

# ASTRA ASIGURĂRI

**RAPORT ANUAL 2010**

YEAR-BOOK 2010

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# FOCUS**ASTRA**2010

- Total gross written premiums of RON 1,083,209,476 in 2010, compared to RON 809,471,525 in 2009, up 34%;
- Book profit of RON 25,325,856 in 2010, up 308% compared to RON 6,206,843 in 2009;
- Gross written premiums worth RON 1,068,991,005 in non-life insurance;
- Gross written premiums in excess of RON 849 million in motor insurance, up 46% compared to the previous year, of which more than RON 600 million in GWP for MTPL, up 110%;
- GWP of more than RON 148 million on the building and goods insurance segment, up 9%;
- Written premiums in life insurance worth RON 14,218,471 in 2010, up 143% compared to 2009;
- The claims paid by ASTRA Asigurari last year increased by 61% compared to 2009, from RON 328,167,178 to RON 526,883,477;
- The value of MTPL claims paid by ASTRA Asigurari was RON 301,133,299 in 2010 (70,979 files) and the Motor Hull claims paid amounted to RON 185,634,132 (42,824 files);
- The company entered the Hungarian market in the autumn of 2010, opening the ASTRA BIZTÓSÍTÓ branch in Budapest, currently underwriting MTPL, property and Motor Hull insurance;
- The gross written premiums for the non-life insurance segment in Hungary was RON 77,624 in 2010;
- Over 60 insurance classes with their related products;
- 270 branches, agencies and working points throughout the country;
- Over 1,800 employees;
- ASTRA Insurance Company was designated "Company of the Year 2010" by the "Nine O'Clock" publication;
- At the Insurance Market Award Gala, an event organized by the PRIMM Insurance and Pensions magazine, "ASTRA Insurance Company received the Grand Award" - "Company of the Year";
- The magazine "Piața Financiară" presented ASTRA Insurance Company with the "Insurer of the Year 2010" award.

# ASTRA INSURANCE COMPANY

## PART OF THE ROMANIANS' LIFE!

### Innovation. Honesty. Team

Constant innovation, passion invested in ongoing projects and honesty form the basis of the Astra Insurance Company products. These are all key elements that represent every one of us and drove the company in pole position on the insurance market in 2010. Moreover, in the autumn of 2010, we extended our services to Hungary by opening in Budapest the first Astra Insurance Company branch outside Romania.

Despite tighter economic conditions, Astra Insurance Company proved capable of managing the challenges, acting as a strong and stable company that can generate profit and grow during financial decline. Thus, we have turned recession into opportunity, we have created simple and accessible products, tailored to every customer's understanding and budget. We have proved that an insurance policy does not have to come with a complicated "user's guide", that the success of a product lies not only in the size of the sales force, but particularly in its professional training.

We did not listen to those who told us that our products and ideas were impossible to implement and we created the most advanced sales and portfolio management systems on the Romanian insurance market (exclusively on-line sales, in addition to the classical sales and brokers structures, as well as on-line claim management systems). We managed to keep our market leader position on the home insurance (over 1.5 million customers), aviation and maritime, as well as MTPL segments (more than one million customers in 2010).



Meanwhile, we have developed the distribution channels, recruited and trained young managers, so that Astra Insurance Company managed to have the largest sales force on the relevant market in 2010, with over 1,800 permanent employees and more than 20,000 active agents in all the regions of the country.

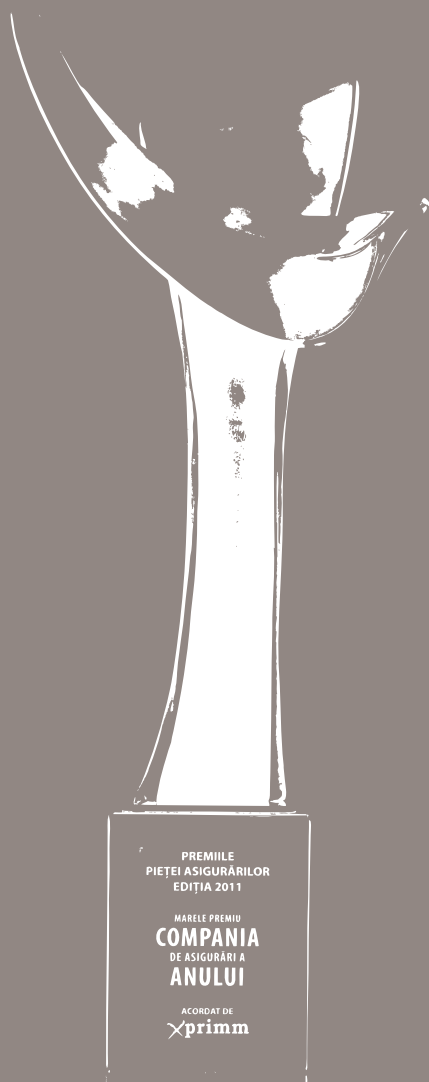
### **RADU MUSTĂŢEA**

*Chairman of the Board, ASTRA Insurance Company*

Our strategy was also aimed at developing bancassurance partnerships, partnerships with brokers, the launch of new life, health and property insurance products, as well as developing the existing products from our portfolio.

Improving services for all claim types was one of the 2009 targets on which we focused this year, as well. The quality of services and customer satisfaction, both upon selling and post-sales services, make the difference for the insurers. This is why we have established claims reporting centers in Bucharest and in major cities throughout the country.

And we did not forget about supporting Romanian sports and getting involved in rebuilding houses, schools and kindergartens in the regions affected by the 2010 summer flooding. Because it is true, ASTRA is part of the Romanians' life!



### Awards in 2010

➤ ASTRA Insurance Company was designated "Company of the Year 2010" by the "Nine O'Clock" publication

➤ At the Insurance Market Award Gala, an event organized by the "PRIMM Insurance and Pensions Magazine", ASTRA Insurance Company received the "Grand Award - Company of the Year";

➤ The magazine "Piata Financiara" presented ASTRA Insurance Company with the "Insurer of the Year 2010" award.

# NO. 1 COMPANY

## RECIPE FOR SUCCESS

They say fortune favors the brave, but climbing up and staying no. 1 takes more than bravery and a bit of fortune – it takes vision and strategy.

We have developed, grown and strengthened our position in a critical time for the Romanian economy. The targets we set were tough, but at the end of the 2010 financial year it became clear that we achieved them.

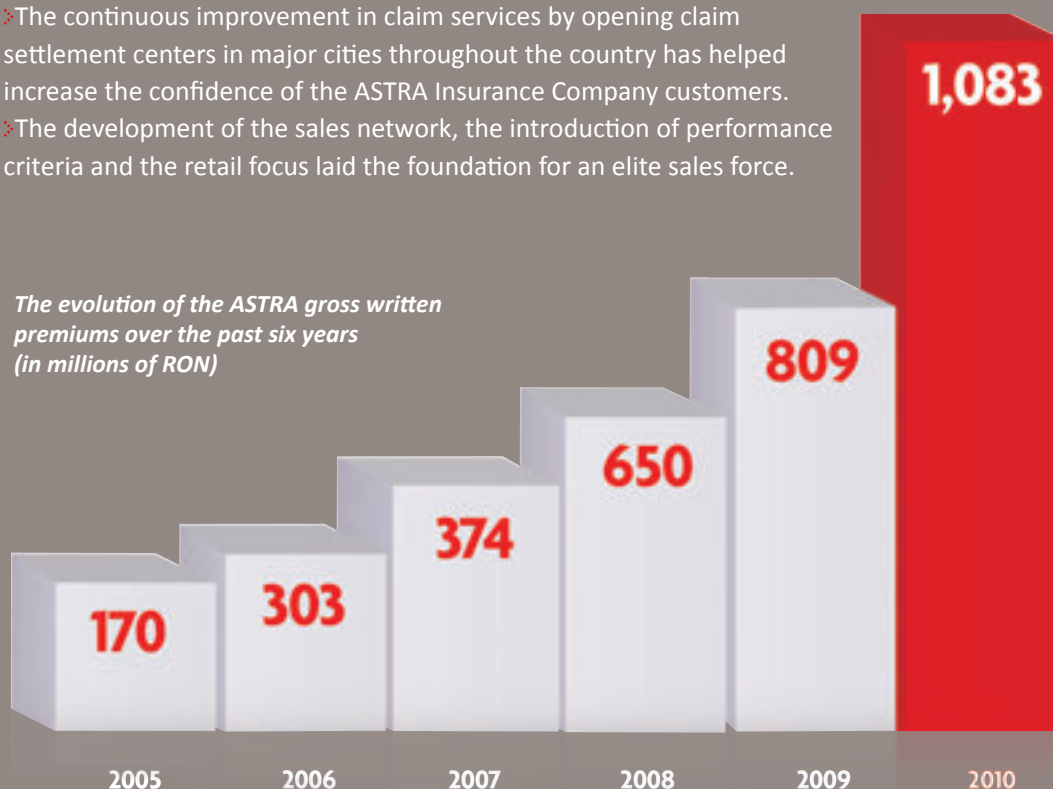
The recipe for success for the ASTRA team meant hard work, but also pushing our own limits in the race for being the best, every day.

