

COMPANY NEWS

APRIL

Introduction of INSIS system

Under the program of business development and service improving at the beginning of 2010 Centras Insurance, JSC began to introduce the professional information system of insurance activity accounting and control "INSIS" from a leading software operator - Fatada international company. INSIS is one of the few companies that completely arranges the business of the insurance companies. An incontestable advantage of this system is its technical implementation. The system is based on the latest information technologies

The introduction of "INSIS" will be the next step for the development of Centras Insurance, JSC.

VII Almaty Championship on bodybuilding, fitness and bodyfitness

April 17, 2010 the VII Championship on bodybuilding, fitness and bodyfitness took place in Almaty. A large number of Almaty athletes showed the spectators their outstanding achievements at the competition. Centras Insurance Company became a sponsor of this event and presented the bronze medallist the personal accident insurance policy to the amount of 1 mln tenge

MAY

Awarding of Kazakhstani companies - members of the American Chamber of Commerce

The award ceremony of Kazakhstani companies - members of the American Chamber of Commerce was held on May 21st, 2010. The ceremony was attended by nearly 200 representatives of international and Kazakhstani business.

50 nominees were presented in 11 categories: leadership, successful business, education, support of culture of Kazakhstan, etc.

Centras Insurance, JSC became a sponsor of the event.

Annual seminar for the directors of regional branches

From May 17 to 21, 2010 the seminar for the directors of regional branches took place at the head office of Centras Insurance, JSC. During the seminar the strategy of the Company's promotion in regions as well as methods of sales increase and service improving were worked out. For the moment Centras Insurance, JSC pays great attention to the work with individuals and plans to expand its business in regions.

Centras Insurance, JSC has announced the results of its regional network development in 2009. The Company's management thanked all the branches located in every major city of Kazakhstan and chose the most successful. The Branch of Taldykorgan in the person of its director L.M. Kabylov was declared the best in 2009. The Branch in Astana in the person of AM Belochkin won the second place. Third place went to Kostanay Branch represented by the Director E.T. Musagulov.

Entry into Public Association "Members of student gangs"

The Chairman of the Board of Centras Insurance, JSC Mr. Talgat Usenov became an honorary member of "Members of student gangs" public Association which main goal is a reviving and use the best traditions of the Construction gangs movement at the present stage for the formation of civil and patriotic education of youth.

JUNE

International Action Film Festival "Astana"

Since June 27 to July 1st, 2010 the first annual international Film Festival organized by Timur Bekmambetov with the support of Astana Akimat took place in Astana, the capital of Kazakhstan. The official part of the festival consisted of screening of 20 full-length feature films made in the USA, Europe, Asia and the CIS. Special guests of the Festival: Dolph Lundgren, Harvey Weinstein, Hilary Swank, Mike Tyson, Leonid Yarmolnik, Dmitry Pevtsov, Andrey Panin and others. Centras Insurance, JSC is the official insurer of Film Festival. The company insures equipment, copies of films and some of celebrities.

Opening of new sales offices in Almaty

In order to provide the customers with the highest level of comfort, Centras Insurance has opened new sales offices in different parts of the city. On that occasion, each customer who is insured in one of the new offices will receive a voluntary motor hull insurance program or nice souvenir. Here are the addresses of new offices:

169 Baytursynov str (corner of Timiryazev str.). Tel.: 292 75 95.

20/7 Sholokhov str. (corner of Tolstoy str.), 17. Tel.: 234 06 95; 2352294.

103/18 Ryskulov str (corner of Petrov str). Tel.: 245 80 71; 2458082.

Ryskulov str (corner of Aerodromnaya str).

Kamenka village, Kunayev str. Tel.: 298 01 65.

The U.S. - Kazakhstan Public - Private Economic Partnership Initiative

The U.S. - Kazakhstan Public - Private Economic Partnership Initiative (PPEPI) meeting took place on June 14, 2010 in Almaty. The Event was organized by American Chamber of Commerce and USAID. The meeting discussed the prospects of the financial market of Kazakhstan. Talgat Usenov, the Chairman of the Board of Centras Insurance, JSC delivered a speech. In his speech, he gave an overview of the insurance market of Kazakhstan, outlined the problems and prospects of the industry. According to Mr. Usenov, the insurance sector in Kazakhstan with honor overcame the financial crisis and has tremendous growth potential.

