

ROMANIA

in the CEE insurance landscape

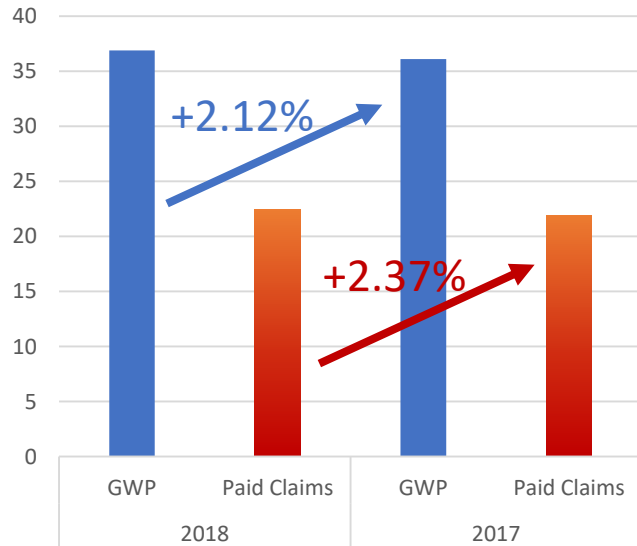




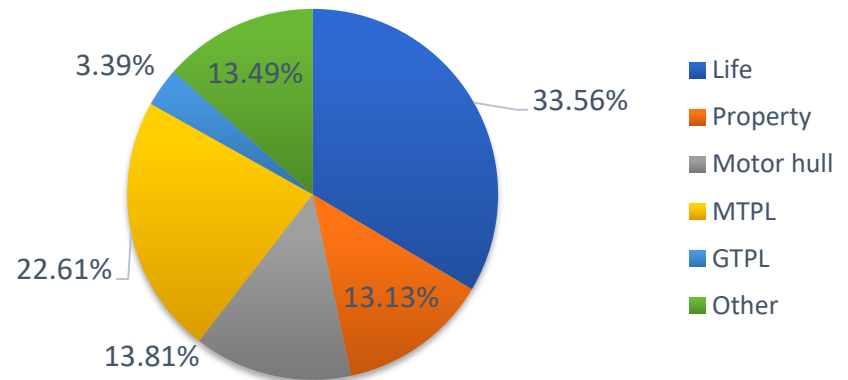
The CEE insurance market in 2018

GWP
EUR 36.9 billion
Paid claims
EUR 22.44 billion

- Stronger economic growth than in the EU28 or Euro Zone
- Main growth factors: domestic demand, and especially consumption, driven by falling unemployment and higher wages
- Growth drivers for insurance:
 - FDI and retail bank lending expected to increase in 2019/2020
 - Digital transformation



