

Unipol - UnipolSai Corporate presentation

Mission Evolve

UNIPOL 2019-2021
STRATEGIC PLAN



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2019-2021
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9M20
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Appendix

#1

NON-LIFE
IN ITALY

- ✓ premium income **8.2 € billion^a**
- ✓ market share **21%^b**

#1

SALES NETWORK
IN ITALY

- ✓ **2,400** agencies

#1

TELEMATICS
IN EUROPE

- ✓ among the **leaders in the world**
- ✓ market share **50%** in Italy

#1

REPUTATION
AMONG FIG IN ITALY^c

^a Including premiums collected in Serbia by the subsidiary DDOR

^b Source: processing of ANIA figures, *Premi del lavoro diretto italiano 2019 – Edizione 2020*

^c 1st in Reputation in the financial sector in Italy. Source: 2020 Italy RepTrak[®] classification issued by The RepTrak Company on 25 June 2020



Group Highlights

About us

Leader in Non-Life

- 1st Non-Life insurance group in Italy with 8.2 €bn premiums^a and a market share of 21%^b
 - ✓ Leader in Motor TPL with 3.4 €bn premiums and a market share of 24%^b
 - ✓ Leader in Health business with 733 €m premiums and a market share of 23%^b

Leader in Telematics

- 1st insurer in Europe as to MV black-boxes distribution, with a market share of 50% in Italy

Leader in Pension Funds

- Leader in the Insurance Occupational Pension Funds Italian market, with almost 4 €bn AUM
- Among the key players in the Italian Life business with direct income of 5.8 €bn and a market share of 4.9%^b

Claims Settlement Innovator

- Innovative approach to P&C claims settlement: telematics, reimbursement in kind, captive companies for spare parts/glasses

Largest Agency Network

- 2,400 agencies in Italy (more than 20,000 agents/sub-agents) and ~100 branches in Serbia
- Multichannel strategy, including 5,000 banking branches (Bancassurance agreements with BPER, BPS, Unicredit and others) and Direct channel (Internet/telephone)
- 16 million customers

Experienced Consolidator

- Successful track record in M&A and consolidation (2012 Fondiaria-Sai, 2003 Winterthur Italia, 2000 Aurora)

Reliable Partner

- Track record in reaching financial targets over the last 3 strategic plans

^a Including premiums collected in Serbia by the subsidiary DDOR

^b 2019 figures. Source: processing of ANIA figures, *Premi del lavoro diretto italiano 2019 – Edizione 2020*

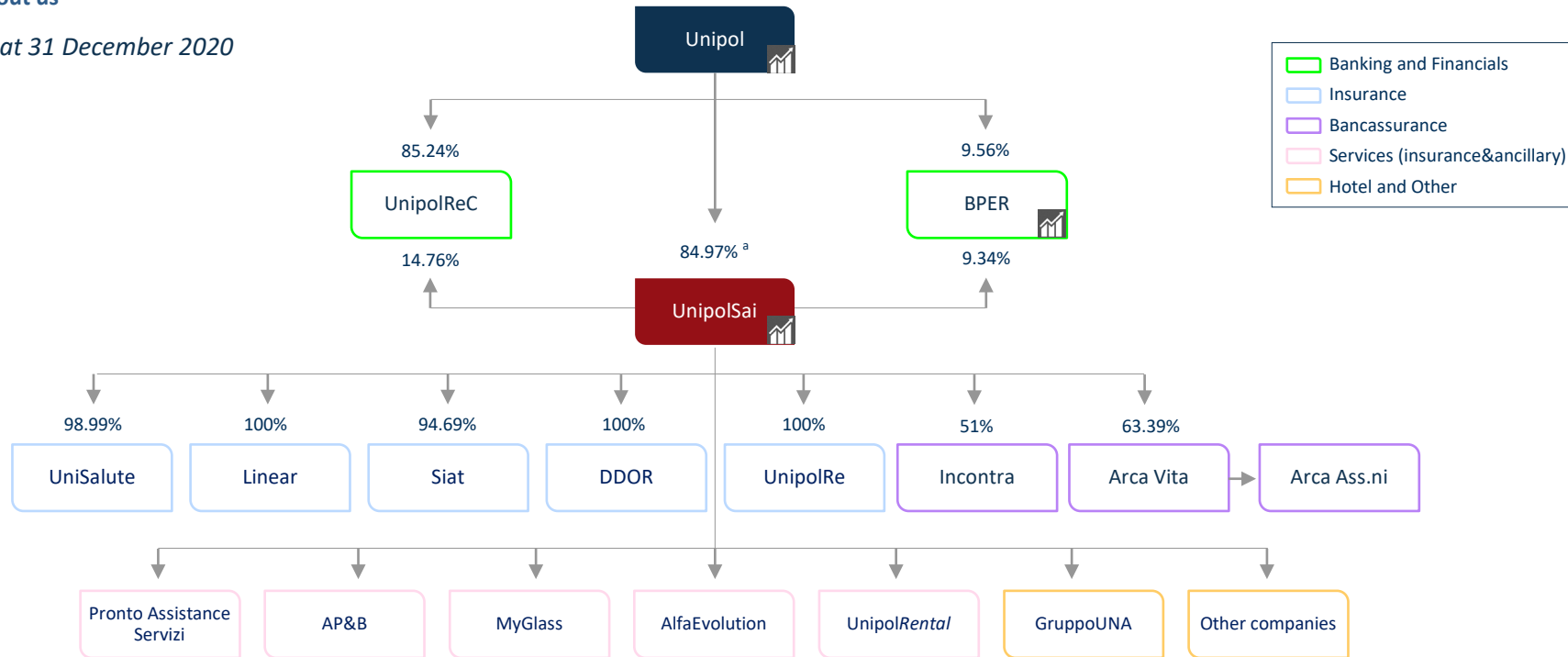


Group Structure

About us

As at 31 December 2020

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Companies listed on the Italian Stock Exchange

^a Including the shares held by Unipol Investment, UnipolPart I and Unipol Finance



Key Performance Indicators

About us

€m

UNIPOL

	FY19
Premium income ^a	14,014
Non-Life	8,167
Life	5,847
Combined Ratio ^b	94.2%
Cons. Net Result ^c	732
Group Net Result ^c	569
Dividends	^e
EPS (€)	0.79
DPS (€)	^e
	9M20
Solvency ratio (consolidated)	193%
Total Equity	8,328
Shareholders' Equity	7,033
BVPS (€)	9.80

UNIPOLSAI

	FY19
Premium income ^a	14,014
Non-Life	8,167
Life	5,847
Combined Ratio ^b	94.2%
Cons. Net Result ^d	721
Group Net Result ^d	694
Dividends	453
EPS (€)	0.25
DPS (€)	0.16
	9M20
Solvency ratio (consolidated)	258%
Total Equity	6,906
Shareholders' Equity	6,657
BVPS (€)	2.35

^a Direct business. ^b Net of reinsurance. ^c Normalized figures for BPER consolidation and solidarity fund. ^d Normalized figures for solidarity fund. ^e The BoD of Unipol initially approved 0.28 € DPS, and then proposed to the AGM (which executed) to suspend dividend payment to comply with the suggestion of the Italian Supervisory Authorities following the Covid-19 pandemic