The traditional corporate football tournament

On June 5th, 2010 in anticipation of the world football championship the companies of the Centras Group held their traditional corporate football tournament. On June 5th, 2010 3 teams: Centras Insurance, Kommesk Omir and Centras United (the united team of Centras Capital and Centras Securities) came together on the playing field. In the difficult and uncompromising struggle Centras Insurance became the champion of the Centras Group.

"Dragracing.kz" and "Upgrade Auto Show"

The grand autoshow – the joint project of "Dragracing.kz" and "Upgrade Auto Show" took place at the territory of Boralday airport on June 5, 2010. Many spectators could not only see the most exclusive and beautiful cars but also to overwatch the competitions of the best drag racers in Kazakhstan. Also, the audience was cheered by DJs, rock groups! Centras Insurance became the sponsor of the event.



As of July 1st, 2010 on the insurance market of Kazakhstan the licensed activity was carried out by 40 insurance companies (including 7 on life insurance), 14 insurance brokers and 63 actuaries.

At the balance sheet date 32 insurance organizations were the participants of the insurance indemnities guarantee fund. In the first six months of 2010 the insurance market perked up: the volumes increased and almost reached the record rates of 2008. The Company's total assets reached the highest value for the whole period – 330 bln tenge. Besides, the tendency of constant growth of aggregate capital remains and now it makes 190 bln tenge.

Basic indicators of the insurance market

	1 st six months figures of 2010	1 st six months figures of 2009	1 st six months figures of 2008	1 st six months figures of 2007
Number of insurance companies	40	44	44	41
<i>including on life insurance</i>	7	7	8	6
GDP, bln tenge	17 534	16 724	15 047	9 739
Aggregate assets, bln. tenge	330	304	286	158
Aggregate own equity, bln tenge	190	168	160	97
Insurance premiums, bln tenge	84	75	90	78
Insurance indemnities, bln tenge	12	15	32	15
Amount of insurance premiums per head, tenge	5 163	4 686	5 626	5 194
Ratio of insurance premiums to GDP,%	0,48%	0,45%	0,60%	0,80%
Ratio of aggregate assets to GDP, %	1,9%	1,8%	1,9%	1,6%
Ratio of own equity to GDP, %	0,2%	1,0%	1,1%	0,9%
Ratio of insurance indemnities to insurance premiums, %	0,94%	19,51%	35,30%	19,00%

Following the results of the 1st six months figures of 2010 there was no unconditional leadership of any company, the first 3 companies were primarily close to each other by the amount of premiums collection. The share of the first five companies reduced and amounted to 52% (vs 59% for the same period of 2009). Some players have significantly changed their position in Top-20, the positive growth of total premiums of life insurance companies is also noteworthy.

Top-20 of the insurance market by amount of collected insurance premiums (including reinsurance)

