



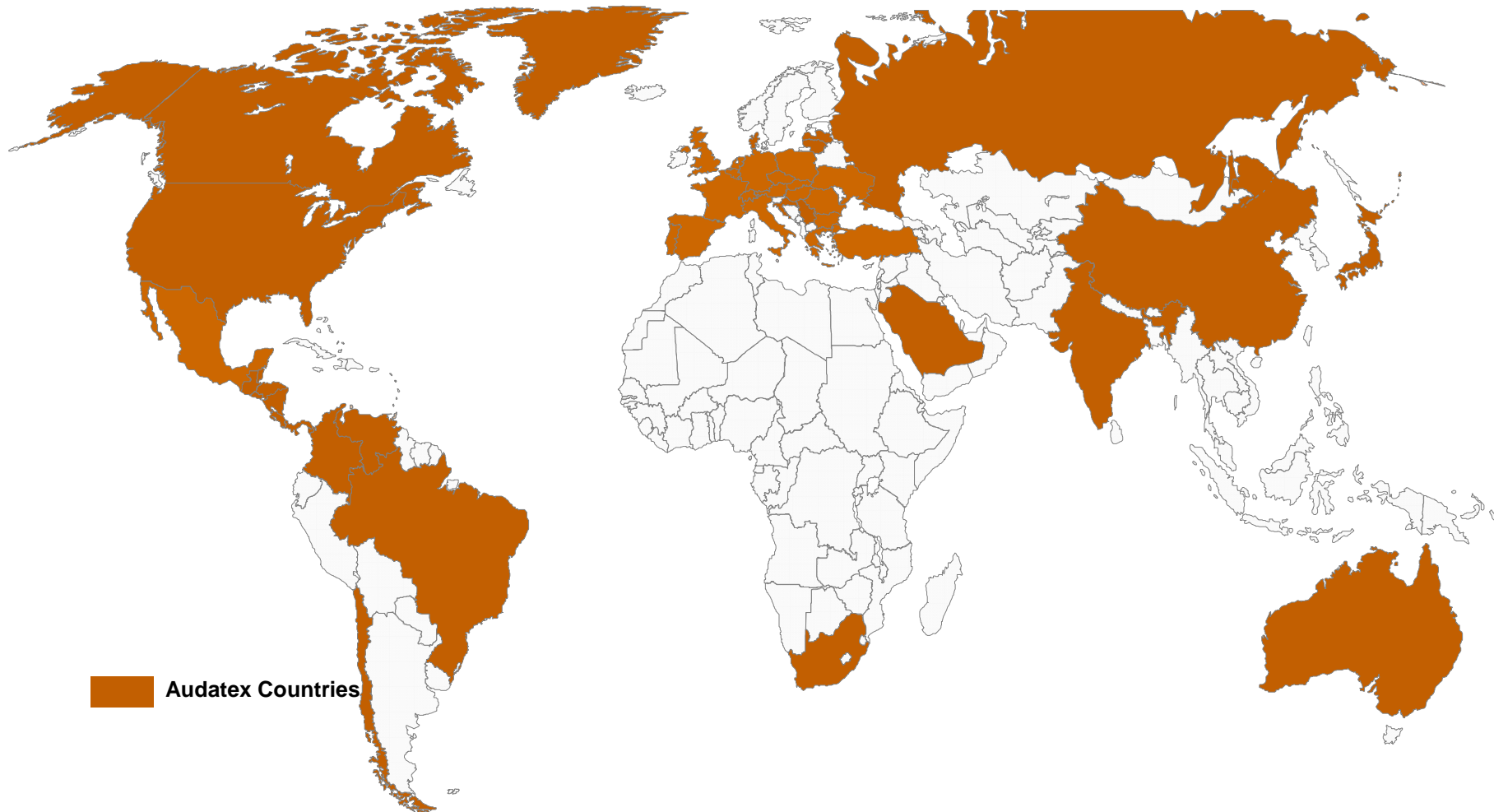
# *Audatex in Central & Eastern Europe*

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*Chisinau, 19 october 2010*

# The World of Solera/Audatex

We are operating in 54 countries across 5 continents



# Solera – the only global provider of claims management solutions

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- **Leading global provider of estimating software and services to the automobile insurance claims processing industry**
  - US\$558 million in revenue in FYE 30/6/09
  - 63% of revenue generated in EMEA; 37% in the Americas
- **Number 1 or 2 position in every market we serve**
- **Our clients have included each of the 10 largest European and North American auto insurers**
- **Founded in 1966, with a presence in 53 countries and approximately 2,200 full-time employees**
- **Over 72,000 customers including:**
  - 1,500 automobile insurance carriers
  - 36,000 collision repair facilities
  - 7,000 independent assessors
  - 29,000 automotive recyclers and dealers



# Countries in Central and Eastern Europe



# Audatex – Central and Eastern Europe



# Audatex in Central and Eastern Europe

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## Opportunity:

### Market Development

- High economic growth region
- Demand for electronic workflow partner
- Customers have quality expectations

### Voice of our customer

- Big 5 insurers go CEE
  - Allianz, AXA, Generali, Uniqa, VIG
- Manufacturers go CEE
  - VW, Dacia-Renault, Kia, Hyundai, Peugeot

## Action:

### Audatex CEE Objectives

- Meet and exceed customer expectations
- Respond to dynamic market developments
- Expedite global knowledge, local focus

