



GrECo,  
matter of trust.

## Corporate Presentation Risk and Insurance Management



## GrECo at a glance

personal service in 61 locations

**95+ years**  
**trusted experience**

*Individual solutions in  
corporate insurance  
broking and  
consulting*

**15,000**  
**satisfied**  
**clients**  
**in 92 countries**

**96 % client retention rate**  
more than 50% of our clients  
feel safe with us over a decade

30+ pioneer  
years in ESEE



## GrECo Key Facts

We manage risk and are a trusted, loyal partner in all matters, offering progressive and tailored solutions.  
GrECo, matter of trust.



**1,180**  
employees



**124**  
million EUR turnover



**1,034**  
million EUR placed premium



**61** offices  
in **17** countries



**95+**  
years' experience



GrECo nova network  
in more than **200** countries



# Our strategy

Enhancing our **strategy of specialism** by enforcing industry practices and acquisitions of specialty brokers

Constantly developing our **GrECo nova global network** to meet clients demand for international service

**Further expanding** in the existing markets by developing a national office network

**Attracting and retaining the best people** with our entrepreneurial & results based environment

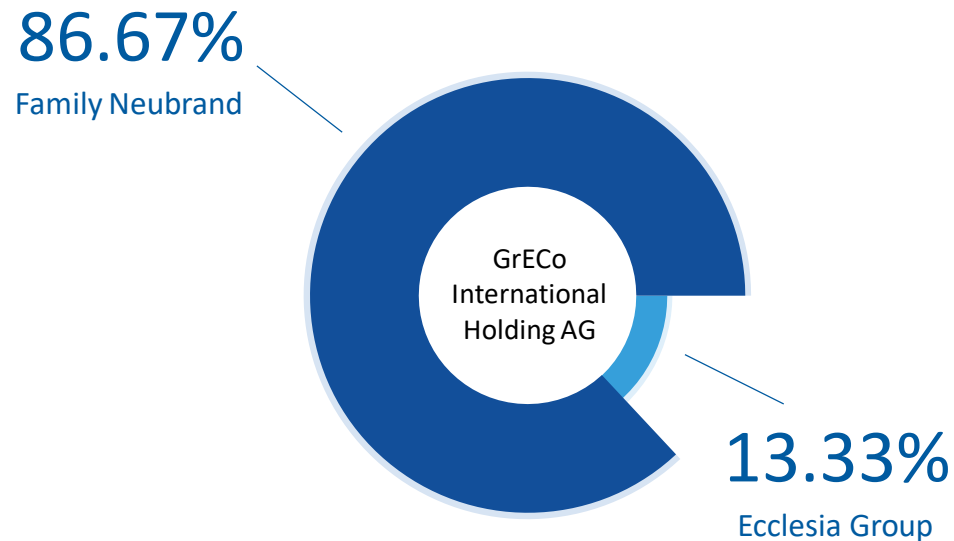


Investing in the efficiency and effectiveness of our **tools, systems and processes**



## GrECo Group Shareholders

- **Privately held** stock company (majority family Neubrand) with renown supervisory board members from the industry
- Since 2005 strategic shareholder German Ecclesia Group
- **Financial power** (share capital 2 million EUR) and **absolute independence**





## Specialty Focus

- At GrECo, **we are specializing in chosen industries and solutions**. We are empathetic and forward-looking. We provide better insights. We see opportunities others may not. We make trade-offs that create measurable added value.
- Our deep expertise and entrepreneurial culture give us the authenticity, flexibility and persistency to go **beyond the routine** and **deliver tailored results for our clients**.
- We are not all things to all people. We deliberately **choose to focus in specific industries and insurance solutions**. We fight for your interests with greater passion, determination and professionalism than anyone else. We act responsibly and always put our clients first.
- We meet our **clients at eye level and speak their language**. We are sensitive to the needs of both, their industry and all associated risks.