On its path to becoming the leader, the biggest insurance company in Romania relied on several key decisions. In 2009, ASTRA Insurance Company took the huge leap “from pencil to space shuttle” and implemented the electronic underwriting and portfolio management system.

Go HI-TECH:

- The entire sales army was equipped with mobile laptops, the size of a folder, with Internet connection, printer and electronic signature device.
- Launching the home insurance project and the constant effort to educate customers on the benefits of this type of insurance strengthened the company's leading position on the property segment.
- The continuous improvement in claim services by opening claim settlement centers in major cities throughout the country has helped increase the confidence of the ASTRA Insurance Company customers.
- The development of the sales network, the introduction of performance criteria and the retail focus laid the foundation for an elite sales force.

*The evolution of the ASTRA gross written premiums over the past six years (in millions of RON)*





**TÖRÖK BELA**  
CEO ASTRA Hungary

# ASTRA INSURANCE COMPANY

## EXPANDED ITS OPERATIONS IN HUNGARY

While the players from the Romanian market regrouped, faced with an end of year that looked negative, ASTRA Insurance Company was getting ready for a surprising move: in October 2010 it opened its first branch in Hungary. The expansion was a first for insurance companies from Romania, and also for the Hungarian market.

Opening a new branch, even more so – opening one in a foreign country, seemed like a risky move. But this expansion was one of the well-prepared steps in the ASTRA Insurance Company strategic plan for 2010.

It had been a while since the company wanted to enter a new market and considered Hungary and Bulgaria, the two neighbors from the European Union. Hungary won, with a market ten times the size of the one south of the Danube – the value of the gross premiums written by Hungarian insurers was EUR 3.27 billion in the first half of 2010, compared to only EUR 352.7 million underwritten by the companies from Bulgaria over the same period of time.

It is not by chance that the expansion moment coincided with the peak of MTPL sales in Hungary.

ASTRA relied on the Hungarian motor fleet of four million vehicles and on a claim rate lower than Romania's. MTPL and Motor Hull, as well as home insurance were the natural choices. The year of 2010 was exclusively dedicated to selling MTPL.

ASTRA Bizstósító, the branch from Budapest, started off in October. The branch is managed by Bela Török, a specialist from Cluj with a 20-year experience in the insurance industry from Hungary, where he held the positions of branch manager and regional director. Török Bela and his team of 15 employees rely on the on-line sales, a highly visible channel in Hungary. Thus, ASTRA Bizstósító focuses on both sales through brokers and on-line sales on its own website ([astraonline.hu](http://astraonline.hu)).

The Hungarian market requires all insurers to publish the tariffs at the beginning of the peak sales period and keep them unchanged throughout the year. In exchange for the strict rules of the Hungarian market, ASTRA brought its company experience in settling claim files, timeliness and competitive prices. And the strategy works, since 110,000 customers decided to buy MTPL policies from ASTRA in October and November 2010 alone.

The success of expanding to Hungary confirms the company's expectations and encourages it to go further. This was just the first step.





**HEADQUARTERS**  
3-rd Nerva Traian Street,  
Bucharest, Romania

# COMPANY PRESENTATION

ASTRA Insurance Company is the largest insurance company in Romania by the volume of gross written premiums. The insurer entered the Romanian insurance market as a strong and stable player since 1991, when it separated from former state-owned company ADAS. Astra Insurance Company is among the highest capitalized companies on the domestic insurance market, with a share capital of EUR 55 million.

It enjoys the best national coverage through the following distribution channels:

- 270 branches, agencies and sale points;
- over 900 employees in sales;
- over 300 insurance brokers;
- more than 20,000 agents (individuals and legal entities).

ASTRA Insurance Company implemented new sales and product strategies, its main advantages are the upgrading and flexibility of more than 60 types of non-life, life and health insurance in the portfolio. Actually, we are talking about the most advanced sales and portfolio management systems:

- exclusively on-line sales in addition to the sales and brokers structures (over 50,000 sales users);
- on-line sales ([www.astraonline.ro](http://www.astraonline.ro));
- on-line claim management systems.

The company improved its performance year after year, made it in Top 3 of the Romanian insurance companies in 2009 and 2010 finds the company in the insurance market leader position.

**The values promoted by the No. 1 Insurer are not mere statements, but commitments the company undertakes in relation to each and every customer:**

**A**ssurance – “To recommend the solutions that best meet customers’ expectations and requirements!”

**S**eriousness – “The additional guarantee for the quality of our services!”

**T**radition – “Two decades of continuity, experience, credibility and reputation, history and daring plans!”

**R**esponsibility – “For the safety of our customers’ future and taking on their risks!”

**A**dherence – “Reliable ally on a long term!”

## FINANCIAL BENCHMARKS

### ASTRA 2010

ASTRA S.A. was established on January 1st 1991, by Government Decision no. 1279/08.12.1990. The company is authorized to sell all categories of optional insurance provided for by Law no. 32/2000, amended by Law no 76/2003, including life insurance or motor third party liability insurance. *Also, the company was mandated to manage and liquidate the re-insurance portfolio underwritten by former ADAS, within the limits provided for by GD 1279/1990.* The company's subscribed and paid-up share capital as of December 31st 2009 was RON 192,712,534, the same as for the previous year, and is made of 72,448,321 shares with a RON 2.66 nominal value.

#### THE SHAREHOLDING STRUCTURE REMAINED UNCHANGED SINCE 2009:

|                                |             |            |
|--------------------------------|-------------|------------|
| TNG - THE NOVA GROUP           | 140.069.256 | 72,68300 % |
| UNIQA INT BETEILIGUNGS         | 52.063.132  | 27,01596 % |
| INDIVIDUALS AND LEGAL ENTITIES | 580.146     | 0,30104 %  |

#### MEMBERS OF THE SUPERVISORY BOARD AT THE END OF 2010:

|                           |               |
|---------------------------|---------------|
| DAN GRIGORE ADAMESCU      | PRESIDENT     |
| ALEXANDER BOGDAN ADAMESCU | VICEPRESIDENT |
| OVIDIU BOTOCAN            | MEMBER        |

#### BOARD MEMBERS AS OF 31.12.2010 :

|                 |               |
|-----------------|---------------|
| RADU MUSTĂŢEA   | PRESIDENT     |
| DACIAN VINERANU | VICEPRESIDENT |
| RĂZVAN IEREMIA  | MEMBER        |

## TNG

### THE NOVA GROUP

TNG, one of the largest holdings in Romania, holds 72.68% of ASTRA Insurance Company. The group developed several successful companies that cover a wide business range: insurance, constructions, real estate, media and energy.

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|                    | 2009               | 2010                 | INCREASE   |
|--------------------|--------------------|----------------------|------------|
| NON-LIFE INSURANCE | 799.517.436        | 1.068.991.005        | 34%        |
| LIFE INSURANCE     | 9.954.089          | 14.218.471           | 43%        |
| <b>TOTAL (RON)</b> | <b>809.471.525</b> | <b>1.083.209.476</b> | <b>34%</b> |

## GROSS WRITTEN PREMIUMS

ASTRA 2010

The gross written premiums volume in 2010 was RON 1,083,209,476, up 34% compared to RON 809,471,525 in 2009.

Gross premiums collected from the insurance operations in 2010 amounted to RON 1,049,954,890, up 56% compared to RON 675,073,270, in 2009.

 **TOTAL WRITTEN PREMIUMS IN 2010** 1.083.209.476  
(net of cancellations) (RON)

|                                      |                      |
|--------------------------------------|----------------------|
| <b>NON-LIFE INSURANCE OPERATIONS</b> | <b>1.068.991.005</b> |
| WRITTEN PREMIUMS                     | 1.119.875.713        |
| CANCELLED PREMIUMS                   | 50.884.708           |
| <b>LIFE INSURANCE OPERATIONS</b>     | <b>14.218.471</b>    |
| WRITTEN PREMIUMS                     | 16.966.969           |
| CANCELLED PREMIUMS                   | 2.748.498            |

 **TOTAL COLLECTED PREMIUMS IN 2010** 1.049.954.890  
(RON)

|                                      |                      |
|--------------------------------------|----------------------|
| <b>NON-LIFE INSURANCE OPERATIONS</b> | <b>1.038.083.081</b> |
| COLLECTED PREMIUMS                   | 1.088.967.789        |
| CANCELLED PREMIUMS                   | 50.884.708           |
| <b>LIFE INSURANCE OPERATIONS</b>     | <b>11.871.809</b>    |
| COLLECTED PREMIUMS                   | 14.620.307           |
| CANCELLED PREMIUMS                   | 2.748.498            |

The claim settlement activity in insurance was reflected in payments of RON 526,222,294 compared to RON 327,662,127 in 2009. The result was a 50% claim rate relative to collected premiums, which is higher than in 2009, when the claim rate was 49%.

|                           | 2008               | 2009               | 2010               | INCREASE   |
|---------------------------|--------------------|--------------------|--------------------|------------|
| <b>TOTAL (RON)</b>        | <b>272.906.150</b> | <b>327.662.127</b> | <b>526.222.294</b> | <b>61%</b> |
| NON-LIFE INSURANCE CLAIMS | 272.202.606        | 326.436.559        | 521.858.291        | 60%        |
| LIFE INSURANCE CLAIMS     | 703.550            | 1.225.568          | 4.364.003          | 256%       |

The 2010 income from insurance recovery and regress was RON 29,221,762, up 22% compared to RON 23,864,808 in 2009. The reinsurance activity resulted in a negative technical balance of RON 44,417,952. In the previous year, the negative technical balance was RON 55,269,060.