CEE - GWP & Paid Claims y-o-y evolution

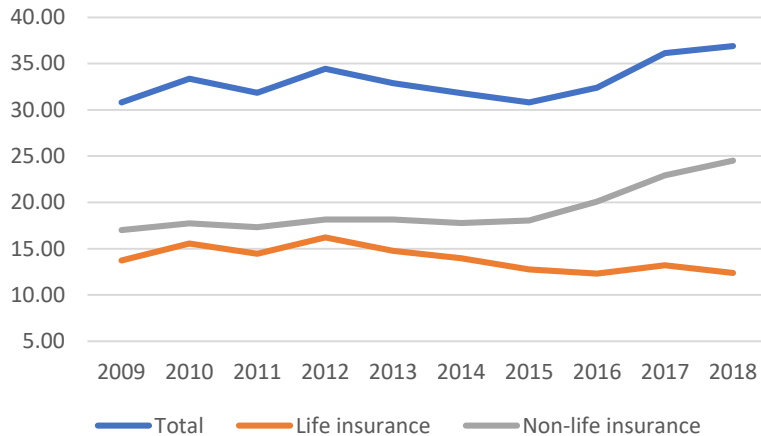


CEE - GWP portfolio 2018

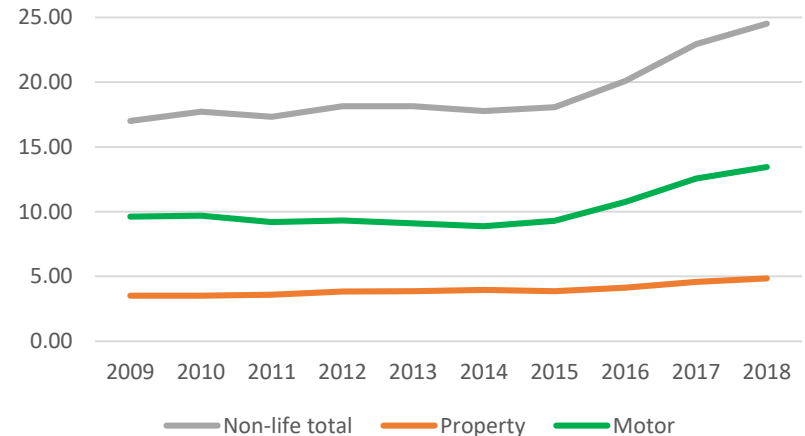


The CEE insurance market in 2009-2018

2009-2018 CEE insurance - GWP (EUR billion)

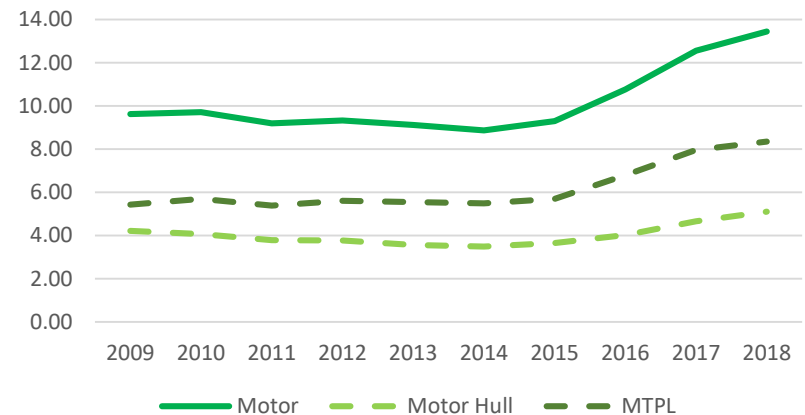


2009-2018 CEE non-life insurance (EUR billion)



- GWP: +10.5% over the last decade
- The Polish life insurance market and the MTPL regional business – the trendsetters
- Active M&A market – exits vs. expansion of other players
- Consolidation trend in many markets

2009-2018 CEE non-life insurance (EUR billion)





Romania – second largest country in the CEE

Population

~ 19.52 mil. inhabitants

2nd in the CEE, after Poland (37.98 mil. Inhabitants)
7th in the European Union

Area

~ 238,391 sq.km

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

Dwellings

~ 8.45 million

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

GDP

~ EUR 202.7 billion

3rd in the CEE, after Poland (EUR 492.2 billion) and Czechia (EUR 204.5 billion)

GDP/capita

~ EUR 10,383

10th in the CEE, after Slovenia (EUR 22,205), Estonia (EUR 19,459), Czechia (EUR 19,302) etc.



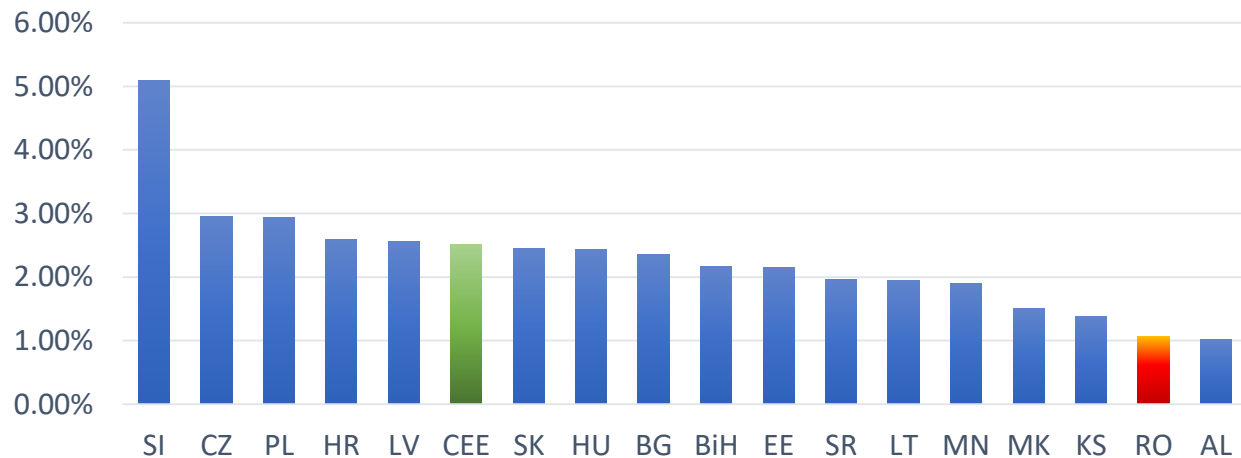
Romania – second largest country in the CEE

