



Godišnji izvještaj  
Annual Report **2016**





Bosna RE

**IZVJEŠTAJ O POSLOVANJU  
BOSNA RE ZA 2016. GODINU**

BOSNA RE ANNUAL REPORT 2016

## SADRŽAJ

<b>1 RIJEČ DIREKTORA . . . . .</b>	<b>6</b>
<b>2 OPŠTI PODACI. . . . .</b>	<b>10</b>
<b>3 NAPOMENE UZ IZVJEŠTAJ O RADU BOSNA RE DD ZA 2016. GODINU . . . . .</b>	<b>12</b>
<b>4 POSLOVNO OKRUŽENJE U 2016. GODINI</b>	<b>14</b>
4.1 OPŠTE POSLOVNO OKRUŽENJE I UTICAJ OKRUŽENJA NA POSLOVANJE. . . . .	14
4.1.1 POLITIČKI ASPEKT . . . . .	16
4.1.2 EKONOMSKI ASPEKT . . . . .	18
4.1.3 SOCIJALNI ASPEKT . . . . .	19
4.1.4 OSTALO . . . . .	20
4.1.5 ZAKLJUČAK . . . . .	20
4.2 TRŽIŠTE OSIGURANJA . . . . .	20
4.2.1 TRŽIŠTE OSIGURANJA F BIH. . . . .	21
4.2.2 TRŽIŠTE OSIGURANJA R SRPSKE . . . . .	22
4.2.3 TRŽIŠTE OSIGURANJA BIH . . . . .	22
4.2.4 PREMIJA OSIGURANJA PO VRSTAMA . . . . .	23
4.2.5 PREMIJA REOSIGURANJA U BIH . . . . .	25
4.2.6 ZAKLJUČAK . . . . .	26
<b>5 OSTVARENJE PREMIJE I ŠTETA I PROVIZIJE REOSIGURANJA ZA 2016. GODINU . . . . .</b>	<b>28</b>
5.1 BRUTO PREMIJA REOSIGURANJA IZ ZEMLJE	28
5.2 BRUTO PREMIJA REOSIGURANJA IZ INOSTRANSTVA . . . . .	30
5.3 UKUPNA BRUTO PREMIJA REOSIGURANJA.	31
5.4 PREMIJA REOSIGURANJA PREDANA U RETROCESIJU . . . . .	32
5.5 PREMIJA REOSIGURANJA U SAMOPRIDRŽAJU	32
5.6 BRUTO ŠTETE REOSIGURANJA IZ ZEMLJE .	35
5.7 BRUTO ŠTETE REOSIGURANJA IZ INOSTRANSTVA . . . . .	35
5.8 UKUPNE BRUTO ŠTETE REOSIGURANJA . .	36
5.9 ŠTETE REOSIGURANJA PREDANE U RETROCESIJU . . . . .	36
5.10 ŠTETE REOSIGURANJA U SAMOPRIDRŽAJU	37
5.11 BRUTO PROVIZIJA REOSIGURANJA U ZEMLJI	40
5.12 BRUTO PROVIZIJA REOSIGURANJA U INOSTRANSTVU . . . . .	40
5.13 UKUPNA BRUTO PROVIZIJA REOSIGURANJA	40
5.14 PROVIZIJA IZ RETROCESIJE . . . . .	41
5.15 PROVIZIJA REOSIGURANJA U SAMOPRIDRŽAJU. . . . .	41
5.16 ZAKLJUČAK . . . . .	43

## CONTENT

<b>1 A WORD BY DIRECTOR . . . . .</b>	<b>7</b>
<b>2 GENERAL . . . . .</b>	<b>11</b>
<b>3 NOTES TO BOSNA RE 2016 ANNUAL REPORT . . . . .</b>	<b>13</b>
<b>4 BUSINESS ENVIRONMENT IN 2016 . . . . .</b>	<b>15</b>
4.1 GENERAL BUSINESS ENVIRONMENT AND ITS EFFECT ON BUSINESS OPERATIONS . . . . .	15
4.1.1 POLITICAL ASPECT . . . . .	16
4.1.2 ECONOMIC ASPECT . . . . .	18
4.1.3 SOCIAL ASPECT . . . . .	19
4.1.4 OTHER . . . . .	20
4.1.5 CONCLUSION. . . . .	20
4.2 THE INSURANCE MARKET. . . . .	20
4.2.1 F BIH INSURANCE MARKET . . . . .	21
4.2.2 THE REPUBLIC OF SRPSKA INSURANCE MARKET . . . . .	22
4.2.3 BIH INSURANCE MARKET . . . . .	22
4.2.4 INSURANCE PREMIUM PER LINES OF BUSINESS . . . . .	23
4.2.5 REINSURANCE PREMIUM IN BiH . . . . .	25
4.2.6 CONCLUSION. . . . .	26
<b>5 REINSURANCE PREMIUM, CLAIMS AND COMISSION RESULTS IN 2016 . . . . .</b>	<b>29</b>
5.1 GROSS REINSURANCE PREMIUM AT HOME. .	29
5.2 GROSS REINSURANCE PREMIUM EARNED ABROAD . . . . .	30
5.3 TOTAL GROSS REINSURANCE PREMIUM . .	31
5.4 REINSURANCE PREMIUM RETROCEDED . .	32
5.5 REINSURANCE PREMIUM SELF-RETAINED . .	32
5.6 REINSURANCE GROSS CLAIMS HOME . . . .	35
5.7 GROSS REINSURANCE CLAIMS ABROAD . . . .	35
5.8 TOTAL GROSS REINSURANCE CLAIMS . . . .	36
5.9 REINSURANCE CLAIMS RETROCEDED . . . .	36
5.10 REINSURANCE CLAIMS SELF-RETAINED . . .	37
5.11 GROSS REINSURANCE COMMISSION EARNED AT HOME . . . . .	40
5.12 GROSS REINSURANCE COMMISSION EARNED ABROAD. . . . .	40
5.13 TOTAL GROSS REINSURANCE COMMISSION .	40
5.14 RETROCESSION COMMISSION. . . . .	41
5.15 REINSURANCE COMMISSION SELF-RETAINED	41
5.16 CONCLUSION . . . . .	43

6	PLASMAN SLOBODNIH SREDSTAVA . . . . .	44
7	KADROVI . . . . .	48
8	OSTVARENJE PRIHODA I RASHODA REOSIGURANJA ZA 2015. GODINU . . . . .	50
8.1	PRIHODI . . . . .	52
8.2	RASHODI . . . . .	53
8.3	TEHNIČKE REZERVE . . . . .	56
8.4	KVOTA ŠTETA . . . . .	57
8.5	REZULTAT POSLOVANJA . . . . .	58
8.6	KAPITAL . . . . .	60
8.7	ZAKLJUČAK . . . . .	63
	FINANSIJSKI IZVJEŠTAJI ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA 2016. . . . .	64
6	FREE ASSETS PLACEMENT . . . . .	45
7	EMPLOYEES . . . . .	48
8	INCOME AND EXPENSES IN 2016 . . . . .	51
8.1	INCOME . . . . .	52
8.2	EXPENSES . . . . .	53
8.3	TECHNICAL RESERVES . . . . .	56
8.4	LOSS RATIO . . . . .	57
8.5	OPERATING RESULTS . . . . .	58
8.6	EQUITY . . . . .	60
8.7	CONCLUSION . . . . .	63
	FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2016 . . . . .	65

## 1 RIJEČ DIREKTORA

Još jedna poslovna godina je za nama i kratko ćemo se osvrnuti na nju. 2016. godina bi se mogla okarakterizirati kao obična, prosječna godina, koja je na kraju rezultirala za Bosna Re ostvarenjem planirane bruto premije i bruto dobiti, iako su se u njoj desile dvije nešto veće požarne štete, na prodajnim objektima Gadžo Komerc i Škafa. Oštara konkurenca na tržištu osiguranja kako u cijeloj BiH, tako i zasebno na tržištima osiguranja u Federaciji BiH i Republici Srpskoj, nastavila se, pa i pojavila osnivanjem dva nova društva u Republici Srpskoj i jednog novog društva u Federaciji BiH. Pojačana konkurenca bi u pravilu trebala donijeti korist osiguranicima, no bojimo se da je u velikoj mjeri konkurentnost postignuta obaranjem premija bez uzimanja u obzir pravila struke.



## 1 A WORD BY DIRECTOR

Another business year is behind us and we will overview it briefly. It could be described as ordinary, average year that at the end resulted in accomplishment of planned gross premium and gross profit despite occurrence of two, somewhat, larger fire damages to Gadzo Komerc and Skafa stores. Intense competition at the insurance market of BiH in a whole, as well as separately at the insurance markets of Federation of BiH and Republic of Srpska not only continued but additionally amplified by establishing two new insurance companies in Republic of Srpska and a new one in Federation of BiH. The increased competition would normally bring benefits to the insureds, but we are afraid that competitiveness is achieved through depreciation of the premium without considering the profession rules.

Politička situacija u BiH i nadalje nije povoljna za razvoj privrede, pa tako ni osiguranja. Trajno prisutna rasprava o pripadajućim nadležnostima onemogućava napredak u brojnim oblastima života, a poseban problem su predstavljale vruće teme koje su odvlačile svu energiju u neproaktivnom pravcu, poput pitanja pravnika ili tužbi na sudu u Hague. I u onim segmentima u kojima je postignut određeni napredak, stvarni ili samo formalni, kako-kad, bile su neophodne dorade, poput Zakona o radu u FBiH, a nakon Općeg kolektivnog ugovora, barem za granu financija, u 2016. nije dogovoren Granski kolektivni ugovor. Krajem prošle godine je pokrenut postupak donošenja novog zakona o osiguranju, čije donošenje je u nekoliko navrata bilo zaustavljeni u raznim fazama, ali je konačno donijet početkom 2017. i objavljen krajem mjeseca marta. I daljnja zakonodavna rješenja će biti donijeta uglavnom bez saglasnosti poslodavaca i sindikata, uz rješenost vlasti da ih donešu kao dio reformi, i jasnu podršku međunarodne zajednice. Pri tome, posebnu zabrinutost izazivaju najavljenе promjene poreskih odredbi i odredbi vezanih uz doprinose na plate.

Takva politička situacija je direktno utjecala i na stanje na tržištu osiguranja. Elektroprivreda BiH je skoro cijelu 2016. godinu i početak 2017. bila neosigurana u pogledu svoje imovine, što je posljedica političkih promjena iz ranijeg perioda, kao i odredbi Zakona o javnim nabavkama koji je postavljen kao najviši akt čiji značaj nadilazi opasnost od nastanka višemilionskih šteta. Direktna posljedica je nastavak pada premije po osiguranju od požara. Zastoji u izgradnji dijelova autoceste na koridoru Vc su prouzrokovali pad premije osiguranja za ostalu imovinu. Značajniji rast ostvaren je kod premije autoodgovornosti, te je određeni rast ostvaren u životnim osiguranjima, ali taj rast je znatno manji u odnosu na raniji period. Rast su zabilježile i premije osiguranja od nezgode (gdje je zbog očite nedostatnosti premije problem kvota šteta), zdravstveno osiguranje, auto kasko, te je ostvaren vrlo visok rast premije osiguranje kredita. Ipak, ukupan rast premije od 7,72% jeste ohrabrujući, posebno imajući u vidu okolnosti pod kojima djeluju društva za osiguranje u BiH.

Bosna reosiguranje je i 2016. godinu završila uspješno, uz dobit koja je nešto viša od planirane. No kretanja na tržištu i izostanak osiguranja EP BiH kao i gradevinskih radova utjecala je da je neto premija nešto niža od planirane (ostvarenje plana od 94,88%), dok je bruto premija na nivou planirane, no značajan broj fronting

The political situation in BiH is still unfavourable for the development of the economy and therefore for the development of the insurance industry. Continuously present discussion on relevant competences prevents improvement in many areas of life, particularly burning issues that dragged the energy in an unproductive direction, such as questions of holidays or lawsuits in Hague court. Even those segments that have shown a certain improvement, whether actual or merely formal, needed corrections such as FBiH Labour Law. After the adoption of General Collective Agreement, the Branch Collective Agreement for the financial sector has not been agreed in 2016. The procedure on enactment of a new act on insurance was started at the end of the previous year. Its adoption was suspended in several phases and was finally adopted at the beginning of 2017 and published at the end of March. Moreover, other legislative solutions will be made generally without a consent of employers and trade unions with determination of the authorities to pass them as a part of reforms with evident support of international community. At the same time, an issue of special concern is the announcement of changes in tax regulations and regulations relating to wages contributions.

Such a political situation directly influenced the insurance market. The property of Elektroprivreda BiH was uncovered during 2016 and at the beginning of 2017 as a result of political changes in previous period and due to provisions of Law on Public Procurement, which was imposed as supreme act that goes beyond any risk of occurrence of multimillion damages.

The immediate consequence was continued fall of premium in fire insurance. The delays in the construction of the parts of the highway on Corridor Vc caused the fall of insurance premium in other property. The significant growth was recorded in MTPL and to some extent in life insurance although the growth in life insurance was less than in the previous period. The growth is recorded in Accident Insurance (where obviously inadequate premiums result in problems with claims ratio), Health Insurance, Motor Hull Insurance and significant growth of premium in Credit Insurance. However, the total premium growth of 7.72% is encouraging particularly in a view of the circumstances under which the insurance companies in BiH operate.

Bosna reosiguranje finished 2016 successfully, with the profit that is a slightly higher than planned. But the market movements and the lack of EP BiH insurance as

pokrića mijenja značaj takve bruto premije. Stoga je bilo bitno zadržavanje bruto dobiti unutar planiranih veličina, što smo i ostvarili. Trgovanje našim dionicama je bilo samo između postojećih dioničara.

Kao i ranijih godina, naši rezultati u 2016. godini ostvareni su zalaganjem i radom naših cedenata, dioničara, Nadzornog odbora, odbora za reviziju, zaposlenih, stranih partnera, uz podršku prijatelja te prema propisima i pod kontrolom Agencije za nadzor osiguranja u FBiH i uz razmjenu mišljenja sa Agencijom za osiguranje u BiH i Agencijom za osiguranje Republike Srpske, kao i entitetskim udruženjima društava za osiguranje. Zahvaljujemo se svima njima na podršci u ostvarenju ovih rezultata, kao i Vama na interesovanju za ovaj naš izvještaj.

well as construction works, result in lower net premium than planned (plan realization of 94.88%), while gross premium is at the planned level. However, the number of fronting covers changes the significance of such gross premium. Therefore, it was important to maintain gross profit within planned parameters and we have achieved that goal. The trade of our shares was realized only among existing shareholders.

As in previous years, we have achieved the results in 2016 by dedication and efforts of our cedants, shareholders, Supervisory Board, Auditing Board, employees, foreign partners, with support of our friends and according to the regulations and under control of Insurance Supervisory Agency of FBiH and through exchange of opinions with insurance Agency of BiH and Insurance Agency of Republic of Srpska as well as with entities Associations of Insurance Companies. We thank them all for their support in achieving these results and we thank you who are interested in this Report.



Zlatan Filipović  
Direktor

Zlatan Filipović  
CEO

## 2 OPŠTI PODACI

1. **Pun naziv, sjedište Društva i broj telefona**  
Bosna Reosiguranje d.d.  
Sarajevo, Zmaja od Bosne br. 74  
Broj telefona: +387 33 72 55 00
2. **Naziv suda i broj rješenja iz sudskog registra:**  
Rješenje Općinskog suda u Sarajevu, broj 065-0-Reg-16-001599
3. **Poslovne banke i broj računa**
  - a) Intesa Sanpaolo banka d.d. Sarajevo, broj 1540011100374760
  - b) Raiffeisen bank d.d. Sarajevo, broj 1610000004490044
  - c) UniCredit Bank d.d. Mostar, broj 3383202250071664
4. **Matični broj - identifikacijski broj:**  
4200066680006
5. **Članovi Nadzornog odbora, Uprave, Odbora za reviziju i Revizorska kuća**
  - a) Nadzorni odbor:  
Hadžić Ismet, predsjednik  
Babić Enisa, član  
Karahmet Jasenko, član od 08.09.2016 - Milojević Dragan, član do 08.09.2016  
Kurtović Husnija, član  
Salčin Midhad, član
  - b) Uprava Bosna RE d.d.:  
Filipović Zlatan, direktor  
Delić Hasan, izvršni direktor za finansije
  - c) Odbor za reviziju:  
Kozarić Alma, predsjednik - Od 30.03.2016  
Muhović Edin, član - Od 08.09.2016  
Repak Semiha, član - Od 30.03.2016  
Prof. dr. Kešetović Izudin, predsjednik - Do 30.03.2016  
Idrizović Suad, član - Do 30.03.2016  
Terzić Midhat, član - Do 08.09.2016
  - d) Revizorska kuća:  
KPMG B-H d.o.o. Sarajevo

## 2 GENERAL

### 1. Name, Seat and Telephone Number of the Company

Bosna Reosiguranje d.d.  
Sarajevo, 74 Zmaja od Bosne Street  
Telephone: +387 33 72 55 00

### 2. The Court of Authority and Number of Court Register Decision:

The Decision of Municipal court in Sarajevo, No.  
065-0-Reg-16-001599

### 3. Commercial Banks and Accounts

- a) Intesa Sanpaolo banka d.d. Sarajevo, No.  
1540011100374760

- b) Raiffeisen bank d.d. Sarajevo, No.  
1610000004490044
- c) UniCredit Bank d.d. Mostar, No. 3383202250071664

### 4. Registration No. - Identification No: 4200066680006

### 5. The Members of Supervisory Board, Board of Directors, Auditing Board and Auditor

#### a) Supervisory Board:

Hadžić Ismet, Chairman  
Babić Enisa, Member  
Karahmet Jasenko, Member from 08 September 2016 - Milojević Dragan, Member until 08 September 2016  
Kurtović Husnija, Member  
Salčin Midhat, Member

*Note: The members of Supervisory Board are listed alphabetically*

#### b) Bosna RE Board of Directors:

Filipović Zlatan, Director  
Delić Hasan, Executive Director Finance

#### c) Auditing Board:

Kozarić Alma, Chairman - from 30 March 2016  
Muhović Edin, Member - from 08 September 2016  
Repak Semiha, Member - from 30 March 2016  
Prof. Dr. Kešetović Izudin, Chairman - until 30 March 2016  
Idrizović Suad, Member - until 30 March 2016  
Terzić Midhat, Member - until 08 September 2016

*Note: The members of Auditing Board are listed alphabetically*

#### d) Auditing Company:

KPMG B-H d.o.o. Sarajevo

### **3 NAPOMENE UZ IZVJEŠTAJ O RADU BOSNA RE DD ZA 2016. GODINU**

- a) Ovaj Izvještaj se temelji na tačnim i vjerodostojnim knjigovodstvenim podacima i računovodstvenim standardima koji važe za Federaciju BiH. Izvještaj je urađen u skladu sa obavezama iz člana 59. važećeg Statuta Bosna Reosiguranja d.d. Izvještaj je urađen od strane Uprave Bosna RE d.d.
- b) Reviziju finansijskog poslovanja obavila je revizorska kuća KPMG B-H d.o.o. Sarajevo.
- c) Izvještaj ove revizorske kuće objavljuje se posebno.
- d) U skladu sa odredbama Zakona i Statuta Bosna RE, Odbor za reviziju uradio je izvještaj, koji se posebno objavljuje.
- e) Delegati u Skupštini dioničara imaju sve Zakonom predviđene izvještaje za odlučivanje.



### **3 NOTES TO BOSNA RE 2016 ANNUAL REPORT**

- a. This Report is based on true and credible bookkeeping data and accounting standards in force in Federation of BiH. The Report is prepared in accordance with obligations arising out of Article 59 of Articles of Association of Bosna reosiguranje d.d. in force. The Report was prepared by the Management of Bosna RE d.d.
- b. The audit of financial operations was made by auditing company KPMG B-H d.o.o. Sarajevo.
- c. The report by this auditing company is published separately.
- d. Pursuant to Law regulations and Articles of Association of Bosna RE, the Auditing Board made a report, which is published separately.
- e. The shareholders' representatives at General Meeting have at disposal all reports stipulated by Law for decision-making.

## **4 POSLOVNO OKRUŽENJE U 2016. GODINI**

### **4.1 OPŠTE POSLOVNO OKRUŽENJE I UTICAJ OKRUŽENJA NA POSLOVANJE**

Poslovni ambijent u kome je Bosna RE poslovalo u periodu januar-decembar 2016. godine generalno se može okarakterisati kao ambijent sa naznakama određenih pozitivnih pomaka.

Privreda Bosne i Hercegovine uopšte a tržište osiguranja posebno počeli su pokazivati naznake nešto intenzivnijeg oporavka. Rast realnog BDP-a je prema podacima Agencije za statistiku BiH, u 2014. godini iznosio 1,05%. Prema podacima Centralne banke BiH ekonomski rast za 2015. godinu iznosio je 3,0%. Svjetska banka prognozira rast realnog GDP-a za 2016. godinu od 2,8% a za 2017. godinu prognoza iste institucije je nešto optimističnija i iznosi 3,2%. Prema podacima Agencije za statistiku BiH BDP je u drugom kvartalu 2016. godine porastao za 1,4% u odnosu na isti kvartal prethodne godine.



## 4 BUSINESS ENVIRONMENT IN 2016

### 4.1 GENERAL BUSINESS ENVIRONMENT AND ITS EFFECT ON BUSINESS OPERATIONS

The business environment that Bosna RE operates in the period January - December 2016 could be generally characterised as an environment of certain positive developments.

The economy of Bosnia and Herzegovina in general and insurance market particularly, is started to show hints of more intensive recovery. The growth or actual GDP, according to data issued by BiH Agency for Statistics, was 1.05% in 2014. According to data issued by Central Bank of BiH,

the economic growth was 3.0% in 2015. The World Bank forecasts growth of actual GDP of 2.8% in 2016 and the prognosis of 3.2 % by the same institution for 2017 is even more optimistic. According to data of BiH Agency for Statistics, GDP in second quarter of 2016 grew by 1.4% compared to the same quarter of previous year.

U narednoj Tabeli 1 dat je pregled kretanja GDP-a u BiH za period 2009.-2017. godina.

Stopa nezaposlenosti je i dalje izuzetno visoka i prelazi 40%.

Bosnu i Hercegovinu i dalje karakteriše teška politička situacija koja ima direktni uticaj i na ukupna ekonom-ska kretanja.

Jedan od najvećih problema poslovnog okruženja u BiH predstavlja nelikvidnost, prije svega državnih institucija na svim nivoima, pri čemu se taj problem onda lančano preljeva na čitavu privredu BiH uopšte a samim tim i na industriju osiguranja posebno.

Prethodno istaknuta nelikvidnost posebno utiče na rast dospjele a nenaplaćene premije osiguranja, a samim tim i reosiguranja što dodatno otežava poslovne procese.

#### 4.1.1 POLITIČKI ASPEKT

Politička situacija u BiH izuzetno je složena, što je posljedica s jedne strane ustavnog uređenja sa vrlo slabom centralnom vlašću, a s druge strane neefikasnosti vlada na svim nivoima kada je u pitanju kreiranje i provođenje mjera ekonomskih politika.

Situaciju dodatno usložnjavaju kontinuirane unutrašnjo-političke tenzije koje usporavaju reformske procese i onemogućavaju napredak društva a time i razvoj privrede.

Table 1 gives a survey of GDP trends for the period 2009 - 2017.

The unemployment rate is still very high and exceeds 40%.

Bosnia and Herzegovina is still characterized by difficult political situation that directly influences all economic trends.

One of the greatest concerns in BiH business environment is illiquidity of primarily state institutions at all levels resulting in chain overflowing of the same problem to BiH economy in general and consequently to insurance industry.

The mentioned illiquidity particularly affects the growth of due but unpaid insurance premium and consequently the reinsurance premium that additionally burden business activities.

#### 4.1.1 POLITICAL ASPECT

The political situation in BiH is extremely complex as a result of constitutional system with weak central government on one side, and inefficiency of all governmental levels in creation and implementation of economic measures, on the other side

The situation is additionally complicated by continuous internal political tensions that delay reform processes and disable development of the society and therefore the development of the economy.

	2009	2010	2011	2012	2013	2014	2015	2016	2017	Očekivanja   Expectation	Prognoza   Prognozis
Nominalni GDP (u milionima KM) <sup>1)</sup>   Nominal GDP (in million KM) <sup>1)</sup>	24.307	24.879	25.772	25.734	26.743	27.304	28.540	29.339	30.278		
Nominalni GDP (u milionima EUR)   Nominal GDP (in million EUR)	12.428	12.720	13.177	13.158	13.673	13.960	14.592	15.001	15.481		
Nominalni GDP (u milionima USD)   Nominal GDP (in million USD)	17.278	16.845	18.329	16.900	18.148	18.524	16.783	16.068	16.582		
GDP po stanovniku BiH (u KM) <sup>1)</sup>   GDP per capita BiH (in KM)	6.325	6.474	6.711	6.709	6.979	7.135	7.473	7.682	7.928		
GDP po stanovniku BiH (u EUR)   GDP per capita BiH (in EUR)	3.234	3.310	3.432	3.430	3.568	3.648	3.821	3.928	4.054		
GDP po stanovniku BiH (u USD)   GDP per capita BiH (in USD)	4.496	4.383	4.773	4.406	4.736	4.840	4.395	4.207	4.342		
Realni GDP (stopa rasta u %)   Real GDP (Growth Rate in %)	-2,70	0,84	0,96	-1,21	2,48	1,05	3,00	2,80	3,20		
Broj stanovnika (u hiljadama) <sup>1)</sup>   Population (in thousand)	3.843	3.843	3.840	3.836	3.832	3.827	3.819	3.819	3.819		
Prosječni godišnji kurs EUR/KM <sup>2)</sup>   Average Exchange Rate EUR/KM	1,95583	1,95583	1,95583	1,95583	1,95583	1,95583	1,95583	1,95583	1,95583		
Prosječni godišnji kurs KM/USD <sup>2)</sup>   Average Exchange Rate KM/USD	1,40680	1,47690	1,40610	1,52270	1,47360	1,47400	1,70050	1,82597	1,82597		

Prethodno navedeno za posljedicu ima sporost u donošenju regulative u skladu sa evropskim standardima što značajno usporava put Bosne i Hercegovine ka evropskim integracijama, iako odskora postoje i nešto pozitivnije vijesti o tome.

Nakon opštih izbora održanih u oktobru 2014. godine i okončanja procesa formiranja entitetskih i državne vlade u martu 2015. godine, te aktiviranja Sporazuma o stabilizaciji i pridruživanju u sklopu takozvane britansko-njemačke inicijative i usvajanja reformske agende na svim nivoima vlasti došlo je do ubrzanja reformskih procesa, što je za rezultat trebalo imati značajnije poboljšanje poslovnog ambijenta u relativno kratkom vremenskom razdoblju.

Parlamentarna većina na nivou BiH jedan duži period bila je stabilna a takav slučaj bio je i sa parlamentarnom većinom na nivou Federacije BiH i Republike Srpske.

Takav ambijent doveo je do nešto ubrzanijeg usvajanja reformskih zakona pri čemu izdvajamo konačno usvajanje novog Zakona o radu u Federaciji BiH i u Republici Srpskoj te usvajanje novog Opštег kolektivnog ugovora o radu za teritorij Federacije BiH i otpočinjanje procesa usaglašavanja granskih kolektivnih ugovora.

Sve navedeno rezultiralo je predajom aplikacije za članstvo BiH u EU do koje je došlo 15.02.2016. godine, usvajanjem prilagođene verzije trgovinskog dijela Sporazuma o stabilizaciji i pridruživanju 18.07.2016. godine, usvajanjem usaglašenog mehanizma koordinacije 17.08.2016. godine, potpisivanjem novog kreditnog aranžmana sa MMF-om 07.09.2016. godine u iznosu od EUR 553 miliona koji bi trebao aktivirati i druge međunarodne fondove a što bi dovelo do nešto relaksiranije atmosfere vezano za likvidnost državnih institucija a posljedično i privrede BiH te na koncu prihvatanja kao kredibilne aplikacije za članstvo u EU od strane EC 20.09.2016. godine.

Ove značajne pomake koje je BiH u relativno kratkom razdoblju napravila ka članstvu u EU na žalost u dobro mjeri je zasjenilo održavanje referendumu o neprovođenju Odluke Ustavnog Suda BiH o Danu Republike Srpske u Republici Srpskoj, bez obzira na zabranu donijetu od strane Ustavnog Suda BiH, te najava održavanja referendumu o Sudu i Tužilaštvu BiH u Republici Srpskoj. Političku situaciju dalje je zakomplikovala najava revizije tužbe BiH protiv Republike Srbije pred Međunarodnim Sudom u Hagu kao i obnavljanje tenzija u vezi sa "trećim entitetom".

All previously stated facts result in delay of enactment of laws in accordance to the European standards, which slows down Bosnia and Herzegovina route to the European integration, although there is some positive news about it.

After the general elections in October 2014, and constitution of entities and state governments in March 2015, and activation of the Stabilization and Association Agreement within so-called British-German initiative and adoption of Reform Agenda at all governmental levels, the reform processes were accelerated, which could result in significant improvement of business environment in relatively short period.

Parliamentary majority at BiH level was stable for a longer period and the same refers to parliamentary majority at the level of Federation of BiH and the Republic of Srpska.

Such environment enabled faster adoption of reform laws out of which we emphasize adoption of new Labour Act in Federation of BiH and the Republic of Srpska and adoption of new General Collective Agreement in Federation of BiH and commencement of harmonizing process for Branch Collective Agreements.

All stated facts resulted in submitting EU membership application of BiH on 15 February 2016, adopting of adjusted version of the trade section of Stabilisation and Association Agreement on 18 July 2016, adopting of adjusted coordination mechanism on 17 August 2016, signing of a new credit arrangement with IMF on 07 September 2016 in the amount of EUR 553 million that should activate other international funds and thus relax the situation relating to state institution liquidity and consequently the liquidity of BiH economy which finally resulted in acceptance of EU membership application as credible by European Community on 20 September 2016.

These significant steps that BiH made in relatively short period toward the EU membership was unfortunately greatly shadowed by holding referendum in disregard of decision of Constitutional Court of BiH referring to the Day of Republic of Srpska, regardless of interdiction brought by Constitutional Court of BiH, and announcement of new referendum on Court and Prosecutor's Office of BiH in Republic of Srpska. The political situation is additionally complicated with the announcement of revision of judgement in the lawsuit of Bosnia and Herzegovina against Republic of Serbia before the

I pored određenih pozitivnih pomaka, bez spuštanja političkih tenzija u Republici Srpskoj i u BiH generalno može se očekivati nastavak stagnacije u reformskim procesima što će opet imati negativan uticaj na privredne aktivnosti a time i na industriju osiguranja.

#### **4.1.2 EKONOMSKI ASPEKT**

Kada su u pitanju ekonomska kretanja u 2016. godini zabilježeno je sljedeće:

##### **Indeks industrijske proizvodnje:**

Pregled kretanja indeksa industrijske proizvodnje u BiH u 2016. godini dat je u Tabeli 2.

Tabela 2. pokazuje da industrijska proizvodnja u BiH u 12 mjeseci 2016. godine bilježi rast od 4,3% u odnosu na isti period prethodne godine.

##### **Indeks potrošačkih cijena (CPI):**

Pregled kretanja indeksa potrošačkih cijena u BiH u 2016. godini dat je u Tabeli 3.

Tabela 3. pokazuje da potrošačke cijene u BiH u 12 mjeseci 2016. godine bilježe pad od 1,1% u odnosu na isti period prethodne godine.

##### **Broj zaposlenih:**

Pregled broja zaposlenih i indeksa zaposlenosti u BiH u 2016. godini dati su u Tabeli 4.

Tabela 4. pokazuje da zaposlenost u BiH u 12 mjeseci 2016. godine bilježi rast od 2,2% u odnosu na isti period prethodne godine.

##### **Broj nezaposlenih:**

Pregled broja nezaposlenih i indeksa nezaposlenosti u BiH u 2016. godini dati su u Tabeli 5.

Tabela 5. pokazuje da nezaposlenost u BiH u 12 mjeseci 2016. godine bilježi pad od 3,8% u odnosu na isti period prethodne godine.

##### **Prosječne neto plate:**

Pregled neto plata i indeksa neto plata u BiH u 2016. godini dati su u Tabeli 6.