Place 01.07.09	Place 01.07.10	Company	1 полугод-ие 2010	1 полугод-ие 2009	Прирост премий	Доля, на 01.07.10, %	Доля, на 01.07.09, %	Прирост доли
1	1	Eurasia	12 190 353	20 284 603	-40%	14,6%	27,1%	-46%
4	2	Kazkommerts-Polis	12 020 335	4 009 899	200%	14,4%	5,3%	169%
2	3	Kazakhinstrakh	10 310 654	8 807 318	17%	12,3%	11,7%	5%
6	4	AIG Kazakhstan	5 413 157	2 601 894	108%	6,5%	3,5%	87%
7	5	NSK	4 301 145	2 586 553	66%	5,1%	3,4%	49%
21	6	Allianz Kazakhstan	4 106 632	789 809	420%	4,9%	1,1%	366%
12	7	Amanat insurance	3 766 637	1 646 243	129%	4,5%	2,2%	105%
10	8	Centras Insurance	2 763 210	1 734 334	59%	3,3%	2,3%	43%
5	9	AMSG	1 912 202	3 770 323	-49%	2,3%	5,0%	-55%
8	10	NOMAD Insurance	1 905 726	1 894 293	1%	2,3%	2,5%	-10%
13	11	State annuity company	1 734 585	1 314 199	32%	2,1%	1,8%	18%
31	12	Victoria	1 631 974	357 055	357%	2,0%	0,5%	310%
9	13	Alliance-Polis	1 427 271	1 864 831	-23%	1,7%	2,5%	-31%
32	14	Halyk-Life	1 416 017	352 343	302%	1,7%	0,5%	260%
38	15	Alliance-Zhizn' Astana Finance	1 392 927	139 403	899%	1,7%	0,2%	796%
17	16	Kazkommerts-Life	1 332 468	902 354	48%	1,6%	1,2%	32%
15	17	INTERTEACH	1 283 467	1 200 681	7%	1,5%	1,6%	-4%
14	18	BTA Zhizn'	1 254 760	1 202 937	4%	1,5%	1,6%	-6%
22	19	Kommesk-Omir	1 222 382	739 711	65%	1,5%	1,0%	48%
26	20	Pana insurance	930 022	543 139	71%	1,1%	0,7%	54%
Total TOP 20			72 315 924	66 560 309	9%	86,5%	88,8%	-3%
Other			11 307 058	8 415 890	34%	13,5%	11,2%	20%
TOTAL			83 622 982	74 976 199	12%	100%	100%	-

Insurance premiums of the insurance market by classes of insurance for the 1st six months of 2010 (including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six months figures of 2010		1st six months figures of 2009		Change
	Premiums	Share	Premiums	Share	
Compulsory insurance	16 551 304	20%	14 138 226	19%	17%
Motor third party liability insurance	10 593 292	13%	9 108 500	12%	16%
Carrier's liability	462 685	1%	362 510	0%	28%
Travel operators & travel agents liability	22 383	0%	15 004	0%	49%
Hazardous facilities liability insurance	525 938	1%	483 776	1%	9%
Employer's liability insurance	4 150 629	5%	3 350 001	4%	24%
Ecological insurance	346 227	0%	377 926	1%	-8%
Other	450 150	1%	440 509	1%	2%
Voluntary personal insurance	16 658 638	20%	10 571 492	14%	58%
Personal accident insurance	2 747 176	3%	2 080 998	3%	32%
Health insurance	6 262 114	7%	4 654 265	6%	35%
Other	7 649 348	9%	3 836 229	5%	99%
Voluntary property insurance	50 413 040	60%	50 266 481	67%	0%
Motor hull insurance	1 722 130	2%	2 478 225	3%	-31%
Railway transport insurance	301 423	0%	235 248	0%	28%
Aircraft insurance	1 064 515	1%	1 287 573	2%	-17%
Marine transport insurance	641 940	1%	932 540	1%	-31%
Cargo insurance	2 097 249	3%	2 678 948	4%	-22%
Property insurance	26 596 273	32%	27 934 175	37%	-5%
Motor third party liability insurance	594 728	1%	168 529	0%	253%
Aircraft owner's liability insurance	842 790	1%	681 667	1%	24%
Marine transport owner's liability insurance	325 103	0%	241 526	0%	35%
Insurance upon other financial losses	11 299 163	14%	8 253 625	11%	37%
Third party liability insurance	4 704 760	6%	5 175 589	7%	-9%
Other	222 966	0%	198 836	0%	12%
Total	83 622 982	100%	74 976 199	100%	12%

