EUROHOLD

Realized sales in September 2015 by the companies in the group of Eurohold

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 50.37% growth of premiums (GWP) for September amounted to EUR 19.2 mm compared to EUR 12.8 mm for the same month of 2014. *(Table 1.).*

Table 1.

EIG	September		
	(EUR'000)		Change (%)
	09'2015	09'2014	
Euroins Bulgaria	**3 661**	**2 781**	**31.7%**
Motor Hull	761	784	-3.0%
Motor TPL	1 389	841	65.2%
Property	359	523	-31.3%
Active reinsurance	257	299	-13.9%
Other	895	334	168.2%
Euroins Romania	**14 636**	**8 805**	**66.2%**
Motor Hull	124	129	-3.7%
Motor TPL	14 005	8 300	68.7%
Property	178	131	35.9%
Other	328	245	33.6%
Euroins Macedonia	**692**	**902**	**-23.3%**
Motor Hull	69	63	10.0%
Motor TPL	499	543	-8.2%
Property	31	196	-84.2%
Other	93	100	-6.8%
Euroins Life	**12**	**95**	-87.6%
Euroins Health	**194**	**183**	**6.2%**
EIG TOTAL GWP	**19 194**	**12 765**	**50.37%**

Source: EIG

For the first nine months of 2015 the GWP of EUROINS INSURANCE GROUP registered 48.8% growth amounted to EUR 169.6 mm compared to EUR 114 mm for the same period in 2014, according to preliminary data. *(Table 2.)*. The growth in the MTPL Lob of Euroins Romania is largely due to the significant price increases, following also the general market trends. Along with this, any increase in the number of policies sold is supported by detailed segmentation aiming at maximum risk reduction.

Table 2.

EIG	January-September (YTD)		
	(EUR'000)		Change (%)
	01-09'2015	01-09'2014	
Euroins Bulgaria	**43 792**	**29 960**	**46.2%**
Motor Hull	7 754	7 510	3.2%
Motor TPL	12 772	11 651	9.6%
Property	3 747	3 692	1.5%
Active reinsurance	12 768	3 230	295.2%
Other	6 752	3 876	74.2%
Euroins Romania	**117 527**	**75 469**	**55.7%**
Motor Hull	1 178	2 007	-41.3%
Motor TPL	111 880	69 722	60.5%
Property	1 396	1 355	3.0%
Other	3 072	2 385	28.8%
Euroins Macedonia	**6 783**	**6 311**	**7.5%**
Motor Hull	540	532	1.5%
Motor TPL	4 426	4 000	10.7%
Property	590	703	-16.0%
Other	1 227	1 076	14.0%
Euroins Life	**661**	**824**	**-19.9%**
Euroins Health	**883**	**1 447**	**-39.0%**
EIG TOTAL GWP	**169 646**	**114 011**	**48.80%**

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 21.1% decline with total of 221 sales of new PC and LCV for August, 2015 compared to 235 units realized in September, 2014. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 77 units, followed by Star Motors (Mazda) - 58 units, Bulvaria (Opel, Chevrolet) – 36 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) – 32 units and Nissan Sofia (Nissan) with 18 units. *(Table 3.)*

Table 3.

Avto Union	**September**		
Company	**Units 09'15**	**Units 09'14**	**Change (%)**
AUTO ITALIA *ALFA ROMEO,FIAT, LANCIA, MASERATI*	32	32	0.0%
NISSAN SOFIA *NISSAN*	18	41	-56.1%
ESPACE AUTO *RENAULT, DACIA*	77	153	-49.7%
BULVARIA *OPEL, CHEVROLET*	36	21	71.4%
STAR MOTORS *MAZDA*	58	33	75.8%
TOTAL	**221**	**280**	**-21.1%**

Source: Avto Union

For the first nine months of 2015 the automotive division of Eurohold registered 2.8% increase with 2 793 sales of new PC and LCV compared to 2 718 units for the same period in 2014, according to preliminary data *(Table 4.).* The high sales in the first months of the previous year were due to the signed big corporate transactions, both intra group and with external customers.

Table 4.

Avto Union	**January-September (YTD)**		
Company	**Units 01-09'15**	**Units 01-09'14**	**Change (%)**
AUTO ITALIA *ALFA ROMEO,FIAT, LANCIA, MASERATI*	265	324	-18.2%
NISSAN SOFIA *NISSAN*	304	445	-31.7%
ESPACE AUTO *RENAULT, DACIA*	1431	1247	14.8%
BULVARIA *OPEL, CHEVROLET*	371	284	30.6%
STAR MOTORS *MAZDA*	422	418	1.0%
TOTAL	**2793**	**2718**	**2.8%**

Source: Avto Union