

1H16 CONSOLIDATED RESULTS UNIPOL AND UNIPOLSAI



Bologna, 4 August 2016

PART 1

Consolidated
results

PART 2

Insurance business

- Non-Life
- Life

PART 3

Banking business

PART 4

Investments

PART 5

Real Estate
business

PART 6

Shareholders' equity
and Solvency

PART 7

Appendix

The background of the slide is an artistic photograph of a painter's palette and brushes. In the foreground, there are two open jars of paint, one with a '0' on its lid and another with a '2' on its lid. The palette itself is covered in a vibrant, abstract pattern of blue, yellow, and purple paint. In the background, several paintbrushes with colorful handles (orange, red, blue) are scattered on a white surface. A large, dark blue, brush-stroke-like shape is overlaid on the center of the image, containing the text.

PART 1

CONSOLIDATED RESULTS

CONSOLIDATED RESULTS BY BUSINESS AREA


€m

UNIPOL GRUPPO FINANZIARIO

| | 1H15 | | 1H16 | |
|---------------------|----------------|------------|----------------|------------|
| | Pre-tax result | Net result | Pre-tax result | Net result |
| Non-Life | 534 | 374 | 268 | 196 |
| Life | 250 | 179 | 193 | 135 |
| Banking business | 6 | 4 | 2 | 1 |
| Other | -142 | -111 | -68 | -57 |
| Consolidated profit | 647 | 446 | 394 | 276 |
| Group profit | | 255 | | 160 |

UNIPOLSAI

| | 1H15 | | 1H16 | |
|---------------------|----------------|------------|----------------|------------|
| | Pre-tax result | Net result | Pre-tax result | Net result |
| Non-Life | 482 | 337 | 225 | 168 |
| Life | 251 | 183 | 176 | 125 |
| Other | -87 | -64 | -18 | -14 |
| Consolidated profit | 645 | 455 | 383 | 280 |
| Group profit | | 438 | | 269 |

The background of the slide is an artistic photograph of a painter's palette and brushes. The palette is covered in a vibrant, abstract mix of colors including blue, yellow, red, and purple. Several paintbrushes with colorful bristles are scattered around the palette. The overall lighting is soft, creating a creative and professional atmosphere.

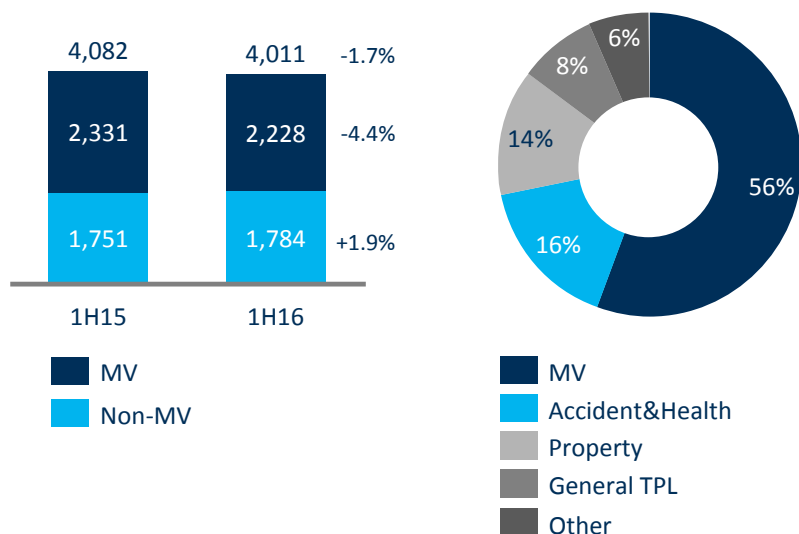
PART 2

NON-LIFE INSURANCE BUSINESS

NON-LIFE DIRECT PREMIUM INCOME

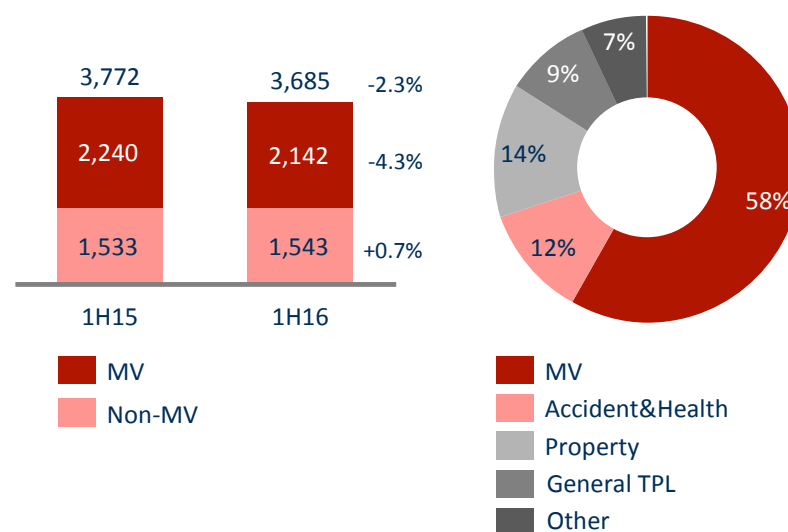
€m

UNIPOL GRUPPO FINANZIARIO



| Premiums by company | 1H15 | 1H16 |
|----------------------------------|--------------|--------------|
| UnipolSai Group | 3,772 | 3,685 |
| Linear | 78 | 74 |
| UniSalute | 177 | 197 |
| Arca | 55 | 54 |
| Unipol Gruppo Finanziario | 4,082 | 4,011 |