Insurance indemnities of the insurance market by classes of insurance for the 1st six months of 2010 (including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six months figures of 2010		1st six months figures of 2009		Change
	Indemnities	Share	Indemnities	Share	
Compulsory insurance	4 680 468	38%	4 678 329	32%	0%
Motor third party liability insurance	2 221 517	18%	2 062 891	14%	8%
Carrier's liability	2 390	0%	9 853	0%	-76%
Travel operators & travel agents liability	1 034	0%	1 352	0%	-24%
Hazardous facilities liability insurance	500	0%	1 449	0%	-65%
Employer's liability insurance	2 332 671	19%	2 453 445	17%	-5%
Ecological insurance	18 657	0%	-	0%	+∞
Other	103 699	1%	149 339	1%	-31%
Voluntary personal insurance	5 854 852	47%	3 841 665	26%	52%
Personal accident insurance	237 538	2%	316 678	2%	-25%
Health insurance	3 429 138	28%	2 819 020	19%	22%
Other	2 188 176	18%	705 967	5%	210%
Voluntary property insurance	1 862 660	15%	6 111 143	42%	-70%
Motor hull insurance	658 552	5%	862 073	6%	-24%
Railway transport insurance	5 023	0%	6 913	0%	-27%
Aircraft insurance	203 974	2%	339 896	2%	-40%
Marine transport insurance	627	0%	-	0%	+∞
Cargo insurance	131 098	1%	67 828	0%	93%
Property insurance	474 515	4%	3 669 747	25%	-87%
Motor third party liability insurance	8 615	0%	28 043	0%	-69%
Aircraft owner's liability insurance	1 861	0%	41 128	0%	-95%
Marine transport owner's liability insurance	-	0%	-	0%	0%
Insurance upon other financial losses	30 653	0%	132 177	1%	-77%
Third party liability insurance	340 991	3%	886 589	6%	-62%
Other	6 751	0%	76 749	1%	-91%
Total	12 397 980	100%	14 631 137	100%	-15%

Loss ratio of the insurance market by classes of insurance for the 1st six months of 2010 (including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six months figures of 2010			1st six months figures of 2009		
	Premiums	Indemnities	Loss ratio	Premiums	Indemnities	Loss ratio
Compulsory insurance	16 551 304	4 680 468	28%	14 138 226	4 678 329	33%
Motor third party liability insurance	10 593 292	2 221 517	21%	9 108 500	2 062 891	23%
Carrier's liability	462 685	2 390	1%	362 510	9 853	3%
Travel operators & travel agents liability	22 383	1 034	5%	15 004	1 352	9%
Hazardous facilities liability insurance	525 938	500	0%	483 776	1 449	0%
Employer's liability insurance	4 150 629	2 332 671	56%	3 350 001	2 453 445	73%
Ecological insurance	346 227	18 657	5%	377 926	-	0%
Other	450 150	103 699	23%	440 509	149 339	34%
Voluntary personal insurance	16 658 638	5 854 852	35%	10 571 492	3 841 665	36%
Personal accident insurance	2 747 176	237 538	9%	2 080 998	316 678	15%
Health insurance	6 262 114	3 429 138	55%	4 654 265	2 819 020	61%
Other	7 649 348	2 188 176	29%	3 836 229	705 967	18%
Voluntary property insurance	50 413 040	1 862 660	4%	50 266 481	6 111 143	12%
Motor hull insurance	1 722 130	658 552	38%	2 478 225	862 073	35%
Railway transport insurance	301 423	5 023	2%	235 248	6 913	3%
Aircraft insurance	1 064 515	203 974	19%	1 287 573	339 896	26%
Marine transport insurance	641 940	627	0%	932 540	-	0%
Cargo insurance	2 097 249	131 098	6%	2 678 948	67 828	3%
Property insurance	26 596 273	474 515	2%	27 934 175	3 669 747	13%
Motor third party liability insurance	594 728	8 615	1%	168 529	28 043	17%
Aircraft owner's liability insurance	842 790	1 861	0%	681 667	41 128	6%
Marine transport owner's liability insurance	325 103	-	0%	241 526	-	0%
Insurance upon other financial losses	11 299 163	30 653	0%	8 253 625	132 177	2%
Third party liability insurance	4 704 760	340 991	7%	5 175 589	886 589	17%
Other	222 966	6 751	3%	198 836	76 749	39%
Total	83 622 982	12 397 980	15%	74 976 199	14 631 137	20%



CENTRAS INSURANCE INDICATORS

Basic indicators for the 1st six months of 2010

Thousand KZT

Name	2 quarter, 2010	2 quarter, 2009	2 quarter, 2008	2 quarter, 2007
Assets	5 207 082	2 901 112	2 333 975	1 278 578
Own equity	2 180 339	1 137 456	853 703	758 382
Insurance premiums	2 763 210	1 734 334	1 276 531	815 485
Insurance indemnities	507 072	216 130	136 944	52 352
Net reserves	2 328 746	1 432 527	1 116 909	270 007
Net profit	740 641	102 629	3 839	66 399

During the first six months of 2010, the largest amount of premiums was collected on property insurance class – 836 mln tenge with a share of 30% of the total amount and with the growth rate in relation to the first six months of 2009 almost by 800%.

