

Unipol - UnipolSai Corporate presentation

Mission Evolve

UNIPOL 2019-2021
STRATEGIC PLAN



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2019-2021
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Appendix

#1

NON-LIFE
INITALYpremium income **8.2 € billion^a**
market share **21%^b**

#1

SALES NETWORK
INITALY**2,400** agencies

#1

TELEMATICS
INEUROPE✓ **leader** in Europe
✓ market share **50%** in Italy

#1

REPUTATION
AMONG FIG IN ITALY^c^a Including premiums collected in Serbia by the subsidiary DDOR^b Source: ANIA, *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

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Leader in Non-Life

- 1st Non-Life insurance group in Italy with 8.2^a €bn premiums and a market share of 21%
- ✓ Leader in Motor business with 4.1 €bn premiums and a market share of 22%^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 3.8 €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

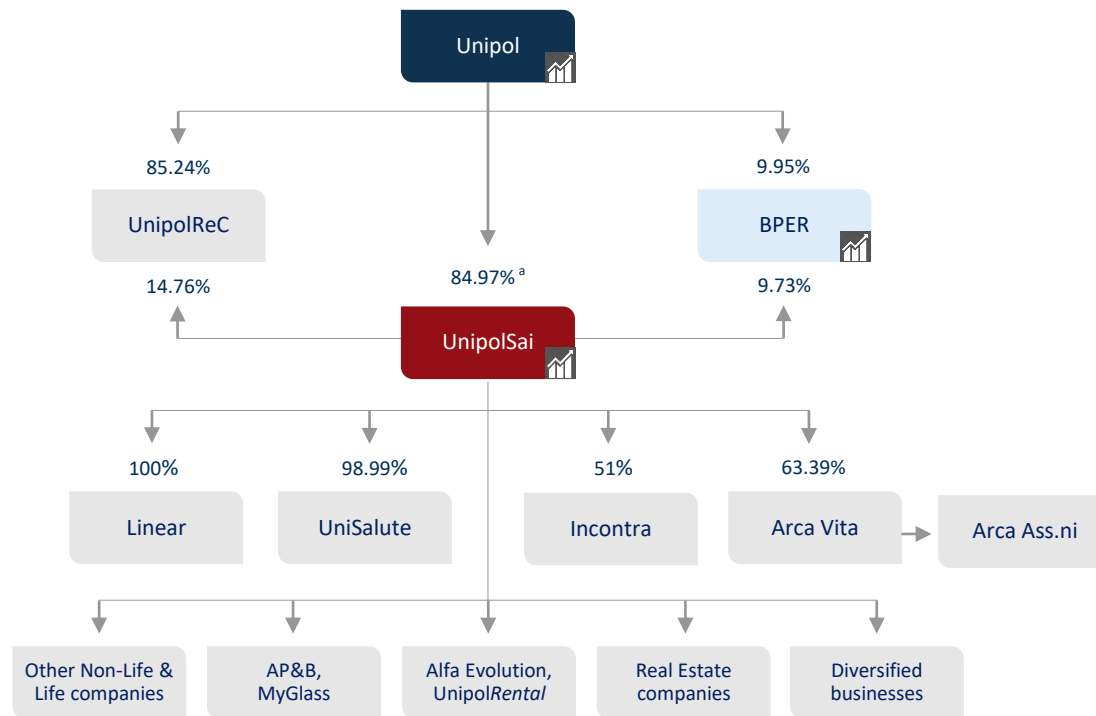
- Successful track record in M&A and consolidation (2012 Fondiaria-Sai, 2003 Winterthur Italia, 2000 Aurora)

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



 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

	FY18	FY19
Premium income ^a	12,349	14,014
Non-Life	7,953	8,167
Life	4,396	5,847
Combined Ratio ^b	94.2%	94.2%
Cons. Net Result ^c	613	732
Group Net Result ^c	440	569
Dividends	129	^e
EPS (€)	0.61	0.79
DPS (€)	0.180	^e
	1H19	1H20
Solvency ratio (cons.)	153%	188%
Total Equity	7,580	7,934
Shareholders' Equity	6,122	6,674
BVPS (€)	8.53	9.30

UNIPOLSAI

	FY18	FY19
Premium income ^a	11,718	14,014
Non-Life	7,892	8,167
Life	3,826	5,847
Combined Ratio ^b	94.3%	94.2%
Cons. Net Result ^d	699	721
Group Net Result ^d	652	694
Dividends	410	453
EPS (€)	0.23	0.25
DPS (€)	0.145	0.160
	1H19	1H20
Solvency ratio (cons.)	228%	249%
Total Equity	6,294	6,482
Shareholders' Equity	6,039	6,246
BVPS (€)	2.13	2.21

^a Direct business. ^b Net of reinsurance. ^c FY18 norm. net of gain on Pop. Vita sale, write down on Unipol Banca and other perimeter changes. 1H19 norm. excluding the impact of the first consolidation of BPER (as restated at 30 June 2020). FY19 norm. excluding the impact of the first consolidation of BPER and of the solidarity fund. ^d FY18 norm. net of gain on Pop. Vita sale and other perimeter changes. FY19 norm. excluding the impact of the 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 recommendation of the Italian Supervisory Authorities following the Covid-19 pandemic



