

## DEVELOPMENT OF «LIABILITY INSURANCE» IN GEORGIA FOR THE LAST 10 YEARS» (OVERVIEW OF 2008 - 2018)

**Roland Bregvadze**

Kutaisi University, Invited lecturer; Insurance company Aldagi regional representative, Georgia  
[roland.bregvadze@unik.edu.ge](mailto:roland.bregvadze@unik.edu.ge)

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### Abstract

*The article discusses the development prospects of liability insurance in Georgia as a field, discusses various statistical data on insurance products for 2008-2018, including liability insurance, makes comparative analysis, discusses the example of advanced countries in terms of liability insurance development, discusses problems and future prospects of liability insurance for development*

### Introduction

In Georgia, the insurance industry has been developing since 1997, since the establishment of insurance development strategy by the state, the LEPL State Insurance Supervision Service, the main insurance regulation law on insurance, normative and sub-legal acts have been developed, and an important place has been given to insurance relations in Georgian civil, air, marine and customs code. Several types of compulsory insurance have been introduced.

Over time, with the realization of the benefits of insurance by the public and private business, there has been a growing demand for the various types of insurance offered by private insurance companies. Including types of personal insurance, property and financial risk insurance. There was also some demand

for various liability insurance in both the corporate and retail markets.

Nevertheless, judging by the statistics of the Georgian insurance market from 2008 to 2018, we will see that liability insurance is less prominent. Leading among the types of insurance are types of insurance such as medical insurance, auto insurance, property and life insurance. Liability insurance ranks sixth and seventh, both in terms of premiums attracted and policies issued.

Liability insurance is less in demand today and is preceded by types of insurance such as medical insurance, motor insurance, property and life insurance.

The separation of the type of liability insurance and the importance of its development is due to the fact that it is impossible to attribute it to property or personal insurance. If the object of property insurance is the property of a natural or legal person, and the property of a person - human life, health and ability to work, then the object of liability insurance is the liability of the insured (insured) for damage to a third party in accordance with law or contractual obligations.

Therefore, **the aim of the paper** is to reflect to some extent the problems of liability insurance development in Georgia and to offer recommendations for their solution.

**The actuality of this topic** is due to the fact that the development of liability insurance is of great

importance for both individuals and society as a whole, in that this type of insurance can protect individuals in business relationships from liability in various cases, unintentionally causing damage to others. Given that the insurance covers legal costs related to the defense and compensation to be paid in favor of the victim, it also helps the insured to settle an apparently reasonably clear claim.

**Main text**

Statistical data for 2008-2018, comparative analysis

In 2008-2018, with the emergence of demand in the insurance market, various types of liability insurance were gradually created, including those whose formation was partly due to the requirements of the law.

Types of liability insurance that are being operated since 2008 (Tsertsvadze..., 2016:17):

1. Voluntary general civil liability insurance
2. Employer Liability Insurance
3. Professional liability insurance of the private security service
4. Professional Liability Insurance for Architects and Engineers
5. Professional liability insurance for auditors and accountants
6. Liability insurance of tour operators
7. Liability insurance of accredited inspection

bodies carrying out periodic security inspections of an object with increased technical hazards.

8. Compulsory professional insurance of notaries
  9. Homeowner Liability Insurance (in Retail Property Insurance)
  10. Civil liability insurance related to the use of land transport.
  11. Liability insurance related to the use of air vehicles
  12. Liability insurance related to the use of floating vehicles
  13. Carrier and Freight Forwarder Liability Insurance
  14. Professional Liability Insurance of Road Implementation Testing Centers
  15. D&O - Liability insurance for directors and executives
  16. Compulsory third party liability insurance by owners of mass gathering facilities
  17. CAR - Liability insurance (related to repair and construction work)
  18. Doctors' professional liability insurance ("Mal med")
  19. Third Party Liability Insurance in Cyber Insurance Privacy and Security Liability
- From 2008 to 2018, the number of policies and premiums issued on the type of liability insurance varied gradually. (See table #1, 1.1, 1.2) , (Diagram #1)

