



Operations & Capabilities

2015 Bulgarian Economic Snapshot:

- GDP: EUR 42,94 bn
- GDP growth: 2,2 %
- Exports: EUR 22.56 bn
- Inflation rate: 1,1%
- Long-term credit ratings: Moody's: Baa2; S&P: BB + (Stable); Fitch: BBB -stable

2015 Bulgarian Insurance Market Snapshot(Jan-Nov 2015):

- Gross Premium Income Non-Life: EUR 695,3 mln
- Motor Insurance market share: 70.0 %
- Property Damage Insurance market share: 17.0 %
- Accident and Sickness market share: 5.0 %
- Liability market share: 3.0 %
- Gross Premium Life: EUR 180,2 mln
- Life insurance market share: 72.0%
- Insurance Brokers Total Gross Premium Income generated on the market:
EUR 511,435 mln both Life and Non-Life sector (for the whole 2015)





Foundation History

- The licensed Balkan Insurance Broker PLC already 20 years successfully creates standards on the Bulgarian insurance market;
- It is one of the first insurance brokerage Companies established in Bulgaria in 1998 immediately following the insurance legislation amendments in Bulgaria, which envisaged the regulation of insurance brokers operations and activities on the Bulgarian market;
- Balkan is one of the initiators and founders of the Association of the Insurance Brokers in Bulgaria (AZBB);
- Mr. Yordan Velez, the founder of BALKAN, is Member of the Management Board of AZBB;
- Balkan Insurance Broker PLC operates in 50 offices throughout the country;
- The first country offices were established within the period: 1998 – 2007 with a focus on the corporate insurance management, starting with Sofia office operations in 1998 and Plovdiv office operations in 1999
- The second stage of Balkan network expansion took place within the period: 2009- 2012

Foundation History (continuation)

- As a third step of expansion we are proud to announce the setting up of a new office in the city of Bucharest, Romania where as from March 2016 we will carry operations related to
 - # direct insurance for the entire territory of Romanian market in all classes of Non Life Insurance and,
 - # reinsurance related to the entire area of the Balkans (Bulgaria, Romania, Macedonia, Albania, Serbia).

Balkan Insurance Broker Romania

Bucharest, Lucian Blaga, 2, K1, 3 district

Bucharest, Romania

mobile: +040 723 158 605

phone: +040 371 391 115

cpreda@zskbalkan.com



Offices across the country

- Plovdiv – since 1999
- Pazardzhik – since 2000
- Bourgas – since 2001
- Yambol – since 2001
- Varna – since 2002
- Shumen – since 2006
- Stara Zagora – since 2007
- Rousse – since 2009
- Gabrovo – since 2009
- Svishtov – since 2009
- Haskovo – since 2010
- Devin-2013
- Karlovo – since 2010
- Smolyan – since 2010
- Kyustendil – since 2010
- Pernik – since 2010
- Vidin – since 2011
- Assenovgrad – since 2011
- Devin – since 2011
- Velingrad-2015
- Peshtera-2013
- Silistra-2015
- Petrich- 2013
- Karnobat-2015



Company divisions and organization

- International Department;
- Property & Casualty Department (specialized in tailor-made Property and Casualty insurance solutions designed to cover the industry specific business processes)
- Employee Benefits Insurance Department (specialized in Health Insurance Contracts for Large Corporate and SMEs, International Health Insurance, Pension insurance expertise)
- Motor Insurance Department;
- Motor Claims Handling Department;
- Specialty Lines;
- Marine Cargo Department;
- Regional Network Department;
- Personal Lines
- Vehicle service centre
- Reinsurance