Ranking and Sales Network

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€bn

Non-Life Premiums (Italy)^a

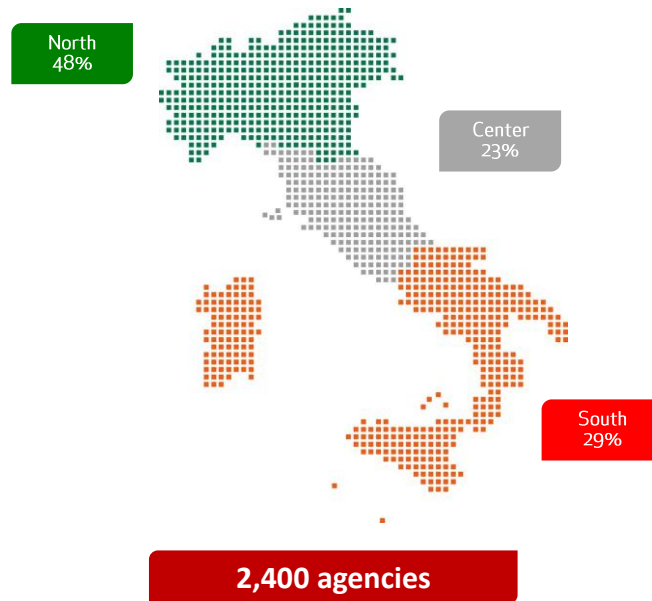
m.s. %

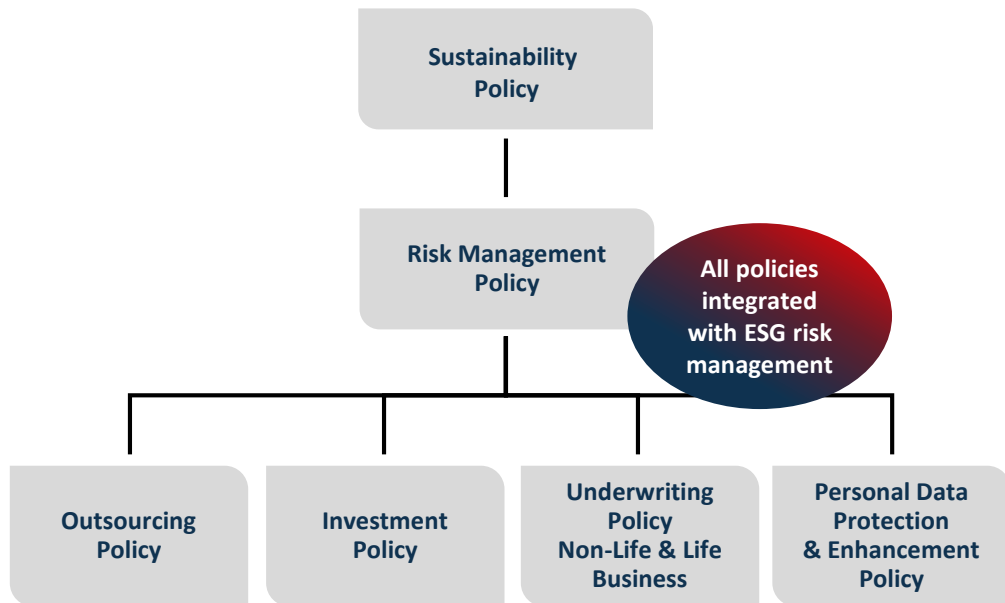
Unipol	8.1	20.8%
Generali	5.8	15.1%
Allianz	4.8	12.4%
Reale Mutua	2.3	6.0%
Cattolica	2.2	5.6%
Axa	1.9	4.9%
Vittoria	1.2	3.1%
Zurich	1.2	3.1%
Groupama	1.1	2.7%
Itas	0.8	2.1%

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

^b 1H20 Figures

UnipolSai Sales Network^b





➤ Main role of the **Board**, that approves the “ESG integrated” Policies and, supported by the Sustainability and Control and Risk Committees, it oversees identification and management of the main ESG risks

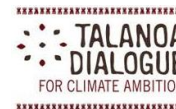
➤ **Decarbonization** of business through exclusions from Company’s investment and underwriting activities

➤ **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**

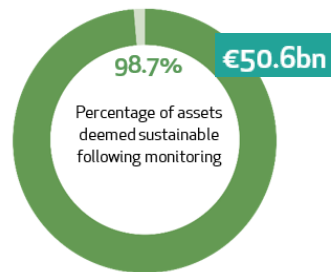
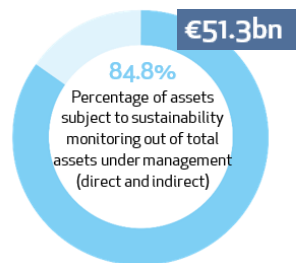
➤ **Training** on ESG factors management to business professionals (~700 people trained by 2020)

SIGNATORY OF





Investments^a

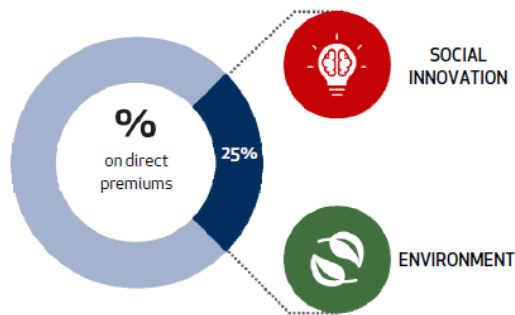


€385m thematic and impact investments

FY19 figures

^a Environmental and social monitoring includes Class D assets

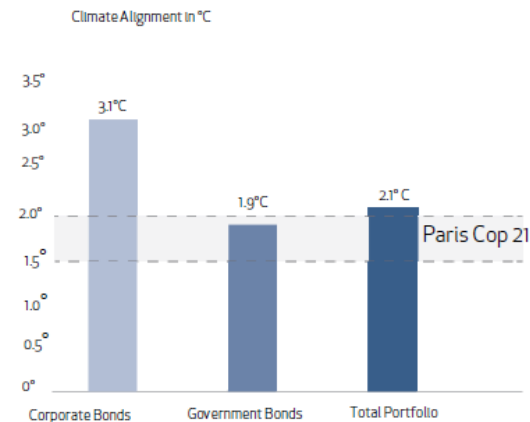
Products



6,8m people protected with welfare insurance coverage (11.3% of Italian population)

