

ROMANIA

in the CEE insurance landscape





Romania – second largest country in the CEE

Population

~ 19.7 mil.
inhabitants

- 2nd in the CEE, after Poland (37.97 mil. Inhabitants)
- 7th in the European Union

Area

~ 238,391
sq.km

2nd in the CEE, after Poland
(312,685 sq.km)

2nd in the CEE,
after Poland (12,52 million)

Dwellings

~ 8.45
million

GDP

~ EUR 187
billion

- 3rd in the CEE,
- after Poland (EUR 475 billion) and
Czechia (EUR 197 billion)

GDP/capita
~ EUR 9,543

- 10th in the CEE,
- after Slovenia (EUR 20,949), Czechia
(EUR 18,665), Estonia (EUR 17,571) etc.



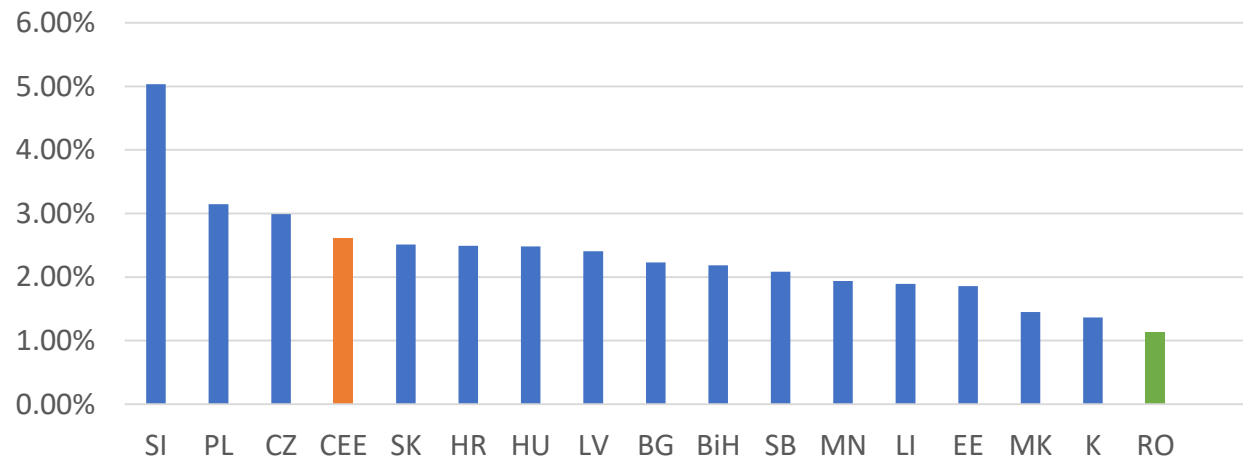
Romania – second largest country in the CEE

**Insurance
penetration
1.15%**

EU average – 7.5% (2016 data)

CEE average – 2.6% (2017 data)

Decreasing from 1.23% in 2016



Insurance penetration in the CEE, 2017 data (% of GDP)



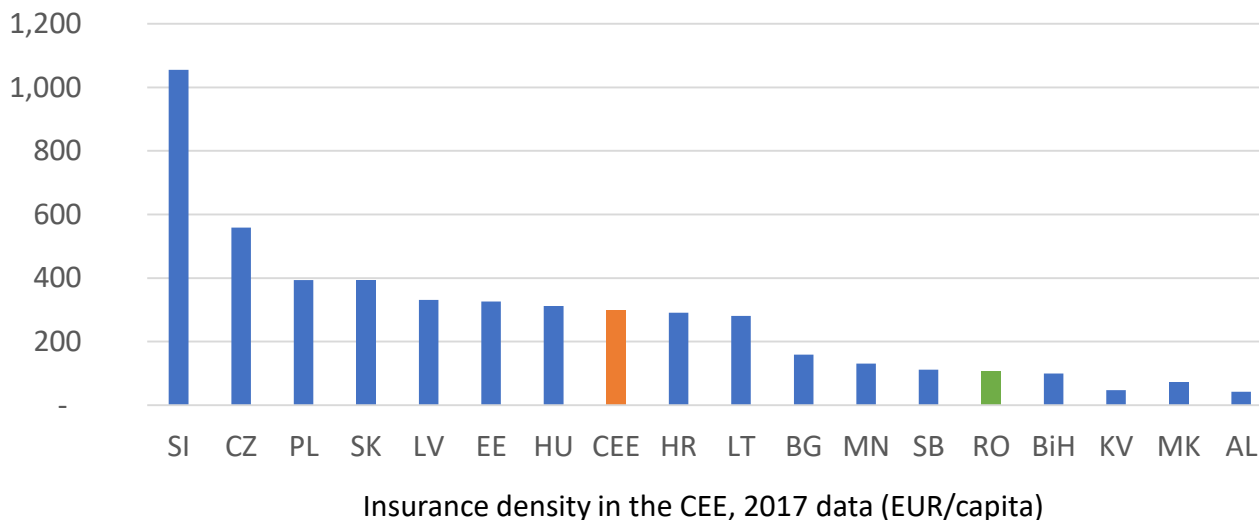
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**Insurance
density
EUR 108**