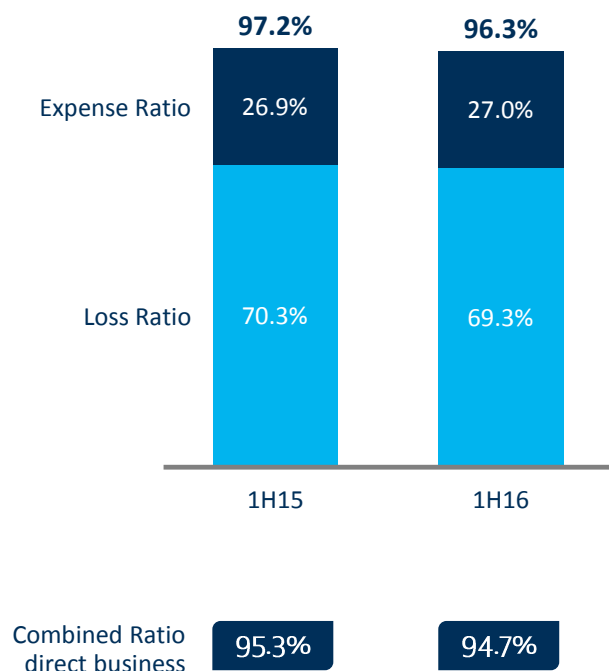
UNIPOLSAI



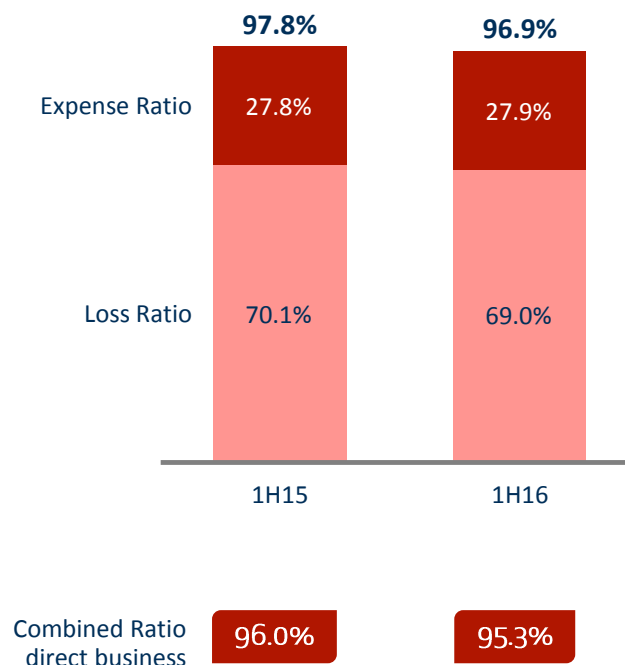
| Premiums by company | 1H15 | 1H16 |
|-------------------------------|--------------|--------------|
| UnipolSai S.p.A. ^a | 3,643 | 3,556 |
| Other companies | 129 | 129 |
| UnipolSai Group | 3,772 | 3,685 |

NON-LIFE – COMBINED RATIO NET OF REINSURANCE

UNIPOL GRUPPO FINANZIARIO



UNIPOLSAI



UNIPOLSAI S.P.A. – MV TPL TECHNICAL INDICATORS DIRECT BUSINESS

UNIPOLSAI SPA

| MV TPL Combined Ratio | 1H15 | 1H16 |
|--|-------|-------|
| Direct business | 94.5% | 99.9% |
| <i>Expense ratio ^a</i> | 22.2% | 21.8% |
| <i>commissions/premiums</i> | 12.6% | 13.7% |
| <i>other operating expenses/premiums</i> | 9.6% | 8.1% |
| <i>Loss ratio ^b (incl. OTI)</i> | 72.3% | 78.1% |

| Other MV TPL indicators | Var. vs FY15 |
|--|--------------|
| Total portfolio | +1.9% |
| <i>retail</i> | +2.0% |
| <i>fleets</i> | +0.6% |
| Portfolio average premium | -3.7% |
| Var. vs 1H15 | |
| No. of claims reported (followed-up passive claims) | +1.8% |
| Frequency | -0.07 p.p. |

OTHER INSURANCE COMPANIES

€m

LINEAR – UNISALUTE – ARCA ASSICURAZIONI

| | 1H15 | 1H16 | Δ % |
|------------------------|-----------|-----------|--------------|
| Premium income | 309 | 326 | +5.3% |
| MV | 91 | 85 | -6.3% |
| Accident&Health | 198 | 218 | +10.2% |
| Other | 20 | 22 | +9.7% |
| CoR direct business | 87.7% | 87.9% | +0.2 p.p. |
| Expense ratio | 16.6% | 16.4% | -0.2 p.p. |
| Loss ratio (incl. OTI) | 71.1% | 71.5% | +0.4 p.p. |
| IAS net result | 31 | 29 | -6.4% |

The background of the slide is a close-up photograph of an artist's palette and several paint tubes. The palette is covered in a variety of colors, including blue, yellow, red, and purple. The paint tubes are in the background, some lying horizontally and others vertically. The overall image has a soft, artistic feel.