Climate

Climate impacts of the investment portfolio



-4.4% average production of CO₂ per employee (2019 on 2018)



COVID-19 Action Plan Approach

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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** mechanisms for almost all employees (enabled within just a few weeks)
- Distribution of personal protective equipment and increased sanitization of premises
- Dedicated **health coverage**, 24/7 medical advice and COVID consultation 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 coverage**, 24/7 medical advice and COVID consultation through UniSalute

Support to the Customers



- Payment **deadline extensions** and suspension of non-motor margin recovery actions
- Extension of **health coverage guarantees**, free of charge, for COVID patients and dedicated health coverage, 24/7 medical advice and COVID consultation through UniSalute
- Launch of the **#UnMesePerTe** campaign: 1 month discount on motor policies at renewal. It has been conceived as a significant strategic, commercial and reputational initiative
- Covid-dedicated coverage, with the introduction of dedicated **welfare products**: #AndràTuttoBene (target SME), #AndràTuttoBene Premium (target Retail), #AndràTuttoBeneFree free for Non-Life renewals during March, April and May
- Launch of **#SicuriRipartiamo**, a package of services – such as medical services at lower tariffs – dedicated to enterprises that want to resume business in all safety, ensuring the protection of their employees' health
- Renewal payments through **Reserved Area and APP**
- Activation of electronic payment methods

Support to the Community



- UnipolSai Assicurazioni accounted for **donations of about 20 €m** to the community to help combat the emergency; these resources were allocated, in cooperation with the authorities, to increase the number of beds in hospitals, especially in intensive care and semi-intensive care units, and to purchase the necessary healthcare equipment in the areas most affected in Italy (Lombardia, Piemonte, Emilia-Romagna and Marche)
- Further donations were made to the State Police, the Carabinieri, the Finance Police and the Firefighters in order to support their important activities in the territory

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Always one step ahead



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INSURANCE LEADER

MOTOR



LIFE &
HEALTH



HOME
&
SMEs



2019

STRATEGIC PLAN 2019-2021

ASSETS



Distribution
Network



Claims
Settlement
Model



Big Data



Telematics

STRATEGIC GUIDELINES

Technical
Excellence
Evolution



Distribution
Excellence
Evolution



Beyond
Insurance



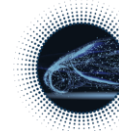
People &
Technology



Shared Value &
Sustainable
Development



LEADER IN ECOSYSTEMS



MOBILITY
ECOSYSTEM



WELFARE
ECOSYSTEM



PROPERTY
ECOSYSTEM

>2021



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



RELATIONSHIP
WITH THE
DISTRIBUTION
NETWORK



CLAIMS
SETTLEMENT
MODEL

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

Leader in terms
of quality and
settlement speed

Mission → Evolve
UNIPOL 2019-2021
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EVOLUTION
LEADERSHIP

Managed data
~ 350 TB



BIG DATA



TELEMATICS

Black Boxes
> 4,0 m

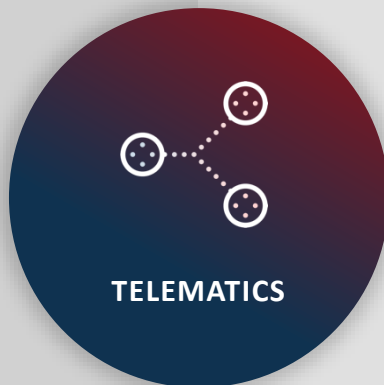
Telematics leader
as a distinctive element
of Customer service, claim
settlement processes
efficiency and evolution of
pricing models

