 | 1,682,342 | 1,994,048 | 84.37 | 9 | 22,587,460 | 47,903,518 | 47.15 |
| Grawe (FBiH) | 3 | 34,546,871 | 58,898,584 | 58.65 | 2 | 32,482,415 | 57,789,147 | 56.21 |
| Grawe (RS) | 4 | 21,706,437 | 38,997,615 | 55.66 | 8 | 17,595,697 | 36,099,623 | 48.74 |
| Croatia | 5 | 23,800,564 | 44,650,502 | 53.30 | 1 | 23,682,710 | 39,503,432 | 59.95 |
| Sarajevo | 6 | 34,937,138 | 68,239,037 | 51.20 | 7 | 33,183,440 | 66,544,309 | 49.87 |
| Wiener | 7 | 20,302,939 | 40,017,447 | 50.74 | 5 | 19,150,730 | 37,874,910 | 50.56 |
| ASA Central** | 8 | 51,196,007 | 108,901,959 | 47.01 | 6 | 25,682,777 | 50,903,123 | 50.45 |
| Brčko-gas | 9 | 7,642,831 | 17,354,289 | 44.04 | 10 | 7,551,953 | 16,048,664 | 47.06 |
| Dunav | 10 | 13,097,977 | 30,690,137 | 42.68 | 11 | 12,814,724 | 28,348,142 | 45.20 |
| Euroherc | 11 | 28,859,383 | 77,972,393 | 37.01 | 14 | 27,792,736 | 68,970,115 | 40.30 |
| Adriatic | 12 | 35,084,398 | 95,053,511 | 36.91 | 18 | 29,953,819 | 80,448,095 | 37.23 |
| Triglav (FBiH) | 13 | 27,511,903 | 74,664,468 | 36.85 | 16 | 26,792,387 | 69,789,165 | 38.39 |
| Mikrofin | 14 | 7,787,094 | 21,531,139 | 36.17 | 12 | 7,014,518 | 16,663,832 | 42.09 |
| Drina | 15 | 9,325,815 | 25,895,450 | 36.01 | 13 | 9,430,711 | 22,853,473 | 41.27 |
| Euros | 16 | 4,081,057 | 12,088,446 | 33.76 | 20 | 3,587,766 | 10,952,043 | 32.76 |
| Aura | 17 | 10,604,269 | 32,124,042 | 33.01 | 17 | 11,022,954 | 29,141,837 | 37.83 |
| Nešković | 18 | 6,283,926 | 19,396,013 | 32.40 | 24 | 4,775,560 | 16,563,145 | 28.83 |
| Triglav (RS) | 19 | 5,306,274 | 17,079,733 | 31.07 | 15 | 5,228,051 | 13,000,528 | 40.21 |
| Camelija | 20 | 7,434,540 | 24,177,161 | 30.75 | 21 | 6,203,296 | 19,088,711 | 32.50 |
| SAS - Super P | 21 | 1,126,836 | 3,866,495 | 29.14 | 22 | 1,001,537 | 3,434,223 | 29.16 |
| Garant | 22 | 3,885,077 | 13,693,548 | 28.37 | 19 | 4,244,655 | 11,740,646 | 36.15 |
| Krajina | 23 | 2,179,949 | 7,714,679 | 28.26 | 23 | 1,690,699 | 5,823,474 | 29.03 |
| Premium | 24 | 5,803,000 | 21,131,582 | 27.46 | 25 | 4,699,639 | 17,016,393 | 27.62 |
| Uniq | 25 | 21,315,182 | 79,291,068 | 26.88 | 3 | 39,531,621 | 74,356,208 | 53.17 |
| Total | | 429,360,785 | 984,030,974 | | | 398,628,210 | 881,056,961 | |

Data sources: FBiH Insurance Supervisory Agency and RS Insurance Agency

*The integration process of Central osiguranje d.d. to the company ASA osiguranje d.d. was started in 2022.

**ASA osiguranje d.d. as of 1 January 2023 started operating under the name ASA Central osiguranje d.d.



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

ADDENDUM I

Institutions and organizations within the insurance sector in BiH

2023 ANNUAL REPORT

www.azobih.gov.ba

Institutions and organizations within the insurance sector in BiH

1 Insurance Agency of Bosnia and Herzegovina

Address/Headquarters:

Dubrovačka 6/II, 71000 Sarajevo

Telephone, fax, e-mail, web:

033/554-795; 033/554-796; info@azobih.gov.ba; www.azobih.gov.ba

The Insurance Agency of Bosnia and Herzegovina was established by the Law on Insurance Agency of BiH (BiH Official Gazette, 12/04).

The objectives and competences of the Agency are listed in the Addendum IV herein (Law on Insurance Agency of Bosnia and Herzegovina).

The members of the Management Board of the Insurance Agency of BiH are:

Vera Letica, Suzana Minić, Jusuf Džaferović, Snježana Rudić, Slaven Dujaković*, Draženka Janjanin*, Mira Bradara and Alma Smailagić.

(Note: the mandate of the members of the Management Board expired on 16 December 2023.)

* On 9 February 2023 instead of Slaven Dujaković, as a member of the Management Board of the Insurance Agency of Bosnia and Herzegovina, Draženka Janjanin was appointed. (BiH Official Gazette, 14/23).

2 Institutions Responsible for Regulation and Supervision at Entity Level

2.1 FBiH Insurance Supervisory Agency

Address/Headquarters:

Kolodvorska 12, 71000 Sarajevo

Telephone, fax, e-mail, web:

033/610-897; 033/611-114; nados@nados.ba; www.nados.ba

The FBiH Insurance Supervisory Agency has been operating under its current name since 2005, after the passage of laws regulating the insurance sector in BiH. Until then, regulation and supervision of the FBiH market was conducted by the Insurance Companies Supervisory Bureau, which had been set up in 1997.

The Agency is run by the Council of Experts comprising the Chairman and four members, appointed and dismissed by the FBiH Government at the proposal of the Federal Minister of Finance. The Agency is managed by the Director, who is also appointed and dismissed by the FBiH Government at the proposal of the Federal Minister of Finance.

Legal Framework:

1. Law on Insurance (FBiH Official Gazette, 23/17 and 103/21);
2. Law on Compulsory Insurance in Traffic (FBiH Official Gazette, 57/20 and 103/21);
3. Law on Intermediation in Private Insurance (FBiH Official Gazette, 22/05, 08/10 and 30/16).

Agency's Responsibilities:

The FBiH Insurance Supervisory Agency regulates and supervises operations of the insurance companies, insurance intermediaries and reinsurance companies.

The Agency's principal tasks, in line with the legal regulations, include:

- Issuance of licenses to insurance companies and insurance intermediaries (insurance agents and insurance brokers);
- Giving opinions on the insurance companies acts and decisions, which the latter are obliged to make pursuant to the Law (insurance conditions, tariff rates, rule books on the method of determining the unearned premiums and claims reserve, provisions for catastrophes, rule book on determining the mathematical reserve and its application in the area of life insurance, etc.);

- Collecting, processing, and recording data submitted by insurance companies and insurance intermediaries in accordance with the regulations;
- Supervising insurance undertakings, insurance intermediaries, and related entities in accordance with the regulations;
- Initiating and supervising the procedure of provisional administration, liquidation, bankruptcy, and rehabilitation of insurance companies;
- Revoking insurance and intermediation licenses in accordance with the Law;
- Bringing minor-offence and/or criminal charges in accordance with the insurance regulations;
- Issuing decisions regulating insurance companies' operations, as well as operations of intermediaries and authorized actuaries in accordance with the Law;
- Other issues in accordance with the regulations.

2.2 RS Insurance Agency

Address/Headquarters:

Bana Milosavljevića 8/II, 78000 Banja Luka

Telephone, fax, e-mail, web:

051/228-910; 051/228-920; kabinet@azors.rs.ba; www.azors.rs.ba

The RS Insurance Agency was founded in 2005 in accordance with the provisions of the Law on Insurance Companies (RS Official Gazette, 17/05, 01/06, 64/06, 74/10, 47/17 and 58/19).

The Agency is run by the Management Board comprising the President and four members, appointed and dismissed by the RS National Assembly.

The Agency is managed by the Director, who is also appointed and dismissed by the RS National Assembly.

Legal Framework:

1. Law on Insurance Companies (RS Official Gazette, 17/05, 01/06, 64/06, 74/10, 47/17 and 58/19);
2. Law on Compulsory Insurance in Traffic (RS Official Gazette, 82/15 and 78/20);
3. Law on Insurance Representation and Insurance and Reinsurance Intermediation (RS Official Gazette, 47/17).

Agency's Responsibilities:

RS Insurance Agency regulates and supervises operations of the insurance companies, insurance intermediaries and reinsurance companies.

The Agency's principal tasks, in line with the legal regulations, include:

- Issuance of licenses to insurance companies and insurance intermediaries (insurance agents and insurance brokers);
- Giving opinions on the insurance companies acts and decisions, which the latter are obliged to make pursuant to the Law (insurance conditions, tariff rates, rule books on the method of determining the unearned premiums and claims reserve, provisions for catastrophes, rulebook on determining the mathematical reserve and its application in the area of life insurance, etc.);
- Collecting, processing, and recording data submitted by insurance companies and insurance intermediaries in accordance with the regulations;
- Supervising insurance undertakings, insurance intermediaries, and related entities in accordance with the regulations;
- Initiating and supervising the procedure of provisional administration, liquidation, bankruptcy, and rehabilitation of insurance companies;
- Revoking insurance and intermediation licenses in accordance with the Law;
- Bringing minor-offence and/or criminal charges in accordance with the insurance regulations;
- Issuing decisions regulating insurance companies' operations, as well as operations of intermediaries and authorized actuaries in accordance with the Law;
- Other issues in accordance with the regulations.

3 Insurance Protection Funds

3.1 FBiH Protection Fund

Address/Headquarters:

Kolodvorska 12, 71000 Sarajevo

Telephone, fax, e-mail, web:

033/843-107; 033/844-098; info@zffbih.ba, www.zffbih.ba

FBiH Protection Fund was set up on 22 July 2005, and it operates under supervision and control of the FBiH Insurance Supervisory Agency.

The executive bodies of the FBiH Protection Fund include: Assembly, Management Board, and Director.

The Protection Fund is run by the Management Board comprising five members appointed and dismissed by the Protection Fund Assembly.

Director is appointed and dismissed by the Management Board.

Legal Framework:

1. Law on Compulsory Insurance in Traffic (FBiH Official Gazette, 57/20 and 103/21);
2. Internal acts of the FBiH Protection Fund.

Fund's Activities:

The FBiH Protection Fund pays claims in accordance with Articles 66-69 of the Law on Compulsory Insurance in Traffic (FBiH Official Gazette, 57/20 and 103/21).

The funds of the FBiH Protection Fund are used to fulfil the obligations of the Protection Fund on the basis of damages caused to third parties incurred in the territory of the Federation:

- If they are caused by an unknown vehicle, only if the damage is non-pecuniary;
- If they are caused by a vehicle whose owner has not concluded a motor third party liability insurance contract;
- In the event that the contract referred to in Article 2, paragraph (1), item a) of the Law on Compulsory Insurance in Traffic has not been concluded;
- In the event that the damages from the contract referred to in Article 2, paragraph (1), items a) and b) of the Law on Compulsory Insurance in Traffic could not be compensated from the bankruptcy estate of the insurance company.

Exceptionally, in case of damage caused by an unknown vehicle, the FBiH Protection Fund will compensate the damage to property, if it has compensated the damage due to death or serious bodily injury caused in the same traffic accident, which required hospital treatment for at least five days, whereby the damaged person bears participation in the claims to property amounted to BAM 950.00.

3.2 RS Protection Fund

Address/Headquarters:

Vidovdanska bb, 78000 Banja Luka

Telephone, fax, e-mail, web:

051/226-091; 051/223-371; info@zfrs.org; www.zfrs.org

The RS Protection Fund is a legal entity competent to cover claims that cannot be compensated by compulsory insurance, as well as to perform other tasks under the Law.

The executive bodies of the RS Protection Fund include: Members Assembly, Management Board, and Director.

The RS Protection Fund is run by the Management Board of five members appointed and dismissed by the RS Protection Fund Assembly. Director of RS Protection Fund is appointed by the Management Board of RS Protection Fund upon the prior consent of RS Insurance Agency.

The RS Protection Fund Assembly consists of persons authorized by members of the RS Protection Fund.

The member of RS Protection Fund is any insurance company performing insurance in RS under the Article 2, item 1 and 2 under the Law on Compulsory Insurance in Traffic, regardless of whether its headquarters is registered in Republic of Srpska or beyond.

Legal Framework:

1. Law on Compulsory Insurance in Traffic (RS Official Gazette, 82/15 and 78/20);
2. Internal acts of the RS Protection Fund.

Fund's Activities:

Claims are paid by the RS Protection Fund under the Articles 51 to 54 under the Law on Compulsory Insurance in Traffic (RS Official Gazette, 82/15 and 78/20).

RS Protection Fund is obliged to perform the obligation of claims compensation to third parties occurred in the territory of RS, based on:

- Claims to persons, if caused by an unknown vehicle;
- Claims to persons and properties, if caused by a vehicle whose owner has not concluded a contract on motor insurance;
- Insured sums to the passengers in public transportation, in the case that the contract under Article 2, item 1 and 2 of the Law on Compulsory Insurance in Traffic is not concluded;
- Claims from the contract on compulsory insurance under the Article 2, item 1 and 2 of the Law on compulsory insurance in traffic that could not be compensated from the bankruptcy or liquidation estate of the insurance company.

Exceptionally, in the case of damages caused by an unknown vehicle, the RS Protection Fund will compensate the claims to property, if it had compensated the damage due to death or serious bodily injuries occurred in the same accident requiring hospitalization for at least five days, whereby the damaged person bears participation in the claims to property amounted to BAM 950.00.

4 Associations Operating in the BiH Insurance Market

4.1 BiH Green Card Bureau

Address/Headquarters:

Derviša Numića 7, 71000 Sarajevo

Telephone, fax, e-mail, web:

033/610-744; 033/724-560; bzkbih@bzkbih.ba; www.bzkbih.ba

The Bureau was registered on 19 April 1994 and it has been operating under the current name since 23 April 2003.

The BiH Green Card Bureau was founded as an association and it represents BiH insurance companies within the green card system. Members of the Bureau are insurance companies engaged in the motor insurance business.

The executive bodies of the BiH Green Card Bureau include: Assembly, Management Board, and Director.

The Assembly includes members of all insurance companies that provide motor insurance services.

Bureau's Activities:

- Solving issues defined by the Crete Agreement and other international agreements on insurance of owners/users of motor vehicle against motor liability;
- Representing BiH insurance companies within the green card system;
- Collaborating with national bureaus and insurance companies with a view to discharging obligations assumed in accordance with international conventions and agreements;
- Collaborating with BiH authorities competent for international traffic regarding the motor insurance issues;
- Performing other activities of importance to the Bureau members with an aim of abiding by the Crete Agreement provisions.

4.2 FBiH Association of Insurance Companies

Address/Headquarters:

Kolodvorska 12/II, 71000 Sarajevo

Telephone, fax, e-mail, web:

033/207-881; udofbih@udofbih.ba; www.udofbih.ba

The FBiH Association of Insurance Companies was founded on 28 November 2006.

According to the Statute of Association, the bodies of Associations are: President of the Assembly and General Secretary.

