



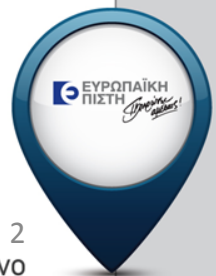
CORPORATE PRESENTATION
APRIL 2016

EUROPEAN RELIANCE SA

INDUSTRY

2015 RESULTS

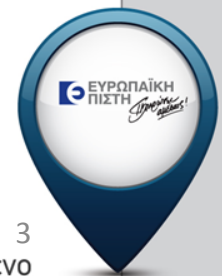
- This presentation contains forward-looking statements which are based on current expectations and assumptions about future events. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond European Reliance Insurance Company's ability to control or estimate precisely.
- You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. European Reliance Insurance Company does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.



EUROPEAN RELIANCE SA

INDUSTRY

2015 RESULTS



COMPANY HIGHLIGHTS

An **Independent** Insurance Group

Portfolio includes **all segments** of Insurance Products

Founded **38** years ago

96 Offices Around Greece

Sales Network of **5.000** Agents

405 Employees



COMPANY

Company Profile

- EUROPEAN RELIANCE GENERAL INSURANCE CO. S.A. is a fully fledged insurance company, being active in most segments of insurance services.
- It offers full coverage to both individuals and companies via innovative insurance products that are effectively tailored to market needs.
- It invests in new technologies aiming to improve client relationships, conduct effective risk management and accommodate market growth.
- It counts more than 5.000 agents in its sales network throughout Greece, who serve the needs of 500.000 customers
- It serves the needs of more than 500.000 customers.

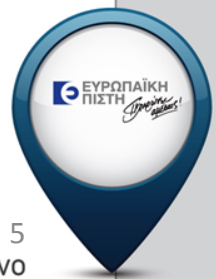
Vision-Mission-Values

Company's **mission** to offer superb insurance services is supported by the **principles** of:

- Continuous improvement in a wide range of insurance services
- Successful business development in new markets
- Ensuring the feeling of trust and security among client base
- Employing capable human resources identified with the company's mission and goals
- Decision-making that is fully reflective to customer needs and market dynamics

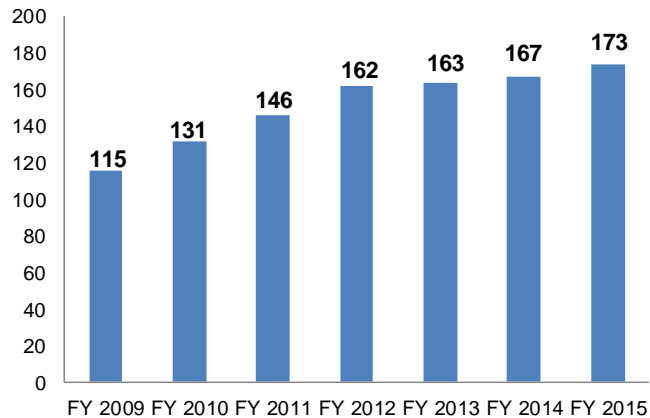
..while its **vision** is twofold:

- Become No.1 insurer across all market segments
- Maximize value and benefits for all stakeholders, namely customers, shareholders, employees, management

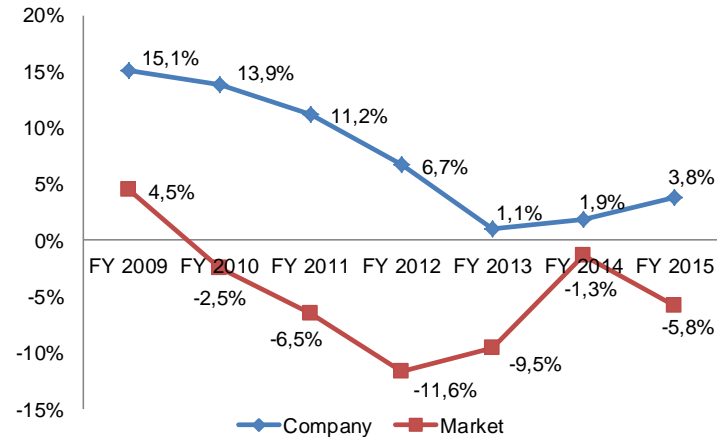


THE COMPANY - PREMIUMS HAVE BEEN INCREASING DURING 2009-2015

Gross Premiums (EURm)



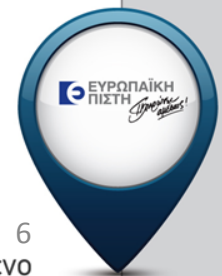
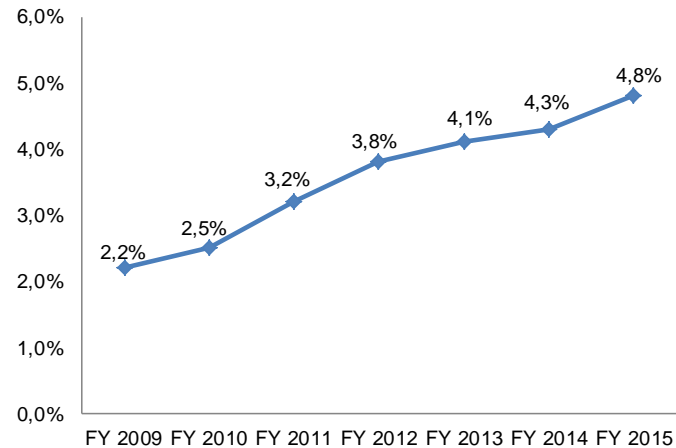
Company Vs. Market Growth



