



## QBE – AT A GLANCE

### THE HISTORY OF QBE

In 1886, the North Queensland Insurance Company was formed by two insurance agents in Sydney, Australia. As the company expanded, it established agencies throughout Asia and Australasia. Even London had its own agency, prior to the branch office opening on Fenchurch Street in 1904.

North Queensland Insurance Company continued to grow and acquired the Equitable Probate and General Insurance in 1959, before merging with the Bankers and Traders Insurance Company in 1971 to finally arrive at the name - QBE.

### ABOUT QBE INSURANCE GROUP

QBE Insurance Group is an internationally renowned organisation publicly listed on the Australian stock exchange since 1973, headquartered in Sydney, with a presence in all the key insurance markets. QBE is a lead underwriter within its chosen markets, setting rates and conditions. To year end 31 December 2005, its gross written premium totalled BGN 11.4 billion.

The QBE Group has grown through a series of acquisitions and is now one of the world's leading international insurers and reinsurers, operating out of 41 countries around the globe, with over 8,000 staff worldwide.

### QBE IN BULGARIA

QBE has been operating in the Bulgarian insurance market since 1999, when it established a branch of its London based QBE Insurance (Europe) Limited. The company writes direct and reinsurance business, utilising the financial strength of QBE Insurance Group to offer the highest security on the local market.

Through its head office in Sofia and agencies in Sofia, Plovdiv, Varna and Bourgas, the team in Bulgaria works closely with brokers, agents and specialised distribution channels to deliver a wide range of non-life insurance solutions to private and corporate clients.

### HOW QBE OPERATES

QBE is internationally recognised as a highly successful general insurance and reinsurance group, a builder of shareholder wealth and a developer of 'can do' people. It is an organisation that excels in the continuous delivery of new and proven quality products and services.

The organisation comprises a diverse range of highly specialised and innovative professionals, dedicated to understanding and responding dynamically to the needs of clients and brokers alike. The philosophy is based squarely on specialism, leadership and continuity. Consistent adherence to this approach enables QBE to deliver insurance products and services of the highest quality to all our valued clients.

## QBE KEY FACTS

- 120 year heritage
- Standard & Poor's A+ rating
- Specialist insurance and reinsurance solutions for the Bulgarian market

## FINANCIAL PERFORMANCE

QBE Insurance Group Performance		2005	2004
<b>Gross Written Premium</b>	BGN m	11,432	10,654
<b>Gross Earned Premium</b>	BGN m	11,145	10,416
<b>Net Earned Premium</b>	BGN m	8,977	8,240
<b>Combined Operating Ratio</b>	%	89.1%	91.2%
<b>Insurance Profit</b>	BGN m	1,564	1,129
<b>Insurance Profit To Net Earned Premium</b>	%	17.4%	13.7%
<b>Cash Flow From Operations</b>	BGN m	2,414	2,565
<b>Shareholders' Funds</b>	BGN m	6,189	4,901

### FINANCIAL STRENGTH

Standard & Poor's insurer financial strength and counterparty credit rating for QBE's main insurance subsidiaries is A+ (Stable). Fitch Ratings insurer financial strength rating for QBE's main underwriting subsidiaries is A+, and the agency has also affirmed a long-term credit rating at A. Their outlook for all ratings is Stable. A.M. Best assigned the financial strength rating of the QBE Group of companies A (Excellent).

QBE Insurance (Europe) Limited - Sofia Branch Performance		2005	2004
<b>Gross Written Premium</b>	BGN '000	5,659	4,812
<b>Profit After Tax</b>	BGN '000	169	35

## PORTFOLIO MIX

### QBE Insurance (Europe) Limited – Sofia Branch

- Commercial Property
- Liability
- Cargo
- Casco
- Household Property
- Personal Accident
- Travel

