




# CASE STUDY

## ACQUISITION OF EUROPEAN RELIANCE BY ALLIANZ

February 2022

Strictly confidential – professional investor

02/2022 Greece  
Insurance  
For the acquisition of 72%  
in  EUROPEAN  
RELIANCE  
and the launch of a VTO  
on the shares outstanding  
  
was advised by  
 BNP PARIBAS



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# Case study – Allianz acquisition of 72% in European Reliance and launch of a Voluntary Tender Offer on the shares outstanding for €207m

BNP Paribas acted as exclusive financial advisor to Allianz

02/2022 Greece Insurance  
For the acquisition of 72% in  and the launch of a VTO on the shares outstanding  
  
was advised by

 BNP PARIBAS


## BNPP role

- BNP Paribas acted as exclusive financial advisor to Allianz
- BNP Paribas value added:
  - Multi-disciplinary assistance
  - Valuation analysis
  - Public company advisory
  - Process management

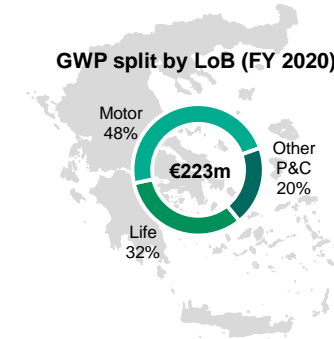
## Transaction overview

- On the 11<sup>th</sup> of February 2022, Allianz SE (“Allianz”) announced entering into certain **Share Purchase Agreements (“SPAs”)** to acquire a **stake of 72% in European Reliance** General Insurance Company SA (“European Reliance”) and the subsequent launch of a combined **Voluntary Tender Offer (“VTO”)** on the remaining shares listed on the Athens Stock Exchange (the “Transaction”)
- Allianz will pay **€7.80 per share**, for a total consideration of approximately **€207m (Implied P/TBV 2020a at 1.37x, P/UT1 2020a at 1.53x, and P/E 2019-20a avg. at 11.5x)**, to acquire all the outstanding shares of European Reliance
- The Transaction is **subject to the approval** of the Bank of Greece, the Hellenic Competition Commission and the Hellenic Capital Market Commission, following which Allianz intends to publish the approved **Information Circular** and **proceed with the VTO** for the shares **at the same price of the SPAs**

## Transaction rationale

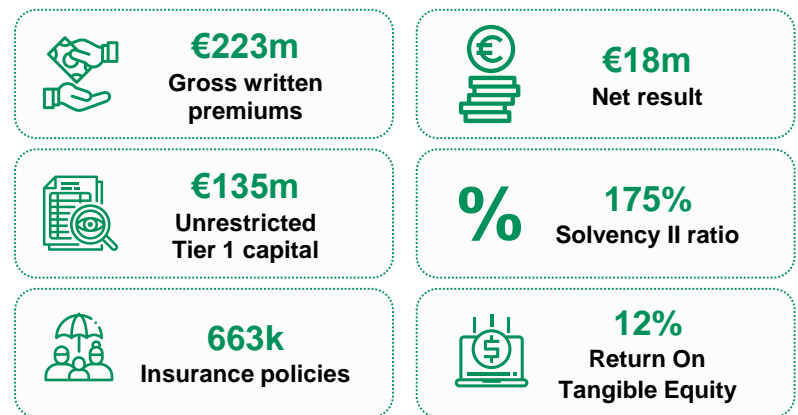
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- Allianz to become the **#1 Greek P/C insurer** (vs. #9 as is) and **#5 insurer by overall GWP**
  - Delivering on Allianz’ **CMD objectives to expand P/C leadership position**, including in growth markets
  - Defends Allianz’ **positioning in Greece** by seizing the **last available independent P/C player** in Greece with significant scale
  - Increased **sales capacity** via the acquisition of one of the largest **independent distribution networks** in Greece (**110 retail offices and 5,667 agents**)
  - Material value creation upside arising from **cost synergies, revenue synergies and capital synergies**

## European Reliance at a glance



- European Reliance is the **largest independent Greek Non-Life insurance company listed** on the Athens Stock Exchange (**Free float of c. 13.2%**)
- The company ranked **5<sup>th</sup> by P/C GWP as of 2020**, with €223m of Gross Written Premiums (**68% P/C and 32% Life**)
- The company has a network of **110 retail offices and 5,667 agents**, employs **439 people** and manages **663k insurance policies**

## European Reliance key highlights (FY 2020)



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