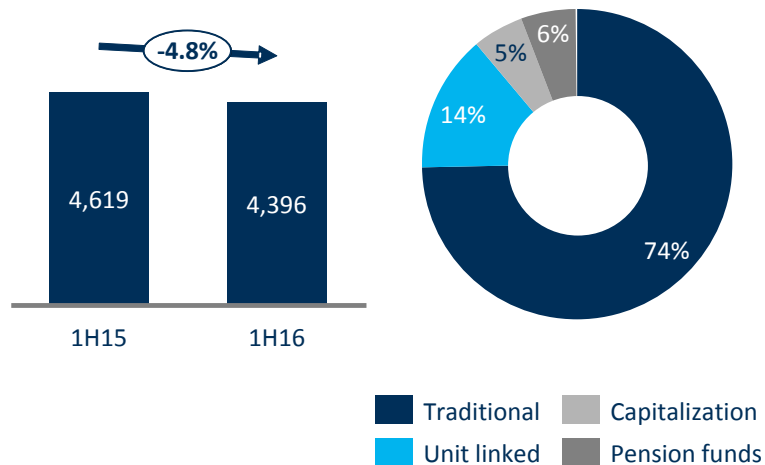
PART 2

LIFE INSURANCE BUSINESS

LIFE – DIRECT INCOME

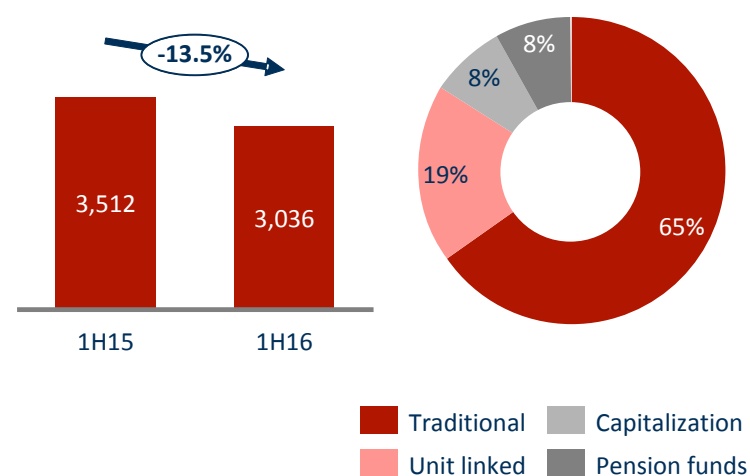
€m

UNIPOL GRUPPO FINANZIARIO



| Income by company | 1H15 | 1H16 |
|----------------------------------|--------------|--------------|
| UnipolSai Group | 3,512 | 3,036 |
| Arca Vita+AVI | 1,107 | 1,360 |
| Unipol Gruppo Finanziario | 4,619 | 4,396 |

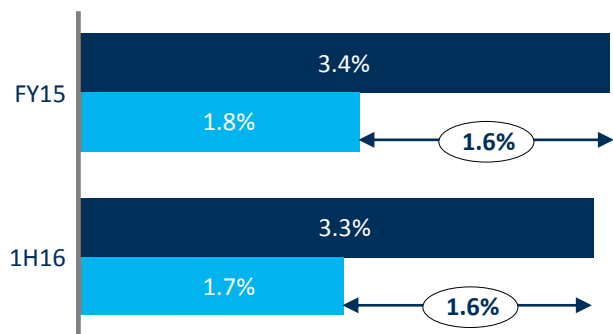
UNIPOLSAI



| Income by company | 1H15 | 1H16 |
|-------------------------------|--------------|--------------|
| UnipolSai S.p.A. ^a | 1,811 | 1,593 |
| Popolare Vita+Lawr. Life | 1,597 | 1,384 |
| Other companies | 104 | 60 |
| UnipolSai Group | 3,512 | 3,036 |

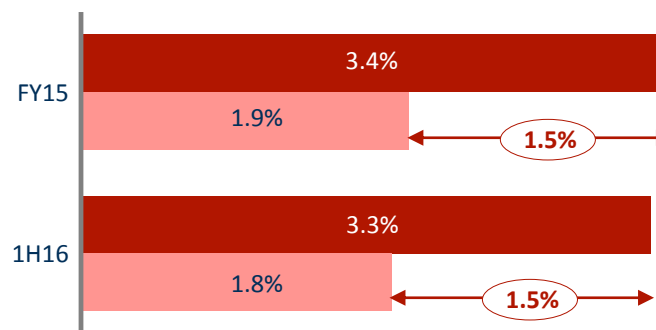
SEGREGATED ACCOUNTS YIELDS AND MINIMUM GUARANTEED

UNIPOL GRUPPO FINANZIARIO



■ average segregated accounts yields
■ average minimum guaranteed

UNIPOLSAI



■ average segregated accounts yields
■ average minimum guaranteed

The background of the slide is an artistic photograph of a painter's palette and brushes. The palette is covered in a dense, colorful mix of paint strokes in shades of blue, yellow, red, and white. Several paintbrushes with colorful handles are scattered around the palette. The overall tone is creative and dynamic.

PART 3

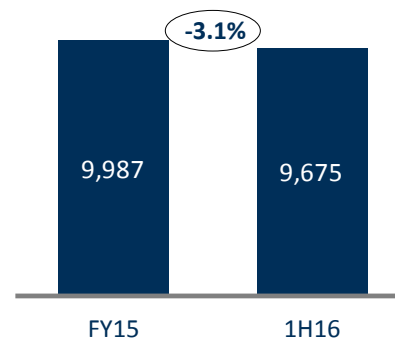
BANKING BUSINESS

KPIs

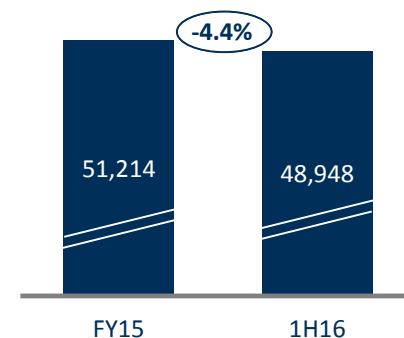
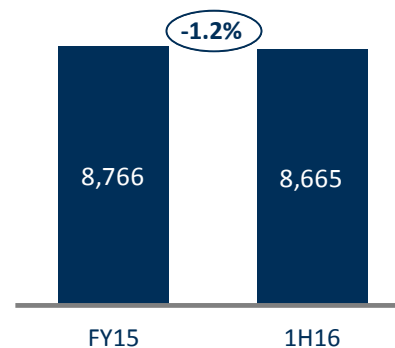
€m

| | 1H15 | 1H16 | Δ % |
|--------------------------------|-------|-------|-----------|
| Gross operating income | 177 | 172 | -2.8% |
| <i>o/w interest income</i> | 124 | 110 | -11.4% |
| <i>o/w non-interest income</i> | 53 | 62 | 17.5% |
| Loans loss provisions | 51 | 31 | -38.3% |
| Pre-tax result ^a | 6 | 2 | -66.0% |
| Net result ^a | 4 | 1 | -73.4% |
| Cost / Income | 80.2% | 87.2% | +6.9 p.p. |

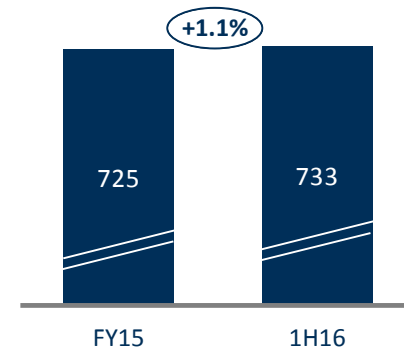
| | FY15 | 1H16 | Δ % |
|---------------------------|-------|-------|-----------|
| Total NPLs coverage ratio | 44.5% | 45.2% | +0.7 p.p. |

Direct deposits ^b

Indirect deposits

Lending ^c

Tangible Book Value



UGF banking group CET1 ratio 16.3%

The banking business includes Unipol Banca and its subsidiaries.