**Insurance penetration
1.07%**

EU average – 7.53% (2017 data)

CEE average – 2.51% (2018 data)

Decreasing from 1.13% in 2017



Insurance penetration in the CEE, 2018 data (% of GDP)



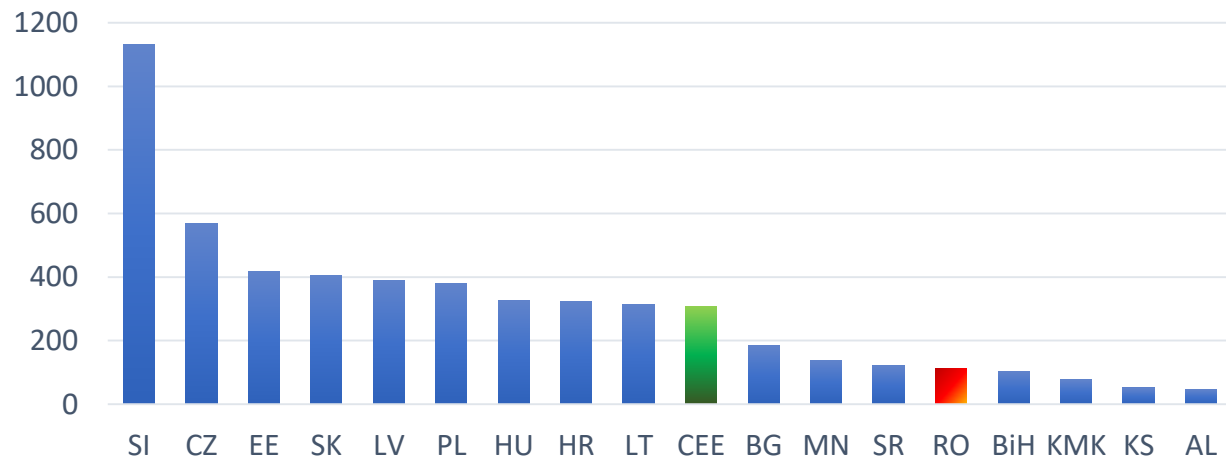
Romania – second largest country in the CEE

**Insurance
density
EUR 111**

EU average – 2,030 EUR (2017 data)

CEE average – 306 EUR (2018 data)

Up from 106 EUR in 2017



Insurance density in the CEE, 2017 data (EUR/capita)