Tabela 6. pokazuje da su neto plate u BiH u 12. mjesecu 2016. godine veće za 2,7% u odnosu na prosjek prethodne godine, odnosno 1,3% veće u odnosu na isti mjesec prethodne godine.

##### **Spoljno-trgovinska razmjena:**

Kretanje izvoza i uvoza u BiH u 2016. godini dato je u Tabeli 7.

International Court of Justice in The Hague as well as continuation of tensions referring to “the third entity”.

Despite certain positive changes, without lowering political tensions in Republic of Srpska and BiH, we could generally expect further stagnation of reform processes that will negatively reflect to the economic activities and consequently to the insurance industry.

#### **4.1.2 ECONOMIC ASPECT**

Considering economic movements in 2015, we have recorded the following:

##### **Industrial production index:**

The Table 2 gives the review of movements in industrial production in BiH for 2016.

The Table 2 indicates the growth of industrial production in BiH for the twelve months of 2016 by 4.3% compared to the same period of previous year.

##### **Consumer Price Index (CPI):**

Consumer Price Index rates in BiH for 2016 are given in the Table 3.

The Table 3 indicates a fall of consumer prices in BiH for the twelve months of 2016 by 1.1% compared to the same period of previous year.

##### **Number of Employees:**

The review of the number of employees and employment index in BiH for 2016 is given in the Table 4.

The Table 4 shows an increase of the employment in BiH by 2.2% for the twelve months of 2016 compared to the same period of previous year.

##### **Number of Unemployed:**

The review of number of unemployed and unemployment index in BiH for 2016 is given in the Table 5.

The Table 5 shows a fall of unemployment in BiH by 3.8% for the twelve months of 2016 compared to the same period of previous year.

##### **Average Net Salaries:**

Net salaries and net salaries indices in BiH for 2016 are given in the Table 6.

The Table 6 indicates the growth of net salaries in BiH for the twelve months of 2016 by 2.7% compared to the average in previous year i.e. by 1.3% more than in the same month of the previous year.

##### **Foreign Trade Exchange:**

Export/Import ratio of BiH in 2016 is shown in the Table 7.

Tabela 7. pokazuje da indikatori spoljno-trgovinske razmjene BiH sa inostranstvom u posmatranom periodu bilježe pozitivna kretanja u smislu rasta izvoza od 4,8%, rasta uvoza od 1,8% i povećanja stope pokrivenosti uvoza izvozom od 2,91% u odnosu na isti period prethodne godine.

#### 4.1.3 SOCIJALNI ASPEKT

Jedan od osnovnih društvenih problema je visoka stopa nezaposlenosti, te se može konstatovati da entitetske vlade i dalje ne uspijevaju da se izbore sa ovim problemom i da učine značajnije aktivnosti koje bi vodile rješavanju ovog problema.

Veliki procenat stanovništva u BiH je ispod ili na rubu egzistencije što proizvodi konstantan pritisak na vlade, tako da se ogroman dio budžeta koristi za kupovinu socijalnog mira.

The Table 7 shows that indicators of foreign trade exchange between BiH and foreign countries in the reporting period records positive trends considering growth of export by 4.8%, growth of import by 1.8% and increase of import/export ratio by 2.91% compared to the same period of previous year.

#### 4.1.3 SOCIAL ASPECT

One of the crucial social problems is a very high rate of unemployment and it may be concluded that entities' authorities still have not succeeded to resolve this problem and undertake necessary activities that would lead to its solution.

A high percentage of BiH population is below or at the edge of existence, which result in constant pressure on the governments so that they use the bulk of the budget to provide social peace.

		Tabela 2   Table 2		
		XII 2016 XI 2016	XII 2016 XII 2015	I-XII 2016 I-XII 2015
BiH   BH		99,0%	107,3%	104,3%

		Tabela 3   Table 3		
		XII 2016 XI 2016	XII 2016 XII 2015	I-XII 2016 I-XII 2015
BiH   BH		100,0%	99,8%	98,9%

		Tabela 4   Table 4			
		Broj zaposlenih   Number of employed		Indexi   Indices	
		XII 2015	XII 2016	XII 2016 XI 2016	XII 2016 XII 2015
UKUPNO   TOTAL		715.425	737.954	99,9%	103,4%
					102,2%

		Tabela 5   Table 5			
		Broj nezaposlenih   Number of unemployed		Indexi   Indices	
		XII 2015	XII 2016	XII 2016 XI 2016	XII 2016 XII 2015
UKUPNO   TOTAL		537.568	510.022	99,8%	94,9%
					96,2%

		Tabela 6   Table 6			
		Prosječna neto plata   Average net salary		Indexi   Indices	
		XII 2016		XII 2016 XI 2016	XII 2016 XII 2015
UKUPNO   TOTAL		853		100,7%	101,3%
					102,7%

		Tabela 7   Table 7				Stopa pokrivenosti uvoza izvozom %   Import-export coverage rate %			
		Izvoz   Export		Uvoz   Import		Izvoz   Export	Uvoz   Import	Stopa pokrivenosti uvoza izvozom %   Import-export coverage rate %	
		2015	2016	2015	2016	2016 2015	2016 2015	2015	2016
I-XII 2016 I-XII 2015		8.987.314	9.416.616	15.851.863	16.139.326	104,8%	101,8%	56,7%	58,3%
UKUPNO   TOTAL									

Prema podacima sindikalnih organizacija u BiH potrošačka korpa u BiH u decembru 2015. godine iznosila je za četveročlanu porodicu nešto više od 1.800 KM, dok je prosječno isplaćena neto plata u BiH u istom mjesecu iznosila 830 KM.

Podatak da je prosječno isplaćena plata u decembru 2015. godine pokrivala svega 46% potrošačke korpe jasno oslikava socijalno stanje stanovništva u BiH.

Ovakvo socijalno stanje stanovništva u BiH bitno utiče na njegovu potrošačku moć što se posljedično prenosi na industriju osiguranja u BiH, jer osiguranje najčešće predstavlja jednu od zadnjih stavki u prioritetima stanovništva.

#### **4.1.4 OSTALO**

Kao rezultat svojih analiza, 11.03.2016. godine, Standard & Poor's potvrdila je BiH suvereni kreditni rejting "B" sa stabilnim izgledom. Ranije, u februaru 2016. godine je i Moody's Investors Service potvrdila BiH suvereni kreditni rejting B3 sa stabilnim izgledima.

#### **4.1.5 ZAKLJUČAK**

Većina ekonomskih indikatora u posmatranom periodu, sa izuzetkom indeksa potrošačkih cijena, bilježi blago pozitivne trendove što je vjerovatno posljedica početka oporavka privrede BiH od dugotrajne ekonomske krize i jednim dijelom je vjerovatno reakcija privrede na pozitivne političke signale iz 2015. i prva tri tromjesečja 2016. godine.

Kontinuitet i ubrzanje u prethodno pomenutim ekonomskim trendovima doveo bi do postepene izmjene u socijalnoj slici stanovništva BiH.

Mora se, na žalost, konstatovati da ključni problem u BiH i dalje predstavlja nestabilna politička situacija. Nastavak ovakve političke situacije mogao bi bitno negativno uticati i na pozitivan ekonomski i socijalni aspekt iz 2016. godine i u 2017. godini Bosnu i Hercegovinu vratiti u stanje ekonomske i socijalne stagnacije.

### **4.2 TRŽIŠTE OSIGURANJA**

Na tržištu osiguranja Bosne i Hercegovine u 12 mjeseci 2016. godine poslovalo je 27 društva za osiguranje i jedno društvo za reosiguranje.

Od navedenog broja 13 društava za osiguranje registrovano je sa sjedištem u Federaciji BiH a 14 društava za osiguranje registrovano je sa sjedištem u R Srpskoj.

According to information issued by trade union organizations in BiH, the consumer basket for the family of four amounted more than BAM 1.800 in December 2015, while the average net salary paid for the same month amounted BAM 830.

The fact that the average salary paid in December 2015 covers only 46% of the consumer basket clearly reflects the social position of BiH population.

Such a social position of BiH population significantly affects its spending power, which consequently transfers to the insurance industry in BiH, because the insurance cover is usually one of the last items in the priorities of the population.

#### **4.1.4 OTHER**

As a result of its analysis, the Standard&Poor's affirmed BiH sovereign credit rating B with stable outlook on 11 March 2016. Earlier in February 2016, Moody's Investors Service confirmed BiH sovereign credit rating B3 with stable outlook.

#### **4.1.5 CONCLUSION**

The most of economic indicators in the reporting period, with the exception of the consumer price index, recorded slightly positive trends, probably as a result of the beginning of BiH economy recovery after long-lasting economic crisis and partially as a reaction of the economy to the positive political signals from 2015 and first quarter of 2016.

The continuity and acceleration of the above-mentioned economic trends would lead to on-going changes in social picture of BiH population.

However, it must be concluded that key problem in BiH remains unstable political situation. The continuation of this political situation could have significantly negative effect to positive economic and social aspect from 2016 and in 2017 return Bosnia and Herzegovina to economic and social stagnation.

### **4.2 THE INSURANCE MARKET**

The insurance market in Bosnia and Herzegovina comprised 27 insurance companies and 1 reinsurance company in 2016.

Thirteen out of the number of mentioned insurance companies are registered in Federation of BiH and fourteen are registered in the Republic of Srpska.

Sva društva za osiguranje registrovana u F BiH, osim dva, istovremeno su registrovana i za poslovanje u R Srpskoj

Od 14 društava za osiguranje registrovanih u R Srpskoj 7 društava je istovremeno registrovano za poslovanje u F BiH.

Opšte stanje tržišta osiguranja BiH može se dobro ilustrovati Tabelom 8 omjerom BDP-a i premije osiguranja u BiH koja slijedi a koja pokazuje da premija osiguranja u BiH per capita kontinuirano raste ali je još uvek ispod EUR 100.

#### 4.2.1 TRŽIŠTE OSIGURANJA F BIH

Ukupna premija osiguranja ostvarena od strane društava za osiguranje sa sjedištem u F BiH za 12 mjeseci 2016. godine iznosila je KM 446.663.683 i veća je za 7,03% od iste ostvarene u istom periodu prethodne godine.

Od prethodno navedene premije 76% otpada na neživotna osiguranja dok 24% otpada na životna osiguranja.

Premija neživotnih vrsta osiguranja društava registrovanih u F BiH ostvarila je rast od 8,39% dok je premija životnih vrsta osiguranja ostvarila rast od 3,00% u odnosu na isti period prethodne godine.

Od 13 društava za osiguranje registrovanih u Federaciji BiH njih 11 je ostvarilo rast ukupnog premijskog prihoda u odnosu na isti period prethodne godine dok su 2 društva zabilježila pad ukupnog premijskog prihoda u odnosu na isti period prethodne godine.

Društva za osiguranje registrovana u Federaciji BiH na teritoriji Federacije BiH ostvarila su za 12 mjeseci 2016. godine premijski prihod od KM 404.243.112 ili 91% i to sa indeksom 107,20 u odnosu na isti period prethodne

All insurance companies registered in Federation of BiH, with the exception of two companies, are at the same time registered for the business operations in the Republic of Srpska.

Seven out of fourteen companies registered in the Republic of Srpska are at the same time registered for the business operations in the Federation of BiH.

The general situation in BiH insurance market can be well illustrated in the Table 8 presenting GDP and insurance premium ratio that shows that insurance premium per capita in BiH continuously grow, but is still under EUR 100.

#### 4.2.1 F BIH INSURANCE MARKET

The total insurance premium recorded by the companies registered in F BiH for the twelve months of 2016 amounted BAM 446,663,683 that is by 7.03% more than the insurance premium recorded for the same period of previous year.

Seventy six percent of mentioned premium is recorded in non-life insurance and 24% in life insurance.

The premium in non-life insurance realized by the companies registered in F BiH recorded a growth of 8.39% while the life insurance premium recorded a growth of 3.00% compared to the same period of the previous year.

The eleven out of thirteen insurance companies registered in Federation of BiH recorded the growth of total premium income compared to the same period of previous year while two companies recorded a fall of total premium income compared to the same period of previous year.

In 2016, the insurance companies registered in Federation of BiH recorded a premium income of BAM

Tabela 8 | Table 8

PREMIJA OSIGURANJA U ODNOSU NA BDP I PREMILA OSIGURANJA PER CAPITA   INSURANCE PREMIUM IN RELATION TO GDP AND INSURANCE PREMIUM PER CAPITA						Plan   Plan
Godina   Year	2012	2013	2014	2015	2016	2017
BDP u KM mio   GDP in KM mio	25.734,00	26.743,00	27.304,00	28.540,00	29.339,12	30.277,97
Premija osiguranja u KM   Insurance Premium in KM	505.141.014	527.031.550	562.116.983	588.625.271	634.057.167	673.021.682
Premija u % od GDP   Premium in % of GDP	1,96%	1,97%	2,06%	2,06%	2,16%	2,22%
Premija per capita (u KM)   Premium per capita (in KM)	131,68	137,53	146,88	154,13	166,03	176,23
BDP u EUR mio   GDP in EUR mio	13.158	13.673	13.960	14.592	15.001	15.481
Premija osiguranja u EUR   Insurance Premium in EUR	258.274.499	269.466.953	287.405.850	300.959.322	324.188.282	344.110.522
Premija u % od GDP   Premium in % of GDP	1,96%	1,97%	2,06%	2,06%	2,16%	2,22%
Premija per capita (u EUR)   Premium per capita (in EUR)	67,33	70,32	75,10	78,81	84,89	90,10
BROJ STANOVNika U HILJADAMA   POPULATION IN THOUSAND	3.836	3.832	3.827	3.819	3.819	3.819
PROSJEČNI KURS EUR   AVERAGE EXCHANGE RATE OF EUR	1,95583	1,95583	1,95583	1,95583	1,95583	1,95583

godine dok su na tržištu osiguranja Republike Srpske ostvarila ukupan premijski prihod od KM 42.420.571 ili 9% i to sa indeksom 105,44 u odnosu na isti period prethodne godine.

#### **4.2.2 TRŽIŠTE OSIGURANJA R SRPSKE**

Ukupna premija osiguranja ostvarena od strane društava za osiguranje sa sjedištem u R Srpskoj za 12 mjeseci 2016. godine iznosila je KM 187.393.485 i veća je za 9,40% od iste ostvarene u istom periodu prethodne godine.

Od prethodno navedene premije 89% otpada na neživotna osiguranja dok 11% otpada na životna osiguranja.

Premija neživotnih vrsta osiguranja društava registrovanih u R Srpskoj ostvarila je rast od 8,84% dok je premija životnih vrsta osiguranja ostvarila rast od 14,05% u odnosu na isti period prethodne godine.

Od 14 društava za osiguranje registrovanih u R Srpskoj njih 12 je ostvarilo rast ukupnog premijskog prihoda u odnosu na isti period prethodne godine dok su 2 društva zabilježila pad ukupnog premijskog prihoda u odnosu na isti period prethodne godine.

Društva za osiguranje registrovana u R Srpskoj na teritoriji R Srpske ostvarila su za 12 mjeseci 2016. godine premijski prihod od KM 155.728.378 ili 83% i to sa indeksom 109,28 u odnosu na isti period prethodne godine dok su na tržištu osiguranja Federacije BiH ostvarila ukupan premijski prihod od KM 31.665.107 ili 17% i to sa indeksom 109,99 u odnosu na isti period prethodne godine.

#### **4.2.3 TRŽIŠTE OSIGURANJA BIH**

Ukupna premija osiguranja ostvarena u Bosni i Hercegovini za 12 mjeseci 2016. godine iznosila je KM 634.057.167 i veća je za 7,72% od iste ostvarene u istom periodu prethodne godine.

Od prethodno navedene premije 80% otpada na neživotna osiguranja dok 20% otpada na životna osiguranja.

Premija neživotnih vrsta osiguranja ostvarila je rast od 8,54% dok je premija životnih vrsta osiguranja ostvarila rast od 4,64% u odnosu na isti period prethodne godine.

404,243,112 or 91% with index of 107.20 compared to the same period of previous year while at the insurance market of the Republic of Srpska they recorded the total premium income in the amount of BAM 42,420,571 or 9% with index of 105.44 compared to the same period of previous year.

#### **4.2.2 THE REPUBLIC OF SRPSKA INSURANCE MARKET**

The total insurance premium realized by insurance companies registered in the Republic of Srpska for the twelve months of 2016 amounted BAM 187,393,485 that is by 9.40% more than recorded in the same period of previous year.

The participation of non-life insurance in the total premium is 89% and of life insurance 11%.

The companies registered in the Republic of Srpska recorded a growth of non-life insurance premium of 8.84% while life insurance premium recorded a growth of 14.05% compared to the same period of previous year.

The twelve out of 14 insurance companies registered in the Republic of Srpska recorded a growth of total premium income compared to the same period of previous year, while two companies recorded a fall of total premium income compared to the same period of previous year.

The insurance companies registered in the Republic of Srpska recorded in 2016 a premium income of BAM 155,728,378 or 83% with index of 109.28 at the territory of the R of Srpska compared to the same period of previous year, while at the insurance market of Federation of BiH they recorded total premium income of BAM 31,665,107 or 17% with index of 109.99 compared to the same period of previous year.

#### **4.2.3 BIH INSURANCE MARKET**

The total insurance premium realized in Bosnia and Herzegovina for the twelve months of 2016 amounted BAM 634,057,167 and is by 7.72% more than recorded in the same period of the previous year.

The participation of non-life insurance in stated total premium is 80% and of life insurance is 20%.

The premium of non-life insurance recorded a growth of 8.54% while the premium of life insurance recorded a growth of 4.64% compared to the same period of previous year.

Od 27 društava za osiguranje registrovanih u BiH njih 23 je ostvarilo rast ukupnog premijskog prihoda u odnosu na isti period prethodne godine dok je 4 društava zabilježilo pad ukupnog premijskog prihoda u odnosu na isti period prethodne godine.

Od prethodno navedenog ukupnog premijskog prihoda u Bosni i Hercegovini za 12 mjeseci 2016. godine na tržištu osiguranja Federacije BiH ostvareno je KM 435.908.218 ili 69% i to sa indeksom 107,40 u odnosu na isti period prethodne godine dok je na tržištu osiguranja R Srpske ostvareno KM 198.148.949 ili 31% i to sa indeksom 108,43 u odnosu na isti period prethodne godine.

#### 4.2.4 PREMJA OSIGURANJA PO VRSTAMA

Posmatrano po vrstama osiguranja ukupan premijski prihod neživotnih osiguranja društava za osiguranje registrovanih u Federaciji BiH za 12 mjeseci 2016. godine porastao je za 8,39% dok je premijski prihod životnih vrsta osiguranja porastao za 3,00%. Rast premijskog prihoda zabilježen je po vrstama 01, 02, 03, 04, 07, 10, 12, 14, 16, 18 i 19 dok je pad premijskog prihoda zabilježen po vrstama 05, 06, 08, 09, 11, 13, 15 i 17.

Posmatrano po vrstama osiguranja ukupan premijski prihod neživotnih osiguranja društava za osiguranje registrovanih u R Srpskoj za 12 mjeseci 2016. godine porastao je za 8,84% dok je premijski prihod životnih vrsta osiguranja porastao za 14,05%. Rast premijskog prihoda zabilježen je po vrstama 01, 02, 03, 10, 12, 13, 15, 16, 18 i 19 dok je pad premijskog prihoda zabilježen po vrstama 06, 07, 08, 09, 11 i 14.

Posmatrano po vrstama osiguranja ukupan premijski prihod neživotnih osiguranja u BiH za 12 mjeseci 2016. godine porastao je za 8,54% dok je premijski prihod životnih vrsta osiguranja porastao za 4,64%. Rast premijskog prihoda zabilježen je po vrstama 01, 02, 03, 04, 07, 10, 12, 13, 14, 15, 16, 18 i 19 dok je pad premijskog prihoda zabilježen po vrstama 05, 06, 08, 09, 11, i 17.

Sa stanovišta Bosna RE indikativan je pad premijskog prihoda po vrstama 08 i 09 na tržištu BiH a posebno kod društava za osiguranje registrovanih u Federaciji BiH. Naime navedene vrste osiguranja i društva za osiguranje registrovana u Federaciji BiH predstavljaju glavno tržište za Bosna RE. Stoga u narednoj Tabeli 9 izdvojeno prikazujemo kretanje premije osiguranja po navedenim vrstama osiguranja.

Twenty-three out of 27 insurance companies registered in BiH recorded a growth of total premium income compared to the same period of previous year, while four companies recorded a fall of total premium income compared to the same period of previous year.

In total premium income recorded in Bosnia and Herzegovina for the twelve months of 2016, the premium in the amount of BAM 435,908,218 or 69% with index of 107.40 compared to the same period of previous year, was recorded at the insurance market of Federation of BiH, while the premium in the amount of BAM 198,148,949 or 31% with index of 108.43 compared to the same period of previous year, was recorded at the insurance market of the Republic of Srpska.

#### 4.2.4 INSURANCE PREMIUM PER LINES OF BUSINESS

Considering the lines of insurance business, the total premium income in non-life insurance recorded by the insurance companies registered in the Federation of BiH increased in 2016 by 8.39% and in life insurance by 3.00%. The growth of premium income was recorded for the lines 01, 02, 03, 04, 07, 10, 12, 14, 16, 18 and 19. The fall in the premium income was recorded for the lines 05, 06, 08, 09, 11, 13, 15 and 17.

Considering the lines of insurance business, the total premium income in non-life insurance recorded by the insurance companies in the Republic of Srpska increased in 2016 by 8.84% while total premium income in life insurance lines increased by 14.05%. The growth of premium income was recorded in the lines 01, 02, 03, 10, 12, 13, 15, 16, 18 and 19 while the fall of the premium income was recorded in the lines 06, 07, 08, 09, 11 and 14.

Considering the lines of insurance business, the insurance premium income in BiH in non-life insurance for 2016 increased by 8.54%, while premium income in life insurance increased by 4.64%. The growth in premium income was recorded in the lines 01, 02, 03, 04, 07, 10, 12, 13, 14, 15, 16, 18 and 19 while the fall of premium income was recorded in the lines 05, 06, 08, 09, 11, and 17.

From Bosna RE's point of view, a fall of premium income per lines 08 and 09 at BiH market is indicative, particularly in case of insurance companies registered in the Federation of Bosnia and Herzegovina. In fact, the mentioned insurance lines and insurance companies registered in the Federation of BiH are the main Bosna RE's market. Therefore, the following Table 9 separately illustrate the results of insurance premium per insurance lines we have mentioned.

Tabela 9   Table 9									
	2015 I-XII			2016 I-XII			Indeks   Index I-XII		
	F BiH	R Srpska	Ukupno   Total	F BiH	R Srpska	Ukupno   Total	F BiH	R Srpska	Ukupno   Total
8 Osiguranje imovine od požara   8 Fire and Other Perils	21.226.515	6.514.235	27.740.750	19.700.650	6.320.524	26.021.174	92,81	97,03	93,80
9 Osig.od ostalih šteta na imovini   9 Property Other	17.707.855	12.776.740	30.484.595	15.510.025	11.601.584	27.111.610	87,59	90,80	88,94
<b>UKUPNO   TOTAL</b>	<b>38.934.370</b>	<b>19.290.975</b>	<b>58.225.346</b>	<b>35.210.676</b>	<b>17.922.108</b>	<b>53.132.784</b>	<b>90,44</b>	<b>92,90</b>	<b>91,25</b>

Iz prethodne tabele vidljivo je da je po navedenim vrstama osiguranja za 12 mjeseci 2016. godine kod društava registrovanih sa sjedištem u Federaciji BiH zabilježen pad premijskog prihoda od 9,56% ili KM 3.723.695 dok je na tržištu BiH zabilježen pad premijskog prihoda od 8,75% ili KM 5.092.562 u odnosu na isti period prethodne godine. Glavnina rasta premijskog prihoda kako kod društava registrovanih sa sjedištem u Federaciji BiH tako i na čitavom tržištu BiH ostvarena je iz osnova rasta premijskog prihoda na obaveznom osiguranju automobilske odgovornosti i to sa indeksom od 109,80 za cijelo tržište BiH što u apsolutnom broju predstavlja rast od KM 28.495.853 dok je glavnina ostatka rasta tržišta ostvarena na vrsti osiguranja kredita i to u apsolutnom iznosu od KM 9.641.386. U narednoj Tabeli 10 dat je uporedni pregled tržišta osiguranja BiH za 2015. i 2016. godinu.

The table above clearly indicates that in 2016, the companies registered in the Federation of BiH recorded a fall of premium income of 9.56% or BAM 3,723,695 while BiH market recorded a fall of premium income of 8.75% or BAM 5,092,562 compared to the same period of previous year. The great part of the growth of premium income both of the companies registered in the Federation of BiH and those at the entire market of BiH, is a result of the growth of premium income from compulsory MTPL with index of 109.80 for the entire BiH market that in absolute number presents a growth of BAM 28,495,853, while the majority of remaining market growth was recorded in credit insurance line in the absolute amount of BAM 9,641,386. The Table 10 gives comparative review of BiH insurance market in 2015 and 2016.

Tabela 10   Table 10									
	31/12/2016			31/12/2015			Indeks   Index	31/12/2016	31/12/2015
	Pr. neživot	Pr. život	Ukupno	Pr. neživot	Pr. život	Ukupno	Neživot	Život	Ukupno
<b>FEDERACIJA BIH   FEDERATION BH</b>									
<b>UKUPNO   TOTAL</b>	<b>338.264.080</b>	<b>108.399.603</b>	<b>446.663.683</b>	<b>312.091.455</b>	<b>105.237.950</b>	<b>417.329.404</b>	<b>108,39</b>	<b>103,00</b>	<b>107,03</b>
Ostvareno u R Srpskoj   Realized in R Srpska	28.420.073	14.000.498	42.420.571	27.243.385	12.989.971	40.233.356	104,32	107,78	105,44
Ukupno bez premije iz R Srpske   Total without premium realized in R Srpska	309.844.006	94.399.105	404.243.112	284.848.070	92.247.978	377.096.048	108,78	102,33	107,20
Društva iz RS ostvarila u F BiH   Companies from R Srpska realized in F BH	29.477.903	2.187.204	31.665.107	28.050.727	739.442	28.790.169	105,09	295,79	109,99
Ukupno tržište F BiH   Federation BH market-Total	339.321.909	96.586.309	435.908.218	312.898.797	92.987.421	405.886.217	108,44	103,87	107,40
<b>R SRPSKA   R SRPSKA</b>									
<b>UKUPNO   TOTAL</b>	<b>166.527.671</b>	<b>20.865.814</b>	<b>187.393.485</b>	<b>153.000.391</b>	<b>18.295.476</b>	<b>171.295.867</b>	<b>108,84</b>	<b>114,05</b>	<b>109,40</b>
Ostvareno u F BiH   Realized in Federation BH	29.477.903	2.187.204	31.665.107	28.050.727	739.442	28.790.169	105,09	295,79	109,99
Ukupno bez premije iz F BiH   Total without premium realized in Federation BH	137.049.768	18.678.610	155.728.378	124.949.664	17.556.034	142.505.698	109,68	106,39	109,28
Društva iz F BiH ostvarila u RS   Companies from Federation BH realized in R Srpska	28.420.073	14.000.498	42.420.571	27.243.385	12.989.971	40.233.356	104,32	107,78	105,44
Ukupno tržište R Srpske   R Srpska market-Total	165.469.841	32.679.108	198.148.949	152.193.049	30.546.005	182.739.054	108,72	106,98	108,43
<b>SVEUKUPNO BIH   OVERALL BH</b>	<b>504.791.750</b>	<b>129.265.417</b>	<b>634.057.167</b>	<b>465.091.845</b>	<b>123.533.426</b>	<b>588.625.271</b>	<b>108,54</b>	<b>104,64</b>	<b>107,72</b>

#### 4.2.5 PREMJA REOSIGURANJA U BIH

Bosna RE je preko izvještaja Agencije za osiguranje BiH u posljednje dvije godine imala podatak o premiji reosiguranja u BiH, na žalost sa zakašnjenjem, tako da za sada imamo podatke za period 2012.-2015. godina. Pregled tih podataka dat je u Tabeli 11 i na Grafikonu 1 koji slijede.

Iz Tabele 11 vidljivo je da se na žalost premija reosiguranja u BiH u periodu 2012.-2014. godina kontinuirano smanjivala te da je sa KM 73,3 miliona koliko je iznosila u 2012. godini pala na KM 60,9 miliona koliko je iznosila u 2014. godini.

Smanjenje premije reosiguranja vjerovatno je posljedica ekonomске krize koja je u posmatranim godinama pogodila BiH što je za rezultat imalo štednju i smanjenje troškova u osiguravajućim društvima što na žalost nije zaobišlo i "štednju" na premiji reosiguranja. Podaci

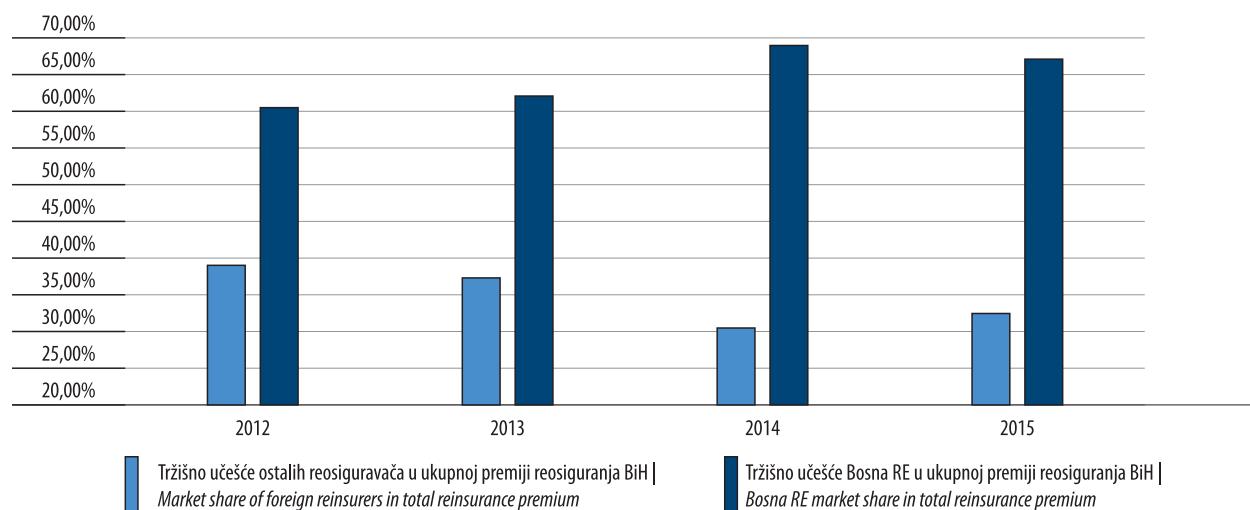
#### 4.2.5 REINSURANCE PREMIUM IN BIH

In the last two years, Bosna RE gathers data on reinsurance premium in BiH from the Report issued by BiH Insurance Agency so that we, although with a delay, give the data for the period 2012 - 2015. The review of those data is given in the Table 11 and the Graph 1 as follows.

The presented Table clearly shows that, unfortunately, the reinsurance premium in BiH for the period of 2012-2014 continuously decreased from BAM 73.3 million in 2012 to BAM 60.9 million in 2014.

A decrease of reinsurance premium is probably a consequence of economic crisis that in period concerned affected BiH and resulted in reduction of costs and expenditures of insurance companies, which consequently resulted in reduction of costs for reinsurance premium. The data imply that reinsurance premium

TRŽIŠTE REOSIGURANJA BIH | BH REINSURANCE MARKET



Grafikon 1 | Graph 1

PREMJA REOSIGURANJA U BIH | REINSURANCE PREMIUM BH

	2012	2013	2014	2015
Premija osiguranja u BiH   Insurance premium BH	505.141.013	527.031.550	562.116.983	588.625.271
Premija reosiguranja u BiH koju je realizovala Bosna RE   Reinsurance premium in BH realized by Bosna RE	44.490.007	42.389.434	42.220.043	42.856.959
Premija reosiguranja u BiH koju su realizirali inozemni reosiguravači <sup>1)</sup>   Reinsurance premium in BH realized by foreign reinsurers	28.815.492	25.558.328	18.669.044	20.787.568
Ukupna premija reosiguranja ostvarena u BiH   Total reinsurance premium realized in BH	73.305.499	67.947.762	60.889.087	63.644.527
Udio ukupne premije reosiguranja u ukupnoj premiji osiguranja   Reinsurance premium in relation to insurance premium	14,51%	12,89%	10,83%	10,81%
Tržišno učešće Bosna RE u ukupnoj premiji reosiguranja BiH   Bosna RE market share in total reinsurance premium	60,69%	62,39%	69,34%	67,34%
Tržišno učešće ostalih reosiguravača u ukupnoj premiji reosiguranja BiH   Market share of foreign reinsurers in total reinsurance premium	39,31%	37,61%	30,66%	32,66%

Tabela 11 | Table 11

pokazuju da je premija reosiguranja na žalost padala u periodu u kojem je premija osiguranja rasla. Prethodna tabela opovrgava i tezu o Bosna RE kao "monopolisti" na tržištu reosiguranja BiH.