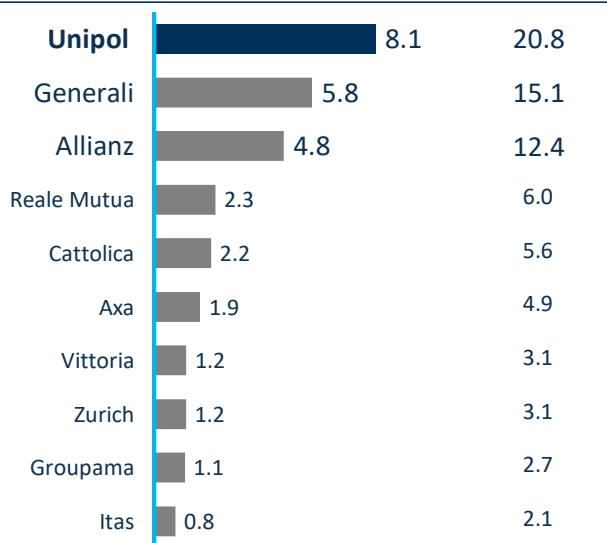
Ranking and Sales Network

About us

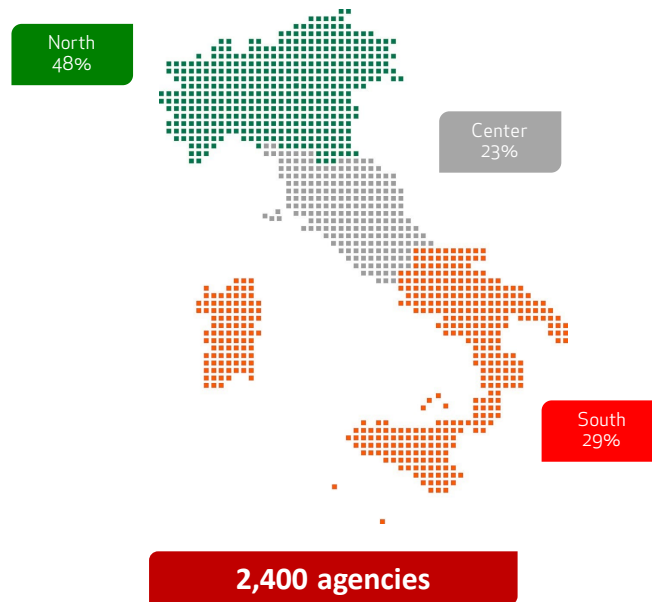
€bn

Non-Life Premiums (Italy)^a

m.s. %

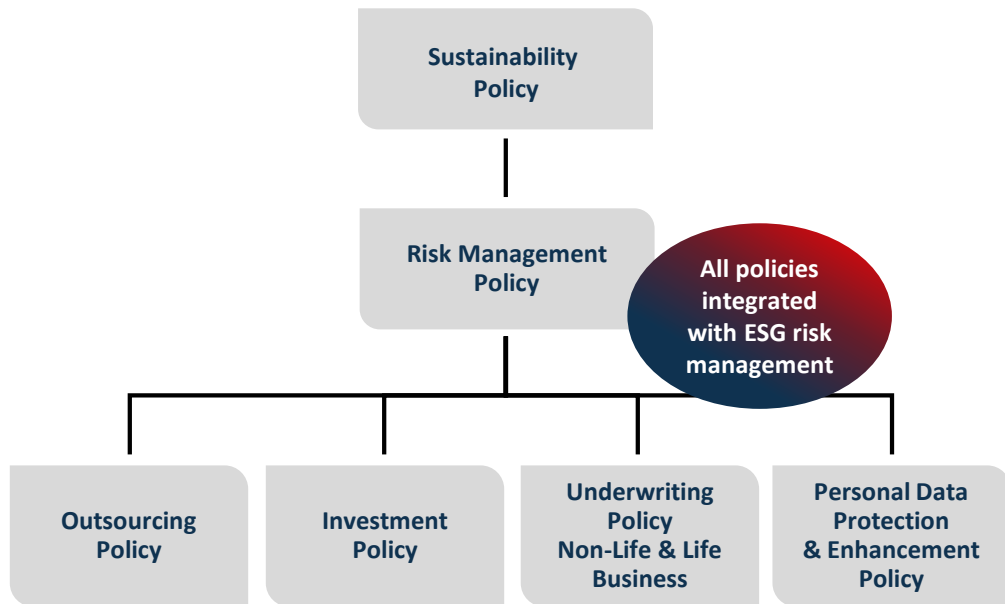


UnipolSai Sales Network^b



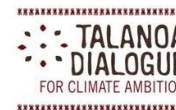
^a 2019 figures. Source: ANIA, *Premi del lavoro diretto italiano 2019 – Edizione 2020*

^b 9M20 Figures



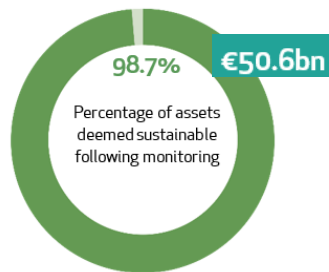
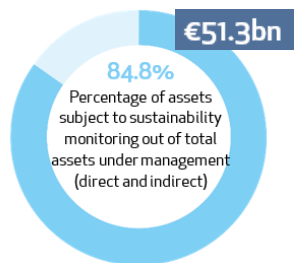
- Main role of the **Board**, that approves the “ESG integrated” Policies and, with the support of the Sustainability and Control and Risk Committees, it oversees identification and management of the main ESG risks
- Business **decarbonisation** through exclusions from Company’s investment and underwriting activities
- **ESG Task Force** established to evaluate concrete implications of ESG factors, especially relevant underwriting and investment activities, and to define decisions consistent with the Company’s vision
- Integration of ESG in **procedures and business information systems**
- **Training** on ESG factors management to business professionals (~700 people trained by February 2021)

SIGNATORY OF





Investments^a

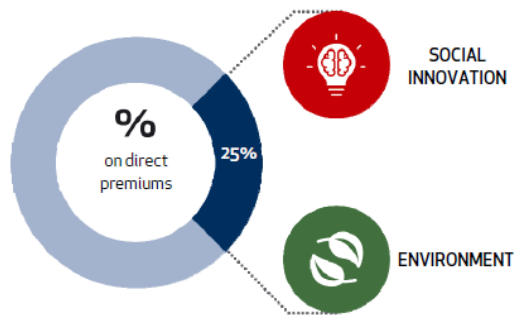


385 €m thematic and impact investments
750 €m Green Bond issued in September 2020

