EUROHOLD

Realized sales in January 2016 by the companies in the group of Eurohold

EUROINS INSURANCE GROUP (EIG)

Euroins Bulgaria reported a significant growth by nearly 20% in premiums for January due to the already tangible positive effect of the acquisition of HDI Bulgaria, as well as due to the company policies for more effective collaborations with insurance brokers.

Euroins Romania registered a slightly more than 14% decline in premiums for the month. As a result of the rapid pace of development in recent years, Euroins Romania is now the third company by market share on the Romanian insurance market. Currently, the company focuses on quality and diversification of its insurance portfolio through detailed market segmentation, which significantly reduces the levels of risk taken. For the current year the goal of management is to keep the market position and to improve significantly the financial result.

Euroins Macedonia maintains the pace of growth in motor insurance while increasing substantially the non-motor insurances.

The insurance holding EUROINS INSURANCE GROUP registered a 7.8% decline in premiums (GWP) for January amounted to EUR 17.8 mm compared to EUR 19.3 mm for the same month of 2015. *(Table 1.).*

Table 1.

EIG	January		
	(EUR'000)		Change (%)
	01'2016	01'2015	
Euroins Bulgaria	**3 871**	**3 245**	**19.3%**
Motor Hull	774	740	4.6%
Motor TPL	2 087	1 585	31.6%
Property	207	192	8.0%
Active reinsurance	-	-	-
Other	803	728	38.2%
Euroins Romania	**13 167**	**15 352**	**-14.2%**
Motor Hull	103	100	2.7%
Motor TPL	12 487	14 779	-15.5%
Property	160	127	26.3%
Other	416	346	20.3%
Euroins Macedonia	**690**	**629**	**9.7%**
Motor Hull	59	56	5.2%
Motor TPL	365	376	-3.0%
Property	89	81	9.2%
Other	178	116	53.1%
Euroins Life	**52**	**52**	**0.0%**
EIG TOTAL GWP	**17 779**	**19 278**	**-7.8%**

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 37.5% decline with total of 155 sales of new PC and LCV for January, 2016 compared to 248 units realized in January, 2015. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 65 units, followed by Star Motors (Mazda) with 29 units, Nissan Sofia (Nissan) - 26 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati)– 22 units and Bulvaria (Opel, Chevrolet) with 13 units. *(Table 2.)*

The higher sales in January 2015 was the result of concluded transactions with corporate clients.

Table 2.

Avto Union	**January**		
Company	**Units 01'16**	**Units 01'15**	**Change (%)**
AUTO ITALIA *ALFA ROMEO,FIAT, LANCIA, MASERATI*	22	29	-24.1%
NISSAN SOFIA *NISSAN*	26	18	44.4%
ESPACE AUTO *RENAULT, DACIA*	65	140	-53.6%
BULVARIA *OPEL, CHEVROLET*	13	30	-56.7%
STAR MOTORS *MAZDA*	29	31	-6.5%
TOTAL	**155**	**248**	**-37.5%**

Source: Avto Union