U 2015. godini premija reosiguranja u BiH je prvi put poslije 2 godine zabilježila rast od 4,5% u odnosu na 2014. godinu.

Sa druge strane podaci pokazuju da je Bosna RE i pored 13% pada premije reosiguranja u posmatranom periodu 2012.-2015. godina uspjela zadržati na domaćem tržištu stabilan premijski prihod i povećati tržišno učešće sa 60,69% koliko je ono iznosilo u 2012. godini na 67,34% koliko je ono iznosilo u 2015. godini te da je i Bosna RE u 2015. godini u skladu sa kretanjem ukupne premije reosiguranja zabilježila rast premije reosiguranja na domaćem tržištu reosiguranja.

Podaci o premiji reosiguranja u BiH za 2016. godinu još uvijek nisu dostupni.

Ipak, ukoliko se prepostavi da je ekonomija BiH krenula u snažniji rast i da će se trend rasta premije reosiguranja nastaviti te da će se učešće ukupne premije reosiguranja u premiji osiguranja u 2016. godini zadržati na nivou od 10,81% koliko je iznosilo u 2015. godini očekujemo da je Bosna RE u 2016. godini zadržala najmanje jednak učešće u ukupnoj premiji reosiguranja u BiH kakvo je imala u 2015. godini.

#### 4.2.6 ZAKLJUČAK

Ukupna premija osiguranja u BiH uopšte, a kod društava za osiguranje registrovanih u Federaciji BiH posebno, rasla je prije svega zahvaljujući rastu premije na obveznom osiguranju automobilske odgovornosti i rastu premije osiguranja kredita i taj rast je uspio kompenzirati generalan pad premijskog prihoda prije svega imovinskih vrsta osiguranja.

Značajan rast premijskog prihoda kod društava za osiguranje registrovanih u Federaciji BiH prije svega je posljedica dosljedne primjene bonus-malus sistema čije efekte u punom smislu riječi tržište osiguranja osjeti u ovoj 2016. godini.

Pad premijskog prihoda imovinskih vrsta osiguranja prije svega je posljedica činjenice da prema informacijama kojima raspolažemo imovina Elektroprivrede d.d., BiH od 01.04.2016. godine uopšte nije osigurana što predstavlja paradoks ukupnih odnosa u javnom sektoru u BiH.

inappropriately decreased in the period when the insurance premium grew. The above table also denies the judgment of Bosna RE as a "monopolist" at the reinsurance market of BiH.

For the first time in the last two years, the reinsurance premium in BiH in 2015 recorded a growth of 4.5% compared to 2014.

On the other side, data show that Bosna RE, despite the fall of reinsurance premium by 13% in the period concerned, succeeded to keep stable premium income at the domestic market and increase a market participation from 60.69% in 2012 to 67.34% in 2015 and that Bosna RE, according to total reinsurance premium trends, also recorded a growth of reinsurance premium at the domestic reinsurance market.

Data on reinsurance premium in BiH in 2016 are not still available.

However, with the presumption that BiH economy started more intense growth and that the reinsurance premium will continue to grow and that participation of the reinsurance premium in the insurance premium in 2016 will remain at the level of 10.81% recorded in 2015, we expect Bosna RE to keep at least the same participation in total reinsurance premium in BiH for 2016 as it had in 2015.

#### 4.2.6 CONCLUSION

The total insurance premium in BiH in general, and particularly in insurance companies registered in Federation of BiH, grew primarily due to the growth of premium in MTPL contemporary insurance and increase of premium in credit insurance and that increase managed to compensate general fall in premium income particularly of property insurance lines.

The significant premium income of the insurance companies registered in the Federation of BiH is probably a result of continued application of bonus-malus system that will show its full effects in 2016.

The fall of premium income in property insurance lines is primarily a consequence that, according to the available information, the property of Elektroprivreda dd BiH has not been covered since 01 April 2016, which illustrates absurdity of relations in public sector of BiH.

According to information from the market that we get from our cedants, the unfair competition intensified by the presence of the company from one entity at the market of the other does not abate. Insufficient control

Prema informacijama koje dobivamo sa tržišta, prije svega od naših cedenata, neloyalna konkurenčija među društvima za osiguranje, pojačana prisustvom društava iz jednog entiteta u drugom entitetu, ne jenjava. Slaba kontrola međuentitetskog rada omogućava društвima za osiguranje iz jednog entiteta da se ponašaju kako žele na tržištu drugog entiteta. Stoga je i dalje prisutan paradoks da su se društva okrenula prodoru na tržište drugog entiteta, umjesto da šire i jačaju tržište na kojem su registrirana.

Činjenica koja najviše zabrinjava je nastavak pada premijskog prihoda na imovinskim vrstama osiguranja koje predstavljaju osnovni izvor bruto premijskog prihoda Bosna RE a naročito premijskog prihoda Bosna RE u samopridržaju.

of activities between entities gives the insurance companies from one entity the opportunity to act on the market of the other as they wish. Therefore, a paradox that companies turn to the market of the other entity, instead to develop and support the market at which they are registered still stands.

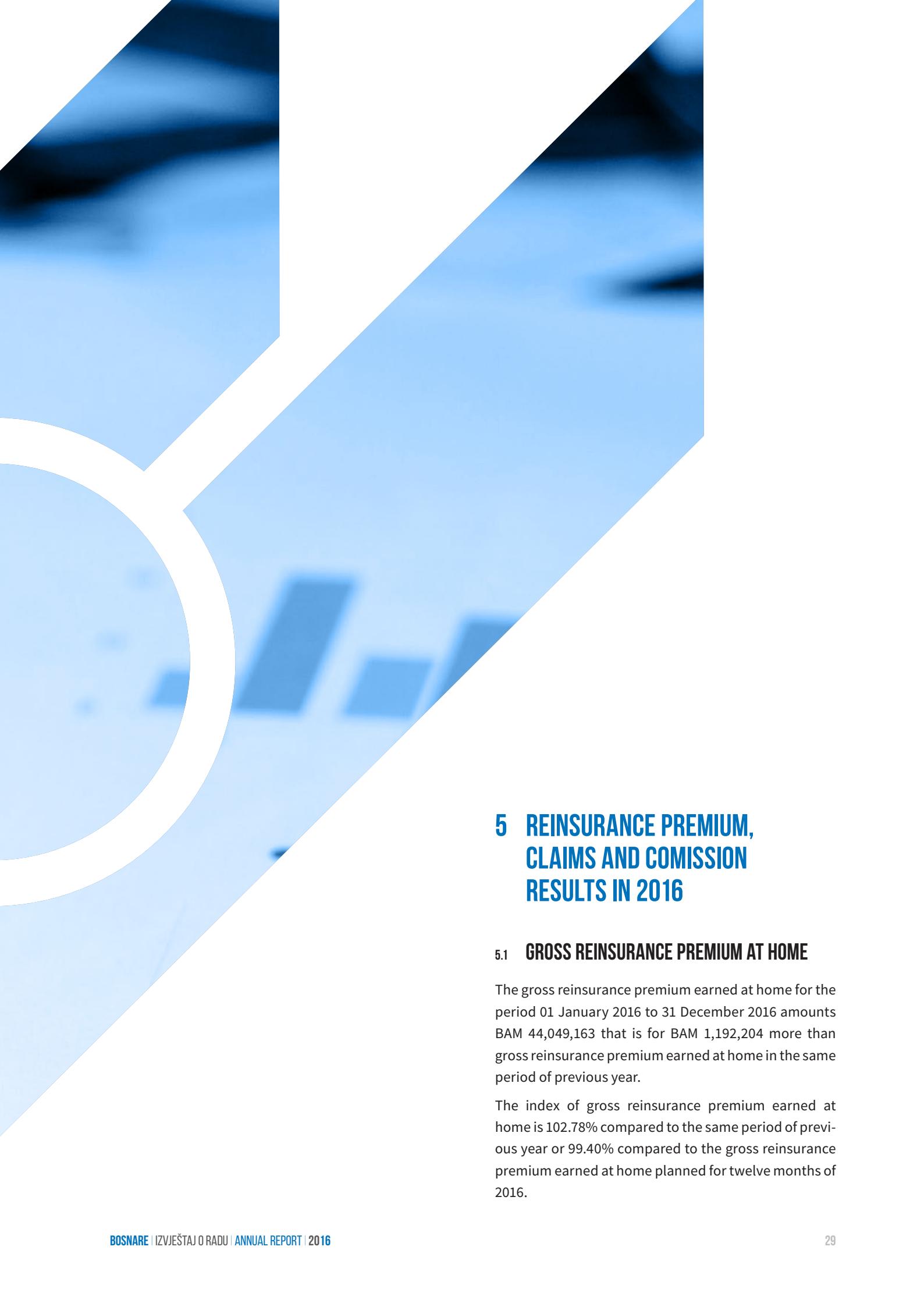
The fact of the greatest concern is continuation of fall of premium income in property insurance lines that are the main source of Bosna RE's gross premium income and particularly Bosna RE self-retained premium income.

## **5 OSTVARENJE PREMIJE I ŠTETA I PROVIZIJE REOSIGURANJA ZA 2016. GODINU**

### **5.1 BRUTO PREMJA REOSIGURANJA IZ ZEMLJE**

Ostvarena bruto premja reosiguranja iz zemlje za period 01.01.2016. godine - 31.12.2016. godine iznosi KM 44.049.163 i za KM 1.192.204 je veća od bruto premije reosiguranja iz zemlje ostvarene u istom periodu prethodne godine.

Indeks bruto premije reosiguranja iz zemlje iznosi 102,78% u odnosu na isti period prethodne godine ili 99,40% u odnosu na plan bruto premije reosiguranja iz zemlje za 12 mjeseci 2016. godine.



## 5 REINSURANCE PREMIUM, CLAIMS AND COMISSION RESULTS IN 2016

### 5.1 GROSS REINSURANCE PREMIUM AT HOME

The gross reinsurance premium earned at home for the period 01 January 2016 to 31 December 2016 amounts BAM 44,049,163 that is for BAM 1,192,204 more than gross reinsurance premium earned at home in the same period of previous year.

The index of gross reinsurance premium earned at home is 102.78% compared to the same period of previous year or 99.40% compared to the gross reinsurance premium earned at home planned for twelve months of 2016.

Značajan rast bruto premije reosiguranja iz zemlje zabilježile su vrste 01, 07, 08, 10, 13, 16 i 19 i to sa indeksima respektivno 113,26%, 125,42%, 111,90%, 107,73%, 108,60%, 117,80% i 135,37% u odnosu na isti period prethodne godine dok su značajno smanjenje bruto premije reosiguranja iz zemlje zabilježile vrste 02, 03 i 09 i to sa indeksima 82,99%, 95,04% i 76,65%.

Povećanje bruto premije reosiguranja iz zemlje rezultat je sa jedne strane izmjene određenih redovnih ugovora o reosiguranju za 2016. godinu i novih redovnih ugovora o reosiguranju kao i određenih novih fakultativnih i fronting ugovora o reosiguranju a sa druge strane kontinuiranih napora Bosna RE da pruži maksimum kvaliteta i usuge svojim cedentima kako kroz redovne ugovore tako i kroz fakultativne ugovore o reosiguranju. Napominjemo da je rast ukupne bruto premije reosiguranja iz zemlje zabilježen bez obzira na činjenicu da je kod nekih većih cedenata Bosna RE zabilježen značajan pad premije reosiguranja u odnosu na uporedni period prethodne godine.

Iz prethodno datog pregleda uočljivo je da se time uzrokovani pad premijskog prihoda kod nekih većih cedenata značajno odrazio i na pad premije reosiguranja Bosna RE ali je taj pad kompenziran i nadoknaden rastom premije reosiguranja kod nekih drugih cedenata Bosna RE.

Prethodno navedeno predstavlja osnovni razlog zbog kog plan bruto premije reosiguranja iz zemlje u navedenom periodu nije u potpunosti ostvaren pa i značajnije prebačen te možemo konstatovati da bi plan bruto premije reosiguranja iz zemlje, da nije došlo do pada premije reosiguranja iz navedenih razloga, bio u značajnoj mjeri prebačen.

Sve gubitke u bruto premijskom prihodu Bosna RE je uspjela nadoknaditi iz drugih ugovora u reosiguranju tako da je plan bruto premijskog prihoda reosiguranja iz zemlje skoro u potpunosti ostvaren.

## 5.2 BRUTO PREMJA REOSIGURANJA IZ INOSTRANSTVA

Ostvarena bruto premija reosiguranja iz inostranstva za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 8.181.882 i ona je za KM 448.231 manja od bruto premije reosiguranja iz inostranstva ostvarene u istom periodu prethodne godine.

The significant growth of gross reinsurance premium earned at home is recorded in the lines 01, 07, 08, 10, 13, 16 and 19 with respective indices of 113.26%, 125.42%, 111.90%, 107.73%, 108.60%, 117.80% and 13.37% compared to the same period of previous year while significant decrease in gross reinsurance premium earned at home was recorded in the lines 02, 03 and 09 with indices 82.99%, 95.04% and 76.65% respectively.

The growth of gross reinsurance premium earned at home is a result of some changes in regular reinsurance treaties for 2016 and new regular reinsurance treaties, certain new facultative treaties and fronting reinsurance treaties on one side, and continuous efforts of Bosna RE to offer the maximum of quality and services to its clients both through ordinary and facultative reinsurance treaties. We must emphasize that the growth of gross reinsurance premium earned at home recorded despite the fact that some of greater cedants of Bosna RE recorded a significant fall of reinsurance premium compared to the same period of previous year.

The previous review indicates that such decrease of premium income recorded by some of greater cedants notably reflected to the decrease of Bosna RE reinsurance premium but was compensated by the growth of reinsurance premium recorded from some other Bosna RE's cedants.

The foregoing is the main reason why the planned gross reinsurance premium earned at home has not been fully realized or even notably exceeded in the mentioned period so that we can conclude that planned gross reinsurance premium earned at home would have been notably over fulfilled if the reinsurance premium had not fallen for the stated reasons.

All losses in gross premium income Bosna RE compensated from other reinsurance treaties so that planned gross reinsurance premium income earned at home was completely realized.

## 5.2 GROSS REINSURANCE PREMIUM EARNED ABROAD

The gross reinsurance premium earned abroad in the period 01 January 2016 - 31 December 2016 amounts BAM 8,181,882 and is for BAM 448,231 less than gross reinsurance premium earned abroad in the same period of previous year.

Indeks bruto premije reosiguranja iz inostranstva iznosi 94,81% u odnosu na isti period prethodne godine ili 99,64% u odnosu na plan bruto premije reosiguranja iz inostranstva za 12 mjeseci 2016. godine te se može konstatovati da je plan skoro u potpunosti ispunjen.

Značajan rast bruto premije reosiguranja iz inostranstva zabilježile su vrste 03, 09 i 10 i to sa indeksima respektivno 117,43%, 117,91% i 104,82% u odnosu na isti period prethodne godine dok su značajno smanjenje bruto premije reosiguranja iz inostranstva zabilježile vrste 06, 07, 08 i 19 i to sa indeksima 0,27%, 98,57%, 86,92% i 82,89%.

Smanjenje bruto premije reosiguranja iz inostranstva je rezultat planskih aktivnosti zamjene manje profitabilnih više profitabilnim poslovima iz inostranstva.

### **5.3 UKUPNA BRUTO PREMJA REOSIGURANJA**

Ostvarena ukupna bruto premija reosiguranja za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 52.231.045 i ista je za KM 743.973 veća od ukupne bruto premije reosiguranja ostvarene u istom periodu prethodne godine.

Indeks ukupne bruto premije reosiguranja iznosi 101,44% u odnosu na isti period prethodne godine ili 99,43% u odnosu na plan ukupne bruto premije reosiguranja za 12 mjeseci 2016. godine.

Značajan rast ukupne bruto premije reosiguranja zabilježile su vrste 01, 07, 08, 10, 13, 16 i 19 i to sa indeksima 110,56%, 113,18%, 105,44%, 107,39%, 107,69%, 110,71% i 120,32% u odnosu na isti period prethodne godine dok su značajno smanjenje ukupne bruto premije reosiguranja zabilježile vrste 02, 03, 06 i 09 i to sa indeksima 82,99%, 96,17%, 5,16% i 81,84%.

Jedan dio smanjenja ukupnog bruto premijskog prihoda po određenim vrstama osiguranja rezultat je planskih aktivnosti dok je drugi dio rezultat prije svega smanjenja premije reosiguranja od nekih većih cedenata.

Prethodno navedeno predstavlja osnovni razlog zbog kog plan ukupne bruto premije reosiguranja nije u potpunosti ostvaren pa i značajnije prebačen te možemo konstatovati da bi plan ukupne bruto premije reosiguranja, da nije došlo do ranije spomenutog pada premije reosiguranja uzrokovanoj prije svega izostankom osiguranja JP Elektroprivreda BiH bio u značajnijoj mjeri prebačen.

The index of gross reinsurance premium earned abroad is 94.81% compared to the same period of previous year or 99.64% if compared to the plan of gross reinsurance premium earned abroad for the twelve months of 2016 and therefore could be considered as completely realized.

The significant increase of gross reinsurance premium earned abroad is recorded in the lines 03, 09 and 10 with respective indices of 117.43%, 117.91% and 104.82% compared to the same period of previous year, while decrease of gross reinsurance premium earned abroad are recorded in the lines 06, 07, 08 and 19 with indices of 0.27%, 98.57%, 86.92% and 82.89% respectively.

A decrease of gross reinsurance premium earned abroad is a result of planned activities on substitution of less profitable by more profitable business from abroad.

### **5.3 TOTAL GROSS REINSURANCE PREMIUM**

Total gross reinsurance premium earned in the period 01 January 2016 - 31 December 2016 amounts BAM 52,231,045 and is for BAM 743,973 more than total gross reinsurance premium earned in the same period of previous year.

The index of total gross reinsurance premium is 101.44% compared to the same period of previous year or 99.43% compared to planned total gross reinsurance premium for the twelve months of 2016.

The significant increase of total gross reinsurance premium is recorded in the lines 01, 07, 08, 10, 13, 16 and 19 with indices 110.56%, 113.18%, 105.44%, 107.39%, 107.69%, 110.71% respectively and 120.32% compared to the same period of previous year. The significant decrease of total gross reinsurance premium is recorded in the lines 02, 03, 06 and 09 with indices 82.99%, 96.17%, 5.16% and 81.84% respectively.

A decrease of total gross reinsurance premium income per certain insurance lines is partially a result of planned activities and partially the result of decrease of reinsurance premium with larger clients.

The foregoing is the main reason why the planned total gross reinsurance premium has not been fully realized or even notably exceeded so that we can conclude that planned total gross reinsurance premium would have been notably over fulfilled if the reinsurance premium had not fallen due to primarily lack of JP Elektroprivreda BiH insurance cover.

## 5.4 PREMIJA REOSIGURANJA PREDANA U RETROCESIJU

Ostvarena premija retrocesije za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 26.501.525 i ista je za KM 1.967.091 veća od premije retrocesije u istom periodu prethodne godine.

Indeks ostvarene premije retrocesije iznosi 108,02% u odnosu na isti period prethodne godine ili 104,30% u odnosu na plan premije retrocesije za 12 mjeseci 2016. godine.

Značajan rast premije retrocesije zabilježile su vrste 08, 10, 13 i 19 i to sa indeksima respektivno 121,48%, 105,04%, 117,20% i 156,13% u odnosu na isti period prethodne godine dok su značajno smanjenje premije retrocesije zabilježile vrste 02 i 09 i to sa indeksima 63,09% i 81,54%.

Povećanje premije retrocesije rezultat je prije svega dinamike u prijavljivanju u reosiguranje određenih fronting poslova na šta Bosna RE nije u mogućnosti uticati.

## 5.5 PREMIJA REOSIGURANJA U SAMOPRIDRŽAJU

Ostvarena premija reosiguranja u samoprideržaju za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 25.729.520 te je za KM 1.223.118 manja od premije reosiguranja u samoprideržaju ostvarene u istom periodu prethodne godine.

Indeks ostvarene premije reosiguranja u samoprideržaju iznosi 95,46% u odnosu na isti period prethodne godine ili 94,88% u odnosu na plan premije reosiguranja u samoprideržaju za 12 mjeseci 2016. godine.

Značajan rast premije reosiguranja u samoprideržaju zabilježile su vrste 01, 07 i 10 i to sa indeksima 114,03%, 119,67% i 126,52% u odnosu na isti period prethodne godine dok su značajno smanjenje premije reosiguranja u samoprideržaju zabilježile vrste 03, 06, 08 i 09 i to sa indeksima 95,77%, 5,16%, 87,61% i 82,34%.

Posebno ističemo da je maksimalnim naporima Bosna RE-a obezbijeđeno da se gubici u ukupnom bruto premijskom prihodu kod nekih većih cedenata ne prenesu u značajnijoj mjeri na ostvareni premijski prihod u samoprideržaju, od kog u najvećoj mjeri ovisi i realizacija sveukupnog rezultata Bosna RE, te da se ostvareni premijski prihod u samoprideržaju još uvijek kreće, uz manje odstupanje, u okviru planskih kategorija.

## 5.4 REINSURANCE PREMIUM RETROCEDEED

The retrocession premium recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 26,501,525 and is for BAM 1,967,091 more than the retrocession premium recorded in the same period of previous year.

The index of recorded retrocession premium is 108.02% compared to the same period of previous year or 104.30% compared to retrocession premium planned for twelve months of 2016.

A significant growth of retrocession premium is recorded in the lines 08, 10, 13 and 19 with respective indices 121.48%, 105.04%, 117.20% and 156.13%. A significant decrease is recorded in the lines 02 and 09 with the indices 63.09% and 81.54%.

The increase of retrocession premium is primarily a result of dynamics in reinsurance underwriting of fronting business that is beyond of Bosna RE influence.

## 5.5 REINSURANCE PREMIUM SELF-RETAINED

The self-retained reinsurance premium recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 25,729,520 and is for BAM 1,223,118 less than self-retained reinsurance premium recorded in the same period of previous year.

The index of recorded self-retained reinsurance premium is 95.46% compared to the same period of previous year or 94.88% compared to planned self-retained reinsurance premium for the twelve months of 2016.

The significant increase of self-retained reinsurance premium is recorded in the lines 01, 07 and 10 with indices 114.03%, 119.67% and 126.52% compared to the same period of previous year. The decrease of self-retained reinsurance premium is recorded in lines 03, 06, 08 and 09 with indices 95.77%, 5.16%, 87.61% and 82.34% respectively.

We especially emphasize that with maximum efforts, Bosna RE prevented the loss in total gross premium income of larger clients to affect the self-retained premium income that largely affects the realization of overall result of Bosna RE and that realized self-retained premium income is still, with smaller deviations, within a plan.

Smatramo potrebnim istaći da je rast ukupne bruto premije reosiguranja ostvaren u značajnoj mjeri iz osnova premije određenih novih fronting i fakultativnih poslova te da je tu premiju Bosna RE radi kontrole izloženosti i same prirode takvih poslova primorana u najvećoj mjeri retrocedirati tako da rast ukupne bruto premije reosiguranja ostvaren iz takvih poslova nema uticaj na ostvarenje premije reosiguranja u samopridržaju.

Sa druge strane izostanak premije osiguranika JP Elektroprivreda BH d.d. u značajnoj mjeri utiče na premiju reosiguranja u samopridržaju te iz tog osnova u najvećoj mjeri potiče smanjenje premije reosiguranja u samopridržaju u odnosu na uporedni period prethodne godine kao i neostvarenje plana premije reosiguranja u samopridržaju u posmatranom periodu.

Osim navedenog na ostvarenje premije reosiguranja u samopridržaju uticalo je i otkazivanje jednog ugovora o reosiguranju iz inostranstva za šta nisu postojale realne pretpostavke u vrijeme sačinjavanja plana za 2016. godinu.

U Tabeli 12 i na Grafikonu 2 koji slijede dat je pregled kretanja ukupne bruto premije reosiguranja i ukupne premije reosiguranja u samopridržaju za 2015. i 2016. godinu.

It is necessary to underline that growth of total gross reinsurance premium is recorded to greater extent on the basis of certain new fronting and facultative business and that Bosna RE is, for the purpose of exposure control and because of the nature of such business, forced to retrocede that premium so that the growth of total gross reinsurance premium from such business does not influence realization of self-retained reinsurance premium.

The lack of premium from JP Elektroprivreda BH d.d. on the other side, significantly affected self-retained reinsurance premium and is the reason of decrease in self-retained reinsurance premium compared to the same period of previous year and unrealization of the plan of self-retained reinsurance premium for the reporting period.

The realisation of self-retained reinsurance premium was also influenced by cancelation of one reinsurance treaty from abroad that could not been foreseen in 2016 plan.

The following Table 12 and Graph 2 give the review of total gross reinsurance premium and total self-retained reinsurance premium ratio in 2015 and 2016.

**UPOREDNI PRIKAZ OSTVARENE I PLANIRANE PREMIJE REOSIGURANJA |  
COMPARATIVE REVIEW OF REALIZED AND PLANNED REINSURANCE PREMIUM**

Grafikon 2 | Graph 2

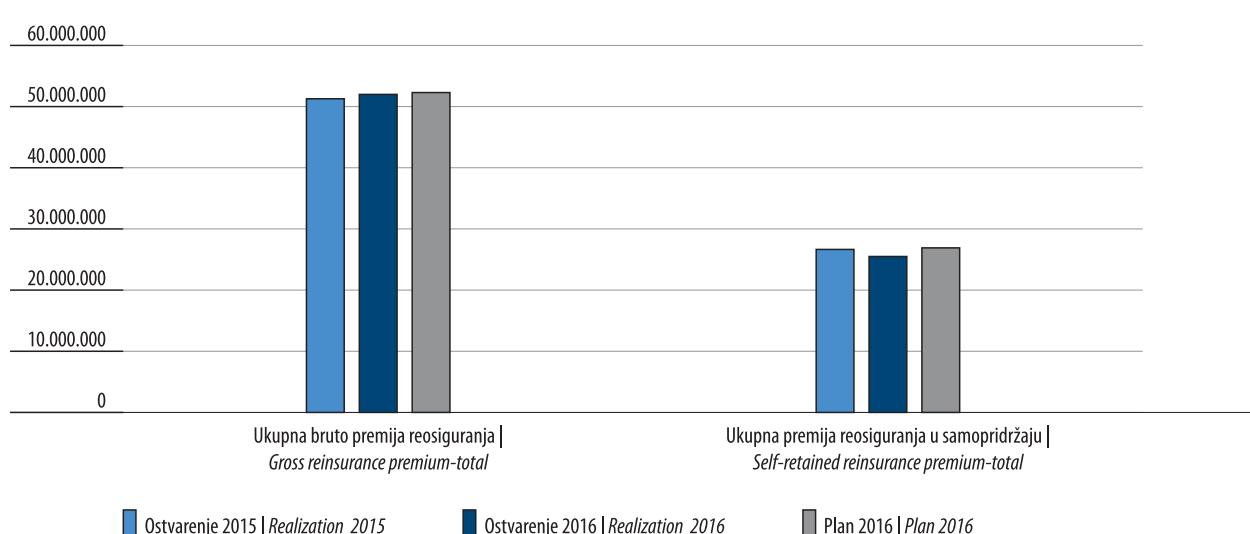


Tabela 12 | Table 12

	Ostvarenje   Realization 2015	Ostvarenje   Realization 2016	Plan   Plan 2016
Ukupna bruto premija reosiguranja   Gross reinsurance premium-total	51.487.072	52.231.045	52.527.945
Ukupna premija reosiguranja u samopridržaju   Self-retained reinsurance premium-total	26.952.638	25.729.520	27.118.808

U Tabelama 13 i 14 koje slijede dat je uporedni pregled učešća bruto premije reosiguranja i premije reosiguranja u samopridržaju po vrstama osiguranja za 2015. i 2016. godinu.

The Tables 13 and 14 give comparative review of participation of gross reinsurance premium and self-retained reinsurance premium per insurance lines in 2015 and 2016.

UČEŠĆE BRUTO PREMIJE PO VRSTAMA OSIGURANJA   GROSS PREMIUM PER CLASSES OF INSURANCE			Tabela 13   Table 13	
VRSTA OSIGURANJA   CLASS OF INSURANCE		2015	2016	
Osiguranje od nezgode   Accident		6,15%	6,70%	
Zdravstveno osiguranje   Health		1,62%	1,33%	
Osiguranje cestovnih vozila - kasko   Motor Hull		20,77%	19,69%	
Osiguranje tračnih vozila   Railway Hull		0,00%	0,00%	
Osiguranje zračnih letjelica - kasko   Aircraft Hull		-0,47%	0,00%	
Osiguranje pomorskog, riječnog i jezerskog kaska   Marine Hull		0,41%	0,02%	
Osiguranje robe u prevozu   Goods in Transit		3,82%	4,26%	
Osiguranje imovine od požara i nekih drugih opasnosti   Fire and Other Perils		23,99%	24,93%	
Ostala osiguranja imovine   Property Other		17,75%	14,32%	
Osiguranje od automobilske odgovornosti   Motor TPL		15,40%	16,31%	
Osiguranje od odgovornosti u zračnom prometu   Aviation TPL		-0,42%	0,05%	
Osiguranje od odgovornosti brodara   Marine TPL		0,00%	0,00%	
Ostala osiguranja od odgovornosti   General Liability		4,74%	5,03%	
Osiguranje kredita   Credit		0,00%	0,00%	
Osiguranje jemstva   Guarantee		0,00%	0,00%	
Osiguranje različitih finansijskih gubitaka   Financial Loss		0,38%	0,41%	
Osiguranje pravne zaštite   Legal Protection		0,00%	0,00%	
Osiguranje pomoći   Assistance		0,01%	0,00%	
Životna osiguranja (osiguranja života i rentna osiguranja)   Life Assurance (Life Assurance and Annuity Assurance)		5,86%	6,95%	
SVEUKUPNO   TOTAL		100,00%	100,00%	

UČEŠĆE PREMIJE U SAMOPRIDRŽAJU PO VRSTAMA OSIGURANJA   SELF-RETAINED PREMIUM PER CLASSES OF INSURANCE			Tabela 14   Table 14	
VRSTA OSIGURANJA   CLASS OF INSURANCE		2015	2016	
Osiguranje od nezgode   Accident		9,28%	11,08%	
Zdravstveno osiguranje   Health		0,94%	1,27%	
Osiguranje cestovnih vozila - kasko   Motor Hull		36,47%	36,59%	
Osiguranje tračnih vozila   Railway Hull		0,00%	0,00%	
Osiguranje zračnih letjelica - kasko   Aircraft Hull		0,01%	0,01%	
Osiguranje pomorskog, riječnog i jezerskog kaska   Marine Hull		0,78%	0,04%	
Osiguranje robe u prevozu   Goods in Transit		5,04%	6,32%	
Osiguranje imovine od požara i nekih drugih opasnosti   Fire and Other Perils		21,69%	19,91%	
Ostala osiguranja imovine   Property Other		12,60%	10,87%	
Osiguranje od automobilske odgovornosti   Motor TPL		3,23%	4,28%	
Osiguranje od odgovornosti u zračnom prometu   Aviation TPL		0,00%	0,00%	
Osiguranje od odgovornosti brodara   Marine TPL		0,00%	0,00%	
Ostala osiguranja od odgovornosti   General Liability		3,40%	3,27%	
Osiguranje kredita   Credit		0,00%	0,00%	
Osiguranje jemstva   Guarantee		0,00%	0,00%	
Osiguranje različitih finansijskih gubitaka   Financial Loss		0,19%	0,15%	
Osiguranje pravne zaštite   Legal Protection		0,00%	0,00%	
Osiguranje pomoći   Assistance		0,00%	0,00%	
Životna osiguranja (osiguranja života i rentna osiguranja)   Life Assurance (Life Assurance and Annuity Assurance)		6,37%	6,23%	
SVEUKUPNO   TOTAL		100,00%	100,00%	

## 5.6 BRUTO ŠTETE REOSIGURANJA IZ ZEMLJE

Ostvarene bruto štete reosiguranja iz zemlje za period 01.01.2016. godine – 31.12.2016. godine iznose KM 20.357.068 i manje su za KM 780.761 od bruto šteta reosiguranja iz zemlje ostvarenih u istom periodu prethodne godine.