The FBiH Association of Insurance Companies are insurance companies and reinsurance companies registered in the Federation of Bosnia and Herzegovina, as well as branches of insurance companies from the RS registered in FBiH.

Association's Activities:

- Strengthening the insurance market;
- Providing expert services;
- Advancing the insurance profession;
- Improving business performance and harmonizing the Association members' activities;
- Provision of other services arising out of the law, statute, Association's general acts, and members' requirements.

4.3 RS Association of Insurance Companies

Address/Headquarters:

Branka Ćopića 6, 78000 Banja Luka

Telephone, fax, e-mail, web:

051/493-133; 051/493-126; draganas@komorars.ba;
www.komorars.ba/udruzenja/bankarstvo/udruzenje-drustava-za-osiguranje/

As a part of the chamber system of the Republic of Srpska, Association of Insurance Companies is the basic form of organization and work of members of Chamber of Commerce of the Republic of Srpska in the field of insurance.

The RS Association of Insurance Companies was founded on 26 April 2006 and it started operating on 29 September 2006.

According to the Association's Statute, the managing bodies are the Assembly President and the Secretary.

Members of the RS Association of Insurance Companies are companies registered in the Republic of Srpska and branches from the Federation of Bosnia and Herzegovina registered in the Republic of Srpska in accordance with the Law on Insurance Companies, which indicate their interest in membership in the Association, in accordance with the Statute of the Association.

Association's Activities:

- Strengthening the insurance market;
- Providing expert services to the Association members;
- Advancing the insurance profession;
- Improving business performance and harmonizing the Association members' activities;
- Provision of other services arising out of the law, statute, Association's general acts, and members' requirements.

4.4 BiH Actuarial Association

Address/Headquarters:

Zmaja od Bosne 74, 71000 Sarajevo

Telephone, fax, e-mail, web:

info@aktuari.ba; www.aktuari.ba

The BiH Actuarial Association was established in December 2005. It is run by the President, Managing Council, and the Supervisory Board. The BiH Actuarial Association is an expert organization founded with a view to advancing, expanding, and promoting the actuary science and vocation, its practical application, and professional training and education of actuaries.

Association's Activities:

- Providing opinion on matters from the actuary area;
- Organizing domestic and international scientific and expert gatherings;
- Organizing counselling, courses, and expert lectures;
- Publishing scientific and specialized books, magazines, and periodicals from the sphere of its operation;
- Collaborating in preparation and passage of legislation relevant for the Association and its activities;
- Collaborating with insurance companies, pension and health insurance institutions, banks, other financial organizations, business enterprises, and state bodies in the area of advancement and application of actuary achievements, all in accordance with the law;
- Collaborating with similar associations in the country and abroad (Association Actuarielle Internationale and other corresponding international associations);
- Taking care of the reputation and independence of the certified actuaries, and ensuring preconditions for proper performance of their tasks;
- Supervising its certified members' adherence to the code of conduct and professional standards;
- Providing support to its members in advancement of the actuary profession, in scientific research, as well as in presentation of the results on the local and cross-border level;
- Organizing continual training for its members (especially regular ones), in accordance with requirements of the law, profession, and international actuarial organizations;
- Working on preparation and introduction of standards and instructions for actuary profession which will be obligatory for all members;
- Performing other activities necessary for reaching the Association's objectives.

4.5 RS Actuarial Association

Address/Headquarters:

Knjaza Miloša 15, 78000 Banja Luka

Telephone, fax, e-mail, web:

info@uars.rs.ba; www.uars.rs.ba

The RS Actuarial Association is the professional association in the Republic of Srpska aimed at the improvement, development, and promotion of the actuarial profession, its practical application, and training and education of actuaries.

The RS Actuarial Association was founded in 2008.

Association's Activities:

- Providing opinions and viewpoints on the contents of the actuarial profession;
- Working on the development and implementation of standards and guidelines for actuarial practice, which will be binding to all members;
- Supervising certified actuaries, members of the Association in respect of the Code of Conduct, and on decision of the Assembly of the Association on the proposal of the Management Board making a recommendation, in case of violation of the Code of Conduct, to the RS Insurance Agency for the imposition of a warning and a seizure of the certified actuary's license;
- Organizing national and international professional meetings;
- Organizing conferences, courses and lectures;
- Publishing scientific and professional books, journals and publications in the field of action in accordance with law;
- Organizing specialized library for its members;
- Cooperating in the preparation and realization of the legislation;
- Cooperating with insurance companies, institutions and bodies of the pension and health insurance, banks and other financial companies, business entities and government bodies in the development and application of actuary in accordance with the law;
- Cooperating with similar associations in the country and abroad;
- Preserving the reputation and independence of the certified actuary, and providing the requirements for properly certified actuary;
- Providing support to members of the Association in the development of actuarial and scientific research, and presenting the results of the local and international level;
- Organizing continuous professional development of its members, especially the ordinary, in accordance with the requirements of the law, the profession and the guidance of international actuarial organizations;
- Performing other tasks that are necessary to achieve the objectives and activities of the Association in accordance with the Constitution and law.



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

ADDENDUM II

Insurance and reinsurance companies in BiH

2023 ANNUAL REPORT

www.azobih.gov.ba



ADRIATIC
OSIGURANJE

ADRIATIC OSIGURANJE d.d. Sarajevo

Address/Headquarters:

Trg međunarodnog prijateljstva 20, Sarajevo

Telephone, fax, e-mail, web:

033/755-450; 033/755-490;

adriatic@adriatic.ba; www.adriatic.ba

Number of employees as of December 31, 2023:

434

Number of branches:

97

Shareholder's structure:

local entities 36.93%

foreign entities 63.07%

Director of the Company:

Marina Miočić-Hamidović

Chairman of the Supervisory Board:

Josip Roso

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 5,243,021 | 6.52 | 6,478,487 | 6.82 | 123.56 |
| Health | 2,365,106 | 2.94 | 2,715,247 | 2.86 | 114.80 |
| Land vehicles | 10,762,992 | 13.38 | 14,442,306 | 15.19 | 134.18 |
| Other vehicles insurances | 3,510 | 0.00 | 24,348 | 0.03 | 693.68 |
| Goods in transit | 120,985 | 0.15 | 159,532 | 0.17 | 131.86 |
| Property | 4,333,797 | 5.39 | 5,142,762 | 5.41 | 118.67 |
| Motor third-party liability | 47,331,504 | 58.83 | 55,057,037 | 57.92 | 116.32 |
| General liability | 1,482,831 | 1.84 | 1,221,066 | 1.28 | 82.35 |
| Credit, surety and financial loss | 989,810 | 1.23 | 1,281,683 | 1.35 | 129.49 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 10,420 | 0.01 | 16,100 | 0.02 | 154.51 |
| Total non-life insurance classes | 72,643,976 | 90.30 | 86,538,568 | 91.04 | 119.13 |
| Life | 7,804,119 | 9.70 | 8,514,943 | 8.96 | 109.11 |
| Total premium | 80,448,095 | 100 | 95,053,511 | 100 | 118.16 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 1,712,923 | 5.72 | 1,844,681 | 5.26 | 107.69 |
| Health | 1,247,262 | 4.16 | 1,489,192 | 4.24 | 119.40 |
| Land vehicles | 6,470,215 | 21.60 | 7,065,748 | 20.14 | 109.20 |
| Other vehicles insurances | 50,848 | 0.17 | 81,857 | 0.23 | 160.98 |
| Goods in transit | 14,869 | 0.05 | 24,482 | 0.07 | 164.65 |
| Property | 1,051,184 | 3.51 | 2,744,362 | 7.82 | 261.07 |
| Motor third-party liability | 16,366,784 | 54.64 | 19,273,350 | 54.93 | 117.76 |
| General liability | 59,954 | 0.20 | 51,174 | 0.15 | 85.36 |
| Credit, surety and financial loss | 199,024 | 0.66 | 303,618 | 0.87 | 152.55 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 27,173,063 | 90.72 | 32,878,464 | 93.71 | 121.00 |
| Life | 2,780,756 | 9.28 | 2,205,934 | 6.29 | 79.33 |
| Claims paid | 29,953,819 | 100 | 35,084,398 | 100 | 117.13 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 79,641,595 | 90,979,989 | 114.24 |
| Assets | 128,410,045 | 143,208,188 | 111.52 |
| Profit | 8,026,592 | 8,898,140 | 110.86 |
| Capital | 46,700,445 | 51,915,649 | 111.17 |



Spojeni povjerenjem

ASA CENTRAL OSIGURANJE d.d. Sarajevo

Address/Headquarters:

Trg međunarodnog prijateljstva 25, Sarajevo

Telephone, fax, e-mail, web:

033/255-610; 033/255-618;

info@asacentral.ba; www.asacentral.ba

Number of employees as of December 31, 2023:

450

Number of branches:

131

Shareholder's structure:

local entities 100%

Director of the Company:

Feđa Morankić

Chairman of the Supervisory Board:

Mensur Šaćirović

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|--------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 4,885,463 | 9.60 | 7,293,500 | 6.70 | 149.29 |
| Health | 2,529,599 | 4.97 | 4,511,378 | 4.14 | 178.34 |
| Land vehicles | 10,224,500 | 20.09 | 18,682,593 | 17.16 | 182.72 |
| Other vehicles insurances | 4,442 | 0.01 | 7,733 | 0.01 | 174.09 |
| Goods in transit | 364,834 | 0.72 | 259,546 | 0.24 | 71.14 |
| Property | 5,615,267 | 11.03 | 9,019,823 | 8.28 | 160.63 |
| Motor third-party liability | 25,791,026 | 50.67 | 66,378,183 | 60.95 | 257.37 |
| General liability | 1,087,626 | 2.14 | 1,017,788 | 0.93 | 93.58 |
| Credit, surety and financial loss | 169,858 | 0.33 | 766,853 | 0.70 | 451.47 |
| Legal protection | 16,113 | 0.03 | 20,981 | 0.02 | 130.21 |
| Other insurance classes | 214,395 | 0.42 | 943,581 | 0.87 | 440.11 |
| Total non-life insurance classes | 50,903,123 | 100 | 108,901,959 | 100 | 213.94 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 50,903,123 | 100 | 108,901,959 | 100 | 213.94 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 3,003,487 | 11.69 | 3,561,176 | 6.96 | 118.57 |
| Health | 935,784 | 3.64 | 1,561,532 | 3.05 | 166.87 |
| Land vehicles | 8,064,206 | 31.40 | 14,994,864 | 29.29 | 185.94 |
| Other vehicles insurances | 23,250 | 0.09 | 5,000 | 0.01 | 21.51 |
| Goods in transit | 27,925 | 0.11 | 21,697 | 0.04 | 77.70 |
| Property | 2,433,306 | 9.47 | 2,998,587 | 5.86 | 123.23 |
| Motor third-party liability | 10,628,247 | 41.38 | 27,417,917 | 53.55 | 257.97 |
| General liability | 538,083 | 2.10 | 394,209 | 0.77 | 73.26 |
| Credit, surety and financial loss | 28,489 | 0.11 | 240,620 | 0.47 | 844.61 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 405 | 0.00 | 0.00 |
| Total non-life insurance classes | 25,682,777 | 100 | 51,196,007 | 100 | 199.34 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 25,682,777 | 100 | 51,196,007 | 100 | 199.34 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|-------------|-------------|
| Total income | 44,297,888 | 91,821,652 | 207.28 |
| Assets | 69,184,202 | 136,552,202 | 197.37 |
| Profit | 2,874,304 | 5,312,620 | 184.83 |
| Capital | 18,824,110 | 33,348,085 | 177.16 |


BRČKO-GAS OSIGURANJE d.d. Brčko
Address/Headquarters:

Banjalučka 8, Brčko Distrikt

Telephone, fax, e-mail, web:

049/220-000; 049/235-931;

bgasosig@teol.net; www.brckogasosiguranje.com

Number of employees as of December 31, 2023:

124

Number of branches:

1

Shareholder's structure:

local entities 100%

Director of the Company:

Miladin Milošević

Chairman of the Supervisory Board:

Miladin Milošević

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 841,640 | 5.24 | 865,607 | 4.99 | 102.85 |
| Health | 178,714 | 1.11 | 174,257 | 1.00 | 97.51 |
| Land vehicles | 1,430,613 | 8.91 | 1,500,137 | 8.64 | 104.86 |
| Other vehicles insurances | 1,228 | 0.01 | 1,714 | 0.01 | 139.56 |
| Goods in transit | 2,124 | 0.01 | 1,710 | 0.01 | 80.51 |
| Property | 573,534 | 3.57 | 487,227 | 2.81 | 84.95 |
| Motor third-party liability | 12,836,658 | 79.99 | 14,115,832 | 81.34 | 109.97 |
| General liability | 96,459 | 0.60 | 63,595 | 0.37 | 65.93 |
| Credit, surety and financial loss | 25,466 | 0.16 | 26,913 | 0.16 | 105.68 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 62,228 | 0.39 | 117,297 | 0.68 | 188.50 |
| Total non-life insurance classes | 16,048,664 | 100 | 17,354,289 | 100 | 108.14 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 16,048,664 | 100 | 17,354,289 | 100 | 108.14 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 520,491 | 6.89 | 471,635 | 6.17 | 90.61 |
| Health | 80,049 | 1.06 | 39,590 | 0.52 | 49.46 |
| Land vehicles | 887,764 | 11.76 | 980,940 | 12.83 | 110.50 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 1,327,153 | 17.57 | 1,477,679 | 19.33 | 111.34 |
| Motor third-party liability | 4,716,960 | 62.46 | 4,647,599 | 60.81 | 98.53 |
| General liability | 17,488 | 0.23 | 19,163 | 0.25 | 109.58 |
| Credit, surety and financial loss | 2,048 | 0.03 | 6,226 | 0.08 | 304.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 7,551,953 | 100 | 7,642,831 | 100 | 101.20 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 7,551,953 | 100 | 7,642,831 | 100 | 101.20 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 18,949,267 | 19,237,288 | 101.52 |
| Assets | 31,895,886 | 33,167,094 | 103.99 |
| Profit | 4,565,869 | 5,156,916 | 112.94 |
| Capital | 14,010,219 | 13,587,643 | 96.98 |



CAMELIJA OSIGURANJE d.d. Bihać

Address/Headquarters:

Petog Korpusa 3, Bihać

Telephone, fax, e-mail, web:

037/224-110; 037/228-436;

camelija@bih.net.ba; www.camelija-osiguranje.com

Number of employees as of December 31, 2023:

150

Number of branches:

24

Shareholder's structure:

local entities 100%

Director of the Company:

Mensur Čavkić

Chairman of the Supervisory Board:

Ileta Hadžiabdić

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 383,955 | 2.01 | 439,419 | 1.82 | 114.45 |
| Health | 105,168 | 0.55 | 130,139 | 0.54 | 123.74 |
| Land vehicles | 873,718 | 4.58 | 1,075,361 | 4.45 | 123.08 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 33,778 | 0.18 | 43,027 | 0.18 | 127.38 |
| Motor third-party liability | 17,612,703 | 92.27 | 22,338,472 | 92.39 | 126.83 |
| General liability | 7,386 | 0.04 | 8,970 | 0.04 | 121.45 |
| Credit, surety and financial loss | 62,535 | 0.33 | 119,675 | 0.49 | 191.37 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 9,468 | 0.05 | 22,098 | 0.09 | 233.40 |
| Total non-life insurance classes | 19,088,711 | 100 | 24,177,161 | 100 | 126.66 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 19,088,711 | 100 | 24,177,161 | 100 | 126.66 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 13,045 | 0.21 | 23,367 | 0.31 | 179.13 |
| Health | 34,773 | 0.56 | 30,730 | 0.41 | 88.37 |
| Land vehicles | 537,212 | 8.66 | 564,785 | 7.60 | 105.13 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 2,785 | 0.04 | 3,130 | 0.04 | 112.39 |
| Motor third-party liability | 5,612,019 | 90.47 | 6,807,098 | 91.56 | 121.29 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 1,578 | 0.03 | 4,570 | 0.06 | 289.61 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 1,884 | 0.03 | 860 | 0.01 | 45.65 |
| Total non-life insurance classes | 6,203,296 | 100 | 7,434,540 | 100 | 119.85 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 6,203,296 | 100 | 7,434,540 | 100 | 119.85 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 18,449,540 | 24,498,865 | 132.79 |
| Assets | 24,140,613 | 29,253,279 | 121.18 |
| Profit | 131,992 | 267,313 | 202.52 |
| Capital | 9,550,112 | 9,611,179 | 100.64 |


CENTRAL OSIGURANJE d.d. Sarajevo*

* In 2022, the process of status change-acquisition of the company Central osiguranje d.d. by the company Asa osiguranje d.d. Sarajevo was started. After that the company Asa osiguranje d.d. took over the property, rights and obligations of the acquired company.