# Our Group Practices



Affinity



Automotive  
& Mobility



Aviation



Communication,  
Technology & Media



Constructio  
n & Real  
Estate



Energy, Power  
& Mining



Financial  
Institutions



Food &  
Agriculture



Healthcare



Marine



Tourism



Transportation  
& Logistics



Property &  
Engineering



Liability &  
Financial Lines



Credit &  
Political Risks



Cargo



Motor

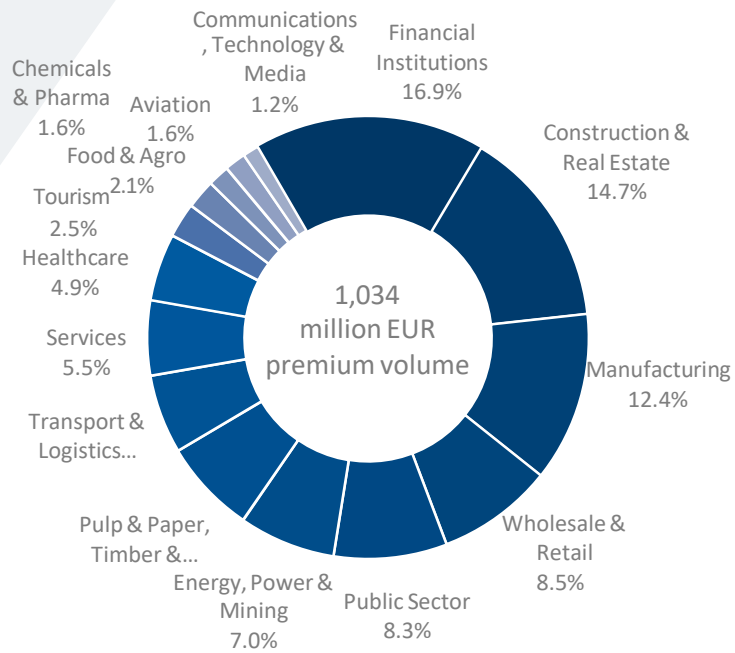


Health &  
Benefits

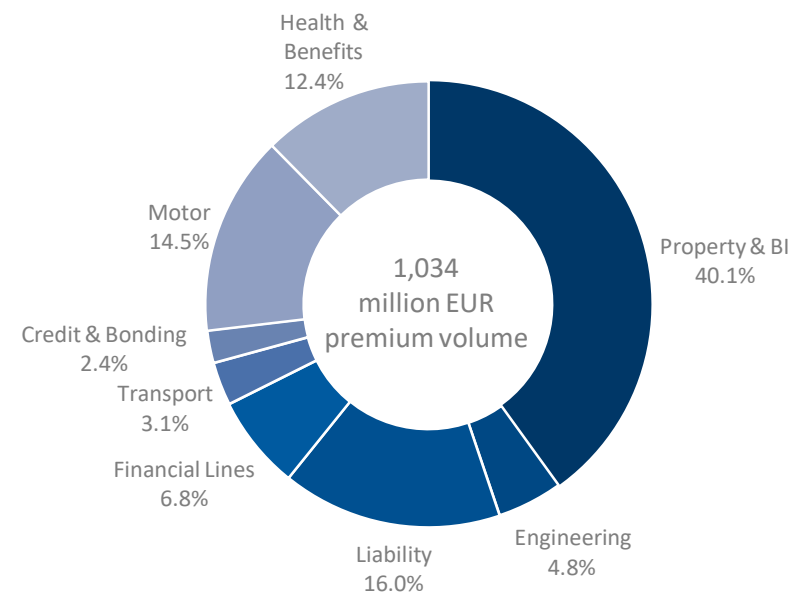


# Premium volume GrECo Group

Premium per lines of industry insurance



Premium per lines of







# Profiled international insurance market access

- Professional **top management contact** with continental risk and insurance carriers
- **Lloyd`s market access**
- **Lloyd`s cover holder** for CAR/EAR since late 2017
- **Bargaining power** with standard and complex cases at top rated insurers