Indeks bruto šteta reosiguranja iz zemlje iznosi 96,31% u odnosu na isti period prethodne godine ili 95,43% u odnosu na plan bruto šteta reosiguranja iz zemlje za 12 mjeseci 2016. godine.

Značajan rast bruto šteta reosiguranja iz zemlje zabilježile su vrste 01, 03, 07 i 10 i to sa indeksima 127,11%, 107,37%, 4,479,08% i 385,35% u odnosu na isti period prethodne godine dok su značajno smanjenje bruto šteta reosiguranja iz zemlje zabilježile vrste 08 i 09 i to sa indeksima 56,24% i 52,49%.

Smanjenje bruto šteta reosiguranja iz zemlje posljedica je prije svega konačne likvidacije šteta od poplava u istom periodu prethodne godine kojih ove godine nije bilo u tolikoj mjeri jer su ranije likvidirane.

Bitno je istaći da se bruto štete reosiguranja iz zemlje kreću u okvirima planskih kategorija uz određena odstupanja po vrstama osiguranja na koje Bosna RE ne može uticati jer iste zavise prije svega od dinamike isplate šteta od strane cedenata.

## 5.7 BRUTO ŠTETE REOSIGURANJA IZ INOSTRANSTVA

Ostvarene bruto štete reosiguranja iz inostranstva za period 01.01.2016. godine -31.12.2016. godine iznose KM 4.919.514 i iste su za KM 57.903 manje od bruto šteta reosiguranja iz inostranstva ostvarenih u istom periodu prethodne godine.

Indeks bruto šteta reosiguranja iz inostranstva iznosi 98,84% u odnosu na isti period prethodne godine ili 98,55% u odnosu na plan bruto šteta reosiguranja iz inostranstva za 12 mjeseci 2016. godine.

Značajan rast bruto šteta reosiguranja iz inostranstva zabilježila je vrsta 03 i to sa indeksom 141,56% u odnosu na isti period prethodne godine dok je značajno smanjenje bruto šteta reosiguranja iz inostranstva zabilježeno na vrstama 06 i 19 i to sa indeksima 21,21% i 79,83%.

Smanjenje bruto šteta reosiguranja iz inostranstva posljedica je prije svega ranijeg čišćenja određenih

## 5.6 REINSURANCE GROSS CLAIMS HOME

The gross reinsurance claims recorded at home for the period 01 January 2016 - 31 December 2016 amounts BAM 20,357,068 that is for BAM 780,761 less than gross reinsurance claims recorded at home in the same period of previous year.

The index of gross reinsurance claims recorded at home is 96.31% compared to the same period of previous year or 95.43% compared to the plan of gross reinsurance claims recorded at home for twelve months of 2016.

The significant growth of reinsurance claims at home are recorded in the lines 01, 03, 07 and 10 with indices of 127.11%, 107.37%, 4,479.08% and 385.35% compared to the same period of previous year. The important decrease of reinsurance claims at home are recorded in the lines 08 and 09 with indices of 56.24% and 52.49%.

A decrease of gross reinsurance claims at home is primarily a result of final settlement of claims for the floods in the same period of previous year. There are no such claims in this year because they are settled earlier.

It is important to note that the gross reinsurance claims at home are within planned categories with certain deviations by insurance lines that Bosna RE can not influence because they depend primarily on the dynamics of claims settlement by the cedants.

## 5.7 GROSS REINSURANCE CLAIMS ABROAD

The gross reinsurance claims recorded abroad, for the period 01 January 2016 - 31 December 2016, amount BAM 4,919,514 that are for BAM 57,903 less than gross reinsurance claims recorded abroad in the same period of previous year.

The index of gross reinsurance claims recorded abroad is 98.84% compared to the same period of previous year or 98.55% compared to the plan of gross reinsurance claims from abroad for 2016.

The significant growth of gross reinsurance claims from abroad is recorded in the line 03 with index of 141.56% compared to the same period of previous year while notable decrease of gross reinsurance claims from abroad is recorded in the lines 06 and 19 with indices of 21.21% and 79.83% respectively.

A decrease of gross reinsurance claims from abroad is a result of previous settlement of the claims and same earlier changes and lessening of participation or

inostranih šteta iz prošlosti i ranijih poteza izmjene i smanjenja učešća na određenim neprofitabilnim poslovima kao i potpunog napuštanja određenih neprofitabilnih poslova što je efekte počelo davati u ovom periodu.

Bitno je istaći da se bruto štete reosiguranja iz inostranstva kreću u okvirima planskih kategorija uz odredena odstupanja po vrstama osiguranja na koje Bosna RE ne može uticati jer iste zavise prije svega od dinamike isplate šteta od strane cedenata.

## 5.8 UKUPNE BRUTO ŠTETE REOSIGURANJA

Ukupno ostvarene bruto štete reosiguranja za period 01.01.2016. godine – 31.12.2016. godine iznose KM 25.276.582 i iste su za KM 838.664 manje od ukupnih bruto šteta reosiguranja ostvarenih u istom periodu prethodne godine.

Indeks ukupnih bruto šteta reosiguranja iznosi 96,79% u odnosu na isti period prethodne godine ili 96,02% u odnosu na plan ukupnih bruto šteta reosiguranja za 12 mjeseci 2016. godine.

Značajan rast ukupnih bruto šteta reosiguranja zabilježile su vrste 01, 03, 07, 10 i 13 i to sa indeksima 123,78%, 108,45%, 199,17%, 340,10% i 251,13% u odnosu na isti period prethodne godine dok su značajno smanjenje ukupnih bruto šteta reosiguranja zabilježile vrste 06, 08 i 09 i to sa indeksima 21,21%, 69,40% i 56,14%.

Smanjenje ukupnih bruto šteta reosiguranja posljedica je uzroka pomenutih u prethodnim dijelovima.

Bitno je istaći da se ukupne bruto štete reosiguranja kreću u okvirima planskih kategorija uz odredena odstupanja po vrstama osiguranja na koje Bosna RE ne može uticati jer iste zavise prije svega od dinamike isplate šteta od strane cedenata.

## 5.9 ŠTETE REOSIGURANJA PREDANE U RETROCESIJU

Ostvarene štete retrocesije za period 01.01.2016. godine – 31.12.2016. godine iznose KM 7.724.217 i iste su za KM 2.065.242 manje od šteta retrocesije u istom periodu prethodne godine.

Indeks ostvarenih šteta retrocesije iznosi 78,90% u odnosu na isti period prethodne godine ili 83,92% u odnosu na plan šteta retrocesije za 12 mjeseci 2016. godine.

complete withdrawal from certain unprofitable treaties that started to give the result in this period.

It must be emphasized that gross reinsurance claims from abroad are within planned categories with certain deviations per lines of insurance that Bosna RE could not influence since they depend primarily on the dynamics of the claims settlement by cedants.

## 5.8 TOTAL GROSS REINSURANCE CLAIMS

Total gross reinsurance claims recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 25,276,582 and is for BAM 838,664 less than total gross reinsurance claims recorded for the same period of previous year.

The index of total gross reinsurance claims is 96.79% compared to the same period of previous year or 96.02% compared to total gross reinsurance claims planned for 2016.

The significant growth of total gross reinsurance claims is recorded in the lines 01, 03, 07, 10 and 13 with respective indices of 123.78%, 108.45%, and 199.17%, 340.10% and 251.13% compared to the same period of previous year. The considerable decrease of total gross reinsurance claims is recorded in the lines 06, 08 and 09 with indices of 21.21%, 69.40% and 56.14% respectively.

A decrease of total gross reinsurance claims is a result of circumstances already mentioned in the text above.

It must be emphasized that total gross reinsurance claims are within planned categories with certain differences between insurance lines that Bosna RE could not influence since they depend on the dynamics of claims settlement by cedants.

## 5.9 REINSURANCE CLAIMS RETROCEDED

The retrocession claims recorded in the period 01 January 2016 - 31 December 2016, amount BAM 7,724,217 and are for BAM 2,065,242 less than retrocession claims recorded for the same period of previous year.

The index of recorded retrocession claims is 78.90% compared to the same period of previous year or 83.92% compared to retrocession claims planned for 2016.

The significant growth of retrocession claims is recorded in the lines 07 (without index) and 10 (with index of 522.41%) compared to the same period of

Značajan rast šteta retrocesije zabilježile su vrste 07 i 10 i to sa indeksima bez indeksa i 522,41% u odnosu na isti period prethodne godine dok su značajno smanjenje šteta retrocesije zabilježile vrste 08 i 09 i to sa indeksima 49,15% i 39,83% respektivno.

Navedeno smanjenje šteta retrocesije rezultat je prije svega kretanja ukupno ostvarenih bruto šteta reosiguranja i naplate šteta retrocesije po demonstracijama i poplavama u uporednom periodu prethodne godine čega u toj mjeri nije bilo u posmatranom periodu tekuće godine.

Bitno je istaći da se štete retrocesije kreću u okvirima planskih kategorija uz određena odstupanja po vrstama osiguranja na koje Bosna RE ne može uticati jer ista zavise prije svega od dinamike isplate šteta od strane cedenata.

## 5.10 ŠTETE REOSIGURANJA U SAMOPRIDRŽAJU

Ostvarene štete reosiguranja u samopridržaju za period 01.01.2016. godine – 31.12.2016. godine iznose KM 17.552.365 i iste su za KM 1.226.578 veće od šteta reosiguranja u samopridržaju ostvarenih u istom periodu prethodne godine.

Indeks ostvarenih šteta reosiguranja u samopridržaju iznosi 107,51% u odnosu na isti period prethodne godine ili 102,53% u odnosu na plan šteta reosiguranja u samopridržaju za 12 mjeseci 2016. godine.

Značajan rast šteta reosiguranja u samopridržaju zabilježile su vrste 01, 03 i 13 i to sa indeksima 125,09%, 108,37% i 537,92% respektivno u odnosu na isti period prethodne godine dok su značajno smanjenje šteta reosiguranja u samopridržaju zabilježile vrste 06 i 19 i to sa indeksima 21,21% i 95,96% respektivno.

Posebno ističemo da je maksimalnim naporima Bosna RE-a na optimizaciji programa reosiguranja uz zadržavanje istog ili većeg nivoa retrocesijske zaštite obezbijeden značajan nivo stabilnosti ukupno ostvarenih šteta reosiguranja u samopridržaju od kojih na kraju dominantno i zavisi rezultat poslovanja Bosna Re-a.

Bitno je istaći da se ukupno ostvarene štete reosiguranja u samopridržaju kreću u okvirima planskih kategorija uz određena odstupanja po vrstama osiguranja na koje Bosna RE ne može uticati jer ista zavise prije svega od dinamike isplate šteta od strane cedenata.

previous year. The considerable decrease of retrocession claims are recorded in the lines 08 and 09 with indices 49.15% and 39.83%, respectively.

A decrease of retrocession claims mentioned above, is primarily a result of trends in total gross reinsurance claims recorded and payments of retrocession claims for demonstrations and floods in the compared period of previous year that are not present in such extent in the observed period of current year.

It is to be emphasized that retrocession claims are within planned categories with certain differences between the insurance lines that Bosna RE could not influence since they depend on dynamics of the claims settlement by cedants.

## 5.10 REINSURANCE CLAIMS SELF-RETAINED

The self-retained reinsurance claims recorded in the period 01 January 2016 - 31 December 2016 amount BAM 17,552,365 and are for BAM 1,226,578 more than self-retained reinsurance claims recorded in the same period of previous year.

The index of self-retained reinsurance claims is 107.51% compared to the same period or previous year or 102.53% compared to the self-retained reinsurance claims planned for 2016.

The significant growth of self-retained reinsurance claims is recorded in the lines 01, 03 and 13 with indices 125.09%, 108.37% and 537.92% respectively, compared to the same period of previous year. A noticeable decrease of self-retained reinsurance claims is recorded in the lines 06 and 19 with indices 21.21% and 95.96% respectively.

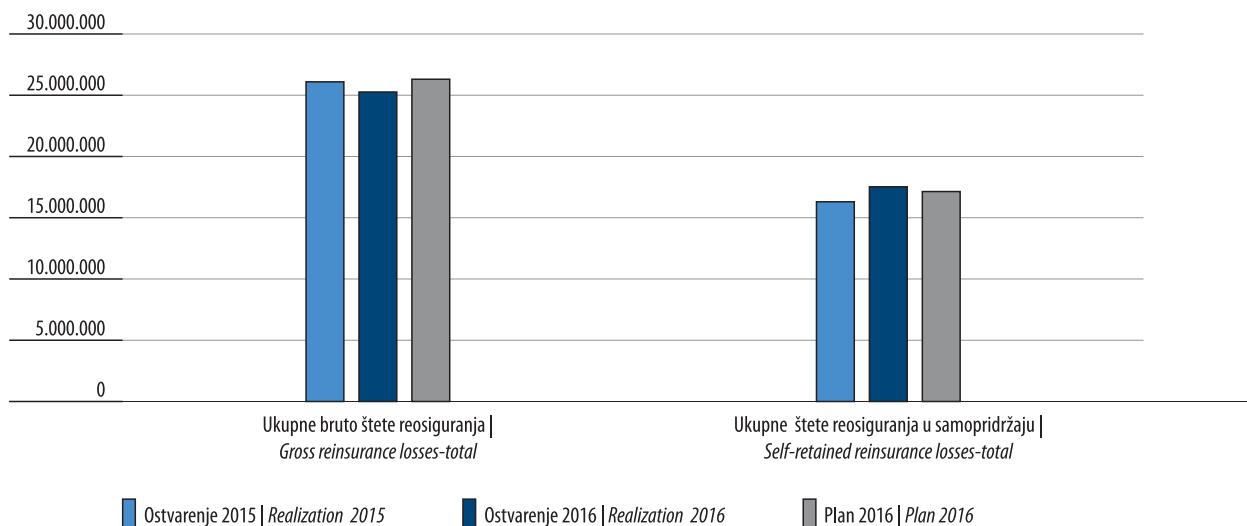
We particularly emphasize that with maximum efforts of Bosna RE to optimize the reinsurance program while maintaining the same or higher level of retrocession protection, we provide a respective level of stability of total self-retained reinsurance claims, which directly affect Bosna RE business results.

It is important to say that total self-retained reinsurance claims recorded are within planned categories with certain differences between the insurance lines that Bosna RE could not influence since they depend on the dynamics of the claims settlement by cedants.

U Tabeli 15 i na Grafikonu 3 koji slijede dat je pregled kretanja ukupnih bruto šteta reosiguranja i ukupnih šteta reosiguranja u samopridržaju za 2015. i 2016. godinu:

**UPOREDNI PRIKAZ OSTVARENIH I PLANIRANIH ŠTETA REOSIGURANJA |  
COMPARATIVE REVIEW OF REALIZED AND PLANNED REINSURANCE LOSSES**

Grafikon 3 | Graph 3



U Tabelama 16 i 17 koje slijede dat je uporedni pregled učešća bruto šteta reosiguranja i šteta reosiguranja u samopridržaju po vrstama osiguranja za 2015. i 2016. godinu.

The Table 15 and Graph 3 present the review of total gross reinsurance claims and total self-retained reinsurance claims for 2015 and 2016:

	Tabela 15   Table 15		
	Ostvarenje   Realization 2015	Ostvarenje   Realization 2016	Plan   Plan 2016
Ukupne bruto štete reosiguranja   Gross reinsurance losses-total	26.115.246	25.276.582	26.323.965
Ukupne štete reosiguranja u samopridržaju   Self-retained reinsurance losses-total	16.325.788	17.552.365	17.119.487

The Table 16 and Table 17 give comparative review of participation of gross reinsurance claims and self-retained reinsurance claims per insurance lines in 2015 and 2016.

Tabela 16 | Table 16

UČEŠĆE BRUTO ŠTETA PO VRSTAMA OSIGURANJA   GROSS LOSSES PER CLASSES OF INSURANCE		
VRSTA OSIGURANJA   CLASS OF INSURANCE	2015	2016
Osiguranje od nezgode   Accident	8,86%	11,33%
Zdravstveno osiguranje   Health	0,69%	0,90%
Osiguranje cestovnih vozila - kasko   Motor Hull	31,66%	35,47%
Osiguranje tračnih vozila   Railway Hull	0,00%	0,00%
Osiguranje zračnih letjelica - kasko   Aircraft Hull	0,00%	0,00%
Osiguranje pomorskog, riječnog i jezerskog kaska   Marine Hull	0,86%	0,19%
Osiguranje robe u prevozu   Goods in Transit	2,50%	5,14%
Osiguranje imovine od požara i nekih drugih opasnosti   Fire and Other Perils	25,92%	18,58%
Ostala osiguranja imovine   Property Other	20,68%	11,99%
Osiguranje od automobilske odgovornosti   Motor TPL	2,38%	8,35%
Osiguranje od odgovornosti u zračnom prometu   Aviation TPL	0,00%	0,00%
Osiguranje od odgovornosti brodara   Marine TPL	0,00%	0,00%
Ostala osiguranja od odgovornosti   General Liability	0,77%	1,99%
Osiguranje kredita   Credit	0,00%	0,00%
Osiguranje jemstva   Guaranteee	0,00%	0,00%
Osiguranje različitih finansijskih gubitaka   Financial Loss	0,13%	0,22%
Osiguranje pravne zaštite   Legal Protection	0,00%	0,00%
Osiguranje pomoći   Assistance	0,01%	0,00%
Životna osiguranja (osiguranja života i rentna osiguranja)   Life Assurance (Life Assurance and Annuity Assurance)	5,56%	5,83%
SVEUKUPNO   TOTAL	100,00%	100,00%

Tabela 17 | Table 17

UČEŠĆE ŠTETA U SAMOPRIDRŽAJU PO VRSTAMA OSIGURANJA   SELF-RETAINED LOSSES PER CLASSES OF INSURANCE		
VRSTA OSIGURANJA   CLASS OF INSURANCE	2015	2016
Osiguranje od nezgode   Accident	12,42%	14,45%
Zdravstveno osiguranje   Health	0,81%	1,18%
Osiguranje cestovnih vozila - kasko   Motor Hull	46,64%	47,02%
Osiguranje tračnih vozila   Railway Hull	0,00%	0,00%
Osiguranje zračnih letjelica - kasko   Aircraft Hull	0,00%	0,00%
Osiguranje pomorskog, riječnog i jezerskog kaska   Marine Hull	1,37%	0,27%
Osiguranje robe u prevozu   Goods in Transit	4,00%	4,10%
Osiguranje imovine od požara i nekih drugih opasnosti   Fire and Other Perils	17,40%	15,76%
Ostala osiguranja imovine   Property Other	8,56%	8,19%
Osiguranje od automobilske odgovornosti   Motor TPL	1,65%	1,58%
Osiguranje od odgovornosti u zračnom prometu   Aviation TPL	0,00%	0,00%
Osiguranje od odgovornosti brodara   Marine TPL	0,00%	0,00%
Ostala osiguranja od odgovornosti   General Liability	0,26%	1,30%
Osiguranje kredita   Credit	0,00%	0,00%
Osiguranje jemstva   Guaranteee	0,00%	0,00%
Osiguranje različitih finansijskih gubitaka   Financial Loss	0,05%	0,07%
Osiguranje pravne zaštite   Legal Protection	0,00%	0,00%
Osiguranje pomoći   Assistance	0,00%	0,00%
Životna osiguranja (osiguranja života i rentna osiguranja)   Life Assurance (Life Assurance and Annuity Assurance)	6,83%	6,10%
SVEUKUPNO   TOTAL	100,00%	100,00%

## 5.11 BRUTO PROVIZIJA REOSIGURANJA U ZEMLJI

Ostvarena bruto provizija reosiguranja u zemlji za period 01.01.2016. godine - 31.12.2016. godine iznosi KM 8.093.238 i za KM 327.771 je manja od bruto provizije reosiguranja u zemlji ostvarene u istom periodu prethodne godine.

Indeks bruto provizije reosiguranja u zemlji iznosi 96,11% u odnosu na isti period prethodne godine ili 98,43% u odnosu na plan bruto provizije reosiguranja u zemlji za 12 mjeseci 2016. godine.

Manje ostvarene bruto provizije reosiguranja u zemlji posljedica su prije svega manje ostvarene premije reosiguranja po vrstama osiguranja po kojima cedenti imaju ugovorene visoke fiksne provizije.

## 5.12 BRUTO PROVIZIJA REOSIGURANJA U INOSTRANSTVU

Ostvarena bruto provizija reosiguranja u inostranstvu za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 1.936.937 i ona je za KM 344.237 manja od bruto provizije reosiguranja u inostranstvu ostvarene u istom periodu prethodne godine.

Indeks bruto provizije reosiguranja u inostranstvu iznosi 84,91% u odnosu na isti period prethodne godine ili 103,26% u odnosu na plan bruto provizije reosiguranja u inostranstvu za 12 mjeseci 2016. godine.

Smanjenje bruto provizije reosiguranja u inostranstvu je posljedica smanjenja bruto premije reosiguranja iz inostranstva što je pojašnjeno u prethodnom dijelu izvještaja.

## 5.13 UKUPNA BRUTO PROVIZIJA REOSIGURANJA

Ostvarena ukupna bruto provizija reosiguranja za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 10.030.175 i ista je za KM 672.008 manja od ukupne bruto provizije reosiguranja ostvarene u istom periodu prethodne godine.

Indeks ukupne bruto provizije reosiguranja iznosi 93,72% u odnosu na isti period prethodne godine ili 99,32% u odnosu na plan ukupne bruto provizije reosiguranja za 12 mjeseci 2016. godine.

Smanjenje ukupne bruto provizije reosiguranja posljedica je uzroka već pojašnjenih u dijelu izvještaja koji se odnosi na bruto proviziju reosiguranja u zemlji i inostranstvu.

## 5.11 GROSS REINSURANCE COMMISSION EARNED AT HOME

The gross reinsurance commission earned at home in the period 01 January 2016 - 31 December 2016 amounts BAM 8,093,238 and is for BAM 327,771 less than gross reinsurance commission earned at home recorded in the same period of previous year.

The index of gross reinsurance commission earned at home is 96.11% compared to the same period of previous year or 98.43% compared to the gross reinsurance commission planned for 2016.

The lower realization of gross reinsurance commission earned at home is mainly a consequence of lower realization of reinsurance premium per insurance lines where cedants have agreed high fixed commission.

## 5.12 GROSS REINSURANCE COMMISSION EARNED ABROAD

The gross reinsurance commission earned abroad in the period 01 January 2016 - 31 December 2016 amounts BAM 1,936,937 and is for BAM 344,237 less than gross reinsurance commission from abroad recorded in the same period of previous year.

The index of gross reinsurance commission from abroad is 84.91% compared to the same period of previous year or 103.26% compared to the gross reinsurance commission planned for 2016.

A decrease of gross reinsurance commission from abroad is a consequence of decrease of gross reinsurance premium from abroad, which we have explained in the previous part of this report.

## 5.13 TOTAL GROSS REINSURANCE COMMISSION

Total gross reinsurance commission earned in the period 01 January 2016 - 31 December 2016 amounts BAM 10,030,175 and is for BAM 672,008 less than total gross reinsurance commission recorded for the same period of previous year.

The index of gross reinsurance commission is 93.72% compared to the same period of previous year or 99.32% compared to total gross reinsurance commission planned for twelve months of 2016.

A decrease of total gross reinsurance commission is a consequence of circumstances already explained in the

## 5.14 PROVIZIJA IZ RETROCESIJE

Ostvarena provizija iz retrocesije za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 8.032.169 i ista je za KM 1.953.759 veća od provizije iz retrocesije u istom periodu prethodne godine.

Indeks ostvarene provizije iz retrocesije iznosi 132,14% u odnosu na isti period prethodne godine ili 140,53% u odnosu na plan provizije iz retrocesije za 12 mjeseci 2016. godine.

Povećanje provizije iz retrocesije posljedica je prije svega više ostvarenih profitnih provizija naplaćenih iz retrocesije što je posljedica nešto boljih rezultata određenih ugovora o retrocesiji po ugovornim godinama nakon 2014. godine po kojoj su naplaćene štete po demonstracijama i poplavama, a što je efekte dalo u 2016. godini.

## 5.15 PROVIZIJA REOSIGURANJA U SAMOPRIDRŽAJU

Ostvarena provizija reosiguranja u samopridržaju za period 01.01.2016. godine – 31.12.2016. godine iznosi KM 1.998.006 te je za KM 2.625.767 manja od provizije reosiguranja u samopridržaju ostvarene u istom periodu prethodne godine.

Indeks ostvarene provizije reosiguranja u samopridržaju iznosi 43,21% u odnosu na isti period prethodne godine ili 45,59% u odnosu na plan provizije reosiguranja u samopridržaju za 12 mjeseci 2016. godine.

Smanjenje ostvarene provizije reosiguranja u samopridržaju posljedica je prije svega smanjenja ostvarene ukupne bruto provizije reosiguranja uz istovremeno povećanje prije svega profitne provizije iz retrocesije za šta je pojašnjenje datu pod tačkom 5.14 što je u rezultatu dalo smanjenje ostvarene provizije reosiguranja u samopridržaju.

section of the report that refers to gross reinsurance commission earned at home and abroad.

## 5.14 RETROCESSION COMMISSION

The retrocession commission earned in the period 01 January 2016 - 31 December 2016 amounts BAM 8,032,169 is for BAM 1,953,759 more than the retrocession commission recorded in the same period of previous year.

The index of recorded retrocession commission is 132.14% compared to the same period of previous year or 140.53% compared to the retrocession commission planned for the twelve months of 2016.

The increase of retrocession commission is primarily a consequence of more profit commission earned from retrocession because of somewhat better results of certain retrocession treaties from contractual years after 2014 when the claims payment for demonstrations and floods took place, which gave the effects in 2016.

## 5.15 REINSURANCE COMMISSION SELF-RETAINED

The self-retained reinsurance commission for the period 01 January 2016 - 31 December 2016 amounts BAM 1,998,006 and is for BAM 2,625,767 less than reinsurance commission self-retained recorded in the same period of previous year.

The index of self-retained reinsurance commission is 43.21% compared to the same period of previous year or 45.59% compared to self-retained reinsurance commission planned for the twelve months of 2016.

A decrease of recorded self-retained reinsurance commission is a result of decrease of total gross reinsurance commission and, at the same time, the increase of profit commission from the retrocession explained under paragraph 5.14, which finally resulted in decrease of realized self-retained reinsurance commission.

U Tabeli 18 i na Grafikonu 4 koji slijede dat je pregled kretanja ukupnih bruto provizija reosiguranja i ukupnih provizija reosiguranja u samopridržaju za 2015. i 2016. godinu.

The Table 18 and the Graph 4 below, show movements of total gross reinsurance commission and total self-retained reinsurance commission in 2015 and 2016.

**UPOREDNI PRIKAZ OSTVARENIH I PLANIRANIH ŠTETA REOSIGURANJA |  
COMPARATIVE REVIEW OF REALIZED AND PLANNED REINSURANCE LOSSES**

Grafikon 4 | Graph 4

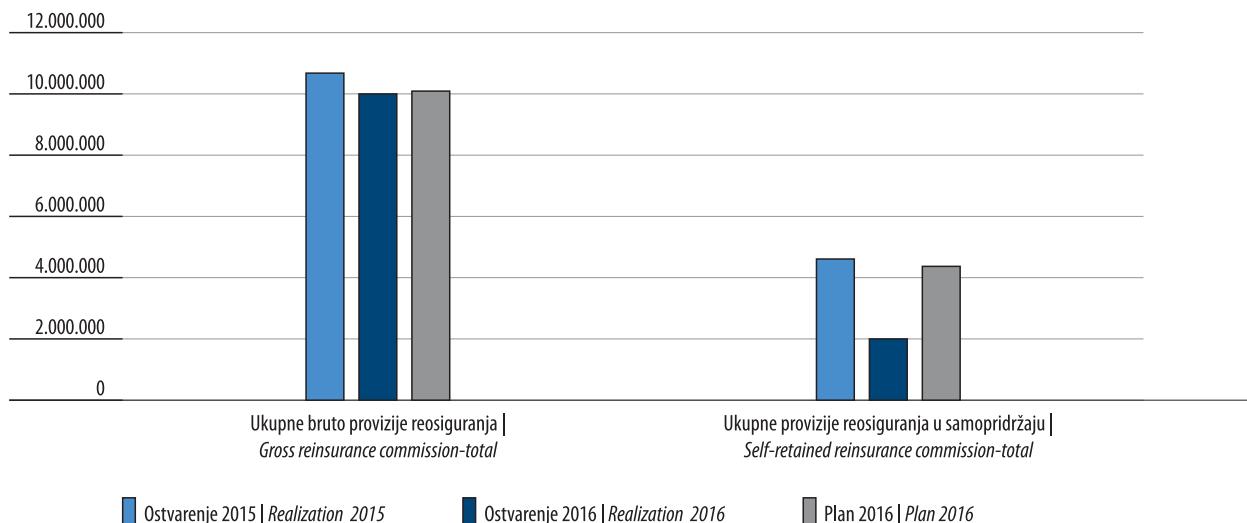


Tabela 18 | Table 18

	Ostvarenje   Realization 2015	Ostvarenje   Realization 2016	Plan   Plan 2016
Ukupne bruto provizije reosiguranja   Gross reinsurance commission-total	10.702.182	10.030.175	10.098.373
Ukupne provizije reosiguranja u samopridržaju   Self-retained reinsurance commission-total	4.623.773	1.998.006	4.382.721

## 5.16 ZAKLJUČAK

Iz svih prethodno prezentiranih podataka koji se tiču ostvarene ukupne bruto premije reosiguranja a posebno ostvarene ukupne bruto premije reosiguranja iz zemlje te uporednom ostvarenja te premije po vrstama 08 i 09 sa ostvarenom premijom osiguranja u BiH a posebno Federaciji BiH po istim, uočljivo je da je Bosna RE uspjela kompenzirati tržišne gubitke na ovim vrstama osiguranja izmjenama određenih uslova ugovora o reosiguranju za 2016. godinu i određenim novim fakultativnim i fronting ugovorima o reosiguranju te na taj način obezbijediti da se pad premije osiguranja ne odrazi na pad ukupne premije reosiguranja.

Situaciju vezano za ostvarenje ukupne bruto premije reosiguranja u Bosna RE u određenoj mjeri su otežale okolnosti vezano za određene velike cedente Bosna RE.

Već je istaknuto da je Bosna RE uz ulaganje maksimalnih napora obezbijedila da se navedene okolnosti ne prenesu na ostvarenje ukupne bruto premije reosiguranja niti u značajnijoj mjeri na ostvarenje ukupne premije reosiguranja u samopridržaju a time niti na ostvareni rezultat poslovanja.

Iz prezentiranih i istaknutih podataka koji se tiču ukupno ostvarenih bruto šteta reosiguranja uočljivo je da one bilježe određeni pad u odnosu na isti period prethodne godine kao posljedica prije svega okončanja procesa plaćanja šteta iz katastrofalnih događaja iz 2014. godine u uporednom periodu prethodne godine kojih u toku tekuće godine nije bilo.

Već je istaknuto da je Bosna RE uz ulaganje maksimalnih napora obezbijedila stabilnost ostvarenih ukupnih šteta reosiguranja u samopridržaju koje dominantno određuju ostvareni rezultat poslovanja.

Uvažavajući sve prethodno prezentirano, a uzimajući u obzir činjenicu da se i podaci vezani za premiju reosiguranja kao i podaci vezani za štete reosiguranja kreću u okvirima planskih kategorija, može se zaključiti da je Bosna RE u posmatranom periodu poslovala uspješno.