Remarks

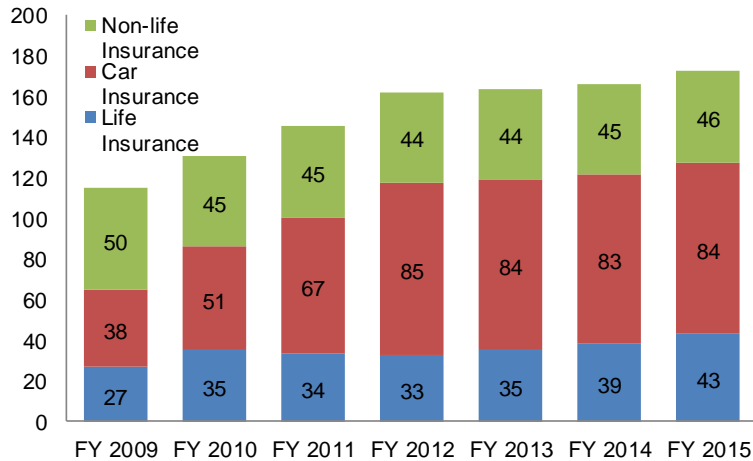
- Due to its strong capital and market position the company **increased network agents and written premiums**
- The company's strategy to focus solely to agents was successful
- The company had positive growth despite the difficult market environment. During 2009-2015, European Reliance has **grown its Premiums by 50%**
- European Reliance has **doubled** its market share the last 6 years.

Market Share

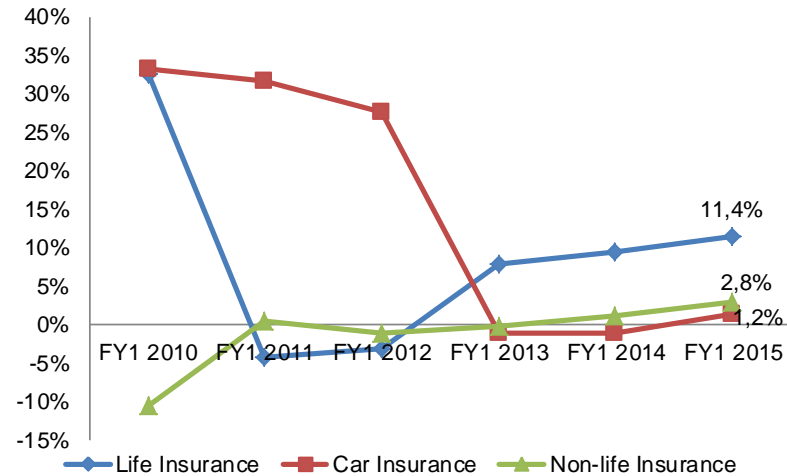


THE COMPANY – CAR PREMIUMS WAS THE GROWTH DRIVER OF REVENUES- LIFE PREMIUMS CONTINUE TO INCREASE

Gross Premiums and Related Revenue (EURm)

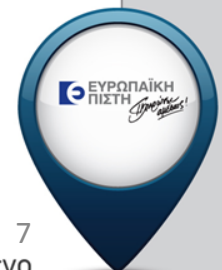


Gross Premium Growth

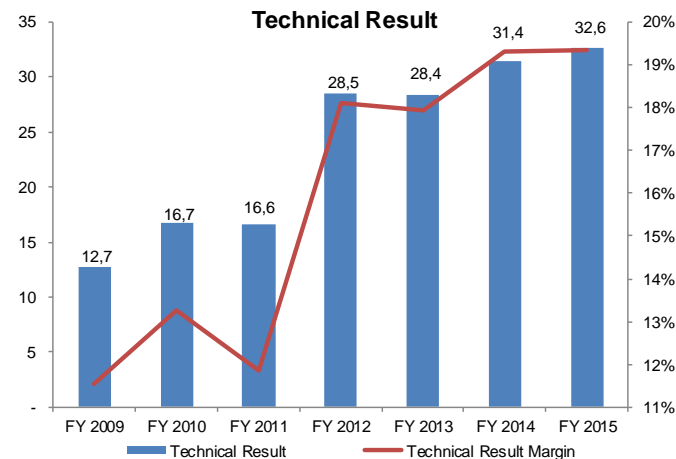
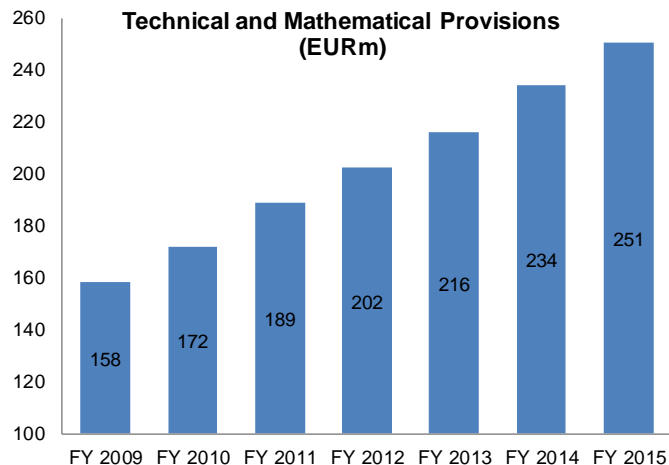
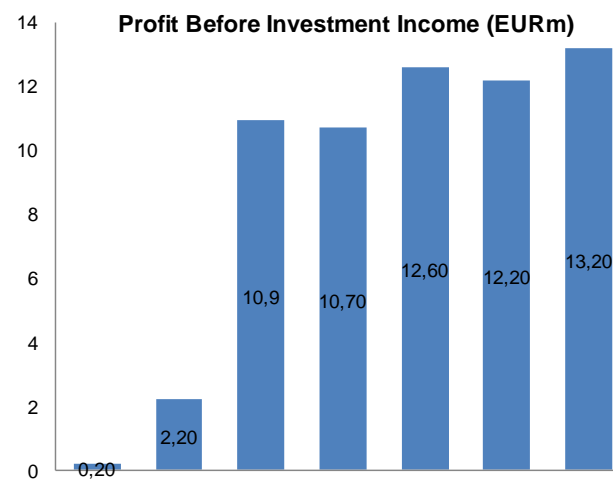
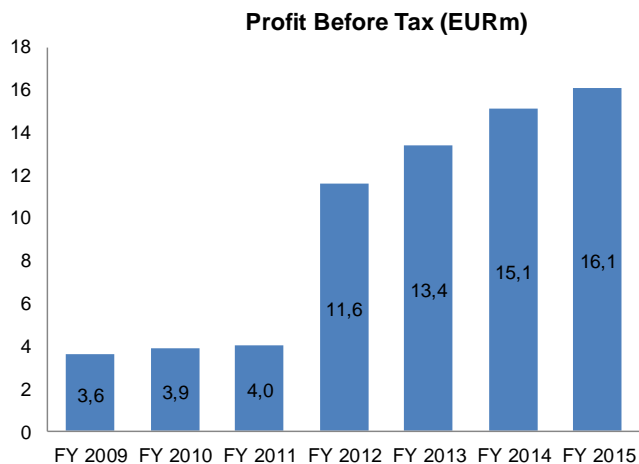