Table# 1

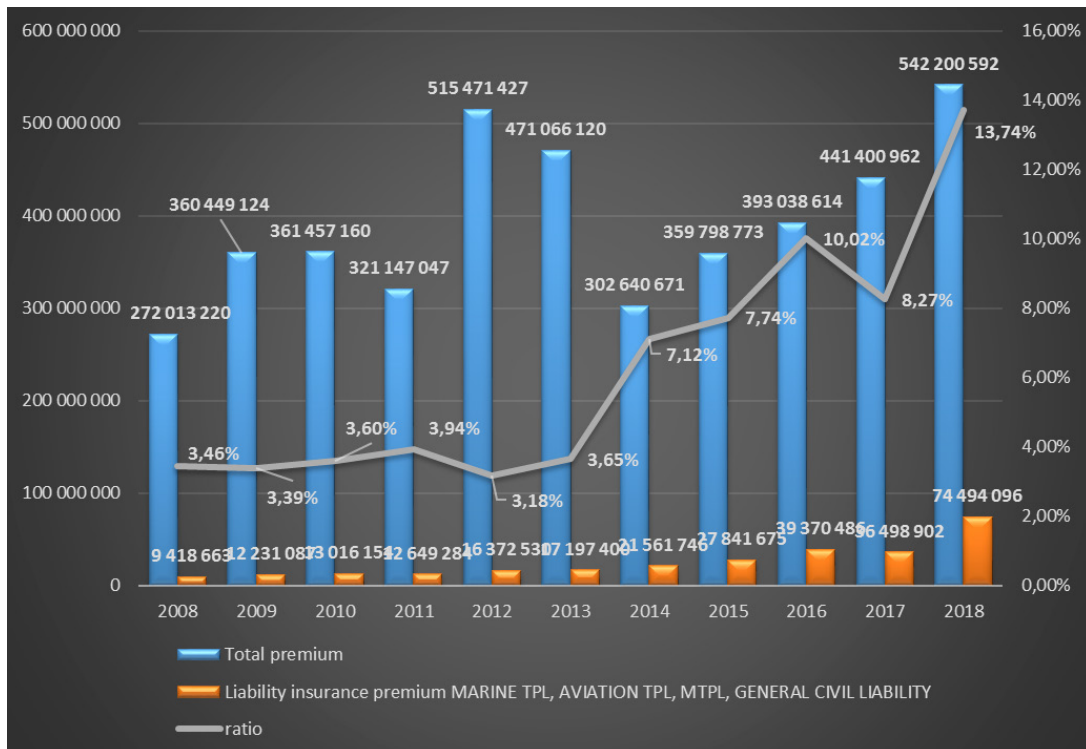
**Share of premiums attracted by liability insurance in 2008-2018  
in relation to the total market volume (GEL )**

year	Total earned premium	Liability insurance line premium: MARINE TPL, AVIATION TPL, MTPL, GENERAL CIVIL LIABILITY	ratio
2008	272,013,220	9,418,663	3.46%
2009	360,449,124	12,231,087	3.39%
2010	361,457,160	13,016,154	3.60%
2011	321,147,047	12,649,284	3.94%
2012	515,471,427	16,372,530	3.18%
2013	471,066,120	17,197,400	3.65%
2014	302,640,671	21,561,746	7.12%
2015	359,798,773	27,841,675	7.74%
2016	393,038,614	39,370,486	10.02%
2017	441,400,962	36,498,902	8.27%
2018	542,200,592	74,494,096	13.74%

Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/Statistics.aspx?lang=ka-GE>

Diagram# 1

**Share of premiums attracted by liability insurance in 2008-2018  
in relation to the total market volume (GEL )**



**in relation to the total market volume (GEL )**

Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/>

[Statistics.aspx?lang=ka-GE](http://Statistics.aspx?lang=ka-GE)