FY19 figures

^a Environmental and social monitoring includes Class D assets

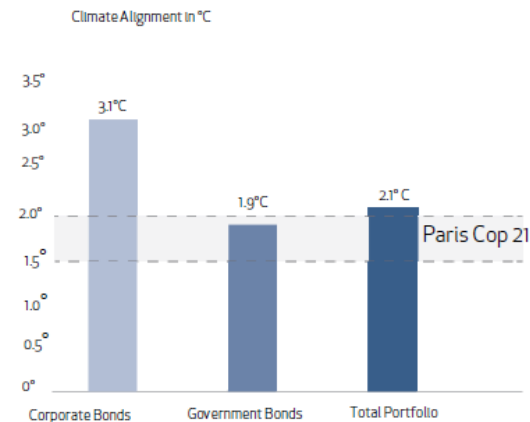
Products



7.1 million people protected with welfare insurance coverage (11.5% of Italian population)

Climate Impacts

Climate impacts of the investment portfolio



Scope 1 and 2 emissions: -4.4% average production of CO₂ per employee (2019 vs 2018)



COVID-19 Action Plan Approach

About us

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Crisis response focused on key objectives for Stakeholders and management actions aimed to ensure operations and preserve profitability

Business continuity Employee safety



- **Remote working** for almost all employees
- Distribution of personal protective equipment and increased sanitization of the premises
- Dedicated **health coverage**, 24/7 medical consult through UniSalute

Support to the Agency Network



- Advance payment of **incentives**, suspension of recoveries and interest-free financial lending program
- Extension of **digital tools** (e.g. digital signature), fully digital sales processes and usage and centralised task force providing continuity for agencies forced to suspend operations
- Distribution of personal protective equipment and **dedicated health cover**, 24/7 medical consult through UniSalute

Support to the Customers



- Extension of **payment deadlines** and suspension of non-motor margin recovery actions
- Free of charge extension of **health guarantees** for Covid patients and dedicated health coverage, 24/7 medical consult through UniSalute
- **#UnMesePerTe** campaign: 1 month discount on MV policies at renewal, conceived as a strategic, commercial and reputational initiative
- Covid-dedicated coverage, with targeted **welfare products**: **#AndràTuttoBene** (SME), **#AndràTuttoBene Premium** (Retail), **#AndràTuttoBeneFree** (free Non-Life renewals throughout March, April and May)
- **#SicuriRipartiamo**, a package of services – such as medical services at lower tariffs – dedicated to enterprises willing to resume business in all safety, ensuring the protection of their employees' health
- Renewal payments through **Reserved Area and App** and activation of electronic payment methods
- **Più3** campaign: for new policies dedicated to business activities, 3 additional months of free coverage, a discount of up to 20% and premium payment from the fourth month
- **#UniSalutePerTe**: UnipolSai 10 million customers are offered UniSalute healthcare cover to deal with the possible consequences of Covid: 24/7 medical consult, 100 €/day compensation for admission to hospital of up to 14 days and 2,000 € in compensation after coming out from intensive care hospitalisation

Support to the Community



- **Donations to the community of about 20 €m** to help combat the emergency, namely to increase the number of beds in hospitals (especially in intensive care units) and purchase healthcare equipment
- Further donations to the State Police, Carabinieri, Finance Police and Firefighters to support their essential activities in the territory

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Always one step ahead



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2019-2021 Strategic Plan

2019

INSURANCE LEADER

MOTOR



LIFE &
HEALTH



HOME
&
SMEs



STRATEGIC PLAN 2019-2021

ASSETS



Distribution
Network



Claims
Settlement
Model



Big Data



Telematics

STRATEGIC GUIDELINES

Technical
Excellence
Evolution



Distribution
Excellence
Evolution



Beyond
Insurance



People &
Technology



Shared Value &
Sustainable
Development



>2021

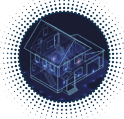
LEADER IN ECOSYSTEMS



MOBILITY
ECOSYSTEM



WELFARE
ECOSYSTEM



PROPERTY
ECOSYSTEM



Our Assets

2019-2021 Strategic Plan

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Leader in terms of geographic coverage and professional competence of the Group distribution network, also thanks to the innovative “UnipolSai 2.0 Agreement”

Sales points
> 8,500

Insurance intermediaries
> 30,000



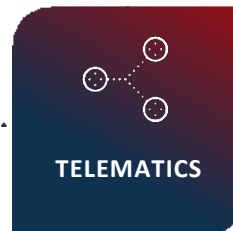
Settlement speed
> 86% Motor TPL
Property damage
> 52% Motor TPL
Bodily injury

Leader in terms of quality and settlement speed

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UNIPOL 2019-2021
STRATEGIC PLAN

EVOLUTION LEADERSHIP

Managed data
~ 350 TB



Black Boxes
> 4,0 m

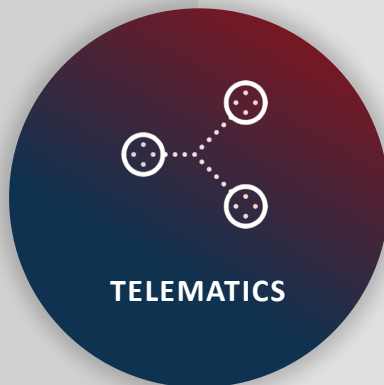
Telematics leader as a distinctive element of Customer service, claim settlement processes efficiency and evolution of pricing models

Source: management figures 2018



Customer benefits

- **“Pay-as-you-drive” tariff** with up to 30% discount
- **Customer services**
 - Real time assistance to Customers in case of claim event
 - Geolocation of the vehicle and information on the journey
 - Finding vehicle in case of theft
 - Implementation of new services (house, health, agriculture, animals)
- **Better awareness of the real needs of Customers through:**
 - Analysis of big data
 - Use of data to develop specific proposals



Company benefits

- **Pricing sophistication** thanks to the portfolio risk size
- **Highly competitive tariffs** when UniBox is installed
- **High Customer retention rate** (+3 pp vs. market)
- **Reduction in the cost of claims**
 - Fraud reduction
 - Improvement of the claims mix (property vs injury)
 - Increase in settlement speed