### AX-CEE: Facts & Figures

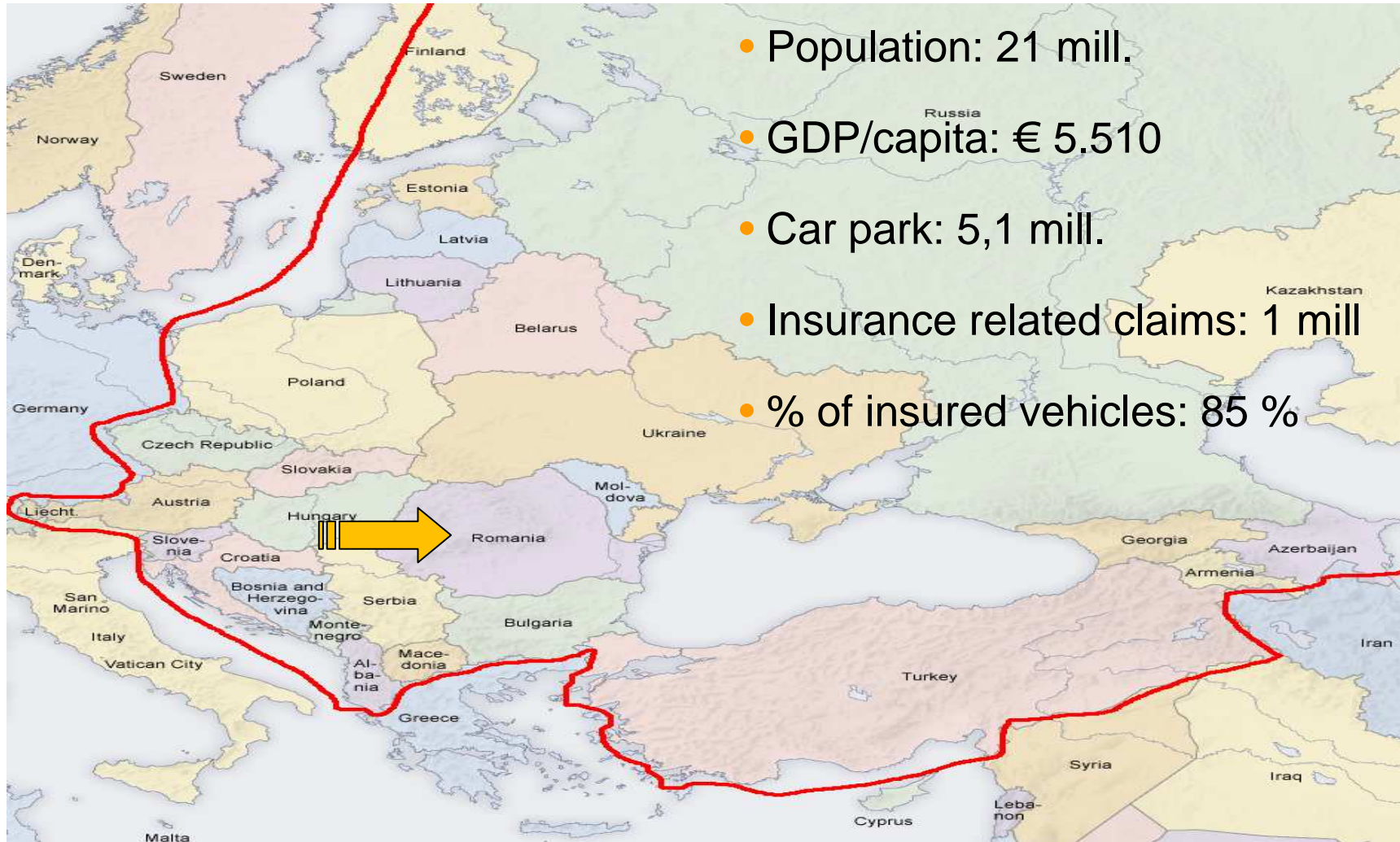
- HQ in Vienna
- 100 employees in the region
- Regional product development capabilities



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## *Example from Romania*

# Market facts - Romania



- Population: 21 mill.
- GDP/capita: € 5,510
- Car park: 5,1 mill.
- Insurance related claims: 1 mill
- % of insured vehicles: 85 %



## Example Audatex – a true benefit for the Romanian Market

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- In 2006 the market started accepting electronic estimating systems
- Today, 9 out of the TOP 10 insurers require a standardised Audatex estimate from the repairers based on manufacturer information in order to approve a repair
- In return insurers guarantee jobs to repairers using Audatex – those could increase their insurance driven business by up to 50 %
- Now both partners will go for further process automation in the motor claims business



# How can Audatex contribute to the development of Moldavia ?

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**Central and Eastern Europe and also Moldavia is behind Western countries in terms of clear standards. Major steps to be taken are:**

- Adoption of a standard estimating tool
- Management of labour times, local part prices and painting standards
- Development of approved repairer networks and introduction of steering
- Automation of the repair process between Work Providers and Repairers



# Audatex will continue to invest in this region – and in Moldavia !

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## How is Audatex contributing to this improvement ?

- Audatex has established a very solid team in Romania - this team will support Moldavia
- We have a fully localised database in romanian language
- We will build up all relations necessary to support local business
  
- Moldavia is still waiting for standards to be established - We are ready to help to establish these standards

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***“Fortune favours the bold.”***

**- Publius Virgilius Naso**

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***Audatex – global knowledge, local focus***

***Thank you***



Audatex | ABZ | AUTOonline | Hollander | HPI | Informex | Inpart | Market Scan | Sidexa