The reinsurance income was RON 26,159,558, up 522% compared to 2009.

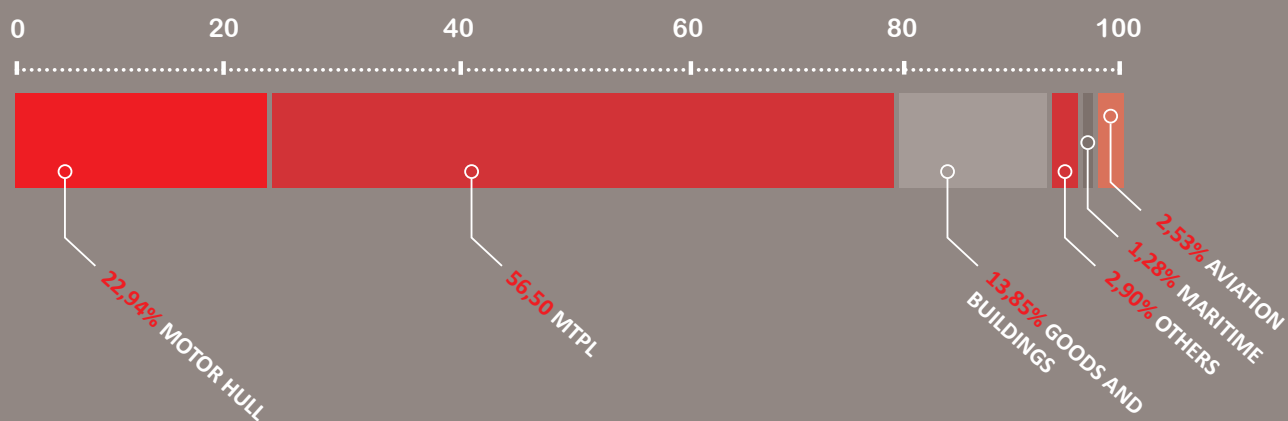
The reinsurance expenses amounted to RON 70,577,510, up by 19% compared to 2009. The costs for attracting the insured reached RON 195,298,629, 49% higher than the previous year.

*As of December 31st 2010, the company had a network of 270 territorial units, of which 49 branches. The number of employees reached 1,823, compared to 1,561 in 2009.*

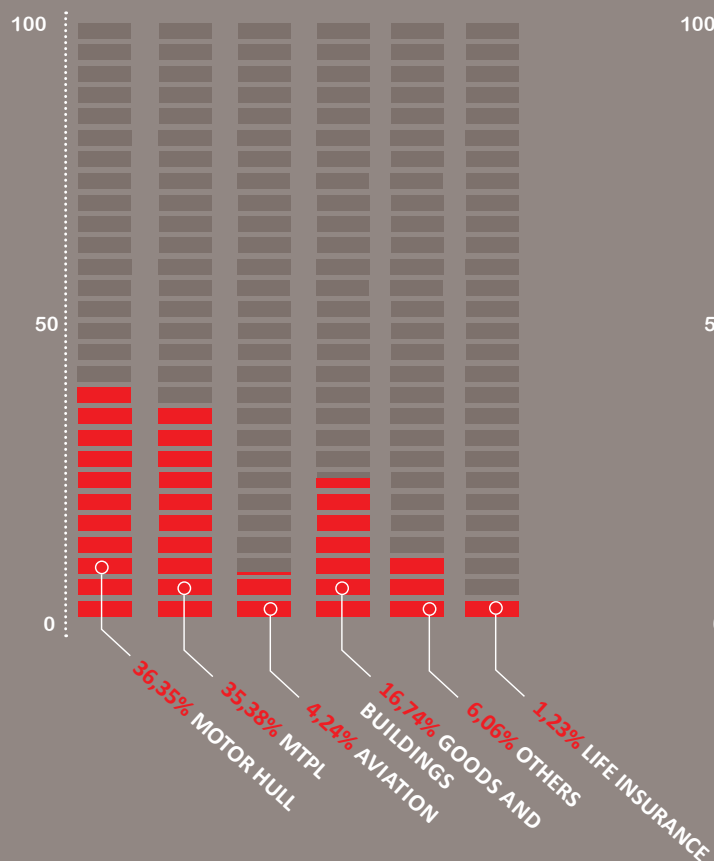
 **WRITTEN INSURANCE PREMIUMS UP BY**  
(million RON)

|                                 | 2008          | 2009          | 2010            | INCREASE   |
|---------------------------------|---------------|---------------|-----------------|------------|
| <b>TYPES OF RISKS</b>           |               |               |                 |            |
| MEANS OF TRANSPORT BY LAND      | 374,96        | 294,27        | 245,20          | -17%       |
| MOTOR THIRD PARTY LIABILITY     | 154,67        | 286,37        | 603,95          | 111%       |
| FIRE AND OTHER DAMAGES TO GOODS | 44,02         | 135,52        | 148,05          | 9%         |
| MARITIME AND TRANSPORT          | 10,36         | 11,74         | 13,70           | 17%        |
| AVIATION                        | 22,85         | 34,28         | 27,02           | -21%       |
| PERSONAL AND LIFE               | 18,01         | 20,84         | 28,52           | 37%        |
| OTHERS                          | 25,02         | 26,45         | 16,76           | -37%       |
| <b>TOTAL (RON)</b>              | <b>649,89</b> | <b>809,47</b> | <b>1.083,21</b> | <b>34%</b> |

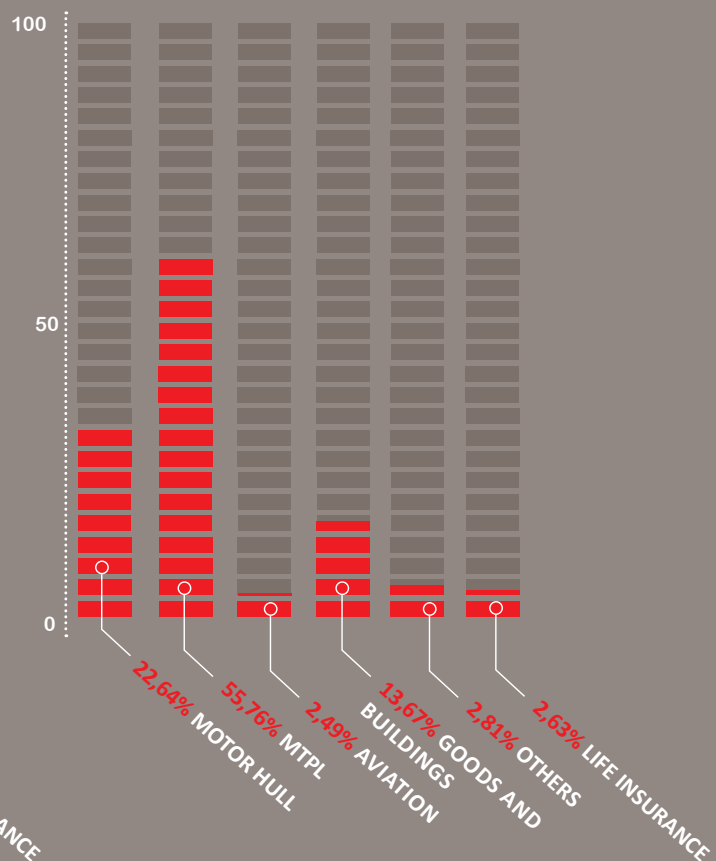
## SHARE OF THE MAIN LINES OF INSURANCE IN THE TOTAL NON-LIFE INSURANCE 2010



## PORTFOLIO STRUCTURE IN 2009



## PORTFOLIO STRUCTURE IN 2010



## PROFIT AND LOSS ACCOUNT

ASTRA 2010

95% of the operating income is made of gross written premiums income, up 34% in 2010 compared to the previous year. The operating income also includes other types of income.

| OTHER OPERATING INCOME                        | LEI        | TOTAL OPERATING INCOME |
|---|------------|------------------------|
| INCOME FROM REGRESS                           | 29.221.762 | 2,44 %                 |
| INCOME FROM REINSURANCE                       | 26.159.558 | 2,19 %                 |
| INCOME FROM RENT                              | 1.513.264  | 0,13 %                 |
| OTHER INCOME (FROM PLACEMENTS, PENALTIES ETC) | 5.308.039  | 0,44%                  |

The income from exchange rate differentials is a result of the following:

- › the revaluations of available funds in foreign currency from current accounts, deposits and cash;
- › the revaluations of debts from insurance operations;
- › the revaluations of payables and receivables in foreign currency from the reinsurance operations.