Acquired company Central osiguranje d.d. was operating until 31 December 2022. From 1 January 2023 integrated company continued to operate under the new name ASA Central osiguranje d.d. Sarajevo.

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|------------------|----------------------------|-------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,754,397 | 3.59 | 90,913 | 4.56 | 5.18 |
| Health | 328,969 | 0.67 | 7,704 | 0.39 | 2.34 |
| Land vehicles | 6,971,746 | 14.26 | 269,184 | 13.50 | 3.86 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 40,732 | 0.08 | 0 | 0.00 | 0.00 |
| Property | 966,280 | 1.98 | 44,901 | 2.25 | 4.65 |
| Motor third-party liability | 37,839,965 | 77.38 | 1,512,688 | 75.86 | 4.00 |
| General liability | 158,104 | 0.32 | 1,409 | 0.07 | 0.89 |
| Credit, surety and financial loss | 428,147 | 0.88 | 40,679 | 2.04 | 9.50 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 415,178 | 0.85 | 26,570 | 1.33 | 6.40 |
| Total non-life insurance classes | 48,903,518 | 100 | 1,994,048 | 100 | 4.08 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 48,903,518 | 100 | 1,994,048 | 100 | 4.08 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|-------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 725,130 | 3.21 | 66,330 | 3.94 | 9.15 |
| Health | 108,405 | 0.48 | 4,672 | 0.28 | 4.31 |
| Land vehicles | 5,292,534 | 23.43 | 407,737 | 24.24 | 7.70 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 28,035 | 0.12 | 0 | 0.00 | 0.00 |
| Property | 366,351 | 1.62 | 21,144 | 1.26 | 5.77 |
| Motor third-party liability | 15,864,015 | 70.23 | 1,163,272 | 69.15 | 7.33 |
| General liability | 47,081 | 0.21 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 155,909 | 0.69 | 19,187 | 1.14 | 12.31 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 22,587,460 | 100 | 1,682,342 | 100 | 7.45 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 22,587,460 | 100 | 1,682,342 | 100 | 7.45 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|-----------|-------------|
| Total income | 46,983,633 | 4,845,106 | 10.31 |
| Assets | 46,007,516 | | 0.00 |
| Profit | 1,462,927 | 9,349 | 0.64 |
| Capital | 12,008,469 | | 0.00 |



CROATIA OSIGURANJE d.d. Mostar

Address/Headquarters:

Kardinala Stepinca b.b., 88000 Mostar

Telephone, fax, e-mail, web:

036/446-700; 036/446-701;

info@crosig.ba; www.crosig.ba

Number of employees as of December 31, 2023:

219

Number of branches:

18

Shareholder's structure:

local entities 2.71%

foreign entities 97.29%

Director of the Company:

dr.sc. Damir Đogjić

Chairman of the Supervisory Board:

Robert Vučković

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,820,445 | 4.61 | 2,116,868 | 4.74 | 116.28 |
| Health | 487,882 | 1.24 | 543,621 | 1.22 | 111.42 |
| Land vehicles | 7,692,827 | 19.47 | 9,944,967 | 22.27 | 129.28 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 532,209 | 1.35 | 393,631 | 0.88 | 73.96 |
| Property | 5,937,389 | 15.03 | 6,194,555 | 13.87 | 104.33 |
| Motor third-party liability | 14,215,385 | 35.99 | 16,304,290 | 36.52 | 114.69 |
| General liability | 736,151 | 1.86 | 591,077 | 1.32 | 80.29 |
| Credit, surety and financial loss | 4,061,757 | 10.28 | 3,226,887 | 7.23 | 79.45 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 211,550 | 0.54 | 281,601 | 0.63 | 133.11 |
| Total non-life insurance classes | 35,695,595 | 90.36 | 39,597,497 | 88.68 | 110.93 |
| Life | 3,807,837 | 9.64 | 5,053,005 | 11.32 | 132.70 |
| Total premium | 39,503,432 | 100 | 44,650,502 | 100 | 113.03 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 1,261,851 | 5.33 | 1,135,198 | 4.77 | 89.96 |
| Health | 35,279 | 0.15 | 30,756 | 0.13 | 87.18 |
| Land vehicles | 5,779,442 | 24.40 | 6,312,203 | 26.52 | 109.22 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 167,487 | 0.71 | 8,788 | 0.04 | 5.25 |
| Property | 2,130,386 | 9.00 | 2,489,322 | 10.46 | 116.85 |
| Motor third-party liability | 6,688,295 | 28.24 | 6,758,033 | 28.39 | 101.04 |
| General liability | 5,644 | 0.02 | 11,988 | 0.05 | 212.40 |
| Credit, surety and financial loss | 1,883,425 | 7.95 | 1,646,885 | 6.92 | 87.44 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 143,519 | 0.61 | 189,238 | 0.80 | 131.86 |
| Total non-life insurance classes | 18,095,328 | 76.41 | 18,582,411 | 78.08 | 102.69 |
| Life | 5,587,382 | 23.59 | 5,218,153 | 21.92 | 93.39 |
| Claims paid | 23,682,710 | 100 | 23,800,564 | 100 | 100.50 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 38,515,873 | 42,898,747 | 111.38 |
| Assets | 120,665,072 | 119,316,295 | 98.88 |
| Profit | 1,248,503 | 2,204,153 | 176.54 |
| Capital | 26,388,202 | 27,669,971 | 104.86 |


DRINA OSIGURANJE a.d. Milići
Address/Headquarters:
Ulica 9. januar 4, Milići
Telephone, fax, e-mail, web:
056/741-610; 056/741-610;
office@drina-osiguranje.com; www.drina-osiguranje.com
Number of employees as of December 31, 2023:
115
Number of branches:
9
Shareholder's structure:
local entities 100%
Director of the Company:
Valentino Janković
Chairman of the Management Board:
Rajko Dukić
Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 3,617,260 | 15.83 | 4,059,806 | 15.68 | 112.23 |
| Health | 137,622 | 0.60 | 187,403 | 0.72 | 136.17 |
| Land vehicles | 1,853,007 | 8.11 | 2,107,040 | 8.14 | 113.71 |
| Other vehicles insurances | 6,882 | 0.03 | 6,882 | 0.03 | 100.00 |
| Goods in transit | 7,809 | 0.03 | 6,834 | 0.03 | 87.52 |
| Property | 1,345,036 | 5.89 | 1,300,078 | 5.02 | 96.66 |
| Motor third-party liability | 15,719,325 | 68.78 | 18,028,671 | 69.62 | 114.69 |
| General liability | 166,533 | 0.73 | 164,388 | 0.63 | 98.71 |
| Credit, surety and financial loss | 0 | 0.00 | 34,348 | 0.13 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 22,853,474 | 100 | 25,895,450 | 100 | 113.31 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 22,853,474 | 100 | 25,895,450 | 100 | 113.31 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|--------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 1,529,651 | 16.22 | 2,045,007 | 21.93 | 133.69 |
| Health | 45,367 | 0.48 | 37,039 | 0.40 | 81.64 |
| Land vehicles | 1,535,431 | 16.28 | 1,319,476 | 14.15 | 85.94 |
| Other vehicles insurances | 0 | 0.00 | 600 | 0.01 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 626,310 | 6.64 | 115,975 | 1.24 | 18.52 |
| Motor third-party liability | 5,670,901 | 60.13 | 5,791,551 | 62.10 | 102.13 |
| General liability | 23,052 | 0.24 | 16,168 | 0.17 | 70.14 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 9,430,711 | 100 | 9,325,815 | 100 | 98.89 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 9,430,711 | 100 | 9,325,815 | 100 | 98.89 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 26,720,455 | 27,415,856 | 102.60 |
| Assets | 42,325,302 | 43,905,238 | 103.73 |
| Profit | 6,530,181 | 5,421,939 | 83.03 |
| Capital | 14,475,317 | 14,058,915 | 97.12 |



DUNAV OSIGURANJE a.d. Banja Luka

Address/Headquarters:
Veselina Masleše 28, Banja Luka
Telephone, fax, e-mail, web:
051/246-106; 051/211-686;
info@dunav.ba; www.dunav.ba

Number of employees as of December 31, 2023:
177
Number of branches:
8

Shareholder's structure:
local entities 8.80%
foreign entities 91.20%

Director of the Company:
Bojan Popović

Chairman of the Management Board:
Zoran Subotić

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,295,542 | 4.57 | 1,279,435 | 4.17 | 98.76 |
| Health | 329,416 | 1.16 | 366,681 | 1.19 | 111.31 |
| Land vehicles | 3,920,491 | 13.83 | 4,706,236 | 15.33 | 120.04 |
| Other vehicles insurances | 111,912 | 0.39 | 56,902 | 0.19 | 50.85 |
| Goods in transit | 147,328 | 0.52 | 129,722 | 0.42 | 88.05 |
| Property | 5,209,717 | 18.38 | 5,010,380 | 16.33 | 96.17 |
| Motor third-party liability | 16,246,097 | 57.31 | 17,815,439 | 58.05 | 109.66 |
| General liability | 542,654 | 1.91 | 697,688 | 2.27 | 128.57 |
| Credit, surety and financial loss | 537,255 | 1.90 | 615,533 | 2.01 | 114.57 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 7,732 | 0.03 | 12,122 | 0.04 | 156.78 |
| Total non-life insurance classes | 28,348,141 | 100.00 | 30,690,137 | 100 | 108.26 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 28,348,141 | 100 | 30,690,137 | 100 | 108.26 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 724,491 | 6.13 | 655,658 | 5.01 | 90.50 |
| Health | 57,243 | 0.48 | 117,452 | 0.90 | 205.18 |
| Land vehicles | 1,700,449 | 14.39 | 2,735,920 | 20.89 | 160.89 |
| Other vehicles insurances | 101,696 | 0.86 | 163,713 | 1.25 | 160.98 |
| Goods in transit | 75 | 0.00 | 12,219 | 0.09 | 16,291.47 |
| Property | 2,051,799 | 17.37 | 2,639,214 | 20.15 | 128.63 |
| Motor third-party liability | 7,004,789 | 59.29 | 6,363,852 | 48.59 | 90.85 |
| General liability | 163,725 | 1.39 | 344,041 | 2.63 | 210.13 |
| Credit, surety and financial loss | 10,118 | 0.09 | 65,908 | 0.50 | 651.40 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 11,814,384 | 100.00 | 13,097,977 | 100.00 | 110.86 |
| Life | 340 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 11,814,724 | 100 | 13,097,977 | 100 | 110.86 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 32,456,459 | 34,763,288 | 107.11 |
| Assets | 42,670,196 | 44,207,291 | 103.60 |
| Profit | 101,401 | 157,650 | 155.47 |
| Capital | 12,572,682 | 12,817,108 | 101.94 |


EUROHERC OSIGURANJE d.d. Sarajevo
Address/Headquarters:

Trg međunarodnog prijateljstva 20, Sarajevo

Telephone, fax, e-mail, web:

033/755-515; 033/755-522;

euroherc@euroherc.ba; www.euroherc.ba

Number of employees as of December 31, 2023:

400

Number of branches:

77

Shareholder's structure:

local entities 36.79%

foreign entities 63.21%

Director of the Company:

Damir Hadžić

Chairman of the Supervisory Board:

dr.sc. Davor Martinović

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 5,372,592 | 7.79 | 4,802,768 | 6.16 | 89.39 |
| Health | 949,862 | 1.38 | 1,045,872 | 1.34 | 110.11 |
| Land vehicles | 12,316,705 | 17.86 | 14,806,635 | 18.99 | 120.22 |
| Other vehicles insurances | 998 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 386,305 | 0.56 | 489,479 | 0.63 | 126.71 |
| Property | 4,730,906 | 6.86 | 5,238,208 | 6.72 | 110.72 |
| Motor third-party liability | 42,837,344 | 62.11 | 48,800,703 | 62.59 | 113.92 |
| General liability | 960,349 | 1.39 | 995,439 | 1.28 | 103.65 |
| Credit, surety and financial loss | 874,205 | 1.27 | 1,161,686 | 1.49 | 132.88 |
| Legal protection | 2,875 | 0.00 | 3,100 | 0.00 | 107.83 |
| Other insurance classes | 537,974 | 0.78 | 628,503 | 0.81 | 116.83 |
| Total non-life insurance classes | 68,970,115 | 100 | 77,972,393 | 100 | 113.05 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 68,970,115 | 100 | 77,972,393 | 100 | 113.05 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 643,523 | 2.32 | 829,162 | 2.87 | 128.85 |
| Health | 227,176 | 0.82 | 442,078 | 1.53 | 194.60 |
| Land vehicles | 8,287,037 | 29.82 | 8,209,018 | 28.44 | 99.06 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 99,599 | 0.36 | 129,903 | 0.45 | 130.43 |
| Property | 2,874,011 | 10.34 | 1,589,694 | 5.51 | 55.31 |
| Motor third-party liability | 15,516,976 | 55.83 | 17,346,925 | 60.11 | 111.79 |
| General liability | 19,003 | 0.07 | 7,017 | 0.02 | 36.93 |
| Credit, surety and financial loss | 125,411 | 0.45 | 305,586 | 1.06 | 243.67 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 27,792,736 | 100 | 28,859,383 | 100 | 103.84 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 27,792,736 | 100 | 28,859,383 | 100 | 103.84 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 67,980,254 | 74,675,543 | 109.85 |
| Assets | 122,980,575 | 130,328,183 | 105.97 |
| Profit | 9,284,230 | 9,325,398 | 100.44 |
| Capital | 57,038,049 | 61,473,192 | 107.78 |



EUROS OSIGURANJE a.d. Banja Luka

Address/Headquarters:

Bulevar srpske vojske 7, Banja Luka

Telephone, fax, e-mail, web:

051/214-910; -

kontakt@eurossiguranje.com; www.eurossiguranje.com

Number of employees as of December 31, 2023:

70

Number of branches:

1

Shareholder's structure:

local entities 100%

Director of the Company:

Duško Valan

Chairman of the Management Board:

Siniša Kurteš

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 151,484 | 1.38 | 189,486 | 1.57 | 125.09 |
| Health | 0 | 0.00 | 117 | 0.00 | 0.00 |
| Land vehicles | 0 | 0.00 | 20,980 | 0.17 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 10,620,665 | 96.97 | 11,632,014 | 96.22 | 109.52 |
| General liability | 10,200 | 0.09 | 14,485 | 0.12 | 142.01 |
| Credit, surety and financial loss | 169,694 | 1.55 | 231,364 | 1.91 | 136.34 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 10,952,043 | 100 | 12,088,446 | 100 | 110.38 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 10,952,043 | 100 | 12,088,446 | 100 | 110.38 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 3,404 | 0.09 | 2,434 | 0.06 | 71.50 |
| Health | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 3,535,845 | 98.55 | 4,047,214 | 99.17 | 114.46 |
| General liability | 2,535 | 0.07 | 5,229 | 0.13 | 206.27 |
| Credit, surety and financial loss | 45,982 | 1.28 | 26,180 | 0.64 | 56.94 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 3,587,766 | 100 | 4,081,057 | 100 | 113.75 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 3,587,766 | 100 | 4,081,057 | 100 | 113.75 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 12,158,239 | 13,124,679 | 107.95 |
| Assets | 14,651,242 | 17,711,766 | 120.89 |
| Profit | 3,891,172 | 4,324,406 | 111.13 |
| Capital | 6,035,393 | 7,035,811 | 116.58 |


GRAWE OSIGURANJE a.d. Banja Luka
Address/Headquarters:

Prvog krajiškog korpusa 39, Banja Luka

Telephone, fax, e-mail, web:

051/222-960; 051/222-951;

office.banjaluka@grawe.at; www.grawe.rs.ba

Number of employees as of December 31, 2023:

97

Number of branches:

2

Shareholder's structure:

foreign entities 100%

Director of the Company:

Veselin Petković

Chairman of the Management Board:

Marko Mikić

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 362,308 | 1.00 | 378,615 | 0.97 | 104.50 |
| Health | 53,764 | 0.15 | 74,907 | 0.19 | 139.33 |
| Land vehicles | 984,615 | 2.73 | 1,169,415 | 3.00 | 118.77 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 1,099 | 0.00 | 5,461 | 0.01 | 496.93 |
| Property | 524,138 | 1.45 | 790,685 | 2.03 | 150.85 |
| Motor third-party liability | 9,145,526 | 25.33 | 10,610,553 | 27.21 | 116.02 |
| General liability | 58,329 | 0.16 | 54,198 | 0.14 | 92.92 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 11,129,779 | 30.83 | 13,083,833 | 33.55 | 117.56 |
| Life | 24,969,844 | 69.17 | 25,913,782 | 66.45 | 103.78 |
| Total premium | 36,099,623 | 100 | 38,997,615 | 100 | 108.03 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 249,429 | 1.42 | 185,220 | 0.85 | 74.26 |
| Health | 66,137 | 0.38 | 53,543 | 0.25 | 80.96 |
| Land vehicles | 546,741 | 3.11 | 661,538 | 3.05 | 121.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 377,414 | 2.14 | 126,863 | 0.58 | 33.61 |
| Motor third-party liability | 3,578,141 | 20.34 | 5,367,770 | 24.73 | 150.02 |
| General liability | 1,600 | 0.01 | 9,249 | 0.04 | 578.06 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 4,819,463 | 27.39 | 6,404,182 | 29.50 | 132.88 |
| Life | 12,776,234 | 72.61 | 15,302,254 | 70.50 | 119.77 |
| Claims paid | 17,595,697 | 100 | 21,706,437 | 100 | 123.36 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 44,947,639 | 48,899,648 | 108.79 |
| Assets | 183,276,595 | 190,969,593 | 104.20 |
| Profit | 784,455 | 979,893 | 124.91 |
| Capital | 23,792,096 | 24,268,419 | 102.00 |



GRAWE OSIGURANJE d.d. Sarajevo

Address/Headquarters:
 Trg solidarnosti 2, Sarajevo
Telephone, fax, e-mail, web:
 033/772-500; 033/772-501;
 office.sarajevo@grawe.ba; www.grawe.ba

Number of employees as of December 31, 2023:
 313
Number of branches:
 51

Shareholder's structure:
 foreign entities 100%

Director of the Company:
 Fikret Hodžić

Chairman of the Supervisory Board:
 mr.iur mr.oec Georg Schneider

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,095,478 | 1.90 | 1,130,284 | 1.92 | 103.18 |
| Health | 555,261 | 0.96 | 587,399 | 1.00 | 105.79 |
| Land vehicles | 2,428,200 | 4.20 | 2,783,062 | 4.73 | 114.61 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 9,977 | 0.02 | 6,502 | 0.01 | 65.17 |
| Property | 1,780,702 | 3.08 | 1,895,244 | 3.22 | 106.43 |
| Motor third-party liability | 19,826,930 | 34.31 | 19,776,128 | 33.58 | 99.74 |
| General liability | 46,180 | 0.08 | 38,690 | 0.07 | 83.78 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 16,291 | 0.03 | 18,323 | 0.03 | 112.47 |
| Total non-life insurance classes | 25,759,019 | 44.57 | 26,235,632 | 44.54 | 101.85 |
| Life | 32,030,128 | 55.43 | 32,662,952 | 55.46 | 101.98 |
| Total premium | 57,789,147 | 100 | 58,898,584 | 100 | 101.92 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 743,490 | 2.29 | 452,139 | 1.31 | 60.81 |
| Health | 97,504 | 0.30 | 74,374 | 0.22 | 76.28 |
| Land vehicles | 1,318,113 | 4.06 | 1,524,887 | 4.41 | 115.69 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 5,099 | 0.02 | 0 | 0.00 | 0.00 |
| Property | 460,440 | 1.42 | 455,430 | 1.32 | 98.91 |
| Motor third-party liability | 8,089,546 | 24.90 | 8,413,772 | 24.35 | 104.01 |
| General liability | 23,228 | 0.07 | 41,129 | 0.12 | 177.07 |
| Credit, surety and financial loss | -497 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 376 | 0.00 | 1,914 | 0.01 | 509.04 |
| Total non-life insurance classes | 10,737,299 | 33.06 | 10,963,645 | 31.74 | 102.11 |
| Life | 21,745,116 | 66.94 | 23,583,226 | 68.26 | 108.45 |
| Claims paid | 32,482,415 | 100 | 34,546,871 | 100 | 106.36 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 64,063,988 | 64,454,160 | 100.61 |
| Assets | 269,428,765 | 278,563,712 | 103.39 |
| Profit | 2,591,074 | 3,948,805 | 152.40 |
| Capital | 31,013,297 | 35,274,159 | 113.74 |


KRAJINA OSIGURANJE a.d. Banja Luka
Address/Headquarters:

Braće Pantića 2, Banja Luka

Telephone, fax, e-mail, web:

051/228-820; 051/228-844;

kros@inecco.net; www.krajinaosiguranje.ba

Number of employees as of December 31, 2023:

54

Number of branches:

1

Shareholder's structure:

local entities 75.40%

foreign entities 24.60%

Director of the Company:

Mile Janjić

Chairman of the Management Board:

Nema predsjednika

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|------------------|----------------------------|------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 86,356 | 1.48 | 97,207 | 1.26 | 112.56 |
| Health | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 5,737,118 | 98.52 | 7,617,472 | 98.74 | 132.78 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 5,823,473 | 100 | 7,714,679 | 100 | 132.48 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 5,823,473 | 100 | 7,714,679 | 100 | 132.48 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 26,859 | 1.59 | 7,537 | 0.35 | 28.06 |
| Health | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Land vehicles | 12,344 | 0.73 | 7,693 | 0.35 | 62.32 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 58,424 | 3.46 | 0 | 0.00 | 0.00 |
| Property | 1,593,072 | 94.23 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 0 | 0.00 | 2,164,719 | 99.30 | 0.00 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 1,690,699 | 100 | 2,179,949 | 100 | 128.94 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 1,690,699 | 100 | 2,179,949 | 100 | 128.94 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 6,695,953 | 8,001,911 | 119.50 |
| Assets | 18,425,479 | 19,234,814 | 104.39 |
| Profit | 328,343 | 142,518 | 43.41 |
| Capital | 7,220,467 | 7,429,604 | 102.90 |



MIKROFIN OSIGURANJE a.d. Banja Luka

Address/Headquarters:

Aleja Svetog Save 61, Banja Luka

Telephone, fax, e-mail, web:

051/225-840; 051/225-841;

mfo@mikrofinosiguranje.com; www.mikrofinosiguranje.com

Number of employees as of December 31, 2023:

99

Number of branches:

1

Shareholder's structure:

local entities 99.90%

foreign entities 0.10%

Director of the Company:

Danijel Dragutinović

Chairman of the Management Board:

Sandra Loco

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,859,898 | 11.16 | 2,793,857 | 12.98 | 150.22 |
| Health | 200,572 | 1.20 | 244,484 | 1.14 | 121.89 |
| Land vehicles | 1,966,348 | 11.80 | 2,912,755 | 13.53 | 148.13 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 139,265 | 0.84 | 139,074 | 0.65 | 99.86 |
| Property | 746,378 | 4.48 | 892,429 | 4.14 | 119.57 |
| Motor third-party liability | 11,500,214 | 69.01 | 14,404,025 | 66.90 | 125.25 |
| General liability | 109,261 | 0.66 | 116,473 | 0.54 | 106.60 |
| Credit, surety and financial loss | 130,231 | 0.78 | 10,312 | 0.05 | 7.92 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 11,666 | 0.07 | 17,731 | 0.08 | 151.99 |
| Total non-life insurance classes | 16,663,832 | 100 | 21,531,139 | 100 | 129.21 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 16,663,832 | 100 | 21,531,139 | 100 | 129.21 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 651,363 | 9.29 | 686,471 | 8.82 | 105.39 |
| Health | 15,120 | 0.22 | 30,107 | 0.39 | 199.11 |
| Land vehicles | 1,264,636 | 18.03 | 1,561,844 | 20.06 | 123.50 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 870,813 | 12.41 | 842,745 | 10.82 | 96.78 |
| Motor third-party liability | 4,115,232 | 58.67 | 4,634,727 | 59.52 | 112.62 |
| General liability | 0 | 0.00 | 1,018 | 0.01 | 0.00 |
| Credit, surety and financial loss | 96,528 | 1.38 | 27,066 | 0.35 | 28.04 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 827 | 0.01 | 3,116 | 0.04 | 376.99 |
| Total non-life insurance classes | 7,014,519 | 100 | 7,787,094 | 100 | 111.01 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 7,014,519 | 100 | 7,787,094 | 100 | 111.01 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 17,770,088 | 20,493,933 | 115.33 |
| Assets | 23,088,982 | 25,495,122 | 110.42 |
| Profit | 667,400 | 334,429 | 50.11 |
| Capital | 10,219,821 | 9,923,211 | 97.10 |


OSIGURANJE
Nešković A. D.

NEŠKOVIĆ OSIGURANJE a.d. Bijeljina
Address/Headquarters:

Sremska 3, Bijeljina

Telephone, fax, e-mail, web:

055/294-310; 055/294-311;

osneskov@teol.net; www.neskovicosiguranje.com

Number of employees as of December 31, 2023:

78

Number of branches:

-

Shareholder's structure:

local entities 100%

Director of the Company:

Milenko Mišanović

Chairman of the Management Board:

Tomo Simić

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 252,969 | 1.53 | 253,931 | 1.31 | 100.38 |
| Health | 106,335 | 0.64 | 118,485 | 0.61 | 111.43 |
| Land vehicles | 663,500 | 4.01 | 706,484 | 3.64 | 106.48 |
| Other vehicles insurances | 0 | 0.00 | 880 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 246,245 | 1.49 | 265,690 | 1.37 | 107.90 |
| Motor third-party liability | 15,234,102 | 91.98 | 17,947,071 | 92.53 | 117.81 |
| General liability | 35,642 | 0.22 | 42,431 | 0.22 | 119.05 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 24,352 | 0.15 | 61,042 | 0.31 | 250.67 |
| Total non-life insurance classes | 16,563,145 | 100 | 19,396,013 | 100 | 117.10 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 16,563,145 | 100 | 19,396,013 | 100 | 117.10 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 47,117 | 0.99 | 34,488 | 0.55 | 73.20 |
| Health | 6,138 | 0.13 | 7,956 | 0.13 | 129.62 |
| Land vehicles | 447,657 | 9.37 | 502,061 | 7.99 | 112.15 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 54,362 | 1.14 | 70,143 | 1.12 | 129.03 |
| Motor third-party liability | 4,219,086 | 88.35 | 5,667,848 | 90.20 | 134.34 |
| General liability | 1,200 | 0.03 | 1,430 | 0.02 | 119.13 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 4,775,560 | 100 | 6,283,926 | 100 | 131.59 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 4,775,560 | 100 | 6,283,926 | 100 | 131.59 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 18,514,291 | 19,107,848 | 103.21 |
| Assets | 43,826,469 | 44,312,058 | 101.11 |
| Profit | 8,316,918 | 7,214,547 | 86.75 |
| Capital | 21,901,534 | 19,341,443 | 88.31 |



OSIGURANJE AURA a.d. Banja Luka

Address/Headquarters:

Veljka Mladenovića 7d, Banja Luka

Telephone, fax, e-mail, web:

051/490-490; 051/456-681;

auraos@teol.net; www.auraosiguranje.com

Number of employees as of December 31, 2023:

214

Number of branches:

1

Shareholder's structure:

local entities 99.99%

foreign entities 0.01%

Director of the Company:

Radenko Vujić

Chairman of the Management Board:

Radenko Vujić

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 1,497,573 | 5.14 | 1,230,899 | 3.83 | 82.19 |
| Health | 184,626 | 0.63 | 194,810 | 0.61 | 105.52 |
| Land vehicles | 1,050,512 | 3.60 | 1,177,458 | 3.67 | 112.08 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 665,176 | 2.28 | 827,473 | 2.58 | 124.40 |
| Motor third-party liability | 25,241,302 | 86.62 | 28,310,835 | 88.13 | 112.16 |
| General liability | 373,920 | 1.28 | 228,942 | 0.71 | 61.23 |
| Credit, surety and financial loss | 128,729 | 0.44 | 153,625 | 0.48 | 119.34 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 29,141,837 | 100 | 32,124,042 | 100 | 110.23 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 29,141,837 | 100 | 32,124,042 | 100 | 110.23 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|--------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 860,842 | 7.81 | 908,732 | 8.57 | 105.56 |
| Health | 34,417 | 0.31 | 33,592 | 0.32 | 97.60 |
| Land vehicles | 588,692 | 5.34 | 659,662 | 6.22 | 112.06 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 1,514,854 | 13.74 | 157,909 | 1.49 | 10.42 |
| Motor third-party liability | 8,016,249 | 72.72 | 8,833,614 | 83.30 | 110.20 |
| General liability | 7,588 | 0.07 | 7,553 | 0.07 | 99.54 |
| Credit, surety and financial loss | 311 | 0.00 | 3,207 | 0.03 | 1031.24 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 11,022,954 | 100 | 10,604,269 | 100 | 96.20 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 11,022,954 | 100 | 10,604,269 | 100 | 96.20 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 34,101,167 | 34,670,501 | 101.67 |
| Assets | 37,086,633 | 39,912,419 | 107.62 |
| Profit | 854,764 | 432,735 | 50.63 |
| Capital | 9,022,563 | 9,455,298 | 104.80 |