We use telematics to create sustainable value for our Customers



Strategic Guidelines of the Plan

2019-2021 Strategic Plan

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Mission  **Evolve**
UNIPOL 2019-2021
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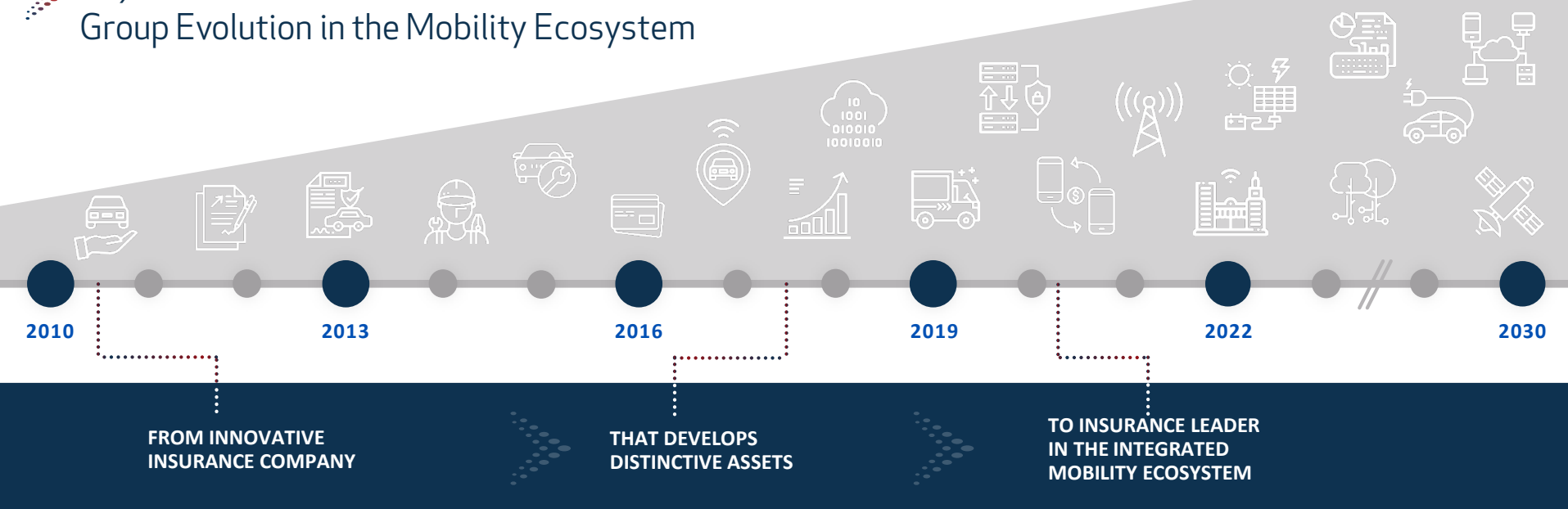
**EVOLUTION
LEADERSHIP**



Beyond Insurance

Group Evolution in the Mobility Ecosystem

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- Leader in telematics
- Prompt assistance services
- Auto body repair and glass repair services
- Financial services

- Telematics claims settlement
- Big Data
- TSP (Telecommunications Service Provider)
- Digital analytics

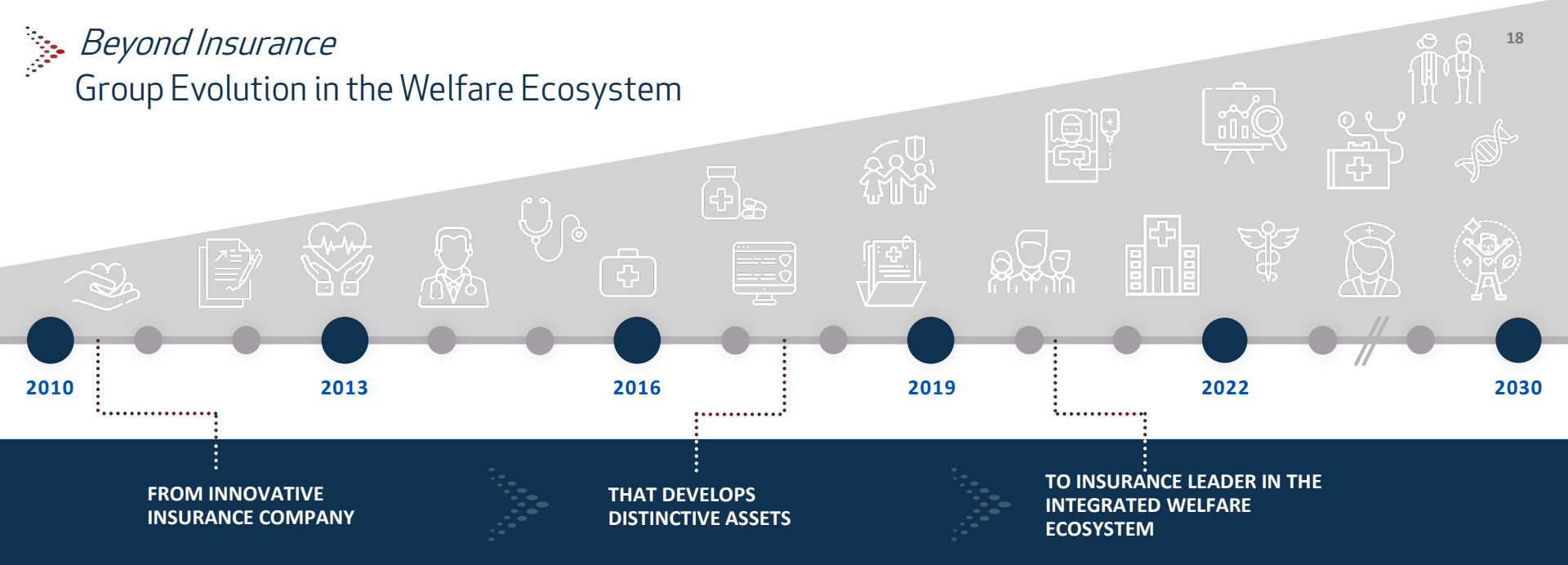
- Long-Term Rental
- Car broker
- Digital Payments
- New devices

**INTEGRATED
MOBILITY
ECOSYSTEM**

Beyond Insurance

Group Evolution in the Welfare Ecosystem

18



- Consolidation of UniSalute's leadership position
- Management of third-party healthcare funds
- Development of a network of affiliated public and private facilities

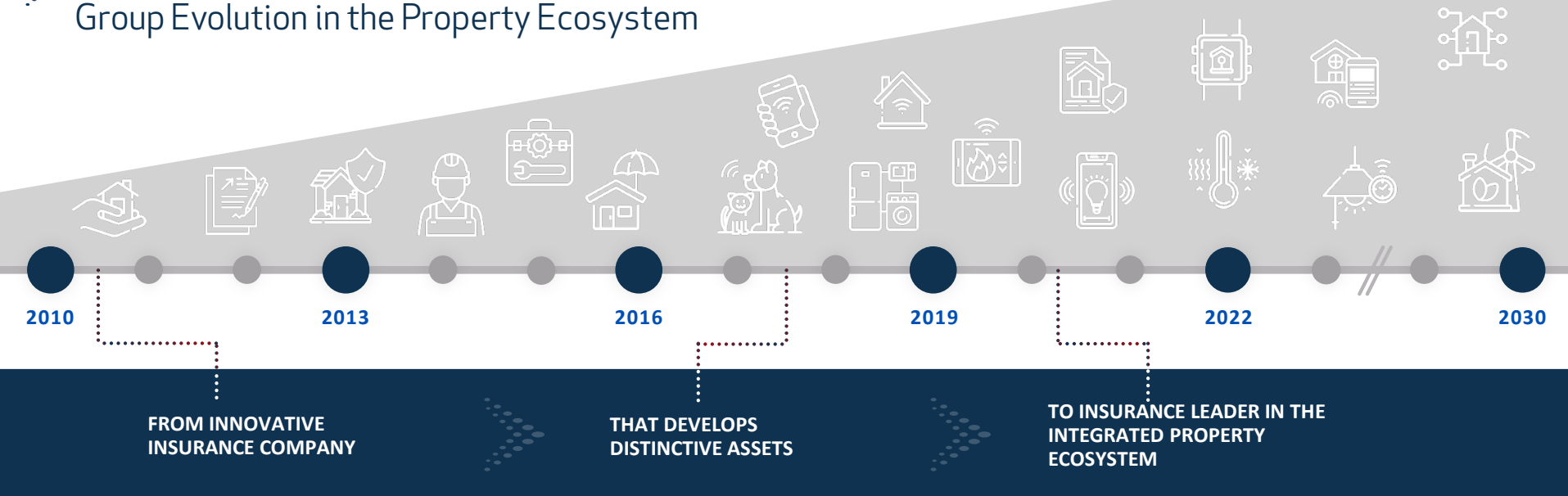
- Establishment of SiSalute
- Commercial proposition to manage chronic illnesses
- Creation of modular customised prevention packages
- Proprietary specialist medical centres