## Lloyd`s access to all syndicates and markets

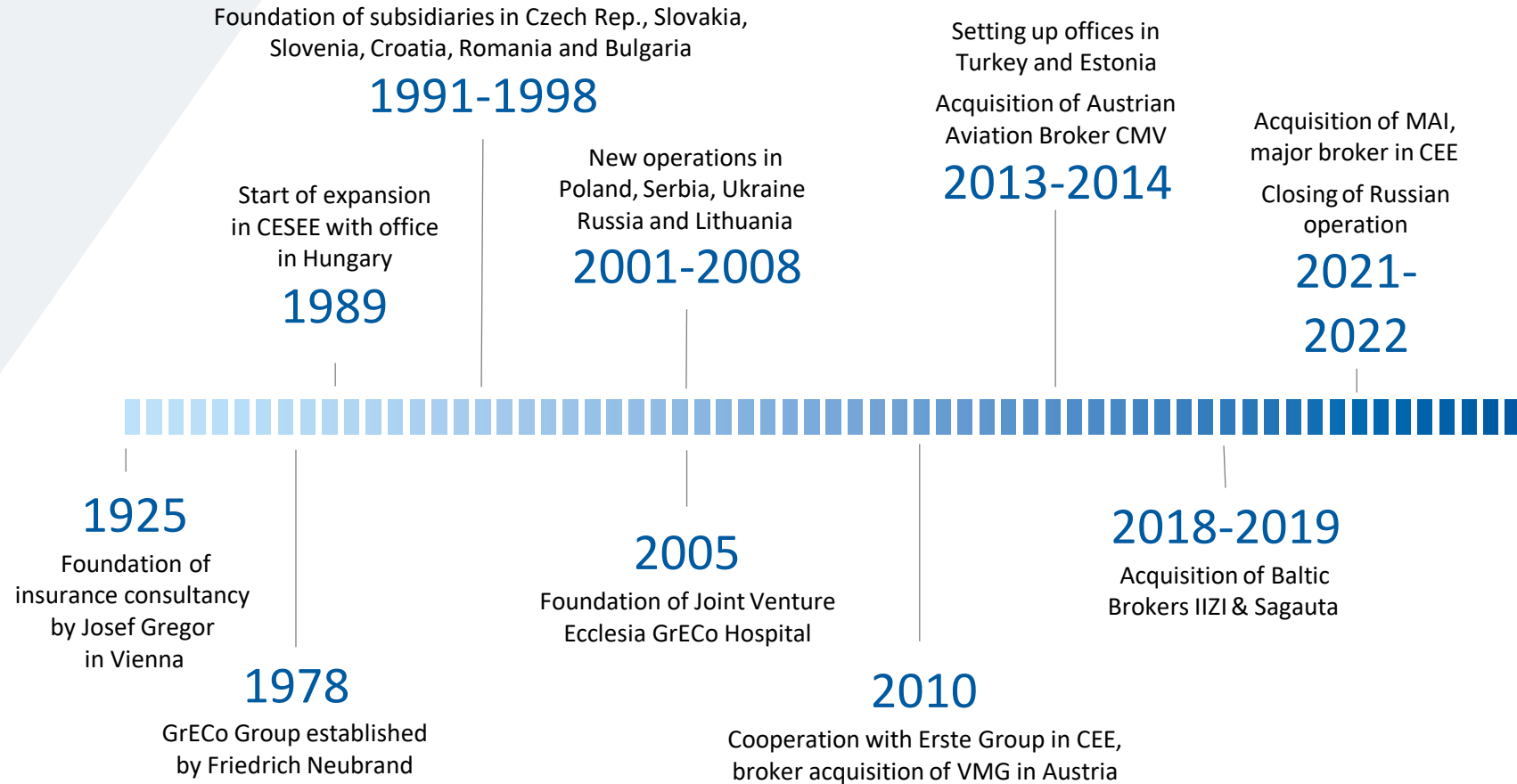


## Portfolio split at