As expected, the share of premiums by motor CTPL class reached the highest figure among the classes and amounted to 27% (745 mln tenge)

Among other classes of insurance the growth in comparison with the same period was presented by: TPL insurance – 562%, railway transport insurance – 292%, cargo insurance – 164% and health insurance – 131%.

Insurance premiums of the Company by classes of insurance (including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six moths figures of 2010		1st six moths figures of 2009		Change
	Premiums	Share	Premiums	Share	
Compulsory insurance	1 016 852	37%	680 004	39%	50%
Motor third party liability insurance	745 194	27%	537 051	31%	39%
Carrier's liability	21 284	1%	15 747	1%	35%
Travel operators & travel agents liability	1 185	0%	823	0%	44%
Hazardous facilities liability insurance	6 168	0%	5 657	0%	9%
Employer's liability insurance	232 093	8%	110 799	6%	109%
Ecological insurance	10 928	0%	9 927	1%	10%
Other	-	0%	-	0%	0%
Voluntary personal insurance	134 449	5%	58 478	3%	130%
Personal accident insurance	24 071	1%	10 796	1%	123%
Health insurance	110 378	4%	47 682	3%	131%
Other	-	0%	-	0%	0%
Voluntary property insurance	1 611 909	58%	995 852	57%	62%
Motor hull insurance	109 878	4%	108 487	6%	1%
Railway transport insurance	3 465	0%	883	0%	292%
Aircraft insurance	14 366	1%	290 221	17%	-95%
Marine transport insurance	161 726	6%	322 355	19%	-50%
Cargo insurance	100 281	4%	38 056	2%	164%
Property insurance	836 253	30%	93 281	5%	796%
Motor third party liability insurance	12 535	0%	7 051	0%	78%
Aircraft owner's liability insurance	12 376	0%	70 296	4%	-82%
Marine transport owner's liability insurance	7 500	0%	4 250	0%	76%
Insurance upon other financial losses	342 941	12%	60 972	4%	462%
Third party liability insurance	10 588	0%	-	0%	+∞
Other	-	0%	-	0%	0%
Total	2 763 210	100%	1 734 334	100%	59%

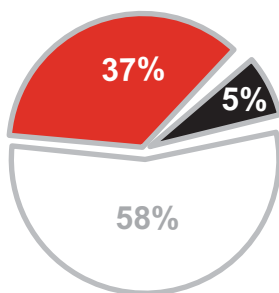
The insurance indemnities amount in the 1st six months of 2010 increased by 135% compared to the same period of the 1st six months of 2009. The maximum indemnities increase is presented by the following classes: Aircraft hull insurance – 201 mln tenge vs 0 for the last year, Compulsory EL insurance – 155%. By other classes of property insurance the growth rate has a negative value.

Insurance indemnities of the Company by classes of insurance (including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six moths figures of 2010		1st six moths figures of 2009		Change
	Indemnities	Share	Indemnities	Share	
Compulsory insurance	210 781	42%	139 789	65%	51%
Motor third party liability insurance	172 553	34%	124 823	58%	38%
Carrier's liability	-	0%	-	0%	0%
Travel operators & travel agents liability	-	0%	-	0%	0%
Hazardous facilities liability insurance	-	0%	-	0%	0%
Employer's liability insurance	38 228	8%	14 966	7%	155%
Ecological insurance	-	0%	-	0%	0%
Other	-	0%	-	0%	0%
Voluntary personal insurance	53 058	10%	22 742	11%	133%
Personal accident insurance	1 452	0%	574	0%	153%
Health insurance	51 606	10%	22 168	10%	133%
Other	-	0%	-	0%	0%
Voluntary property insurance	243 233	48%	53 599	25%	354%
Motor hull insurance	37 709	7%	44 007	20%	-14%
Railway transport insurance	-	0%	-	0%	0%
Aircraft insurance	201 541	40%	-	0%	+∞
Marine transport insurance	-	0%	-	0%	0%
Cargo insurance	516	0%	-	0%	+∞
Property insurance	265	0%	654	0%	-59%
Motor third party liability insurance	1 528	0%	4 394	2%	-65%
Aircraft owner's liability insurance	-	0%	-	0%	0%
Marine transport owner's liability insurance	-	0%	-	0%	0%
Insurance upon other financial losses	1 674	0%	2 580	1%	-35%
Third party liability insurance	-	0%	-	0%	0%
Other	-	0%	1 964	1%	-100%
Total	507 072	100%	216 130	100%	135%