Table# 1.1

**Share of different types of liability insurance premiums  
MARINE TPL, AVIATION TPL, MTPL, GENERAL CIVIL LIABILITY**

Year	MARINE TPL	AVIATION TPL	MTPL	General Civil Liability
2008	0.00%	0.00%	1.15%	2.31%
2009	0.00%	0.00%	1.49%	1.90%
2010	0.009%	0.60%	0.97%	2.01%
2011	0.004%	0.83%	1.20%	1.90%
2012	0.010%	0.80%	0.82%	1.55%
2013	0.000%	0.92%	0.95%	1.78%
2014	0.002%	1.25%	2.00%	3.87%
2015	0.003%	0.92%	2.34%	4.46%
2016	0.008%	1.19%	2.40%	6.41%
2017	0.004%	1.00%	2.59%	4.67%
2018	0.02%	1.11%	7.91%	4.69%

Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/Statistics.aspx?lang=ka-GE>

Table 1.2

**Number of policies issued MARINE TPL, AVIATION TPL, MTPL, GENERAL CIVIL LIABILITY**

Year	Number of policies issued MARINE TPL, AVIATION TPL, MTPL, GENERAL CIVIL LIABILITY	Including the number of policies issued only on civil liability insurance	Total number of policies issued in all types of insurance	Ratio
2008	0	0	0	
2009	76,122	1,294	3,397,076	2.24%
2010	28,286	2,576	4,714,240	0.60%
2011	29,472	1,716	4,750,795	0.62%
2012	33,656	1,966	5,813,396	0.58%
2013	44,943	5,058	6,768,111	0.66%
2014	87,554	35,636	6,241,899	1.40%
2015	116,657	51,958	7,395,044	1.58%
2016	127,012	51,813	2,980,104	4.26%
2017	138,294	38,886	3,484,532	3.97%
2018	935,215	100,176	4,140,836	22.59%

Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/Statistics.aspx?lang=ka-GE>

In 2008, the total attracted premium was 272 013 220 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was 9 418 663 GEL. The share of liability insurance is 3.46% of the received premiums. Including only 2.31% on liability insurance and 1.15% on MTPL. Unfortunately, no information is available on air and freight liability insurance premiums, as well as on issued policies.

In 2009, the total attracted premium amounted to 360 449 124 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) amounted to a total of 12 231 087 GEL. The share of liability insurance is 3.39% of the received premiums. Including only 1.90% on liability insurance and 1.49% on MTPL.

3 397 076 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 76122 policy, the share of liability insurance policies is 2.24% of the total issued policies. 1,294 policies have been issued for civil liability insurance alone.

In 2010, the total attracted premium was 361 457 160 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was 13 016 154 GEL. The share of liability insurance is 3.60% of the received premiums. Including only liability insurance 2.01%, MTPL 0.97%, Marine Tpl 0.009%, Aviation Tpl 0.6%.

4 714 240 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 28286 policy, the share of liability insurance policies is 0.6% of the total issued policies. 2576 policies have been issued for civil liability insurance alone.

In 2011, the total attracted premium was 321 147

047 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was 12 649 284 GEL. The share of liability insurance is 3.94% of the received premiums. Including only liability insurance 1.90%, MTPL 1.20%, Marine Tpl 0.004%, Aviation Tpl 0.83%.

4,750,795 policies issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 29472, the share of liability insurance policies is 0.62% of the total issued policies. 1716 policies have been issued for civil liability insurance alone.

In 2012, the total attracted premium was 515 471 427 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was a total of 16 372 530 GEL. The share of liability insurance is 3.18% of the received premiums. Including only liability insurance 1.55%, MTPL 0.82%, Marine Tpl 0.010%, Aviation Tpl 0.80%. 5 813 396 policies issued in all types of insurance. 33656 policies on existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL), the share of liability insurance policies is 0.58% of the total issued policies. 1,966 policies have been issued for civil liability insurance alone.

In 2013, the total attracted premium was 471 066 120 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was 17 197 400 400 GEL. The share of liability insurance is 3.65% of the received premiums. Including only liability insurance 1.78%, MTPL 0.95%, Marine Tpl 0%, Aviation Tpl 0.92%. 6 768 111 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 44943 policy, the share of liability insurance policies is 0.66% of the total issued policies. 5,058 policies have been issued for civil liability insurance alone.