EU average – 2,200 EUR (2016 data)

CEE average – 299 EUR (2017 data)

Up from 106 EUR in 2016





Romania – in the CEE insurance landscape

**TOTAL
MARKET**

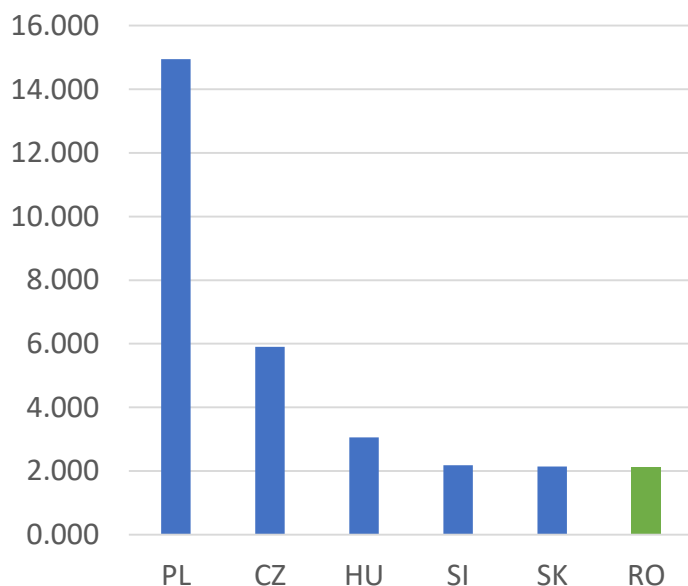
6th

2017

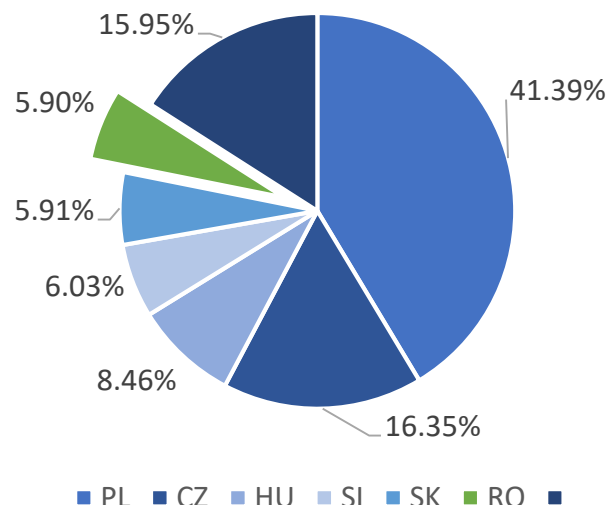
GWP: EUR 2.125 billion

Up 1.7 % y-o-y

Share in the CEE portfolio 5.9%



Top 5 CEE markets + Romania, 2017 GWP (EUR bil.)



Top 5 CEE markets + Romania, 2017 market shares (%)