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**

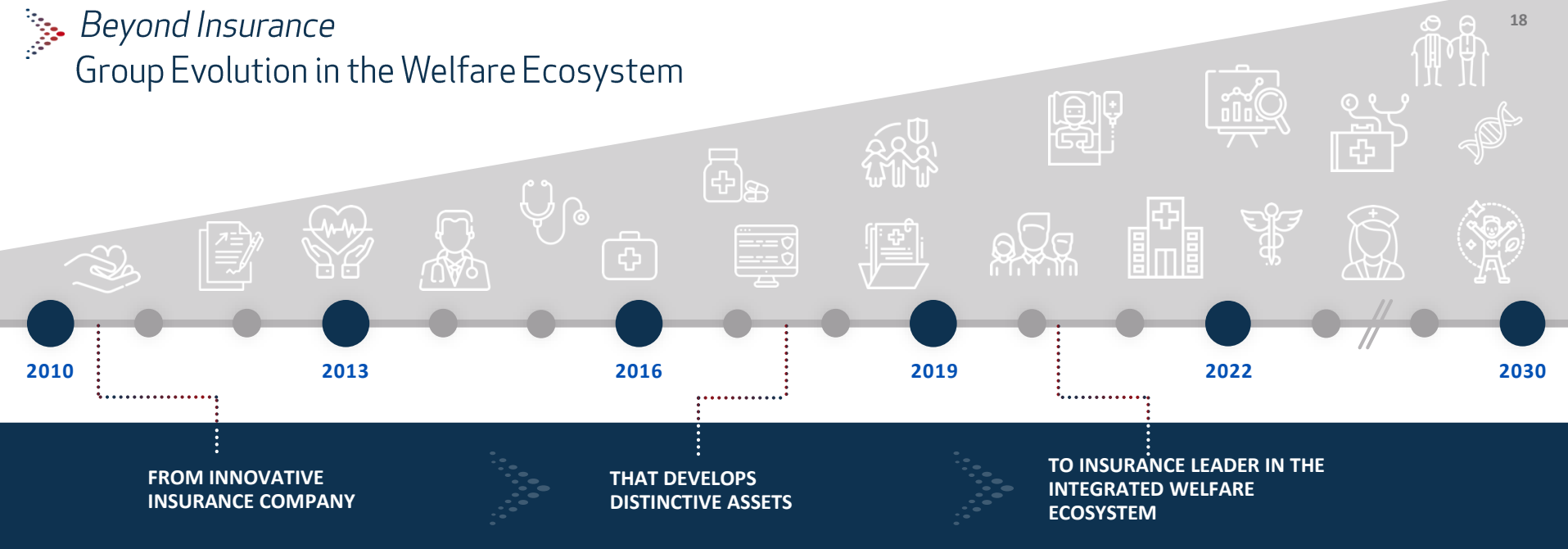




Beyond Insurance

Group Evolution in the Welfare Ecosystem

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

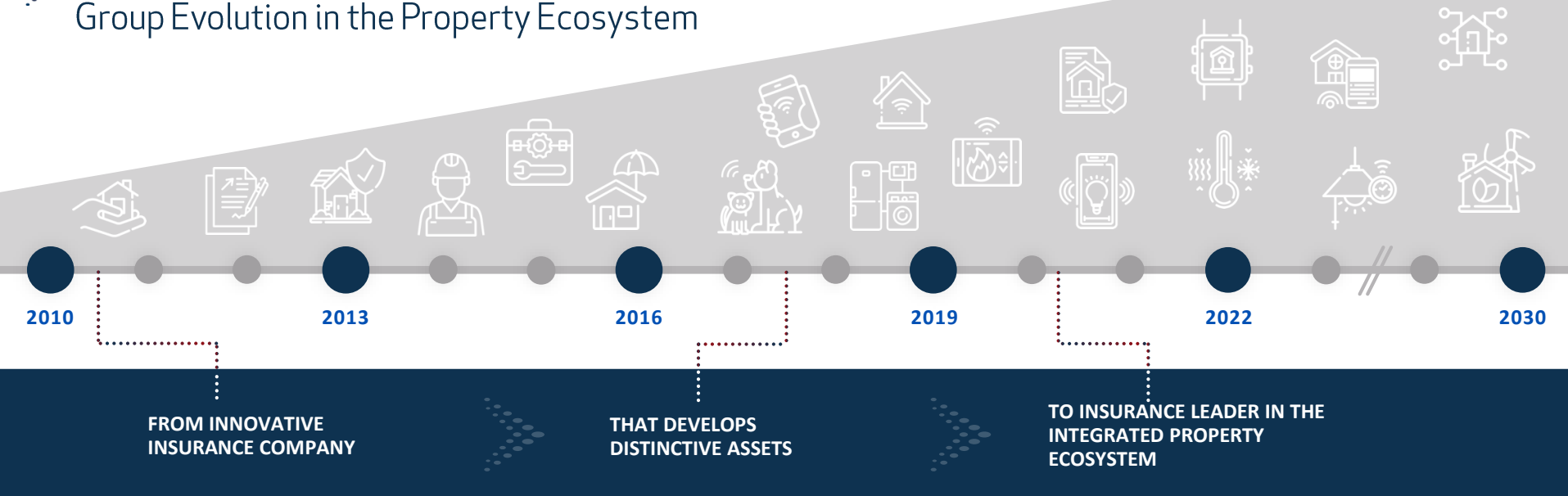
- Establishment of SiSalute
- Commercial proposition to manage chronic illnesses
- Creation of modular customised prevention packages
- Proprietary specialist medical centres

- 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
 3 GOOD HEALTH AND WELL-BEING	<ul style="list-style-type: none"> ➤ Accessible solutions that integrate with public welfare, extending protection to a broader public and taking action in prevention ➤ Widening distribution channels to reach new underinsured segments 	 Share of products with environmental and social value	<p>Increase the penetration of products with social and environmental impact on the overall insurance portfolio</p> <p><i>Premiums for products with a social and environmental impact on the total of the corresponding product families</i></p>	22.7%	30%
	 8 DECENT WORK AND ECONOMIC GROWTH		<p>Increase in thematic investments for the SDGs</p> <p><i>Invested in support of Agenda 2030, in accordance with the upcoming EU Taxonomy rules</i></p>	326 €m	600 €m
	 11 SUSTAINABLE CITIES AND COMMUNITIES		<p>Reputational index</p> <p><i>Public perception of the company in the various sectors in which it operates</i></p> <p><i>Reputation score among general public, according to RepTrak® methodology</i></p>	69	> average insurance business

Create shared value with stakeholders through business strategies that make a concrete contribution towards the sustainable development of people, businesses and territories





Targets 2019-2021



2019-2021 Strategic Plan

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Insurance KPIs

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

Financial Targets

	 	
	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

1H20 Consolidated Results

€m

UNIPOL

	1H19 ^a	1H20
Consolidated pre-tax result	473	753
<i>Non-Life</i>	386	810
<i>Life</i>	139	14
<i>Holding and other</i>	-51	-70
Consolidated net result	353	617
Group net result	270	514