OSIGURANJE GARANT d.d. Brčko
Address/Headquarters:

Banjalučka 54, Brčko Distrikt

Telephone, fax, e-mail, web:

049/204-111; 049/204-111;

office@osiguranjegarant.com; www.osiguranjegarant.com

Number of employees as of December 31, 2023:

39

Number of branches:

1

Shareholder's structure:

local entities 100%

Predsjednik uprave:

Goran Radović

Chairman of the Supervisory Board:

Goran Radović

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 131,524 | 1.12 | 146,237 | 1.07 | 111.19 |
| Health | 5,921 | 0.05 | 9,069 | 0.07 | 153.16 |
| Land vehicles | 11,146 | 0.09 | 22,736 | 0.17 | 203.99 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 300 | 0.00 | 120 | 0.00 | 40.00 |
| Property | 40,937 | 0.35 | 25,413 | 0.19 | 62.08 |
| Motor third-party liability | 11,549,985 | 98.38 | 13,489,858 | 98.51 | 116.80 |
| General liability | 833 | 0.01 | 115 | 0.00 | 13.81 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 11,740,646 | 100 | 13,693,548 | 100 | 116.63 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 11,740,646 | 100 | 13,693,548 | 100 | 116.63 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|--------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 7,829 | 0.18 | 9,800 | 0.25 | 125.18 |
| Health | 371 | 0.01 | 59 | 0.00 | 15.79 |
| Land vehicles | 1,102 | 0.03 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 2,240 | 0.05 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 4,233,114 | 99.73 | 3,875,219 | 99.75 | 91.55 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 4,244,655 | 100 | 3,885,077 | 100 | 91.53 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 4,244,655 | 100 | 3,885,077 | 100 | 91.53 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 12,245,722 | 13,716,437 | 112.01 |
| Assets | 23,064,248 | 24,153,558 | 104.72 |
| Profit | 4,749,298 | 6,706,355 | 141.21 |
| Capital | 12,498,627 | 12,094,825 | 96.77 |



PREMIUM OSIGURANJE a.d. Banja Luka

Address/Headquarters:

Mladena Stojanovića 111, Banja Luka

Telephone, fax, e-mail, web:

051/492-892; 051/492-692;

info@premiumosiguranje.com; www.premiumosiguranje.com

Number of employees as of December 31, 2023:

125

Number of branches:

1

Shareholder's structure:

local entities 100%

Direktor:

Bojan Burazor

Chairman of the Management Board:

Nema predsjednika

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 744,946 | 4.38 | 1,231,507 | 5.83 | 165.31 |
| Health | 106,674 | 0.63 | 152,743 | 0.72 | 143.19 |
| Land vehicles | 723,753 | 4.25 | 1,171,139 | 5.54 | 161.81 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 945 | 0.01 | 4,749 | 0.02 | 502.32 |
| Property | 109,327 | 0.64 | 241,173 | 1.14 | 220.60 |
| Motor third-party liability | 14,984,971 | 88.06 | 18,001,474 | 85.19 | 120.13 |
| General liability | 15,555 | 0.09 | 29,584 | 0.14 | 190.19 |
| Credit, surety and financial loss | 189,109 | 1.11 | 47,744 | 0.23 | 25.25 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 141,112 | 0.83 | 251,468 | 1.19 | 178.20 |
| Total non-life insurance classes | 17,016,393 | 100 | 21,131,582 | 100 | 124.18 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 17,016,393 | 100 | 21,131,582 | 100 | 124.18 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 20,552 | 0.44 | 204,593 | 3.53 | 995.49 |
| Health | 8,337 | 0.18 | 31,501 | 0.54 | 377.86 |
| Land vehicles | 147,884 | 3.15 | 388,644 | 6.70 | 262.80 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 2,257 | 0.05 | 6,668 | 0.11 | 295.41 |
| Motor third-party liability | 4,378,162 | 93.16 | 5,078,644 | 87.52 | 116.00 |
| General liability | 0 | 0.00 | 7,851 | 0.14 | 0.00 |
| Credit, surety and financial loss | 142,367 | 3.03 | 85,099 | 1.47 | 59.77 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 80 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 4,699,639 | 100 | 5,803,000 | 100 | 123.48 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 4,699,639 | 100 | 5,803,000 | 100 | 123.48 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 16,421,072 | 19,944,471 | 121.46 |
| Assets | 19,608,225 | 23,619,237 | 120.46 |
| Profit | 1,433,208 | 1,451,734 | 101.29 |
| Capital | 7,413,118 | 8,491,106 | 114.54 |


SARAJEVO OSIGURANJE
SARAJEVO OSIGURANJE d.d. Sarajevo

Address/Headquarters:
 Maršala Tita 29, Sarajevo
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 033/664-141; 033/664-142;
 info@sarajevoosiguranje.ba;
 www.sarajevoosiguranje.ba

Number of employees as of December 31, 2023:

400

Number of branches:

9

Shareholder's structure:

local entities 99.20%
 foreign entities 0.80%

Director of the Company:

Arif Kulić

Chairman of the Supervisory Board:

Rusmir Hrvic

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 4,909,915 | 7.38 | 4,600,209 | 6.74 | 93.69 |
| Health | 972,469 | 1.46 | 1,018,953 | 1.49 | 104.78 |
| Land vehicles | 8,635,169 | 12.98 | 8,796,843 | 12.89 | 101.87 |
| Other vehicles insurances | 3,346 | 0.01 | 29,034 | 0.04 | 867.72 |
| Goods in transit | 278,884 | 0.42 | 271,015 | 0.40 | 97.18 |
| Property | 6,905,207 | 10.38 | 6,950,475 | 10.19 | 100.66 |
| Motor third-party liability | 39,583,629 | 59.48 | 41,006,160 | 60.09 | 103.59 |
| General liability | 798,724 | 1.20 | 1,011,367 | 1.48 | 126.62 |
| Credit, surety and financial loss | 574,574 | 0.86 | 489,642 | 0.72 | 85.22 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 49,320 | 0.07 | 55,148 | 0.08 | 111.82 |
| Total non-life insurance classes | 62,711,237 | 94.24 | 64,228,846 | 94.12 | 102.42 |
| Life | 3,833,072 | 5.76 | 4,010,191 | 5.88 | 104.62 |
| Total premium | 66,544,309 | 100 | 68,239,037 | 100 | 102.55 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 3,309,671 | 9.97 | 3,304,751 | 9.46 | 99.85 |
| Health | 335,449 | 1.01 | 565,712 | 1.62 | 168.64 |
| Land vehicles | 5,343,494 | 16.10 | 6,394,690 | 18.30 | 119.67 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 12,908 | 0.04 | 4,013 | 0.01 | 31.09 |
| Property | 2,779,001 | 8.37 | 3,283,537 | 9.40 | 118.16 |
| Motor third-party liability | 17,632,373 | 53.14 | 18,362,098 | 52.56 | 104.14 |
| General liability | 327,016 | 0.99 | 143,670 | 0.41 | 43.93 |
| Credit, surety and financial loss | 16,736 | 0.05 | 17,415 | 0.05 | 104.06 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 29,756,648 | 89.67 | 32,075,885 | 91.81 | 107.79 |
| Life | 3,426,792 | 10.33 | 2,861,253 | 8.19 | 83.50 |
| Claims paid | 33,183,440 | 100 | 34,937,138 | 100 | 105.28 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 59,919,025 | 61,921,187 | 103.34 |
| Assets | 126,338,639 | 130,266,827 | 103.11 |
| Profit | 660,753 | 2,331,069 | 352.79 |
| Capital | 34,276,214 | 36,341,094 | 106.02 |



SAS - Super P osiguranje a.d. Bijeljina

Address/Headquarters:

Trg Đenerala Draže Mihailovića 12, Bijeljina

Telephone, fax, e-mail, web:

055/425-800; 055/425-801;

office@ssposiguranje.com; www.ssposiguranje.com

Number of employees as of December 31, 2023:

28

Number of branches:

-

Shareholder's structure:

local entities 100%

Director of the Company:

Nikola Gavrić

Chairman of the Management Board:

Nema predsjednika

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|------------------|----------------------------|------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 54,906 | 1.60 | 55,699 | 1.44 | 101.44 |
| Health | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 3,379,317 | 98.40 | 3,810,795 | 98.56 | 112.77 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 3,434,223 | 100 | 3,866,495 | 100 | 112.59 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 3,434,223 | 100 | 3,866,495 | 100 | 112.59 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 160 | 0.02 | 1,500 | 0.13 | 937.50 |
| Health | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Motor third-party liability | 1,001,377 | 99.98 | 1,125,336 | 99.87 | 112.38 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 1,001,537 | 100 | 1,126,836 | 100 | 112.51 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 1,001,537 | 100 | 1,126,836 | 100 | 112.51 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-----------|-----------|-------------|
| Total income | 3,668,367 | 3,775,395 | 102.92 |
| Assets | 8,712,943 | 9,045,896 | 103.82 |
| Profit | 1,300,189 | 1,212,239 | 93.24 |
| Capital | 6,024,186 | 5,973,249 | 99.15 |


TRIGLAV OSIGURANJE a.d. Banja Luka

Address/Headquarters:
Prvog krajiškog korpusa 29, Banja Luka
Telephone, fax, e-mail, web:
051/221-052; 051/215-262;
info@triglavrs.ba; www.triglavrs.ba

Number of employees as of December 31, 2023:

103

Number of branches:

6

Shareholder's structure:

foreign entities 100%

Director of the Company:

Janez Rožmarin

Chairman of the Management Board:

Midhad Salčin

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 411,602 | 3.17 | 447,547 | 2.62 | 108.73 |
| Health | 326,292 | 2.51 | 318,725 | 1.87 | 97.68 |
| Land vehicles | 1,762,018 | 13.55 | 2,196,608 | 12.86 | 124.66 |
| Other vehicles insurances | 179 | 0.00 | 1,194 | 0.01 | 667.73 |
| Goods in transit | 294,127 | 2.26 | 439,302 | 2.57 | 149.36 |
| Property | 1,623,602 | 12.49 | 1,776,903 | 10.40 | 109.44 |
| Motor third-party liability | 6,449,400 | 49.61 | 8,752,428 | 51.24 | 135.71 |
| General liability | 185,903 | 1.43 | 302,191 | 1.77 | 162.55 |
| Credit, surety and financial loss | 1,903,536 | 14.64 | 2,760,182 | 16.16 | 145.00 |
| Legal protection | 1,025 | 0.01 | 928 | 0.01 | 90.49 |
| Other insurance classes | 42,845 | 0.33 | 83,725 | 0.49 | 195.41 |
| Total non-life insurance classes | 13,000,528 | 100 | 17,079,733 | 100 | 131.38 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total premium | 13,000,528 | 100 | 17,079,733 | 100 | 131.38 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 270,835 | 5.18 | 308,963 | 5.82 | 114.08 |
| Health | 50,641 | 0.97 | 78,040 | 1.47 | 154.10 |
| Land vehicles | 1,046,181 | 20.01 | 1,649,615 | 31.09 | 157.68 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 55,997 | 1.07 | 204,891 | 3.86 | 365.89 |
| Property | 298,960 | 5.72 | 520,678 | 9.81 | 174.16 |
| Motor third-party liability | 3,246,703 | 62.10 | 2,191,155 | 41.29 | 67.49 |
| General liability | 770 | 0.01 | 11,556 | 0.22 | 1500.83 |
| Credit, surety and financial loss | 254,370 | 4.87 | 331,267 | 6.24 | 130.23 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 3,594 | 0.07 | 10,110 | 0.19 | 281.33 |
| Total non-life insurance classes | 5,228,051 | 100 | 5,306,274 | 100 | 101.50 |
| Life | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Claims paid | 5,228,051 | 100 | 5,306,274 | 100 | 101.50 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|------------|------------|-------------|
| Total income | 16,364,068 | 18,222,558 | 111.36 |
| Assets | 27,840,539 | 31,420,183 | 112.86 |
| Profit | 122,012 | 29,333 | 24.04 |
| Capital | 10,367,322 | 9,809,518 | 94.62 |



TRIGLAV OSIGURANJE d.d. Sarajevo

Address/Headquarters:
Dolina 8, Sarajevo
Telephone, fax, e-mail, web:
033/252-111; 033/252-159;
info@triglav.ba; www.triglav.ba

Number of employees as of December 31, 2023:
272
Number of branches:
34

Shareholder's structure:
local entities 2.22%
foreign entities 97.78%

Director of the Company:
Edib Galijatović

Chairman of the Supervisory Board:
Tedo Đekanović

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 2,247,620 | 3.22 | 2,249,889 | 3.01 | 100.10 |
| Health | 1,908,641 | 2.73 | 2,355,096 | 3.15 | 123.39 |
| Land vehicles | 6,481,512 | 9.29 | 7,264,453 | 9.73 | 112.08 |
| Other vehicles insurances | 0 | 0.00 | 2,660 | 0.00 | 0.00 |
| Goods in transit | 836,453 | 1.20 | 849,157 | 1.14 | 101.52 |
| Property | 9,468,882 | 13.57 | 12,849,948 | 17.21 | 135.71 |
| Motor third-party liability | 12,094,026 | 17.33 | 12,823,051 | 17.17 | 106.03 |
| General liability | 3,827,670 | 5.48 | 4,608,792 | 6.17 | 120.41 |
| Credit, surety and financial loss | 2,129,657 | 3.05 | 1,861,621 | 2.49 | 87.41 |
| Legal protection | 932 | 0.00 | 1,139 | 0.00 | 122.21 |
| Other insurance classes | 254,711 | 0.36 | 353,928 | 0.47 | 138.95 |
| Total non-life insurance classes | 39,250,104 | 56.24 | 45,219,734 | 60.56 | 115.21 |
| Life | 30,539,061 | 43.76 | 29,444,734 | 39.44 | 96.42 |
| Total premium | 69,789,165 | 100 | 74,664,468 | 100 | 106.99 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 1,797,051 | 6.71 | 1,434,225 | 5.21 | 79.81 |
| Health | 531,625 | 1.98 | 1,033,167 | 3.76 | 194.34 |
| Land vehicles | 4,350,219 | 16.24 | 4,452,412 | 16.18 | 102.35 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 12,557 | 0.05 | 13,569 | 0.05 | 108.06 |
| Property | 5,632,567 | 21.02 | 3,311,687 | 12.04 | 58.80 |
| Motor third-party liability | 4,308,841 | 16.08 | 4,729,377 | 17.19 | 109.76 |
| General liability | 361,226 | 1.35 | 346,504 | 1.26 | 95.92 |
| Credit, surety and financial loss | 159,600 | 0.60 | 330,981 | 1.20 | 207.38 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 61,213 | 0.23 | 94,993 | 0.35 | 155.18 |
| Total non-life insurance classes | 17,214,899 | 64.25 | 15,746,915 | 57.24 | 91.47 |
| Life | 9,577,488 | 35.75 | 11,764,988 | 42.76 | 122.84 |
| Claims paid | 26,792,387 | 100 | 27,511,903 | 100 | 102.69 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 53,731,211 | 77,464,728 | 144.17 |
| Assets | 163,947,657 | 183,787,501 | 112.10 |
| Profit | 2,988,249 | 3,215,601 | 107.61 |
| Capital | 39,698,373 | 42,001,379 | 105.80 |