Romania – in the CEE insurance landscape

**LIFE
INSURANCE**

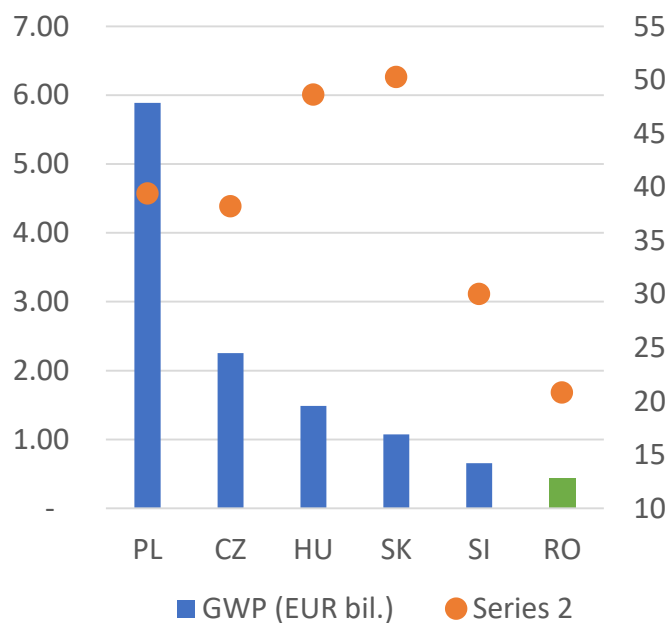
6th

2017

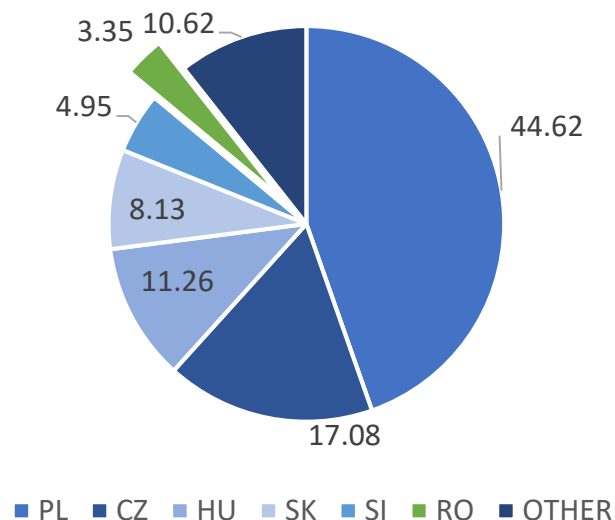
GWP: EUR 441.7 million

Up 18.84% y-o-y

Share in the portfolio 20.8%



Top 5 CEE markets + Romania, 2017 GWP (EUR bil.)



Top 5 CEE markets + Romania, 2017 market shares (%)



Romania – in the CEE insurance landscape

**NON-LIFE
INSURANCE**

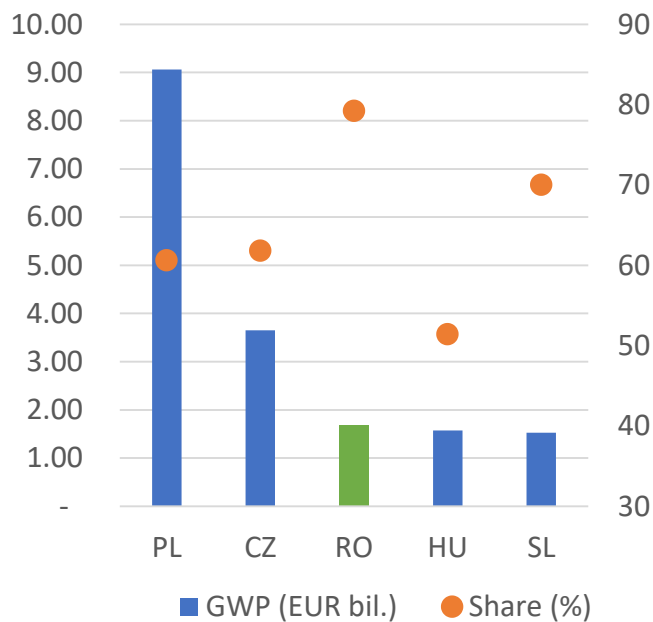
3rd

2017

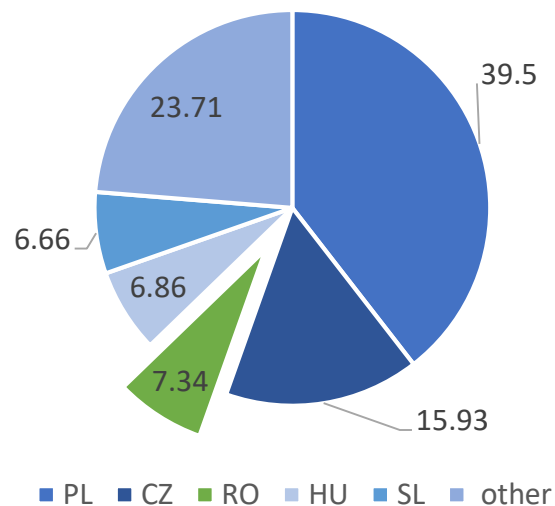
GWP: EUR 1.68 billion

Down 1.9 % y-o-y

Share in the portfolio 79.21%



Top 5 CEE markets, 2017 GWP (EUR bil.)



Top 5 CEE markets, 2017 market shares (%)