UNIPOLSAI

	1H19	1H20
Consolidated pre-tax result	501	789
<i>Non-Life</i>	387	805
<i>Life</i>	140	15
<i>Other</i>	-25	-30
Consolidated net result	377	560
Group net result	364	545

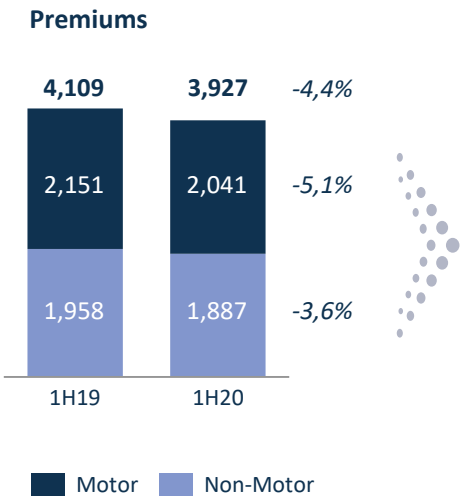
^a Normalised figures excluding the impact of the first consolidation of BPER, as restated at 30 June 2020 (176 €m in *Non-Life* and 244 €m in *Holding and other* sectors)

Non-Life Premiums – Direct Business

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1H20 Consolidated Results

€m



Premiums by Business Line

	€m	%	Var%
Mobility	2,207	56%	-4.7%
Motor	2,041	52%	-5.1%
Other	166	4%	+1.7%
Welfare	684	17%	-4.4%
Health	350	9%	-7.9%
Accident	334	9%	-0.4%
Property	1,037	26%	-3.9%
Property	568	14%	-1.7%
General TPL	324	8%	-6.5%
Other	145	4%	-6.4%
Total	3,927	100%	-4.4%

Premiums by Company

	€m	%	Var%
UnipolSai S.p.A.	3,354	85%	-3.6%
UniSalute	239	6%	+0.2%
Linear	96	2%	+0.3%
Incontra	51	1%	-50.0%
Arca Assicurazioni	69	2%	-1.0%
Siat	71	2%	-8.4%
DDOR	47	1%	+6.0%
Total	3,927	100%	-4.4%

Premiums by Distribution Channel

	€m	%	Var%
Agents	3,160	80%	-4.1%
Brokers/Head Off.	502	13%	+1.4%
Bancassurance	120	3%	-30.2%
Direct and other	146	4%	+0.2%
Total	3,927	100%	-4.4%

Operating figures

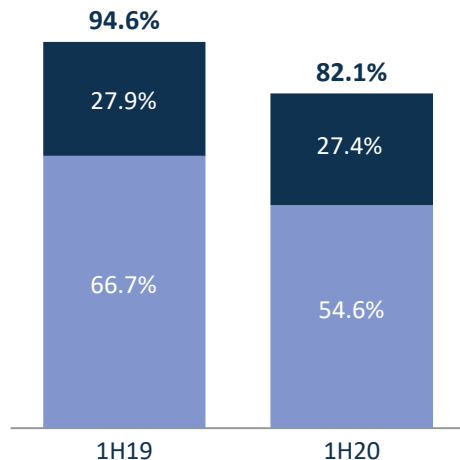


Non-Life Combined Ratio

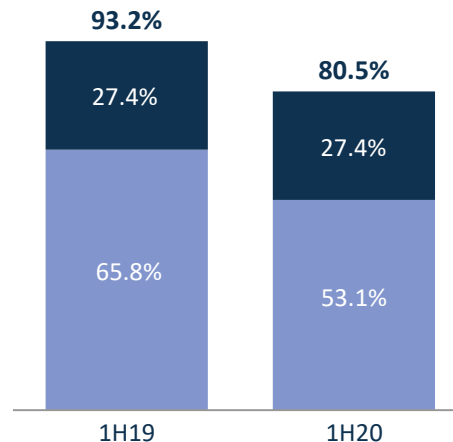
1H20 Consolidated Results

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Net of Reinsurance



Direct Business



Expense ratio Loss ratio

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

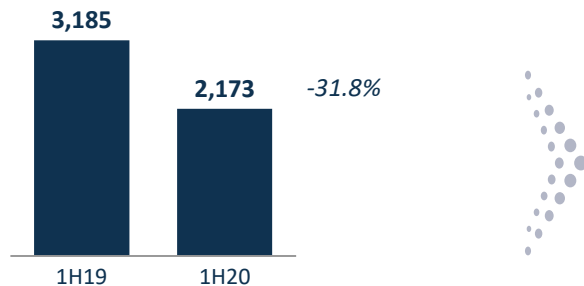
Combined ratio direct business: operating expenses/written premiums direct business (before reinsurance) + claims charges /earned premiums direct business (before reinsurance)

Operating figures



€m

Direct Premium Income



Premiums by Company

	€m	%	var%
UnipolSai S.p.A.	1,507	69%	-35.3%
Arca Vita + AVI	632	29%	-22.1%
Other companies	35	2%	-26.3%
Total	2,173	100%	-31.8%

Premiums by Line of Business

	€m	%	var%
Traditional	1,350	62%	-24.4%
Unit linked	230	11%	+50.7%
Pension funds	336	15%	-64.9%
Capitalization	258	12%	-11.6%
Total	2,173	100%	-31.8%

Premiums by Distribution Channel

	€m	%	var%
Agents	687	32%	-20.4%
Bancassurance/Fin. advisors	672	31%	-30.4%
Pension funds	307	14%	-66.7%
Brokers/Head office	475	22%	+11.1%
Other	33	2%	+290.9%
Total	2,173	100%	-31.8%

