



## Executive summary

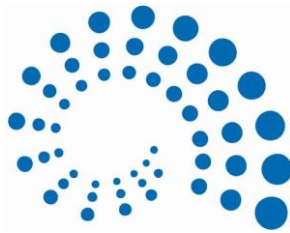
HAIC conducts a monthly survey of its member-companies regarding the premium production per line of business. The purpose is to estimate the rate of change per month and cumulatively for the latest recorded period (Q1, 1st semester, ...) in relation to the corresponding period of the previous year.

All insurance enterprises – members, which are established in Greece, participated, while the ones operating under freedom of service (F.O.S.) did not.

The current study aggregates the monthly premium of insurance enterprises for the year 2016 and compares it against the corresponding value for the same enterprises for the same period of 2015.

56 insurance enterprises responded, which accumulated 97.1% of premium (including policy fee) according to the insurance market's full data for 2015. From the above, 22 were active in Life insurance (99.9% market share) and 45 were active in the Non-life insurance (94.5% market share).

After the comparison of the responses to the survey of the above 56 enterprises with the corresponding ones for 2015 of the same enterprises, the following were concluded:



| Premium (mil. €)      | 2016            | Growth       |
|-----------------------|-----------------|--------------|
| <b>Life</b>           | 1,907.99        | +6.1%        |
| <b>Non-life</b>       | 1,875.53        | +3.1%        |
| <b>MTPL</b>           | 727.55          | -9.7%        |
| <b>Other Non-life</b> | 1,147.98        | +13.3%       |
| <b>Total</b>          | <b>3,783.52</b> | <b>+4.6%</b> |

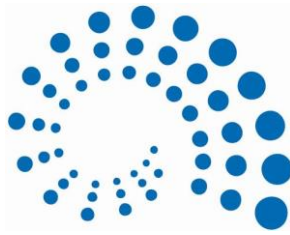
During 2016, premium for the most important insurance branches along with the respective growth in relation to 2015 was as shown in the following tables.

#### Important non-life branches

| €                                   | 2016           | Growth  |
|-------------------------------------|----------------|---------|
| <b>1. Accident</b>                  | 39,755,381.80  | +20.2%  |
| <b>2. Sickness</b>                  | 175,047,222.57 | +581.2% |
| <b>3. Land vehicles</b>             | 174,166,851.42 | -6.8%   |
| <b>8. Fire and natural forces</b>   | 344,657,871.43 | -2.8%   |
| <b>9. Other damages to property</b> | 102,334,423.93 | -1.9%   |
| <b>10. Motor vehicle liability</b>  | 727,551,546.79 | -9.7%   |
| <b>13. General civil liability</b>  | 77,793,904.31  | -0.9%   |
| <b>18. Assistance</b>               | 97,519,332.88  | +10.3%  |

#### Important life branches

| €  | 2016             | Growth |
|--|------------------|--------|
| <b>I. Life</b>                                   | 1,425,693,756.18 | +19.2% |
| <b>III. Life insurance linked to investments</b> | 271,456,698.06   | -16.8% |
| <b>VII. Management of group pension funds</b>    | 210,817,916.98   | +35.7% |



Due to change in classification of classes of insurance (implementation of law 4364 - Solvency II), not all data from January 2016 and onwards are comparable to the figures for previous periods (up to December 2015).

According to the law, premium of **IV.2."Health insurance"** (as previously recorded in Life insurance) is partitioned in the Non-life classes of **1."Accidents"** and **2."Sickness"**.

Therefore, the study of premium growth rate recorded in this report should take into consideration the reclassification of the operations as described above.