

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

EUROINS INSURANCE GROUP (EIG)

The insurance holding EUROINS INSURANCE GROUP registered a 44.7% growth in premiums (GWP) for October amounted to EUR 27.3 mm compared to EUR 18.9 mm for the same month of 2015. (Table 1.).

Table 1.

EIG	October		
	(EUR'000) 10'2016	10'2015	Change (%)
Euroins Bulgaria	5 909	5 126	15.3%
Motor Hull	945	1 380	-31.5%
Motor TPL	2 027	1 652	22.7%
Property	1 484	629	136.0%
Active reinsurance	412	925	-55.5%
Other	1 041	540	92.6%
Euroins Romania	18 693	12 765	46.4%
Motor Hull	112	168	-33.0%
Motor TPL	17 604	12 096	45.5%
Property	456	139	226.7%
Other	521	361	44.1%
Euroins Macedonia	670	648	3.5%
Motor Hull	39	65	-40.1%
Motor TPL	449	455	-1.4%
Property	108	37	193.4%
Other	74	90	-18.1%
Euroins Ukraine	1 949	-	-
Motor Hull	32	-	-
Motor TPL	-	-	-
Property	1 837	-	-
Other	80	-	-
Euroins Life	37	301	-87.6%
EIG TOTAL GWP	27 259	18 840	44.69%

Source: EIG

For the first ten months of 2016 the GWP of EUROINS INSURANCE GROUP registered 12.9% growth amounted to EUR 212.8 mm compared to EUR 188.5 mm for January-October 2015, according to preliminary data (Table 2.).

Euroins Bulgaria reported a decline in premiums in the first ten months by above 11.2%, which is the result of accounted in May'2015 EUR11.6 million from active reinsurance. If

you eliminate the above one-off effect of reinsurance, the direct insurance business of Euroins Bulgaria was increased by 15.8% for the first ten months of 2016.

Euroins Romania registered above 21.3% growth in premiums for the first ten months. 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.

For October the GWP of Euroins Ukraine amounted to EUR 1.9 million, mainly accumulated from Property insurance. Euroins (HDI) Ukraine is a part of the group of Euroins Insurance Group (EIG), after Germany-based Talanx Group transferred the 99% of shares of the Ukrainian company to EIG on 12th of August. Effectively from 30th of September, 2016, the name of the company was changed to Euroins Ukraine.

Table 2.

EIG	January-October (YTD)		
	(EUR'000)		Change (%)
	01-10'2016	01-10'2015	
Euroins Bulgaria	44 227	49 801	-11.2%
Motor Hull	9 521	9 134	4.2%
Motor TPL	20 714	14 424	43.6%
Property	3 517	4 376	-19.6%
Active reinsurance	1 812	13 692	-86.8%
Other	8 663	8 175	6.0%
Euroins Romania	158 098	130 291	21.3%
Motor Hull	1 096	1 346	-18.6%
Motor TPL	151 049	123 976	21.8%
Property	1 941	1 536	26.4%
Other	4 012	3 433	16.8%
Euroins Macedonia	7 250	7 431	-2.4%
Motor Hull	593	606	-2.2%
Motor TPL	4 833	4 881	-1.0%
Property	723	627	15.3%
Other	1 101	1 317	-16.4%
Euroins Ukraine	2 473	-	-
Motor Hull	160	-	-
Motor TPL	141	-	-
Property	1 735	-	-
Other	436	-	-
Euroins Life	761	962	-20.9%
EIG TOTAL GWP	212 809	188 485	12.91%

Source: EIG

AVTO UNION

The automotive holding AVTO UNION registered 16.4% growth with total of 298 sales of new PC and LCV for October, 2016 compared to 256 units realized in October, 2015. The highest number of sales for the month was realized by Espace Auto (Renault, Dacia) with 144 units, followed by Star Motors (Mazda) with 51 units, Auto Italia (Alfa Romeo, Fiat, Lancia, Maserati) with 43 units, Bulvaria (Opel, Chevrolet) - 37 units and Nissan Sofia (Nissan) with 23 units. (Table 3.)

Table 3.

Avto Union	October		
Company	Units	Units	Change (%)
	10'16	10'15	
AUTO ITALIA ALFA ROMEO,FIAT, LANCIA, MASERATI	43	43	0.0%
NISSAN SOFIA NISSAN	23	50	-54.0%
ESPACE AUTO RENAULT, DACIA	144	89	61.8%
BULVARIA OPEL, CHEVROLET	37	24	54.2%
STAR MOTORS MAZDA	51	50	2.0%
TOTAL	298	256	16.4%

Source: Avto Union

For the first ten months of 2016 the automotive division of Eurohold registered 2.2% growth with 3117 sales of new PC and LCV compared to 3049 units for January-October 2015, according to preliminary data (Table 4.).

Table 4.

Avto Union	January-October (YTD)		
Company	Units	Units	Change (%)
	01-10'16	01-10'15	
AUTO ITALIA ALFA ROMEO,FIAT, LANCIA, MASERATI	385	308	25.0%
NISSAN SOFIA NISSAN	289	354	-18.4%
ESPACE AUTO RENAULT, DACIA	1633	1520	7.4%
BULVARIA OPEL, CHEVROLET	249	395	-37.0%
STAR MOTORS MAZDA	561	472	18.9%
TOTAL	3117	3049	2.2%

Source: Avto Union