

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

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 43.1% growth of premiums (GWP) for October amounted to EUR 18.8 mm compared to EUR 13.2 mm for the same month of 2014. (Table 1.).

Table 1.

EIG	October		
	(EUR'000)		Change (%)
	10'2015	10'2014	
Euroins Bulgaria	5 114	2 296	122.7%
Motor Hull	1 380	916	50.6%
Motor TPL	1 652	844	95.9%
Property	629	151	315.5%
Active reinsurance	925	-	-
Other	528	385	37.3%
Euroins Romania	12 765	9 929	28.6%
Motor Hull	168	122	37.7%
Motor TPL	12 096	9 349	29.4%
Property	139	134	3.9%
Other	361	324	11.6%
Euroins Macedonia	648	661	-2.1%
Motor Hull	65	58	12.5%
Motor TPL	455	463	-1.6%
Property	37	52	-29.0%
Other	90	89	1.4%
Euroins Life	301	307	-1.8%
Euroins Health	12	(27)	-145.3%
EIG TOTAL GWP	18 840	13 166	43.10%

Source: EIG

For the first ten months of 2015 the GWP of EUROINS INSURANCE GROUP registered 48.2% growth amounted to EUR 188.5 mm compared to EUR 127.2 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-October (YTD)		
	(EUR'000)		Change (%)
	01-10'2015	01-10'2014	
Euroins Bulgaria	48 906	32 256	51.6%
Motor Hull	9 134	8 427	8.4%
Motor TPL	14 424	12 495	15.4%
Property	4 376	3 843	13.9%
Active reinsurance	13 692	3 230	323.9%
Other	7 280	4 261	70.8%
Euroins Romania	130 291	85 398	52.6%
Motor Hull	1 346	2 129	-36.8%
Motor TPL	123 976	79 071	56.8%
Property	1 536	1 489	3.1%
Other	3 433	2 709	26.7%
Euroins Macedonia	7 431	6 972	6.6%
Motor Hull	606	590	2.6%
Motor TPL	4 881	4 463	9.4%
Property	627	754	-16.9%
Other	1 317	1 165	13.0%
Euroins Life	962	1 131	-15.0%
Euroins Health	895	1 420	-36.9%
EIG TOTAL GWP	188 485	127 177	48.21%

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 6.7% growth with total of 256 sales of new PC and LCV for October, 2015 compared to 240 units realized in October, 2014. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 89 units, followed by Star Motors (Mazda) - 50 units, Nissan Sofia (Nissan) – 50 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) – 43 units and Bulvaria (Opel, Chevrolet) with 24 units. (Table 3.)

Table 3.

Avto Union	October		
Company	Units	Units	Change (%)
	10'15	10'14	
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	43	17	152.9%
NISSAN SOFIA NISSAN	50	30	66.7%
ESPACE AUTO RENAULT, DACIA	89	107	-16.8%
BULVARIA OPEL, CHEVROLET	24	28	-14.3%
STAR MOTORS MAZDA	50	58	-13.8%
TOTAL	256	240	6.7%

Source: Avto Union

For the first ten months of 2015 the automotive division of Eurohold registered 3.1% increase with 3,049 sales of new PC and LCV compared to 2,958 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-October (YTD)		
Company	Units	Units	Change (%)
	01-10'15	01-10'14	
AUTO ITALIA ALFA ROMEO, FIAT, LANCIA, MASERATI	308	341	-9.7%
NISSAN SOFIA NISSAN	354	475	-25.5%
ESPACE AUTO RENAULT, DACIA	1520	1354	12.3%
BULVARIA OPEL, CHEVROLET	395	312	26.6%
STAR MOTORS MAZDA	472	476	-0.8%
TOTAL	3049	2958	3.1%

Source: Avto Union