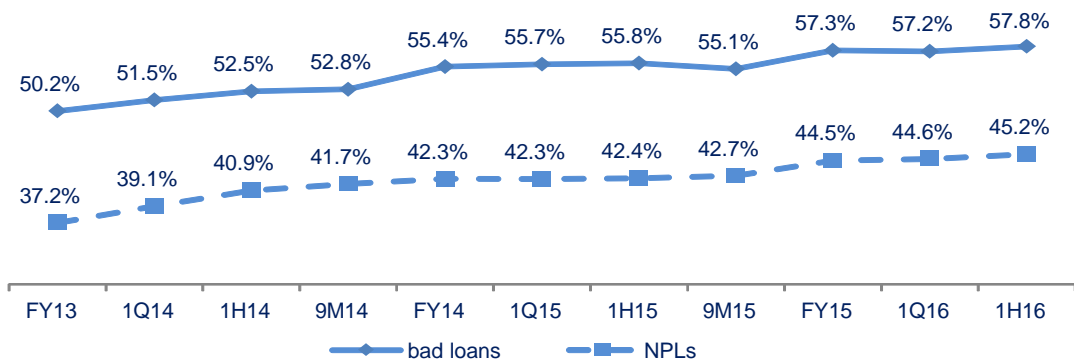
^a Profit for UGF consolidated banking sector.^b FY15 figure excluding €32m of collateralized deposits with Cassa Compensazione e Garanzia (€0m as at 1H16).^c Net of provisions at UGF S.p.A. level.

FOCUS ON NON PERFORMING LOANS

€m

| Break-down of overall Non Performing Loans portfolio | FY15 | | | 1H16 | | |
|---|--------------|----------------|-------------------|--------------|----------------|-------------------|
| | net loans | gross loans | coverage ratio | net loans | gross loans | coverage ratio |
| Bad loans | 1,129 | 2,644 | 57.3% | 1,132 | 2,680 | 57.8% |
| Unlikely to pay | 925 | 1,145 | 19.2% | 832 | 1,023 | 18.6% |
| Past due | 122 | 129 | 5.1% | 150 | 155 | 3.5% |
| Total NPLs | 2,176 | 3,918 | 44.5% | 2,114 | 3,858 | 45.2% |

Coverage ratio trend



The background of the slide is an artistic photograph of a workspace. On the left, there are several glass jars of paint in various colors like blue, yellow, and red. In the center and right, there are paintbrushes with colorful bristles. The surface they are on is covered with a vibrant, abstract pattern of paint splatters and strokes in blue, yellow, red, and white. A large, dark blue, brush-stroke-like shape is overlaid in the center, containing the title text.