In 2014, the total attracted premium was 302640671 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was 21 561 746 GEL. The share of liability insurance is 7.12% of the received premiums. Including only liability insurance 3.87%, MTPL 2%, Marine Tpl 0.002%, Aviation Tpl 1.25%. 6241899 policies issued in all types of insurance. Existing liability insurance policies (TPL, MTPL, MARINE TPL, AVIATION TPL) 87554 Liability insurance policies account for 1.40% of the total policies issued. 35,636 policies have been issued for civil liability insurance alone.

In 2015, the total attracted premium was 359 798 773 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was a total of 27 841 675 GEL. The share of liability insurance is 7.74% of the received premiums. Including only liability insurance 4.46%, MTPL 2.34%, Marine Tpl 0.003%, Aviation Tpl 0.92%. 7 395 044 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 116657, the share of liability insurance policies is 1.58% of the total issued policies. 51,958 policies have been issued for civil liability insurance alone.

In 2016, the total attracted premium was 393 038 614 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was a total of 39 370 486 GEL. The share of liability insurance is 10.02% of the received premiums. Including only liability insurance 6.41%, MTPL 2.40%, Marine Tpl 0.008%, Aviation Tpl 1.19%. 2,980,104 policies are issued for all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 127012 policy, the share of liability insurance policies is 4.26% of the total issued policies. 51,813 policies have been

issued for civil liability insurance alone.

In 2017, the total premium attracted was 441,400,962 GEL, while the premiums attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) amounted to a total of 36,498,902 GEL. The share of liability insurance is 8.27% of the received premiums. Including only liability insurance 4.67%, MTPL 2.59%, Marine Tpl 0.004%, Aviation Tpl 0.996%. 3 484 532 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 138294 policy, the share of liability insurance policies is 3.97% of the total issued policies. 38,886 policies have been issued for civil liability insurance alone.

In 2018, the total attracted premium was 542 200 592 GEL, while the premium attracted for the existing types of liability insurance (TPL, MTPL, MARINE TPL, AVIATION TPL) was a total of 74 494 096 GEL. The share of liability insurance is 13.74% of the received premiums. Including only liability insurance 4.69%, MTPL 7.91%, Marine Tpl 0.02%, Aviation Tpl 1.11%. 4 140 836 policies are issued in all types of insurance. Existing liability insurance types (TPL, MTPL, MARINE TPL, AVIATION TPL) 935215 policy (834 955 policy issued only on MTPL, which should be conditional on TPL of compulsory border), the total share of total liability insurance policies is 22 59%. 100 176 policies have been issued for civil liability insurance alone (2.41% of the total policies issued)

If we compare the data of 2008 and 2018, we will see that the demand for liability insurance is growing. If in 2008 the attracted bonus was 9 418 663 GEL, in 2013 17 197 400 400 GEL was attracted, and in 2018 the attracted bonus is 74 494 096 GEL. The share in the total attracted premium has also increased: 3.46% in 2008, 3.65% in 2013, and 13.74% in 2018. Also, only the share of civil liability insurance has increased: 2.31% in 2008, 1.78% in 2013, and 4.69% in 2018.

The number of policies issued is also increasing: in 2009 data were issued 76 122 (1294 for civil liability insurance only) policies, in 2013 44 943 (5058 only for civil liability insurance), and in 2018 935 215 (only for civil liability insurance 100 176) Issued.

To determine the liability insurance loss rating, it is also interesting to consider the liabilities reimbursed in 2008-2018 and the share of liability insurance losses in relation to the total market volume (GEL). (See table #2, diagram #2)

Table #2

Share of liability insurance losses in relation to the total market volume

Year	Total loss	liability insurance covered loss	ratio	MARINE TPL	AVIATION TPL	MTPL	General Civil Liability
2008	105,613,271	1,291,518	1.22%	–	–	1.10%	0.12%
2009	189,211,833	2,633,648	1.39%	–	–	1.09%	0.30%
2010	188,764,463	2,337,886	1.24%	0.03%	0.00%	1.15%	0.05%
2011	221,908,033	1,943,519	0.88%	0.00%	0.00%	0.83%	0.05%
2012	264,740,274	2,248,895	0.85%	0.00%	0.00%	0.80%	0.04%
2013	387,610,085	16,299,943	4.21%	0.00%	3.38%	0.70%	0.12%
2014	219,090,860	7,245,987	3.31%	0.00%	0.99%	1.54%	0.78%
2015	210,524,803	7,624,936	3.62%	0.00%	0.87%	2.02%	0.74%
2016	231,862,996	10,311,044	4.45%	0.00%	0.54%	1.91%	2.00%
2017	248,769,530	10,310,327	4.14%	0.00%	0.00%	2.10%	2.04%
2018	301,863,209	11,668,554	3.87%	0.01%	0.51%	2.73%	0.61%

Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/Statistics.aspx?lang=ka-GE>

Diagram #2

Reimbursed losses in 2008-2018 and share of liability insurance losses in relation to the total market volume (GEL)



Source: LEPL State Insurance Supervision Service, Insurance Market Statistics <http://insurance.gov.ge/Statistics.aspx?lang=ka-GE>

**Liability insurance rating on the example of an advanced countries**

According to the 2018 data, the share of general liability insurance premiums attracted in the total premium is distributed as follows (see table #3, diagram #3):

**Table #3**

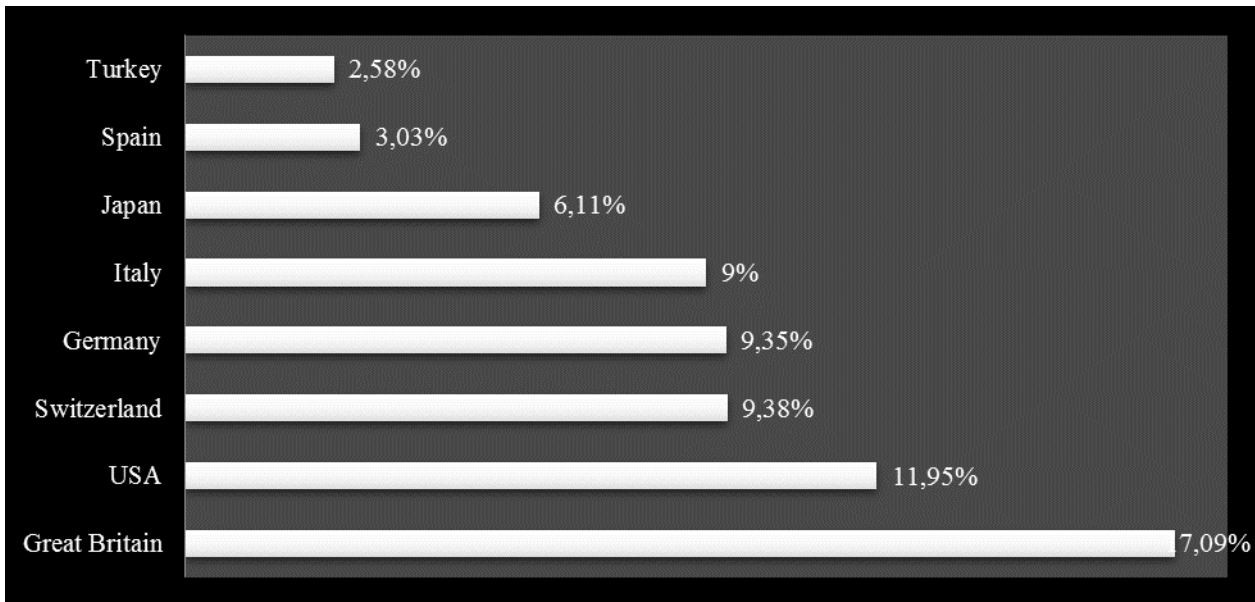
**Share of general liability insurance premiums attracted in the total premium**

Great Britain	USA	Switzerland	Germany	Italy	Japan	Spain	Turkey
17.09%	11.95%	9.38%	9.35%	9%	6.11%	3.03%	2.58%

Source: OECD Insurance Statistics <https://read.oecd-ilibrary.org/finance-and-investment/oecd-insurance-statistics-2018>

**Diagram #3**

Share of general liability insurance premiums in the total premium 2018



Source: OECD Insurance Statistics <https://read.oecd-ilibrary.org/finance-and-investment/oecd-insurance-statistics-2018>

