



Euler Hermes Emporiki

We protect your business transactions

July 2010



EULER HERMES
Emporiki

Agenda

1 Our business

2 Euler Hermes Emporiki

3 About Euler Hermes

4 Our competitive advantages

Our business

- We insure the payment of trade receivables
- We help businesses to select the right customers and move safely into new markets
- We offer an insurance policy including three services
 - Risk prevention
 - Debt collection
 - Claims payment

1 Our business

2 Euler Hermes Emporiki

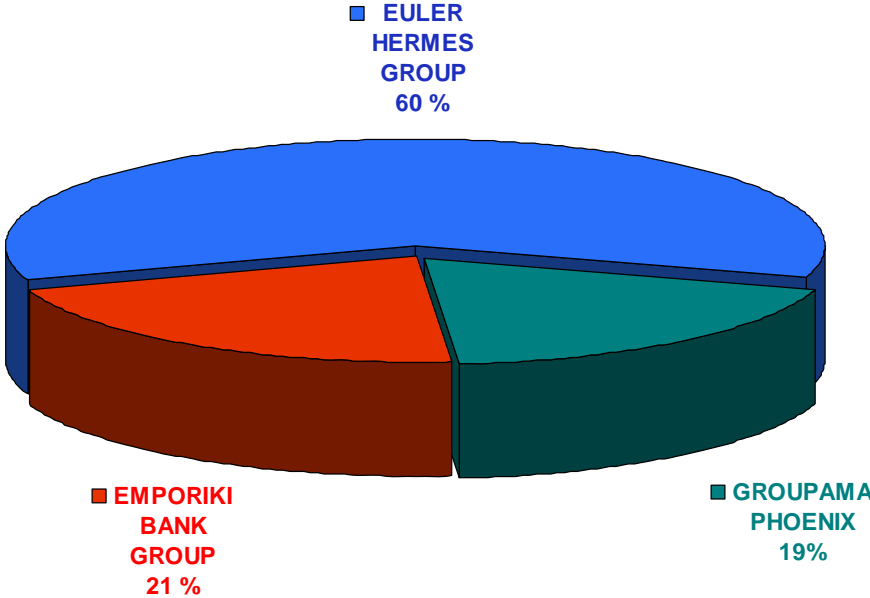
3 About Euler Hermes

4 Our competitive advantages

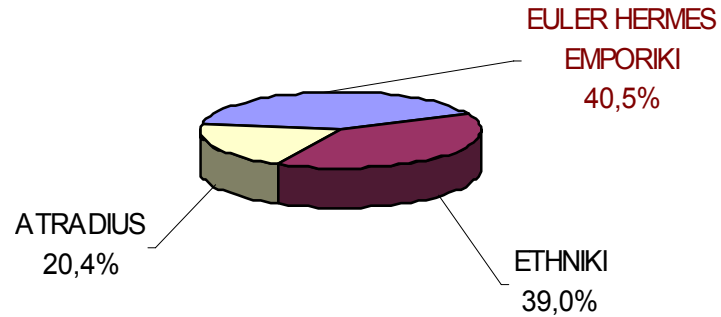
Euler Hermes Emporiki

- Founded in 1996, by Euler Group, Hermes Group and Emporiki Bank Group, under the name Phoenix Credit Insurance
- A member of Euler Hermes Group since 2004, under the name Euler Hermes Emporiki

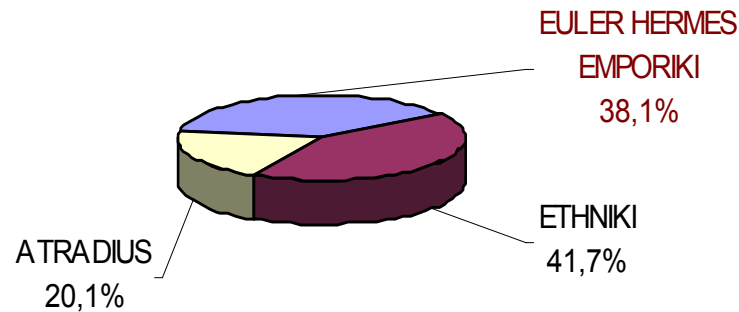
The Shareholders of EH Emporiki



Market shares 2007 in Greece



Market shares 2006 in Greece



Organization of the company

- Central offices in Athens
- Regional offices in Thessaloniki, Northern Greece
- 56 staff members
- EH Emporiki underwrites and monitors buyers in Greece and Cyprus, on behalf of EH Group