Remarks

- The company increased its premiums on Life and Non-life insurance despite the decrease in the overall sector
- The company managed to achieve profitable growth in the car premiums despite the significant decrease of the Greek Insurance Market (-13,7%)

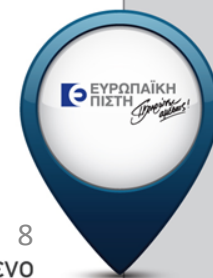


THE COMPANY – PROFITABILITY AND TECHNICAL PROVISIONS (EURm)

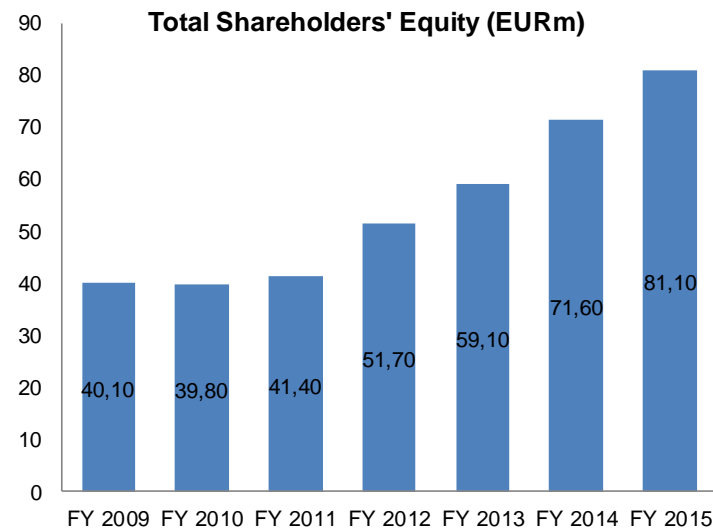
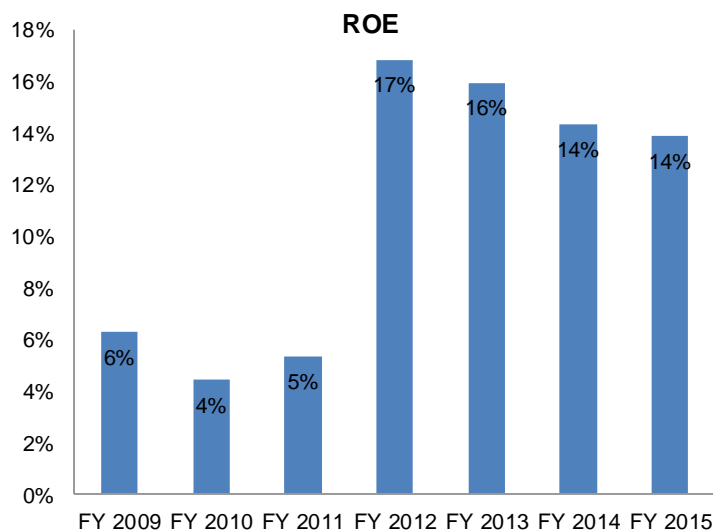


Remarks

- Profitability before investment income was positive during the last 6 years due to
 - Better Loss Ratios, especially in Cars (and decreased commissions)
 - Cost control in general administrative and selling expenses
- 2011 Pre-tax Income was affected by the PSI although the company paid dividend.