Interestingly, according to the 2018 data, the share of insurance premiums per capita in GDP and GDP (2018) is as follows: (see table 4, diagram #4)



Table #4

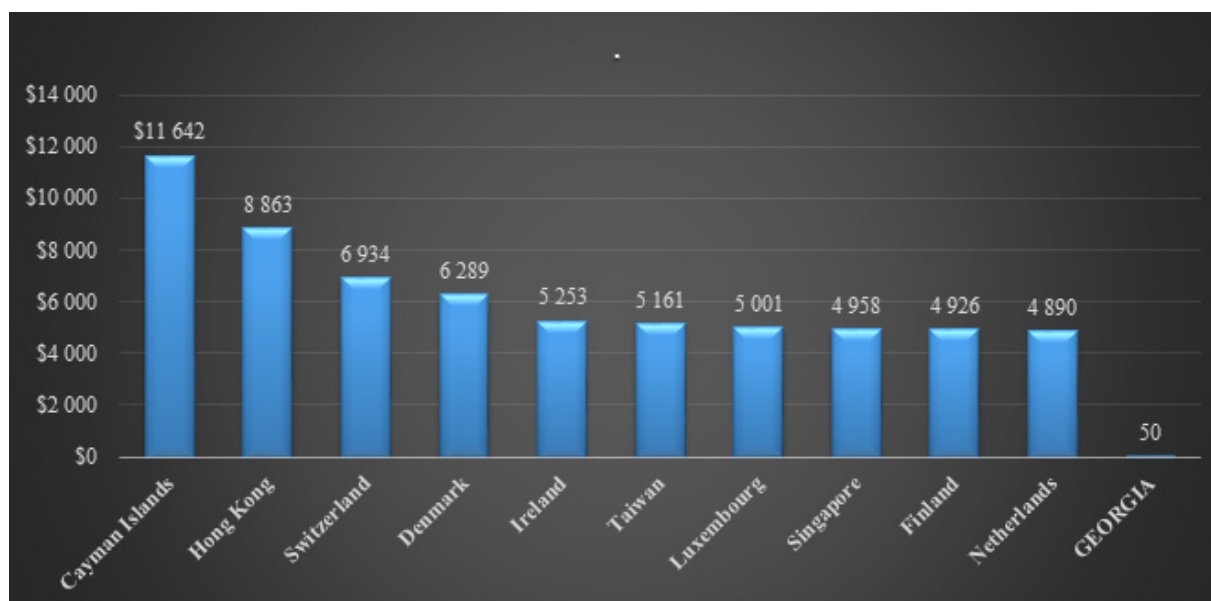
While in Georgia the annual premium attracted is 144 GEL per capita, 12 GEL per month.

Insurance premiums per capita in GDP					
Rank	Country	Total premiums per capita	Rank Country	Total premiums as a percent of GDP	
1	Cayman Islands	\$11,642	1	Taiwan	20.88%
2	Hong Kong	8,863	2	Hong Kong	18.16
3	Switzerland	6,934	3	Cayman Islands	17.51
4	Denmark	6,289	4	South Africa	12.89
5	Ireland	5,253	5	South Korea (2)	11.16
6	Taiwan	5,161	6	United Kingdom	10.61
7	Luxembourg	5,001	7	Denmark	10.37
8	Singapore	4,958	8	Finland	9.87
9	Finland	4,926	9	Netherlands	9.24
10	Netherlands	4,890	10	France	8.89

Source: <https://www.iii.org/publications/insurance-handbook/economic-and-financial-data/world-insurance-marketplace> Includes nonlife and life insurance and cross-border business. April 1, 2018 to March 31, 2019. Source: Swiss Re, sigma, No. 3/2019.