The financial income (RON 42,615,586) includes: income from exchange rate differences and interest of RON 13,831,262 and income from dividends of RON 713,369, received from Germanischer Lloyd and Fondul Proprietatea where ASTRA holds stock. The interest income increased by 24% compared to 2009, when they were at RON 11,168,888.

The 2010 investment budget materialized in buying shares worth RON 13,891,824. The financial expenses, namely RON 14,632,478, include mainly exchange rate differences, interest on leasing and loan contracts.

The fixed administrative expenses of RON 114,742,945 increased by 44%, compared to the previous year (RON 79,599,016).

They include expenses with salaries and related contributions, fees and taxes on buildings, land, cars, office repair and maintenance, depreciation of tangible intangible assets, expenses with mail and telecommunication services, protocol expenses, expenses with insurance for company buildings and cars, expenses with notary and lawyer fees.

| PROFIT AND LOSS ACCOUNT (RON)                                     | 31.12.2008         | 31.12.2009         | 31.12.2010           |
|---|--------------------|--------------------|----------------------|
| GROSS WRITTEN PREMIUMS INCOME                                     | 649.927.051        | 809.471.525        | 1.083.209.476        |
| INCOME FROM PLACEMENTS (INTEREST, EXCHANGE RATE DIFFERENCES ETC.) | 47.461.772         | 42.461.772         | 42.615.586           |
| OTHER INCOME, OF WHICH:   | 173.760.451        | 19.205.108         | 62.202.623           |
| OTHER TECHNICAL INCOME (REGRESS ETC.)                             | 4.701.135          | 12.691.080         | 55.381.321           |
| OTHER INCOME  | 169.059.316        | 6.514.028          | 6.821.302            |
| <b>TOTAL INCOME</b>   | <b>871.149.274</b> | <b>873.699.974</b> | <b>1.188.027.685</b> |
| CLAIMS EXPENSES   | 280.560.691        | 327.662.127        | 526.883.477          |
| ACQUISITION AND ADMINISTRATION EXPENSES                           | 165.228.534        | 210.930.656        | 310.041.574          |
| OTHER EXPENSES (INCLUDES RESERVE EXPENSES, CEDED ASSETS)          | 421.871.683        | 328.871.681        | 325.744.528          |
| <b>TOTAL EXPENSES</b>   | <b>867.660.908</b> | <b>867.464.464</b> | <b>1.162.669.579</b> |
| CURRENT RESULT  | 3.488.366          | 6.235.510          | 25.358.106           |
| PROFIT TAX  | 0                  | 28.667             | 32.250               |
| <b>NET PROFIT</b>   | <b>799.517.436</b> | <b>6.206.843</b>   | <b>25.325.856</b>    |

## SOLVENCY AND LIQUIDITY COEFFICIENTS

ASTRA 2010

The solvency coefficient in insurance, as ratio between the available and the minimum margin, and the liquidity coefficient as of 31.12.2010:

|                           | 2008 | 2009  | 2010 | MINIMUM LEVEL |
|---------------------------|------|-------|------|---------------|
| <b>NON-LIFE INSURANCE</b> |      |       |      |               |
| SOLVENCY COEFFICIENT      | 1,91 | 1,54  | 1,33 | 1,0           |
| LIQUIDITY COEFFICIENT     | 1,08 | 1,34  | 1,36 | 1,0           |
| <b>LIFE INSURANCE</b>     |      |       |      |               |
| SOLVENCY COEFFICIENT      | 8,27 | 10,02 | 6,72 | 1,0           |
| LIQUIDITY COEFFICIENT     | 1,34 | 1,40  | 1,68 | 1,0           |

## BALANCE SHEET

The balance sheet was drafted based on the data recorded in the accounting, in line with the new accounting regulations in accordance with the specific European directives on insurance, published in the ISC order no. 3129/2005. All company accounts were valued based on Decision no. 321/30.12.2010, in accordance with the legal provisions.

There was no offsetting between the balance sheet accounts (asset and liability) or the income and expenses. The total assets as of 31.12.2010 were RON 1,358,672,703, up 20% compared to 2009, when it was RON 1,129,974,137.

### ASSETS

Intangible assets amounted to RON 4,212,575 in 2010, lower compared to RON 19,176,128 in 2009.

Investments in tangible assets:

- › land and buildings: RON 99,628,439, down 3% compared to 2009 (RON 102,625,963).
- › current tangible assets: RON 5,096,330, up 92% compared to 2009 (RON 2,642,192).

Other investments in financial assets, RON 42,241,984, up 72% compared to 2009 (RON 24,553,916), refer to:

- › interests: 41,569,650, up 75% compared to the previous year (RON 23,730,930).
- › guarantees: RON 672,334, down 18% compared to 2009 (RON 822,986).

Other financial investments in 2010: RON 216,573,612, include bank deposits in RON and foreign currency (201,196,869), the latter up 31% compared to 31.12.2009 (RON 121,978,872).

The technical reserve part related to reinsurance contracts was RON 165,164,798, up 38% compared to 2009 (RON 119,917,975).

The receivables from insurance operations (gross premiums written and not collected) reached the value of RON 525,425,395, that is 2% more than in 2009 (RON 516,269,079).

The receivables from reinsurance operations for reinsurance assumed and ceded accounted for RON 27,093,907, 97% more than in the previous year (RON 13,741,215). Other receivables: RON 106,236,645, up 65% compared to 2009 (RON 64,317,623). The value of tangible assets and advances for non-current assets was RON 10,251,651, up by 37%.

The 2010 stocks amounted to RON 348,993 and decreased by 72% compared to 2009 (RON 1,263,338). The cash at hand and bank accounts reached RON 12,888,053, 47% less than in 2009 (RON 24,247,665).



## LIABILITY

The subscribed and paid-up share capital remained unchanged, at RON 192,712,534. The 2010 revaluation reserve remained unchanged, at RON 62,900,017. The legal reserves went up to RON 1,232,237 due to the distribution of 5% of the realized profit. Other reserves for 2010 went up to RON 23,801,071. The 2010 gross technical reserves reached the level of RON 1,002,916,603, 25% more than in 2009 (RON 800,557,968).

| TECHNICAL RESERVES (RON)    | 2008               | 2009               | 2010                 |
|-----------------------------|--------------------|--------------------|----------------------|
| NON-LIFE INSURANCE RESERVES | 542.721.745        | 786.123.613        | 986.335.360          |
| APPROVED CLAIMS RESERVES    | 86.819.828         | 98.207.745         | 147.577.178          |
| UNAPPROVED CLAIMS RESERVES  | 61.684.468         | 79.678.306         | 115.851.441          |
| CATASTROPHE RESERVES        | 29.201.653         | 52.173.342         | 73.262.992           |
| PREMIUM RESERVES            | 365.015.633        | 556.064.220        | 649.643.749          |
| OTHER RESERVES              | 163                | 0                  | 0                    |
| LIFE INSURANCE RESERVES     | 9.951.733          | 14.434.355         | 16.581.243           |
| <b>TOTAL</b>                | <b>552.673.478</b> | <b>800.557.968</b> | <b>1.002.916.603</b> |

In 2010, debts from reinsurance were 47,816,216, namely 5% higher than in the last year (RON 45,533,416). Other debts, including fiscal debts, amounted to RON 133,014,949, up 11%.

The deferred income was down 19% and accounted for RON 18,340,433. It includes the MTPL and optional premiums collected in advance, contracts where the underwriting started after 31.12.2010. The profit as of 31.12.2010 amounts to RON 25,325,856.

