

Realized sales in September 2014 by the companies in the group of Eurohold

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 98.2 per cent growth of premiums (GWP) for September amounted to EUR 12.2 mm compared to EUR 6.1 mm for the same month of 2013. (*Table 1.*). The low result of Euroins Romania registered in September 2013 was due to the fact that the company has not made sales of MTPL insurances for 3 weeks under the ban by the Romanian Regulator.

Table 1.

EIG	September		
	(EUR'000)		Change (%)
	09'2014	09'2013	
Euroins Bulgaria	2 193	2 277	-3.7%
Motor Hull	781	748	4.4%
Motor TPL	846	1 139	-25.7%
Property	250	175	42.4%
Other	317	215	47.9%
Euroins Romania	8 805	3 129	181.4%
Motor Hull	129	191	-32.4%
Motor TPL	8 300	2 574	222.4%
Property	131	142	-7.8%
Other	245	221	11.0%
Euroins Macedonia	902	587	53.8%
Motor Hull	63	48	31.3%
Motor TPL	543	438	24.1%
Property	196	28	598.3%
Other	100	73	36.9%
Euroins Life	95	n/a	n/a
Euroins Health	183	151	21.0%
EIG TOTAL GWP	12 178	6 143	98.24%

Source: EIG

For the first nine months of 2014 the GWP of EUROINS INSURANCE GROUP registered 6.4 per cent decline amounted to EUR 110.5 mm compared to EUR 118.1 mm for the same period in 2013, according to preliminary data. (*Table 2.*).

Euroins Bulgaria continues the trend to balance its portfolio during September as reported an increase of nearly 50 percent of non-motor insurance lines. Since the beginning of the year the company has nearly double increase in the volumes of property insurances. As a result of the consistent policy of the company, oriented to growth of non-motor business, at the end of September the share of non-motor insurances reached

almost 30% of total premium income. As well as, the company stabilized the volumes of Casco insurances due to the better sales of the car brands in the Auto Union. YTD growth in Casco was about 5%. Only MTPL fell by about 7%, which is a consequence of the company's policy to reduce policies in some risky categories of vehicles such as the heavy tugs.

A strong growth in Property insurances reported Euroins Macedonia, which YTD reached 30% increase. The non-motor insurances was nearly 30% of total premium income of the company.

Table 2.

EIG	January-September (YTD)		
	(EUR'000)		Change (%)
	01-09'2014	01-09'2013	
Euroins Bulgaria	26 442	24 478	8.0%
Motor Hull	7 507	7 166	4.8%
Motor TPL	11 656	12 553	-7.1%
Property	3 418	1 781	91.9%
Other	3 860	2 979	29.6%
Euroins Romania	75 469	86 237	-12.5%
Motor Hull	2 007	3 442	-41.7%
Motor TPL	69 722	77 217	-9.7%
Property	1 355	2 901	-53.3%
Other	2 385	2 678	-10.9%
Euroins Macedonia	6 311	5 576	13.2%
Motor Hull	532	492	8.1%
Motor TPL	4 000	3 721	7.5%
Property	703	531	32.4%
Other	1 076	831	29.5%
Euroins Life	824	n/a	n/a
Euroins Health	1 447	1 760	-17.8%
EIG TOTAL GWP	110 492	118 051	-6.40%

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 14.4 per cent growth with total of 278 sales of new PC and LCV for September, 2014 compared to 243 units realized in September, 2013. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 153 units, followed by Nissan Sofia (Nissan) with 41 units,

Star Motors (Mazda) - 33 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) – 30 units and Bulvaria (Opel, Chevrolet) - 21 units(*Table 3.*).

Table 3.

Avto Union	September		
Company	Units	Units	Change (%)
	09'14	09'13	
AUTO ITALIA <i>ALFA ROMEO, FIAT, LANCIA, MASERATI</i>	30	7	328.6%
NISSAN SOFIA <i>NISSAN</i>	41	83	-50.6%
ESPACE AUTO <i>RENAULT, DACIA</i>	153	89	71.9%
BULVARIA <i>OPEL, CHEVROLET</i>	21	23	-8.7%
STAR MOTORS <i>MAZDA</i>	33	41	-19.5%
TOTAL	278	243	14.4%

Source: Avto Union

For the first nine months of 2014 the automotive division of Eurohold registered 53.7 per cent growth with 2714 sales of new PC and LCV compared to 1766 units for the same period in 2013, according to preliminary data (*Table 4.*).

Table 4.

Avto Union	January-September (YTD)		
Company	Units	Units	Change (%)
	01-09'14	01-09'13	
AUTO ITALIA <i>ALFA ROMEO, FIAT, LANCIA, MASERATI</i>	320	216	48.1%
NISSAN SOFIA <i>NISSAN</i>	445	252	76.6%
ESPACE AUTO <i>RENAULT, DACIA</i>	1247	589	111.7%
BULVARIA <i>OPEL, CHEVROLET</i>	284	344	-17.4%
STAR MOTORS <i>MAZDA</i>	418	365	14.5%
TOTAL	2714	1766	53.7%

Source: Avto Union