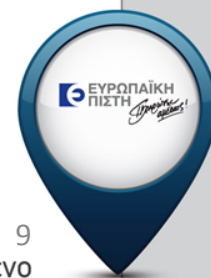


THE COMPANY – CAPITAL ADEQUACY AND RETURNS



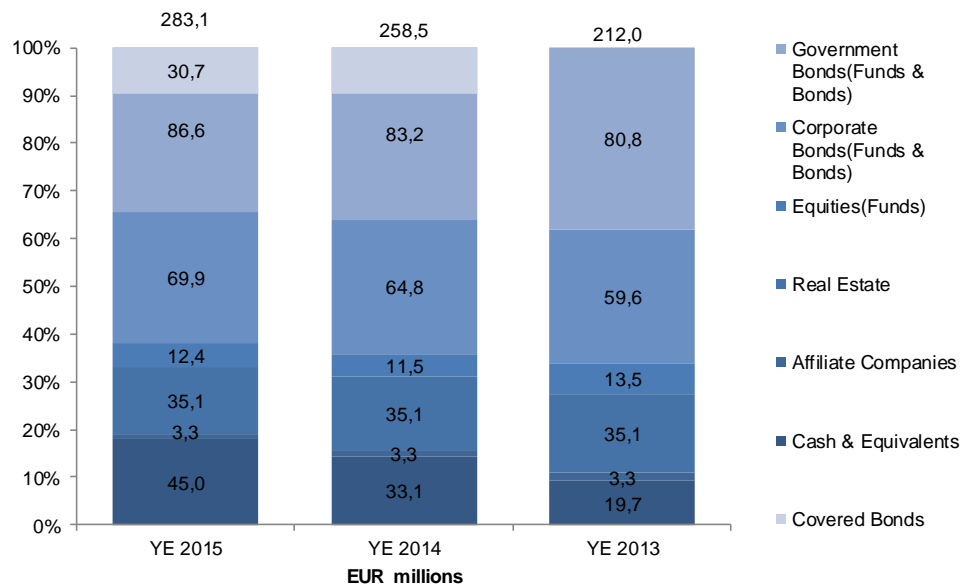
Remarks

- Capital has been increasing steadily due to underlying profitability and positive investment returns. In 2015 the total Shareholders' Equity increased by 13,3 %.
- 2011 RoE was affected by the PSI.



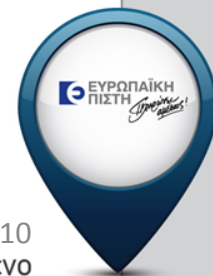
THE COMPANY – INVESTMENT PORTFOLIO

EURm	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
Investment Income & Other	2,0	2,6	2,8	2,8	3,8	3,8	3,7
Real Estate Income	1,4	1,4	1,4	1,2	0,7	0,7	0,7
Total Investment Income	3,4	4,0	4,2	4,0	4,5	4,5	4,4
Profit/Loss From Sale of Investment	0,5	0,1	-1,4	-0,1	-0,8	-1,6	-0,7
Profit/Loss From Valuation Adjustments	-0,5	-2,4	-9,8	0,0	0,0	0,0	-0,8
Total Investment Profit/Loss	3,4	1,7	-7,0	3,9	3,7	2,9	2,9



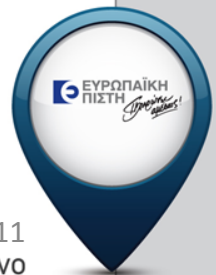
Remarks

- Investment management with clear reporting and decision-making structure
- Targeted Asset Allocation is reviewed every six months by the BoD
- Investment portfolio is optimized for Solvency II
- Target Bond Portfolio Rating: AA-
- Long-term target: Reduce Real Estate investments due to Solvency II capital risk.
- Company managed to absorb completely all the losses as a result from its exposure to Greek assets (PSI in 2011).



THE COMPANY – GOING FORWARD

- **Focus on increasing market share while maintaining profitability**
 - Expand Agents Network
 - Focus on Health and Life products
 - *Profitably* increase market share in car insurance
 - Focus on product cross selling
- **Strengthen company's operations**
 - Improve back office operations through automation and procedure optimization
 - Implementation of Customer/Agents CRM
 - Reduce Insurance Fraud through SAS Fraud detection systems
 - Total redesign of IT systems through SOA platforms
 - Change Procedures & IT Systems for collections.



THE COMPANY – GOING FORWARD: SOLVENCY II

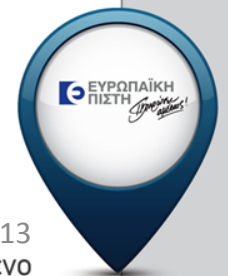
- The company has been working towards Solvency II since 2010:
 - It has successfully participated in all European Stress Tests. (QIS5, LTGA)
 - Based on the current standards the company is fully capitalized for Solvency II
 - It has already implemented most of the system requirements and compliance procedures required by Solvency II:
 - Created Internal Control and Regulatory Compliance departments
 - Experienced Internal Audit Team
 - Compliance Officer
 - Strong Risk Management Committee
 - New IT platform (RV Solvency) for measuring regulatory capital needs (Pillar I) has been successfully implemented.



