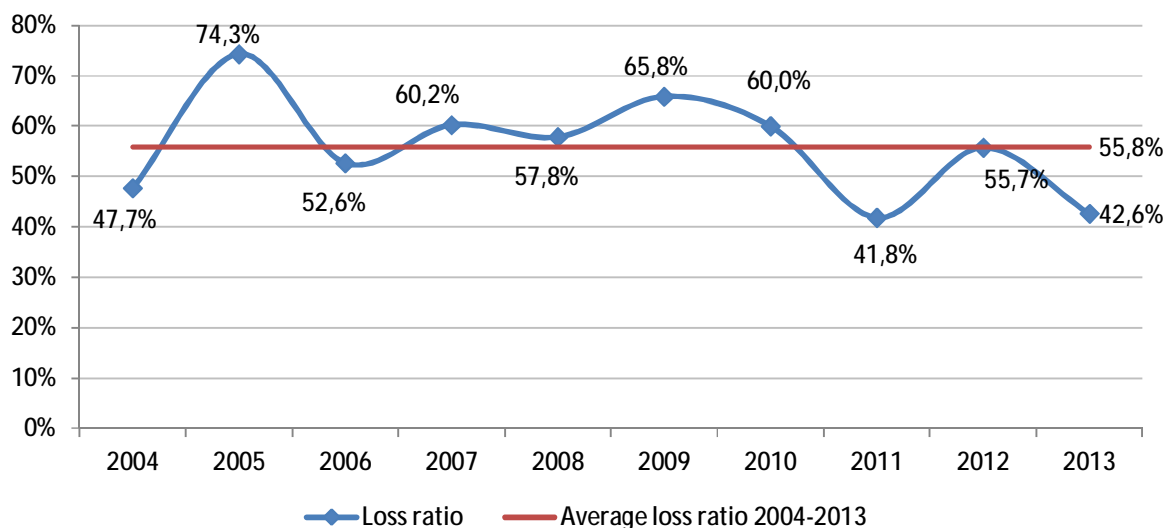




Executive summary

After HAIC's research in the yacht insurance branch, in which 19 insurance enterprises participated, written premium amounted at 10.0 million €, 3.3 million € of which covered the yachts' third party liability and policy fees amounted at 1.4 million €. Total premium (including policy fee) for hull and liability insurance (a portion of which is yacht insurance) is estimated at 16.8 million € for 2013.

The estimated loss ratio, on a calendar year basis, was 42.6% (55.7% in 2012) and the acquisition cost was 19.2% (from 18.2% in 2012). The percentage of the policy fee upon written premium averaged at 15.1%, from 13.9% in 2012. Similarly, in other Non-life insurance (Non life insurance excluding MTPL), loss ratio was 27.5% in 2012 and acquisition cost was 16.4%, while policy fee was 15.4%.





Most insured yachts are privately used, but the ones that are professionally used are overrepresented in the paid claims. When the yachts are divided according to the propulsion (sail or motor), it is found that the vast majority of them are motor propelled but sailing yachts are insured at a higher average value.

The main causes of claim payments are those of collision, machine breakdown and damage in the propulsion system. Average claim filed was dropped from 12.3 thousand € to 7.7 thousand €. Highest average claim payments were identified in the cases of stranding, machine breakdown and damage in the propulsion system.

When the data of the claims payments are studied, it is deduced that the yacht insurance loss ratio is estimated at an average of 42.9% for the last five years (2009-2013).