- Flexible benefits
- Medical centres development
- Expansion of industrial relations for welfare
- Support for non self-sufficiency

**INTEGRATED
WELFARE
ECOSYSTEM**

Beyond Insurance

Group Evolution in the Property Ecosystem



- First Italian company to offer retail coverage for catastrophic events (earthquakes and flooding)
- Introduction of a product line with a flat rate for entry level coverage

- Telematics and home automation services for Homes, Businesses and Companies
- Direct repair service along with assistance
- Pet product with GPS device

- Energy Home Automation
- Personal Home Automation
- Anti-pollution air/ electrical Home Automation
- Utilities

**INTEGRATED
PROPERTY
ECOSYSTEM**

Shared Value and Sustainable Development

Contribution to UN 2030 ASDG and Value Creation

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Contribution towards reaching the UN 2030 Agenda Sustainable Development Goals		Creation of concrete and measurable value		2018	2021
<div>3</div> <div>GOOD HEALTH AND WELL-BEING</div> <div></div>	<div><div></div><div>➤ Accessible solutions that integrate with public welfare, extending protection to a broader public and taking action in prevention</div><div>➤ Widening distribution channels to reach new underinsured segments</div></div>	<div>Share of products with environmental and social value</div> <div>Increase the penetration of products with social and environmental impact on the overall insurance portfolio <i>Premiums for products with a social and environmental impact on the total of the corresponding product families</i></div>	22.7%	30%	
<div>8</div> <div>DECENT WORK AND ECONOMIC GROWTH</div> <div></div>	<div><div></div><div>➤ Support for boosting the business and resilience of the agencies</div><div>➤ Development of predictive models for climate risk for companies to increase the resilience of various sectors</div></div>	<div>Finance for the SDGs</div> <div>Increase in thematic investments for the SDGs <i>Invested in support of Agenda 2030, in accordance with the upcoming EU Taxonomy rules</i></div>	326 €m	600 €m	
<div>11</div> <div>SUSTAINABLE CITIES AND COMMUNITIES</div> <div></div>	<div><div></div><div>➤ Integrated mobility products and services for individuals and companies, for greater security and sustainability of towns and people, also by exploiting the value of data generated through public-private partnerships</div></div>	<div>Reputational index</div> <div>Public perception of the company in the various sectors in which it operates <i>Reputation score among general public, according to RepTrak® methodology</i></div>	69	> average insurance business	





Targets 2019-2021

2019-2021 Strategic Plan

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Insurance KPIs

	Unipol GRUPPO UnipolSai ASSICURAZIONI	
	Target 2021	Δ vs 2018
Non-Life premiums o/w Motor o/w Non-Motor	~ 8,700 €m ~ 4,400 €m ~ 4,300 €m	~ +750 €m ~ +220 €m ~ +530 €m
CoR Non-Life (net of reinsurance)	~ 93%	~ -1.2%
Life premiums	~ 5,000 €m	~ +750 €m

Financial Targets

	Unipol GRUPPO	UnipolSai ASSICURAZIONI
	Target 2019-2021	
Cumulative Consolidated Net Profit	~ 2,000 €m ^a	~ 2,000 €m
Cumulative Dividends	~ 600 €m	~ 1,300 €m
Solvency II ratio (comfort range)	140% - 160%	170% - 200% ^b

^a Considering the consolidation of BPER Banca based on equity method with a share of around 20% and without the positive accounting impact coming from goodwill valuation

^b Consolidated Solvency II ratio based on economic capital



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Results by sector

9M20 Consolidated Results

€m

UNIPOL

	9M19 ^a	9M20
Consolidated pre-tax result	796	939
<i>Non-Life</i>	603	985
<i>Life</i>	217	51
<i>Holding and other</i>	-23	-98
Consolidated net result	577	759
Group net result	450	631

UNIPOLSAI

	9M19 ^b	9M20
Consolidated pre-tax result	793	980
<i>Non-Life</i>	598	971
<i>Life</i>	219	53
<i>Other</i>	-23	-44
Consolidated net result	576	701
Group net result	557	677

^a Normalised figures excluding the impact of the first consolidation of BPER (176 €m in *Non-Life* and 244 €m in *Holding and other* sectors) and of the Solidarity Fund

^b Normalised figures excluding Solidarity Fund impact

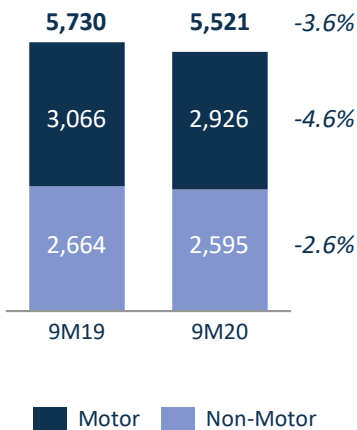
Non-Life Premiums – Direct Business

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9M20 Consolidated Results

€m

Premiums



Premiums by Business Line

	€m	%	var%
Mobility	3,165	57	-4.1
Motor	2,926	53	-4.6
Other	239	4	+1.2
Welfare	940	17	-3.3
Health	474	9	-5.8
Accident	466	8	-0.7
Property	1,415	26	-2.7
Fire&Other dam. to prop.	787	14	+1.1
General TPL	442	8	-3.4
Other	187	3	-14.9
Total	5,521	100	-3.6

Premiums by Company

	€m	%	var%
UnipolSai S.p.A.	4,722	86	-3.0
UniSalute	325	6	+4.8
Linear	139	3	+0.6
Incontra	67	1	-52.1
Arca Assicurazioni	100	2	+0.8
Siat	101	2	-7.5
DDOR	67	1	+3.4
Total	5,521	100	-3.6

Premiums by Distribution Channel

	€m	%	var%
Agents	4,487	81	-3.4
Brokers/Head Off.	659	12	+3.4
Bancassurance	167	3	-30.0
Direct and other	208	4	0.0
Total	5,521	100	-3.6