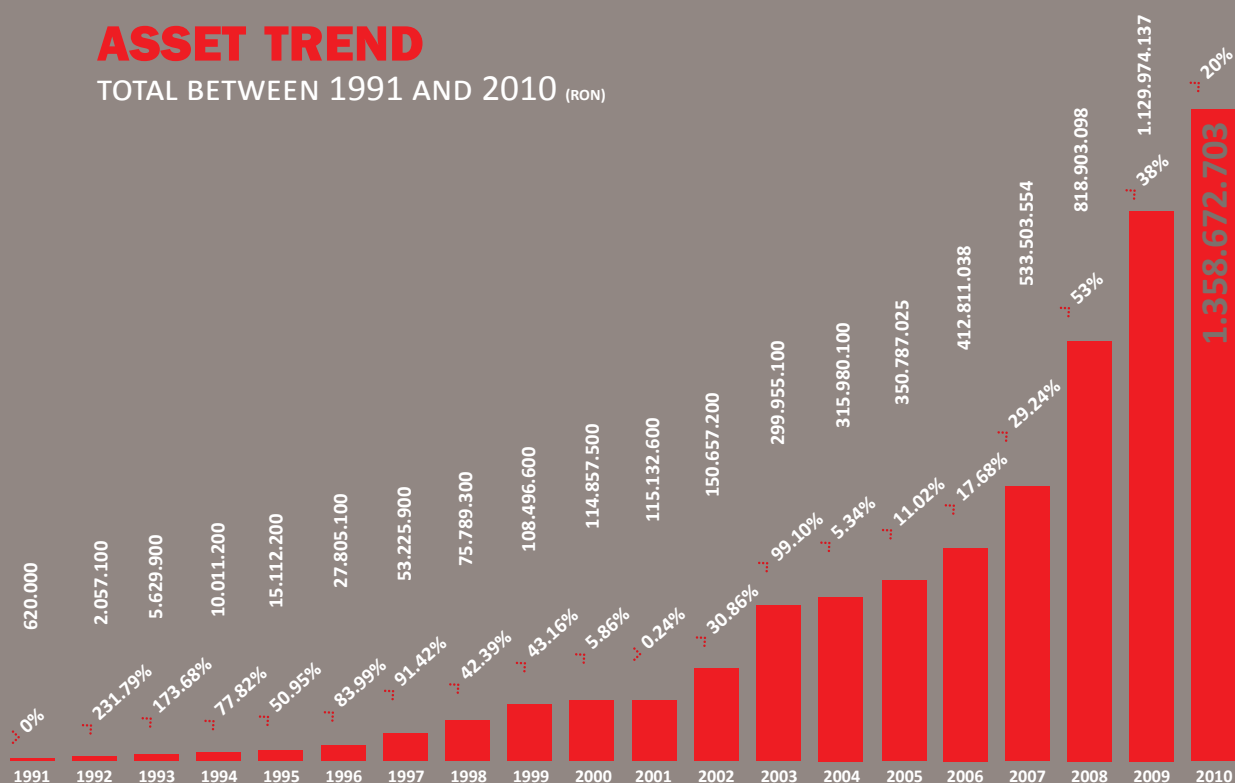
| ASSETS (RON)                          | 31.12.2008         | 31.12.2009           | 31.12.2010           |
|---------------------------------------|--------------------|----------------------|----------------------|
| <b>INTANGIBLE ASSETS</b>              |                    |                      |                      |
| INTANGIBLE FIXED ASSETS               | 17.811.643         | 19.176.128           | 4.212.575            |
| <b>INVESTMENTS</b>                    |                    |                      |                      |
| LAND AND BUILDINGS                    | 106.007.928        | 105.268.155          | 104.724.769          |
| OTHER INVESTMENTS IN FINANCIAL ASSETS | 19.671.452         | 24.553.716           | 42.241.984           |
| OTHER FINANCIAL INVESTMENTS           | 93.449.629         | 123.884.656          | 216.573.612          |
| RECEIVABLES                           | 430.435.214        | 594.327.917          | 658.755.947          |
| LIQUIDITIES                           | 12.425.597         | 24.247.664           | 12.888.053           |
| REPORTED ACQUISITION EXPENSES         | 63.450.869         | 107.157.954          | 131.316.378          |
| OTHER ASSET ITEMS                     | 75.650.766         | 131.357.947          | 187.959.385          |
| <b>TOTAL ASSETS</b>                   | <b>818.903.098</b> | <b>1.129.974.137</b> | <b>1.358.672.703</b> |



| LIABILITIES – EQUITY AND DEBTS (RON)    | 31.12.2008         | 31.12.2009           | 31.12.2010           |
|---|--------------------|----------------------|----------------------|
| <b>TOTAL EQUITY</b>                     | <b>134.617.340</b> | <b>140.824.182</b>   | <b>156.266.780</b>   |
| SUBSCRIBED CAPITAL AND CAPITAL RESERVES | 192.712.534        | 192.712.534          | 192.712.534          |
| OTHER RESERVES                          | 23.687.374         | 23.998.908           | 26.293.381           |
| REVALUATION RESERVES                    | 62.900.017         | 62.900.017           | 62.900.017           |
| CURRENT PROFIT/CURRENT LOSS             | 3.488.366          | 6.206.843            | 25.325.856           |
| UNCOVERED LOSS                          | -148.170.951       | -144.994.120         | -150.965.008         |
| <b>SUBORDINATED DEBT</b>                | <b>0</b>           | <b>0</b>             | <b>0</b>             |
| <b>GROSS TECHNICAL RESERVES</b>         | <b>552.673.478</b> | <b>800.557.968</b>   | <b>1.002.916.603</b> |
| PREMIUM RESERVES                        | 369.293.534        | 562.599.042          | 657.568.015          |
| MATHEMATICAL RESERVES                   | 1.427.659          | 2.085.342            | 4.294.178            |
| CLAIM RESERVES                          | 148.968.440        | 178.856.484          | 263.972.859          |
| PROFIT SHARING RESERVES                 | 163                | 4.843.758            | 3.818.559            |
| CATASTROPHE RESERVES                    | 29.201.653         | 52.173.342           | 73.262.992           |
| EQUALIZATION RESERVES                   | 0                  | 0                    | 0                    |
| <b>LIABILITY</b>                        | <b>119.584.989</b> | <b>165.856.027</b>   | <b>180.831.165</b>   |
| <b>DEFERRED INCOME</b>                  | <b>12.027.291</b>  | <b>22.735.960</b>    | <b>18.658.155</b>    |
| <b>TOTAL LIABILITIES</b>                | <b>818.903.098</b> | <b>1.129.974.137</b> | <b>1.358.672.703</b> |

## ASSET TREND

TOTAL BETWEEN 1991 AND 2010 (RON)



## TECHNICAL ACCOUNT FOR NON-LIFE INSURANCE

DECEMBER 31, 2010

| NAME OF INDICATORS   | ROW       | REALIZED DURING THE PERIOD |                    |
|--|-----------|----------------------------|--------------------|
|  |           | 2009 (RON)                 | 2010 (RON)         |
| <b>INCOME FROM NET REINSURANCE PREMIUMS</b>  |           |                            |                    |
| - GROSS WRITTEN PREMIUMS INCOME (+)  | 01        | 799.517.436                | 1.068.991.005      |
| - PREMIUMS CEDED IN REINSURANCE (-)  | 02        | 58.967.380                 | 69.297.131         |
| - PREMIUM RESERVE VARIATION (+/-)  | 03        | 191.048.588                | 93.579.528         |
| - PREMIUM RESERVE VARIATION, CEDED IN REINSURANCE (+ /-)   | 04        | 32.349.939                 | 19.399.794         |
| <b>TOTAL (ROW 01-02-03+04)</b>   | <b>05</b> | <b>581.851.407</b>         | <b>925.514.140</b> |
| SHARE OF THE NET INCOME (DIFFERENCE BETWEEN INCOME AND EXPENSES FROM INVESTMENTS) OF INVESTMENTS, TRANSFERRED FROM THE NON-TECHNICAL ACCOUNT (+) | 06        | 7.067.048                  | 14.461.768         |
| OTHER TECHNICAL INCOME, NET FROM REINSURANCE (+)   | 07        | 46.428.637                 | 55.022.071         |
| <b>CLAIM EXPENSES, NET FROM REINSURANCE</b>  |           |                            |                    |
| - PAID CLAIMS (ROW 09-10)  | 08        | 324.882.184                | 500.403.590        |
| GROSS AMOUNTS  | 09        | 326.941.611                | 522.519.474        |
| REINSURERS' SHARE (-)  | 10        | 2.059.427                  | 22.115.884         |
| - CLAIM RESERVE VARIATION, NET FROM REINSURANCE: (+/-)   | 11        | 28.999.175                 | 79.894.264         |
| <b>TOTAL (ROW 08+11)</b>   | <b>12</b> | <b>353.881.359</b>         | <b>580.297.854</b> |
| <b>VARIATION OF OTHER TECHNICAL RESERVES, NET FROM REINSURANCE, OF WHICH:</b>  |           |                            |                    |
| - VARIATION OF UNEXPIRED RISKS RESERVE (+/-)   | 13        | 0                          | 0                  |
| - VARIATION OF CATASTROPHE RESERVE (+/-)   | 14        | 715.378                    | 844.559            |
| - VARIATION OF OTHER TECHNICAL RESERVES (+/-)  | 15        | 0                          | 0                  |
| <b>TOTAL (ROW 13+14+15)</b>  | <b>16</b> | <b>715.378</b>             | <b>844.559</b>     |
| VARIATION OF RESERVE FOR PROFIT SHARING AND REBATES (+/-)  | 17        | -163                       | 0                  |
| <b>NET OPERATING EXPENSES</b>  |           |                            |                    |
| - ACQUISITION EXPENSES   | 18        | 138.741.319                | 205.135.260        |
| - VARIATION OF ACQUISITION EXPENSES CARRIED FORWARD (+/-)  | 19        | -10.750.297                | -14.982.097        |
| - ADMINISTRATION EXPENSES  | 20        | 78.338.572                 | 113.332.366        |
| - COMMISSIONS FROM REINSURERS AND PROFIT SHARING (-)   | 21        | 1.918.451                  | 3.936.583          |
| <b>TOTAL (ROW 18+19+20-21)</b>   | <b>22</b> | <b>204.411.143</b>         | <b>299.548.946</b> |
| OTHER TECHNICAL EXPENSES, NET FROM REINSURANCE   | 23        | 71.513.615                 | 92.603.438         |
| VARIATION OF THE EQUALIZATION RESERVE (+/-)  | 24        | 0                          | 0                  |
| <b>TECHNICAL RESULT FOR NON-LIFE INSURANCE</b>   |           |                            |                    |
| PROFIT (ROW 05+06+07-12-16-17-22-23-24)  | 25        | 4.825.760                  | 21.703.182         |
| LOSS (ROW 12+16+17+22+23+24-05-06-07)  | 26        | 0                          | 0                  |