Operating figures



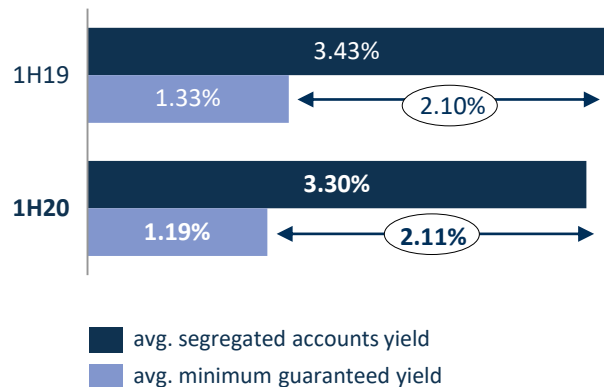
Life Segregated Accounts and Minimum Guaranteed Yields

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1H20 Consolidated Results

€m

Segregated Accounts and Minimum Guaranteed Yields



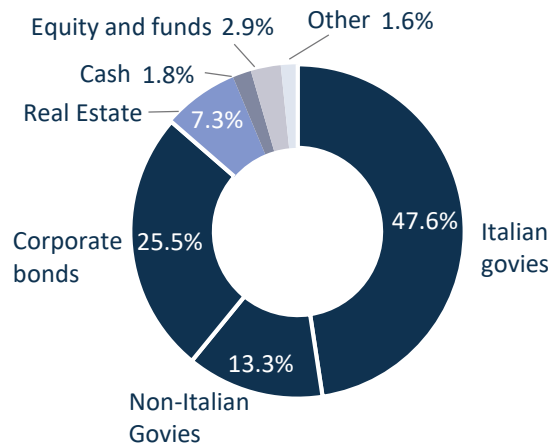
Technical Reserves by Minimum Guaranteed ^a

Min. guar. yield	FY19		1H20	
	€bn	%	€bn	%
0%-1%	17.6	54%	19.0	57%
1%-2%	7.5	23%	7.0	21%
2%-3%	5.4	17%	5.3	16%
>3%	2.2	7%	2.1	6%
Total	32.7	100%	33.4	100%

^a Class 1 and Class 5 technical reserves
Operating figures



Total Investments 57.9 €bn



Total bonds 86.3%

Financial Investment Yields

	Total		o/w Non-Life		o/w Life	
	€m	Yield	€m	Yield	€m	Yield
Coupons and dividends	736	3.1%	163	2.7%	568	3.2%
Realized/unrealized gains/losses	-48	-0.2%	0	0.0%	-40	-0.2%
Total	687	2.9%	163	2.7%	528	3.0%

Total Investments Duration (years)

	Total	Non-Life	Life
Assets	6.3	3.1	7.7
Liabilities	7.3	2.8	9.1
<i>Mismatch</i>	<i>-0.5</i>	<i>0.8</i>	<i>-0.9</i>

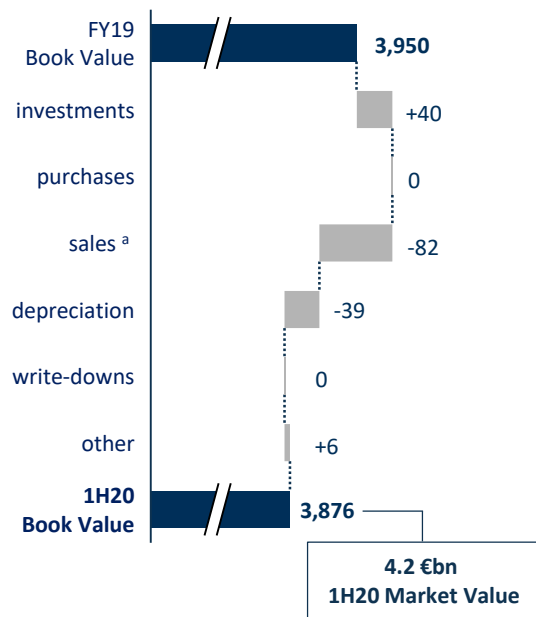
Market value
Operating figures



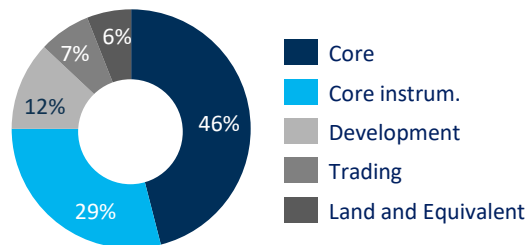
1H20 Consolidated Results

Total Portfolio 3.9 €bn

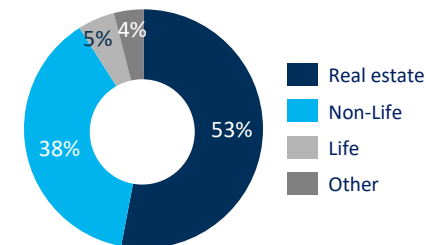
Development of RE Portfolio (€m)