PART 4

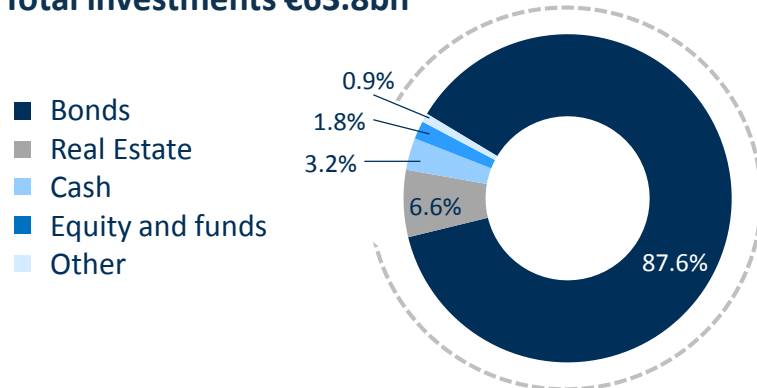
INVESTMENTS

ASSET ALLOCATION

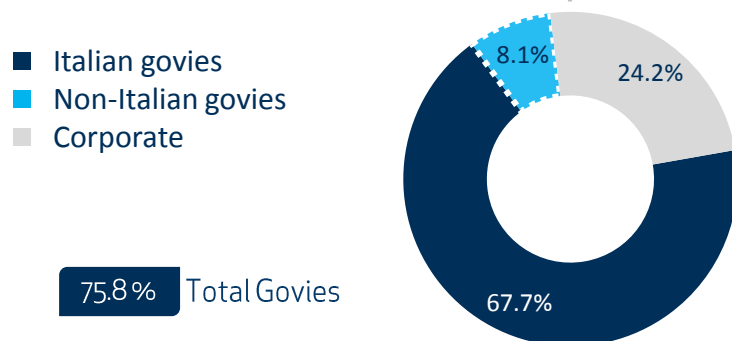
€bn

UNIPOL GRUPPO FINANZIARIO

Total investments €63.8bn

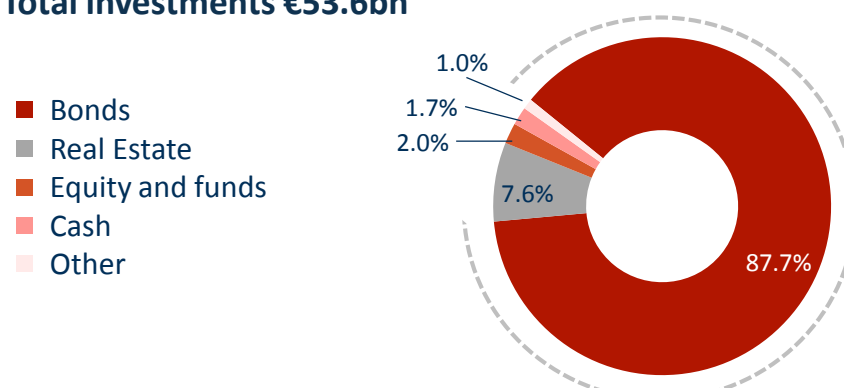


Breakdown of bond portfolio

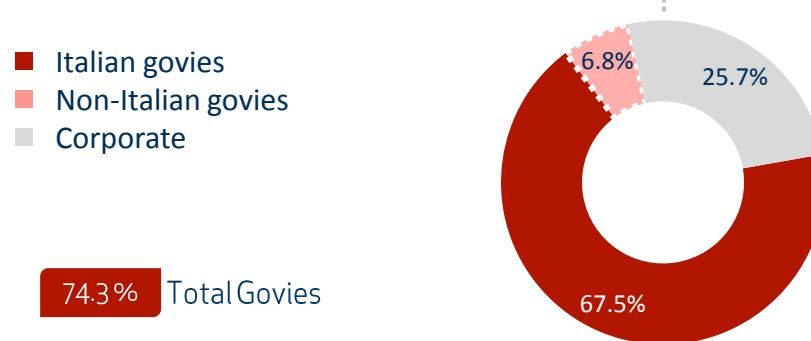


UNIPOLSAI

Total investments €53.6bn



Breakdown of bond portfolio



FINANCIAL INVESTMENT YIELDS

UNIPOL GRUPPO FINANZIARIO

| | 1H16 | | | | | |
|--------------------------------------|------------|-------------|------------|-------------|------------|-------------|
| | Non-Life | | Life | | Total | |
| | €m | Yield% | €m | Yield% | €m | Yield% |
| Coupons and dividends | 225 | 3.2% | 683 | 3.6% | 912 | 3.4% |
| Realised and unrealised gains/losses | 27 | 0.4% | 17 | 0.1% | 46 | 0.2% |
| Total | 253 | 3.6% | 700 | 3.7% | 958 | 3.6% |

UNIPOLSAI

| | 1H16 | | | | | |
|--------------------------------------|------------|-------------|------------|-------------|------------|-------------|
| | Non-Life | | Life | | Total | |
| | €m | Yield% | €m | Yield% | €m | Yield% |
| Coupons and dividends | 214 | 3.3% | 590 | 3.7% | 803 | 3.6% |
| Realised and unrealised gains/losses | 26 | 0.4% | 10 | 0.1% | 35 | 0.2% |
| Total | 239 | 3.7% | 600 | 3.8% | 839 | 3.8% |

The background of the slide is an artistic photograph of a workspace. In the foreground, there are several glass jars of paint in various colors (blue, white, yellow). In the background, there are several paintbrushes with colorful bristles (orange, red, blue, yellow) lying on a white surface. The overall scene is artistic and creative.

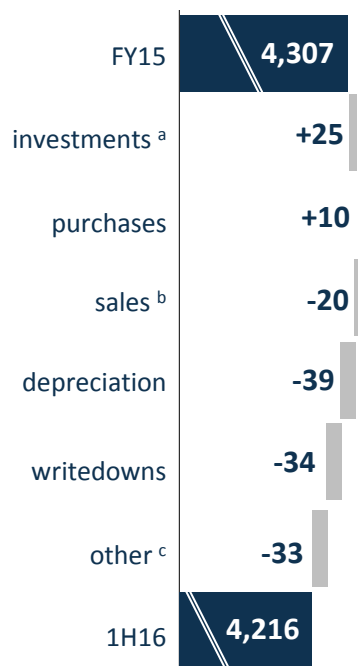
PART 5

REAL ESTATE BUSINESS

REAL ESTATE

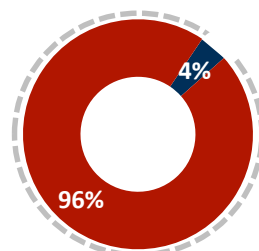
UNIPOL GRUPPO FINANZIARIO – Tot. ptf €4,216m

UNIPOLSAI – Tot. ptf €4,054m

Evolution of RE portfolio
(€m)