UNIQA OSIGURANJE d.d. Sarajevo

Address/Headquarters:
Obala Kulina bana 19, Sarajevo
Telephone, fax, e-mail, web:
033/289-000; 033/289-011;
info@uniqa.ba; www.uniqa.ba

Number of employees as of December 31, 2023:

224

Number of branches:

6

Shareholder's structure:

foreign entities 100%

Director of the Company:

Eldar Dudo

Chairman of the Supervisory Board:

Adel Bahtanović

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 7,479,004 | 10.06 | 7,421,704 | 9.36 | 99.23 |
| Health | 3,991,325 | 5.37 | 5,414,834 | 6.83 | 135.67 |
| Land vehicles | 5,599,736 | 7.53 | 6,018,329 | 7.59 | 107.48 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 227,486 | 0.31 | 284,923 | 0.36 | 125.25 |
| Property | 5,281,118 | 7.10 | 6,842,420 | 8.63 | 129.56 |
| Motor third-party liability | 5,326,827 | 7.16 | 5,582,089 | 7.04 | 104.79 |
| General liability | 2,546,162 | 3.42 | 2,912,420 | 3.67 | 114.38 |
| Credit, surety and financial loss | 132,318 | 0.18 | 110,674 | 0.14 | 83.64 |
| Legal protection | 106,500 | 0.14 | 106,713 | 0.13 | 100.20 |
| Other insurance classes | 124,751 | 0.17 | 134,853 | 0.17 | 108.10 |
| Total non-life insurance classes | 30,815,227 | 41.44 | 34,828,959 | 43.93 | 113.03 |
| Life | 43,540,981 | 58.56 | 44,462,109 | 56.07 | 102.12 |
| Total premium | 74,356,208 | 100 | 79,291,068 | 100 | 106.64 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 3,114,295 | 7.88 | 2,855,273 | 6.51 | 91.68 |
| Health | 1,809,984 | 4.58 | 2,202,215 | 5.02 | 121.67 |
| Land vehicles | 4,003,096 | 10.13 | 3,576,957 | 8.16 | 89.35 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 1,207 | 0.00 | 41,400 | 0.09 | 3429.99 |
| Property | 1,280,182 | 3.24 | 2,640,092 | 6.02 | 206.23 |
| Motor third-party liability | 2,428,498 | 6.14 | 6,973,642 | 15.90 | 287.16 |
| General liability | 530,729 | 1.34 | 358,892 | 0.82 | 67.62 |
| Credit, surety and financial loss | 16,300 | 0.04 | 22,954 | 0.05 | 140.82 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 19,189 | 0.05 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 13,203,480 | 33.40 | 18,671,425 | 42.57 | 141.41 |
| Life | 26,328,141 | 66.60 | 25,187,548 | 57.43 | 95.67 |
| Claims paid | 39,531,621 | 100 | 43,858,973 | 100 | 110.95 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 71,644,778 | 75,228,789 | 105.00 |
| Assets | 238,677,498 | 248,513,260 | 104.12 |
| Profit | 3,372,613 | 5,855,919 | 173.63 |
| Capital | 27,032,468 | 35,471,744 | 131.22 |



VIENNA INSURANCE GROUP

VIENNA OSIGURANJE d.d. Sarajevo

Address/Headquarters:

Fra Andela Zvizdovića 1A/9, Sarajevo

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033/943-640; 033/296-520;

info@viennaosiguranje.ba; www.viennaosiguranje.ba

Premium per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 574,000 | 1.43 | 608,553 | 1.25 | 106.02 |
| Health | 243,002 | 0.60 | 356,093 | 0.73 | 146.54 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 111 | 0.00 | 0.00 |
| Property | 581,572 | 1.45 | 832,159 | 1.71 | 143.09 |
| Motor third-party liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 62 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 1,744 | 0.00 | 0.00 |
| Total non-life insurance classes | 1,398,636 | 3.48 | 1,798,660 | 3.70 | 128.60 |
| Life | 38,801,565 | 96.52 | 46,808,970 | 96.30 | 120.64 |
| Total premium | 40,200,201 | 100 | 48,607,630 | 100 | 120.91 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|-----------------------------------|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 223,869 | 1.07 | 414,342 | 1.94 | 185.08 |
| Health | 69,224 | 0.33 | 42,413 | 0.20 | 61.27 |
| Land vehicles | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Property | 43,273 | 0.21 | 76,835 | 0.36 | 177.56 |
| Motor third-party liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| General liability | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Credit, surety and financial loss | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 336,366 | 1.61 | 533,590 | 2.50 | 158.63 |
| Life | 20,589,989 | 98.39 | 20,781,592 | 97.50 | 100.93 |
| Claims paid | 20,926,355 | 100 | 21,315,182 | 100 | 101.86 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 43,465,018 | 52,217,619 | 120.14 |
| Assets | 210,721,477 | 226,971,155 | 107.71 |
| Profit | 719,409 | 1,304,550 | 181.34 |
| Capital | 19,039,226 | 20,932,359 | 109.94 |

Number of employees as of December 31, 2023:

124

Number of branches:

7

Shareholder's structure:

foreign entities 100%

Director of the Company:

Sabina Mujanović

Chairman of the Supervisory Board:

Gabor Lehel



VIENNA INSURANCE GROUP

WIENER OSIGURANJE a.d. Banja Luka

Address/Headquarters:

Kninska 1A, Banja Luka

Telephone, fax, e-mail, web:

051/931-100; -

info@wiener.ba; www.wiener.ba

Number of employees as of December 31, 2023:

202

Number of branches:

8

Shareholder's structure:

foreign entities 100%

Director of the Company:

Borislav Doder

Chairman of the Management Board:

Gabor Lehel

Premium per insurance classes

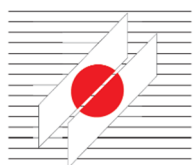
| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|-------------------|----------------------------|-------------------|----------------------------|---------------|
| | Premium in BAM | Share in total premium (%) | Premium in BAM | Share in total premium (%) | |
| Accident | 6,137,765 | 16.21 | 7,125,808 | 17.81 | 116.10 |
| Health | 693,072 | 1.83 | 701,993 | 1.75 | 101.29 |
| Land vehicles | 4,431,717 | 11.70 | 4,417,265 | 11.04 | 99.67 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 404,768 | 1.07 | 616,826 | 1.54 | 152.39 |
| Property | 13,743,127 | 36.29 | 13,371,030 | 33.41 | 97.29 |
| Motor third-party liability | 5,847,681 | 15.44 | 6,669,765 | 16.67 | 114.06 |
| General liability | 1,815,975 | 4.79 | 2,524,738 | 6.31 | 139.03 |
| Credit, surety and financial loss | 1,780,989 | 4.70 | 1,820,121 | 4.55 | 102.20 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 101,206 | 0.27 | 136,036 | 0.34 | 134.42 |
| Total non-life insurance classes | 34,956,301 | 92.29 | 37,383,581 | 93.42 | 106.94 |
| Life | 2,918,610 | 7.71 | 2,633,866 | 6.58 | 90.24 |
| Total premium | 37,874,910 | 100 | 40,017,447 | 100 | 105.66 |

Claims paid per insurance classes

| Short name of insurance company | 2022 | | 2023 | | Index 23/22 |
|---|--------------------|--------------------------|--------------------|--------------------------|---------------|
| | Claims paid in BAM | Share in claims paid (%) | Claims paid in BAM | Share in claims paid (%) | |
| Accident | 2,472,220 | 12.91 | 1,993,673 | 9.82 | 80.64 |
| Health | 225,459 | 1.18 | 237,675 | 1.17 | 105.42 |
| Land vehicles | 3,273,384 | 17.09 | 2,417,219 | 11.91 | 73.84 |
| Other vehicles insurances | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Goods in transit | 3,716 | 0.02 | 1,493 | 0.01 | 40.17 |
| Property | 8,692,442 | 45.39 | 11,375,168 | 56.03 | 130.86 |
| Motor third-party liability | 1,859,147 | 9.71 | 2,363,758 | 11.64 | 127.14 |
| General liability | 133,340 | 0.70 | 56,598 | 0.28 | 42.45 |
| Credit, surety and financial loss | 10,395 | 0.05 | 136,955 | 0.67 | 1317.56 |
| Legal protection | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Other insurance classes | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total non-life insurance classes | 16,670,103 | 87.05 | 18,582,540 | 91.53 | 111.47 |
| Life | 2,480,627 | 12.95 | 1,720,399 | 8.47 | 69.35 |
| Claims paid | 19,150,730 | 100 | 20,302,939 | 100 | 106.02 |

Total income, assets, profit and capital (in BAM)

| | 2022 | 2023 | Index 23/22 |
|--------------|-------------|-------------|-------------|
| Total income | 53,608,144 | 57,518,293 | 107.29 |
| Assets | 103,076,659 | 106,498,243 | 103.32 |
| Profit | 217,287 | 148,289 | 68.25 |
| Capital | 17,403,833 | 17,709,674 | 101.76 |



BosnaRE

BOSNA REOSIGURANJE d.d. Sarajevo

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Zmaja od Bosne 74, Sarajevo

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033/725-500; 033/725-522;

info@bosnare.ba; www.bosnare.ba

Number of employees as of December 31, 2023:

23

Number of branches:

-

Shareholder's structure:

local entities 85.81%

foreign entities 14.19%

Director of the Company:

Zlatan Filipović

Chairman of the Supervisory Board:

Semiha Repak

| Premium | |
|------------|------------|
| 95,069,871 | 95,069,871 |
| 87,487,099 | 87,487,099 |
| 7,582,772 | 7,582,772 |

| Premium | |
|----------------------------------|------------|
| Premium submitted to reinsurance | 58,064,900 |
| Non-life insurance | 51,244,490 |
| Life | 6,820,410 |

| Premium | |
|--------------------|------------|
| Retained premium | 37,004,971 |
| Non-life insurance | 36,242,609 |
| Life | 762,362 |

| Claims | |
|------------------------|------------|
| Claims settled in 2023 | 47,124,382 |
| Non-life insurance | 43,374,205 |
| Life | 3,750,177 |

| Income | |
|--------------------------------|------------|
| Company's total income in 2023 | 54,641,276 |



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

ADDENDUM III

Basic terms and definitions in the insurance sector

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III Basic terms and definitions in the insurance sector

- 1 Insurance operations** include activities in the process of concluding insurance and reinsurance contracts, processing claims for compensation and reimbursements arising under such contracts.
- 2 Insurance offer** is an offer given by the policyholder to the insurer for the conclusion of an insurance contract. The written offer given to the policyholder for the conclusion of the contract represents a binding agreement and includes a time frame for accepting the offer, namely, unless a shorter deadline was set up, eight days as from the date on which the insurer received the offer, while in the case of life insurance the acceptance can be provided within 30 days if a medical examination is required.
- 3 Insurance contract** is a legal document binding the policyholder to pay an insurance premium, while the insurer is obliged to undertake the payment of a fee or the contractual amount upon occurrence of an insured event to the insured person or a third party.
- 4 Insurance policy** is a formal document regarding the insurance contract, which is signed by the insurer and is a constituent part of the insurance contract.
- 5 Insurance binder** is a document that verifies the existence of an insurance policy without presenting the actual policy. An insurance binder will usually be valid for a set term and is subject to all the terms and conditions of the pending insurance contract. It is usually issued when there is no general insurance contract and the insurance policy cannot be issued immediately for technical reasons.
- 6 Insurance premium** is the amount that the policyholder pays to the insurer on the basis of the insurance contract concluded. The premium consists of functional premium and overhead expenses. The functional premium includes a part of the premium for the function of compensation of claims and payment of contracted amounts which is called the technical premium and part of the premium for prevention. The overhead expenses are a part of the premium that is used to cover the cost of conducting insurance operations. On the insurance policy this premium is stated in the gross amount.
- 7 Insured sum** is the maximum amount that the insurer is obligated to cover to the insured, that is, the beneficiary of the insurance, in the event of a covered loss.
- 8 Insurable risk** is understood as an event that may happen in the future that is uncertain and independent of the exclusive will of the policyholder or the insured party.
- 9 Insured risk** is an element of an insurance contract, an event covered by the contract. The term risk implies a future uncertain event occurring independently of the sole will of the insured party due to which he/she may sustain material damage.
- 10 Insured event** is an event that may cause damage and is provided under the risks covered by the business activities of the insurer.
- 11 Insurance premium** is the monetary amount which the insurer is obliged to pay to the insured, that is, the beneficiary or beneficiaries of insurance, based on the insurance contract concluded upon occurrence of an insured event. In the case of property insurance, the premium is the compensation for damage, while for life insurance it is the amount agreed upon in the contract.
- 12 Policyholder** is a legal or natural person who concludes an insurance contract with the insurance company and pays the insurance premium, but may not be entitled to reimbursement from the insurer (insurance premium). There may be more than one policyholder for one contract. In most cases, the policyholder and the insured are the same persons. In some types of insurance contracts, the insurance contractor and the insured are different persons.
- 13 Insured party** refers to a person whose interests are protected by an insurance policy. In property insurance, this is a person who contracts for an insurance policy that indemnifies him against loss. In the case of personal property insurance for the personal account, the policyholder is at the same time the insured party, and in the case of insurance on behalf of another party the insured party may be one or more third parties. In life insurance, the insured party is the person for whom the insurance policy is concluded. Person to whom compensation is payable does not have to be the insured party. If the insured and the policyholder are different persons, the written consent of the insured party is required for the validity of the insurance contract.
- 14 Insurance beneficiary** is a legal or natural person who shall be entitled to compensation from the insurer in the case of an event covered by insurance. There can be more beneficiaries for the same insured event in which case they share the compensation.
- 15 Insurer** is a legal entity conducting insurance business activities. It is the contracting party to the concluded insurance contract which has assumed the obligation to compensate for damage or the monetary amount concluded in the contract upon occurrence of an insured event.
- 16 Reinsurance** is a separate insurance business activity, in which some part of risk in insurance is passed on/ceded to a reinsurance company which the insurer previously assumed and, hence, in return, pays a reinsurance premium (direct reinsurance) to the reinsurer. The reinsurer may further transfer some of the risk assumed from the insurer to another reinsurer (retrocession), who can transfer it to a third reinsurer, etc.
- 17 Reinsurer** is a contracting party to a reinsurance contract that takes on all or part of the risk covered

under a policy issued by an insurance company in consideration of a premium payment.

18 Reinsured party is a contracting party to the reinsurance contract that cedes one part of its obligations to the reinsurer in consideration of a premium payment.

19 Insurance brokerage is undertaken by insurance brokers and insurance agents. The insurance company cannot perform direct insurance or reinsurance business activities through intermediaries in insurance which are not registered in a special registry maintained by the FBiH Insurance Supervisory Agency and RS Insurance Agency.

20 Insurance agency business activities imply initiating, proposing and conducting the preparation and conclusion of insurance contracts in name and on behalf on one or more insurers for insurance products that are not competitive. Exceptionally, the representation of several insurers for products that are competitive is allowed if there is a written approval of the company represented for insurance.