Insurance PREMIUMS



PREMIUMS

1 016 852 thousand tenge

134 449 thousand tenge

1 611 909 thousand tenge



Compulsory insurance

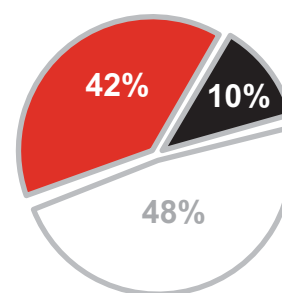


Voluntary personal insurance



Voluntary property insurance

Insurance INDEMNITIES



INDEMNITIES

210 781 thousand tenge

53 058 thousand tenge

243 233 thousand tenge

The Company's loss ratio indicator increased from 12% to 18% by means of the single large indemnities on aircraft hull insurance (loss ratio by class – 1403%). In general, by other classes the loss ratio remained the same or decreased.

Loss ratio of the Company in the context of insurance classes

(including reinsurance treaties)

Thousand KZT

Name of insurance class	1st six months figures of 2010			1st six months figures of 2009		
	Premiums	Indemnities	Loss ratio	Premiums	Indemnities	Loss ratio
Compulsory insurance	1 016 852	210 781	21%	680 004	139 789	21%
Motor third party liability insurance	745 194	172 553	23%	537 051	124 823	23%
Carrier's liability	21 284	-	0%	15 747	-	0%
Travel operators & travel agents liability	1 185	-	0%	823	-	0%
Hazardous facilities liability insurance	6 168	-	0%	5 657	-	0%
Employer's liability insurance	232 093	38 228	16%	110 799	14 966	14%
Ecological insurance	10 928	-	0%	9 927	-	0%
Voluntary personal insurance	134 449	53 058	39%	58 478	22 742	39%
Personal accident insurance	24 071	1 452	6%	10 796	574	5%
Health insurance	110 378	51 606	47%	47 682	22 168	46%
Voluntary property insurance	1 611 909	243 233	15%	995 852	51 635	5%
Motor hull insurance	109 878	37 709	34%	108 487	44 007	41%
Railway transport insurance	3 465	-	0%	883	-	0%
Aircraft insurance	14 366	201 541	1403%	290 221	-	0%
Marine transport insurance	161 726	-	0%	322 355	-	0%
Cargo insurance	100 281	516	1%	38 056	-	0%
Property insurance	836 253	265	0%	93 281	654	1%
Motor third party liability insurance	12 535	1 528	12%	7 051	4 394	62%
Aircraft owner's liability insurance	12 376	-	0%	70 296	-	0%
Marine transport owner's liability insurance	7 500	-	0%	4 250	-	0%
Third party liability insurance	342 941	1 674	0%	60 972	2 580	4%
Insurance upon other financial losses	10 588	-	0%	-	-	-
Total	2 763 210	507 072	18%	1 734 334	214 166	12%

Together with the growth of the Company's main indicators all the values of the premium share in the market have also increased. The Company has more that 6% in the market of compulsory insurance (vs 4.8% for the 1st six months of 2009), a significant share increase is in the voluntary property insurance sector (+61% with the share of 3.2%) as well as the voluntary personal insurance (growth rate of +45%).