Operating figures

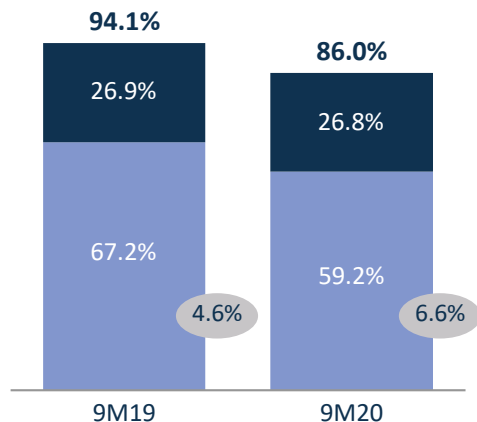


Non-Life Combined Ratio

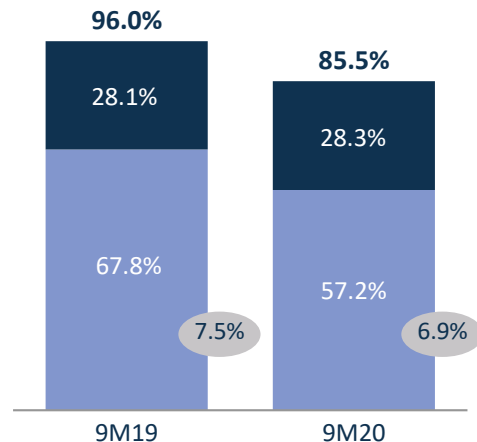
9M20 Consolidated Results

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Net of Reinsurance



Direct Business



Expense ratio Loss ratio Atm. Events + Heavy Losses

Combined ratio net of reinsurance: operating expenses/earned premiums after reinsurance + claims charges/earned premiums after reinsurance

Combined ratio direct business: operating expenses/written premiums direct business (before reinsurance) + claims charges /earned premiums direct business (before reinsurance)

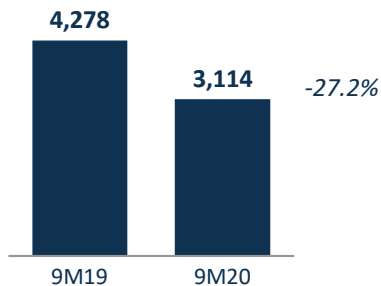
Operating figures



9M20 Consolidated Results

€m

Direct Premium Income



Premiums by Line of Business

	€m	%	var%
Traditional	1,919	62	-25.6
Unit linked	332	11	+39.7
Pension funds	572	18	-48.5
Capitalization	291	9	-17.1
Total	3,114	100	-27.2

Premiums by Company

	€m	%	var%
UnipolSai S.p.A.	2,185	70	-28.2
Arca Vita + AVI	877	28	-25.0
Other companies	53	2	-22.2
Total	3,114	100	-27.2

Premiums by Distribution Channel

	€m	%	var%
Agents	1,021	33	-18.2
Bancassurance/Fin. advisors	947	30	-33.0
Pension funds	531	17	-50.1
Brokers/Head office	580	19	+7.4
Other	35	1	+200.2
Total	3,114	100	-27.2

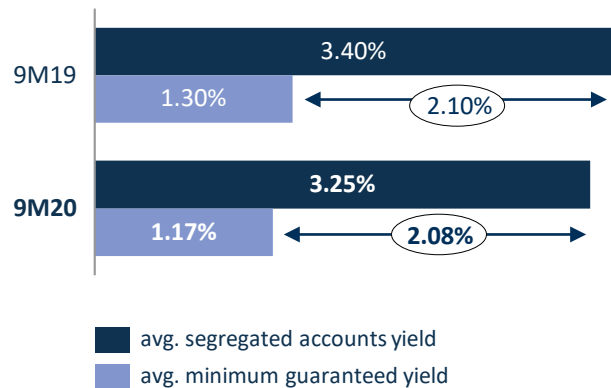
Operating figures



9M20 Consolidated Results

€m

Segregated Accounts and Minimum Guaranteed Yields



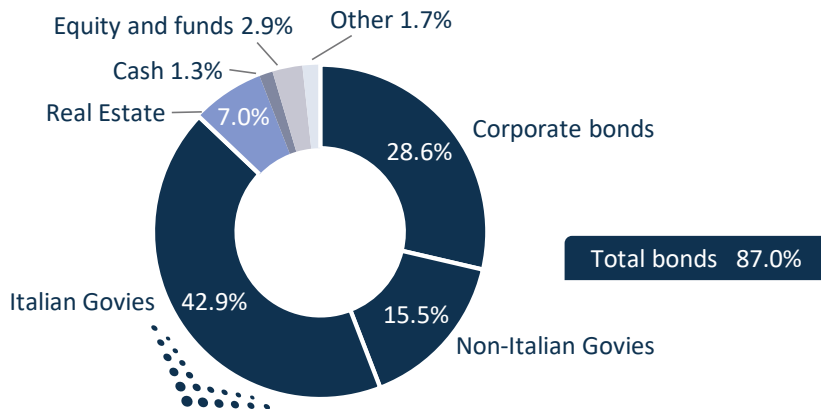
Technical Reserves by Minimum Guarantee ^a

	FY19		9M20	
Min. guar. yield	€bn	%	€bn	%
0%-1%	17.6	54	19.4	58
1%-2%	7.5	23	6.8	20
2%-3%	5.4	17	5.3	16
>3%	2.2	7	2.1	6
Total	32.7	100	33.7	100

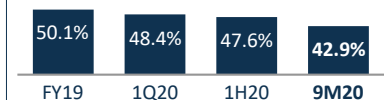
^a Class 1 and Class 5 technical reserves
Operating figures



Total Investments 60.4 €bn



Reducing Italian Govies



Market value – Operating figures
Investment yields on a yearly basis

Financial Investment Yields

	Total		Non-Life		Life	
	€m	Yield	€m	Yield	€m	Yield
Coupons and dividends	1,105	3.0%	254	2.8%	843	3.2%
Realized/unrealized gains/losses	-43	-0.1%	-1	0.0%	-34	-0.1%
Total	1,061	2.9%	253	2.8%	810	3.1%

Total Investments Duration (years)

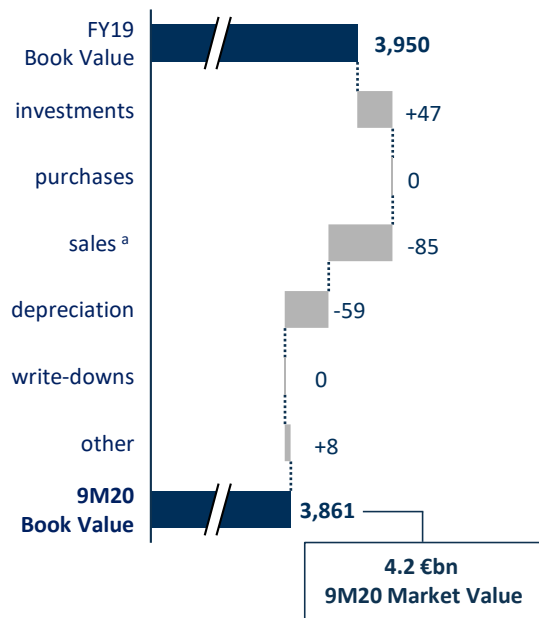
	Total	Non-Life	Life
Assets	6.8	3.4	8.4
Liabilities	7.6	2.8	9.5
<i>Mismatch</i>	<i>-0.3</i>	<i>1.3</i>	<i>-0.6</i>



