Alex ROŞCA
Editor in Chief



### RED ALERT FOR MOTOR HULL

First quarter of the year brought in close-up, once again, the MTPL insurance class as main segment of the market and, also, as the one that has generated its new leader.

The first half has brought an apparent slowdown of the market decline, if we compare the results to the first six months of last year. If we also look at the second quarter of 2010, we realize that, in fact, the market decline is deepening.

However, it is not the underwritings decrease that should be the main concern of the market, but the fact that first half figures indicate a worrisome situation on the Motor Hull insurance segment.

Thus, the claims value on the above-mentioned class — continuously growing, has exceeded the underwritings level - steadily declining, with half a million euro. The figures of the companies also reveal that this reality was generated by 12, which is over half, of the 23 companies that sell this policy.

Therefore, a constantly debated danger, the increasing claims ratio, begins to have visible effects on the market figures and on the results of many companies. So far, shareholders have compensated, by share capital increase, these effects. From now on, due to the crisis, it will be harder and harder for them to do so.

In this context, two main questions are raised: what is there to be done and what other effects will companies have to suffer if this trend persists?



# **SUMMARY**

## **1H 2010 PRELIMINARY RESULTS**

#### **INSURANCE MARKET**

APPARENT SLOWDOWN OF THE DECLINE	4
Life insurance	10
Non-life insurance	13
Overall motor insurance	15
Motor Hull	17
MTPL	18
Overall property insurance	20
Fire and allied perils	21
Damages to property	22
Credit and warranties	24
Accident and illness	25
Travel insurance	26
GTPL insurance	29
Health insurance	30
Agricultural insurance	33
FINANCIAL INDICATORS	
Insurance policies	33
Other financial indicators	34
Assets	35
Technical reserves	36
Romanian insurance companies' portfolios	38

#### **MEDIATION MARKET**

MODERATE DECREASE	40
Life insurance	44
Non-life insurance	45
Overall motor insurance/Motor hull	48
MTPL/GTPL	49
Overall property insurance/Fire and allied perils	50
Damages to property insurance/Loss adjusters/Customers portfolio	51
Structure of gross written/mediated premiums	52
Financial indicators/Incomes	53
Insurance brokers' portfolio	54
Portfolio of mediated premiums of the companies that underwrote the risks	56