major carriers







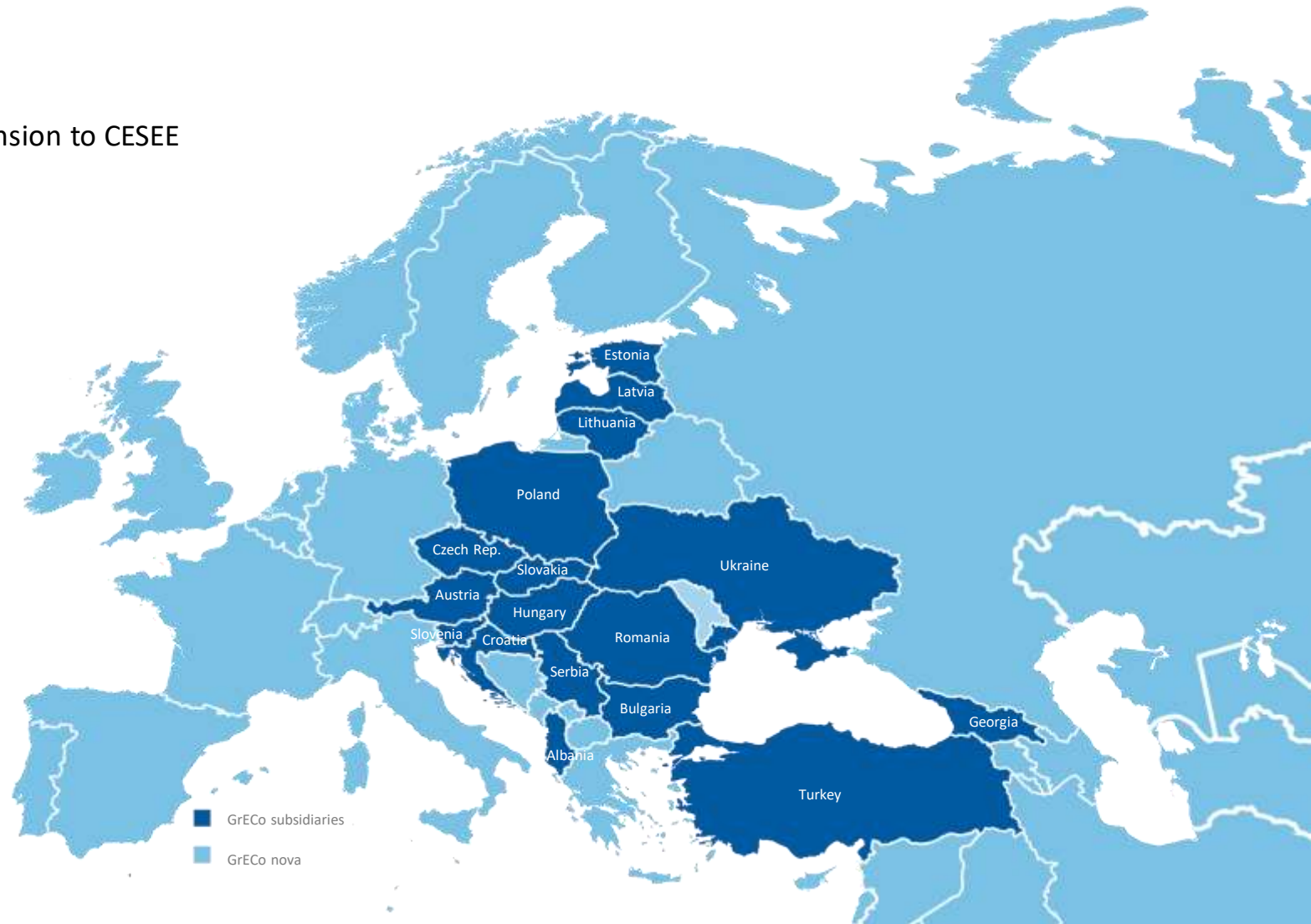
# Development and expansion of the GrECo Group