Romania – in the CEE insurance landscape

**MTPL
INSURANCE**

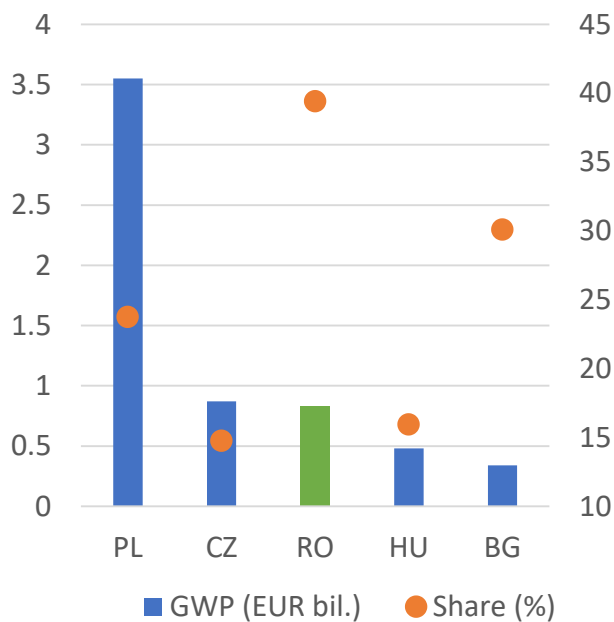
3rd

2017

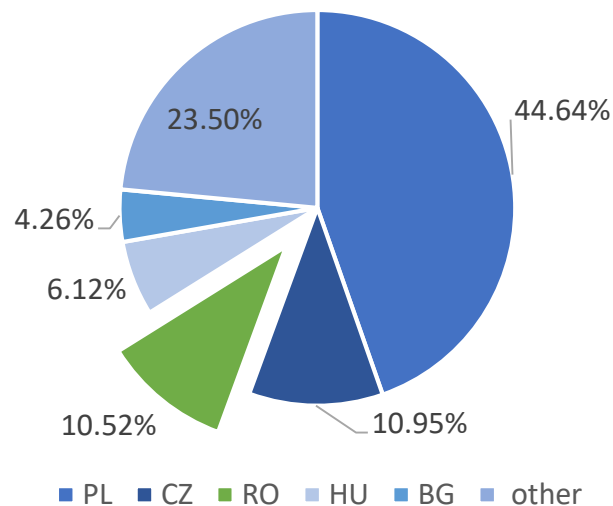
GWP: EUR 836.8 million

Down 9.22 % y-o-y

Share in the portfolio 39.4%



Top 5 CEE markets, 2017 GWP (EUR bil.)



Top 5 CEE markets, 2017 market shares (%)



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**PROPERTY
INSURANCE**

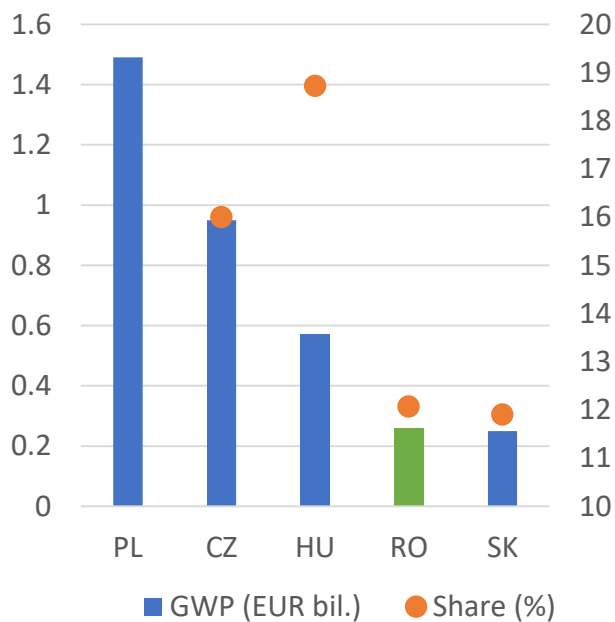
4th

2017

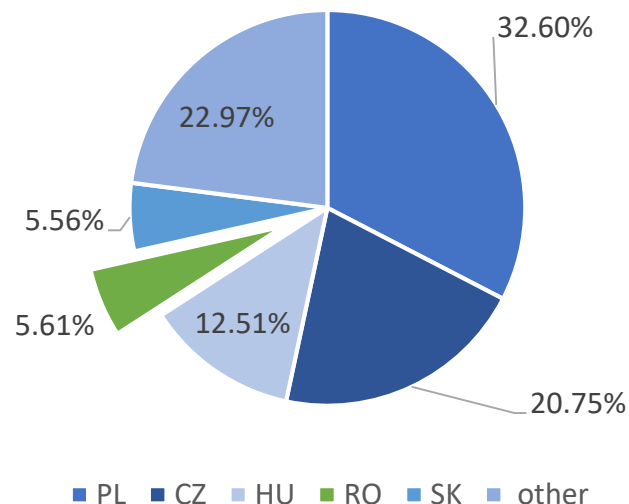
GWP: EUR 256.47 million

Up 4.18 % y-o-y

Share in the portfolio 12.07%



Top 5 CEE markets, 2017 GWP (EUR bil.)



Top 5 CEE markets, 2017 market shares (%)



Romania – in the CEE insurance landscape

Behind potential:

- life insurance - 20.8% weight in the national portfolio, CEE average weight (36.5%);
- property insurance: low penetration of the housing insurance, despite the country being the only CEE one with a mandatory Nat Cat insurance scheme in place
- GTPL - very small market (1/10 of the Polish one)
- motor lines – the only lines ranking according to the insurable potential

Reasons:

- Financial literacy – not only Romania's problem
- Purchasing power – a real issue
- Other?



Sources:





Good FIAR !