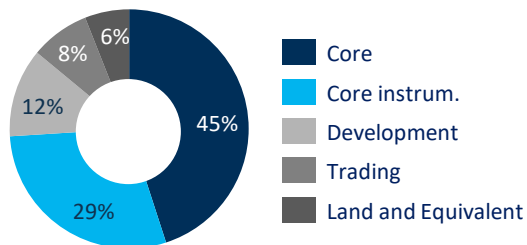
9M20 Consolidated Results

Total Portfolio 3.9 €bn

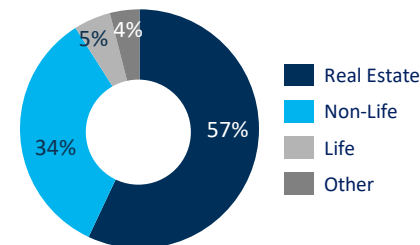
Development of RE Portfolio (€m)



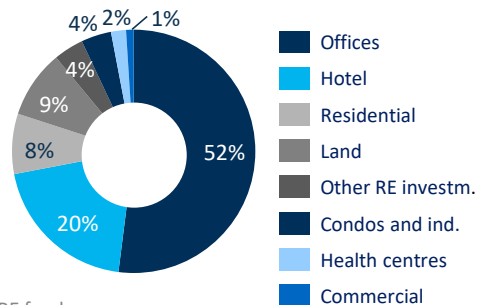
Breakdown by Cluster



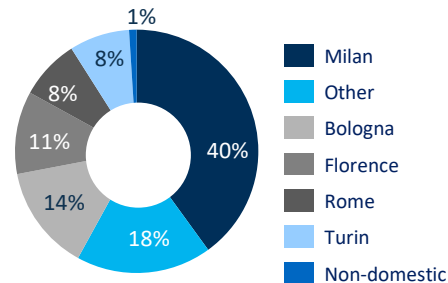
Breakdown by Sector



Breakdown by Use



Breakdown by Area



^a N. 17 deeds as at 30 September 2020 incl. reimbursement of shares in RE funds.
Operating figures, book value



9M20 Consolidated Results

€m

Bad Loans Stock

	FY19	9M20
Gross loans	3,465	3,188
Net loans	516	453
Coverage ratio	85%	86%

Bad Loans Collection

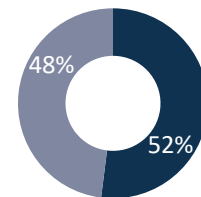
	9M19	9M20
Collections	83	80
Bad Loans reduction (GBV)	266	277
Collections/GBV	31%	29%

KPIs

	9M19	9M20
Net result	10.7	4.7
	FY19	9M20
Debt	155	113
Total Equity	434	439



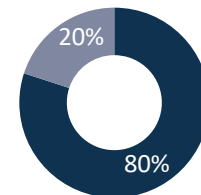
Portfolio Breakdown



■ Secured loans
■ Unsecured loans



Collections Breakdown



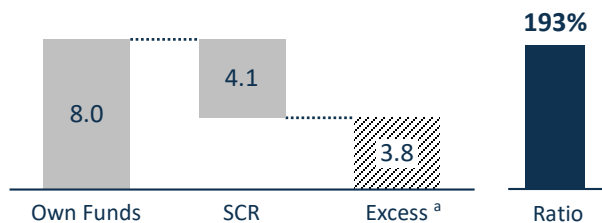
■ Secured loans
■ Unsecured loans



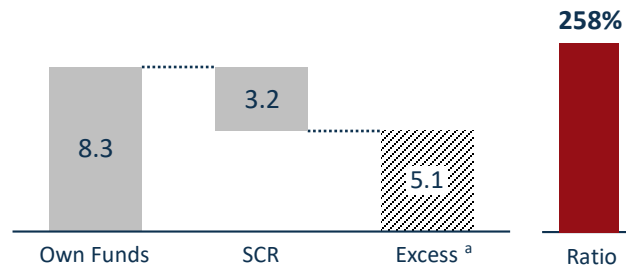
9M20 Consolidated Results

€bn

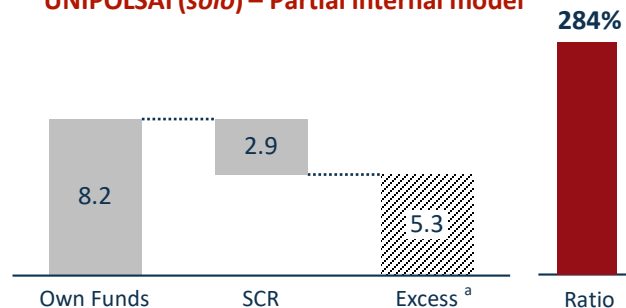
UNIPOL (consolidated) – Partial internal model



UNIPOLSAI (consolidated) – Economic capital



UNIPOLSAI (solo) – Partial internal model



^a Eligible Own Funds in excess of Solvency Capital Requirements



9M20 Consolidated Results

€m

UNIPOL

	9M19	9M20
Premium income ^a	10,008	8,635
Non-Life	5,730	5,521
Life	4,278	3,114
Combined ratio ^b	94.1%	86.0%
Consolid. net Result	577 ^c	759
Group net Result	450 ^c	631

	FY19	9M20
Total Equity	8,305	8,328
Shareholders' Equity	6,687	7,033

UNIPOLSAI

	9M19	9M20
Premium income ^a	10,008	8,635
Non-Life	5,730	5,521
Life	4,278	3,114
Combined Ratio ^b	94.1%	86.0%
Consolid. net Result	576 ^d	701
Group net Result	557 ^d	677

	FY19	9M20
Total Equity	7,153	6,906
Shareholders' Equity	6,878	6,657

^a Direct business^b Net of reinsurance^c Normalised figures excluding the impact of the first consolidation of BPER (176 €m in *Non-Life* and 244 €m in *Holding and other sectors*) and of the Solidarity Fund^d Normalised figures excluding Solidarity Fund impact



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Appendix



M&A Transactions involving Intesa Sanpaolo, UBI, BPER and UnipolSai

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Appendix

Intesa Sanpaolo – UBI Banca

- Further to the launch of the Public Tender Offer in February 2020, Intesa Sanpaolo completed the acquisition of 100% of the share capital of UBI Banca in September 2020. Following completion of the transaction, the delisting of UBI Banca shares became effective as of 5 October 2020

As a result of this transaction, according to the agreement announced to the market on 17 February 2020 and subsequent amendments:

BPER

- BPER will purchase a going concern from Intesa Sanpaolo consisting of **486 branches** and **134** so-called **operational units** mainly located in Northern Italy, including the following (ref. BPER press release of 12 November 2020):
 - ✓ **over 1 million customers**
 - ✓ approx. 29 €bn customer deposits and 31 €bn indirect funding
 - ✓ approx. 26 €bn net loans
 - ✓ risk-weighted assets (RWA) not higher than 15.5 €bn

On 7 August 2020 BPER obtained authorisation from the Italian Antitrust Authority to proceed with this acquisition

On 2 September 2020 BPER received the authorization from the ECB for the acquisition

- The consideration for the going concern will be paid in cash, and financed through a **rights issue** of 802 €m completed in October 2020

UnipolSai

- UnipolSai will purchase, subject to clearance by the competent authorities, going concerns including life insurance policies, certain assets and liabilities and legal relations of the banking business customers of BancAssurance Popolari (entirely owned by UBI Banca) and Lombarda Vita and Aviva Vita, in case UBI Banca will re-acquire control of the bancassurance vehicles
- The **consideration** will be based on the same valuation criteria applied by UBI Banca for the repurchase of the control stakes of Lombarda Vita and Aviva Vita, and on the book value for BancAssurance Popolari
- The **closing of the deal** is expected to take place in 2021



Outstanding Debt Instruments - Unipol S.p.A. and UnipolSai S.p.A.