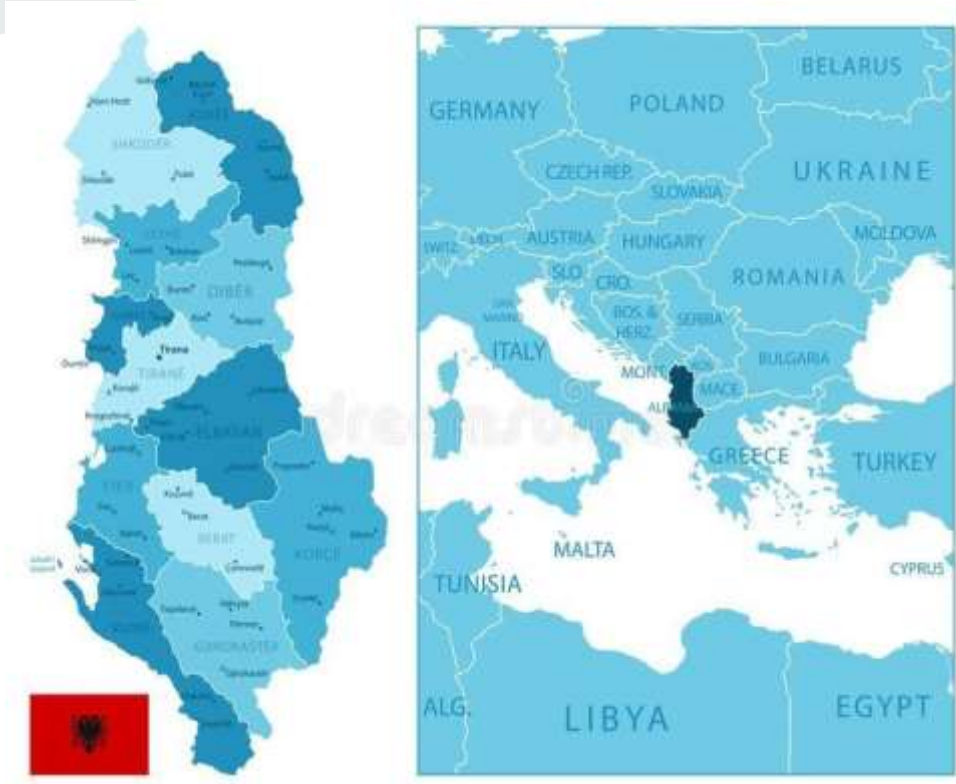
# Presence in CESEE

-  **1989** start of expansion to CESEE
-  **1,180** employees
-  **61** offices
-  in **17** countries