Centras Insurance market share by types of insurance

Thousand KZT

Name of insurance types	1st six months figures of 2010				1st six months figures of 2009		
	Market	Company	Market share	Share increase	Market	Company	Market share
Compulsory insurance	16 551	1 017	6,1%	28%	14 138	680	4,8%
Voluntary personal insurance	16 659	134	0,8%	45%	10 571	59	0,6%
Voluntary property insurance	50 413	1 612	3,2%	61%	50 266	996	2,0%
TOTAL	83 623	2 763	3,3%	43%	74 976	1 735	2,3%

Pitfalls of MOTOR HULL INSURANCE

How can I reliably protect my car? - the issue is of concern to all drivers in Kazakhstan. There are more than enough reasons for such anxiety. Heavy traffic, the increased car thefts, lack of garages and guarded parking lots - all this makes your vehicle quite vulnerable. But there is a reliable way to protect your car, an inexpensive and very effective one - the voluntary motor hull insurance.

Today the motor hull insurance is one of the most popular types of insurance in the world. After paying a small percentage of the vehicle price, you can protect it against any risk: both all together and separately. Indeed, the more risk you want to be insured against the higher cost of insurance will be. Let's have a look at how to choose a motor hull insurance program.

Tip 1. Do not chase a low price!

Insurance is your car security. There are no two security guards alike. The professional will evaluate his service in one price while the beginner in another. Of course, the safety level varies. The same is with insurance. You will get different levels of service and protection depending on price. The lowest prices, crazy discounts, gifts, flowers and candies- all this is nothing more than a publicity stunt. Unfortunately, many drivers are easily yielded to persuasion. Meanwhile, before making a choice a smart person will read the agreement and surely assess the insurance conditions. Why not to buy a cheap insurance? The reason is simple. The reliable and reputable insurance company can not offer you big discounts, because the contributions create the reserve fund from which the indemnities are executed. If the company has small reserve, tomorrow it will have nothing to pay compensation to clients. As of late, people are getting to this fact. The motorists, who broke down on cheap insurances, now apply to the reliable insurance companies.

Tip 2. Evaluate the risks correctly

The insurance market today may offer you almost any product. The main thing is to correctly identify what risks you are threatened. You don't have a garage – protect your car against theft; you live out of city – get an insurance against hurricane; and if you have an expensive car - the insurance company may cover restoration of the car without depreciation at the specialized service stations.

Tip 3. No alcohol and don't forget your driver's license!

By the way, pay attention to your own responsibility. Usually, the insurance company does not pay compensation if the client crashed his car being drunk or intoxicated or without a driver's license (although there are elite programs that provide for indemnities without regard to these factors).

The insurers may also refuse to pay in the event of a serious traffic rules violation. Therefore, the insurance does not relieve you of responsibility for your vehicle.

Tip 4. What is a deductible?

Here is an example. You insure a car for 10 thousand dollars. The Deductible is 10% of this amount. If a car is involved in a road accident (without possibility of recovery) or is stolen, the company will pay 9 thousand dollars. There is another type of deductible. For example, your insurance deductible is \$ 100. This means that if your loss in small road accident is \$ 50, then you will not get the money, but if it is \$550, the reimbursement will make \$450 what is the difference between the extent of damage and the deductible amount. The deductible has its certain advantages. The inclusion of the deductible into agreement will make the insurance cheaper. Broadly speaking, this is a double-edged sword. The profit today does not mean the profit tomorrow. Good insurance companies will definitely offer you 2 options of insurance with different value – with deductible and without it. In addition, the amount of the deductible may be different - the larger deductible, the cheaper insurance. In this way you may assess the risks by yourself.

Tip 5. Read the insurance agreement!

The most important thing in the motor hull insurance, as in any other type of insurance is the studying of the agreement. You can find many interesting things there. Quite often, the companies that give out a lot of discounts and gifts hide many little tiny “dirty tricks” in insurance agreement. Here is an example. The Client gets the agreement which covers car theft with the exception of larceny. A person who sees the word “theft” enters into insurance agreement. Here is a hidden trap. Because legally – these are two different risks and, in the event of car loss, a criminal case, will likely to be initiated under “theft” article. The insurance company will tell you: “this is a larceny and we have insured you against theft”. If somebody took your car to have a ride and didn't give it back to you and you could prove it, then you would get a reimbursement.