Diagram #4

The share of insurance premiums (USD) of 10 advanced countries per capita - 2018

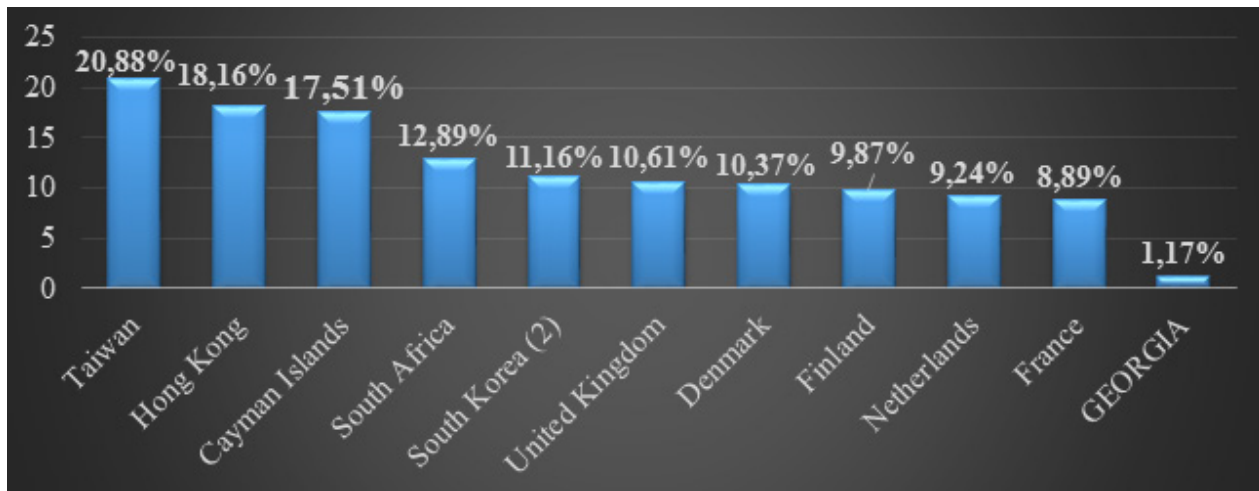


Source: <https://www.iii.org/publications/insurance-handbook/economic-and-financial-data/world-insurance-marketplace>

In advanced countries, the share of insurance premiums in total GDP is also high (see diagram 5):

Diagram #5

10 advanced countries' insurance premiums share in GDP in 2018.



source: Market Reports 2019 [International Monetary Fund](https://www.imf.org/), 23 April 2019; [www.insurance.gov.ge](http://www.insurance.gov.ge)

While in Georgia the similar figure is 1.17%.

It can be objectively assumed that these data from foreign countries are due to the high culture of insurance in general and the stable income of the society in general.

According to the **independent financial internet portal**, there are several main reasons for liability insurance that motivates people to purchase this insurance:

1) "litigious" attitude of members of the community towards each other - it is possible for the parties to file a complaint to each other on any issue, even in case of a non-serious request. However, if there is any legal basis, this may be the cause of the complaint. It is impossible to avoid legal protection costs for such reasons. Therefore, there is a necessary insurance that covers legal costs and possible material compensation.

2) High financial status - often becomes a reason for complaints from members of the community as they try to get income from such people.

3) Risk of indefinite claim (unfinished claims) - in the case of a personal vehicle, the citizen may suffer a

loss in the amount that is the real value of his vehicle. However, in the event of a claim and liability, the claim may threaten the entire personal property of the person and indefinitely extend the amount as the plaintiff always tries to take more than what is offered. Appropriate legal support is therefore required from this situation.

4) Risk of positions of authority: CEOs, members of the board of directors or business owners need to take on more responsibilities than other individuals. Because they are often responsible for accidents in the office. Certain professions, such as property, and securities managers, are characterized by an even higher risk of loss. For example, if a stock, securities manager loses money to a number of clients, these people can file a group lawsuit for an almost limitless amount. The board of directors of any company is responsible even if the stock debt or pension funds are mismanaged.

5) Risk of the other party claiming: There are always opponents in a successful business relationship who do not want to support the ruler. On the contrary, they are trying to undermine his official reputation, for which they are preparing complaints. Liability insurance is the best way for legal protection to resolve such a dispute.

### **Problems and future prospects for the development of liability insurance in Georgia**

As can be seen from the diagrams the MTPL product is the leader among the types of liability insurance. Other types of insurance are less developed. The main and leading type of liability insurance is less in demand, although the dynamics are growing.