Key points

Positioning / Market share

- EH Emporiki provides nearly 40% of all trade credit insurance in Greece

Products offered

- Whole Turnover policy, World policy, S.M.E. policy

Expertise

- Credit insurance (including debt collection services)

Market characteristics

- Small, medium and large companies in all industry sectors

1 Our business

2 Euler Hermes Emporiki

3 About Euler Hermes

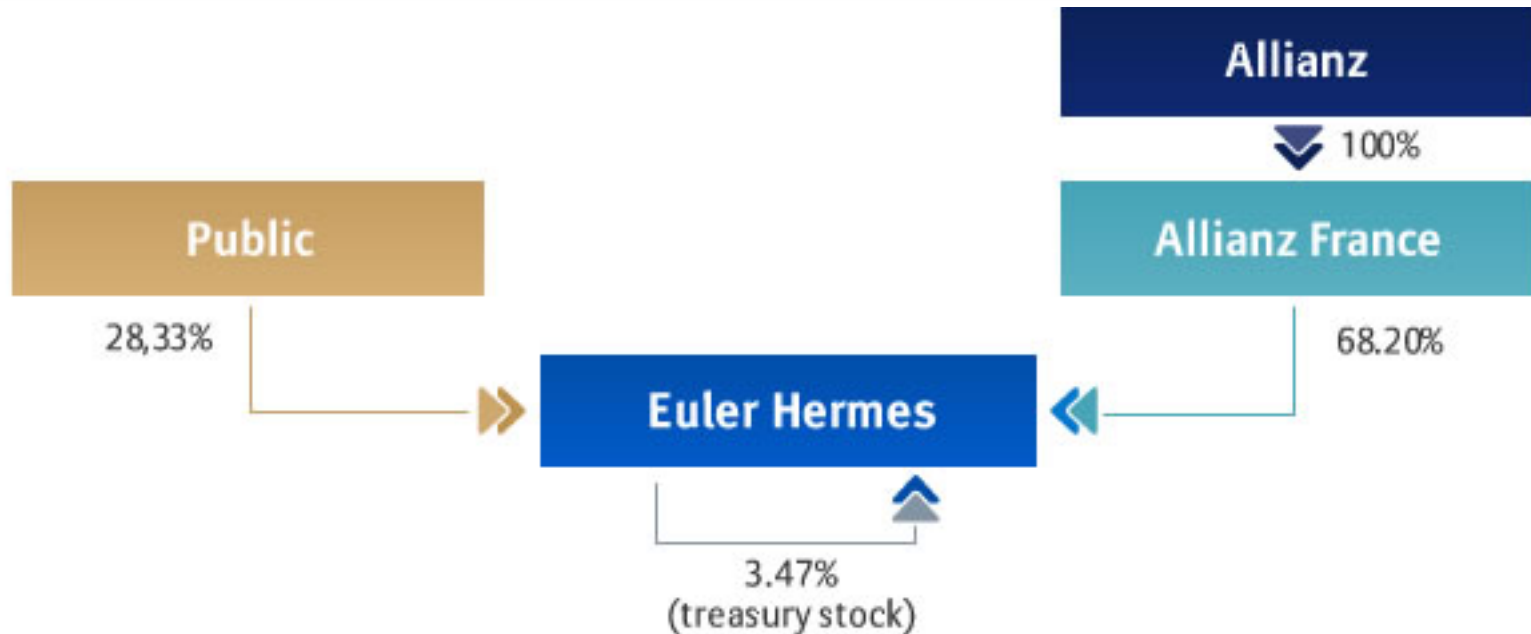
4 Our competitive advantages

Key figures 2010

- Global leader in credit insurance with **36 %** market share
- **2.1 billion euros** consolidated turnover
- **57,000** clients worldwide
- **700 billion euros** of business transactions protected worldwide
- **40 million** companies monitored in the risk database
- **19,000** credit limit requests per day
- In average, **82 %** of requests are processed in 48h or less
- Presence in **over 50** countries on 5 continents
- **6,209** staff worldwide
- **AA-** financial rating by Standard & Poor's

Shareholding structure (at 31 Dec. 2009)

Euler Hermes is listed on the Paris Stock Exchange since April 2000 (ELE.PA)



Euler Hermes global offices network

Presence in over 50 countries across five continents

Argentina

Australia

Austria

Bahrain

Belgium

Brazil

Canada

China

Chile

Colombia

Czech Republic

Denmark

Finland

France

Germany

Greece

Hungary

India

Indonesia

Ireland

Israel

Italy

Japan

Kuwait

Luxembourg

Malaysia

Mexico

Morocco

Netherlands

New Zealand

Norway

Oman

Philippines

Poland

Portugal

Qatar

Romania

Russia

Saudi Arabia

Singapore

Slovakia

South Africa

South Korea

Spain

Sweden

Switzerland

Taiwan

Thailand

Tunisia

Turkey

UAE (Emirates)