## TECHNICAL ACCOUNT FOR LIFE INSURANCE

### DECEMBER 31, 2010

| NAME OF INDICATORS   | ROW       | REALIZED DURING THE PERIOD<br>2009 (RON) | 2010 (RON)        |
|--|-----------|--|-------------------|
| <b>INCOME FROM NET REINSURANCE PREMIUMS</b>  |           |  |                   |
| - GROSS WRITTEN PREMIUMS INCOME (+)  | 01        | 9.954.089                                | 14.218.471        |
| - PREMIUMS CEDED IN REINSURANCE (-)  | 02        | 623.727                                  | 603.132           |
| - VARIATION OF PREMIUM RESERVE, NET FROM REINSURANCE (+/-)   | 03        | 2.256.921                                | 1.413.536         |
| <b>TOTAL (ROW 01-02-03)</b>  | <b>04</b> | <b>7.073.441</b>                         | <b>12.201.803</b> |
| <b>INCOME FROM INVESTMENTS</b>   |           |  |                   |
| INCOME FROM INTERESTS IN COMPANIES WHERE THERE ARE CONTROLLING INTERESTS, OF WHICH:                                      | 05        | 0  | 0                 |
| - INCOME FROM INVESTMENTS IN AFFILIATED COMPANIES  | 06        | 0  | 0                 |
| INCOME FROM OTHER INVESTMENTS WITH SEPARATE REPRESENTATION OF INCOME FROM INVESTMENTS IN AFFILIATED COMPANIES, OF WHICH: | 07        | 0  | 0                 |
| - INCOME FROM LAND AND BUILDINGS   | 08        | 0  | 0                 |
| - INCOME FROM OTHER INVESTMENTS  | 09        | 0  | 0                 |
| INCOME FROM REVERSAL OF INVESTMENT IMPAIRMENT LOSSES   | 10        | 0  | 0                 |
| INCOME FROM REALIZED INVESTMENTS   | 11        | 1.020.351                                | 1.278.876         |
| <b>TOTAL (ROW 05+07+10+11)</b>   | <b>12</b> | <b>1.020.351</b>                         | <b>1.278.876</b>  |
| UNREALIZED CAPITAL GAINS FROM INVESTMENTS  | 13        | 0  | 0                 |
| OTHER TECHNICAL INCOME, NOT FROM REINSURANCE   | 14        | 321                                      | 0                 |
| CLAIM EXPENSES, NOT FROM REINSURANCE   |           |  |                   |
| <b>TOTAL (ROW 16+19)</b>   | <b>15</b> | <b>1.506.363</b>                         | <b>3.937.809</b>  |
| PAID AMOUNTS (ROW 17-18):  | 16        | 1.000.074                                | 4.364.003         |
| - GROSS AMOUNTS  | 17        | 1.225.568                                | 4.364.003         |
| - REINSURERS' SHARE (-)  | 18        | 225.494                                  | 0                 |
| VARIATION OF CLAIM RESERVE (+/-) (ROW 20-21 )  | 19        | 506.289                                  | -426.194          |
| - GROSS AMOUNTS  | 20        | 506.289                                  | -426.194          |
| - REINSURERS' SHARE (-)  | 21        | 0  | 0                 |
| VARIATION OF TECHNICAL RESERVES FOR LIFE INSURANCE   |           |  |                   |
| <b>TOTAL (ROW 23+26+29)</b>  | <b>22</b> | <b>1.719.412</b>                         | <b>1.205.912</b>  |
| VARIATION OF MATHEMATICAL RESERVE (ROW 24-25)  | 23        | 657.683                                  | 2.231.111         |
| - GROSS AMOUNT   | 24        | 657.683                                  | 2.208.836         |
| - REINSURERS' SHARE (-)  | 25        | 0  | -22.275           |

| NAME OF INDICATORS   | ROW       | REALIZED DURING THE PERIOD |                  |
|--|-----------|----------------------------|------------------|
|  |           | 2009 (RON)                 | 2010 (RON)       |
| VARIATION OF RESERVE FOR PROFIT SHARING AND REBATES (ROW 27-28)  | 26        | 1.061.729                  | -1.025.199       |
| - GROSS AMOUNT   | 27        | 1.061.729                  | -1.025.199       |
| - REINSURERS' SHARE (-)  | 28        | 0                          | 0                |
| VARIATION OF OTHER TECHNICAL RESERVES (ROW 30-31)  | 29        | 0                          | 0                |
| - GROSS AMOUNT   | 30        | 0                          | 0                |
| - REINSURERS' SHARE (-)  | 31        | 0                          | 0                |
| VARIATION OF THE MATHEMATICAL RESERVE IN LIFE INSURANCE FOR WHICH THE INVESTMENT RISK EXPOSURE IS TRANSFERRED TO THE CONTRACTING PARTY, CEDED IN REINSURANCE (+/-) |           |                            |                  |
| <b>TOTAL (ROW 33-34)</b>   | <b>32</b> | <b>0</b>                   | <b>0</b>         |
| - GROSS AMOUNT   | 33        | 0                          | 0                |
| - REINSURERS' SHARE (-)  | 34        | 0                          | 0                |
| NET OPERATING EXPENSES:  |           |                            |                  |
| - NET OPERATING EXPENSES:  | 35        | 3.340.618                  | 5.145.466        |
| - VARIATION OF ACQUISITION EXPENSES CARRIED FORWARD  | 36        | 0                          | 0                |
| - ADMINISTRATION EXPENSES  | 37        | 1.260.444                  | 1.410.579        |
| - COMMISSIONS FROM REINSURERS AND PROFIT SHARING (-)   | 38        | 0                          | 0                |
| <b>TOTAL (ROW 35+36+37-38)</b>   | <b>39</b> | <b>4.601.062</b>           | <b>6.556.045</b> |
| INVESTMENT EXPENSES:   |           |                            |                  |
| - EXPENSES FOR INVESTMENT MANAGEMENT, INCLUDING INTEREST EXPENSES  | 40        | 64.794                     | 105.162          |
| - EXPENSES FOR SETTING UP VALUE ADJUSTMENTS FOR INVESTMENTS  | 41        | 0                          | 0                |
| - LOSSES FROM REALIZED INVESTMENTS   | 42        | 0                          | 0                |
| <b>TOTAL (ROW 40+41+42)</b>  | <b>43</b> | <b>64.794</b>              | <b>105.162</b>   |
| UNREALIZED CAPITAL LOSSES FROM INVESTMENTS   | 44        | 0                          | 0                |
| OTHER TECHNICAL EXPENSES, NOT FROM REINSURANCE   | 45        | 0                          | 998.279          |
| SHARE OF THE NET INCOME FROM INVESTMENTS, TRANSFERRED IN THE NON-TECHNICAL ACCOUNT   | 46        | 0                          | 0                |
| LIFE INSURANCE TECHNICAL RESULT  |           |                            |                  |
| PROFIT (ROW 04+12+13+14-15-22-32-39-43-44-45-46)   | 47        | 202.482                    | 677.472          |
| LOSS (ROW 15+22+32+39+43+44+45+46-4-12-13-14)  | 48        | 0                          | 0                |