The given diagram confirms the unfortunate fact: if not obligatory character, MTPL product would not have growing dynamics according to both premiums and number of policies. Its high rate indicates the unwillingness of the population to buy other types of insurance products on a voluntary basis. (Gigolashvili, 2012:250; Shatirishvili and Kakashvili 2012:326)

In my opinion, the main problems that hinder the development of civil liability insurance are:

- **Lack of compulsory insurance**, which results in a markedly minimal market share, and hence no strong mechanism to shape insurance culture in society.

Also, in my opinion, it is necessary to have compulsory insurance in such areas as e.g. Professional liability of doctors, general civil liability of the landlord, civil liability related to the use of land transport, liability insurance of the employer, liability insurance related to repair and construction works; Private liability insurance of private security service, liability insurance of tour operators, civil liability insurance of the object with increased technical danger.

I think this should be possible because if the insurance obligation is of a mass nature, then the insurance rate will not be high either, so at the expense of a large number of insurers the risks will be more balanced and the fees will be more.

- **Social background (high level of unemployment) and low incomes**

For example, if we consider one of the leading types of liability insurance in the field of liability insurance - compulsory motor third party liability insurance and its estimated price, which can be determined by law, will cause great dissatisfaction with the terms of the single payment. Studies in this area have shown that it is acceptable for the society to pay an average of 5-10 GEL per month, while a massive payment of 150-200 GEL will be impossible for a large part of the population. With this in mind, it is necessary to introduce an installment payment rule at the initial stage. Then establish a single payment when the population is financially ready for it

- **Low risk awareness and lack of insurance culture**

Insurance companies have a lot of work to do in terms of marketing. It is clear that not only the awareness of a certain company and insurance product is a problem, but also the importance and necessity of insurance itself for an uncertain population. Working in the field of education is not only the prerogative of insurance companies, but also should be strengthened by effective measures of the state.

- **Some distrust of insurance companies**

The introduction of compulsory insurance would be of great importance for building public confidence. It is important to simplify the terms of the contract so that covered cases are easily understood by consumers. Also, paid cases should be advertised periodically to give consumers confidence, not only in advertising but also in the obvious example of already paid losses.

The compulsory nature of insurance can have additional effects when a citizen who has come to the

company to purchase compulsory insurance becomes acquainted with other conditions of voluntary insurance. In addition, the costs of the entire community and universal health care program will be saved in terms of road and other treatment of victims, which will be covered by insurance companies.

In my opinion, an important and progressive step should be the fact that the Government of Georgia is actively working on the issue of enacting mandatory MTPL insurance under the Association Agreement with Europe, which will help capitalize the insurance market, increase financial flows, build public confidence, build public confidence and interest. It is expected that if this insurance becomes mandatory again, the insurance market share will increase by about 122 000 000 million GEL (average guidance premium 120 GEL per car, total number of actively registered cars 1 018 487 cars), which will lead to a jump in the entire sector.

The introduction of compulsory MTPL insurance will also be of great importance for joining the EU single insurance market, which will facilitate Inclusion in the so-called international civil liability insurance "Green Cards" system.

Another step forward is the fact that from March 1, 2018 it became mandatory to purchase MTPL insurance for foreign car owners entering Georgia for the entire period of their stay in Georgia, which significantly increased the amount of policies and premiums issued in this type of insurance.

### Conclusion

In conclusion, the level and stages of development of liability insurance correspond to the level of demand in the market. We can not say that the field of liability insurance is not developed in Georgia, because for years the insurance market offers both corporate and retail insurance customers with different coverage policies.

Significant attention is paid to liability insurance in the field of construction, tourism (liability insurance

of tour operators), third party liability insurance in the field of telecommunications (cyber security), as well as in addition to retail insurance policies, homeowner liability insurance is offered.

A separate issue is what stimulates the demand for liability insurance products in Georgia. Considering the fact that several types of compulsory insurance are provided in the Georgian market, we can say that the demand for these products is conditioned by this principle of obligation. It is desirable that such mandatory insurance types as Motor TPL, Mal med be introduced in Georgia in a timely manner, which will help protect the public interest and properly address financial flows.

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