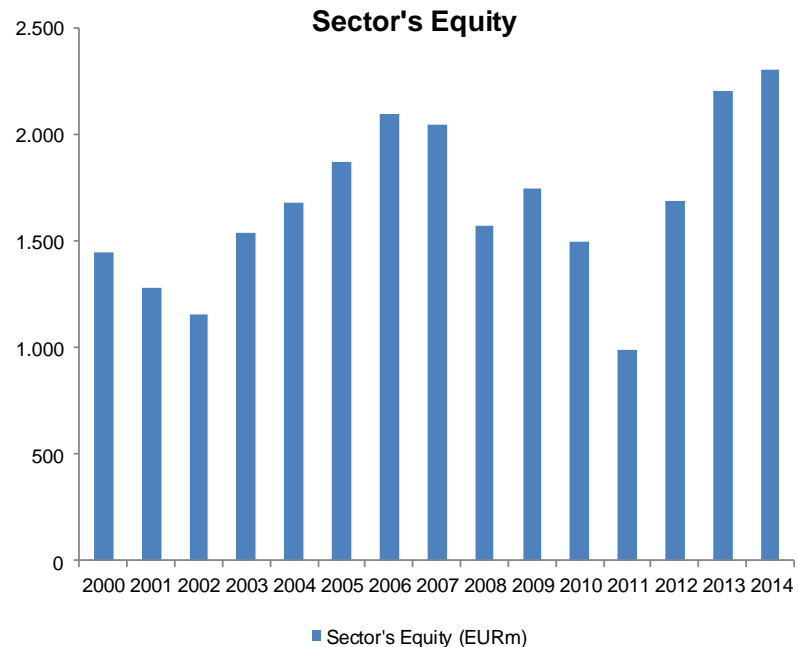
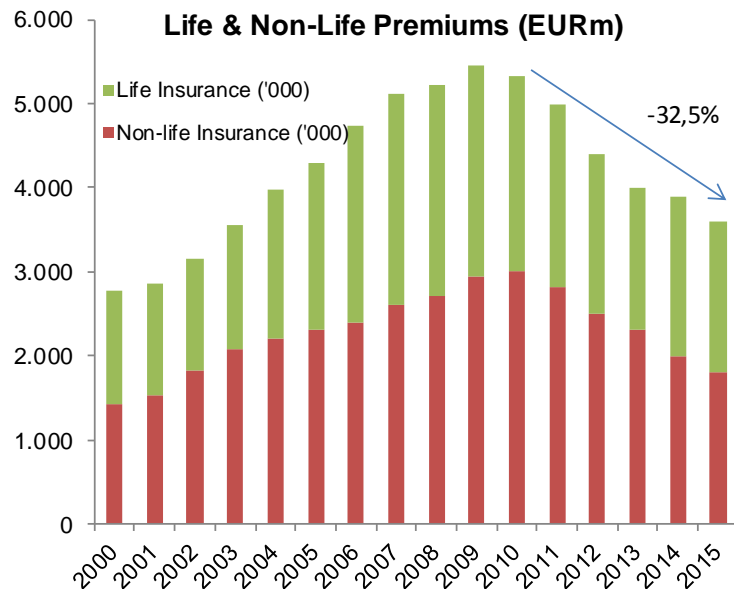
EUROPEAN RELIANCE SA

INDUSTRY

2015 RESULTS

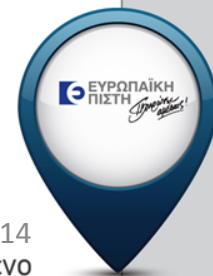


THE INSURANCE SECTOR WAS AFFECTED BY THE ECONOMIC CRISIS

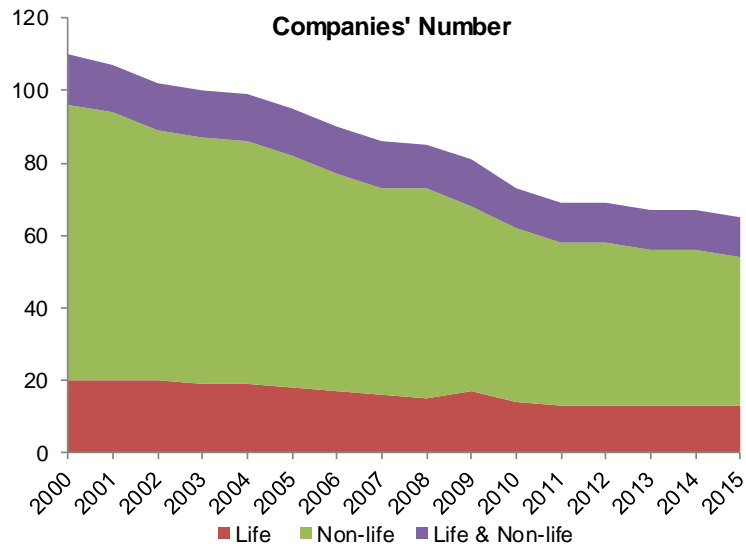


- Total premiums decreased by 5,8 % in 2015 (est.) vs 2014:
 - Life premiums decreased by 3,9 %
 - Non-life premiums decreased by 7,6 %
- Premiums decreased by 32,5% since 2010 market's peak:
 - Life premiums decreased by 22,3 %
 - Non-life premiums decreased by 40,3%.

- Sector's capital was affected by PSI and low profitability
- All major insurance groups had to recapitalize
- European Reliance did not need to recapitalize as it held limited exposure in GGBs.

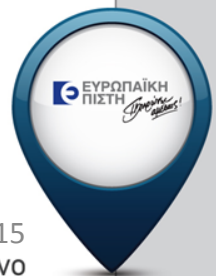


LONG TERM POTENTIAL - FRAGMENTED SECTOR DESPITE CONSOLIDATION



Market Share (on gross premiums)		
2015 e		
	Life Insurance	P&C Insurance
Top 5	77,1%	39,2%
Top 10	93,1%	64,8%
Top 15	99,5%	82,4%

- The number of Insurance Companies has remained stable in 2015
- Today (12/31/2015) there are still 65 insurance companies
- Non-life sector is fragmented whereas Life sector is quite concentrated.



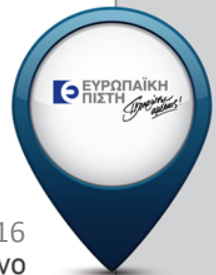
LONG TERM POTENTIAL - REGULATION AND OTHER CONSIDERATIONS

Less Government & More Private Sector Involvement in Pension & Health

- Greek population relied on government for pension, health and major casualties (earthquake e.t.c.)
- Due to the Financial Crisis, reliance on government will gradually diminish and the need for **private** health and pension insurance schemes will increase.