21 Insurance agent is a natural person who performs activities of representations in insurance and who is granted the relevant license of the FBiH Insurance Supervisory Agency and RS Insurance Agency. An insurance agent is a person authorized by the insurer for concluding insurance contracts. The insurer may give authorization for the conclusion of all types of insurance and for some types of insurance. If authorization is given for concluding only certain types of insurance, then the authorization has to state for which type of insurance the agent is authorized.

22 Insurance broker is a legal or natural person who independently performs activities whose sole task is to connect persons seeking for insurance or reinsurance and insurance and reinsurance companies, on behalf of the insured and reinsurer, for insurance or reinsurance risk, and, when necessary, to assist in the preparation and execution of these contracts, especially in the case of submitting a request for compensation. The insurance broker will be paid a commission from the insurance or reinsurance company, which will not be binding for him/her when selecting insurance or reinsurance companies.

23 Technical reserves for life insurance, when the policyholder bears the investment risk, include liabilities of the insurer for the life insurance policies whose agreed sum and share in profit is determined by investments in capital for which the policyholder bears the investment risk or which are indexed. Provisions to cover the risk of death or other risks as well as expenses for conducting the activities are shown in the mathematical reserves of life insurance.

24 Mathematical reserves of life insurance is the difference between the present value of all future obligations of the insurer under contracts of life insurance and the present value of all future obligations of the policyholder under these contracts. The mathematical reserve is part of the technical reserve of the insurer. It occurs because, for practical

reasons, in the course of annual insurance the premiums are equal, although due to the higher risk of death, the natural premium increases each year. Thus, the premium in the first years of insurance is higher and later it is lower than the natural premium, so the insurer must keep the unspent part of the premium, the so-called savings premium, which constitutes a mathematical reserve.

25 Actuary is an expert dealing with uncertainty and risk while applying specialist knowledge in mathematics, statistics and economics, seeking to minimize different types of risks and uncertainties to statistically acceptable levels.

An appointed actuary is an individual that is authorized by the competent authorities to perform actuarial tasks.

26 Bank insurance is a newer form of selling life insurance through banks. By offering the widest possible range of financial services in one place, banks and insurers hope for more efficient utilization of their clients' resources and thereby for an increase of their profit. The main arguments for the concept of bank insurance are cost reductions and better utilization of existing channels of sale.

27 Franchise is the participation of the insured party in a damage. It is also called contractual retention. Franchise is understood as the amount or percentage stipulated by the insurance contract up to which the amount of damage is not recoverable from insurance, although this damage is otherwise covered by the insurance. It is shown as a percentage of the insured amount or damages, or as an absolute amount.

28 Waiting period is a period at the beginning of the contractual term of insurance during which the insurer is not obliged if the insured event occurs.

29 Malus is an allowance to a premium embedded in the tariffs which the insurer charges to the insured for individual unfavorable ratio of premiums and claims; increase in premium rates to the insured occurs for the next period if the damages during the contracted earlier period significantly exceeded the total paid premium.

30 Overinsurance occurs when the sum or the sum insured, i.e. the monetary amount for which an item is insured exceeds the actual value of the insured item. If there is a significant difference between the sum insured and the insured value, the insurer or the insured may propose a reduction in the premium and the sum insured. In the event of damage, the insurer is bound to the total amount of damages, assuming that the contractor of insurance had no bad faith.



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

ADDENDUM IV

Law on Insurance Agency of Bosnia and Herzegovina

2023 ANNUAL REPORT

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IV Law on Insurance Agency of BiH

Article 1 General provisions

The Law regulates the insurance industry in Bosnia and Herzegovina by ensuring the necessary coordination of the insurance laws in both Entities, within the Entities and in Bosnia and Herzegovina; insurance related activities carried out in Bosnia and Herzegovina; establishment, location, structure, status, scope of work, management, rights, obligations and financing of the Insurance Agency of Bosnia and Herzegovina ("Agency").

Article 2 Purpose

The purpose of this Law is to provide that the Agency, by adhering to its general principles and goals, ensures:

- a. uniform implementation of the insurance law between the Entities, a smooth and efficient cooperation between the FBiH and RS Entity insurance supervisory agencies, and an equal and just implementation of the Entity laws.
- b. full reconciliation of the Entity insurance legislations to provide equal and just treatment of all insurance organizations in both Entities and the District of Brcko of Bosnia and Herzegovina ("District of Brcko") and to provide equal legal protection to the insurers and the claimants on the territory of Bosnia and Herzegovina.
- c. that the insurance legislation in Bosnia and Herzegovina is and remains reconciled with the corresponding insurance-related European Union legislation.
- d. coordinated representation of Bosnia and Herzegovina in organizations dealing with insurance at the international level and to ensure continuous cooperation therewith.
- e. continuous cooperation with the Entity and the District of Brcko insurance supervision agencies in order to resolve litigations between the supervisory agencies related to uniform interpretation of the insurance legislation at the Entity and the District of Brcko levels by issuing written declarations and opinions. These written declarations and opinions will ensure uniform implementation of the insurance legislation.
- f. The Agency provides and maintains all relevant data about the insurance market in Bosnia and Herzegovina.

Article 3 Establishment, status, location and structure

This Law establishes the Insurance Agency of Bosnia and Herzegovina, an independent organization reporting to the Council of Ministers.

The Agency's headquarters shall be located in Sarajevo.

The Agency shall be managed by the Management Board of seven.

The structure of the Board and the election of its member are regulated by this Law.

The Chairman of the Management Board shall be an expert in the field of finance, an insurance specialist, and shall be appointed by the Council of Ministers of Bosnia and Herzegovina.

The Council of Ministers of Bosnia and Herzegovina shall appoint the Chairman of the Management Board and two more Board members, one being a representative of the Ministry of Finance and Treasury of Bosnia and Herzegovina and the other a representative from the insurance industry. The members elected by the Council of Ministers of Bosnia and Herzegovina should also represent the constituent people of Bosnia and Herzegovina.

The Entity Ministries of Finance shall suggest two members each, one from the Entity Ministry of Finance and one from the insurance industry.

The Council of Ministers of Bosnia and Herzegovina shall decide on the appointments of the Board members coming from the Entities.

The Board members shall be appointed on a three-year term, with the first appointment terms ranging from one to three years to provide annual reappointment of the two Board members coming from the Entities.

The Board members may be reappointed several times, in accordance to the applicable regulations.

The Board members' appointment decisions shall be published in the "Official Gazette of BiH" and the gazettes of the Entities and the District of Brcko.

The Management Board shall elect the Director of the Agency in accordance with the State Administration Law of BiH, while the Council of Ministers of BiH shall make an official decision to execute the appointment of the Director.

Article 4 Activities

Within three months from the date of establishment, the Management Board of the Agency shall create procedures to regulate the execution of general and administrative duties and to grant decision making authority to the Agency, and to regulate employment status of the Agency's staff.

Within three months from the date of Management Board members' appointment, the Agency shall submit drafts of the legislative documents to the Council of Ministers of Bosnia and Herzegovina.

Upon the Council of Ministers of Bosnia and Herzegovina's approval, these legislative documents shall be published in the "Official Gazette of BiH" and the gazettes of the Entities and the District of Brcko.

Article 5 Financing

The Agency shall be financed from the Budget of the Institutions of Bosnia and Herzegovina and from international obligation of Bosnia and Herzegovina and participatory contributions of the Entity governments, based on the previously stipulated Memorandum on Financing of the Work of the Agency signed by the Council of Ministers of Bosnia and Herzegovina and the Entity governments.

The Agency's annual budget proposal shall contain detailed information and amounts necessary to ensure the smooth and continuous work of the Agency.

For the payment of the Agency's original revenue, a special payment code shall be set out in the Rulebook on fees and shall have the treatment of special funds intended solely for the work of the Agency.

Article 6 Legislative role

The Management Board of the Agency shall be responsible for drafting Entity-level laws and other legislative documents; drafting amendments and changes to the existing insurance legislation; approving drafts of the laws and other legislative documents submitted by one of both Entities, including:

- a. submission, to the Entity ministries, of drafts of the laws concerning the implementation of the European Union legislation or of guidelines for reconciliation of Entity level legislation;
- b. submission, to the Entity ministries of finance, of drafts of amendments or changes to the existing Entity-level insurance legislation, including proposals to introduce other types of insurance;
- c. approvals of drafts to amend or change Entity-level insurance legislation, which are proposed by one or both Entities.

When the Management Board of the Agency submits, to the Entity ministries, a draft of the law that pertains to the implementation of the European Union Council regulations with a direct effect within the European Union, the Entity parliaments shall enact and put into effect such legislation without amendments.

Article 7
Arbitration of litigations between the insurance agencies

In case of any litigation or a need to provide guidelines or interpretation of regulations to or between the Entity and the District of Brcko insurance supervisory agencies regarding the reconciliation of the supervisory authorities between the Entities and the District of Brcko, each of the agencies may submit a request or inquiry to the Management Board of the Agency. Such requests and inquiries should contain the nature of the problem and should relate to supervision of insurance business activities between the Entities and the District of Brcko, or the Entities, the District of Brcko and foreign countries, or regarding the supervision of the free flow of insurance services on the territory of Bosnia and Herzegovina.

In case of a litigation, the members of the Management Board of the Agency shall act as a mediating council or shall appoint one or more members or the third party to resolve the issue in a peaceful manner.

The third party shall be appointed on the basis of its expertise and qualifications to resolve a particular issue and shall not have to be a citizen of Bosnia and Herzegovina.

In case a request is received to interpret or provide instructions on an Entity or the District of Brcko issue or the issue regarding the state law or the insurance authorization and supervisory practice, the members of the Management Board of the Agency shall review the issue, while the representatives of the Entity and the District of Brcko insurance supervisory agencies and other witnesses and experts shall be summoned to deliver oral and written counts.

Upon the completion of the hearings, the Management Board of the Agency shall deliver a conclusion. The conclusion shall represent a legally binding decision regarding the best practice to follow or the uniform interpretation of the insurance legislation by one or both Entity insurance supervisory agencies and the District of Brcko.

The Management Board of the Agency is authorized to conduct its own investigations, whether they're initiated by the Board following the request made by the Entity or the District of Brcko courts, insurers, insurance organizations or their brokers. The Board is also authorized to monitor the authorities' supervisory activities are conducted to ensure their cooperation in accordance with their duties as defined by this Law or Entity or the District of Brcko insurance laws. It is also authorized to use other means to ensure uniform implementation of the insurance legislation in each Entity and the District of Brcko.

All litigation settlement procedures and all procedures to resolve issues shall be done in accordance with the regulations enacted per definition of the Article 4 of this Law.

Article 8
Implementation of Decisions made by Management Board

Agencies for insurance supervision in both Entities and the District of Brcko shall implement instructions, decisions, and findings of the Management Board of the Agency. The Management Board's decisions shall be legally binding in both Entities and the District of Brcko. The Entity and the District of Brcko insurance supervision agencies shall implement these decisions in their entirety.

Article 9
International Relations

The Agency is responsible for international relations of Bosnia and Herzegovina in the area of insurance. This shall include appointment of representatives who will attend international and regional forums, European Union insurance supervision, legislative and expert forums.

Appointment of these representatives shall be duly executed to warrant equal representation of regional insurance industries in both Entities and the District of Brcko. All decisions made on the international level, with the participation of the Agency, shall be binding for both Entities and the District of Brcko.

The Agency is responsible to provide all reports about the Insurance Law and its implementation as such may be requested by the European Union. These reports shall be provided to evaluate harmonization of the Bosnia and Herzegovina's legislation with the European Union standards.

The Agency is responsible to manage all issues related to the insurance of export credits extended to the exporters from Bosnia and Herzegovina.

The Agency shall represent Bosnia and Herzegovina in all issues related to creation of insurance organizations' subsidiaries, representative offices or affiliates in any one of the Entities or the District of Brcko. Such representation shall be executed with recommendation from the corresponding Entity insurance supervisory agency. The Agency's duties shall include all necessary coordination and cooperation between the Entity insurance supervisory agency and a corresponding foreign insurance supervisory agency.

The Agency shall enter into information sharing agreements with appropriate authorities of other countries, and it shall cooperate with the Entity insurance supervisory agencies.

The Agency shall cooperate with the Entity insurance supervisory agency when requested to do so by a foreign insurance supervisory agency.

The Agency shall perform due diligence tests of an insurance organization's liquidity certificate issued the Entity insurance supervisory agency for purposes of opening affiliate offices abroad.

The Agency shall share information with the Entity insurance supervisory agencies regarding international insurance best-practices, international insurance statistics and other information received while participating on international insurance forums and which can assist the Entity insurance supervisory agencies in their daily operations.

Article 10 Green Card Bureau

The Agency shall monitor the work of the Green Card Bureau of Bosnia and Herzegovina with respect to the implementation of the requests made by the Bureau Council and in accordance to the laws and regulations applicable to the business activities of the Green Card Bureau of Bosnia and Herzegovina.

Article 11 Statistics Service

The Agency shall keep the statistics regarding the activities of the insurance markets in Bosnia and Herzegovina. The statistics reports shall be developed from the Annual Reports of the Entity and the District of Brcko insurance supervisory agencies. The Agency shall, having previously obtained an approval from the Management Board of the Agency, publish such statistics in the "Official Gazette of BiH" and the gazettes of the Entities and the District of Brcko.

Acting on behalf of Bosnia and Herzegovina, the Agency shall be responsible to deliver the statistics reports to the European Commission or any other international organization that has formally requested such reports.

Article 12 Closing Provisions

The Council of Ministers shall appoint the members of the Management Board within 60 days from the date this Law came into effect.

Article 13 Date of Effect

This Law shall come into effect on the eighth day following its publication in the "Official Gazette of BiH" and the gazettes of the Entities and the District of Brcko.



INSURANCE AGENCY OF
BOSNIA AND HERZEGOVINA

ADDENDUM V

Laws and by-laws in the BiH insurance sector

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V Laws and by-laws in the insurance sector of BiH

BOSNIA AND HERZEGOVINA

I - LAWS

1. Law on the Insurance Agency of Bosnia and Herzegovina (BiH Official Gazette, 12/04).

II - DOCUMENTS ADOPTED BY THE MANAGEMENT BOARD OF THE INSURANCE AGENCY OF BOSNIA AND HERZEGOVINA

1. Guidelines for risk assessment and implementation of the Law on Prevention of Money Laundering and Financing of Terrorist Activities by entity agencies for insurance supervision in Bosnia and Herzegovina no. 01-50-1-43-5/15 of January 30, 2015;
2. Analysis of compliance of laws on compulsory insurances in traffic of the Federation of Bosnia and Herzegovina and Republic of Srpska, with recommendations for further harmonization no. 01-50-239-10/16 of October 4, 2016;
3. Guidelines for assessing the compliance of the law on compulsory insurance in traffic of the Federation of Bosnia and Herzegovina and Republic of Srpska no. 01-50-239-5/16 of October 4, 2016.

FEDERATION OF BOSNIA AND HERZEGOVINA

I - LAWS

1. Law on Insurance (FBiH Official Gazette, 23/17 and 103/21);
2. Law on Compulsory Insurance in Traffic (FBiH Official Gazette, 57/20 and 103/21);
3. Law on Intermediation in Private Insurance (FBiH Official Gazette, 22/05, 8/10 and 30/16).

