EUROHOLD

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

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 27.3 per cent growth of premiums (GWP) for December amounted to EUR 21.1 mm compared to EUR 16.6 mm for the same month of 2013. *(Table 1.).*

Table 1.

EIG	December		
	(EUR'000)		Change (%)
	12'2014	12'2013	
Euroins Bulgaria	**6 467**	**4 617**	**40.1%**
Motor Hull	1 262	875	44.3%
Motor TPL	2 107	2 847	-26.0%
Property	601	380	58.2%
Other	2 497	516	383.7%
Euroins Romania	**13 700**	**11 051**	**24.0%**
Motor Hull	144	274	-47.4%
Motor TPL	13 060	10 278	27.1%
Property	126	153	-17.7%
Other	371	346	7.2%
Euroins Macedonia	**797**	**682**	**16.9%**
Motor Hull	104	86	21.4%
Motor TPL	519	470	10.4%
Property	55	52	6.8%
Other	118	74	60.4%
Euroins Life	**51**	**n/a**	**n/a**
Euroins Health	**129**	**259**	**-50.0%**
EIG TOTAL GWP	**21 144**	**16 608**	**27.3%**

Source: EIG

For 2014 the GWP of EUROINS INSURANCE GROUP registered 1.65 per cent decline amounted to EUR 157.7 mm compared to EUR 160.4 mm for the same period in 2013, according to preliminary data. *(Table 2.)*.

As a result of the consistent policy of Euroins Bulgaria, oriented to growth of non-motor business, the share of non-motor insurances in total premium income increased significantly. As well as, the company stabilized the volumes of Casco insurances due to the better sales of the car brands in the Auto Union. Only MTPL decreased 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 non-motor insurances reported Euroins Macedonia, which YTD reached 27% increase.

The decline in Casco premiums of Euroins Romania was due to the company policy for reducing the exposure to risky clients.

Table 2.

EIG	January-December (YTD)		
	(EUR'000)		Change (%)
	01-12'2014	01-12'2013	
Euroins Bulgaria	**38 296**	**35 446**	**8.0%**
Motor Hull	10 459	9 924	5.4%
Motor TPL	15 640	18 452	-15.2%
Property	4 840	2 718	78.1%
Other	7 358	4 352	69.1%
Euroins Romania	**107 951**	**115 142**	**-6.2%**
Motor Hull	2 406	4 280	-43.8%
Motor TPL	100 459	103 978	-3.4%
Property	1 745	3 306	-47.2%
Other	3 340	3 577	-6.6%
Euroins Macedonia	**8 386**	**7 358**	**14.0%**
Motor Hull	755	685	10.2%
Motor TPL	5 415	4 982	8.7%
Property	852	663	28.6%
Other	1 364	1 029	32.6%
Euroins Life	**1250**	**n/a**	**n/a**
Euroins Health	**1 843**	**2 433**	**-24.2%**
EIG TOTAL GWP	**157 725**	**160 379**	**-1.65%**

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 32 per cent increase with total of 260 sales of new PC and LCV for December, 2014 compared to 197 units realized in December, 2013. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 125 units, followed by Star Motors (Mazda) with 49 units, Bulvaria (Opel, Chevrolet) - 40 units, Nissan Sofia (Nissan) - 26 units and Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) – 20 units *(Table 3.)*.

Table 3.

Avto Union	December		
Company	Units 12'14	Units 12'13	Change (%)
AUTO ITALIA *ALFA ROMEO,FIAT, LANCIA, MASERATI*	20	18	11.1%
NISSAN SOFIA *NISSAN*	26	14	85.7%
ESPACE AUTO *RENAULT, DACIA*	125	74	68.9%
BULVARIA *OPEL, CHEVROLET*	40	37	8.1%
STAR MOTORS *MAZDA*	49	54	-9.3%
TOTAL	**260**	**197**	**32.0%**

Source: Avto Union

For 2014 the automotive division of Eurohold registered nearly 33 per cent growth with 3148 sales of new PC and LCV compared to 2369 units for 2013, according to preliminary data *(Table 4.).*

Table 4.

Avto Union	January-December (YTD)		
Company	Units 01-12'14	Units 01-12'13	Change (%)
AUTO ITALIA *ALFA ROMEO,FIAT, LANCIA, MASERATI*	371	314	18.2%
NISSAN SOFIA *NISSAN*	519	371	39.9%
ESPACE AUTO *RENAULT, DACIA*	1557	935	66.5%
BULVARIA *OPEL, CHEVROLET*	377	435	-13.3%
STAR MOTORS *MAZDA*	586	511	14.7%
TOTAL	**3410**	**2566**	**32.9%**

Source: Avto Union