## NON-TECHNICAL ACCOUNT

DECEMBER 31, 2010

| NAME OF INDICATORS   | ROW       | REALIZED DURING THE PERIOD |                   |
|--|-----------|----------------------------|-------------------|
|  |           | 2009 (RON)                 | 2010 (RON)        |
| <b>NON-LIFE INSURANCE TECHNICAL RESULT</b>   |           |                            |                   |
| - PROFIT   | 01        | 4.825.760                  | 21.703.182        |
| - LOSS   | 02        | 0                          | 0                 |
| <b>LIFE INSURANCE TECHNICAL RESULT</b>   |           |                            |                   |
| - PROFIT   | 03        | 03                         | 677.472           |
| - LOSS   | 04        | 0                          | 0                 |
| <b>INCOME FROM INVESTMENTS</b>   |           |                            |                   |
| - INCOME FROM INTERESTS IN COMPANIES WHERE THERE ARE CONTROLLING INTERESTS                                 | 05        | 4.839                      | 27.929            |
| OF WHICH INCOME FROM INVESTMENTS IN AFFILIATED COMPANIES   | 06        | 0                          | 0                 |
| - INCOME FROM OTHER INVESTMENTS  | 07        | 0                          | 0                 |
| OF WHICH INCOME FROM INVESTMENTS IN AFFILIATED COMPANIES   | 08        | 0                          | 0                 |
| - INCOME FROM LAND AND BUILDINGS   | 09        | 0                          | 0                 |
| - INCOME FROM OTHER INVESTMENTS  | 10        | 0                          | 0                 |
| - INCOME FROM REVERSAL OF INVESTMENT IMPAIRMENT LOSSES   | 11        | 0                          | 0                 |
| - INCOME FROM REALIZED INVESTMENTS   | 12        | 11.283.402                 | 17.024.237        |
| <b>TOTAL (ROW 05+07+11+12)</b>   | <b>13</b> | <b>11.288.241</b>          | <b>17.052.166</b> |
| - UNREALIZED CAPITAL GAINS FROM INVESTMENTS  | 14        | 0                          | 0                 |
| - SHARE OF THE NET INCOME FROM INVESTMENTS TRANSFERRED IN THE TECHNICAL ACCOUNT FOR LIFE INSURANCE         | 15        | 0                          | 0                 |
| <b>EXPENSES WITH INVESTMENTS</b>   |           |                            |                   |
| <b>TOTAL (ROW 17+18+19)</b>  | <b>16</b> | <b>4.221.193</b>           | <b>2.590.398</b>  |
| - EXPENSES WITH INVESTMENT MANAGEMENT, INCLUDING INTEREST EXPENSES   | 17        | 4.221.193                  | 2.590.398         |
| - EXPENSES FOR SETTING UP VALUE ADJUSTMENTS FOR INVESTMENTS  | 18        | 0                          | 0                 |
| - CAPITAL LOSS FROM REALIZED INVESTMENTS   | 19        | 0                          | 0                 |
| <b>UNREALIZED CAPITAL LOSS FROM INVESTMENTS</b>  | <b>20</b> | <b>0</b>                   | <b>0</b>          |
| <b>SHARE OF THE NET INCOME FROM INVESTMENTS TRANSFERRED IN THE TECHNICAL ACCOUNT OF NON-LIFE INSURANCE</b> | <b>21</b> | <b>7.067.048</b>           | <b>14.461.468</b> |
| <b>OTHER NON-TECHNICAL INCOME</b>  | <b>22</b> | <b>1.287.528</b>           | <b>3.352.628</b>  |
| <b>OTHER NON-TECHNICAL EXPENSES, INCLUDING PROVISIONS AND VALUE ADJUSTMENTS</b>                            | <b>23</b> | <b>80.260</b>              | <b>375.176</b>    |

| NAME OF INDICATORS<br>▼   | ROW<br>▼ | REALIZED DURING THE PERIOD |                 |
|---|----------|----------------------------|-----------------|
|   |          | 2009 (RON)<br>▼            | 2010 (RON)<br>▼ |
| INCOME FROM THE MANAGEMENT OF VOLUNTARY PENSION FUNDS*                | 24       | 0                          | 0               |
| EXPENSES FOR THE MANAGEMENT OF VOLUNTARY PENSION FUNDS*               | 25       | 0                          | 0               |
| PROFIT FROM THE MANAGEMENT OF VOLUNTARY PENSION FUNDS*<br>(ROW 24-25) | 26       | 0                          | 0               |
| LOSS FROM THE MANAGEMENT OF VOLUNTARY PENSION FUNDS*<br>(ROW 25-24)   | 27       | 0                          | 0               |
| <b>CURRENT RESULT</b>   |          |                            |                 |
| PROFIT (ROW 01-02+03-04+13+14+15-16-20-21+22-23+26-27)                | 28       | 6.235.510                  | 25.358.106      |
| LOSS (ROW 02-01+04-03-13-14-15+16+20+21-22+23-26+27)                  | 29       | 0                          | 0               |
| - EXTRAORDINARY INCOME  | 30       | 0                          | 0               |
| - EXTRAORDINARY EXPENSES  | 31       | 0                          | 0               |
| <b>EXTRAORDINARY RESULT</b>   |          |                            |                 |
| - PROFIT (ROW 30-31)  | 32       | 0                          | 0               |
| - LOSS (ROW 31-30)  | 33       | 0                          | 0               |
| - TOTAL INCOME  | 34       | 914.826.763                | 1.239.600.891   |
| - TOTAL EXPENSES  | 35       | 908.591.253                | 1.214.242.785   |
| <b>GROSS RESULT</b>   |          |                            |                 |
| - PROFIT (ROW 34-35); (28-29+32-33)                                   | 36       | 6.235.510                  | 25.358.106      |
| - LOSS (ROW 35-34); (ROW 29-28+ 33-32);                               | 37       | 0                          | 0               |
| - PROFIT TAX  | 38       | 28.667                     | 32.250          |
| - OTHER TAXES (NOT INCLUDED AT THE PREVIOUS POSITIONS)                | 39       | 0                          | 0               |
| <b>NET RESULT FOR THE YEAR</b>  |          |                            |                 |
| PROFIT (ROW 36-37-38-39)  | 40       | 6.206.843                  | 25.325.856      |
| LOSS (ROW 37+38+39-36)  | 41       | 0                          | 0               |

INDEPENDENT AUDITORS' REPORT  
TO THE MANAGEMENT OF S.C. ASIGURARE-REASIGURARE ASTRA S.A.

**Report on the annual financial statements**

1. We audited the attached financial statements of S.C. ASTRA S.A. ("The Company"), consisting of the balance sheet on December 31st 2010, as well as the profit and loss account, the statement of share capital changes and the treasury flows statement for the year that ended on this date, as well as a summary of the significant accounting policies and other explanatory notes.

**Management accountability for the financial statements**

2. The Company's management is responsible for the drafting and accurate presentation of these financial statements in accordance with the ISC Order no. 3129/2005 with subsequent amendments and with the accounting policies described in the notes to the financial statements. This responsibility includes: designing, implementing and maintaining a relevant internal control for the drafting and accurate presentation of the financial statements that should be free of any significant misrepresentation due to fraud or error; selecting and applying the appropriate accounting policies; drafting reasonable book estimates, under the given circumstances.

**Auditors' responsibility**

3. Our responsibility is to issue, based on the audit we conduct, an opinion on these financial statements. We conducted the audit in accordance with the audit standards adopted by the Court of Financial Auditors from Romania. These standards require that we observe the Court's ethical requirements, plan and conduct the audit in order to be reasonably certain that the financial statements contain no significant misrepresentations.

4. An audit consists of applying procedures in order to obtain audit evidence regarding the amounts and information included in the financial statements. The procedures are selected based on the auditor's professional judgment, including the assessment of the risks of significant misrepresentation of financial statements, due to fraud or error. When assessing these risks, the auditor considers the relevant internal control for the drafting and accurate presentation of the Company's financial statements in order to set the relevant audit procedures for the given circumstances, but not in order to express an opinion on the efficiency of the Company's internal control. An audit also assesses the adequacy of the accounting policies applied and the legitimacy of the book estimates made by the management, as well as the layout of the financial statements as a whole.

5. We consider that the audit evidence we gathered is sufficient and appropriate to represent the basis for our audit opinion.



Accounting, Chartered Accountancy and Accounting Consultancy Company – S.C. SOCECC S.R.L.

### Opinion

6. In our opinion, these financial statements provide an accurate and fair overview on the Company's financial position as of December 31st 2010, as well as on the financial performance and cash flows for the financial year that ended on this date, in accordance with the provisions of the ISC Order no. 3129/2005 and with the accounting policies described in the notes to the financial statements.

### Comments

7. Without expressing an opinion with reservations, we draw the attention on the lack of some relevant information on the estimate for the probable value of receivables from various debtors, resulting from pending litigations in court.

### Report on other legal and regulatory requirements

8. We read the administrators' report attached to the financial statements. The administrators' report is not part of the annual financial statements. In the administrators' report we did not identify financial information inconsistent with the information presented in the attached financial statements.

9. The Company observed the legal provisions, as well as the in-house rules and policies regarding:

- the methodological norms for calculating and recording technical reserves;
- the categories of assets accepted for covering the technical reserves;
- the investment distribution rules.

10. The Company observed the calculation methodology and the legal provisions for the insurer's solvency margin and the liquidity coefficient.

11. The Company observed the internal regulations on the reinsurance program for the 2010 financial year.

12. The evaluation of the control systems applied in the audited financial year revealed that the Company complied with the legal provisions on organization of the internal control activity included in the Insurance Supervisory Commission Order no 18/2009.

This independent auditors' report is drafted in order to be submitted to the Insurance Supervisory Commission and the Ministry of Public Finance and cannot be used for any other purposes or by any other third party without the consent of the management of S.C. ASIGURARE-REASIGURARE – ASTRA S.A.

April 11th, 2011

Accounting, Chartered Accountancy and Accounting Consultancy  
Company – S.C. SOCECC S.R.L.

by Cristea Viorel, Chartered by CAFR



*Signature of Cristea Viorel*





# ASTRA INSURANCE COMPANY

## SUPPORTS THE ROMANIAN AVIATION

For over 20 years, ASTRA Insurance Company has been managing almost all insurance contracts in the field of aviation. Leader on this segment as well, so far ASTRA Insurance Company has paid the largest amounts of claims in the modern history of Romanian insurance. Below you can find a list of the most tensed moments in the recent history of flights insured by ASTRA.

› The presidential aircraft B 707 YR-ABD, owned by ROMAVIA, made a preparation flight in January 1991, before the presidential mission to China and, at the last turn, the left wing touched the ground, the first of the two engines on the wing caught fire upon touching the runway and the second engine caught fire subsequently. Once started, the fire covered the entire left wing and extended over the back of the body, on the outside.

