

Executive Summary

HAIC surveyed the Greek market regarding the premium production for the twelve months of 2013. 60 insurance enterprises-members responded, which accumulated 94.6% of premium (including policy fee) according to the insurance market's full data for 2012. From the above, 22 were active in Life insurance (98.8% market share) and 49 were active in the Non-life insurance (91.3% market share).

After the comparison of the responses to the survey of the above 60 enterprises with the corresponding ones for 2012 of the same enterprises for the corresponding period, the following were concluded:

| Premium (mil. €) | Q1-Q4 2013 | Growth |
|------------------|------------|--------|
| Life | 1,644.76 | -14.1% |
| Non-life | 2,198.38 | -5.5% |
| MTPL | 1,083.10 | -7.2% |
| Other Non-life | 1,115.29 | -3.7% |
| Total | 3,843.14 | -9.3% |

For the twelve months, premium for the most important insurance branches along with the respective growth in relation to 2012 was as shown in the following tables.



Premium Q1-Q4 2013

Important non-life branches

| € | Q1-Q4 2013 | Growth |
|------------------------------|------------------|--------|
| 3. Land vehicles | 234,152,344.00 | -10.6% |
| 7. Goods in transit | 21,846,403.08 | -5.5% |
| 8. Fire and natural forces | 396,363,578.22 | +1.1% |
| 9. Other damages to property | 127,152,671.53 | -3.8% |
| 10. Motor vehicle liability | 1,083,098,734.00 | -7.2% |
| 13. General civil liability | 76,747,855.90 | -2.5% |

Important life branches

| € | Q1-Q4 2013 | Growth |
|---|------------------|--------|
| I. Life | 1,177,986,084.31 | -6.5% |
| III. Life insurance linked to investments | 247,216,504.51 | -36.3% |