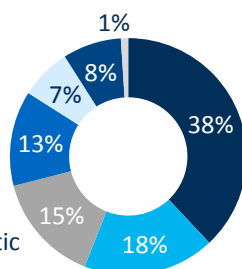
Breakdown by ownership

■ UGF
■ UnipolSai



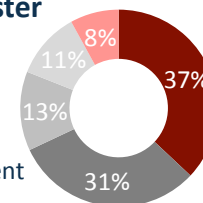
Breakdown by area

■ Milan
■ Other
■ Bologna
■ Florence
■ Rome
■ Turin
■ Non-domestic



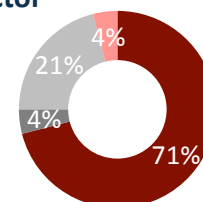
Breakdown by cluster

■ Core
■ Core instrumental
■ Trading
■ Value Added
■ Land and development



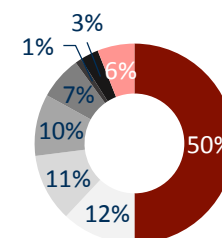
Breakdown by sector

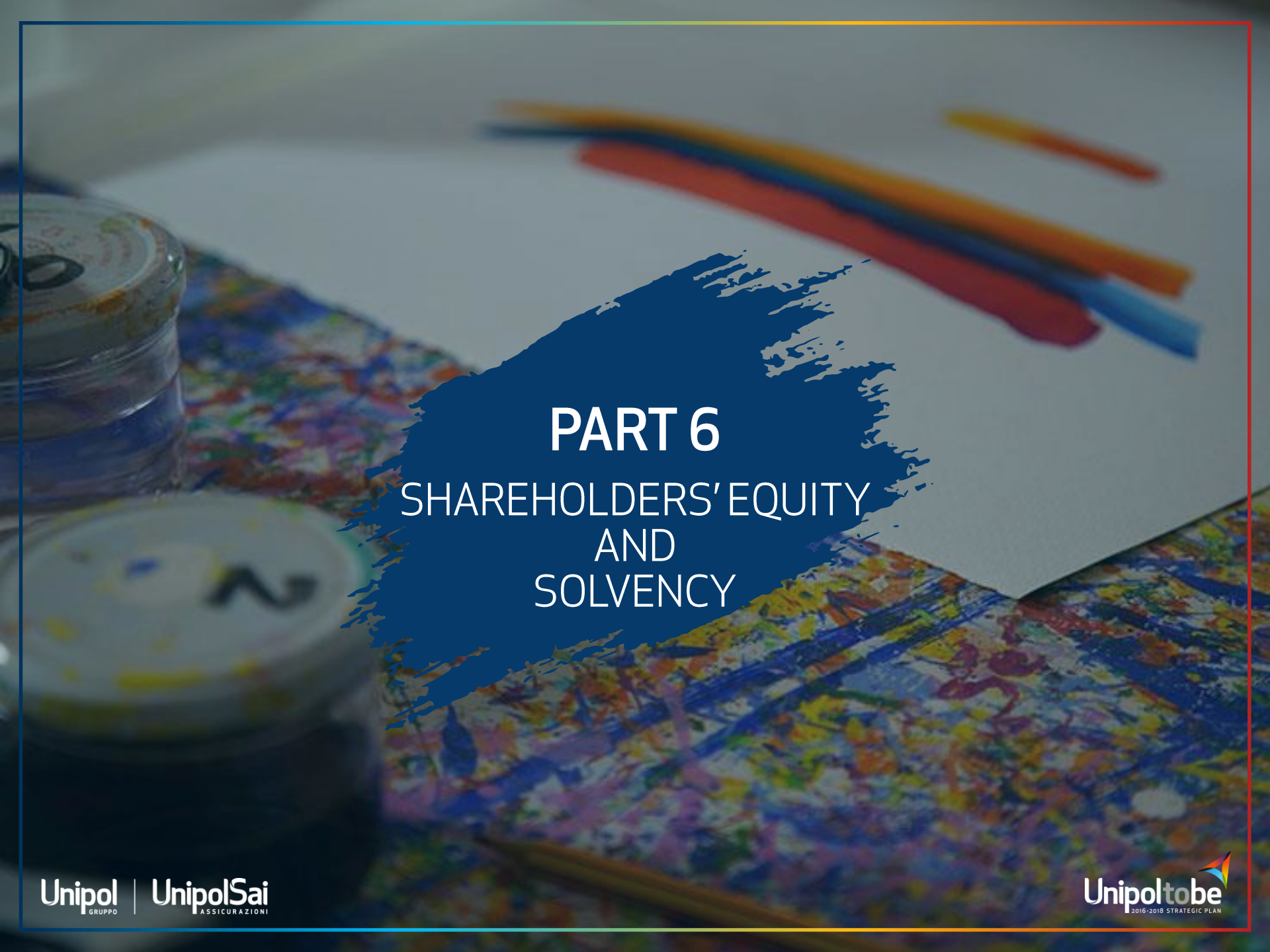
■ Non-Life
■ Life
■ Real Estate
■ Other sector



Breakdown by use

■ Offices
■ Residential
■ Land
■ Hotel
■ Condos and Ind.
■ Commercial
■ Health centres
■ Other RE investm.

^a Including capex and equity for JVs.^b No. 37 deeds as at 1H16.^c Including exchange variation and operations on R.E. funds and other associated companies.
Operating figures.

The background of the slide is an artistic photograph of a painter's palette and brushes. In the foreground, there are two glass jars of paint, one with a white lid and another with a blue lid. The palette itself is covered in a vibrant, abstract pattern of blue, yellow, and purple paint. In the background, several paintbrushes with colorful handles (orange, red, blue) are visible. A large, dark blue, brush-stroke-like shape is overlaid on the center of the image, containing the title text.