Romania – in the CEE insurance landscape

TOTAL MARKET

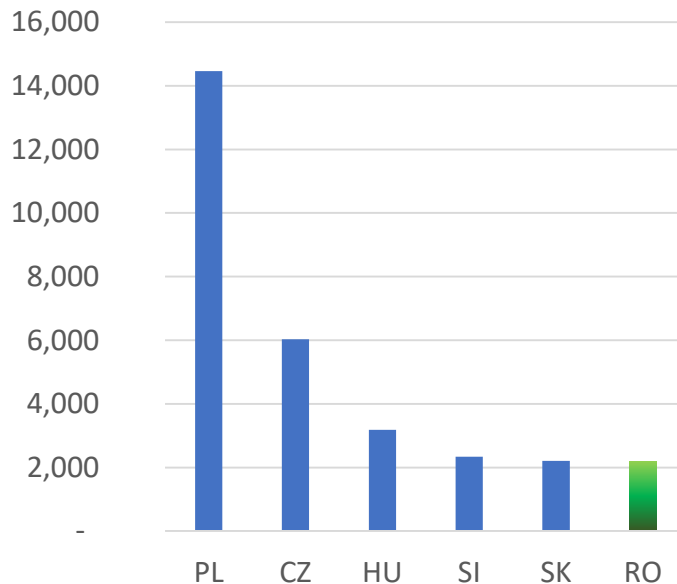
6th

2018

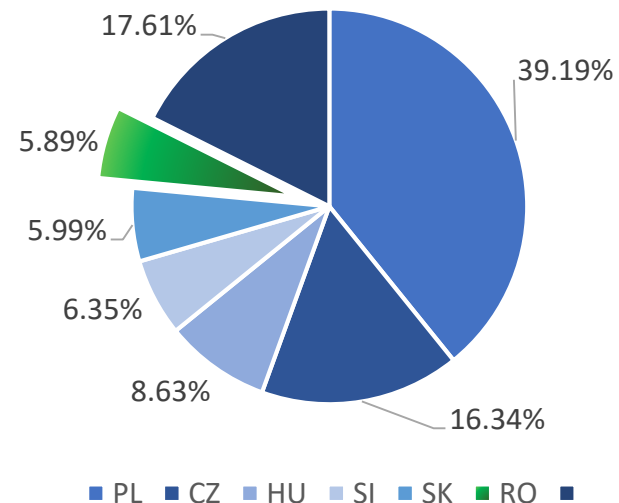
GWP: EUR 2.174.4 billion

Up 4.44 % y-o-y

Share in the CEE portfolio 5.9%



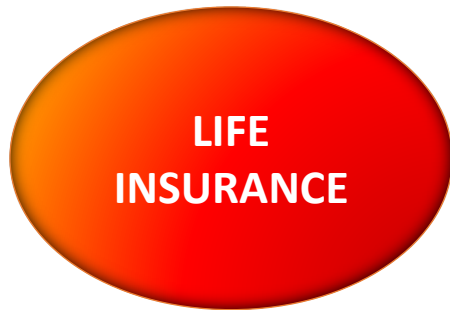
Top 5 CEE markets + Romania, 2018 GWP (EUR bil.)



Top 5 CEE markets + Romania, 2018 market shares (%)

