

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

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 5.15 per cent growth of premiums (GWP) for October amounted to EUR 13.5 mm compared to EUR 12.8 mm for the same month of 2013. (Table 1.).

Table 1.

EIG	October		
	(EUR'000)		Change (%)
	10'2014	10'2013	
Euroins Bulgaria	2 584	3 011	-14.2%
Motor Hull	920	947	-2.9%
Motor TPL	839	1 424	-41.1%
Property	425	278	52.6%
Other	401	362	10.9%
Euroins Romania	9 929	9 006	10.3%
Motor Hull	122	266	-54.1%
Motor TPL	9 349	8 337	12.1%
Property	134	118	13.6%
Other	324	285	13.8%
Euroins Macedonia	661	586	12.9%
Motor Hull	58	59	-1.7%
Motor TPL	463	428	8.2%
Property	52	48	9.0%
Other	89	51	72.7%
Euroins Life	307	n/a	n/a
Euroins Health	n/a	n/a	n/a
EIG TOTAL GWP	13 454	12 795	5.15%

Source: EIG

For the first ten months of 2014 the GWP of EUROINS INSURANCE GROUP registered 5.3 per cent decline amounted to nearly EUR 124 mm compared to EUR 130.9 mm for the same period in 2013, according to preliminary data. (Table 2.).

Euroins Bulgaria continues the trend to balance its portfolio during October 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 October 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

4%. Only MTPL fell by about 10%, 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 above 30% of total premium income of the company.

Table 2.

EIG	January-October (YTD)		
	(EUR'000)		Change (%)
	01-10'2014	01-10'2013	
Euroins Bulgaria	29 026	27 489	5.6%
Motor Hull	8 427	8 113	3.9%
Motor TPL	12 495	13 976	-10.6%
Property	3 843	2 059	86.6%
Other	4 261	3 341	27.5%
Euroins Romania	85 398	95 242	-10.3%
Motor Hull	2 129	3 707	-42.6%
Motor TPL	79 071	85 554	-7.6%
Property	1 489	3 019	-50.7%
Other	2 709	2 962	-8.6%
Euroins Macedonia	6 972	6 161	13.2%
Motor Hull	590	552	7.0%
Motor TPL	4 463	4 149	7.6%
Property	754	578	30.4%
Other	1 165	882	32.0%
Euroins Life	1 131	n/a	n/a
Euroins Health	n/a	n/a	n/a
EIG TOTAL GWP	123 946	130 846	-5.27%

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 20.3 per cent decrease with total of 240 sales of new PC and LCV for October, 2014 compared to 301 units realized in October, 2013. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 107 units, followed by Star Motors (Mazda) with 41 units, Nissan Sofia (Nissan) - 30 units, Bulvaria (Opel, Chevrolet) - 28 units and Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) - 17 units (Table 3.).

Table 3.

Avto Union	October		
Company	Units 10'14	Units 10'13	Change (%)
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	17	21	-19.0%
NISSAN SOFIA NISSAN	30	53	-43.4%
ESPACE AUTO RENAULT, DACIA	107	165	-35.2%
BULVARIA OPEL, CHEVROLET	28	31	-9.7%
STAR MOTORS MAZDA	58	31	87.1%
TOTAL	240	301	-20.3%

Source: Avto Union

For the first ten months of 2014 the automotive division of Eurohold registered 43 per cent growth with 2956 sales of new PC and LCV compared to 2067 units for the same period in 2013, according to preliminary data (Table 4.).

Table 4.

Avto Union	January-October (YTD)		
Company	Units 01-10'14	Units 01-10'13	Change (%)
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	339	237	43.0%
NISSAN SOFIA NISSAN	475	305	55.7%
ESPACE AUTO RENAULT, DACIA	1354	754	79.6%
BULVARIA OPEL, CHEVROLET	312	375	-16.8%
STAR MOTORS MAZDA	476	396	20.2%
TOTAL	2956	2067	43.0%

Source: Avto Union