# MAI / GrECo Albania



**2008**  
founded



**3**  
employees



**1**  
office



**5**  
million EUR placed  
premium volume



## Good reasons to opt for GrECo

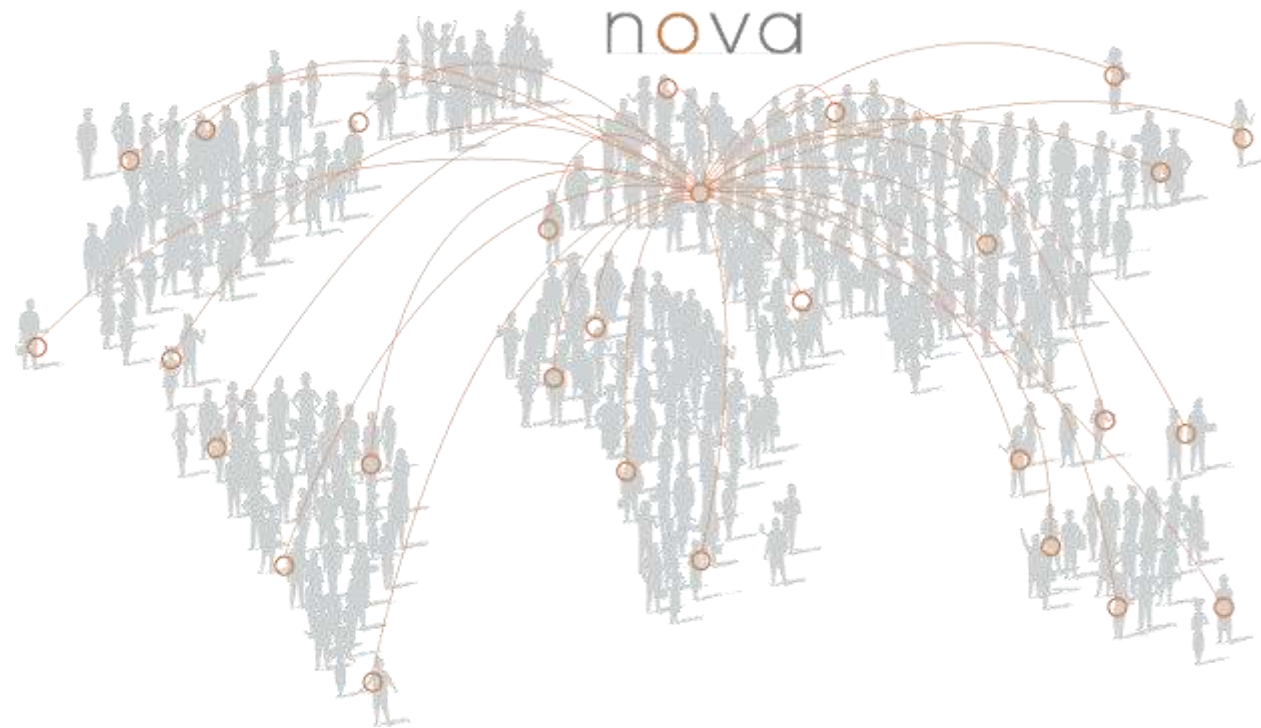
- Austrian family enterprise with supervisory board of directors from the industry
- Market leader in Austria focused on corporate business (more than 5,900 reputable clients from trade, industry, local authorities and associations)
- Strict independence and balanced distribution of the managed premium volume – EUR 1,034 million
- With our GrECo nova network international presence and worldwide service according to consistent standards
- Recognized expertise in claims management (important references also of major losses)
- Extensive „one-stop“ client service based on the GrECo Account Manager Principle
- Competence and experience in all insurance issues, including niches such as employee benefits / pension funds or credit insurance and many more



## GrECo nova

Independent. Flexible. Premium Quality.

GrECo nova is our global specialist insurance broking network which provides our clients with decisive benefits in all their global ventures.





## GrECo nova

### **nova independence.**

Independent advice worldwide.

- Worldwide network of independent, market leading insurance brokers
- Many of our partners work with us for decades

### **nova flex.**

Maximum flexibility worldwide.

- Tailored specialist brokers, even if you are operating in a niche market
- Local brokers with offices around their country offer on-spot service

### **nova value.**

Premium quality worldwide.

- Our partners comply with our comprehensive global service standards. They include responsibilities, response times, reporting standards or claims management procedures.
- The quality standards have been developed by leading experts in international insurance programmes as best practice.



# GrECo risk and insurance management

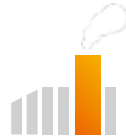






# Our range of additional services

## Underwriting Services



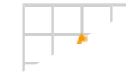
Risk analyses and processing of information for the improvement of your insurance cover

## Risk Engineering



Analyses of maximum loss scenarios, natural catastrophe scenarios as well as risk assessment of the entire supply chain

## Risk Management



Development and implementation of enterprise-wide programmes for loss prevention

## Loss Management

Support of claims management in order to restore the operating status as quickly as possible