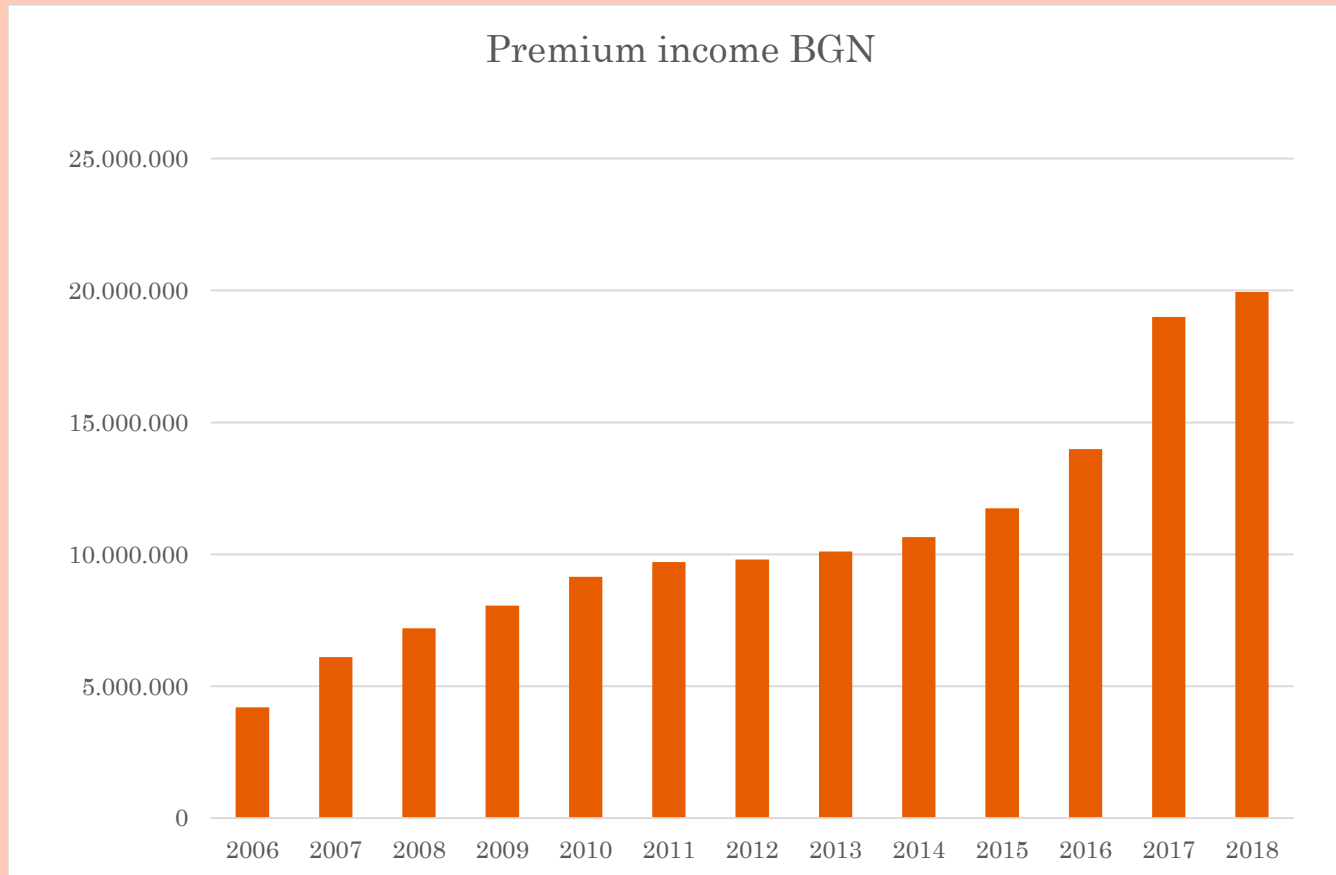
Our approach... Clients focus

- Ensuring high ethical standards, integrity and transparency in clients' relationships;
- Design of tailor-made insurance solutions for clients' specific business needs;
- Organizing tenders on clients' behalf for securing the most competitive insurance proposals;
- We are partners with insurance companies, but indeed we always act on behalf of our clients' interests;
- Insurance proposals detailed comparison reports, analysis and straightforward recommendations for insurance placement;
- Claims handling and advocacy;
- Insurance Due Diligence services. Risk management consulting. Legislation compliance advisory;
- Daily administration of insurance programs and ensuring rapid and effective responsiveness to clients queries

- **Since November 2006** Balkan Insurance Broker PLC is the exclusive Bulgarian insurance brokerage company, which is a member of **WBN – Worldwide Broker Network – the largest international organization of privately held insurance brokers**. Balkan is also its Representative for Macedonia and Albania. WBN comprises members in over 70 countries in Europe, America and the Pacific, which are market leaders in the respective business and cooperate with each other to ensure the most suitable, tailor-made and uniform insurance protection for the clients
- **Since December 2015** Balkan Insurance Broker became a member of Unison Broker network. Another network for international insurance management, with more than 30 years of experience in the international business.
- With its worldwide partners, Balkan Insurance Broker PLC provides clients with direct access to the international insurance market
- Balkan started performing insurance management services in the following neighboring countries:
 - Former Yugoslav Republic of Macedonia: **servicing since 2008**
 - Republic of Albania: **servicing since 2010**
- The volume of underwritten insurance premiums with the intermediation of Balkan Insurance Broker **for 2018 reached 20 000 000 BGN (EUR 10,225,000)**