## 5.16 CONCLUSION

According to all presented data referring to total gross reinsurance premium earned, particularly total gross reinsurance premium earned at home and according to comparison of the premium earned in the insurance lines 08 and 09 with insurance premium realized in BiH, particularly in the Federation of BiH for the same lines, it is evident that Bosna RE managed to compensate market losses in these insurance lines by changing certain terms of 2016 reinsurance treaties and by introducing a new facultative and fronting reinsurance treaties and thus provide that fall of insurance premium does not reflect to fall of total reinsurance premium.

Some issues connected to larger cedants of Bosna RE aggravated to certain extent the realization of total gross reinsurance premium.

We have already emphasized that Bosna RE with great efforts ensured that mentioned circumstances influence neither the realization of total gross reinsurance premium nor the total self-retained reinsurance premium and consequently realized business result.

From presented and highlighted data relating to realization of total gross reinsurance claims, it is evident that they recorded a certain fall compared to the same period of previous year as a result of primarily final payment for the claims arising from catastrophic events from 2014 in the comparative period of previous year, which are not present in the current year.

We have also already noted that Bosna RE, with maximum efforts, provided stability of total self-retained reinsurance claims recorded that dominantly characterize realized business result.

After taking into account all previously presented and after considering the fact that data relating to reinsurance premium and those relating to reinsurance claims are within planned categories, it can be concluded that Bosna RE operated successfully in the reporting period.

## **6 PLASMAN SLOBODNIH SREDSTAVA**

Ulaganje sredstava Bosna RE regulirano je internim Pravilnikom koji je usklađen sa Pravilnikom Agencije za nadzor osiguranja F BiH. Novi Pravilnik Agencije je liberalnije regulirao pravila ulaganja sredstava rezervi (zakonskih i statutarnih) kao i ulaganja sredstava vlasničkog kapitala. Na taj način društvima je ostavljeno da sami svojim pravilnicima utvrde pravila ulaganja najvećeg dijela sredstava rezervi i sredstava vlasničkog kapitala, dok je i dalje ulaganje sredstava tehničkih rezervi pod punom kontrolom Agencije za nadzor.



## **6 FREE ASSETS PLACEMENT**

The investment of Bosna RE assets is regulated by the Internal Rules harmonized with the Rules set by F BiH Insurance Supervisory Agency. The new Rules set by the Agency regulate the investment of reserves (legal and statutory) and equity capital more liberally. In this way, the companies are free to define the investment of the greatest part of reserve funds and equity capital by their own Rules while investing of technical provisions remain under full control of Supervisory Agency.

Osnovni motiv za ulaganje sredstava je potencijalno stvaranje dodatne vrijednosti i prinosa na ulaganje, odnosno stvaranje profitabilnosti. Prepostavka za profitabilno ulaganje je, osim dobro razvijenog i stabilnog tržišta kapitala i stvaranje pretpostavki u samom bilansu. U Bosna RE je, koliko je to moguće u postojecim tržišnim uslovima, napravljena diverzifikacija ulaganja u okviru više klase aktive, tako da postoje ulaganja u novčane depozite, ulaganja u nekretnine, ulaganja u dionice i obveznice, odnosno ulaganja za koje smo cijenili da su dugoročno profitabilna. Naročito je dobra procjena postojala kad su u pitanju ulaganja u pridružena pravna lica (ulaganja u dionice privrednih društava sa udjelom od 20% i više), gdje imamo izuzetan financijski efekt u konsolidovanom bilansu od preko KM 10 miliona. Znatna su i ulaganja u dionice privrednih društava sa udjelom do 6,0% a koje se u poslovnom knjigama vode po tržišnoj vrijednosti.

Kod plasmana sredstava treba spomenuti i devizni efekt usklađenosti aktive i pasive. Do sada nije bilo negativnih efekata po ovom osnovu jer je EUR stabilan. Za nadati se da će tako ostati i u narednim godinama.

Financijska i ekomska kriza koja traje od 2008. godine ima značajnog odraza na sektor aktivnih i pasivnih kamata. U protekle dvije godine bilo je naznaka izlaska iz krize. Međutim, dužnička kriza ima daleko dublje korijene nego se to u početku mislilo, što je doprinijelo nestabilnosti bankarskog sektora što je kako je već navedeno ostavilo posljedice i na Bosna RE. Kriza u euro zoni je prijetila da će u jednom trenutku doći da velikog pada kursa eura u odnosu na druge valute, ali, odlučnošću ključnih članica Evropske Unije, čini se da je euro spašen.

Kamatne stope na oročene depozite i u 2016. godini u BiH zabilježile su trend pada tako da ostvarenje kvalitetnih prinosa iz osnova kamata predstavlja sve veći problem.

Iz navedenih razloga Bosna RE je u 2016. godini zabilježila smanjenje prihoda iz osnova kamata od 15,66%.

Treba istaći da negativna dešavanja u bankarskom sektoru Republike Srpske postaju simptomatična. Bankarski sektor Federacije BiH pokazuje s druge strane zavidan nivo stabilnosti. Međutim, zaoštrevanje politike plasmana sredstava privredi uz smanjenje pasivnih kamatnih stopa, znatno je uticalo i nadalje će imati jak uticaj na cjelokupnu privredu.

The main intention of assets placement is creation of additional value and return from investments i.e. achieving a profit. The preconditions of profitable investments are well-developed and stable capital market and preconditions within the balance itself. As far as it is possible under the current market conditions, Bosna RE made a diversification of investments in some categories of assets so that there are investments in cash deposits, investments in immovable assets, investments in shares and bonds, i.e. the investments we consider a long-term profitable. The investment in associates (investment in shares of the companies with share of 20% or more) proved to be a particularly good estimation where we have extraordinary financial effect in the consolidated balance sheet of more than BAM 10 million. There are significant investments in shares of the companies with participation of up to 6.0% that are in business books kept at market value.

In the issue of assets placement, it is important to mention the effect of assets and liabilities foreign exchange impairment. So far, there have been no negative effects on this basis because euro is stable. We hope it will remain unchanged in the years to come.

The financial and economic crisis that lasts since 2008 significantly reflects to interest earned and interest paid. In the last two years, there were some hints of egress from the crisis. However, the debt crisis has far deeper roots than it was originally thought, which brought to instability of banking sector that consequently reflected to Bosna RE. The crisis in euro zone threatened to trigger the decline of the exchange rate of euro against other currencies, but determination of key members of European Union saved euro.

The interest rates on time deposits in BiH in 2016 recorded a tendency of fall so that achievement of quality yields from the interests is becoming a growing problem.

For these reasons, Bosna RE in 2016 recorded a decrease of income from interests of 15.66%

It should be noted that negative developments in the banking sector of the Republic of Srpska became symptomatic. On the other side, the banking sector of Federation of BiH shows a remarkable level of stability. However, uncompromising policy of assets placement in the economy with decrease of the interests paid, significantly affected and will continue to affect the overall economy.

Kao što se može zaključiti iz prethodnog teksta, govori se gotovo samo o plasmanu sredstava u oročene depozite kod poslovnih banaka.

Po osnovu ulaganja u obveznice u 2016. godini ostvaren je prihod od 69.098 KM. Obzirom da je jedan dio ranije plasiranih obveznica dospio krajem 2016. godine, krajem 2016. godine izvršen je plasman od KM 980.000 u obveznice te se iz tog osnova očekuje dalje povećanje prihoda u 2017. godini. Ulaganje u obveznice, iako u skromnom iznosu u odnosu na ukupnu aktivu, predstavlja pokušaj Bosna RE-a da ostvari dodatni prihod uz diverzifikaciju rizika.

Tokom protekle godine postojale su određene mogućnosti za ulaganje u obveznice emitovane od strane nekih privrednih društava, a također i obveznice koje su emitovale društveno-političke zajednice (kantoni, općine).

Osim navedenog otvorena je i dalje mogućnost ulaganja u trezorske zapise što svakako obogaćuje mogućnosti u pogledu ulaganja.

Međutim, obveznice čiji su emitenti entiteti su uglavnom na duži rok što predstavlja problem kod planiranja gotovinskog toka.

Entitetske berze su i tokom 2016. godine zadržale veoma nizak nivo trgovanja. Za očekivati je da će se takva tendencija nastaviti i u 2017. godini. Na berzama se praktično u najvećoj mjeri trguje državnim dužničkim hartijama od vrijednosti.

U poslovnoj 2016. godini Bosna RE d.d. je po osnovu plasmana sredstava u različite vidove aktive od depozita do nekretnina ostvarila prihod u visini od KM 1,20 miliona KM koji uključuje i prihod iz osnova efekata prodaje poslovnog prostora u ulici Mis Irbina. Svi oročeni depoziti su na vrijeme vraćani od strane poslovnih banaka a kod novih oročavanja, uz pridržavanje kriterija iz Pravilnika, traženo je po nekoliko ponuda poslovnih banaka. Sve obračunate kamate su naplaćene.

Plasmana u zajmove nije bilo i ovakva politika bit će nastavljena i u narednom periodu.

Bosna RE je zadržala svoj postojeći rejting B+. To znači obavezu aktivnog praćenja uloženih sredstava i stalnu provjeru stabilnosti banaka i emitentata vrijednosnih papira.

As it may be concluded from the text above, we almost discussed only a placement of assets into time deposits with the commercial banks.

The investment in bonds in 2016 brought us income of BAM 69,098. Considering that a part of earlier placed bonds matured at the end of 2016, we placed BAM 980,000 in bonds at the end of 2016 and on that basis; we expect further increase of the income in 2017. The investment in bonds, although in modest amount compared to total assets, is an attempt of Bosna RE to make additional income with diversified risk.

During the last year, there have been some opportunities of investments in bonds issued by some companies as well as bonds issued by socio-political communities (entities, municipalities).

In addition, there is still a possibility in investing in treasury bills, which certainly enriches the prospects of investments.

However, the bonds issued by entities are mainly on longer term that poses a problem when planning a cash flow.

The entities' stock markets in 2016 maintained a very low level of trade. This tendency is expected to continue in 2017. The trading on stock markets mostly involves trading of governmental debt securities.

Based on the placement of funds in different forms of assets from deposits to the property, Bosna RE in 2016 recorded the income of BAM 1.20 million, which includes the income from the sale of business premises in Mis Irbina Street. All time deposits are returned from commercial banks on time and in negotiating new deposits according to criteria set by the Rules, we requested offers from several commercial banks. All accrued interests are collected.

There were no investments in loans and such practice will be continued in the future.

Bosna RE maintained the existing rating B+. This means the obligation of active monitoring of invested funds and continuous checking of stability of the banks and issuers of the securities.



## 7 KADROVI

Ukupan broj uposlenika u Bosna RE na 31.12.2016. godine bio je 27. Prema organizacijskoj strukturi zaposlenici su raspoređeni prema prikazu iz Tabele 19.

Prema stručnim znanjima uposlenici Bosna RE su podijeljeni prema prikazu iz Tabele 20.

Broj uposlenih u Bosna RE-u se već duži niz godina ili značajno ne povećava ili ostaje stabilan. Jedna uposlenica iz sektora reosiguranja je polovinom 2016. godine penzionisana. Za mjesto penzionisane uposlenice je u prethodnoj 2015. godini primljena i pripremljena nova uposlenica.

S krajem 2015. godine penzionisana je jedna uposlenica sektora općih poslova a na njeno mjesto je početkom 2016. godine primljena nova uposlenica.

## 7 EMPLOYEES

Total number of employees in Bosna Re as at 31 December 2017 was 27. According to organizational structure, the employees are ranked as shown by Table 19.

According to professional qualifications, Bosna RE employees are ranked as shown by Table 20.

For many years, the number of Bosna RE employees does not change. One employee from Reinsurance Department retired mid-2016. In 2015, we have employed and trained a new employee for the position of retired employee.

At the end of 2015, an employee from Administrative, Legal and General Affair Department was retired and at the beginning of 2016, a new employee was employed at this position.

Tokom 2015. godine Bosna RE je uposlila jednu osobu na radno mjesto ovlaštenog aktuara u skladu sa planom kadrova za 2015. godinu. Time je nakon dugo vremena otklonjen operativni rizik koji je postojao iz razloga nepostojanja alternativnog uposlenika za to radno mjesto.

Osnovni cilj u Bosna RE je da svaki posao ima alternativnog uposlenika, za slučaj odsustva iz bilo kojeg razloga. Stoga svako radno mjesto u Bosna RE ima alternativnu osobu koja je potpuno ili gotovo potpuno spremna preuzeti poslove na tom mjestu. Ovo se odnosi na gotovo 90% radnih mjesta, od direktora pa do osoblja zaduženog za poslove održavanja zgrade.

Treba napomenuti da je nakon upošljavanja ovlaštenog aktuara tokom 2015. godine jedan važan segment ostao nerazriješen a to je segment informatike koja je bila u potpunosti oslonjena na jednog radnika i to vanjskog saradnika. U skladu sa ranijim planovima, a radi otklanjanja i ovog operativnog rizika, Bosna RE je u radni odnos od 01.02.2016. godine primila novog uposlenika čime je i ovaj rizik vanjskog saradnika otklonjen. Prijemom uposlenika na puno radno vrijeme stvorene su pretpostavke za značajno unaprjeđenje i IT segmenta aktivnosti Bosna RE.

During 2015, Bosna RE, according a plan of employees, employed a person to the position of certified actuary. This solved a permanent operative risk of lack of alternative employee for this working post.

The main objective in Bosna RE is to have alternative employee for every workplace in case of absence for any reason. Therefore, each position in Bosna RE has an alternative employee fully or almost fully prepared to take operations for that position. This refers to almost 90% of all work posts from manager to the employees in charge of building maintenance.

It should be noted that after employing a certified actuary in 2015, one important segment remained unsolved. It was IT department, which relied on only one part-time employee. According to plans and with aim to resolve this operative risk, Bosna RE employed a new employee on 01 February 2016 and thus eliminated the risk of engagement of part time employee. The employment of full-time employee met requirements for development of IT segment of Bosna RE operations.

SEKTOR   DEPARTMENT	31/12/2015	31/12/2016	Tabela 19   Table 19	
			Ostvarenje 2016.<%> u odnosu na ostvarenje 2015.   Realization 2016.<%> in relation to realization 2015.	
Sektor reosiguranja   Reinsurance department	9	8		89%
Sektor za finansije i knjigovodstvo   Finance and accounting department	5	5		100%
Sektor upravno pravnih i općih poslova   Administration and logistic department	8	8		100%
Uprava, aktuar, sekretar, IT   Management, actuary, secretary and IT	5	6		120%
<b>UKUPNO   UKUPNO</b>	<b>27</b>	<b>27</b>		<b>100%</b>

STRUČNA SPREMA   PROFESSIONAL QUALIFICATION	31/12/2015	31/12/2016	Tabela 20   Table 20	
			Ostvarenje 2016.<%> u odnosu na ostvarenje 2015.   Realization 2016.<%> in relation to realization 2015.	
VSS (VII stepen stručne spreme)   University degree	17	17		100%
SSS (IV stepen stručne spreme)   Secondary school degree	8	9		113%
NSS (I stepen stručne spreme)   Primary school degree	2	1		50%
<b>UKUPNO   TOTAL</b>	<b>27</b>	<b>27</b>		<b>100%</b>

## **8 OSTVARENJE PRIHODA I RASHODA REOSIGURANJA ZA 2015. GODINU**

Bilans stanja i bilans uspjeha za poslovnu 2016. godinu sačinjeni su na osnovu Zakona o osiguranju, Zakona o računovodstvu i Kodeksa računovodstvenih načela i Računovodstvenih standarda. Revizija finansijskih izvještaja izvršena je od strane neovisne revizorske kuće KPMG B-H d.o.o. iz Sarajeva, koja je dala svoje neovisno revizorsko mišljenje. Ovo mišljenje je sastavni dio bilansnih izvještaja.

Osnovna načela odnosno pravila i metode ocjenjivanja bilansnih pozicija koja su primjenjivana u poslovanju u protekloj godini su:

Materijalna i nematerijalna stalna sredstva vode se po nabavnoj vrijednosti.

Amortizacija se obračunava po linearnej metodi, uz primjenu Odluke Vlade Federacije BiH, kao i odluke Uprave Društva.

Potraživanje i obaveze iz inostranstva svode se na domaću valutu po srednjem kursu na dan 31.12.2016. godine.



## 8 INCOME AND EXPENSES IN 2016

The Balance Sheet and Profit and Loss Account for 2016 are made in accordance to the Insurance Law, Accounting Law and Code of Accounting Principles and Accounting Standards. The independent Auditing Agency KPMG B-H d.o.o. from Sarajevo audited financial statements and issued its independent auditors report. This report is incorporated in balance statements.

The basic principles, rules and methods of valuation of balance items applied in business operations for the last year are:

Property, plant and equipment are recorded at their purchase value.

Depreciation is calculated per linear method, applying the Decision by Government of Federation of BiH and the decision of the Management of the Company.

Receivables and liabilities from abroad are converted under the average rate of exchange as at 31 December 2016.

## 8.1 PRIHODI

Ukupni ostvareni prihodi za period 01.01.2016. godine – 31.12.2016. godine iznose KM 33.361.687,42 KM i oni su za KM 172.864,45 manji od ukupno ostvarenih prihoda u istom periodu prethodne godine.

Indeks ukupnih ostvarenih prihoda iznosi 99,48% u odnosu na isti period prethodne godine ili 97,81% u odnosu na plan ukupnih prihoda za 12 mjeseci 2016. godine.

Ukupna premija reosiguranja u samopridržaju manja je za 4,54% od ukupne premije reosiguranja u samopridržaju u istom periodu prethodne godine sa indeksom 94,88% u odnosu na plan za 12 mjeseci 2016. godine.

Ostvarena prihodovana provizija po ugovorima o reosiguranju veća je za 34,19% od prihodovane provizije po ugovorima o reosiguranju u istom periodu prethodne godine sa indeksom 140,61% u odnosu na plan za 12 mjeseci 2016. godine, a što je proizašlo iz povećanih profitnih provizija iz retrocesije što je objašnjeno pod 5.14.

Prihod iz osnova tehničkih rezervi uključujući i efekat promjene razgraničenih troškova provizije ima indeks od 112,70% u odnosu na prihod iz osnova tehničkih rezervi ostvaren u istom periodu prethodne godine sa indeksom -15.926,35% u odnosu na plan za 12 mjeseci 2016. godine.

Zbir ostalih prihoda izuzev prethodno pobjojanih manji je za 52,73% od zbiru ostalih prihoda u istom periodu prethodne godine sa indeksom 62,88% u odnosu na plan za 12 mjeseci 2016. godine.

Bosna RE je morala izvršiti ispravku vrijednosti potraživanja u iznosu od KM 701.647,67 što je više nego prethodnih godina. Navedeni negativan efekat odnosi se u najvećem dijelu na dospjela nenaplaćena potraživanja preko 90 dana od nekih većih ali i manjih cedenata i partnera ukupno deset njih, koja je Bosna RE prema podzakonskim aktima Agencije za nadzor osiguranja F BiH u obavezi proknjižiti na teret tekućeg obračunskog perioda. Jedan dio ovog efekta u iznosu od KM 458.234,56 proknjižen je na kontu ispravke vrijednosti premije reosiguranja kao storno prihoda dok je drugi dio u iznosu od KM 243.413,11 proknjižen na kontu ispravak vrijednosti ostalih potraživanja osim premije kao rashod, pa zbir ova dva iznosa čini ukupan prethodno navedeni negativan efekat od KM 701.647,67.

## 8.1 INCOME

The total income recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 33,361,687.42 and is for BAM 172,864.45 less than the income recorded in the same period of previous year.

The index of total income recorded is 99.48% compared to the same period of previous year or 97.81% compared to the total income planned for the twelve months of 2016.

Total reinsurance premium self-retained is by 4.54%, less than total reinsurance premium self-retained recorded in the same period of previous year with index of 94.88% compared to the plan for the twelve months of 2016.

The commission earned based on reinsurance treaties is by 34.19% more than the commission earned based on reinsurance treaties in the same period of previous year with index of 140.61% compared to the plan for twelve months of 2016, which is a result of increase of retrocession profit commission as we have explained under 5.14.

The income from technical provisions including the effect of changes in deferred commission costs has index of 112.70% compared to the income from technical provisions recorded for the same period of previous year with index of -15.926.35% compared to the plan for twelve months of 2016.

The result of other income except already stated is by 52.73% less than the result of other income for the same period of previous year with index 62.88% compared to the plan for twelve months of 2016.

Bosna RE had to make value adjustments for the receivables in the amount of BAM 701,647.67 that is more than in previous year. The said negative effect refers mainly to accrued receivables over 90 days from some larger but also from some smaller cedants and partners (in total ten of them), which is Bosna RE, according to the F BiH Insurance Supervisory Agency by-laws, liable to record as charged to current accounting period. A part of this effect in the amount of BAM 458,234.56 is booked on the account of value adjustment of reinsurance premium as return income, while the other in the amount of BAM 243,413.11 is booked on the account of value adjustment of other receivables, except premium as an expense, and thus the sum of these two amounts is a total of, previously

Dosadašnja praksa pokazuje da su sva potraživanja od većih cedenata u pravilu naplaćena te se očekuje da i ova potraživanja budu naplaćena u punom iznosu u narednoj godini te da će se ovaj iznos u narednom periodu značajno i kontinuirano smanjiti.

Ostvareni prihodi iz osnova kamata manji su za 15,66% u odnosu na isti period prethodne godine (indeks realizacije plana 105,43%) kao posljedica opšteg pada pasivnih kamatnih stopa, prihodi iz osnova amortizacije premije/diskonta obveznica veći su za 203,66% (indeks realizacije plana 104,69%) kao posljedica ulaganja u obveznice koje je realizovano prošle godine, pozitivne kursne razlike manje su za 77,90% u odnosu na isti period prethodne godine (indeks realizacije plana 20,36%) kao posljedica manjih fluktuacija u kursevima valuta i manjeg obima poslova sa inostranstvom, prihodi od dividendi i udjela veći su za 45,84% u odnosu na isti period prethodne godine (indeks realizacije plana 232,10%) kao posljedica konzervativnog planiranja ove kategorije prihoda a prihodi od najma manji su za 19,06% u odnosu na isti period prethodne godine (indeks realizacije plana 100,21%) kao posljedica prošlogodišnje prodaje poslovog prostora u Kolodvorskoj iz kog je u uporednom periodu prethodne godine ostvarivan najam koji je ove godine izostao.

Potrebno je istaći da je u proteklom periodu realizovana planirana prodaja poslovog prostora u ulici Mis Irbina iz koje je ostvaren neto efekat prihoda od KM 84.571 (indeks realizacije plana 55,19%).

## 8.2 RASHODI

Ukupni ostvareni rashodi za period 01.01.2016. godine – 31.12.2016. godine iznose KM 31.182.627,37 KM, te su za KM 162.559,95 veći od ukupno ostvarenih rashoda u istom periodu prethodne godine.

Indeks ukupno ostvarenih rashoda iznosi 100,52% u odnosu na isti period prethodne godine ili 97,61% u odnosu na plan ukupnih rashoda za 12 mjeseci 2016. godine.

Ukupne ostvarene štete reosiguranja u samoprdržaju veće su za 7,51% od ukupih šteta reosiguranja u samoprdržaju u istom periodu prethodne godine sa indeksom 102,53% u odnosu na plan za 12 mjeseci 2016. godine.

mentioned, negative effect of BAM 701,647.67. The experience so far proves that all receivables from larger cedants are collected so that we expect these receivables to be also collected in full amount during next year and that this amount will be significantly and continuously decreased.

The income recorded from the interests is by 15.66% less than in the same period of previous year (the index of realization of the plan 105.43%) as a consequence of general decrease of inactive interest rates. The income from premium depreciation/bonds discount increased by 203.66% (index of plan realization 104.69%) as a result of investment in bonds from previous year. The positive foreign exchange differences are by 77.90% less than recorded in the same period of previous year (the index of plan realization of 20.36%) as a result of less fluctuation of foreign exchange and smaller volume of international business. The income from dividends is by 45.84% more than recorded in the same period of previous year (the index of realization of the plan of 232.10%) as a result of conventional planning for this category of income. The income from the rent is by 19.06% less than in the same period of previous year (the index of plan realization of 100.21%) as a result of sale of the business premises in Kolodvorska Street that we in the related period of the previous year recorded as a rent fee that is lacking this year.

It must be noted that we have realized planned sale of business premises in Mis Irbina Street and recorded net effect of income in the amount of BAM 84,571 (the index of plan realization of 55.19%).

## 8.2 EXPENSES

The total expenses recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 31,182,627.37 that is for BAM 162,559.95 more than total expenses recorded in the same period of previous year.

The index of total expenses recorded is 100.52% compared to the same period of previous year or 97.61% compared to the plan of expenses for twelve months of 2016.

The total self-retained reinsurance claims recorded are by 7.51% more than self-retained reinsurance claims recorded in the same period of previous year with the index of 102.53% compared to the plan for twelve months of 2016.

Ostvarena rashodovana provizija po ugovorima o reosiguranju manja je za 6,28% od rashodovane provizije po ugovorima o reosiguranju u istom periodu prethodne godine sa indeksom 99,32% u odnosu na plan za 12 mjeseci 2016. godine.

Ostvareni rashod iz osnova tehničkih rezervi uključujući i efekat promjene razgraničenih troškova provizije ima indeks od -27,27% u odnosu na rashod iz osnova tehničkih rezervi ostvaren u istom periodu prethodne godine sa indeksom -15,38% u odnosu na plan za 12 mjeseci 2016. godine.

Zbir ostalih ostvarenih rashoda izuzev prethodno pobrojanih veći je za 13,07% od zbiru ostalih rashoda u istom periodu prethodne godine sa indeksom 105,74% u odnosu na plan za 12 mjeseci 2016. godine.

Rashodi iz osnova materijala veći su za 9,66% u odnosu na isti period prethodne godine (indeks realizacije plana 99,68%), rashodi iz osnova potrošene energije manji su za 19,99% u odnosu na isti period prethodne godine (indeks realizacije plana 78,69%), troškovi usluga manji su za 7,03% u odnosu na isti period prethodne godine (indeks realizacije plana 100,52%) kao posljedica određenih vanrednih IT usluga iz februara 2016. godine te krečenja i spoljnog pranja prozora na poslovnoj zgradi što je sa jedne strane povećalo rashode ali i smanjenja troškova održavanja IT opreme što je sa druge strane značajnije smanjilo rashode, rashodi iz osnova amortizacije manji su za 6,83% u odnosu na isti period prethodne godine (indeks realizacije plana 93,77%), rashodi iz osnova dugoročnih rezervisanja manji su za 44,79% (indeks realizacije plana 192,85%), naknade zaposlenim manje su za 2,48% u odnosu na isti period prethodne godine (indeks realizacije plana 95,63%) kao posljedica manjeg troška toplog obroka i troška pomoći uposleniku u slučaju smrti člana porodice, naknade iz poslovanja po ugovorima veće su za 11,78% u odnosu na isti period prethodne godine (indeks realizacije plana 107,68%) kao posljedica izmjene u dinamici plaćanja troškova eksterne revizije, troškovi reprezentacije manji su za 8,89% u odnosu na isti period prethodne godine (indeks realizacije plana 89,12%), bankarske usluge manje su za 7,49% u odnosu na isti period prethodne godine (indeks realizacije plana 87,26%), članarine i ostala davanja veće su za 0,58% u odnosu na isti period prethodne godine (indeks realizacije plana 94,56%), ostali troškovi poslovanja veći su za 38,81% (indeks realizacije plana 117,57%) kao posljedica

The recorded commission expenditure from reinsurance treaties is by 6.28% less than the commission expenditure from reinsurance treaties in the same period of previous year with index of 99.32% compared to the plan for twelve months of 2016.

The expenses recorded on the basis of technical reserves including change in deferred costs of commission has index of -27.27% compared to expenses recorded on the basis of technical reserves recorded in the same period of previous year with index of -15.38% compared to the plan for twelve months of 2016.

The result of other recorded expenses except those already mentioned is by 13.07% more than the result of other expenses recorded in the same period of previous year with index of 105.74% compared to the plan for the twelve months of 2016.

The material expenses are by 9.66% higher than in the same period of previous year (the index of plan realization of 99.68%); the energy consumption expenses are lower by 19.99% compared to the same period of previous year (the index of plan realization of 78.69%); the services expenses are by 7.03% lower compared to the same period of previous year (the index of plan realization of 100.52%) as a result of some unplanned IT services from February 2016 and business building painting and windows cleaning increased the expenses but a decrease in IT equipment maintenance expenses notably decreased expenses; the expenses from depreciation decreased by 6.83% compared to the expenses recorded in the same period of previous year (the index of plan realization of 93.77%). The expenses for long-time provisions are lower by 44.79% (the index of plan realization 192.85%); the expenses for employee benefits are lower by 2.48% compared to the same period of previous year (the index of plan realization of 95.63%) due to decrease of employee meal allowance and provisions in case of death of the family member of the employee. The fees from business arising from treaties are higher by 11.78% compared to the same period of previous year (the index of plan realization of 107.68%) as a result of changes in payment dynamics of expenses for external audit. The entertainment expenses are by 8.89% less than in the same period of previous year (the index of plan realization of 89.12%). Bank fees are by 7.49% less compared to the same period of previous year (the index of plan realization of 87.26%). The memberships and other

nešto većih troškova stručnog obrazovanja, većeg broja stipendija nego prethodne godine kao i određenih vanrednih taksi, dok su negativne kursne razlike manje za 80,63% u odnosu na isti period prethodne godine (indeks realizacije plana 17,85%) kao posljedica manjih fluktuacija u kursevima valuta i manjeg obima poslova sa inostranstvom.

Troškovi plata veći su za 8,95% u odnosu na isti period prethodne godine (indeks realizacije plana 96,45%) kao posljedica činjenice da u prvih 5 mjeseci prethodne godine nije bilo novog ovlaštenog aktuara-uposlen tek od 01.06.2015. godine te činjenice da od 01.02.2016. godine imamo novog uposlenika za IT kog nismo imali u istom periodu prethodne godine te redovnog povećanja plata, pri čemu naglašavamo da su troškovi plata ispod nivoa planiranih.

Trošak izdataka za finansiranje institucija veći je za 13,62% u odnosu na isti period prethodne godine (indeks realizacije plana 103,29%) kao posljedica većih izdvajanja za Agenciju za nadzor osiguranja F BiH.

Napominjemo i da se na poziciji rashoda iz osnova realiziranih gubitaka od prodaje finansijske imovine u 2016. godini javio rashod u iznosu od KM 63.822,00 iz osnova prodaje dionica Sarajevostana d.d., Sarajevo koja je realizovana u 2016. godini te da isti nije bio planiran u 2016. godini jer u momentu sačinjavanja plana za 2016. godinu ova transakcija nije bila izvjesna.

Osim navedenog napominjemo da se na poziciji ostali rashodi po finansijskim i materijalnim ulaganjima u 2016. godini javio rashod u iznosu od KM 102.097,00 iz osnova variranja cijene dionica Prof Plus d.d. u kojem Bosna RE ima uložena sredstva.

Osim navedenog u rashodima na poziciji ispravak vrijednosti ostalih potraživanja osim premije iskazan je rashod u iznosu od KM 243.413,11 koji je detaljno obrazložen pod tačkom 8.1 u okviru obrazloženja datih za prihode tako da obrazloženje ovde neće biti ponavljano.

charges are by 0.58% more compared to the same period of previous year (the index of plan realization 94.56%). The other operating expenses are higher by 38.81% (the index of plan realization of 117.57%) as a result of increased expenses for professional education, more scholarships than in previous year and certain unplanned charges. The foreign exchange losses decreased by 80.63% compared to the same period of previous year (the index of plan realization of 17.58%) as a result of less fluctuation in exchange rates of foreign currencies and smaller volume of international business.

The expenses for salaries increased by 8.95% compared to the same period of previous year (the index of plan realization of 96.45%) due to employment of a new certified actuary from 01 June 2015 (not employed in the first 5 months of previous year), a new IT employee (from 01 February 2016) and usual increase of salaries. However, we must emphasize that salary expenses are still under the planned level.

The expenses for financing institutions increased by 13.62% compared to the same period of previous year (the index of plan realization of 103.29%) as a result of increased expenses for FBiH Insurance Supervisory Agency.