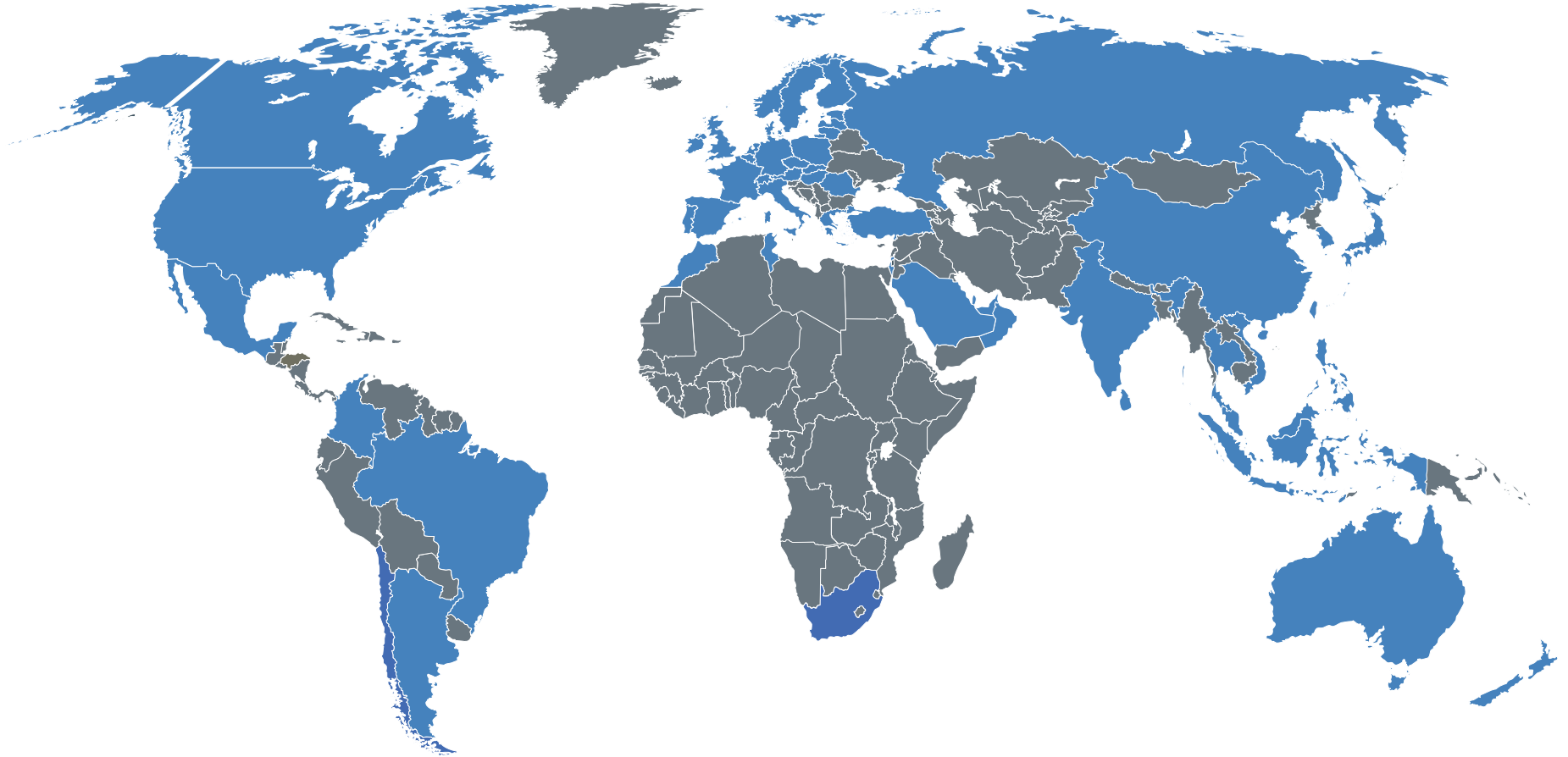
United Kingdom

United States

Vietnam

▶ Your trade receivables management partner, wherever you do business

Euler Hermes Presence



 Euler Hermes presence in 2010

Global Credit Insurance Market

Market shares – total market volume € 4,608 bn

Others

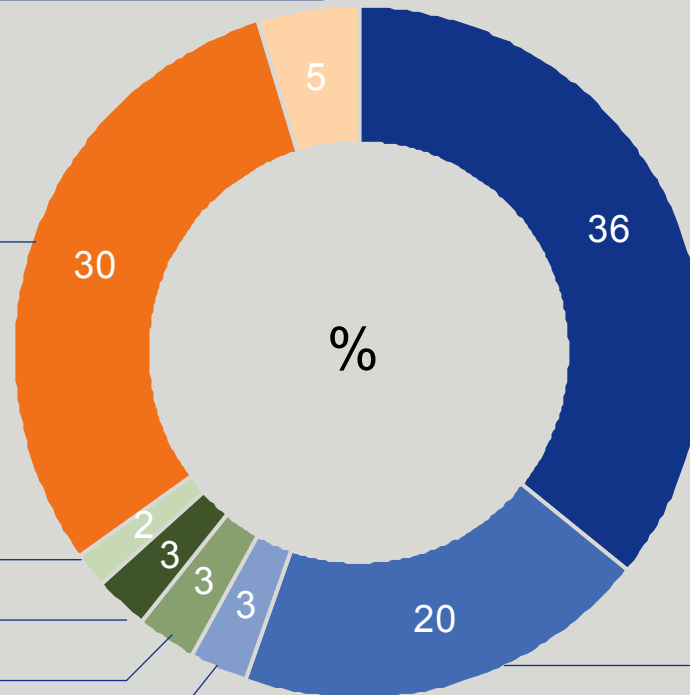
Atradius

QBE

MAPFRE

AIG

CESCE



Euler Hermes

Coface

Source: ICISA 2008

1 Our business

2 Euler Hermes Emporiki

3 About Euler Hermes

4 Our competitive advantages

3 Competitive advantages

In - depth knowledge of trade mechanisms and corporate risks, throughout the world

- Exclusive information on buyers gathered locally and shared in a common and continuously updated database

Quality account service close to the clients

- Customized solutions for their account
- Credit decisions are made in the country closer to their buyer

Technological capacity for managing large flows of global information

- Worldwide deployment of common IT applications, customized locally

Thank you for your
attention

www.eulerhermes.gr