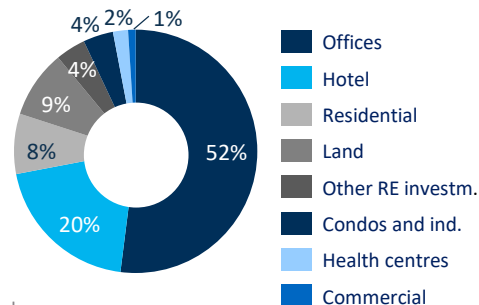
Breakdown by Cluster



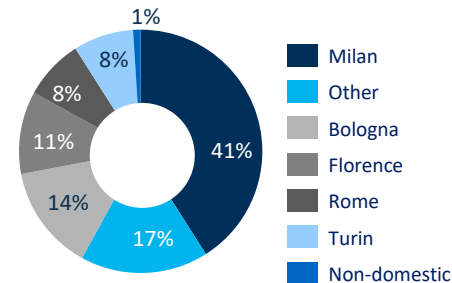
Breakdown by Sector



Breakdown by Use



Breakdown by Area



^a N. 11 deeds as at 30 June 2020. incl. reimbursement of shares in RE funds.
Operating figures, book value



1H20 Consolidated Results

€m

Bad Loans Stock

	FY19	1H20
Gross loans	3,465	3,286
Net loans	516	475
Coverage ratio	85%	86%

Bad loans Collection

	1H19	1H20
Collections	59	54
Bad Loans reduction (GBV)	191	179
Collections/GBV	31%	30%

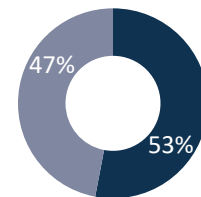
KPIs

	1H19	1H20
Net result	9.7	4.1

	FY19	1H20
Debt	155	113
Total Equity	434	438



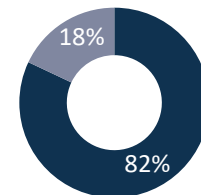
Portfolio Breakdown



■ Secured loans
■ Unsecured loans



Collections Breakdown



■ Secured loans
■ Unsecured loans



1H20 Consolidated Results

€bn

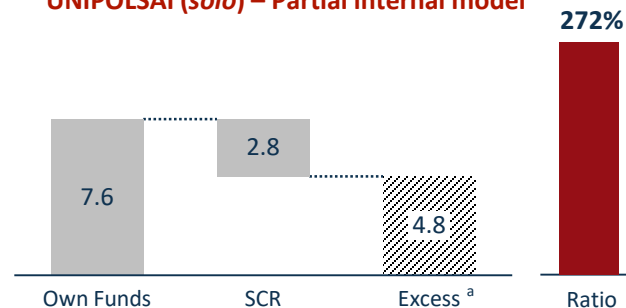
UNIPOL (consolidated) – Partial internal model



UNIPOLSAI (consolidated) – Economic capital



UNIPOLSAI (solo) – Partial internal model



^a Eligible Own Funds in excess of Solvency Capital Requirements



Key Performance Indicators

1H20 Consolidated Results

€m

UNIPOL

	1H19	1H20
Premium income ^a	7,294	6,100
Non-Life	4,109	3,927
Life	3,185	2,173
Combined ratio ^b	94.6%	82.1%
Consolid. net Result	353 ^c	617
Group net Result	270 ^c	514

	FY19	1H20
Total Equity	8,305	7,934
Shareholders' Equity	6,687	6,674

UNIPOLSAI

	1H19	1H20
Premium income ^a	7,294	6,100
Non-Life	4,109	3,927
Life	3,185	2,173
Combined Ratio ^b	94.6%	82.1%
Consolid. net Result	377	560
Group net Result	364	545

	FY19	1H20
Total Equity	7,153	6,482
Shareholders' Equity	6,878	6,246

^a Direct business

^b Net of reinsurance

^c Normalised figures excluding the impact of the first consolidation of BPER, as restated at 30 June 2020 (176 €m in *Non-Life* and 244 €m in *Holding and other sectors*)



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About us



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2019-2021
Strategic Plan



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1H20
Consolidated Results

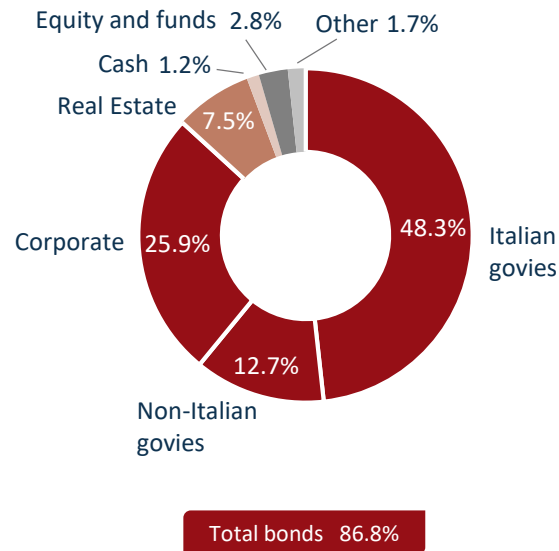


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Appendix



Total Investments 56.6 €bn



Market value
Operating figures

Financial Investment Yields

	Total		o/w Non-Life		o/w Life	
	€m	Yield	€m	Yield	€m	Yield
Coupons and dividends	731	3.1%	163	2.7%	568	3.2%
Realized and unrealized gains/losses	-40	-0.2%	0	0.0%	-40	-0.2%
Total	691	2.9%	163	2.7%	528	3.0%

Total Investments Duration (years)

	Total	Non-Life	Life
Assets	6.3	3.1	7.7
Liabilities	7.4	2.8	9.1
<i>Mismatch</i>	<i>-0.4</i>	<i>0.8</i>	<i>-0.9</i>