PART 6

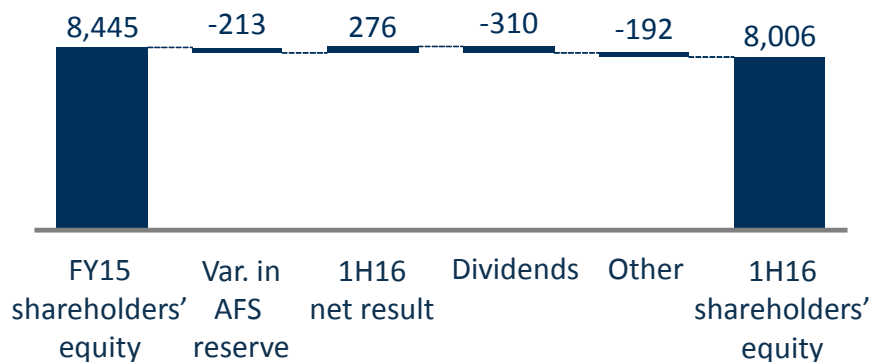
SHAREHOLDERS' EQUITY AND SOLVENCY

SHAREHOLDERS' EQUITY AND AFS RESERVE

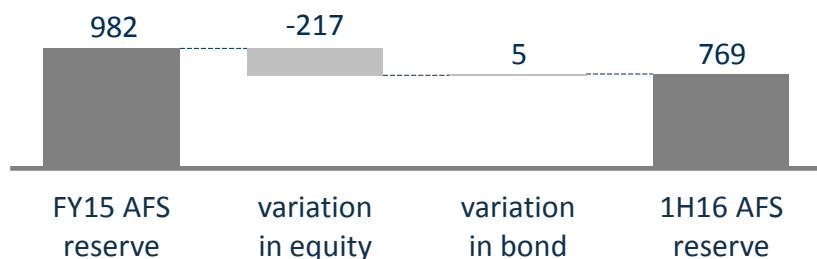
€m

UNIPOL GRUPPO FINANZIARIO

Shareholders' equity – roll forward

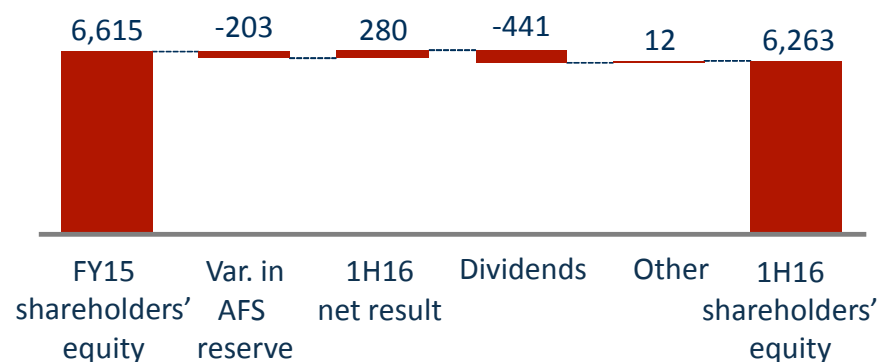


Variation in AFS reserve

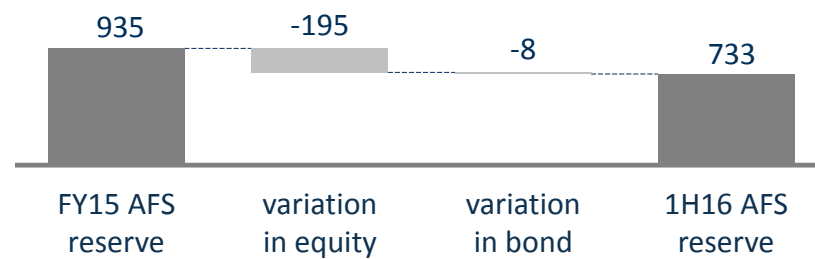


UNIPOLSAI

Shareholders' equity – roll forward



Variation in AFS reserve

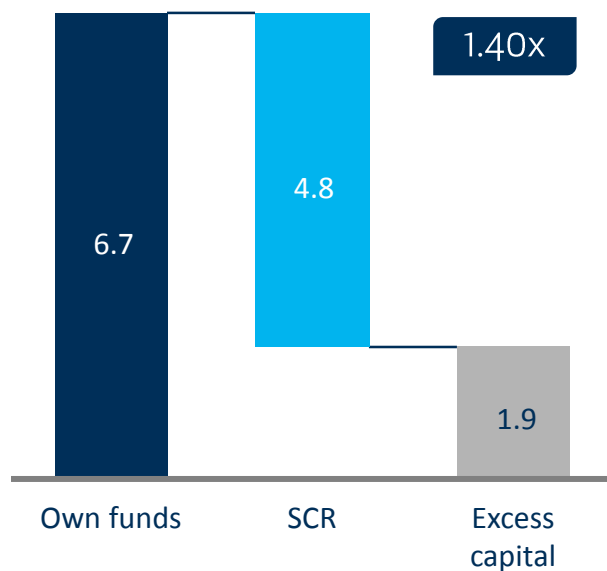


1H16 SOLVENCY II

€bn

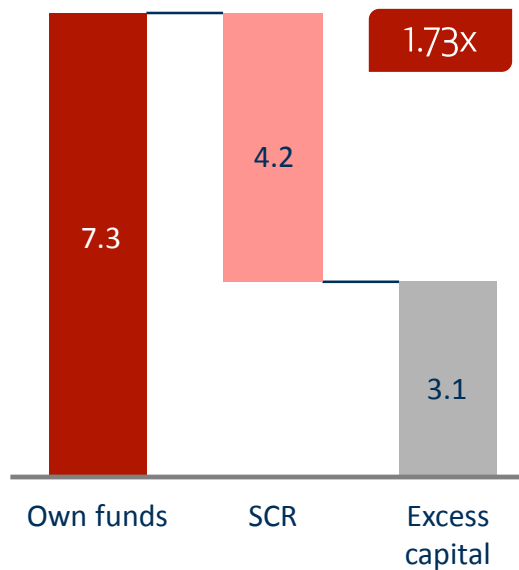
UNIPOL GRUPPO FINANZIARIO

Solvency II (consolidated figures)

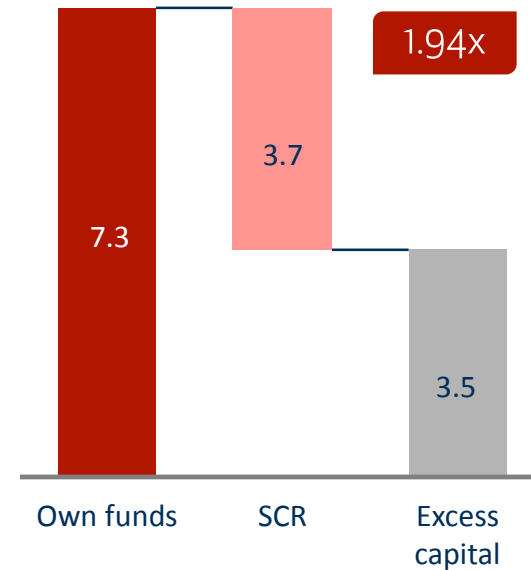


UNIPOLSAI

Solvency II (consolidated figures)



Solvency II (UnipolSai solo)