We accent the expense that in 2016 appeared at the position of expenses based on realized losses from sale of financial assets in the amount of BAM 63,822.00 upon sale of Sarajevostan d.d. Sarajevo shares that was accomplished in 2016 and that was not included in the plan for 2016 since in the period of plan making it was not anticipated.

Additionally, we would like to emphasize the expense of BAM 102.097,00 that appeared in 2016 at the position of other expenses for financial and material investments based on fluctuation in the price of Prof Plus d.d. shares that Bosna RE invested in.

At the position of other receivables impairment in the value except for the premium, presented are the expenses in the amount of BAM 243,413.11 that are in details explained under 8.1.

### 8.3 TEHNIČKE REZERVE

Ostvareno stanje ukupnih neto tehničkih rezervi Bosna RE na dan 31.12.2016. godine iznosi KM 24.511.908,99 i iste su za 5,01% veće u odnosu na 31.12.2015. godine sa indeksom od 100,18% u odnosu na plan neto tehničkih rezervi na 31.12.2016 godine.

Ostvareni ukupni neto efekat tehničkih rezervi uključujući i neto efekte razgraničenih troškova pribave u bilansu uspjeha predstavlja rashod od KM 1.042.756,25 sa indeksom od 60,14% u odnosu na realizaciju u 2015. godini te indeksom od 90,94% u odnosu na plan neto efekata tehničkih rezervi uključujući i neto efekte razgraničenih troškova pribave u 2016. godini.

Pregled ostvarenja i plana ukupnih neto tehničkih rezervi za 2015. i 2016. godinu dat je u Tabeli 21.

### 8.3 TECHNICAL RESERVES

Total net technical reserves of Bosna RE recorded as at 31 December 2016 amounts BAM 24,511,908.99 that is by 5.01% more than recorded at 31 December 2015 with index of 100.18% compared to the plan of technical reserves as at 31 December 2016.

The total net effect of technical reserves recorded including net effects of deferred acquisition costs in the statement of profit represents an expense of BAM 1,042,756.25 with the index of 60.14% compared to the realization in 2015, and the index of 90.94% compared to the plan of the net effects of technical reserves including net effects of deferred acquisition costs in 2016.

The overview of realization and plans of total net technical reserves in 2015 and 2016 is given the Table 21.

Tabela 21 | Table 21

NETO TEHNIČKE REZERVE   NET TECHNICAL RESERVES	Stanje na dan 31.12.2015.   Position as at 31.12.2015.	Plan 31.12.2016.   Plan 31.12.2016.	Stanje na dan 31.12.2016.   Position as at 31.12.2016.	Ostvarenje 2016.<%> u odnosu na plan 2016.   Realization 2016.<%> in relation to plan 2016.	Ostvarenje 2016.<%> u odnosu na ostvarenje 2015.   Realization 2016.<%> in relation to realization 2015.
UKUPNO   TOTAL	23.342.005,86	24.468.785,66	24.511.908,99	100,18%	105,01%

## 8.4 KVOTA ŠTETA

Bosna RE je tokom 2016. godine unaprijedila performanse poslovanja i u pogledu ostvarene neto kombinovane kvote ali i u pogledu ostvarene ukupne neto kombinovane kvote dok je neto kvota šteta nešto porasla. Ostvarena neto kvota šteta u 2016. godini iznosi 68,22% i za 12,62% je veća od iste ostvarene u 2015. godini, dok ostvarena ukupna neto kombinovana kvota u 2016. godini iznosi 92,51% i za 3,77% je manja od iste ostvarene u 2015. godini.

Pregled ostvarenih kvota šteta i kombinovanih kvota po godinama dani su u Tabeli 22 i na Grafikonu 5.

**UPOREDNI PRIKAZ OSTVARENIH I PLANIRANIH ŠTETA REOSIGURANJA |  
COMPARATIVE REVIEW OF REALIZED AND PLANNED REINSURANCE LOSSES**

Grafikon 5 | Graph 5

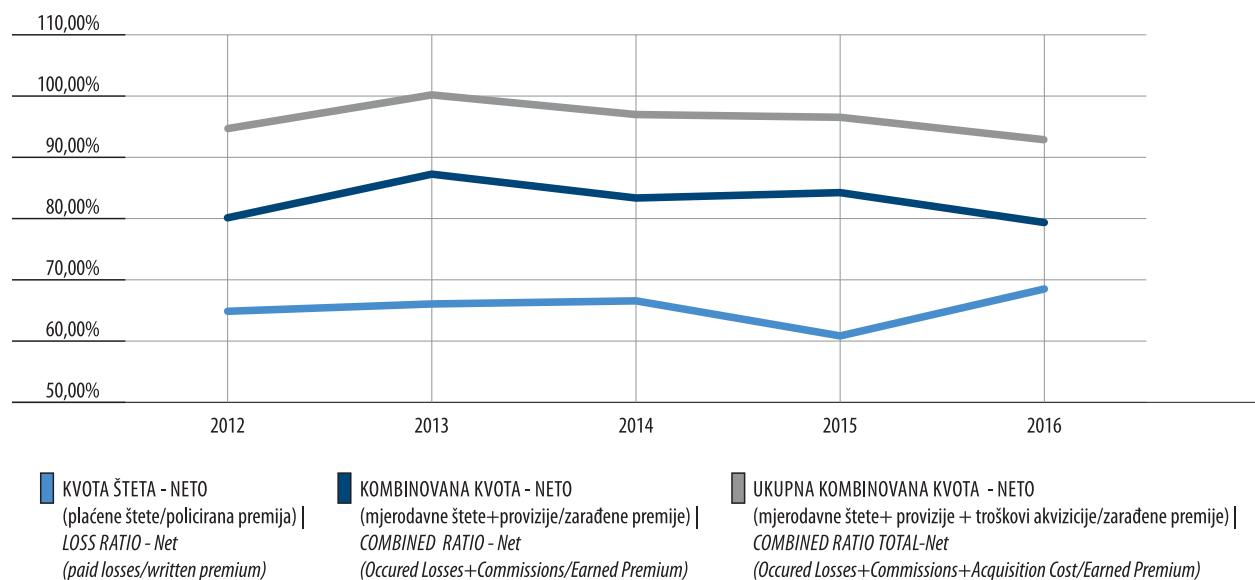


Tabela 22 | Table 22

	2012	2013	2014	2015	2016
KVOTA ŠTETA - NETO (plaćene štete/ policirana premija)   LOSS RATIO - Net (paid losses/written premium)	64,52%	65,73%	66,25%	60,57%	68,22%
KOMBINOVANA KVOTA - NETO (mjerodavne štete+provizije/zarađene premije)   COMBINED RATIO - Net (Occured Losses+Commissions/Earned Premium)	79,79%	86,88%	82,99%	83,86%	79,02%
UKUPNA KOMBINOVANA KVOTA - NETO (mjerodavne štete+ provizije + troškovi akvizicije/zarađene premije)   COMBINED RATIO TOTAL-Net (Occured Losses+Commissions+Acquisition Cost/ Earned Premium)	94,33%	99,80%	96,61%	96,14%	92,51%

## 8.5 REZULTAT POSLOVANJA

Ukupno ostvareni rezultat poslovanja za period 01.01.2016. godine 31.12.2016. godine iznosi KM 2.179.060,05 KM te je za KM 335.424,40 manji od ukupno ostvarenog rezultata poslovanja u istom periodu prethodne godine.

Indeks ukupno ostvarenog rezultata poslovanja iznosi 86,66% u odnosu na isti period prethodne godine ili 100,77% u odnosu na plan ukupnog rezultata poslovanja za 12 mjeseci 2016. godine.

Na rezultat poslovanja svakako su imali utjecaj smanjena premija reosiguranja u samoprdržaju, o čemu je bilo riječi pod 5.5., gdje posebno treba istaći pad premije u vrstama 08. i 09., s istovremenim porastom ukupne bruto premije reosiguranja, gdje dio rasta prostiče iz tzv. fronting poslova od kojih nemamo značajan efekat na rezultat što se odražava i na povećanje premije retrocesije, te povoljna situacija sa štetama nakon šteta od demonstracija i poplava koje su se desile u 2014. godini, što je dovelo do porasta profitne provizije iz retrocesije. Istovremeno, na rezultat su utjecali uz ispravku vrijednosti potraživanja od nekih cedenata i partnera koja je bila veća nego ranijih godina, realizirani gubitak od prodaje finansijske imovine, te ispravak vrijednosti ostalih potraživanja osim premije i rast neto tehničkih rezervi unatoč padu premije u samoprdržaju (požarne štete Gadžo komerc i Škafa).

Ostvareni rezultat poslovanja nešto je manji od ostvarenog rezultata poslovanja u odnosu na isti period prethodne godine kao posljedica vanrednih prihoda ostvarenih u 2015. godini kojih u 2016. godini nije bilo ali je plan rezultata poslovanja za 2016. godinu u potpunosti ispunjen.

Ostvareni ukupni troškovi bez šteta i provizija veći su za 13,07% od ukupnih troškova bez šteta i provizija u istom periodu prethodne godine (indeks realizacije plana 105,74%) dok su ukupni troškovi pribave veći za 4,25% od ukupnih troškova pribave u istom periodu prethodne godine (indeks realizacije plana 97,82%).

Ostvareni troškovi u odnosu na bruto premiju veći su za 2,77% od troškova u odnosu na bruto premiju u istom periodu prethodne godine (indeks realizacije plana 98,38%) dok su ostvareni troškovi u odnosu na neto premiju veći za 9,21% od troškova u odnosu na neto premiju u istom periodu prethodne godine (indeks realizacije plana 103,10%).

## 8.5 OPERATING RESULTS

Total operating results recorded in the period 01 January 2016 - 31 December 2016 amounts BAM 2,179,060.05 that is by BAM 335,424.40 less than total operating results recorded in the same period of previous year.

The index of total operating results recorded is 86.66% compared to the same period of previous year or 100.77% compared to the total operating result planned for twelve months of 2016.

The operating results are certainly affected by decreased self-retained reinsurance premium mentioned in the paragraph 5.5 and it is particularly important to emphasize a decrease in the lines 08 and 09 with simultaneous growth of total gross reinsurance premium coming partially from so called fronting business that do not considerably influence our operating results, which also reflects to the growth of retrocession premium and favourable situation with losses after the losses arising from demonstrations and floods in 2014 that result in the growth of profit commission from retrocession.

At the same time, the results are influenced by impairment losses on receivables from some cedants and partners that were much higher than in previous years, by loss from sale of financial assets and impairment losses on other receivables other than premium and growth of net technical reserves despite a decrease of self-retained premium (Gadzo Komerc and Skafa Fire Losses).

The operating results recorded are slightly lower than operating results recorded in the same period of previous year due to unplanned income in 2015 that we did not have in 2016 but the operating results planned for 2016 are completely achieved.

Total expenses without losses and commissions recorded decreased by 13.07% compared to total expenses without losses and commission in the same period of previous year (the index of plan realization of 105.74%) while total acquisition costs increased by 4.25% compared to total acquisition costs in the same period of previous year (the index of plan realization of 97.82%).

The recorded costs relating to gross premium are by 2.77% higher than costs relating to gross premium recorded in the same period of previous year (the index of plan realization of 98.38%) while the recorded costs relating to net premium increased by 9.21% compared to the costs relating to net premium recorded in the same period of previous year (the index of plan realization of 103.10%).

Pregled ostvarenja i plana troškova za 2015. i 2016. godinu dat je u Tabeli 23.

Uporedni prikaz ostvarenog rezultata poslovanja i troškova poslovanja za 2015. i 2016. godinu dat je u Tabeli 24 i Grafikonu 6.

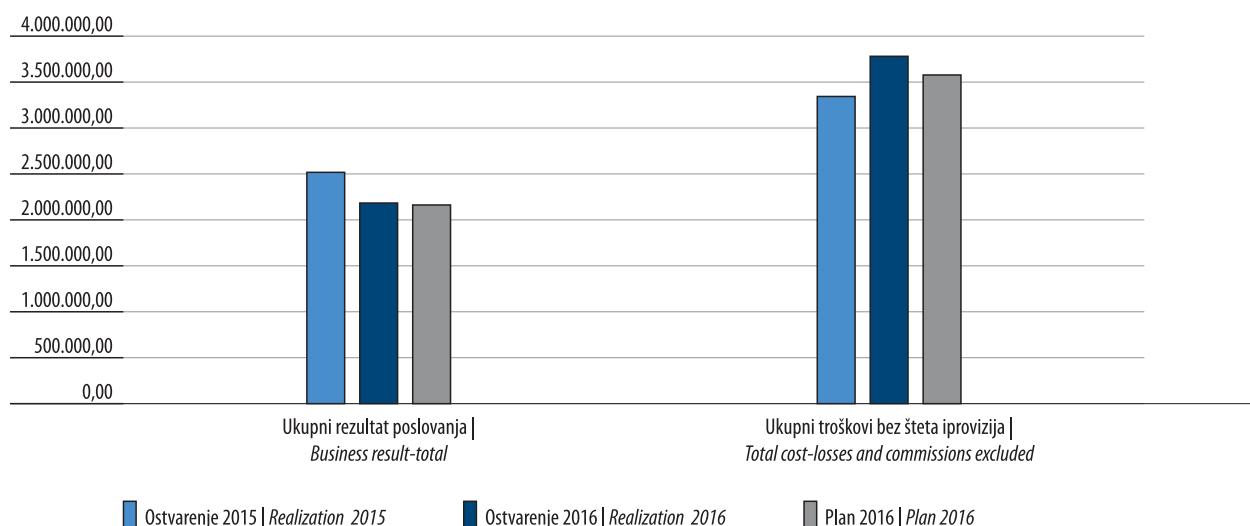
The review of results and the plan of costs in 2015 and 2016 are given in the Table 23.

Comparative review of recorded operating results and operating expenses in 2015 and 2016 is given in the Table 24 and Graph 6.

	Ostvarenje 31/12/2015  Realization 31/12/2015	Plan 2016   Plan 2016	Ostvarenje 31/12/2016  Realization 31/12/2016	Ostvarenje 2016. <%> u odnosu na ostvarenje 2015.   Realization 2016. <%> in relation to realization 2015	Ostvarenje 2016. <%> u odnosu na plan 2016.   Realization 2016. <%> in relation to plan 2016
Ukupni troškovi bez šteta i provizija   Total cost-losses and commissions excluded	3.340.910,33	3.572.440,45	3.777.665,72	113,07%	105,74%
Troškovi pribave   Acquisition cost	3.193.914,68	3.403.931,63	3.329.804,57	104,25%	97,82%
Bruto premija   Gross premium	51.487.071,62	52.527.944,63	52.231.044,97	101,44%	99,43%
Neto premija   Net premium	26.952.637,88	27.118.808,08	25.729.520,21	95,46%	94,88%
Troškovi u odnosu na bruto premiju   Cost to gross premium	6,20%	6,48%	6,38%	102,77%	98,38%
Troškovi u odnosu na neto premiju   Cost to net premium	11,85%	12,55%	12,94%	109,21%	103,10%

#### UPOREDNI PRIKAZ OSTVARENOG REZULTATA POSLOVANJA I TROŠKOVA POSLOVANJA | COMPARATIVE REVIEW OF REALIZED AND PLANNED BUSINESS RESULT AND COST

Grafikon 6 | Graph 6



	Ostvarenje   Realization 2015	Ostvarenje   Realization 2016	Plan   Plan 2016
Ukupni rezultat poslovanja   Business result-total	2.514.484,45	2.179.060,05	2.162.350,08
Ukupni troškovi bez šteta i provizija   Total cost-losses and commissions excluded	3.340.910,33	3.777.665,72	3.572.440,45

## 8.6 KAPITAL

Ukupni kapital Bosna RE na dan 31.12.2016. godine iznosio je KM 29.226.252 i isti je za 5,16% veći od ukupnog kapitala Bosna RE na 31.12.2015. godine.

Pregled ostvarenog ukupnog kapitala u 2016. godini i ostvarenog kapitala u 2015. godini dat je u Tabeli 25.

Kapital Bosna RE-a u 2016. godini uvećan je za 5,16% u odnosu na 2015. godinu, sa indeksom od 278,31% u odnosu na 2004. godinu. Ukupni kapital je u toku 2016. godine uvećan za 1,43 miliona KM kao posljedica prije svega povećanja zadržane dobiti.

Pregled kretanja kapitala kroz godine dat je u Tabeli 26.

## 8.6 EQUITY

Total equity of Bosna RE as at 31 December 2016 amounts BAM 29,226,252 and is by 5.16% more than total equity of Bosna RE as at 31 December 2015.

The review of total equity recorded in 2016 and 2015 is presented in the Table 25.

Bosna RE equity increased by 5.16% compared to 2015 with index of 278.31% compared to 2004. Total equity in 2016 increased for BAM 1.43 million as a result of increase of retained earnings.

The trends in equity over the years are given in the Table 26.

Tabela 25 | Table 25

KAPITAL   EQUITY		Stanje na dan 31.12.2015.   As at 31.12.2015.	Stanje na dan 31.12.2016.   As at 31.12.2016.	Ostvarenje 2016.<%> u odnosu na ostvarenje 2015.   Realization 2016.<%> in relation to realization 2015.
UKUPNO   TOTAL		27.792.256,00	29.226.252,00	105,16%

Tabela 26 | Table 26

	Dionički kapital   Share Capital	Revalor. rezerve   Revalor. reser.	Vlastite dionice   Treasury Shares	Dionička premija   Share premium	Rezerve (zakonske i statutarne)   Reserves (Legal and Statutory)	Zadržana dobit   Retained Earnings	Ukupno   Total	Bazni indeks rasta kapitala   Base Index	Lančani indeks rasta kapitala   Chain Index
Stanje 31. decembra 2004.   At 31 December 2004	5.029.700	0	0		4.263.020	1.208.437	10.501.157	100,00	100,00
Stanje 31. decembra 2005.   At 31 December 2005	5.029.700	0	0		4.949.081	2.179.225	12.158.006	115,78	115,78
Stanje 31. decembra 2006.   At 31 December 2006	5.029.700	0	-18.200		6.495.633	2.699.185	14.206.318	135,28	116,85
Stanje 31. decembra 2007.   At 31 December 2007	5.029.700	0	0		6.692.433	4.520.893	16.243.026	154,68	114,34
Stanje 31. decembra 2008.   At 31 December 2008	5.029.700	-188.993	-18.200		10.244.780	2.827.147	17.894.434	170,40	110,17
Stanje 31. decembra 2009.   At 31 December 2009	5.029.700	-237.837	0		12.771.238	1.825.419	19.388.519	184,63	108,35
Stanje 31. decembra 2010.   At 31 December 2010	5.029.700	-330.923	0		14.294.362	1.832.107	20.825.246	198,31	107,41
Stanje 31. decembra 2011.   At 31 December 2011	5.029.700	-331.436	0		15.825.200	1.765.785	22.289.249	212,26	107,03
Stanje 31. decembra 2012.   At 31 December 2012	5.029.700	-324.894	0		17.289.203	1.818.683	23.812.692	226,76	106,83
Stanje 31. decembra 2013.   At 31 December 2013	5.029.700	-707.205	0		18.805.591	1.768.788	24.896.874	237,09	104,55
Stanje 31. decembra 2014.   At 31 December 2014	6.577.300	-564.866	-238.000	-219.730	18.723.971	1.606.101	25.884.776	246,49	103,97
Stanje 31. decembra 2015.   At 31 December 2015	6.577.300	-257.651	-238.000	-219.730	18.723.971	3.206.366	27.792.256	264,66	107,37
Stanje 31. decembra 2016.   At 31 December 2016	6.339.300	-252.862	0	0	19.810.316	3.329.498	29.226.252	278,31	105,16

Povrat na raspoloživi kapital-ROE-manji je za 12,99% u odnosu na isti ostvaren u 2015. godini kao posljedica prije svega značajnog porasta prosječno raspoloživog kapitala tokom 2016. godine dok je neto dobit ostala na približno istom nivou.

Pregled kretanja povrata na raspoloživi kapital kroz godine dat je Tabeli 27 i na Grafikonu 7.

Pokazatelji zarade po dionici u 2016. godini nominalno su nešto umanjeni u odnosu na 2015. godinu. Ova umanjenja proizilaze prije svega iz vanredno visoke bruto i neto dobiti u 2015. godini dok se dobit u 2016. godini vratila na uobičajeni nivo ali su ti pokazatelji i u 2016. godini na izuzetno visokom nivou.

The return on available equity ROE is by 12.99% less than ROE recorded in 2015 because of significant growth of average equity in 2016 while net profit remained at almost same level.

The trends in return on available equity over the years are given in the Table 27 and Graph 7.

The indicators of earnings per share in 2016 nominally decreased compared to 2015. Such a decrease is a result of primarily exceptionally high gross and net profit in 2015 while in 2016 profit returned to usual level, although those indicators are still very high.

#### POVRAT NA RASPOLOŽIVI KAPITAL U PERIODU 2012.- 2016. GODINA | RETURN ON EQUITY FOR THE PERIOD 2012-2016

Grafikon 7 | Graph 7

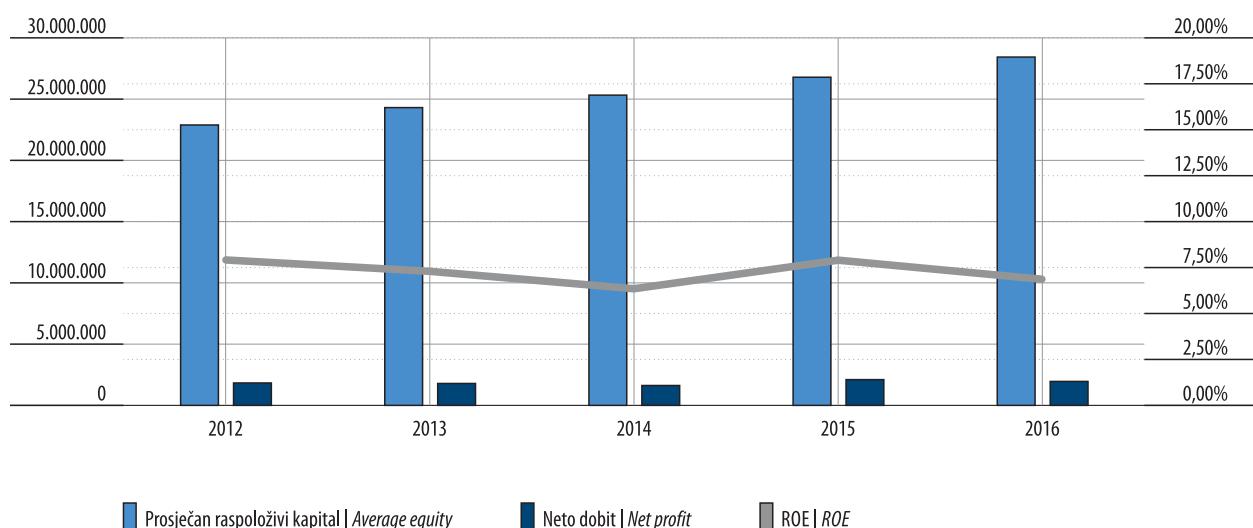


Tabela 27 | Table 27

	2012	2013	2014	2015	2016
Dobit prije oporezivanja   Profit before tax	2.032.744	2.064.256	1.825.666	2.514.484	2.179.060
Porez na dobit   Income tax	214.574	296.494	221.104	394.463	219.495
Neto dobit   Net profit	1.818.170	1.767.762	1.604.562	2.120.021	1.959.565
Prosječan raspoloživi kapital   Average equity	23.050.971	24.354.783	25.390.825	26.838.516	28.509.254
ROE   ROE	7,89%	7,26%	6,32%	7,90%	6,87%

Pregled kretanja bruto i neto zarade po dionici kroz godine dat je u Tabeli 28.

Napominjemo da je nominalna vrijednost dionice u 2012. i 2013. godini bila 1.300 KM. U 2014. godini na 16. Skupštini dioničara Bosna Re je odlučeno da se uradi korporativna radnja podjele dionica (sa 3.869 na 19.345) radi olakšavanja trgovine dionicama, te je nominalna vrijednost takve dionice nakon podjele bila 260 KM, a istovremeno je povećan osnovni dionički kapital povećanjem nominalne vrijednosti dionice sa 260 KM na 340 KM. Naredna korporativna radnja za koju je donijeta odluka na 18. sjednici Skupštine dioničara Bosna Re održanoj 15.02.2016. godine je bila smanjenje osnovnog (dioničkog) kapitala radi povlačenja vlastitih dionica, njih 700 (broj dionica je smanjen sa 19.345 na 18.645), a nominalna vrijednost dionice je ostala nepromijenjena, 340 KM.

Movement of gross and net earnings per share over the years is given in Table 28.

The nominal value of the shares in 2012 and 2013 was BAM 1,300. On Bosna RE 16<sup>th</sup> General Assembly Meeting held in 2014, the Company brought a decision on division of shares (from 3.869 to 19,345) in order to facilitate equity trading. The nominal value of a share after division was BAM 260 and at the same time, the capital increased through the increase of share nominal value from BAM 260 to BAM 340. The other corporative decision brought on Bosna RE 18<sup>th</sup> General Assembly Meeting held on 15 February 2016 was a decrease of share capital through withdrawal of 700 treasury shares (a number of shares was decreased from 19,345 to 18,645) and nominal value of the share remained unchanged - BAM 340.

Tabela 28 | Table 28

	2012	2013	2014	2015	2016
Kapital Bosna RE   Capital Bosna RE	23.812.692	24.896.874	25.884.776	27.792.256	29.226.252
Bruto dobit   Gross profit	2.032.744	2.064.256	1.825.666	2.514.484	2.179.060
Neto dobit   Net profit	1.818.170	1.767.762	1.604.562	2.120.021	1.959.565
Ukupna imovina   Total assets	113.142.736	111.574.262	116.937.531	120.315.687	125.294.957
Bruto dobit / ukupna aktiva   Gross profit/Total assets	1,80%	1,85%	1,56%	2,09%	1,74%
Ukupan br. dionica   Total number of shares	3.869	3.869	19.345	19.345	18.645
Zarada po dionici bruto   Earnings per share - gross	525,39	533,54	94,37	129,98	116,87
Zarada po dionici u odnosu na nominalnu vrijednost dionice, bruto %   Earnings per share over the nominal value of shares, gross (%)	40,41%	41,04%	27,76%	38,23%	34,37%
Zarada po dionici neto   Earnings per share - net	469,93	456,90	82,94	109,59	105,10
Zarada po dionici neto u odnosu na nominalnu vrijednost dionice %   Earnings per share over the nominal value of shares, net (%)	36,15%	35,15%	24,40%	32,23%	30,91%
Kapital/broj dionica   Capital/Number of shares	6.154,74	6.434,96	1.338,06	1.436,66	1.567,51

## 8.7 ZAKLJUČAK

Iz svih prethodno prezentiranih podataka nameće se zaključak da je Bosna RE u periodu 01.01.2016. godine – 31.12.2016. godine poslovala dobro.

Prethodni zaključak naročito potvrđuje stavljanje u omjer ostvarenog ukupog rezultata poslovanja u posmatranom periodu sa stanjem na tržištu osiguranja u pogledu premijskog prihoda po vrstama osiguranja koje predstavljaju glavni izvor premije reosiguranja Bosna RE-a kao i sa drugim poteškoćama opisanim u prethodnim dijelovima ovog izvještaja sa kojima se Bosna RE susretala.

Pri tome posebno naglašavamo činjenicu da se realizacija svih značajnih kategorija prihoda i rashoda u posmatranom periodu kreće u okvirima planiranih veličina te da je Bosna RE maksimalnim optimizacijama poslovnih procesa uspjela zadržati poslovne performanse u pogledu realizacije troškova poslovanja i sveukupnog rezultata poslovanja na planiranom nivou.

## 8.7 CONCLUSION

All presented facts impose the conclusion that in the period 01 January 2016 - 31 December 2016, Bosna RE achieved good operating results.

The previous statement is particularly confirmed in the ratio of total operating results in the reporting period and the situation on the insurance market in terms of premium income per insurance lines that is the main resource of reinsurance premium for Bosna RE and other difficulties Bosna RE faced that are explained previously in the text of this report.

At the same time, we must emphasize that realization of all significant income and expenses categories in the reporting period is as planned and that Bosna RE, through maximum optimization of operating processes succeeded to maintain operating performances in realization of operating costs and overall results at the planned level.

# BOSNA REOSIGURANJE D.D. SARAJEVO

FINANSIJSKI IZVJEŠTAJI ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA 2016.