II - BY-LAWS

Rulebooks

1. Rulebook on types and system of risk management in the insurance company and the reinsurance company (FBiH Official Gazette, 16/23);
2. Rulebook on rules of procedure in resolving compensation claims and standards in communication of insurance companies with third injured persons (FBiH Official Gazette, 88/20 and 16/23);
3. Rulebook on the level and manner of funds investment (FBiH Official Gazette, 95/19 and 1/23);
4. Rulebook on conditions for acquiring and verifying professional knowledge necessary for performing the activities of a certified actuary (FBiH Official Gazette, 106/18 and 1/23);
5. Rulebook on the obligation to provide information to the policyholder (FBiH Official Gazette, 1/18 and 10/21);
6. Rulebook on types and form of reports of the FBiH Protection Fund (FBiH Official Gazette, 88/20 and 89/22);
7. Rulebook on statistical standards and forms of financial reporting in insurance (FBiH Official Gazette, 95/19, 88/20, 89/22 and 100/23);
8. Rulebook on the record of insurance policies and claims as regards owners/users of motor vehicles providing insurance against liability for damage caused to third parties (FBiH Official Gazette, 103/18, 88/20 and 42/22);
9. Rulebook on insurance and reinsurance companies' reports (FBiH Official Gazette, 106/18, 88/20, 89/22 and 100/23);
10. Rulebook on the content, manner of collection, storage and deadlines for submission of data on insurance contracts, harmful events and estimated, processed and resolved damages for compulsory traffic insurance (FBiH Official Gazette, 88/20);
11. Rulebook on the records of non-life insurance claims (FBiH Official Gazette, 82/17 and 88/20);

12. Rulebook on the content, manner of collection, management and access to data of the information center of the FBiH Insurance Supervisory Agency (FBiH Official Gazette, 88/20);
13. Rulebook on the elements and control of the solvency margin (FBiH Official Gazette, 82/17 and 95/19);
14. Rulebook on rules for establishment and business conducting of insurance branches in inter-entity operations (FBiH Official Gazette, 71/19 and 100/23);
15. Rulebook on the minimum standards for calculating insurance technical provisions (FBiH Official Gazette, 99/17 and 53/19);
16. Rulebook on supervision (FBiH Official Gazette, 92/17 and 106/18);
17. Rulebook on liquidity (FBiH Official Gazette, 82/17, 27/18 and 106/18);
18. Rulebook on insurance intermediaries' reports (FBiH Official Gazette, 106/18 and 89/22);
19. Rulebook on conditions for exercising the right to pension and conditions and possibilities for payment of pension (FBiH Official Gazette, 56/18);
20. Rulebook on the requirements for performing insurance intermediation services and the permit granting process (FBiH Official Gazette, 56/18);
21. Rulebook on the content of the documentation for fulfilling the requirements for a member of the Management Board (FBiH Official Gazette, 10/18);
22. Rulebook on the breakdown of joint items into life and non-life insurance categories (FBiH Official Gazette, 2/18);
23. Rulebook on the selection of experts for conducting supervision (FBiH Official Gazette, 1/18);
24. Rulebook on the additional supervision of the group of insurers (FBiH Official Gazette, 1/18);
25. Rulebook on the conditions for acquiring a qualifying holding in the insurance or reinsurance company (FBiH Official Gazette, 1/18);
26. Rulebook on external audit (FBiH Official Gazette, 1/18);
27. Rulebook on life insurance related to the investment of insurance funds (FBiH Official Gazette, 1/18);
28. Rulebook on the method of calculation and measures of other insurance technical provisions (FBiH Official Gazette, 99/17);
29. Rulebook on the insurance ombudsman of the Federation of Bosnia and Herzegovina (FBiH Official Gazette, 73/23);
30. Rulebook on the regular liquidation procedure (FBiH Official Gazette, 92/17);
31. Rulebook on conditions for performing the function as a member of the management board of a business concern and the insurer's holding (FBiH Official Gazette, 99/17);
32. Rulebook on conditions and manner of regulation and implementation of internal control system of insurance and reinsurance companies (FBiH Official Gazette, 84/17);
33. Rulebook on the management of registries kept by the FBiH Insurance Supervisory Agency (FBiH Official Gazette, 84/17);
34. Rulebook on additional elements which are included in the calculation of planned reinsurance (FBiH Official Gazette, 84/17);
35. Rulebook on the expert exam for obtaining the insurance intermediary licence (FBiH Official Gazette, 80/06);
36. Rulebook on property blocking and insurance brokers' insurance against liability (FBiH Official Gazette, 80/06).

Decisions

1. Decision on contribution to the FBiH Protection Fund in 2023 (FBiH Official Gazette, 12/23 and 33/23);
2. Decision on the number of votes of the members of the Assembly of the FBiH Protection Fund in 2023 (FBiH Official Gazette, 12/23 and 33/23);
3. Decision on fees of the Insurance Supervisory Agency of the Federation of Bosnia and Herzegovina (FBiH Official Gazette, 1/23);
4. Decision of conditions for owners liability insurance for damages to the third parties (FBiH Official Gazette, 77/20, 42/22, 85/22 and 56/23);

5. Decision on the method of determining the premium tariff and price list for the insurance of vehicle owners against liability for damage to third parties (FBiH Official Gazette, 77/20, 42/22, 85/22, 56/23 and 69/23);
6. Decision on additional documentation, type and content of business policy documents submitted with the request for issuance of a work permit (FBiH Official Gazette, 84/17 and 15/19);
7. Decision on content of insurance policy of owners ie users of motor vehicles against liability for damages to the third parties (FBiH Official Gazette, 103/18);
8. Decision on documents on transfer of insurance portfolio (FBiH Official Gazette, 99/17);
9. Decision on the distribution of types of risks by groups and classes of insurance (FBiH Official Gazette, 82/17);
10. Decision on the rules for the participation of the interested public in the drafting of by-laws (FBiH Official Gazette, 31/15) and
11. Decision on costs of misdemeanor order (FBiH Official Gazette, 46/07).

Instructions

1. Instruction on the valuation of balance sheet and off-balance sheet positions (FBiH Official Gazette, 2/18 and 95/19).

Guidelines

1. Guidelines for risk assessment and implementation of the BiH Law on Prevention of Money Laundering and Financing of Terrorist Activities in the insurance sector (FBiH Official Gazette, 95/17);
2. Guidelines that must be applied by insurance companies in calculating premium rates for motor third-party liability insurance in the territory of the Federation of Bosnia and Herzegovina (FBiH Official Gazette, 50/21).

REPUBLIC OF SRPSKA

I - LAWS

1. Law on Insurance Companies (RS Official Gazette, 17/05, 01/06, 64/06, 74/10, 47/17 and 58/19);
2. Law on Compulsory Insurance in Traffic (RS Official Gazette, 82/15 and 78/20);
3. Law on Insurance Representation and Insurance and Reinsurance Intermediation (RS Official Gazette, 47/17).

II - BY-LAWS

Rulebooks adopted on the basis of the Law on Insurance Companies

1. Rulebook on the procedure for acquiring a qualifying holding in an insurance company (RS Official Gazette, 89/19);
2. Rulebook on internal audit in the insurance company (RS Official Gazette, 77/19);
3. Rulebook on repealing the Ordinance on the management system in the insurance company (RS Official Gazette, 50/16);
4. Rulebook on the conduct of insurance companies in relation to complaints (RS Official Gazette, 10/15);
5. Rulebook on the form and content of supervisory and statistical reports of insurance and reinsurance companies (RS Official Gazette, 91/14, 113/17, 117/20 and 54/23);
6. Rulebook on the content, manner and deadlines for submission of reports, notifications and other data of insurance companies (RS Official Gazette, 91/14);
7. Rulebook on the content and manner of keeping the register of insurance companies and branches of insurance companies with the RS Insurance Agency (RS Official Gazette, 65/13 and 77/19);
8. Rulebook on the rules of establishment and operation of branches of insurance companies in inter-entity operations (RS Official Gazette, 77/19, 96/19 and 117/20);

9. Rulebook on elements and control of the solvency margin of insurance companies (RS Official Gazette, 103/12);
10. Rulebook on the manner of calculation of capital and capital adequacy of insurance companies (RS Official Gazette, 89/19);
11. Rulebook on persons in a significant position in the insurance company (RS Official Gazette, 61/16 and 77/19);
12. Rulebook on implementation of the Law on personal data protection (RS Official Gazette, 66/10 and 61/16);
13. Rulebook on the manner of determining and monitoring the liquidity of insurance and reinsurance companies (RS Official Gazette, 38/15);
14. Rulebook on the manner of assessing balance sheet and off-balance sheet positions of insurance companies (RS Official Gazette, 10/09, 91/14 and 57/22);
15. Rulebook on investment of funds of insurance companies (RS Official Gazette, 117/20, 23/21, 118/22, 1/23 and 25/23);
 - Instruction on the form and content of the report on analytical data of investments of insurance companies (RS Official Gazette, 118/22);
16. Rulebook on the content of the independent auditor's report on the performed audit of financial and other reports of insurance companies (RS Official Gazette, 7/08, 106/08 and 127/11);
17. Rulebook on supervision of participants in the insurance market (RS Official Gazette, 77/19);
18. Rulebook on the manner of registration and keeping the register of certified actuaries with the RS Insurance Agency (RS Official Gazette, 57/06);
19. Rulebook on conditions for acquiring and withdrawing the title of certified actuary (RS Official Gazette, 57/06 and 71/08);
20. Rulebook on life insurance related to investments (RS Official Gazette, 116/06); and
21. Rulebook on technical reserves (RS Official Gazette, 116/06).

Rulebooks adopted on the basis of the Law on Compulsory Insurance in Traffic

1. Rulebook on the content, mode of collecting, managing and accessing data from the registry of the information center of the RS Insurance Agency (RS Official Gazette, 61/16);
2. Rulebook on the minimum content of the data bases for compulsory insurance in traffic (RS Official Gazette, 59/16, 3/18 and 88/18);
 - Instruction on the form and manner of formatting databases for compulsory insurance in traffic - consolidated text, no. 01-116-1-1/20 of 07 August 2020;
3. Rulebook on the mode of determination, calculation and terms of payment of contribution to the RS Protection Fund (RS Official Gazette, 107/15 and 50/16).

Rulebooks adopted on the basis of the Law on Insurance Representation and Insurance and Reinsurance Intermediation

1. Rulebook on the content and mode of keeping registries of insurance intermediaries, insurance and reinsurance (RS Official Gazette, 21/19);
2. Rulebook on interrelations of insurance representatives and insurance companies and restrictions on commissions charged by insurance representatives (RS Official Gazette, 21/19 and 85/21);
3. Rulebook on the professional examination for conduct of business of insurance representation and intermediation and business of representation of voluntary pension funds (RS Official Gazette, 23/18);
4. Rulebook on the procedure for issuing the authorization and license for insurance representation and intermediation and entry in the registries of RS Insurance Agency (RS Official Gazette, 23/18 and 57/22);
5. Rulebook on submission of reports, notifications and other data by insurance representatives and insurance and reinsurance intermediaries (RS Official Gazette, 113/17 and 117/20).

Decisions made on the basis of the Law on Insurance Companies

1. Decision on the mode of use of certain forms of assets to cover technical reserves of insurance companies (RS Official Gazette, 87/15 and 118/22);
2. Decision on the content and the form of the official identification document of the RS Insurance Agency (RS Official Gazette, 97/15);
3. Decision on electronic delivery of supervisory and statistical reports of participants in the insurance market (RS Official Gazette, 91/14);
4. Decision on conditions in which insurance company may conclude the reinsurance contract with the reinsurance company which has no license for operation in BiH (RS Official Gazette, 32/08);
5. Decision on insurance of legal protection expenses and assistance insurance (RS Official Gazette, 15/07);
6. Decision regarding requirements for insurance with foreign insurer (RS Official Gazette, 15/07);
7. Decision on the contents of the certified actuary's opinion (RS Official Gazette, 15/07);
8. Decision on types of insurance (RS Official Gazette, 57/06);
 - Instructions for application of the Decision on types of insurance (RS Official Gazette, 44/07);
9. Decision on determination of the list of experts authorized to conduct control of insurance companies (RS Official Gazette, 70/06 and 15/07);
10. Decision on documents that have to be enclosed with the licence application form (RS Official Gazette, 116/06).

Decisions made on the basis of the Law on Compulsory Insurance in Traffic

1. Decision on the form and content of supervisory and statistical reports of the RS Protection Fund (RS Official Gazette, 91/14, 113/17 and 75/22);
2. Decision on uniform premium rates and common tariff for insurance against motor third party liability in the Republic of Srpska (RS Official Gazette, 94/15, 84/18, 75/22 and 118/22);
 - Instruction on the exchange of data on persons at fault between insurance companies in the Republic of Srpska, no. 04-409-35/15 of 26 November 2015;
 - Instructions on the application of Article 23, paragraph 5 of the Decision on the common premium tariff and price list for liability insurance for motor vehicles in the Republic of Srpska, no. 04-409-22/18 of 01 October 2018;
3. Guidelines for the development of tariffs and price lists for motor third party liability insurance, no. MB-12/20 of 09 July 2020;
4. Decision on minimum content of conditions and owner's liability insurance policy for damages to the third parties (RS Official Gazette, 101/15) and
5. Decision on giving the consent on the decision on organization of the RS Protection Fund (RS Official Gazette, 57/06).

Decisions related to the Protection Fund of Republic of Srpska

1. Decision on determining and paying contributions to the RS Protection Fund in 2023 (RS Official Gazette, 127/22);
2. Decision on the number of votes of the members of the Assembly of the RS Protection Fund in 2023 (RS Official Gazette, 127/22);
3. Decision on determining and paying contributions to the RS Protection Fund in 2024 (RS Official Gazette, 111/23) and
4. Decision on the number of votes of the members of the Assembly of the RS Protection Fund in 2024 (RS Official Gazette, 111/23).

Guidelines adopted on the basis of the Law on Insurance Companies and the Law on Prevention of Money Laundering and Financing of Terrorist Activities in the insurance sector

Pursuant to the Law on Insurance Companies (RS Official Gazette, 17/05, 01/06, 64/06, 74/10, 47/17 and 58/19) and the Law on Prevention of Money Laundering and Financing of Terrorist Activities (BiH Official Gazette, 47/14 and 67/16), the Rulebook on the implementation of the Law on Prevention of Money Laundering and Financing of Terrorist Activities (BiH Official Gazette, 41/15) and the Statute of the RS Insurance Agency (RS Official Gazette, 2/15, 76/16, 89/19 and 35/21) for the insurance sector in the Republic of Srpska, the guidelines adopted by the Agency shall also apply, as follows:

1. Guidelines for risk assessment and implementation of the Law on Prevention of Money Laundering and Financing of Terrorist Activities in the insurance sector - consolidated text no. MB-26/17 of 30 November 2017.

Other

1. Strategic framework for preparation for the transition to the regulatory framework based on Solvency II of November 2018;
2. Strategic framework for the transition to a regulatory framework based on Solvency II, 2023;
3. Guidelines for the actions of insurance companies operating in the insurance market of Republic of Srpska when concluding contracts on liability insurance for motor vehicles, no. 01-111-124/17 of 24 October, 2017;
4. Instruction on keeping off-balance records on assets and liabilities related to the given guarantees of the insurance company (RS Official Gazette, 117/14);
5. Guideline for the creation of a Capital management program with policies related to the quantity and quality of the insurance company's capital.

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