Appendix

€m

As at 31 December 2020

Issuer	Listed ^a	Nominal amount	Sub./Sen./Hyb.	Tier	Maturity	Coupon	
UnipolSai	✓	300	Sub.	Tier II	Jun, 2021	Eur3M+2.5%	early redemption planned
UnipolSai	✓	262	Sub.	Tier II	Jul, 2023	Eur3M+2.5%	
UnipolSai		240	Hyb.	Tier I	Jul, 2023	Eur6M+2.5%	
UnipolSai	✓	500	Sub.	Tier II	Mar, 2028	3.88%	
UnipolSai	✓	750	Hyb.	Tier I	Perpetual ^b	5.75%	
UnipolSai	✓	500	Hyb.	Tier I	Perpetual ^c	6.38%	issued 2020
Total UnipolSai S.p.A.		2,552					
Unipol	✓	231	Sen.	--	Mar, 2021	4.38%	
Unipol	✓	1,000	Sen.	--	Mar, 2025	3.00%	
Unipol	✓	500	Sen.	--	Nov, 2027	3.50%	
Unipol (Green Bond)	✓	1,000	Sen.	--	Sep, 2030	3.25%	issued 2020
Total Unipol S.p.A.		2,731					
Total UnipolSai S.p.A. + Unipol S.p.A.^d		5,283					

^a Listed on the Luxembourg Stock Exchange^b 1st call date Jun, 2024^c 1st call date Oct, 2030^d Excluding intercompany debt

€m

Figures at 30 September 2020

	Assets		Liabilities
Liquid financial assets ^a	1,560	Financial debt to UnipolSai	568
		Senior debt 2021	231
		Senior debt 2025	1,000
		Senior debt 2027	500
		Senior green bond 2030	750
Liquid financial assets	1,560	Financial debts ^b	3,049
Net Financial Position	-1,489		

^a Including liquid financial assets of Unipol Gruppo and its subsidiaries 100% directly controlled^b Nominal value



Unipol Group Subsidiaries

Appendix

Unipol Subsidiaries



UnipolSai: Non-Life and Life insurance company and holding company of the UnipolSai Group

Premiums: 14 €bn
Network: 2,400 agencies



UnipolReC: company focused on the recovery of banking non-performing loans

Loans: 453 €m at 9M20
Tangible Book Value: 0.4 €bn

UnipolSai Subsidiaries



Arca Vita: Bancassurance company (JV among Unipol, Banca Pop. Emilia, Banca Pop. Sondrio and other popolari banks) selling Life products (esp. savings products and pension schemes).

Premiums: 1.676 €m
Network: over 2,800 banking branches



Arca Assicurazioni: Bancassurance company (JV among Unipol, Banca Pop. Emilia, Banca Pop. Sondrio and other popolari banks), controlled by Arca Vita, selling MV, household and capital protection.

Premiums: 136 €m
Network: over 2,800 banking branches



Linear: Non-Life direct insurance company, which sells MV and Non-Motor products via Internet

Premiums: 184 €m
5th direct insurance company in Italy



UniSalute: Leader in Health insurance, operating in Italy through a network of agreed health centres, clinics and hospitals

Premiums: 448 €m; 3rd health ins. co. in Italy; 1st incl. UnipolSai health premiums



UnipolSai Subsidiaries (continued)



Incontra: Insurance company resulting from the joint venture with Unicredit Group, focusing on Non-Life covers, especially credit protection and health

Premiums: 185 €m
Network: over 2,000 banking branches



BIM Vita: Private Insurance Company resulting from the joint venture with Banca Intermobiliare which sells Life insurance products, with focus on pension schemes and savings

Premiums: 76 €m



SIAT: SIAT is the specialized Group transport and aviation insurance company, the only one entirely devoted to these businesses in Italy. It is national leader in the transport, hull and cargo insurance market

Premiums: 159.8 €m
Network: 25 agencies and 172 brokers



DDOR: Serbia-based insurance company, offering Non-Life and Life products through around 100 agencies

Premiums: 101 €m









UnipolRe: UnipolRE is the Group company specialised in reinsurance. Its headquarters are in Dublin and it provides reinsurance coverage to small and medium-sized insurance companies mainly based in Europe

Premiums: 264.6 €m



UnipolSai Subsidiaries (continued)

	Auto Presto&Bene: Company fully owned by UnipolSai providing customer services for MV claims handling	Partner repair centers: over 2,600 Claims managed: over 162,000
	AlfaEvolution: The company is the standard bearer for technological evolution linked to telematics at UnipolSai and the other Group companies	Partner network: over 2,600 centers
	MyGlass: UnipolSai in-house network focused on installation, repair and replacement of vehicle glasses	Repair centers: over 200 Claims managed: almost 130,000
	UnipolRental: Long-term car rental company fully owned by UnipolSai (acquisition finalised on 1 August 2019).	No. of vehicles: over 50,000 Total revenues: 301 €m
	Pronto Assistenza Servizi (Unipol Assistance as from 2021): Multiservice consortium company, specialized in providing Unipol Group customers with Insurance Services (24/7 assistance and customer care)	Requests for assistance: >2.5m % satisfaction: 86%
	Gruppo UNA: Hotel chain made up of 35 hotels - 6 o/w in franchising - and 3 brands: UNA Esperienze (luxury hotels/villas/resorts), UNA HOTELS (4-star hotels/resorts) and UNAWAY (modern hotels/aparthotels)	No. of rooms: 4,588 Total turnover: 128 €m



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The company perimeter covered by the information contained herein should be understood as the current one.

Pursuant to Article 154-bis, second paragraph, of the “Consolidated Law on Financial Intermediation”, Maurizio Castellina, financial reporting manager of Unipol Gruppo S.p.A. and UnipolSai Assicurazioni S.p.A., hereby declares that the information relating to the Company’s financial statements in the presentation corresponds to the accounting records.



This document has been prepared by Unipol Gruppo S.p.A. and by UnipolSai Assicurazioni S.p.A. solely for information purposes in the context of the presentation of its 9M20 results.

Maurizio Castellina, Senior Executive responsible for drawing up the corporate accounts of Unipol Gruppo 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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Unless otherwise specified, all figures reported in this presentation refer to the Unipol Group.

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