## Trainings and Workshops

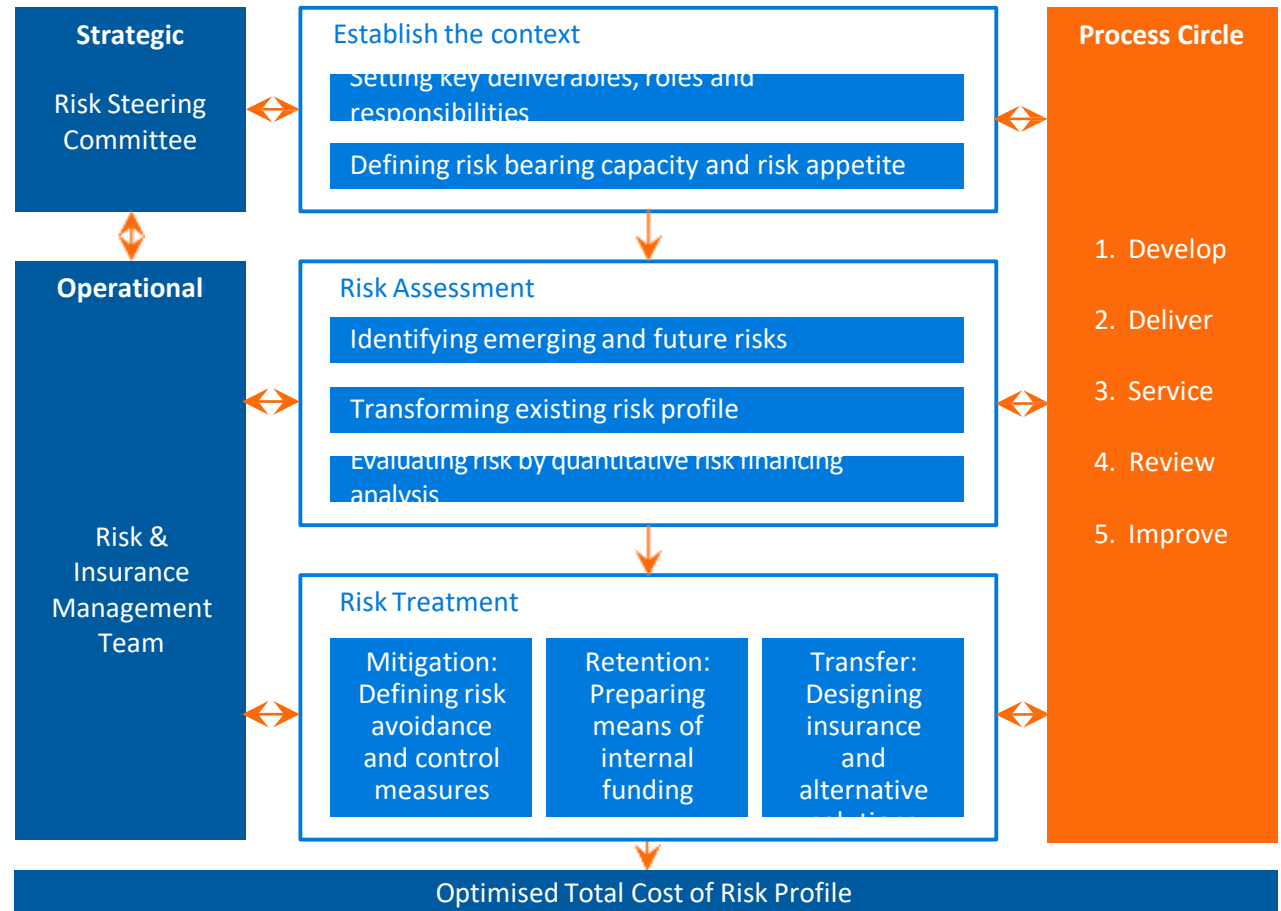
Individual topics from the area of insurance technique, loss prevention and risk management



# Risk Based Broking Approach

GrECo Risk Based Broking Concept is based on:

- Industry Expertise as an essential requirement
- Risk profiling in accordance with enterprise risk policy
- Risk advisory and tailored insurance solutions considering Total Cost of Insurable Risk (TCOIR)
- Strategic placement and periodical reviews