Regulation & Transparency

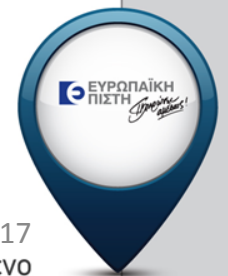
- Solvency II will further strengthen the sector and improve competition. It has 3 Pillars:
 - Pillar I: Quantitative Requirement – Financial Requirements
 - Pillar II: Supervisor Review – Internal Assessment of Risks and Controls
 - Pillar III: Disclosure Requirements – Disclose Information to Risk & Capital
- New Regulation (BoG Decision 30&31) which started in 2014 requires the pre-payment of insurance premiums. This has:
 - Increased liquidity of insurance sector (receivables (est) currently over 1 billion)
 - Reduced significantly sector's provisions



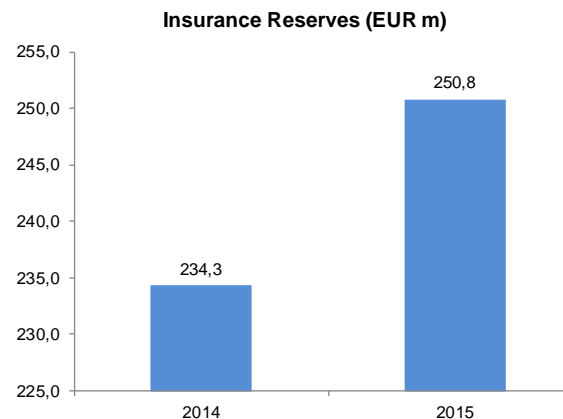
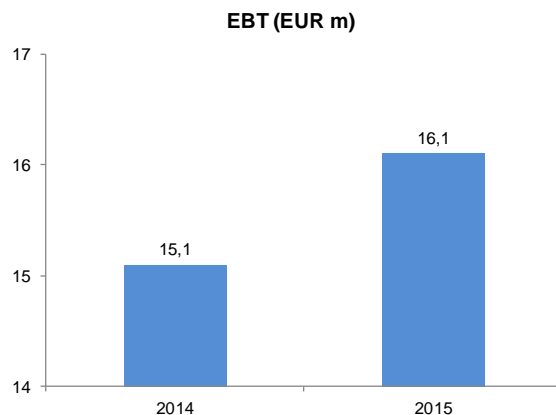
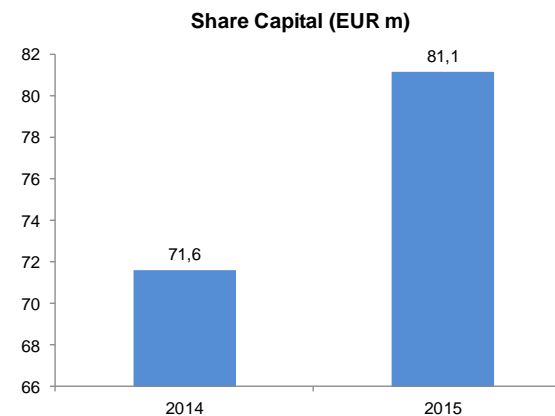
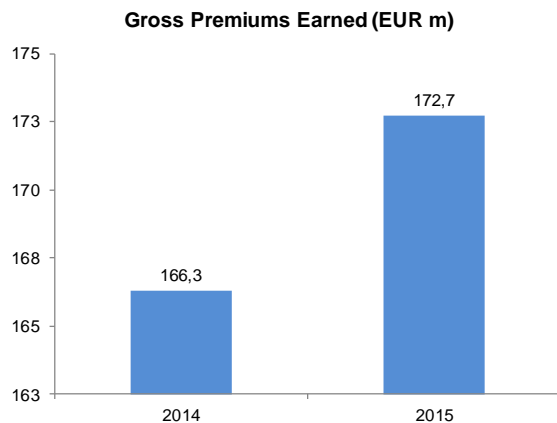
EUROPEAN RELIANCE SA

INDUSTRY

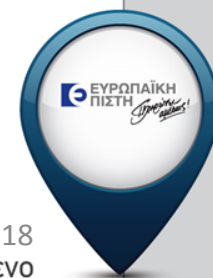
2015 RESULTS



EUROPEAN RELIANCE RESULTS - HIGHLIGHTS

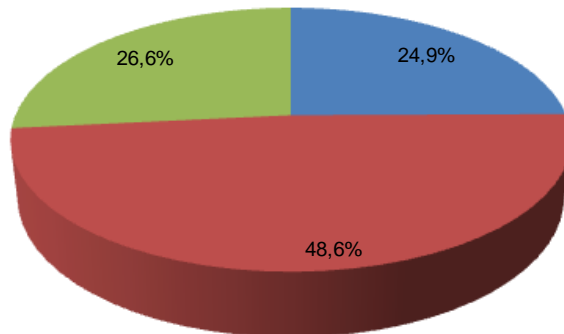


- Gross Premiums increased by 3.8% to €172.7 m while the Greek sector dropped by more than 5,8%
- EBT reached EUR16.1m in 2015 vs EUR15.1m in 2014 due to the increase in the Gross Premiums (6.4 m), decrease of Premiums ceded to reinsurers (0,9 m) and decrease of the other expenses (1,2 m)
- Technical Provisions increased by 7.0% to EUR250.8m in 2015