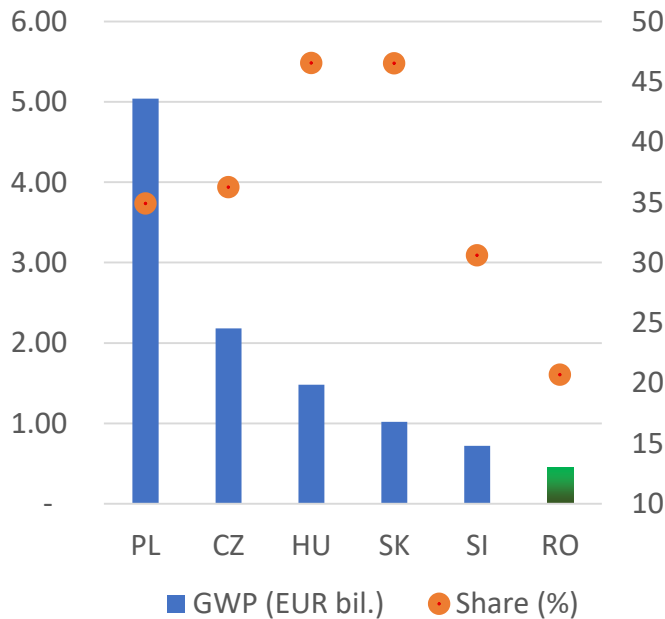


Romania – in the CEE insurance landscape

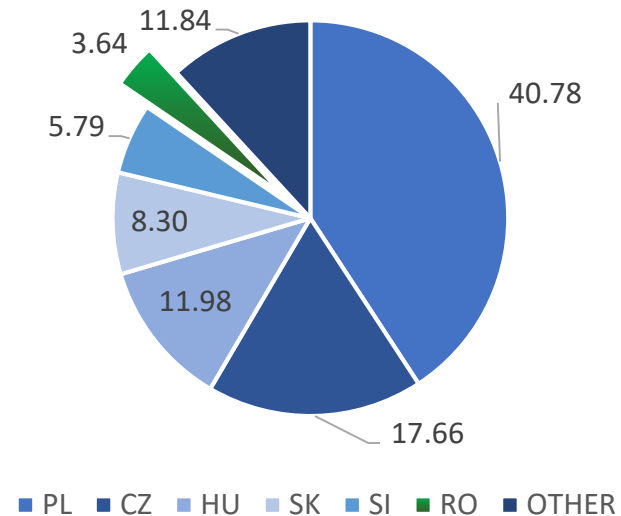


6th

2018
GWP: EUR 450.07 million
Up 4.2% y-o-y
Share in the portfolio 20.7%



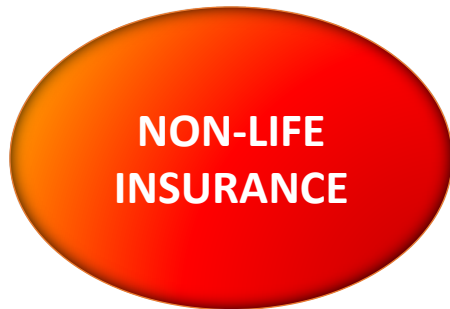
Top 5 CEE markets + Romania, 2018 GWP (EUR bil.)



Top 5 CEE markets + Romania, 2018 market shares (%)



Romania – in the CEE insurance landscape



3rd

2018

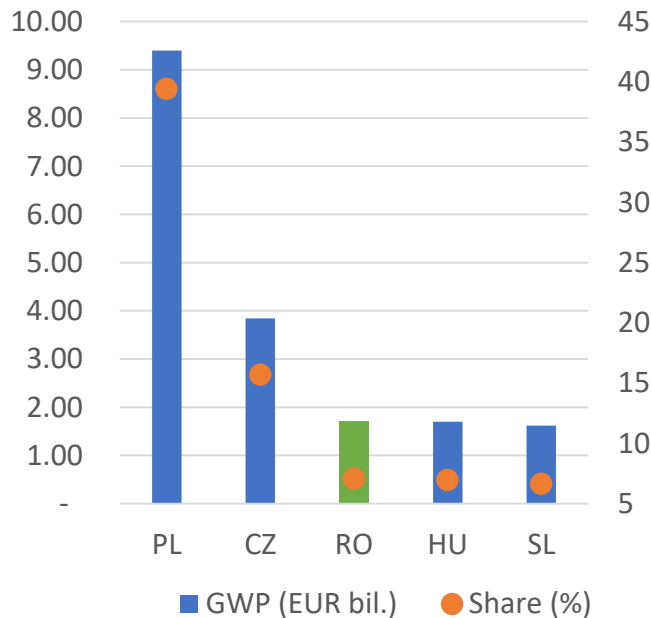
GWP: EUR 1.72 billion

Up 4.5 % y-o-y

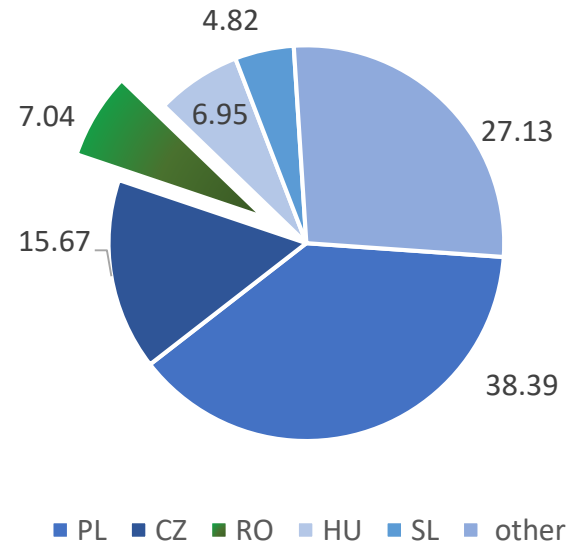
Share in the portfolio 79.3%

3rd largest MTPL & Motor Hull markets

4th largest property market



Top 5 CEE markets, 2018 GWP (EUR bil.)



Top 5 CEE markets, 2018 market shares (%)



Romania – in the CEE insurance landscape

Romania's position in the regional ranking – unchanged in the last decade

Behind potential:

- life insurance - <21% weight in the national portfolio, CEE average weight (33.5%);
- 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 insurance lines – the only lines ranking according to the insurable potential, although the Romanian Motor Hull segment has lost weight during the last decade



Good FIAR !