Real Estate

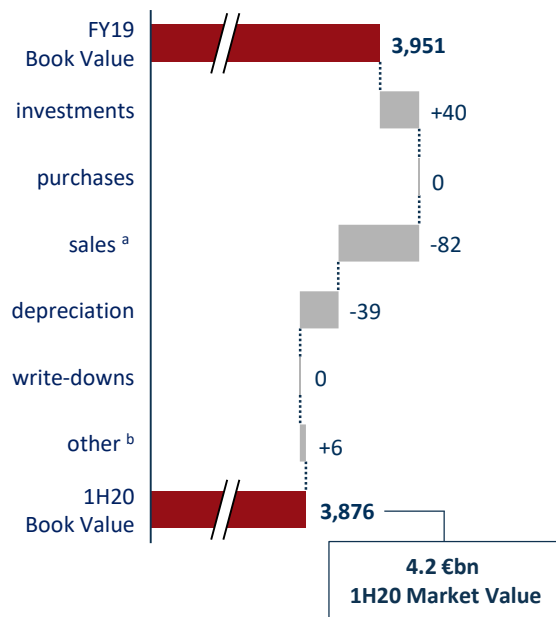
UnipolSai 1H20 consolidated results

Appendix

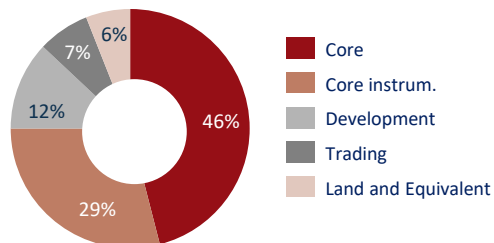
35

Total portfolio 3.9 €bn

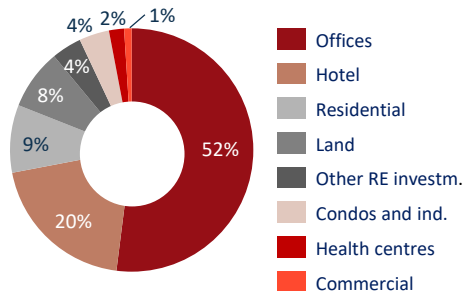
Development of RE portfolio



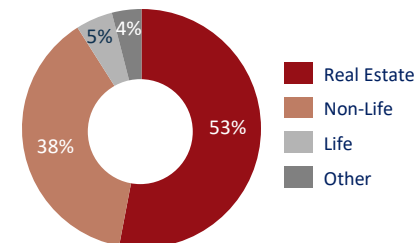
Breakdown by cluster



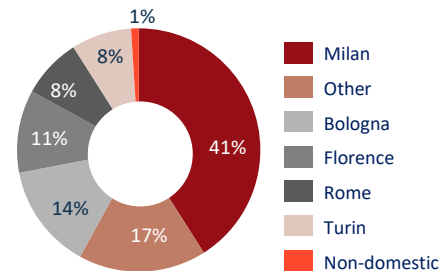
Breakdown by use



Breakdown by sector



Breakdown by area



^a N. 10 deeds as at 30 June 2020. Incl. reimbursement of shares in RE funds.
Operating figures, book value



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 (as amended on 15 June 2020):

BPER

- BPER will purchase a going concern from Intesa Sanpaolo consisting of **532 branches** mainly located in Northern Italy, including the following:
 - ✓ **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 approx. 800 €m.

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

Issuer	Listed ^a	Amount	Sub./Sen./Hyb.	Maturity	Coupon	Tier
UnipolSai (ex Fondiaria Sai)		240	Sub.	Jul, 2023	Eur6M+2.5%	Tier I
UnipolSai (ex Unipol Ass.ni)	✓	300	Sub.	Jun, 2021	Eur3M+2.5%	Tier II
UnipolSai (ex Unipol Ass.ni)	✓	262	Sub.	Jul, 2023	Eur3M+2.5%	Tier II
UnipolSai	✓	750	Hyb.	--	5.75%	Tier I
UnipolSai	✓	500	Sub.	Mar, 2028	3.88%	Tier II
Total UnipolSai S.p.A.		2,052				
Unipol	✓	231	Sen.	Mar, 2021	4.38%	Senior
Unipol	✓	1,000	Sen.	Mar, 2025	3.00%	Senior
Unipol	✓	500	Sen.	Nov, 2027	3.50%	Senior
Unipol (Green Bond)	✓	750	Sen.	Sep, 2030	3.25%	Senior
Total Unipol S.p.A.		2,481				
Total UnipolSai S.p.A. + Unipol S.p.A.^b		4,533				

Last update September 2020

^a Listed on the Luxembourg Stock Exchange

^b Excluding intercompany debt



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: 475 €m at 1H20
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)

	<p>Auto Presto&Bene: Company fully owned by UnipolSai providing customer services for MV claims handling</p>	<p>Partner repair centers: over 2,600 Claims managed: over 162,000</p>
	<p>AlfaEvolution: The company is the standard bearer for technological evolution linked to telematics at UnipolSai and the other Group companies</p>	<p>Partner network: over 2,600 centers</p>
	<p>MyGlass: UnipolSai in-house network focused on installation, repair and replacement of vehicle glasses</p>	<p>Repair centers: over 200 Claims managed: almost 130,000</p>
	<p>UnipolRental: Long-term car rental company fully owned by UnipolSai (acquisition finalised on 1 August 2019).</p>	<p>No. of vehicles: over 50,000 Total revenues: 301 €m</p>
	<p>Leithà: Leithà is the Group company focused on maximising the value of the vast quantity of data held by the Group, through the use of algorithms and innovative computing-based solutions</p>	



This presentation contains information and data, expectations, estimates, forecasts of results and events reflecting the current views and assumptions of Company Management.

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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 1H20 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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