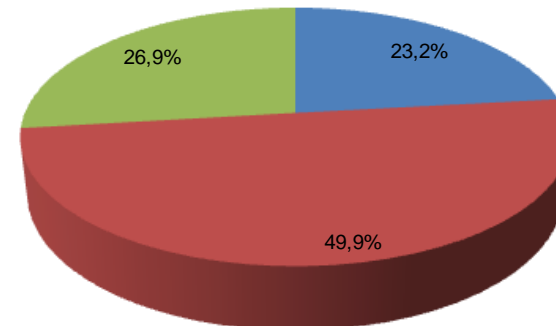
PREMIUMS HIGHLIGHTS

Revenue Breakdown FY2015



■ Life Insurance ■ Car Insurance ■ Other Insurance

Revenue Breakdown FY2014



■ Life Insurance ■ Car Insurance ■ Other Insurance

Remarks

- Life premiums increased as the company focused on health and life products.
- Price competition was aggressive in car insurance but the company managed to maintain its pricing power and increase the net profit from the car insurance sector



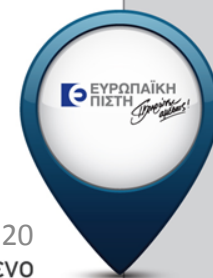
COST AND OPERATING PROFITS ANALYSIS

Expenses Breakdown (EURm)	FY 2014	FY 2015	% change
Benefits and claims paid - Net retention	70,3	70,7	0,6%
Commissions	39,1	40,2	2,8%
Change in insurance reserves - Net retention	16,8	21,4	27,4%
Administrative Expenses	9,9	10,7	8,1%

Profitability	FY 2014	FY 2015	y-o-y Change
EBT (EURm)	15,1	16,1	6,6%
EBT margin %	9,1%	9,3%	2,7%
Net Profit (EURm)	10,2	11,0	7,8%
Net profit margin %	6,1%	6,4%	3,8%

Remarks

- Total Commissions increased by 2,8% due to the increase in premiums
- EBT increased by 6,6 % due to increase in the Gross Premiums, decrease of Premiums ceded to reinsurers and decrease of the other expenses
- Net Profit Margin increased by 3,8%.

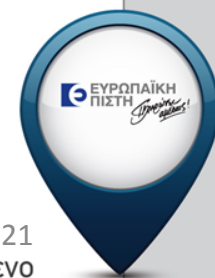


BALANCE SHEET

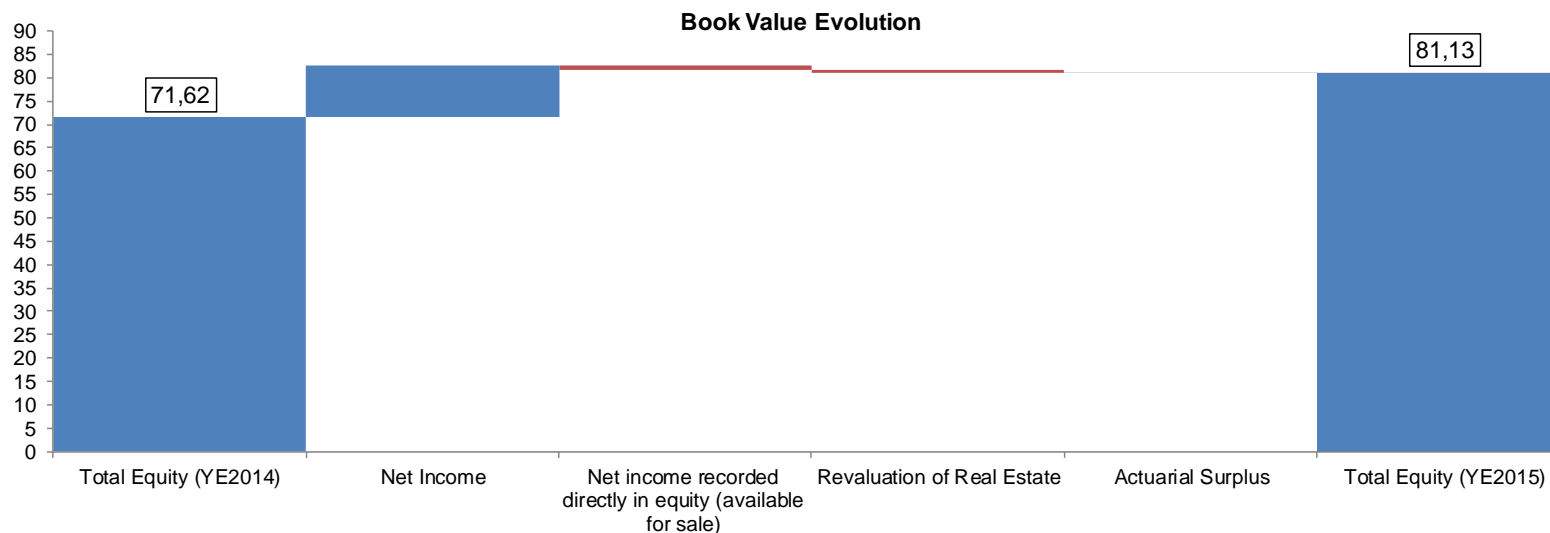
Assets (EURm)	FY 2014	FY 2015
Intangible Assets	0,40	0,60
Investments	234,67	253,10
Fixed Assets	35,00	33,30
Receivables	23,52	25,10
Other Assets	36,22	42,86
Total Assets	329,81	354,96
Liabilities & Equity (EURm)	FY 2014	FY 2015
Shareholders' Equity	71,60	81,10
Insurance Reserves	234,30	250,80
Other Liabilities	23,91	23,06
Total Liabilities & Equity	329,81	354,96

Remarks

- Increase Shareholders' Equity by **13,2%**
- Increase in Portfolio Investments (larger asset base)
- Increase in investments
- Lower value attributed to Fixed Assets (due to depreciations of real estate and impairment of assets)
- Low receivables rates (see above BoG Decision 30&31)



