

## Realized sales in May 2014 by the companies in the group of Eurohold

### EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 20.1 per cent decline of premiums (GWP) for May amounted to EUR 11.4 mm compared to EUR 14.3 mm for the same month of 2013. (Table 1.).

Table 1.

EIG	May		
	(EUR'000)		Change (%)
	05'2014	05'2013	
<b>Euroins Bulgaria</b>	<b>2 733</b>	<b>2 954</b>	<b>-7.5%</b>
Motor Hull	839	774	8.4%
Motor TPL	1 161	1 292	-10.1%
Property	169	187	-9.7%
Other	564	701	-19.5%
<b>Euroins Romania</b>	<b>7 681</b>	<b>10 462</b>	<b>-26.6%</b>
Motor Hull	216	428	-49.6%
Motor TPL	7 056	9 475	-25.5%
Property	136	216	-37.2%
Other	273	342	-20.2%
<b>Euroins Macedonia</b>	<b>743</b>	<b>679</b>	<b>9.5%</b>
Motor Hull	48	48	-0.7%
Motor TPL	402	388	3.7%
Property	59	59	-1.3%
Other	234	183	27.9%
<b>Euroins Life</b>	<b>74</b>	<b>n/a</b>	<b>n/a</b>
<b>Euroins Health</b>	<b>161</b>	<b>169</b>	<b>-4.8%</b>
<b>EIG TOTAL GWP</b>	<b>11 392</b>	<b>14 263</b>	<b>-20.13%</b>

Source: EIG

For the first five months of 2014 the GWP of EUROINS INSURANCE GROUP registered a 16.1 per cent decline amounted to EUR 59.6 mm compared to EUR 71 mm for the same period in 2013, according to preliminary data. (Table 2.).

Table 2.

EIG	January-May (YTD)		
	(EUR'000)		Change (%)
	01-05'2014	01-05'2013	
<b>Euroins Bulgaria</b>	<b>15 022</b>	<b>14 405</b>	<b>4.3%</b>
Motor Hull	4 072	3 862	5.4%
Motor TPL	7 475	7 645	-2.2%
Property	1 048	1 073	-2.3%
Other	2 426	1 825	32.9%
<b>Euroins Romania</b>	<b>40 330</b>	<b>52 608</b>	<b>-23.3%</b>
Motor Hull	1 310	1 913	-31.5%
Motor TPL	37 006	47 813	-22.6%
Property	618	1 275	-51.5%
Other	1 396	1 607	-13.2%
<b>Euroins Macedonia</b>	<b>2 922</b>	<b>2 868</b>	<b>1.9%</b>
Motor Hull	249	248	0.5%
Motor TPL	1 726	1 785	-3.3%
Property	325	330	-1.5%
Other	622	505	23.2%
<b>Euroins Life</b>	<b>372</b>	<b>n/a</b>	<b>n/a</b>
<b>Euroins Health</b>	<b>910</b>	<b>1 099</b>	<b>-17.2%</b>
<b>EIG TOTAL GWP</b>	<b>59 556</b>	<b>70 980</b>	<b>-16.10%</b>

*Source: EIG*

The decline in premium income of Euroins Romania, was due to the strategic management decision for reducing the exposure to risky clients. The tariffs of MTPL insurance were increased by 10 per cent, while Casco insurance – by above 15 per cent, which is in line with the market trend and in the other market players aimed to achieve sustainable technical result. The main trend is the recovery of the premium income. For April 2014 the decline was 37.5% compared to the same month of 2013, and in May 2014 decreased to 26.6% compared to May 2013. The recovery is expected to continue in the coming months.

## **AVTO UNION**

The automotive holding AVTO UNION registered 30.6 per cent growth with total of 239 sales of new PC and LCV for May, 2014 compared to 183 units realized in May, 2013. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 104 units, followed by Bulvaria (Opel, Chevrolet) with 44 units, Star Motors (Mazda) - 35

units, Nissan Sofia (Nissan) - 30 units and Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) – 26 units (*Table 3.*).

*Table 3.*

<b>Avto Union</b>	<b>May</b>		
Company	<b>Units</b>	<b>Units</b>	<b>Change (%)</b>
	<b>05'14</b>	<b>05'13</b>	
<b>AUTO ITALIA</b> <i>ALFA ROMEO, FIAT, LANCIA, MASERATI</i>	26	30	-13.3%
<b>NISSAN SOFIA</b> <i>NISSAN</i>	30	28	7.1%
<b>ESPACE AUTO</b> <i>RENAULT, DACIA</i>	104	36	188.9%
<b>BULVARIA</b> <i>OPEL, CHEVROLET</i>	44	62	-29.0%
<b>STAR MOTORS</b> <i>MAZDA</i>	35	27	29.6%
<b>TOTAL</b>	<b>239</b>	<b>183</b>	<b>30.6%</b>

*Source: Avto Union*

For the first five months of 2014 the automotive division of Eurohold registered 84 per cent growth with 1 534 sales of new PC and LCV compared to 834 units for the same period in 2013, according to preliminary data (*Table 4.*).

*Table 4.*

<b>Avto Union</b>	<b>January-May (YTD)</b>		
Company	<b>Units</b>	<b>Units</b>	<b>Change (%)</b>
	<b>01-05'14</b>	<b>01-05'13</b>	
<b>AUTO ITALIA</b> <i>ALFA ROMEO, FIAT, LANCIA, MASERATI</i>	150	97	54.6%
<b>NISSAN SOFIA</b> <i>NISSAN</i>	301	77	290.9%
<b>ESPACE AUTO</b> <i>RENAULT, DACIA</i>	661	264	150.4%
<b>BULVARIA</b> <i>OPEL, CHEVROLET</i>	176	217	-18.9%
<b>STAR MOTORS</b> <i>MAZDA</i>	246	179	37.4%
<b>TOTAL</b>	<b>1534</b>	<b>834</b>	<b>83.9%</b>

*Source: Avto Union*