There are many such examples, just look at the section of exceptions. It can offer you the protection against fire, but with the exception of arson or spontaneous combustion. In addition, some companies may incorporate into agreement the condition provided no refund in the event of early termination of the agreement. And of course, almost no insurance company will reimburse any consequential loss, moral damage and lost profits.

Tip 6. Do not agree to wait

Another characteristic feature of “gifts and discounts companies” is a maximum delay in indemnities payment. You can get your indemnity a month later, despite the fact that the agreement involves 10-days period. If you see the reluctance of the company to pay you compensation, contact the insurance ombudsman. You may find his contacts by following the link: www.omb.kz.

Tip 7. Depreciation

The depreciation clause in your motor insurance agreement can also make a misunderstanding. If your car is not new (and there is an item on the payment adjusted for depreciation), then the insurance company will not pay you the cost of new auto parts. But the service station will be paid in full. If the agreement indicates that the damage is calculated without regard to depreciation, then the company will pay you the cost of new parts.

Tip 8. Whom to choose?

There seems to be only one possible conclusion – the client has by its own or with a help of a broker to compare the terms in different companies, to assess the difference of volumes of insurance coverage proposed and to take into account all of these “traps”. That's why the main thing is that you will be able to receive full insurance protection: quickly and in full compensation amount. If you need a first aid kit or gasoline, it is better to buy them at a drugstore or gas station. Do not look at the discounts and gifts offered to you now but instead find out what help you will get if anything happens. The service station, technical support, free evacuator and indemnity in a few hours - it is much more important than a coupon for thousand tenge. However, it is worth remembering that the quality of service, as a rule, considerably depends on the price and the company providing it. So the best guarantee of fast and full indemnity is the company's reputation and feedback of its customers.

Finally, to get insurance or not?

Usually, when talking to some drivers about insurance, their logic seems to be wondering. They say: "Ok, I will insure my car, what if nothing happens? That's shame! It turns out that I've paid for nothing". Sometimes it is hard to react to such remarks, because it will be much worse if something really happens and your car will not be insured. Following this logic, it turns out that it is necessary to forget about all security expenses – what if nothing happens? Take an airbag in a car as an example. The cars with airbags are more expensive. But one day airbag can save a life, and you must admit that this is worth the additional expenditures. Because, after spending a small amount for security you can protect yourself from huge losses. Just think about. After paying, approximately two - three hundred dollars for insurance a year (3,000 tenge per month, less than you spend on gasoline), you protect yourself from losses that can run into thousands of dollars. Therefore, if you value your car the insurance is very important. The insurance is popular in Western countries for a reason. People know there how to count money. Do not worry if nothing happened. On the contrary, this is good! Because, if something happens, it is better if you have a policy from a reliable insurance company in your glove box.



INFORMATION ABOUT CENTRAS INSURANCE

Centras Insurance JSC was founded in 1997. Since April 12, 2005 the major shareholders of the company are large organizations belonging to the Centras group. The Centras Group provides wide spectrum of finance and investment service.

The Company is:

- member of insurance indemnities Guarantee Fund;
- member of Association of Financiers of Kazakhstan;
- member of International Network of Insurance;
- representative of FM Global international mutual insurance society.

In 2008 the Company obtained insurance financial strength rating "B3" from Moody's Investors Service international rating agency (Paris) according to the international scale with positive outlook.

An impeccable reputation is confirmed by the independent rating of "50 companies of Kazakhstan with the best reputation" by Exclusive magazine.

The Company has licenses on 6 classes of compulsory and 15 classes of voluntary insurance: licenses for compulsory/voluntary insurance No OC /DOC 16-11/1 dated April 13, 2007 as well as license on reinsurance No PD 16-11/1 dated January 16, 2006. Based on the Company's licenses the insurance programs for private and corporate clients are developed.

The Company is represented in 16 regions of Kazakhstan. The staff consists of 236 specialists, including experts in insurance, underwriting, regulation of losses and other spheres. The agent network of the Company includes more than 900 agents.



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