The aircraft had Motor Hull and liability insurance at ASTRA Insurance Company. The aircraft insured value was RON 561,000,000, the equivalent of USD 33,000,000, at the date of the incident.

The experts of Boeing and Lufthansa (the location where the last C-type control was conducted) who arrived on site concluded each that the aircraft was no longer capable of flying. ASTRA paid up alone the largest claim in the history of modern insurance in Romania from 1991 to date: 33 million dollars!

› The passenger aircraft B 707 YR-ABC, owned by TAROM, was hit by an eagle during takeoff on the Vienna airport, on 23.10.1991, and was forced to return to the ground.

The damaged JT-3DB engine was replaced and sent to IAI Bedek (Israel) for investigation and repair. The impact was extremely powerful, all fan blades were broken and the resulting pieces went through the entire engine, causing extensive damage in the turbine. Miraculously, the engine did not explode in the air. It was a complex case and eventually, the financial costs of approximately USD 150,000 were covered entirely by ASTRA Insurance Company.

› The cargo aircraft B 707 YR-ABM, owned by TAROM, under wet-lease to Air Afrique, suffered major damage during the landing in Abidjan, on 15.01.1993. Although the landing conditions were somewhat difficult – fog over the runway of the Abidjan airport – based on the instructions from the aircraft board, as well as from the ground, the landing should have been successful but, due to a chain of errors made by the crew, the plane touched ground 30 meters before the landing runway threshold.

Under the circumstances, the cost for repairing the damaged aircraft were estimated to exceed 75% of the aircraft insured value – 4 million USD – thus the aircraft turned into a constructive total loss.

Overall, including the amounts for towing and parking, the total value paid by ASTRA and the international reinsurers was USD 4,400,000.

› On 30.12.2007, while taxiing for take-off, the passenger aircraft B 737 YR-BGC, owned by TAROM, hit a piece of equipment “left behind” on the runway.

Following the accident, the vehicle was destroyed and the aircraft was seriously damaged and went off track as a result of the impact, running for 300 meters from the place of impact, on the rough terrain near the runway. The 117 passengers and the six crew members were safely evacuated. ASTRA Insurance Company paid up the value of the aircraft, namely USD 10,000,000, as well as almost USD 450,000 representing the expenses for moving the wreck.

› On 22.04.2008, the passenger aircraft BAE 146 YR-BEB owned by ROMAVIA was flying the route Craiova-Bucharest on a Carpatair flight. The weather conditions included heavy rain, strong wind gusts and flooded runway. At landing on Henri Coanda International Airport, during the high speed decelerating run after landing, the aircraft could no longer be controlled and veered towards the edge of the runway. The main right landing gear collapsed and the aircraft hit the ground with engine no. 4 and the tip of the right wing. The ASTRA experts were first on site. The total claim amounted to USD 4,200,000.

› The aircraft B 737-800 YR-BIC, owned by BLUE AIR, was supposed to make the Bucharest – Malaga flight on 28.01.2010. During take-off from Baneasa Airport, the aircraft traveled to the edge of the runway and touched the snow bank on the runway border with its left engine. This caused the snow to get into the engine, thus deteriorating the left engine. The take-off was stopped and the aircraft came back to station with no other incidents. The claims paid by ASTRA for the engine damage totaled USD 896,240.

› The aircraft ATR42-500 YR-ATG, owned by TAROM, on 23.01.2010, while taxiing on a runway to take-off on the Bacau Airport, sustained an uncontrolled power increase in one of the engines, causing it to steer off the runway. The claims paid by ASTRA for the damage caused to the landing gear and for the engine repair totaled USD 742,037.



# PLAYGROUNDS

## *supporting mass sports*

In June 2010, the Herastrau Park from Bucharest hosted the “Playgrounds” (“Arenale de joaca”) event. The project is supported and promoted by Gabriela Szabó. Our company, as supporter of professional sports, is actively involved in mass sports as well. Children aged 3 to 14 were invited to spend together a sporting day outdoors. The children had the opportunity to sign up for trials, such as: football, volleyball, relay, climbing, badminton, games/inflatable beds.

This is the biggest sporting event for children and parents, every edition enjoying a large participation. Actually, to date over 45,000 children and parents have been present at “Arenale de Joaca”. Gabriela Szabó reminded the parents how important is for them to take up sports alongside their children. “In this campaign we organize events and activities for children and parents play an essential role in their children’s sports education. This is why, at Arenale de Joaca, we have dedicated areas for them so that they can get closer to their children through sports and spend more time together”, concluded the champion.

Prizes, smiles and sunshine accompanied them all along!



# AEROMANIA

## *an air show for the best*

Aviation – adrenaline, speed and show. This is how one can describe the most important air show organized in 2010 on the Romanian seaside, at the Rex Hotel, where ASTRA participated as main Insurer. Aeromania is an exceptional air show appreciated by aircraft fans. The competition managed to bring together prominent aviation representatives and famous pilots. The leading Romanian insurance company associated its name with these projects as undisputed market leader on the aviation segment.

*An exceptional air show,  
appreciated by fans*



## *TransilvAero Show and ASTRA, the 100th anniversary of the jet engine flight*

For two days, Brasov became the capital of Romanian aviation at the TransilvAero Show 2010. Astra Insurance Company and the event organizers celebrated 100 years from Henri Coanda's first jet engine flight with a complete air show that brought together the most important formation flying teams of the country.

At this edition, TransilvAero Show introduced the international aerobatics competition, Grand Aero Challenge. Six well-known pilots joined the race alongside recordman Zoltan Veres, one of the most prominent names in European aviation today. Zoltan has five entries for aerobatics in the Guinness World Records and is the one who had the idea for this aviation race that started last year in Hungary.



*Professionalism and proficiency  
at TransilvAero Show 2010*



# ROMANIAN ROCKET

## *ready to go out in space*

ASTRA Insurance Company and the Romanian Cosmonautics and Aeronautics Association (ARCA) signed a partnership to support Mission 4—launching Helen 2 Rocket, the first Romanian space rocket participating in the international astronautics competition Google Lunar X Prize.

Under this partnership, ASTRA Insurance Company sponsored the insurance of the aircrafts and the crews that would participate in the launching operations from the Black Sea.

Thus, ASTRA Insurance Company reiterates its commitment to support Romanian innovation and performance in research, given that ASTRA Insurance Company and ARCA collaborated for the launching test for Mission 3 in 2009.

“It is said that we are a trend-setting company, both in business and in the partnerships we create. For several years we have been involved in social responsibility events, we sponsor cultural and sporting events. We are a Romanian company, always close to Romanians wherever they are: we are glad to support the team that created the first module to be launched in a suborbital flight” – was the message sent to the team by Radu Mustatea, Chairman of the Board, ASTRA Insurance Company.

The Helen 2 Rocket, designed and manufactured by the Romanian Cosmonautics and Aeronautics Association (ARCA) went up 40 kilometers on October 1st, thus making the first Romanian suborbital flight.



*The first **Romanian** space rocket  
launched into space*

# SĂUCEȘTI

## *the school rebuilt by insurers*

The Romanian locality that sustained most damages after the June-July 2010 floods, the commune of Saucesti, Bacau county, has a new school-kindergarten now, re-built by the insurance companies and the Insurance Supervisory Commission (ISC).

On the first day of school, the pupils and pre-school children from the village of Serbesti received school supplies, clothes, computers, as well as insurance policies created especially for them. In addition, the village school will be protected by a policy that covers all repair or reconstruction costs in case of other extreme weather events.

"We are proud of what we did. We will carry out other such social responsibility actions in the future", said Radu Mustatea, Chairman of the Board, ASTRA Insurance Company.



*The school-kindergarten  
re-built by insurance companies*

*Radu Mustățea,  
Chairman of the Board ASTRA Insurance  
Company, together with the pupils and  
their prizes*



*The eyes of the children  
glimmer with joy.*

# ASTRA IN THE LIFE OF ROMANIANS

## *Oltchim – a silver final*

ASTRA Insurance Company supported the Oltchim female handball team in 2010 as well, as it faced the most important achievement in female handball – the final of the Champions League. Supported by 6,000 spectators in Sala Polivalenta, Oltchim lost to the Denmark champion team, but won the respect of the entire country for its amazing performance in the Champions League. Viborg won the trophy for the second time in a row, but our team Oltchim became the European vice-champion.

Thank you, girls!



*The celebration for the European vice-champions*

## *Supporting the Romanian Athletics Federation for three years now*

Radu Mustăţea, Chairman of the Board of ASTRA, announced the continuation of the partnership with FRA that started in 2008. ASTRA Insurance Company offers to the Romanian Athletics Federation the champion T-shirts with the logo of the two institutions and the colors of the Romanian flag.

“The partnership with FRA, now in its third year of existence, is an honor for us. We are glad that we were able to support FRA and the national champions of today; they will be the ones representing Romania worldwide in European, world and Olympic competitions. We are glad to help them by offering the champion T-shirts this year, as well”, stated Radu Mustăţea, Chairman of the Board, ASTRA Insurance Company.

*ASTRA Insurance Company offered the champion T-shirts*



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