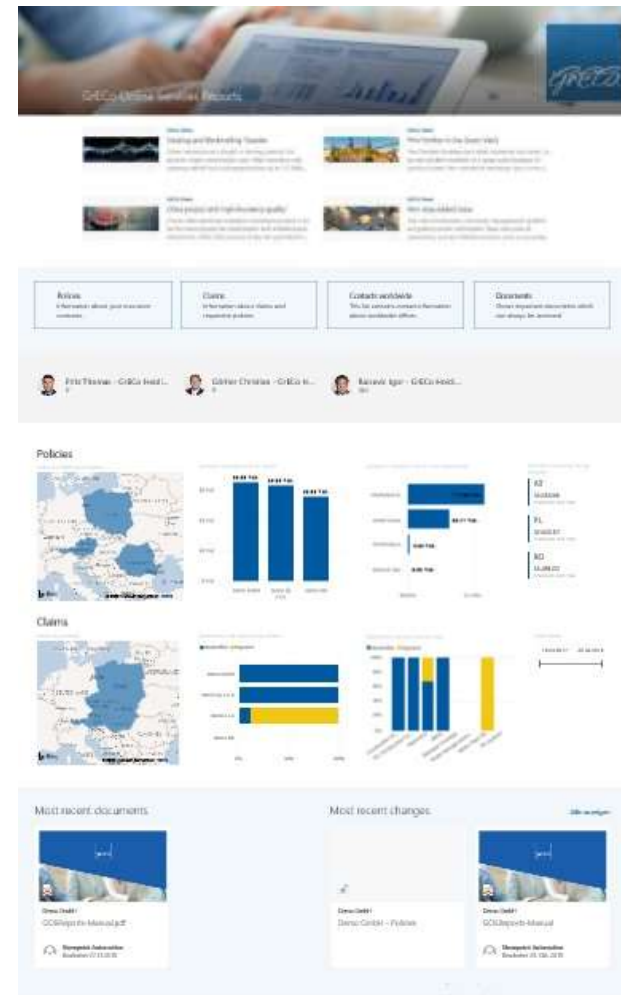


# GrECo Online Services

Online Solutions for our clients with 24/7 global, transparent and individual information

## GrECo Online Services

- offer a modern way of working - simple and fast without paper,
- contain all your data processed by GrECo and the GrECo nova partners worldwide,
- are available around the clock and the data can be exported for further processing,
- are an internal development of GrECo (no buffering of data) and
- use the ISO/IEC-27001 certified Microsoft Cloud with data storage in the EU.





## GrECo Online Services



### **Global.** Always have everything at a glance.

- We provide you with up-to-date information and analyses that simplify your risk and insurance management.
- With our dynamic reporting tool Power BI, you can view data at global or country level, by insurer, insurance line and much more.



### **Transparent.** Know each and every detail.

- All details are shown in the policy and claims lists. You can sort, filter and search the data with a full text search.
- With just one click you can easily export data export and set notifications.



### **Individual.** Perfectly tailored to your needs.

- You can assign permissions for each individual user, and also define the languages, because GrECo Online Services are available in several languages.
- And all this 24/7 without program installation and maintenance. And if you want a little more, we can add more modules to our IT tool and customize them for you.



# References & Partnerships in Bulgaria

- Partnerships for more and less than 3 years

The image displays two columns of logos representing Greco's partnerships in Bulgaria. The left column is titled 'Partnership more than 3 years' and includes logos for companies such as PIMK, AVIO GROUP, Boehringer Ingelheim, tel, OMV, AVID OTRIAD, EUROPA TRANS, GEFCO, AIR LIQUIDE, Creative Oxygen, Gebrüder Weiss, APS, dm, Lilly, TITAN MACHINERY, HESBURGER, ACCOR, 28, INTERSKY, MINSTROY, BULATSA, Pierre Fabre, William HILL, and Quarzwerke Gruppe. The right column is titled 'Partnership less than 3 years and in acquisition' and includes logos for cargoair, BYAMAPKET, ALEXANDER LOGISTICS, RHENUS LOGISTICS, Franc Land, DORA, SOHN, kapsch, GOPET TRANS, COSMOS SHIPPING, LUKOIL, VFS, PLOVDIV AIRPORT, Fraport, sopharma, and OSRAM. The SPARKY logo is also present at the bottom center of the collage.



## MAI Albania – International Service Team



### **Elnar Gashi**

General Manager

Mob. +355 68 404 6206  
[elmar.gashi@mai-cee.com](mailto:elmar.gashi@mai-cee.com)

Experience in insurance:  
21 years.  
He speaks English

### **Fatmir Milaqi**

International Account Manager

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Experience in insurance:  
more than 10 years.  
He speaks Italian, English





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GrECo,  
matter of trust.

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Tirana Albania  
[www.mai-cee.com](http://www.mai-cee.com)