SHARE CAPITAL EVOLUTION (EURm)

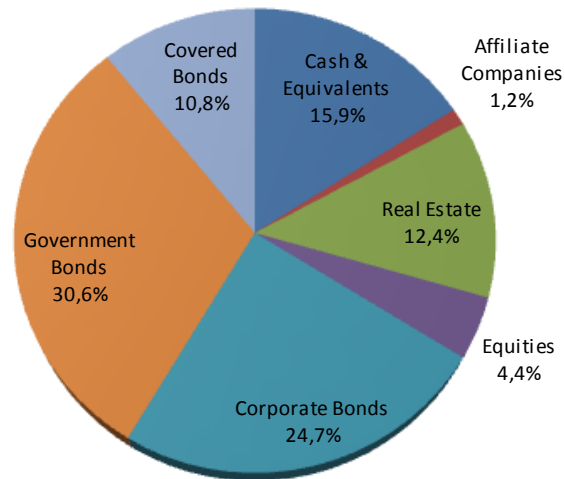


Remarks

- Net income and gains from Equity and Bonds positively affected shareholder's capital
- The company did a revaluation of real estate of -0,684 m €. (certified real estate estimator report 12/31/2015)
- The Net Income recorded directly in equity is -0,981 m €.



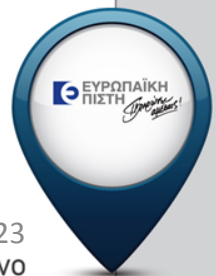
INSURANCE INVESTMENT PORTFOLIO



EURm	FY 2014	FY 2015
Investment Income & Other	3,80	3,70
Real Estate Income	0,70	0,70
Total Investment Income	4,50	4,40
Profit/Loss From Sale of Investment	-1,60	-0,70
Profit/Loss From Valuation Adjustments	0,00	-0,80
Total Investment Profit/Loss	2,90	2,90

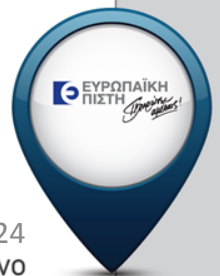
Remarks

- Total investment Portfolio stood at EUR283,1m in 2015 vs EUR258,6m in 2014
- Increase due to inflows, interest income and capital gains.
- Rating of Bond Portfolio: AA-
- Duration of Bond Portfolio: 4,64 years
- Real Estate income remained stable
- Valuation Adjustments refers mainly to Real Estate revaluation.

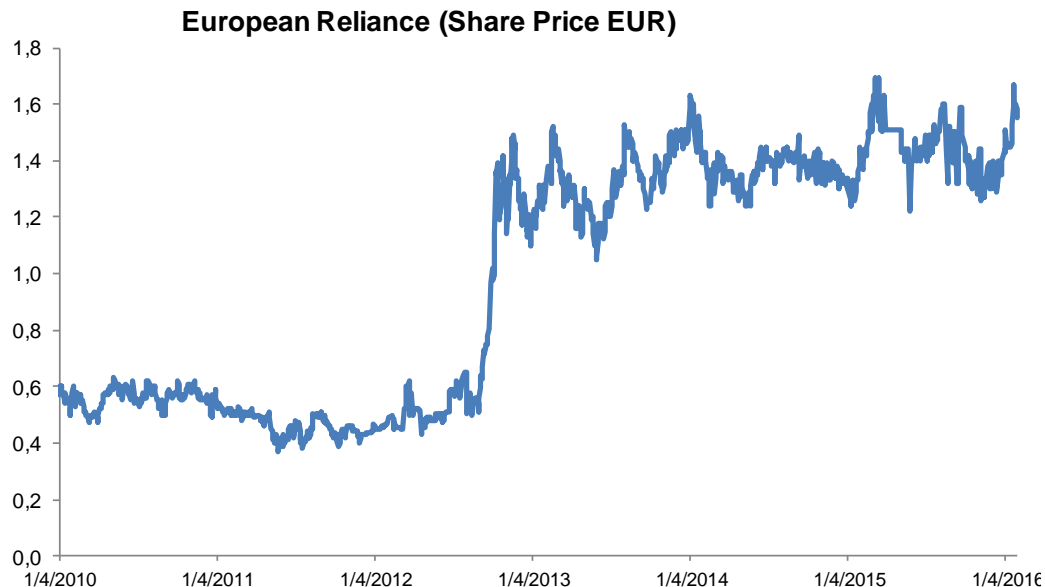


2016 COMPANY GUIDANCE

- Written Premiums Growth by 5,4%
 - Decrease of General Expenses by 0,5%
 - Increase organic profitability and investments
-
- The Board of Directors proposed a dividend of 0,06 € per share, for 2015 financial year.



SHARE PRICE



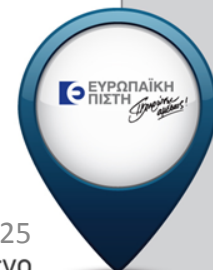
Bloomberg : EUPIC GA
Stock Exchange: Athens Stock Exchange
Number of Shares: 27.503.677
EPS 2015: 0.40 Euros
BVPS 2015: 2.90 Euros

Contact

Mr.Stefanos Verzovitis, General Manager of Finance & Administration
sverzovitis@europisti.gr

Mr.Thomas Konstantinidis, CEO of European Reliance Asset Management
tkonstantinidis@europistiaedak.gr

Mr. George Gkouskos, Financial Controller & Investor Relations Manager,
European Reliance S.A.
ggkouskos@europisti.gr





CORPORATE PRESENTATION
APRIL 2016