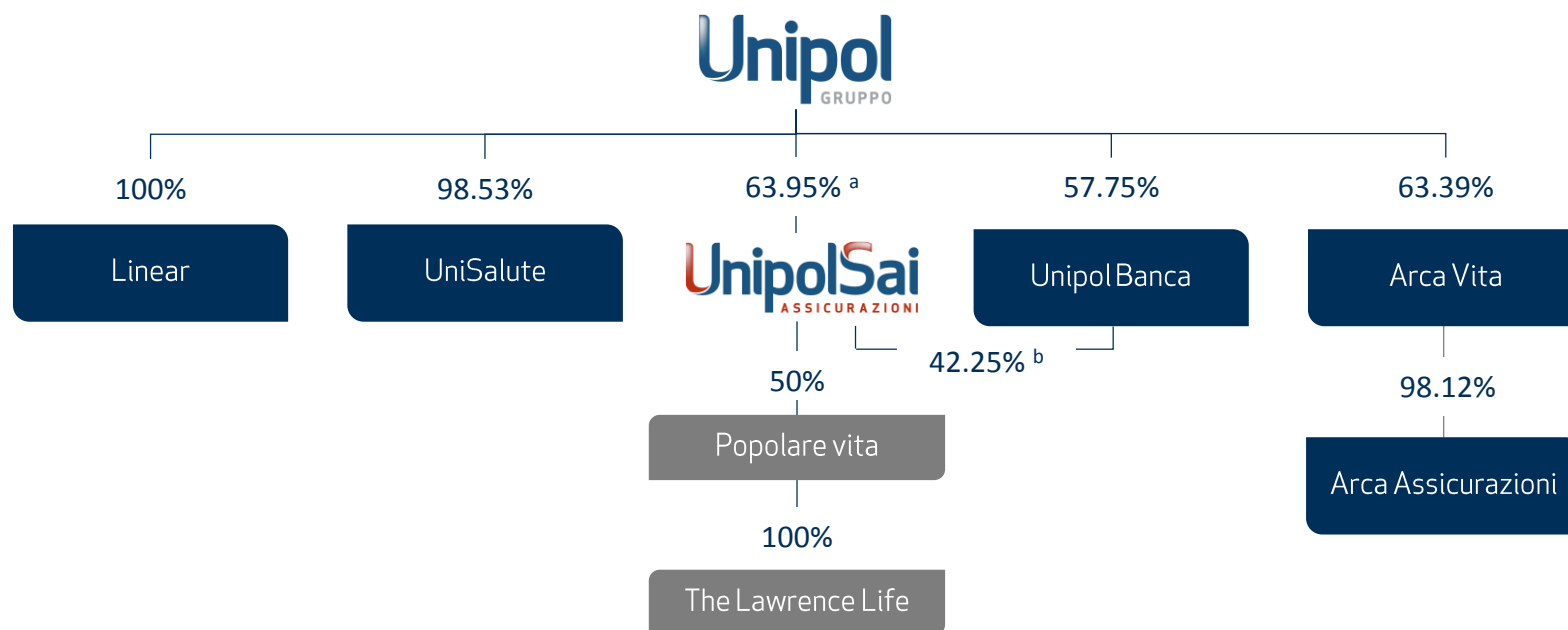




PART 7

APPENDIX

GROUP STRUCTURE



UNIPOL GRUPPO FINANZIARIO

| | | |
|----------------|-------------|-----------------|
| Share capital | 717,473,508 | ordinary shares |
| Reuters code | UNPI.MI | |
| Bloomberg code | UNI IM | |

UNIPOLSAI

| | | |
|----------------|---------------|-----------------|
| Share capital | 2,829,715,441 | ordinary shares |
| Reuters code | US.MI | |
| Bloomberg code | US IM | |

KEY PERFORMANCE INDICATORS

€m

UNIPOL GRUPPO FINANZIARIO

| | 1H15 | 1H16 | Δ % |
|---|-------|--------------|-----------|
| Consolidated net profit | 446 | 276 | -38.1% |
| Group net profit | 255 | 160 | -37.2% |
| EPS ^a (€) | 0.36 | 0.22 | -37.2% |
| Premium income (direct business) | 8,701 | 8,408 | -3.4% |
| o/w Non-Life | 4,082 | 4,011 | -1.7% |
| o/w Life | 4,619 | 4,396 | -4.8% |
| Combined Ratio ^b | 97.2% | 96.3% | -0.8 p.p. |
| | | | |
| | FY15 | 1H16 | Δ % |
| Solvency II (consolidated figures) ^c | 1.50x | 1.40x | -0.10x |
| Total equity | 8,445 | 8,006 | -5.2% |
| Shareholders' equity | 5,524 | 5,464 | -1.1% |
| BVPS (€) | 7.70 | 7.62 | -1.1% |

UNIPOLSAI

| | 1H15 | 1H16 | Δ % |
|---|-------|--------------|-----------|
| Consolidated net profit | 455 | 280 | -38.5% |
| Group net profit | 438 | 269 | -38.5% |
| EPS ^a (€) | 0.16 | 0.10 | -39.5% |
| Premium income (direct business) | 7,284 | 6,722 | -7.7% |
| o/w Non-Life | 3,772 | 3,685 | -2.3% |
| o/w Life | 3,512 | 3,036 | -13.5% |
| Combined Ratio ^b | 97.8% | 96.9% | -0.9 p.p. |
| | | | |
| | FY15 | 1H16 | Δ % |
| Solvency II (consolidated figures) ^c | 1.90x | 1.73x | -0.17x |
| Total equity | 6,615 | 6,263 | -5.3% |
| Shareholders' equity | 6,278 | 5,940 | -5.4% |
| BVPS (€) | 2.22 | 2.10 | -5.4% |

^a Group profit for the period / no. total shares to date.^b Net of reinsurance (expense ratio calculated on earned premiums).^c Figures calculated using the USP (Undertaking Specific Parameters) according to current regulation.

DISCLAIMER

Maurizio Castellina, Senior Executive responsible for drawing up the corporate accounts of Unipol Gruppo Finanziario S.p.A. and UnipolSai Assicurazioni S.p.A., declares, in accordance with Article 154-bis, para 2, of the 'Consolidated Finance Act', that the accounting information reported in this document corresponds to the document contents, books and accounting records.



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