# BOSNA REOSIGURANJE D.D. SARAJEVO

## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2016

**BILANS USPJEHA ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA**

	Društvo sa pridruženim društvima		Društvo	
	2016.	2015.	2016.	2015.
Prihodi od reosiguranja	49.712.800	50.703.785	49.712.800	50.703.785
Prihod od premije prenesen reosiguravatelju, neto	(25.620.537)	(24.898.324)	(25.620.537)	(24.898.324)
<b>NETO PRIHOD OD PREMIJE</b>	<b>24.092.263</b>	<b>25.805.461</b>	<b>24.092.263</b>	<b>25.805.461</b>
Štete i troškovi po reosiguranju	(30.600.472)	(28.807.111)	(30.600.472)	(28.807.111)
Štete i troškovi po reosiguranju pokriveni od reosiguravatelja, neto	13.057.227	11.632.498	13.057.227	11.632.498
<b>NETO TROŠKOVI ŠTETA</b>	<b>(17.543.245)</b>	<b>(17.174.613)</b>	<b>(17.543.245)</b>	<b>(17.174.613)</b>
Prihod od provizije	8.032.169	6.078.410	8.032.169	6.078.410
Troškovi provizije	(9.861.716)	(10.504.544)	(9.861.716)	(10.504.544)
<b>NETO TROŠKOVI PROVIZIJA</b>	<b>(1.829.547)</b>	<b>(4.426.134)</b>	<b>(1.829.547)</b>	<b>(4.426.134)</b>
<b>NETO PRIHOD OD OSIGURANJA</b>	<b>4.719.471</b>	<b>4.204.714</b>	<b>4.719.471</b>	<b>4.204.714</b>
Prihodi od ulaganja	1.199.679	1.537.907	1.199.679	1.537.907
Ostali operativni prihodi	7.123	24.633	7.123	24.633
Opći i administrativni troškovi	(3.333.947)	(3.206.137)	(3.333.947)	(3.206.137)
Rashodi od ulaganja	(165.919)	(6.682)	(165.919)	(6.682)
Ostali rashodi	(243.413)	(8.226)	(243.413)	(8.226)
Negativne kursne razlike, neto	(3.934)	(31.725)	(3.934)	(31.725)
Učešće u dobiti pridruženih društava	542.484	871.840	-	-
<b>DOBIT PRIJE OPOREZIVANJA</b>	<b>2.721.544</b>	<b>3.386.324</b>	<b>2.179.060</b>	<b>2.514.484</b>
Porez na dobit	(219.495)	(394.463)	(219.495)	(394.463)
<b>NETO DOBIT</b>	<b>2.502.049</b>	<b>2.991.861</b>	<b>1.959.565</b>	<b>2.120.021</b>
<b>ZARADA PO DIONICI</b>	<b>134,19</b>	<b>160,46</b>	<b>105,10</b>	<b>113,7</b>

**IZVJEŠTAJ O SVEOBUHVATNOJ DOBITI ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA**

	Društvo sa pridruženim društvima		Društvo	
	2016.	2015.	2016.	2015.
Neto dobit	2.502.049	2.991.861	1.959.565	2.120.021
Ostala sveobuhvatna dobit				
Stavke koje neće biti naknadno reklassifikovane u bilans uspjeha:	-	-	-	-
Stavke koje će biti naknadno reklassifikovane u bilans uspjeha kada budu zadovoljeni specifični uslovi:				
Neto promjene u fer vrijednosti finansijske imovine raspoložive za prodaju	(139.677)	167.817	(139.677)	167.817
<b>UKUPNA SVEOBUHVATNA DOBIT</b>	<b>(139.677)</b>	<b>167.817</b>	<b>(139.677)</b>	<b>167.817</b>
	<b>2.362.372</b>	<b>3.159.678</b>	<b>1.819.888</b>	<b>2.287.838</b>

**STATEMENT OF PROFIT OR LOSS**

	Company and associates		Company	
	2016	2015	2016	2015
Reinsurance premium revenue	49,712,800	50,703,785	49,712,800	50,703,785
Reinsurance premium ceded to reinsurers, net	(25,620,537)	(24,898,324)	(25,620,537)	(24,898,324)
<b>NET REINSURANCE PREMIUM REVENUE</b>	<b>24,092,263</b>	<b>25,805,461</b>	<b>24,092,263</b>	<b>25,805,461</b>
Reinsurance claims and loss adjustment expenses	(30,600,472)	(28,807,111)	(30,600,472)	(28,807,111)
Reinsurance claims recovered from reinsurers, net	13,057,227	11,632,498	13,057,227	11,632,498
<b>NET CLAIMS AND LOSS ADJUSTMENT EXPENSES</b>	<b>(17,543,245)</b>	<b>(17,174,613)</b>	<b>(17,543,245)</b>	<b>(17,174,613)</b>
Commission income	8,032,169	6,078,410	8,032,169	6,078,410
Commission expenses	(9,861,716)	(10,504,544)	(9,861,716)	(10,504,544)
<b>NET COMMISSIONS</b>	<b>(1,829,547)</b>	<b>(4,426,134)</b>	<b>(1,829,547)</b>	<b>(4,426,134)</b>
<b>NET INCOME FROM INSURANCE</b>	<b>4,719,471</b>	<b>4,204,714</b>	<b>4,719,471</b>	<b>4,204,714</b>
Investment income	1,199,679	1,537,907	1,199,679	1,537,907
Other operating income	7,123	24,633	7,123	24,633
General and administrative expenses	(3,333,947)	(3,206,137)	(3,333,947)	(3,206,137)
Investment losses	(165,919)	(6,682)	(165,919)	(6,682)
Other expenses	(243,413)	(8,226)	(243,413)	(8,226)
Foreign exchange losses, net	(3,934)	(31,725)	(3,934)	(31,725)
Share of profit of associates	542,484	871,840	-	-
<b>PROFIT BEFORE TAX</b>	<b>2,721,544</b>	<b>3,386,324</b>	<b>2,179,060</b>	<b>2,514,484</b>
Income tax expense	(219,495)	(394,463)	(219,495)	(394,463)
<b>NET PROFIT</b>	<b>2,502,049</b>	<b>2,991,861</b>	<b>1,959,565</b>	<b>2,120,021</b>
<b>EARNINGS PER SHARE</b>	<b>134.19</b>	<b>160.46</b>	<b>105.10</b>	<b>113.7</b>

**STATEMENT OF COMPREHENSIVE INCOME**

	Company and associates		Company	
	2016	2015	2016	2015
Net profit for the year	2,502,049	2,991,861	1,959,565	2,120,021
Other comprehensive income				
Items that will not be subsequently reclassified to statement of profit or loss:	-	-	-	-
Items that will be subsequently reclassified to statement of profit or loss when specific conditions are met:				
Net changes in fair value of financial assets available for sale	(139,677)	167,817	(139,677)	167,817
	(139,677)	167,817	(139,677)	167,817
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>2,362,372</b>	<b>3,159,678</b>	<b>1,819,888</b>	<b>2,287,838</b>

## IZVJEŠTAJ O FINANSIJSKOM POLOŽAJU NA DAN 31. DECEMBRA

	Društvo sa pridruženim društvima		Društvo	
	31. decembar 2016.	31. decembar 2015.	31. decembar 2016.	31. decembar 2015.
<b>IMOVINA</b>				
Nekretnine, postrojenja i oprema i nematerijalna imovina	4.279.485	4.390.837	4.279.485	4.390.837
Ulaganja u investicijske nekretnine	3.464.712	3.659.534	3.464.712	3.659.534
Ulaganja u pridružena pravna lica	16.563.997	17.630.177	3.296.535	4.633.832
Razgraničeni troškovi pribave	3.231.720	3.063.261	3.231.720	3.063.261
Finansijska imovina raspoloživa za prodaju	2.220.116	3.432.969	2.220.116	3.432.969
Finansijska imovina u posjedu do dospijeća	2.397.912	1.923.975	2.397.912	1.923.975
Depoziti	30.081.872	25.658.878	30.081.872	25.658.878
Imovina po osnovu reosiguranja (udio reosiguravatelja u obavezama po poslovima reosiguranja)	59.755.680	53.541.683	59.755.680	53.541.683
Potraživanja po osnovu premija reosiguranja i za štete pokrivene od strane reosiguravatelja	11.138.015	16.487.679	11.138.015	16.487.679
Ostala potraživanja	87.252	96.819	87.252	96.819
Ostala imovina	176.310	11.112	176.310	11.112
Novac i novčani ekvivalenti	5.165.348	3.415.108	5.165.348	3.415.108
<b>UKUPNO IMOVINA</b>	<b>138.562.419</b>	<b>133.312.032</b>	<b>125.294.957</b>	<b>120.315.687</b>
<b>KAPITAL I OBAVEZE</b>				
Dionički kapital	6.339.300	6.577.300	6.339.300	6.577.300
Trezorske dionice	-	(238.000)	-	(238.000)
Dionička premija	-	(219.730)	-	(219.730)
Rezerve	19.810.316	18.723.971	19.810.316	18.723.971
Revalorizacione rezerve za finansijsku imovinu raspoloživu za prodaju	(252.862)	(257.651)	(252.862)	(257.651)
<b>Zadržana dobit</b>	<b>16.596.960</b>	<b>16.202.711</b>	<b>3.329.498</b>	<b>3.206.366</b>
	<b>42.493.714</b>	<b>40.788.601</b>	<b>29.226.252</b>	<b>27.792.256</b>
<b>OBAVEZE</b>				
Obaveze po poslovima reosiguranja	84.267.589	76.883.689	84.267.589	76.883.689
Obaveze po osnovu premija reosiguranja i udjela u štetama	7.551.015	10.234.456	7.551.015	10.234.456
Razgraničene provizije reosiguranja	1.449.537	1.408.225	1.449.537	1.408.225
Ostale obaveze	2.321.914	3.533.143	2.321.914	3.533.143
Rezervisanja za naknade zaposlenim	478.650	463.918	478.650	463.918
	<b>96.068.705</b>	<b>92.523.431</b>	<b>96.068.705</b>	<b>92.523.431</b>
<b>UKUPNO KAPITAL I OBAVEZE</b>	<b>138.562.419</b>	<b>133.312.032</b>	<b>125.294.957</b>	<b>120.315.687</b>

**BALANCE SHEET**

	Company and associates		Company	
	31 December 2016	31 December 2015	31 December 2016	31 December 2015
<b>ASSETS</b>				
Property, plant and equipment and intangible assets	4,279,485	4,390,837	4,279,485	4,390,837
Investment property	3,464,712	3,659,534	3,464,712	3,659,534
Investment in associates	16,563,997	17,630,177	3,296,535	4,633,832
Deferred acquisition costs	3,231,720	3,063,261	3,231,720	3,063,261
Financial assets available-for-sale	2,220,116	3,432,969	2,220,116	3,432,969
Financial assets held-to-maturity	2,397,912	1,923,975	2,397,912	1,923,975
Deposits	30,081,872	25,658,878	30,081,872	25,658,878
Reinsurance assets (reinsurers' share of reinsurance liabilities)	59,755,680	53,541,683	59,755,680	53,541,683
Reinsurance premium receivables and for claims recovered from reinsurers	11,138,015	16,487,679	11,138,015	16,487,679
Other receivables	87,252	96,819	87,252	96,819
Other assets	176,310	11,112	176,310	11,112
Cash and cash equivalents	5,165,348	3,415,108	5,165,348	3,415,108
<b>TOTAL ASSETS</b>	<b>138,562,419</b>	<b>133,312,032</b>	<b>125,294,957</b>	<b>120,315,687</b>
<b>EQUITY AND LIABILITIES</b>				
Share capital	6,339,300	6,577,300	6,339,300	6,577,300
Treasury shares	-	(238,000)	-	(238,000)
Share premium	-	(219,730)	-	(219,730)
Reserves	19,810,316	18,723,971	19,810,316	18,723,971
Revaluation reserves for financial assets available-for-sale	(252,862)	(257,651)	(252,862)	(257,651)
<b>Retained earnings</b>	<b>16,596,960</b>	<b>16,202,711</b>	<b>3,329,498</b>	<b>3,206,366</b>
	<b>42,493,714</b>	<b>40,788,601</b>	<b>29,226,252</b>	<b>27,792,256</b>
<b>LIABILITIES</b>				
Reinsurance liabilities	84,267,589	76,883,689	84,267,589	76,883,689
Reinsurance premium and claims payables	7,551,015	10,234,456	7,551,015	10,234,456
Deferred reinsurance commission	1,449,537	1,408,225	1,449,537	1,408,225
Other liabilities	2,321,914	3,533,143	2,321,914	3,533,143
Provisions for employee benefits	478,650	463,918	478,650	463,918
	<b>96,068,705</b>	<b>92,523,431</b>	<b>96,068,705</b>	<b>92,523,431</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>138,562,419</b>	<b>133,312,032</b>	<b>125,294,957</b>	<b>120,315,687</b>

**IZVJEŠTAJ O PROMJENAMA U KAPITALU ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA 2016. GODINE**

Društvo sa pridruženim društvima								
	Dionički kapital	Trezorske dionice	Dionička premija	Rezerve	Revalorizacione rezerve za nekretnine	Revalorizacione rezerve za finansijsku imovinu raspoloživu za prodaju	Zadržana dobit	Ukupno
<b>STANJE 31. DECEMBRA 2014.</b>	<b>6.577.300</b>	<b>(238.000)</b>	<b>(219.730)</b>	<b>18.723.971</b>	<b>10.602</b>	<b>(575.468)</b>	<b>13.730.606</b>	<b>38.009.281</b>
Isplata dividende	-	-	-	-	-	-	(380.358)	(380.358)
Prenos revalorizacionih rezervi na zadržanu dobit	-	-	-	-	(10.602)	-	10.602	-
Pokriće gubitaka od finansijske imovine raspoložive za prodaju na teret zadržane dobiti	-	-	-	-	-	150.000	(150.000)	-
Neto dobit	-	-	-	-	-	-	2.991.861	2.991.861
Ostala sveobuhvatna dobit	-	-	-	-	-	167.817	-	167.817
<b>Ukupna sveobuhvatna dobit</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>167.817</b>	<b>2.991.861</b>	<b>3.159.678</b>
<b>STANJE 31. DECEMBRA 2015.</b>	<b>6.577.300</b>	<b>(238.000)</b>	<b>(219.730)</b>	<b>18.723.971</b>	<b>-</b>	<b>(257.651)</b>	<b>16.202.711</b>	<b>40.788.601</b>
Isplata dividende	-	-	-	-	-	-	(380.358)	(380.358)
Isknjižene vlastitih dionica	(238.000)	238.000	-	-	-	-	-	-
Prenos sa zadržane dobit na rezerve	-	-	-	1.086.345	-	-	(1.086.345)	-
Pokriće gubitaka od finansijske imovine raspoložive za prodaju na teret zadržane dobiti	-	-	-	-	-	150.000	(150.000)	-
Prenos dioničke premije	-	-	219.730	-	-	-	(219.730)	-
Realizovani dobici/(gubici) od prodaje finansijske imovine raspoložive za prodaju	-	-	-	-	-	(5.534)	-	(5.534)
Prodaja udjela u pridruženim Društvima	-	-	-	-	-	-	(271.367)	(271.367)
Neto dobit	-	-	-	-	-	-	2.502.049	2.502.049
Ostala sveobuhvatna dobit	-	-	-	-	-	(139.677)	-	(139.677)
<b>Ukupna sveobuhvatna dobit</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(139.677)</b>	<b>2.502.049</b>	<b>2.362.372</b>
<b>STANJE 31. DECEMBRA 2016.</b>	<b>6.339.300</b>	<b>-</b>	<b>-</b>	<b>19.810.316</b>	<b>-</b>	<b>(252.862)</b>	<b>16.596.960</b>	<b>42.493.714</b>

## STATEMENT OF CHANGES IN EQUITY

	Company and associates							
	Share capital	Treasury shares	Share premium	Reserves	Revaluation reserves for properties	Revaluation reserves for financial assets available-for-sale	Retained earnings	Total
<b>AS AT 31 DECEMBER 2014</b>	<b>6,577,300</b>	<b>(238,000)</b>	<b>(219,730)</b>	<b>18,723,971</b>	<b>10,602</b>	<b>(575,468)</b>	<b>13,730,606</b>	<b>38,009,281</b>
Dividend payment	-	-	-	-	-	-	(380,358)	(380,358)
Transfer of revaluations reserve to retained earnings	-	-	-	-	(10,602)	-	10,602	-
Transfer of revaluation reserve for financial assets available-for-sale to retained earnings	-	-	-	-	-	150,000	(150,000)	-
Net profit	-	-	-	-	-	-	2,991,861	2,991,861
Other comprehensive income	-	-	-	-	-	167,817	-	167,817
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>167,817</b>	<b>2,991,861</b>	<b>3,159,678</b>
<b>AS AT 31 DECEMBER 2015</b>	<b>6,577,300</b>	<b>(238,000)</b>	<b>(219,730)</b>	<b>18,723,971</b>	<b>-</b>	<b>(257,651)</b>	<b>16,202,711</b>	<b>40,788,601</b>
Dividend payment	-	-	-	-	-	-	(380,358)	(380,358)
Transfer of treasury shares	(238,000)	238,000	-	-	-	-	-	-
Transfer of revaluations reserve to retained earnings	-	-	-	1,086,345	-	-	(1,086,345)	-
Transfer of revaluation reserve for financial assets available-for-sale to retained earnings	-	-	-	-	-	150,000	(150,000)	-
Transfer of share premium	-	-	219,730	-	-	-	(219,730)	-
Realized gains/(losses) from sale of financial assets available for sale	-	-	-	-	-	(5,534)	-	(5,534)
Sale of shares in associates	-	-	-	-	-	-	(271,367)	(271,367)
Net profit	-	-	-	-	-	-	2,502,049	2,502,049
Other comprehensive income	-	-	-	-	-	(139,677)	-	(139,677)
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(139,677)</b>	<b>2,502,049</b>	<b>2,362,372</b>
<b>AS AT 31 DECEMBER 2016</b>	<b>6,339,300</b>	<b>-</b>	<b>-</b>	<b>19,810,316</b>	<b>-</b>	<b>(252,862)</b>	<b>16,596,960</b>	<b>42,493,714</b>

**IZVJEŠTAJ O PROMJENAMA U KAPITALU ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA 2016. GODINE**

Društvo								
	Dionički kapital	Trezorske dionice	Dionička premija	Rezerve	Revalorizacione rezerve za nekretnine	Revalorizacione rezerve za finansijsku imovinu raspoloživu za prodaju	Zadržana dobit	Ukupno
<b>STANJE 31. DECEMBRA 2014.</b>	<b>6.577.300</b>	<b>(238.000)</b>	<b>(219.730)</b>	<b>18.723.971</b>	<b>10.602</b>	<b>(575.468)</b>	<b>1.606.101</b>	<b>25.884.776</b>
Isplata dividende	-	-	-	-	-	-	(380.358)	(380.358)
Prenos revalorizacionih rezervi na zadržanu dobit	-	-	-	-	(10.602)	-	10.602	-
Pokriće gubitaka od finansijske imovine raspoložive za prodaju na teret zadržane dobiti	-	-	-	-	-	150.000	(150.000)	-
Neto dobit	-	-	-	-	-	-	2.120.021	2.120.021
Ostala sveobuhvatna dobit	-	-	-	-	-	167.817	-	167.817
<b>Ukupna sveobuhvatna dobit</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>167.817</b>	<b>2.120.021</b>	<b>2.287.838</b>
<b>STANJE 31. DECEMBRA 2015.</b>	<b>6.577.300</b>	<b>(238.000)</b>	<b>(219.730)</b>	<b>18.723.971</b>	<b>-</b>	<b>(257.651)</b>	<b>3.206.366</b>	<b>27.792.256</b>
Isplata dividende	-	-	-	-	-	-	(380.358)	(380.358)
Isknjižene vlastitim dionicama	(238.000)	238.000	-	-	-	-	-	-
Prenos sa zadržane dobiti na rezerve	-	-	-	1.086.345	-	-	(1.086.345)	-
Pokriće gubitaka od finansijske imovine raspoložive za prodaju na teret zadržane dobiti	-	-	-	-	-	150.000	(150.000)	-
Pokriće dioničke premije	-	-	219.730	-	-	-	(219.730)	-
Realizovani dobit/gubici od prodaje finansijske imovine raspoložive za prodaju	-	-	-	-	-	(5.534)	-	(5.534)
Neto dobit	-	-	-	-	-	-	1.959.565	1.959.565
Ostala sveobuhvatna dobit	-	-	-	-	-	(139.677)	-	(139.677)
<b>Ukupna sveobuhvatna dobit</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(139.677)</b>	<b>1.959.565</b>	<b>1.819.888</b>
<b>STANJE 31. DECEMBRA 2016.</b>	<b>6.339.300</b>	<b>-</b>	<b>-</b>	<b>19.810.316</b>	<b>-</b>	<b>(252.862)</b>	<b>3.329.498</b>	<b>29.226.252</b>

## STATEMENT OF CHANGES IN EQUITY

	Company							
	Share capital	Treasury shares	Share premium	Reserves	Revaluation reserves for properties	Revaluation reserves for financial assets available-for-sale	Retained earnings	Total
<b>AS AT 31 DECEMBER 2014</b>	<b>6,577,300</b>	<b>(238,000)</b>	<b>(219,730)</b>	<b>18,723,971</b>	<b>10,602</b>	<b>(575,468)</b>	<b>1,606,101</b>	<b>25,884,776</b>
Dividend payment	-	-	-	-	-	-	(380,358)	(380,358)
Transfer of revaluations reserve to retained earnings	-	-	-	-	(10,602)	-	10,602	-
Transfer of revaluation reserve for financial assets available-for-sale to retained earnings	-	-	-	-	-	150,000	(150,000)	-
Net profit	-	-	-	-	-	-	2,120,021	2,120,021
Other comprehensive income	-	-	-	-	-	167,817	-	167,817
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>167,817</b>	<b>2,120,021</b>	<b>2,287,838</b>
<b>AS AT 31 DECEMBER 2015</b>	<b>6,577,300</b>	<b>(238,000)</b>	<b>(219,730)</b>	<b>18,723,971</b>	<b>-</b>	<b>(257,651)</b>	<b>3,206,366</b>	<b>27,792,256</b>
Dividend payment	-	-	-	-	-	-	(380,358)	(380,358)
Transfer of treasury shares	(238,000)	238,000	-	-	-	-	-	-
Transfer of revaluations reserve to retained earnings	-	-	-	1,086,345	-	-	(1,086,345)	-
Transfer of revaluation reserve for financial assets available-for-sale to retained earnings	-	-	-	-	-	150,000	(150,000)	-
Transfer of share premium	-	-	219,730	-	-	-	(219,730)	-
Realized gains/(losses) from sale of financial assets available for sale	-	-	-	-	-	(5,534)	-	(5,534)
Net profit	-	-	-	-	-	-	1,959,565	1,959,565
Other comprehensive income	-	-	-	-	-	(139,677)	-	(139,677)
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(139,677)</b>	<b>1,959,565</b>	<b>1,819,888</b>
<b>AS AT 31 DECEMBER 2016</b>	<b>6,339,300</b>	<b>-</b>	<b>-</b>	<b>19,810,316</b>	<b>-</b>	<b>(252,862)</b>	<b>3,329,498</b>	<b>29,226,252</b>

**IZVJEŠTAJ O NOVČANIM TOKOVIMA ZA GODINU KOJA JE ZAVRŠILA 31. DECEMBRA 2016.**

	Društvo sa pridruženim društvima		Društvo	
	2016.	2015.	2016.	2015.
<b>Poslovne aktivnosti</b>				
Dobit prije oporezivanja	2.721.544	3.386.324	2.179.060	2.514.484
Usklađenje za:				
- amortizaciju	360.401	386.840	360.401	386.840
- ispravku vrijednosti ostalih potraživanja	219.220	6.071	219.220	6.071
- ispravku vrijednosti potraživanja po osnovu premija i za štete pokrivene od reosiguravatelja	482.248	2.574	482.248	2.574
- naplaćena otpisana potraživanja	(6.232)	(21.674)	(6.232)	(21.674)
- otpis nepovratnih gubitaka na finansijskoj imovini raspoloživoj za prodaju	102.097	-	102.097	-
- učešće u dobiti pridruženih društava	(542.484)	(871.840)	-	-
- rezervisanja za prenosnu premiju, neto	1.179.023	1.144.602	1.179.023	1.144.602
- rezervisanja za nastale, a neprijavljene štete, neto	(168.572)	1.587.259	(168.572)	1.587.259
- rezervisanja za prijavljene, a neizmirene štete, neto	235.481	(625.725)	235.481	(625.725)
- rezervisanja za bonus, popuste i premije, neto	(76.029)	(112.708)	(76.029)	(112.708)
- odgođene troškove pribave, neto	(127.147)	(259.467)	(127.147)	(259.467)
- vrijednost imovine namijenjene prodaji reklasifikovane na investicijske nekretnine	-	6.682	-	6.682
- rezervisanja za naknade zaposlenim, neto	14.732	38.269	14.732	38.269
- gubitak / (dobit) od otuđenja materijalne imovine	(84.571)	-	(84.571)	-
- gubitak / (dobit) od otuđenja imovine namijenjene prodaji	-	(340.372)	-	(340.372)
- gubitak / (dobit) od otuđenja finansijske imovine raspoložive za prodaju	(6.229)	-	(6.229)	-
gubitak od prodaje udjela u pridruženim društvima	63.822	-	63.822	-
- prihod od dividende priznat u bilansu uspjeha	(143.900)	(98.668)	(143.900)	(98.668)
- prihod od kamate priznat u bilansu uspjeha	(739.299)	(820.060)	(739.299)	(820.060)
<b>Novčani tok iz poslovnih aktivnosti prije promjena u obrtnom kapitalu</b>	<b>3.484.285</b>	<b>3.408.107</b>	<b>3.484.285</b>	<b>3.408.107</b>
Promjene:				
- potraživanja po osnovu premija reosiguranja i za štete pokrivene od strane reosiguravatelja	4.873.468	2.644.800	4.873.468	2.644.800
- ostale imovine i potraživanja	(214.329)	53.999	(214.329)	53.999
- obaveza po osnovu premija reosiguranja i udjela u štetama	(2.683.441)	(1.985.239)	(2.683.441)	(1.985.239)
- ostalih obaveza	(1.044.118)	(160.120)	(1.044.118)	(160.120)
<b>Novac iz poslovnih aktivnosti</b>	<b>4.415.835</b>	<b>3.961.547</b>	<b>4.415.835</b>	<b>3.961.547</b>
Plaćeni porez na dobit	(547.097)	(158.818)	(547.097)	(158.818)
<b>Neto novac ostvaren u poslovnim aktivnostima</b>	<b>3.868.738</b>	<b>3.802.729</b>	<b>3.868.738</b>	<b>3.802.729</b>
<b>Uлагаčke aktivnosti</b>				
Nabavka nekretnina i opreme	(116.064)	(81.281)	(116.064)	(81.281)
Prilivi od prodaje investicijskih nekretnina	144.762	872.000	144.762	872.000
Prilivi od prodaje materijalne imovine	1.646	-	1.646	-
Prilivi od prodaje finansijske imovine raspoložive za prodaju	971.773	-	971.773	-
Prilivi od prodaje udjela u pridruženim društvima	1.273.475	-	1.273.475	-
Primljene dividende	143.900	98.668	143.900	98.668
Primljene kamate	695.809	818.735	695.809	818.735
Kupovina finansijske imovine u posjedu do dospijeća	(473.937)	(1.416.501)	(473.937)	(1.416.501)
Kupovina finansijske imovine raspoložive za prodaju	-	(965.544)	-	(965.544)
(Povećanje)/smanjenje datih depozita	(4.379.504)	3.472	(4.379.504)	3.472
<b>Neto novac korišten u ulagačkim aktivnostima</b>	<b>(1.738.140)</b>	<b>(670.451)</b>	<b>(1.738.140)</b>	<b>(670.451)</b>
<b>Finansijske aktivnosti</b>				
Isplaćene dividende	(380.358)	(380.154)	(380.358)	(380.154)
<b>NETO NOVAC KORIŠTEN U FINANSIJSKIM AKTIVNOSTIMA</b>	<b>(380.358)</b>	<b>(380.154)</b>	<b>(380.358)</b>	<b>(380.154)</b>
<b>NETO POVEĆANJE NOVCA I NOVČANIH EKVIVALENTA</b>	<b>1.750.240</b>	<b>2.752.124</b>	<b>1.750.240</b>	<b>2.752.124</b>
<b>NOVAC I NOVČANI EKVIVALENTI NA POČETKU GODINE</b>	<b>3.415.108</b>	<b>662.984</b>	<b>3.415.108</b>	<b>662.984</b>
<b>NOVAC I NOVČANI EKVIVALENTI NA KRAJU GODINE</b>	<b>5.165.348</b>	<b>3.415.108</b>	<b>5.165.348</b>	<b>3.415.108</b>

## STATEMENT OF CASH FLOWS

	Company and associates		Company	
	2016	2015	2016	2015
<b>Operating activities</b>				
Profit before tax	2,721,544	3,386,324	2,179,060	2,514,484
Adjustments for:				
- depreciation and amortization	360,401	386,840	360,401	386,840
- allowance for impairment losses on other receivables	219,220	6,071	219,220	6,071
- allowance for impairment losses on premium and for claims recovered from reinsurers	482,248	2,574	482,248	2,574
- collected written off receivables	(6,232)	(21,674)	(6,232)	(21,674)
- recycling of irreversible losses on financial assets available-for-sale	102,097	-	102,097	-
- share of net result of associates	(542,484)	(871,840)	-	-
- provision for unearned premium, net	1,179,023	1,144,602	1,179,023	1,144,602
- provision for incurred but not reported claims, net	(168,572)	1,587,259	(168,572)	1,587,259
- provision for reported but not settled claims, net	235,481	(625,725)	235,481	(625,725)
- provision for bonuses, discounts and premiums, net	(76,029)	(112,708)	(76,029)	(112,708)
- deferred acquisition costs, net	(127,147)	(259,467)	(127,147)	(259,467)
- carrying value of assets held for sale reclassified to investment property	-	6,682	-	6,682
- provision for employee benefits, net	14,732	38,269	14,732	38,269
- loss / (gain) from disposal of fixed assets	(84,571)	-	(84,571)	-
- loss / (gain) from disposal of assets held for sale	-	(340,372)	-	(340,372)
- loss / (gain) from disposal of financial assets available-for-sale	(6,229)	-	(6,229)	-
- loss from disposal of shares in associates	63,822	-	63,822	-
- dividend income recognized in the statement of profit or loss	(143,900)	(98,668)	(143,900)	(98,668)
- interest income recognized in the statement of profit or loss	(739,299)	(820,060)	(739,299)	(820,060)
<b>Operating cash flow before movements in working capital</b>	<b>3,484,285</b>	<b>3,408,107</b>	<b>3,484,285</b>	<b>3,408,107</b>
<b>Changes in:</b>				
- reinsurance premium receivables and claims recovered from re-insurers	4,873,468	2,644,800	4,873,468	2,644,800
- other assets and receivables	(214,329)	53,999	(214,329)	53,999
- reinsurance premium and claims payable	(2,683,441)	(1,985,239)	(2,683,441)	(1,985,239)
- other liabilities	(1,044,118)	(160,120)	(1,044,118)	(160,120)
<b>Cash generated from operations</b>	<b>4,415,835</b>	<b>3,961,547</b>	<b>4,415,835</b>	<b>3,961,547</b>
Income tax paid	(547,097)	(158,818)	(547,097)	(158,818)
<b>Net cash from operating activities</b>	<b>3,868,738</b>	<b>3,802,729</b>	<b>3,868,738</b>	<b>3,802,729</b>
<b>Investing activities</b>				
Purchases of property and equipment	(116,064)	(81,281)	(116,064)	(81,281)
Proceeds from sale of investment property	144,762	872,000	144,762	872,000
Proceeds from sale of fixed assets	1,646	-	1,646	-
Proceeds from sale of financial assets available-for-sale	971,773	-	971,773	-
Proceeds from sale of shares in associates	1,273,475	-	1,273,475	-
Dividends received	143,900	98,668	143,900	98,668
Interest received	695,809	818,735	695,809	818,735
Purchase of financial assets held-to-maturity	(473,937)	(1,416,501)	(473,937)	(1,416,501)
Purchase of financial assets available-for-sale	-	(965,544)	-	(965,544)
(Increase) / decrease in deposits	(4,379,504)	3,472	(4,379,504)	3,472
<b>Net cash used in investing activities</b>	<b>(1,738,140)</b>	<b>(670,451)</b>	<b>(1,738,140)</b>	<b>(670,451)</b>
<b>Financing activities</b>				
Dividends paid	(380,358)	(380,154)	(380,358)	(380,154)
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<b>(380,358)</b>	<b>(380,154)</b>	<b>(380,358)</b>	<b>(380,154)</b>
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>1,750,240</b>	<b>2,752,124</b>	<b>1,750,240</b>	<b>2,752,124</b>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF YEAR</b>	<b>3,415,108</b>	<b>662,984</b>	<b>3,415,108</b>	<b>662,984</b>
<b>CASH AND CASH EQUIVALENTS AT THE END OF YEAR</b>	<b>5,165,348</b>	<b>3,415,108</b>	<b>5,165,348</b>	<b>3,415,108</b>

**PRIHODI OD REOSIGURANJA**

	2016.	2015.
Prihod od reosiguranja u zemlji	44.049.163	42.856.959
Prihod od reosiguranja u inostranstvu	8.181.882	8.630.113
Promjene na prijenosnim premijama	(2.060.010)	(780.713)
Ispravka vrijednosti premije	(458.235)	(2.574)
<b>Prihod od reosiguranja ostvareno izdatim ugovorima o reosiguranju</b>	<b>49.712.800</b>	<b>50.703.785</b>
Prihod od premije prenesen reosiguravatelju	(26.501.525)	(24.534.434)
Promjene na prijenosnim premijama prenesenim reosiguravatelju	880.988	(363.890)
<b>Premija reosiguranja prenesena reosiguravatelju, neto</b>	<b>(25.620.537)</b>	<b>(24.898.324)</b>
	<b>24.092.263</b>	<b>25.805.461</b>

**ŠTETE I TROŠKOVI PO REOSIGURANJU**

	2016.	2015.
Štete i troškovi po reosiguranju u zemlji	20.357.068	21.137.829
Štete i troškovi po reosiguranju u inostranstvu	4.919.514	4.977.417
Promjene rezerve za nastale, a neprijavljene štete	3.601.442	5.457.763
Promjene rezerve za nastale prijavljene štete	1.883.134	(2.770.419)
Promjene rezerve za bonus, popuste i povrate premije	(160.686)	4.521
<b>Štete i troškovi po reosiguranju</b>	<b>30.600.472</b>	<b>28.807.111</b>
Štete i troškovi pokriveni od reosiguravatelja	(7.724.217)	(9.789.459)
Promjene rezerve za nastale, a neprijavljene štete	(3.770.014)	(3.870.504)
Promjene rezerve za nastale prijavljene štete	(1.647.653)	2.144.694
Promjene rezerve za bonus, popuste i povrate premije	84.657	(117.229)
<b>Štete i troškovi po reosiguranju pokriveni od reosiguravatelja, neto</b>	<b>(13.057.227)</b>	<b>(11.632.498)</b>
	<b>17.543.245</b>	<b>17.174.613</b>

**PRIHODI OD ULAGANJA**

	2016.	2015.
Kamata na bankarske depozite	672.641	797.539
Prihod od zakupa	225.680	278.807
Dividende	143.900	98.668
Kamata od finansijske imovine u posjedu do dospjeća	66.658	22.521
Prihodi od prodaje imovine namijenjene prodaji	-	340.372
Realizirani dobici od prodaje finansijske imovine raspoložive za prodaju	6.229	-
Prihod od prodaje materijalne imovine i investicionih nekretnina	84.571	-
	<b>1.199.679</b>	<b>1.537.907</b>

**OSTALI OPERATIVNI PRIHODI**

	2016.	2015.
Naplaćena otpisana potraživanja po osnovu premija i za štete pokrivene od reosiguravatelja (Napomena 21)	6.232	14.078
Naplaćena otpisana ostala potraživanja (Napomena 22)	-	7.596
Ostalo	891	2.959
	<b>7.123</b>	<b>24.633</b>

