

## EuroHold's Insurers reported nearly 6% growth in premiums for the first three months of the year

*Star Motors Skopje expected to reach 3% market share of the Macedonian Automotive market*

### EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP realized a gross written premium (GWP) in March in amount of EUR 13.8 mm compared to EUR 13.6 mm for the same month of 2012. (Table 1.)

Table 1.

EIG	March		
	(EUR'000)		Change (%)
	03'2013	03'2012	
<b>Euroins Bulgaria</b>	<b>2 697</b>	<b>3 243</b>	<b>-16.8%</b>
Motor Hull	777	886	-12.3%
Motor TPL	1 430	1 951	-26.7%
Property	245	177	38.9%
Other	246	230	6.9%
<b>Euroins Romania</b>	<b>10 205</b>	<b>9 456</b>	<b>7.9%</b>
Motor Hull	426	494	-13.6%
Motor TPL	9 155	8 241	11.1%
Property	278	350	-20.4%
Other	346	372	-7.0%
<b>Euroins Macedonia</b>	<b>532</b>	<b>582</b>	<b>-8.6%</b>
Motor Hull	47	50	-6.0%
Motor TPL	373	363	2.9%
Property	56	62	-8.6%
Other	55	107	-48.9%
<b>Euroins Health</b>	<b>334</b>	<b>338</b>	<b>-1.1%</b>
<b>EIG TOTAL GWP</b>	<b>13 768</b>	<b>13 619</b>	<b>1.1%</b>

*Source: EIG*

For the first three months of the current year the GWP of EUROINS INSURANCE GROUP registered an 5.7 per cent growth reaching EUR 40.9 mm compared to EUR 38.7 mm for January-March'2012 according to preliminary data. Euroins Romania is with the best performance, based on the results from the previous year with 11.9 per cent growth. The

health assurance company in the group realized EUR 654 thousand premiums compared to EUR 750 thousand for the comparable period in 2012 (Table 2.).

Table 2.

EIG	January-March (YTD)		
	(EUR'000) 01-03'2013	01-03'2012	Change (%)
<b>Euroins Bulgaria</b>	<b>8 465</b>	<b>9 130</b>	<b>-7.3%</b>
Motor Hull	2 180	2 254	-3.3%
Motor TPL	4 844	5 542	-12.6%
Property	628	646	-2.9%
Other	814	688	18.3%
<b>Euroins Romania</b>	<b>30 304</b>	<b>27 073</b>	<b>11.9%</b>
Motor Hull	1 141	1 295	-11.9%
Motor TPL	27 244	23 851	14.2%
Property	871	923	-5.7%
Other	1 048	1 005	4.3%
<b>Euroins Macedonia</b>	<b>1 517</b>	<b>1 772</b>	<b>-14.4%</b>
Motor Hull	147	195	-24.6%
Motor TPL	982	963	2.0%
Property	177	326	-45.9%
Other	211	288	-26.8%
<b>Euroins Health</b>	<b>654</b>	<b>750</b>	<b>-12.7%</b>
<b>EIG TOTAL GWP</b>	<b>40 941</b>	<b>38 725</b>	<b>5.7%</b>

Source: EIG

## AVTO UNION

The automotive holding AVTO UNION registered a total of 191 sales of new PC and LCV in March compared to 158 units realized in March, 2012. The highest growth in sales for the month was realized by Star Motors (Mazda) with registered 71 units compared to 55 sales for the same month in 2012 (Table 3.). After couples of successful years with Mazda in Bulgaria, the company got the Japanese cars dealership rights also for the Macedonian market. By the end of April will be opened the new showroom and service station, where the complete range of new models and services will be offered. Star Motors Skopje will be with a 500 sq. m. showroom and a workshop with the same area at the most popular location for automotive business in Skopje – Skupi Street. The goal of Star Motors Skopje is to exceed 3% market share on the Macedonian market for new PC and LCV, which amounted to approximately 5,000 sales per annum.

Table 3.

<b>Avto Union</b>	<b>March</b>		
Company	<b>Units 03'13</b>	<b>Units 03'12</b>	<b>Change (%)</b>
<b>MILANO MOTORS</b> <i>ALFA ROMEO</i>	15	51	-70.6%
<b>AUTO ITALIA</b> <i>FIAT, LANCIA</i>	11	14	-21.4%
<b>BULVARIA</b> <i>OPEL, CHEVROLET</i>	63	83	-24.1%
<b>STAR MOTORS</b> <i>MAZDA</i>	31	32	-3.1%
<b>NISSAN SOFIA</b> <i>NISSAN, RENAULT, DACIA</i>	71	55	29.1%
<b>TOTAL</b>	<b>191</b>	<b>235</b>	<b>-18.7%</b>

*Source: Avto Union*

For the first three months of 2013 the automotive division of Eurohold registered a 16.1 per cent decline in sales of new PC and LCV with 447 units compared to 533 units for the same period in 2012 (Table 4.).

Table 4.

<b>Avto Union</b>	<b>January-March (YTD)</b>		
Company	<b>Units 01-03'13</b>	<b>Units 01-03'12</b>	<b>Change (%)</b>
<b>MILANO MOTORS</b> <i>ALFA ROMEO</i>	50	112	-76.8%
<b>AUTO ITALIA</b> <i>FIAT, LANCIA</i>	24	50	-52.0%
<b>BULVARIA</b> <i>OPEL, CHEVROLET</i>	150	172	-12.8%
<b>STAR MOTORS</b> <i>MAZDA</i>	93	106	-12.3%
<b>NISSAN SOFIA</b> <i>NISSAN, RENAULT, DACIA</i>	130	93	39.8%
<b>TOTAL</b>	<b>447</b>	<b>533</b>	<b>-16.1%</b>

*Source: Avto Union*