The yearly growth of the premium income for the last 12 years



Areas of expertise

Property All Risks & Business Interruption insurance



Machinery Breakdown & Electronic equipment All Risks insurance



Public Liability insurance



Employee Benefits Solutions



Directors & Officers Liability insurance



IT Professional Liability insurance



Areas of expertise

Property All Risks Insurance & Business Interruption



Provides coverage for “All risks” with a list of definite exclusions. This means, that the Insured has a much larger coverage option under the All Risks policy and is protected to the utmost extent. On the contrary, the “Named Perils coverage” provides a list of included risks, which means that all events falling out of this list will be excluded. The All Risks Coverage is preferred by companies because of the higher protection and reasonable combination between scope of cover and cost-effectiveness



Electronic Equipment All Risks Insurance

The All Risks principle applies to the Electronic equipment policy as well and this tailor-made insurance coverage also includes specific electronic equipment risks such as: lack of skills of the servicing staff, short circuit, overvoltage, magnetizing, etc





Public Liability Insurance

Public Liability insurance (also known as General Third Party Liability) provides cover for third party property damage or injury loss, which is caused by an activity of the Insured and for which the Insured becomes legally liable.

Employee Benefits Solutions

Balkan Insurance Broker can provide your company with various employee benefits solutions such as:

- Health Insurance package with a set of medical services and reimbursements
- International Health Insurance: Balkan Insurance Brokerage is the exclusive partner of ALC – Global Health Insurance, United Kingdom thus providing its clients with competitive, flexible international medical care plans
- Employer's Liability covering employee injuries due to labor accidents
- Group Life and/or Accident cover providing coverage for Death, Permanent and Temporary Disability of a company employees due to accidents and diseases
- Voluntary Pension insurance



Directors & Officers (D & O) Liability Insurance



Directors & Officers Liability insurance protects the company against wrongdoings of Board Members and Executive Directors that might lead to law suits with severe financial losses incurred. Shareholders, clients, regulatory bodies, investors and other counterparties can hold the directors liable for these wrongdoings in the company's management. In such cases D&O will ensure the proper Liability protection for Directors and Shareholders.

Professional Liability Insurance

Technology companies could benefit from investing in professional liability insurance.

With so many businesses moving to high powered technologies, companies that make and provide these systems need to protect themselves in case something goes wrong. For example, if one of their clients finds any programming errors, software performance issues or failure of the technology to perform at the level which was promised, the company could find themselves at risk of a lawsuit.

To protect themselves from these types of issues, technology companies should make professional liability coverage a part of their insurance portfolio.



Reinsurance

- The reinsurance department is coordinated by professionals with more than 20 years experience in the field of passive and active reinsurance.
- We offer support for both Treaty and Facultative reinsurance, in all major classes of insurance such as Accident & Health, Motor (MOD and MTPL), Transport (Cargo/ Hull/ PI), Property/ BI including Technical Lines (CAR/ EAR/ EEI/ CPM), Casualty (Public/ Product/ Employers'/ Professional Indemnities/ D&O), Surety& Bonds.
- Based on the analysis of the existent financial situation and reinsurance structure we can provide consultancy and an advised opinion for an alternative reinsurance programme to meet the targets and wishes of the Company's management.
- Facultative placements for 'difficult' risks such as T&D Lines, Mining, IT Companies, Cyber Risks, Species, Contingency Risks.
- The risks are placed with first class continental European reinsurance markets as well as with Lloyd's market via our Lloyd's partners in WBN or directly with the Companies writing business on behalf of Lloyd's Syndicates.
- We want to be the broker of your choice by carefully listening to your needs no matter the size of the business.



Memberships in Associations



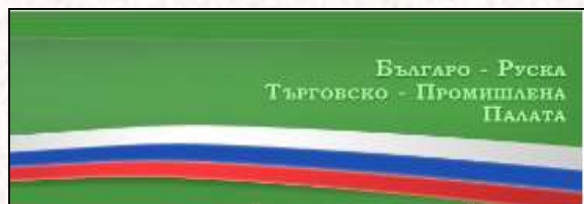
- Bulgarian Chamber of Commerce and Industry



- Hellenic Business Council in Bulgaria
Member since 2009



- Bulgarian-Swiss Chamber Of Commerce
Member since 2009



- Bulgarian- Russian Chamber of Commerce
and Industry- Member since 2014



- Bulgarian Association of Insurance brokers



Head office:

9 floor, 2a Klokochnitsa St
IVEL Business Centre

office@zkbalkan.com

www.zkbalkan.com