**NET REINSURANCE PREMIUM REVENUE**

	2016	2015
Reinsurance premium, domestic	44,049,163	42,856,959
Reinsurance premium, foreign	8,181,882	8,630,113
Change in the provision for unearned premium	(2,060,010)	(780,713)
Written-off premiums	(458,235)	(2,574)
<b>Premium revenue arising from the insurance contracts issued</b>	<b>49,712,800</b>	<b>50,703,785</b>
Reinsurance premium ceded to reinsurers	(26,501,525)	(24,534,434)
Change in the provision for unearned premium ceded to reinsurers	880,988	(363,890)
<b>Reinsurance premium ceded to reinsurers, net</b>	<b>(25,620,537)</b>	<b>(24,898,324)</b>
	24,092,263	25,805,461

**REINSURANCE CLAIMS AND LOSS ADJUSTMENT EXPENSES**

	2016	2015
Reinsurance claims and loss adjustment expenses, domestic	20,357,068	21,137,829
Reinsurance claims and loss adjustment expenses, foreign	4,919,514	4,977,417
Change in the provision for incurred but not reported claims	3,601,442	5,457,763
Change in the provision for reported but not settled claims	1,883,134	(2,770,419)
Change in the provision for bonuses, discounts and premiums	(160,686)	4,521
<b>Reinsurance claims arising from the insurance contracts issued</b>	<b>30,600,472</b>	<b>28,807,111</b>
Reinsurance claims recovered from reinsurers	(7,724,217)	(9,789,459)
Change in the provision for incurred but not reported claims	(3,770,014)	(3,870,504)
Change in the provision for reported but not settled claims	(1,647,653)	2,144,694
Change in the provision for bonuses, discounts and premiums	84,657	(117,229)
<b>Reinsurance claims recovered from reinsurers, net</b>	<b>(13,057,227)</b>	<b>(11,632,498)</b>
	17,543,245	17,174,613

**INVESTMENT INCOME**

	2016	2015
Interest on bank deposits	672,641	797,539
Rent income	225,680	278,807
Dividends	143,900	98,668
Interest on financial assets held to maturity	66,658	22,521
Income from sales of assets held for sale	-	340,372
Realized gains from sale of financial assets available for sale	6,229	-
Income from sale of fixed assets	84,571	-
	1,199,679	1,537,907

**OTHER OPERATING INCOME**

	2016	2015
Collected written off reinsurance premium receivables and claims recovered from reinsurers	6,232	14,078
Collected written off other receivables	-	7,596
Other	891	2,959
	7,123	24,633

**OPĆI I ADMINISTRATIVNI TROŠKOVI**

	2016.	2015.
Bruto plate uposlenih	1.724.229	1.582.580
Usluge	406.614	353.155
Amortizacija (Napomena 14 i 15)	360.401	386.840
Ostale naknade zaposlenim	238.717	244.795
Članarine	197.745	177.539
Naknade članovima Nadzornog odbora i Odbora za reviziju	89.658	89.658
Troškovi platnog prometa	74.470	80.500
Održavanje	72.347	87.905
Materijal i energija	63.601	68.964
Reklama i reprezentacija	43.692	47.958
Donacije i stipendije	13.844	9.767
Reservisanja za ostale naknade zaposlenima	14.732	38.269
Premije osiguranja	15.734	16.631
Porezi	16.635	21.235
Ostali troškovi	1.528	341
	<b>3.333.947</b>	<b>3.206.137</b>

**RASHODI OD ULAGANJA**

	2016.	2015.
Otpis nepovratnih gubitaka na finansijskoj imovini raspoloživoj za prodaju (Napomena 17)	102.097	-
Gubici od prodaje udjela u pridruženim društvima (Napomena 16)	63.822	-
Usklađenje vrijednosti imovine namijenjene prodaji reklassifikovane na investicijske nekretnine	-	6.682
	<b>165.919</b>	<b>6.682</b>

**POREZ NA DOBIT**

	Društvo sa pridruženim društvima		Društvo	
	2016.	2015.	2016.	2015.
Dobit prije oporezivanja	2.721.544	3.386.324	2.179.060	2.514.484
Porez na dobit po zakonskoj stopi od 10%	272.154	338.632	217.906	251.448
Efekat porezno nepriznatih rashoda	18.606	165.490	18.606	165.490
Efekat neoporezivog prihoda	(71.265)	(109.659)	(17.017)	(22.475)
Porez na dobit	219.495	394.463	219.495	394.463
<b>EFEKТИВНА ПОРЕСКА СТОПА ЗА ГОДИНУ</b>	<b>8,07%</b>	<b>11,65%</b>	<b>10,07%</b>	<b>15,69%</b>

**ZARADA PO DIONICI**

	Društvo sa pridruženim društvima		Društvo	
	2016.	2015.	2016.	2015.
Neto dobit na raspolažanju dioničarima	2.502.049	2.991.861	1.959.565	2.120.021
Ponderisani prosjek broja običnih dionica tokom godine	18.645	18.645	18.645	18.645
<b>OSNOVNA ZARADA PO DIONICI</b>	<b>134,19</b>	<b>160,46</b>	<b>105,10</b>	<b>113,70</b>

**Napomena:** Razrijedjena zarada po dionici nije izračunata budući da Društvo nije izdalo finansijske instrumente koji bi razrjeđivali osnovnu zaradu po dionicici.

**GENERAL AND ADMINISTRATIVE EXPENSES**

	2016	2015
Gross salaries	1,724,229	1,582,580
Services	406,614	353,155
Depreciation	360,401	386,840
Other employee benefits	238,717	244,795
Memberships	197,745	177,539
Fees to members of Supervisory Board and Audit Committee	89,658	89,658
Bank fees	74,470	80,500
Maintenance	72,347	87,905
Material and energy	63,601	68,964
Advertising and entertainment	43,692	47,958
Donations and scholarships	13,844	9,767
Provisions for other employee benefits	14,732	38,269
Insurance premiums	15,734	16,631
Taxes	16,635	21,235
Other expenses	1,528	341
	3,333,947	3,206,137

**INVESTMENT LOSSES**

	2016	2015
Losses on financial assets available for sale	102,097	-
Losses from the sale of financial assets	63,822	-
Value adjustment of assets held for sale reclassified to investment properties	-	6,682
	165,919	6,682

**INCOME TAX EXPENSE**

	Company and associates		Company	
	2016	2015	2016	2015
Profit before income tax	2,721,544	3,386,324	2,179,060	2,514,484
Income tax expense at 10% - statutory rate	272,154	338,632	217,906	251,448
Effect of non-deductible expenses	18,606	165,490	18,606	165,490
Effect of non-assessable income	(71,265)	(109,659)	(17,017)	(22,475)
Income tax	219,495	394,463	219,495	394,463
<b>EFFECTIVE TAX RATE FOR THE YEAR</b>	<b>8.07%</b>	<b>11.65%</b>	<b>10.07%</b>	<b>15.69%</b>

**EARNINGS PER SHARE**

	Company and associates		Company	
	2016	2015	2016	2015
Net profit available to the shareholders	2,502,049	2,991,861	1,959,565	2,120,021
Average number of ordinary shares during the year	18,645	18,645	18,645	18,645
<b>BASIC EARNINGS PER SHARE</b>	<b>134.19</b>	<b>160.46</b>	<b>105.10</b>	<b>113.70</b>

**Note:** Diluted earnings per share are not presented, as the Company has not issued dilutive equity instruments.

**NEKRETNINE, POSTROJENJA I OPREMA I NEMATERIJALNA IMOVINA**

	Zemljište	Zgrade	Oprema i namještaj	Elektronička oprema	Ostalo	Ukupno
<b>NABAVNA VRJEDNOST</b>						
Stanje 31. decembra 2014.	95.850	5.121.687	682.394	275.025	631.023	6.805.979
Povećanja	-	-	2.257	70.603	12.057	84.917
Rashodovanja i prodaje	-	-	(170.585)	(55.800)	-	(226.385)
Stanje 31. decembra 2015.	95.850	5.121.687	514.066	289.828	643.080	6.664.511
Povećanja	-	-	4.589	91.564	19.911	116.064
Rashodovanja i prodaje	-	-	(20.086)	-	-	(20.086)
Stanje 31. decembra 2016.	95.850	5.121.687	498.569	381.392	662.991	6.760.489
<b>ISPRAVKA VRJEDNOSTI</b>						
Stanje 31. decembra 2014.	-	864.284	537.307	258.600	600.824	2.261.015
Trošak amortizacije	-	153.651	44.702	25.920	11.210	235.483
Rashodovanja i prodaje	-	-	(167.024)	(55.800)	-	(222.824)
Stanje 31. decembra 2015.	-	1.017.935	414.985	228.720	612.034	2.273.674
Trošak amortizacije	-	153.651	33.506	27.619	12.640	227.416
Rashodovanja i prodaje	-	-	(20.086)	-	-	(20.086)
Stanje 31. decembra 2016.	-	1.171.586	428.405	256.339	624.674	2.481.004
<b>NETO KNJIGOVODSTVENA VRJEDNOST</b>						
31. decembra 2016.	95.850	3.950.101	70.164	125.053	38.317	4.279.485
31. decembra 2015.	95.850	4.103.752	99.081	61.108	31.046	4.390.837

**ULAGANJA U INVESTICIJSKE NEKRETNINE**

	Zemljište	Građevine	Ukupno
<b>NABAVNA VRJEDNOST</b>			
Stanje na dan 31. decembra 2014.	81.650	5.702.955	5.784.605
Prijenos sa imovine namijenjene prodaji	-	46.482	46.482
Rashodovanja i prodaje	-	(1.199.390)	(1.199.390)
Stanje na dan 31. decembra 2015.	81.650	4.550.047	4.631.697
Rashodovanja i prodaje	-	(140.647)	(140.647)
Stanje na dan 31.decembar 2016.	81.650	4.409.400	4.491.050
<b>ISPRAVKA VRJEDNOSTI</b>			
Stanje na dan 31. decembra 2014.	-	1.464.520	1.464.520
Trošak amortizacije	-	151.357	151.357
Prijenos sa imovine namijenjene prodaji	-	25.531	25.531
Rashodovanja i prodaje	-	(669.245)	(669.245)
Stanje na dan 31. decembra 2015.	-	972.163	972.163
Trošak amortizacije	-	132.985	132.985
Rashodovanja i prodaje	-	(78.810)	(78.810)
Stanje na dan 31. decembra 2016.	-	1.026.338	1.026.338
<b>NETO KNJIGOVODSTVENA VRJEDNOST</b>			
31. decembra 2016.	81.650	3.383.062	3.464.712
31. decembra 2015.	81.650	3.577.884	3.659.534

**Napomena:** Društvo je u marta 2016. godine prodalo poslovni prostor u Sarajevu, u ulici Mis Irbina br. 5.

Uprava Društva vjeruje da je knjigovodstvena vrijednost investicijskih nekretnina knjižena po trošku nabave umanjenom za akumuliranu amortizaciju, te za akumulirano umanjenje vrijednosti, u finansijskim izvještajima, približno odgovara njihovoj fer vrijednosti.

**PROPERTY, PLANT AND EQUIPMENT**

	Land	Buildings	Equipment and furniture	Electronic equipment	Other	Total
<b>COST</b>						
At 31 December 2014	95,850	5,121,687	682,394	275,025	631,023	6,805,979
Additions	-	-	2,257	70,603	12,057	84,917
Disposals and sale	-	-	(170,585)	(55,800)	-	(226,385)
At 31 December 2015	95,850	5,121,687	514,066	289,828	643,080	6,664,511
Additions	-	-	4,589	91,564	19,911	116,064
Disposals and sale	-	-	(20,086)	-	-	(20,086)
At 31 December 2016	95,850	5,121,687	498,569	381,392	662,991	6,760,489
<b>ACCUMULATED DEPRECIATION</b>						
At 31 December 2014	-	864,284	537,307	258,600	600,824	2,261,015
Depreciation	-	153,651	44,702	25,920	11,210	235,483
Disposals and sale	-	-	(167,024)	(55,800)	-	(222,824)
At 31 December 2015	-	1,017,935	414,985	228,720	612,034	2,273,674
Depreciation	-	153,651	33,506	27,619	12,640	227,416
Disposals and sale	-	-	(20,086)	-	-	(20,086)
At 31 December 2016	-	1,171,586	428,405	256,339	624,674	2,481,004
<b>CARRYING VALUE</b>						
At 31 December 2016	95,850	3,950,101	70,164	125,053	38,317	4,279,485
At 31 December 2015	95,850	4,103,752	99,081	61,108	31,046	4,390,837

**INVESTMENT PROPERTY**

	Land	Buildings	Total
<b>COST</b>			
At 31 December 2014	81,650	5,702,955	5,784,605
Transfer from the assets held for sale	-	46,482	46,482
Disposals and sale	-	(1,199,390)	(1,199,390)
At 31 December 2015	81,650	4,550,047	4,631,697
Disposals and sale	-	(140,647)	(140,647)
At 31 December 2016	81,650	4,409,400	4,491,050
<b>ACCUMULATED DEPRECIATION</b>			
Balance as of 31 December 2014	-	1,464,520	1,464,520
Depreciation	-	151,357	151,357
Transfer from Assets held for sale	-	25,531	25,531
Disposals and sale	-	(669,245)	(669,245)
Balance as of 31 December 2015	-	972,163	972,163
Depreciation	-	132,985	132,985
Disposals and sale	-	(78,810)	(78,810)
Balance as of 31 December 2016	-	1,026,338	1,026,338
<b>CARRYING VALUE</b>			
At 31 December 2016	81,650	3,383,062	3,464,712
At 31 December 2015	81,650	3,577,884	3,659,534

**Note:** In March 2016, the Company has sold offices located in Mis Irbina street no. 5, Sarajevo.

The Management believes that the carrying amounts of investment property recorded at cost less accumulated depreciation and accumulated impairment in the financial statements are approximate to its fair value.

**ULAGANJA U PRIDRUŽENA DRUŠTVA**

Ulaganja Društva u pridružena pravna lica prema metodi udjela su kako slijedi:

Naziv kompanije	Djelatnost	Pravo glasa %	Društvo sa pridruženim društvima		Društvo	
		31. decembar 2016.	31. decembar 2016.	31. decembar 2015.	31. decembar 2016.	31. decembar 2015.
Triglav osiguranje d.d. Sarajevo	Osiguranje	29,06	12.905.670	12.740.153	1.418.006	1.418.006
Sarajevostan d.d. Sarajevo	Održavanje stambenih objekata	-	-	1.576.785	-	1.337.297
DUF Prof-in d.o.o. Sarajevo	Društvo za upravljanje fondovima	35,39	2.221.146	2.013.309	678.529	678.529
ASA osiguranje d.d. Sarajevo	Osiguranje	20,00	1.437.181	1.299.930	1.200.000	1.200.000
			16.563.997	17.630.177	3.296.535	4.633.832

**FINANSIJSKA IMOVINA RASPOLOŽIVA ZA PRODAJU**

Ulaganja raspoloživa za prodaju	Osnovna djelatnost	Udio u vlasništvu (%)		
		31. decembar 2016.	31. decembar 2016.	31. decembar 2015.
Raiffeisen CASH	Otvoreni investicioni fond	-	-	971.079
Bosna Sunce osiguranje d.d., Sarajevo	Osiguranje	5,20	702.780	826.800
ZIF Prof plus d.d., Sarajevo	Investicioni fond	2,52	548.770	650.867
Osiguratelna Polisa, Skopje, Makedonija	Osiguranje	4,44	425.077	424.355
Sarajevo osiguranje d.d., Sarajevo	Osiguranje	1,45	424.570	424.570
Union banka d.d., Sarajevo	Bankarstvo	0,62	100.025	114.450
Sava reosiguranje d.d., Ljubljana, Slovenija	Reosiguranje	0,001	12.928	12.664
Privredna banka Sarajevo d.d., Sarajevo	Bankarstvo	0,022	1.697	3.915
Conny d.o.o., Beograd, Srbija	Trgovačko društvo	43,00	4.269	4.269
		2.220.116		3.432.969

**KRETANJA U FER VRIJEDNOSTI DIONICA BILA SU KAKO SLIJEDI:**

	2016.	2015.
Stanje na početku godine	3.432.969	2.299.607
Dobitak / (gubitak) u fer vrijednosti	(139.677)	167.817
Umanjenje vrijednosti (Napomena 10)	(102.097)	-
Prodaja u toku godine	(971.079)	965.545
<b>STANJE NA KRAJU GODINE</b>	<b>2.220.116</b>	<b>3.432.969</b>

**FINANSIJSKA IMOVINA U POSJEDU DO DOSPIJEĆA**

	31. decembar 2016.	31. decembar 2015.
Federacija Bosne i Hercegovine ("FBiH")	2.397.912	1.923.975

**RAZGRANIČENI TROŠKOVI PRIBAVE, NETO**

	31. decembar 2016.	31. decembar 2015.
Razgraničeni troškovi pribave	3.231.720	3.063.261
Razgraničene provizije reosiguranja	(1.449.537)	(1.408.225)
	<b>1.782.183</b>	<b>1.655.036</b>

### INVESTMENTS IN ASSOCIATES

The Company's investments in its associates using equity method are as follows:

Company name	Business	Voting Interest %	Company and associates			Company	
		31 December 2016	31 December 2016	31 December 2015	31 December 2016	31 December 2015	31 December 2015
Triglav osiguranje d.d. Sarajevo	Insurance	29.06	12,905,670	12,740,153	1,418,006		1,418,006
Sarajevostan d.d. Sarajevo	Housing service	-	-	1,576,785	-		1,337,297
DUF Prof-in d.o.o. Sarajevo	Asset management company	35.39	2,221,146	2,013,309	678,529		678,529
ASA osiguranje d.d. Sarajevo	Insurance	20.00	1,437,181	1,299,930	1,200,000		1,200,000
			16,563,997	17,630,177	3,296,535		4,633,832

### FINANCIAL ASSETS AVAILABLE-FOR-SALE

Available for sale	Principal activity	Proportion of ownership interest (%)		
		31 December 2016	31 December 2016	31 December 2015
Raiffeisen CASH	Open-ended investment fund	-	-	971,079
Bosna Sunce osiguranje d.d., Sarajevo	Insurance	5.20	702,780	826,800
ZIF Prof plus d.d., Sarajevo	Investment fund	2.52	548,770	650,867
Osiguratelna Polisa, Skopje, Macedonia	Insurance	4.44	425,077	424,355
Sarajevo osiguranje d.d., Sarajevo	Insurance	1.45	424,570	424,570
Union banka d.d., Sarajevo	Banking	0.62	100,025	114,450
Sava reosiguranje d.d., Ljubljana, Slovenia.d., Sarajevo	Reinsurance	0.001	12,928	12,664
Privredna banka Sarajevo d.d. Sarajevo	Banking	0.022	1,697	3,915
Conny d.o.o., Belgrade, Serbia	Trading	43.00	4,269	4,269
		2,220,116		3,432,969

### MOVEMENTS IN THE FAIR VALUE OF SHARES WERE AS FOLLOWS:

	2016	2015
Balance at beginning of the year	3,432,969	2,299,607
Fair value gain	(139,677)	167,817
Impairment allowance	(102,097)	-
(Sales)/Investments during the year	(971,079)	965,545
<b>BALANCE AT END OF THE YEAR</b>	<b>2,220,116</b>	<b>3,432,969</b>

### FINANCIAL ASSETS HELD-TO-MATURITY

	31 December 2016	31 December 2015
The Federation of Bosnia and Herzegovina ("FB&H")	2,397,912	1,923,975

### DEFERRED ACQUISITION COSTS, NET

	31 December 2016	31 December 2015
Deferred acquisition costs	3,231,720	3,063,261
Deferred reinsurance commission	(1,449,537)	(1,408,225)
	<b>1,782,183</b>	<b>1,655,036</b>

**DEPOZITI**

	31. decembar 2016.	31. decembar 2015.
NLB Banka d.d. Tuzla, 7 depozita koji dospijevaju u periodu od 24. aprila 2017. do 18. juna 2019. godine, sa godišnjom kamatom u rasponu od 2% do 3,42%	6.490.946	4.665.828
Ziraat Bank BH d.d. Sarajevo, 6 depozita a sa dospijećem od 22. aprila 2017. do 9. decembra 2018. godine i godišnjom kamatom u rasponu od 2,20% do 3%	3.737.432	3.736.036
Intesa Sanpaolo Banka d.d. Bosna i Hercegovina, 7 depozita koji dospijevaju u periodu od 12. augusta 2017. do 17. aprila 2019. godine, sa godišnjom kamatom u rasponu od 1,61% do 2,30%	5.749.085	3.949.524
UniCredit Bank d.d. Mostar, 4 depozita koji dospijevaju u periodu od 25. aprila 2017. do 16. novembra 2018. godine, sa godišnjom kamatom u rasponu od 2,00% do 2,20%	2.218.663	3.392.160
Raiffeisen Bank dd Bosna i Hercegovina, 5 depozita koji dospijevaju u periodu od 8. februara 2019. do 21. jula 2019. godine, sa godišnjom kamatom u rasponu od 1,70% do 2,02%	4.046.057	2.870.708
Bosna Bank International d.d. Sarajevo, 4 depozita koji dospijevaju u periodu od 24. aprila 2017. do 18. aprila 2019. godine, sa godišnjom kamatom u rasponu od 1,40% do 2,25%	2.762.163	2.562.137
Sparkasse Bank d.d. Sarajevo, 3 depozita koji dospijevaju u periodu od 6. februara 2017. do 05. juna 2017. godine, sa godišnjom kamatom u rasponu od 1,95% do 2,10%	1.367.526	1.955.318
Sberbank BH d.d. Sarajevo, 6 depozita koji dospijevaju u periodu od 06. februara 2017. do 29. januara 2018. godine, sa godišnjom kamatnom stopom u rasponu od 2,23% do 3,20%	3.710.000	2.527.167
	30.081.872	25.658.878

**Napomena:** Depoziti uključuju dospjela i obračunata potraživanja po kamatama.

**POTRAŽIVANJA PO OSNOVU PREMIJA I ZA ŠTETE POKRIVENE OD STRANE REOSIGURAVATELJA**

	31. decembar 2016.	31. decembar 2015.
Potraživanja po premijama reosiguranja u zemlji	10.120.142	14.347.978
Potraživanja za štete iz osnove reosiguranja	396.747	1.436.119
Potraživanja po premijama reosiguranja u inostranstvu	621.126	703.582
Sumnjava i sporna potraživanja	597.421	121.225
Manje ispravka vrijednosti	(597.421)	(121.225)
	11.138.015	16.487.679

**DIONIČKI KAPITAL**

	31. decembar 2016.	31. decembar 2015.
18.645 redovnih dionica svaka nominalne vrijednosti 340 KM (2015.: 19.345 dionica, svaka nominalne vrijednosti 340 KM)	6.339.300	6.577.300

**Napomena:** Skupština Bosna Reosiguranje d.d. je na vanrednoj sjednici održanoj 15. februara 2016. godine usvojila odluku o povlačenju 700 vlastitih dionica i smanjenju kapitala, zbog nemogućnosti prodaje istih u zakonskom roku. Dionički kapital prije ove odluke iznosio je 6.577.300 KM i smanjen je za 238.000 KM, koliko je nominalna vrijednost 700 vlastitih dionica. Nakon povlačenja vlastitih dionica vrijednost dioničkog kapitala iznosi 6.339.300 KM.

**DEPOSITS**

	31 December 2016	31 December 2015
NLB Banka d.d. Tuzla, 7 deposits due in the period from 24 April 2017 to 18 June 2019, bearing interest within the range from 2% to 3.42% p.a.	6,490,946	4,665,828
Ziraat Bank BH d.d. Sarajevo, 6 deposits due in the period from 22 April 2017 to 9 December 2018, bearing interest within the range from 2.20% to 3% p.a.	3,737,432	3,736,036
Intesa Sanpaolo Bank d.d. Bosnia and Herzegovina, 7 deposits due in the period from 12 August 2017 to 17 April 2019, bearing interest within the range from 1.61% to 2.30% p.a.	5,749,085	3,949,524
UniCredit Bank d.d. Mostar, 4 deposits due in the period from 25 April 2017 to 16 November 2018, bearing interest within the range from 2.00% to 2.20% p.a.	2,218,663	3,392,160
Raiffeisen Bank d.d. Sarajevo, 5 deposits due in the period from 8 February 20 to 21 July 2019, bearing interest within the range from 1.7% to 2.02% p.a.	4,046,057	2,870,708
Bosna Bank International d.d. Sarajevo, 4 deposits due in the period from 24 April 2017 to 18 April 2019, bearing interest within the range from 1.40% to 2.25% p.a.	2,762,163	2,562,137
Sparkasse Bank d.d. Sarajevo, 3 deposits due in the period from 6 February 2017 to 5 June 2017, bearing interest within the range from 1.95% to 2.10% p.a.	1,367,526	1,955,318
Sberbank BH d.d. Sarajevo, 6 deposits due in the period from 6 February 2017 to 29 January 2018, bearing interest within the range from 2.23% to 3.20% p.a.	3,710,000	2,527,167
	<b>30,081,872</b>	<b>25,658,878</b>

**Note:** Deposits include due and accrued interest receivables.

**RECEIVABLES FOR REINSURANCE PREMIUM AND FOR CLAIMS RECOVERED FROM REINSURERS**

	31 December 2016	31 December 2015
Reinsurance premium receivables – domestic	10,120,142	14,347,978
Receivables for claims recovered from reinsurer	396,747	1,436,119
Reinsurance premium receivables – foreign	621,126	703,582
Bad and doubtful receivables	597,421	121,225
Less: Impairment allowance	(597,421)	(121,225)
	<b>11,138,015</b>	<b>16,487,679</b>

**SHARE CAPITAL**

	31 December 2016	31 December 2015
18,645 ordinary shares of par value BAM 340 each (2015: 19,345 shares of par value BAM 340 each)	6,339,300	6,577,300

**Note:** The Assembly of Bosna Reosiguranje d.d. at an extraordinary meeting held on 15 February 2016, adopted the decision to withdraw 700 treasury shares and reduce the Company's equity accordingly, due to inability to sell the shares within the legally defined timeframe. Before this decision was adopted, the share capital amounted to BAM 6,577,300, and was decreased by BAM 238.000, which is the nominal value of 700 treasury shares. After the withdrawal of treasury shares the value of the Company's share capital amounts to BAM 6,339,300.

**STRUKTURA DIONIČKOG KAPITALA MOŽE SE PRIKAZATI KAKO SLIJEDI:**

	31. decembar 2016.		31. decembar 2015.	
	% udjela	Vrijednost udjela	% udjela	Vrijednost udjela
Triglav osiguranje d.d. Sarajevo	13,65	865.300	13,16	865.300
Sarajevo osiguranje d.d. Sarajevo	12,74	807.500	12,28	807.500
Euroherc osiguranje d.d. Zagreb, Hrvatska	10,97	695.300	10,57	695.300
Bosna Sunce osiguranje d.d. Sarajevo	8,55	542.300	8,24	542.300
Union banka d.d. Sarajevo	5,87	372.300	5,66	372.300
UniCredit Bank d.d. Mostar	3,19	202.300	3,08	202.300
Intesa SanPaolo Banka d.d. Bosna i Hercegovina	0,05	3.400	0,05	3.400
Ostala pravna lica	11,03	699.040	14,24	936.700
Fizička lica	33,95	2.151.860	32,72	2.152.200
	100,00	6.339.300	100	6.577.300

**IMOVINA I OBAVEZE PO POSLOVIMA REOSIGURANJA**

	31. decembar 2016.	31. decembar 2015.
<b>Bruto</b>		
Rezervisanja za prijenosne premije	17.751.640	15.691.630
Rezervisanja za nastale prijavljene štete	25.902.135	24.019.001
Rezervisanja za nastale, a neprijavljene i reaktivirane štete	40.604.815	37.003.373
Rezervisanja za bonuse i popuste	8.999	169.685
<b>UKUPNE OBAVEZE PO OSNOVU REOSIGURANJA, BRUTO</b>	<b>84.267.589</b>	<b>76.883.689</b>
<b>Pokriveno od reosiguravatelja</b>		
Rezervisanja za prijenosne premije	(6.454.988)	(5.574.001)
Rezervisanja za prijavljene, a neizmirene štete	(19.423.589)	(17.775.936)
Rezervisanja za nastale, a neprijavljene i reaktivirane štete	(33.980.488)	(30.210.473)
Rezervisanja za bonuse i popuste	103.385	18.727
<b>UKUPNO IMOVINA PO OSNOVU REOSIGURANJA, BRUTO</b>	<b>(59.755.680)</b>	<b>(53.541.683)</b>
Rezervisanja za prijenosne premije	11.296.652	10.117.629
Rezervisanja za prijavljene, a neizmirene štete	6.478.546	6.243.065
Rezervisanja za nastale, a neprijavljene i reaktivirane štete	6.624.327	6.792.900
Rezervisanja za bonuse i popuste	112.384	188.412
<b>UKUPNO OBAVEZE REOSIGURANJA, NETO</b>	<b>24.511.909</b>	<b>23.342.006</b>

**OSTALE OBAVEZE**

	31. decembar 2016.	31. decembar 2015.
Obaveze po osnovu provizija	1.972.845	2.972.303
Obaveze prema zaposlenim	316.162	311.704
Obaveze prema dobavljačima	13.655	17.537
Obaveze za PDV	3.756	4.276
Obaveze za porez na dobit	-	167.080
Obaveze za porez po odbitku	-	45.031
Obaveze za primljene avanse	-	652
Ostale obaveze	15.496	14.560
	2.321.914	3.533.143

**OWNERSHIP OF ORDINARY SHARES IS AS FOLLOWS:**

	31 December 2016		31 December 2015	
	% share	Share amount	% share	Share amount
Triglav osiguranje d.d. Sarajevo	13.65	865,300	13.16	865,300
Sarajevo osiguranje d.d. Sarajevo	12.74	807,500	12.28	807,500
Euroherc osiguranje d.d. Zagreb, Croatia	10.97	695,300	10.57	695,300
Bosna Sunce osiguranje d.d. Sarajevo	8.55	542,300	8.24	542,300
Union banka d.d. Sarajevo	5.87	372,300	5.66	372,300
UniCredit Bank d.d. Mostar	3.19	202,300	3.08	202,300
Intesa SanPaolo Banka d.d. Bosna i Hercegovina	0.05	3,400	0.05	3,400
Other legal entities	11.03	699,040	14.24	936,700
Private persons	33.95	2,151,860	32.72	2,152,200
	100.00	6,339,300	100	6,577,300

**REINSURANCE ASSETS AND LIABILITIES**

	31 December 2016	31 December 2015
<b>Gross</b>		
Provision for unearned premium	17,751,640	15,691,630
Provision for claims reported but not settled	25,902,135	24,019,001
Provision for claims incurred but not reported	40,604,815	37,003,373
Provision for bonuses, discounts and premiums	8,999	169,685
<b>TOTAL INSURANCE LIABILITIES, GROSS</b>	<b>84,267,589</b>	<b>76,883,689</b>
<b>Recoverable from reinsurers</b>		
Provision for unearned premium	(6,454,988)	(5,574,001)
Provision for claims reported but not settled	(19,423,589)	(17,775,936)
Provision for claims incurred but not reported	(33,980,488)	(30,210,473)
Provision for bonuses, discounts and premiums	103,385	18,727
<b>TOTAL INSURANCE ASSETS, GROSS</b>	<b>(59,755,680)</b>	<b>(53,541,683)</b>
Provision for unearned premium	11,296,652	10,117,629
Provision for claims reported but not settled	6,478,546	6,243,065
Provision for claims incurred but not reported	6,624,327	6,792,900
Provision of bonuses, discounts and premiums	112,384	188,412
<b>TOTAL INSURANCE LIABILITIES, NET</b>	<b>24,511,909</b>	<b>23,342,006</b>

**OTHER LIABILITIES**

	31 December 2016	31 December 2015
Liabilities based on commissions	1,972,845	2,972,303
Employee payables	316,162	311,704
Liabilities toward suppliers	13,655	17,537
Liabilities for VAT	3,756	4,276
Liabilities for income tax	-	167,080
Liabilities for withholding tax	-	45,031
Advances received	-	652
Other	15,496	14,560
	<b>2,321,914</b>	<b>3,533,143</b>

## **Impressum**

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