

## Realized sales in November 2013 by the companies in the group of Eurohold

### EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 11.7 per cent decline in premiums (GWP) for October amounted to EUR 12.8 mm compared to EUR 11.5 mm for the same month of 2012. (Table 1.).

Table 1.

EIG	November		
	(EUR'000)		Change (%)
	11'2013	11'2012	
<b>Euroins Bulgaria</b>	<b>3 221</b>	<b>3 588</b>	<b>-10.2%</b>
Motor Hull	942	805	17.0%
Motor TPL	1 634	2 302	-29.0%
Property	240	137	74.3%
Other	405	344	17.9%
<b>Euroins Romania</b>	<b>8 849</b>	<b>7 167</b>	<b>23.5%</b>
Motor Hull	299	448	-33.4%
Motor TPL	8 146	6 225	30.9%
Property	134	240	-44.0%
Other	269	253	6.2%
<b>Euroins Macedonia</b>	<b>515</b>	<b>561</b>	<b>-8.1%</b>
Motor Hull	47	48	-0.7%
Motor TPL	363	439	-17.3%
Property	32	28	18.0%
Other	72	47	55.5%
<b>Euroins Health</b>	<b>221</b>	<b>152</b>	<b>45.5%</b>
<b>EIG TOTAL GWP</b>	<b>12 806</b>	<b>11 467</b>	<b>11.7%</b>

Source: EIG

For the eleven months of the current year the GWP of EUROINS INSURANCE GROUP registered a 7.4 per cent growth reaching EUR 143.6 mm compared to EUR 133.6 mm for January-November'2012, according to preliminary data. (Table 2.).

Table 2.

<b>EIG</b>	<b>January-November (YTD)</b>		
	<b>(EUR'000)</b>		<b>Change (%)</b>
	<b>01-11'2013</b>	<b>01-11'2012</b>	
<b>Euroins Bulgaria</b>	<b>30 625</b>	<b>34 737</b>	<b>-11.8%</b>
Motor Hull	9 055	8 927	1.4%
Motor TPL	15 600	20 775	-24.9%
Property	2 234	2 049	9.0%
Other	3 735	2 986	25.1%
<b>Euroins Romania</b>	<b>104 091</b>	<b>89 794</b>	<b>15.9%</b>
Motor Hull	4 006	5 314	-24.6%
Motor TPL	93 700	76 240	22.9%
Property	3 153	5 249	-39.9%
Other	3 231	2 991	8.0%
<b>Euroins Macedonia</b>	<b>6 677</b>	<b>6 989</b>	<b>-4.5%</b>
Motor Hull	599	688	-13.0%
Motor TPL	4 512	4 750	-5.0%
Property	611	740	-17.5%
Other	955	810	17.9%
<b>Euroins Health</b>	<b>2 175</b>	<b>2 098</b>	<b>3.6%</b>
<b>EIG TOTAL GWP</b>	<b>143 567</b>	<b>133 619</b>	<b>7.4%</b>

*Source: EIG*

### **AVTO UNION**

The automotive holding AVTO UNION registered a 75 per cent growth with total of 301 sales of new PC and LCV for November, 2013 compared to 172 units realized in November, 2012. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 107 units, followed by Star Motors (Mazda) with 61 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) - 58 units, Nissan Sofia (Nissan) - 52 units and Bulvaria (Opel, Chevrolet) - 23 units (Table 3.).

Table 3.

Avto Union	November		
Company	Units	Units	Change (%)
	11'13	11'12	
<b>AUTO ITALIA</b> ALFA ROMEO, FIAT, LANCIA, MASERATI	58	23	152.2%
<b>NISSAN SOFIA</b> NISSAN	52	14	271.4%
<b>ESPACE AUTO</b> RENAULT, DACIA	107	61	75.4%
<b>BULVARIA</b> OPEL, CHEVROLET	23	39	-41.0%
<b>STAR MOTORS</b> MAZDA	61	35	74.3%
<b>TOTAL</b>	<b>301</b>	<b>172</b>	<b>75.0%</b>

Source: Avto Union

For the eleven months of 2013 the automotive division of Eurohold registered 2366 sales of new PC and LCV compared to 1991 units for the same period in 2012 (Table 4.).

Table 4.

Avto Union	January-November (YTD)		
Company	Units	Units	Change (%)
	01-11'13	01-11'12	
<b>AUTO ITALIA</b> ALFA ROMEO, FIAT, LANCIA, MASERATI	292	400	-27.0%
<b>NISSAN SOFIA</b> NISSAN	357	199	79.4%
<b>ESPACE AUTO</b> RENAULT, DACIA	861	547	57.4%
<b>BULVARIA</b> OPEL, CHEVROLET	398	438	-9.1%
<b>STAR MOTORS</b> MAZDA	458	407	12.5%
<b>TOTAL</b>	<b>2366</b>	<b>1991</b>	<b>18.8%</b>

Source: Avto Union