

Realized sales in August 2013 by the companies in the group of Eurohold

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 2 per cent growth in premiums (GWP) for August amounted to EUR 12.3 mm compared to EUR 12 mm for the same month of 2012. (Table 1.)

Table 1.

EIG	August		
	(EUR'000)		Change (%)
	08'2013	08'2012	
Euroins Bulgaria	2 339	3 092	-24.3%
Motor Hull	774	853	-9.2%
Motor TPL	1 181	1 822	-35.1%
Property	174	180	-3.6%
Other	210	237	-11.3%
Euroins Romania	9 231	8 156	13.2%
Motor Hull	470	664	-29.2%
Motor TPL	8 207	6 263	31.0%
Property	305	935	-67.4%
Other	249	294	-15.4%
Euroins Macedonia	614	649	-5.3%
Motor Hull	38	49	-22.0%
Motor TPL	480	513	-6.5%
Property	32	32	1.3%
Other	64	55	17.3%
Euroins Health	67	108	-37.7%
EIG TOTAL GWP	12 252	12 004	2.06%

Source: EIG

For the first eight months of the current year the GWP of EUROINS INSURANCE GROUP registered an 11.2 per cent growth reaching EUR 112 mm compared to EUR 100.6 mm for January-August'2012, according to preliminary data. (Table 2.).

Over the period Euroins Romania registered a growth of 21%. In view of the fact that the company has not made sales of MTPL insurances for 3 weeks due to the ban by the Regulator, the Company expects a significant reduction in premium income for the

current month. The Company's Management took all necessary measures so that the process of resumption of sales to be conducted in the most favorable way for the company. In the next three weeks will be assessed the rate of recovery of the premium income of the company from. Based on this analysis, will be able to make an adequate forecast of company's ability to recover its growth and to achieve the planned revenue.

Table 2.

EIG	January-August (YTD)		
	(EUR'000)		Change (%)
	01-08'2013	01-08'2012	
Euroins Bulgaria	22 202	25 014	-11.2%
Motor Hull	6 418	6 613	-3.0%
Motor TPL	11 413	14 670	-22.2%
Property	1 606	1 550	3.6%
Other	2 765	2 182	26.7%
Euroins Romania	83 108	68 637	21.1%
Motor Hull	3 251	4 011	-19.0%
Motor TPL	74 643	58 043	28.6%
Property	2 758	4 332	-36.3%
Other	2 457	2 250	9.2%
Euroins Macedonia	4 989	5 246	-4.9%
Motor Hull	444	535	-17.0%
Motor TPL	3 284	3 402	-3.5%
Property	503	640	-21.5%
Other	758	669	13.3%
Euroins Health	1 610	1 732	-7.1%
EIG TOTAL GWP	111 908	100 629	11.21%

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered a 25 per cent growth with total of 169 sales of new PC and LCV for August, 2013 compared to 135 units realized in August, 2012. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 58 units, followed by Star Motors (Mazda) with 42 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) - 31 units, Nissan Sofia (Nissan) - 20 units and Bulvaria (Opel, Chevrolet) - 18 units (Table 3.).

Table 3.

Avto Union	August		
Company	Units	Units	Change (%)
	08'13	08'12	
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	31	29	6.9%
NISSAN SOFIA NISSAN	20	15	33.3%
ESPACE AUTO RENAULT, DACIA	58	26	123.1%
BULVARIA OPEL, CHEVROLET	18	32	-43.8%
STAR MOTORS MAZDA	42	33	27.3%
TOTAL	169	135	25.2%

Source: Avto Union

For the first eight months of 2013 the automotive division of Eurohold registered 1530 sales of new PC and LCV compared to 1485 units for the same period in 2012 (Table 4.).

Table 4.

Avto Union	January-August (YTD)		
Company	Units	Units	Change (%)
	01-08'13	01-08'12	
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	206	339	-39.2%
NISSAN SOFIA NISSAN	180	133	35.3%
ESPACE AUTO RENAULT, DACIA	503	393	28.0%
BULVARIA OPEL, CHEVROLET	316	331	-4.5%
STAR MOTORS MAZDA	325	289	12.5%
TOTAL	1530	1485	3.0%

Source: Avto Union