

Unipol - UnipolSai Corporate presentation













FY21 Preliminary
Consolidated Results





About us





LEADERSHIP IN ...

NON-LIFE IN ITALY

✓ premium income 7.9 € billion^a
✓ market share 20.5% b

TELEMATICS IN EUROPE

- ✓ among the leaders in the world
- ✓ market share around **70%** in Italy

SALES NETWORK IN ITALY

✓ over **2,200** agencies

REPUTATION AMONG FIG IN ITALY b

- ✓ best in class reputation
 - √ 'top-of-mind' brand

2021 Figures – Market shares available at FY20

^b Source: Italy RepTrak[®] analysis



^a Including premiums collected in Serbia by the subsidiary DDOR

Group Highlights

Leader in Non-Life

- 1st Non-Life insurance group in Italy with 7.9 €bn premiums^a and a market share of 20.5%
 - ✓ Leader in Motor TPL with 3.0 €bn premiums and a market share of 24%
 - ✓ Leader in Health business with 794 €m premiums and a market share of 23%

Leader in Telematics

• 1st insurer in Europe as to MV black-boxes distribution, with a market share around 70% in Italy

Leader in Pension Funds

• Leader in the Insurance Occupational Pension Funds Italian market, with 4 €bn AUM

• Among the key players in the Italian Life business with direct income of 5.4 €bn and a market share of 3.8%

Claims Settlement Innovator

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

Largest Agency Network

- Over 2,200 agencies in Italy (ca. 20,000 agents/sub-agents) and ca. 100 branches in Serbia
- Multichannel strategy, including almost 5,000 banking branches (Bancassurance agreements with BPER, BPS, Unicredit and others) and Direct channel (Internet/telephone)
- Over 15.5 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

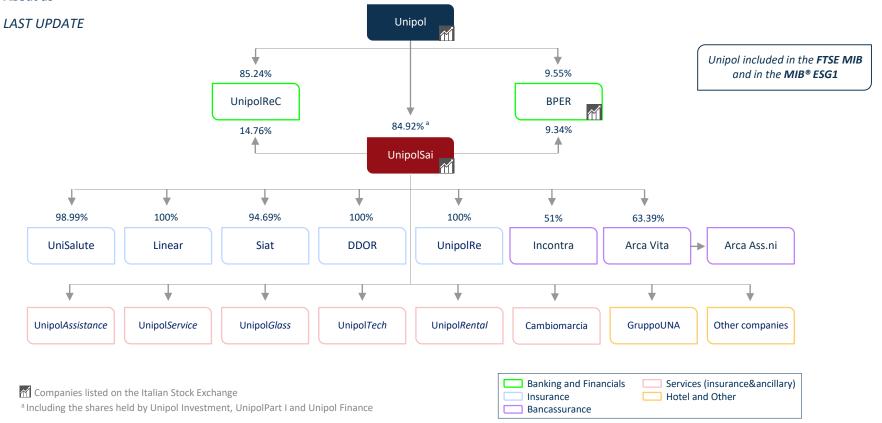
Generous Dividend Payer

 Appealing dividend policy. In the period 2019-2021 both Unipol and UnipolSai beat the Strategic Plan targets of cumulated dividends set at 600 €m and 1.3 €bn respectively ^b

2021 Figures – Market shares available at FY20 and Including premiums collected in Serbia by the subsidiary DDOR bro 2021 Unipol will propose a dividend payment of 215 €m and UnipolSai of 538 €m

Group Structure

About us







About us

€m

UNIPOL

	FY20	FY21
Premium income ^a	12,210	13,329
Non-Life	7,882	7,943
Life	4,328	5,386
Combined Ratio ^b	87.0%	95.0%
Consolid. Net Result reported	864	796
Group Net Result reported	707	627
EPS (€) ^c	0.99	0.87
Dividends	201	215
DPS (€)	0.28	0.30

	FY20	FY21
Total Equity	9,525	9,722
Shareholders' Equity	7,614	7,780
BVPS (€) ^c	10.61	10.84
Solvency 2 ratio (cons. PIM)	216%	216%

UNIPOLSAI

	FY20	FY21
Premium income ^a	12,210	13,329
Non-Life	7,882	7,943
Life	4,328	5,386
Combined Ratio ^b	87.0%	95.0%
Consolid. Net Result	853	723
Group Net Result	820	688
EPS (€) ^c	0.29	0.23
Dividends	538	538
DPS (€)	0.19	0.19

	FY20	FY21
Total Equity	8,144	8,234
Shareholders' Equity	7,881	7,964
BVPS (€) ^c	2.61	2.64
Solvency 2 ratio (cons. EC)	281%	286%

 $^{^{\}rm a}$ Direct business $^{\rm b}$ Net of reinsurance $^{\rm c}$ Calculated on the total number of ordinary shares



> 2019-2021 Strategic Plan – Financial Targets and Results **About us**

€m

UNIPOL

	FY21 actual	2019-2021 actual	2019-2021 target
Consolidated net result	796	2,326 cumulated ^a	2,000 cumulated ^a
Dividends	215	617 cumulated	600 cumulated
Solvency 2 ratio (cons. PIM)	216%	153%-216% b	140-160%

UNIPOLSAI

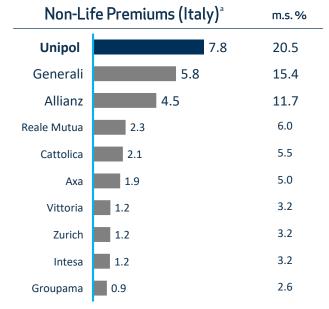
	FY21 actual	2019-2021 actual	2019-2021 target
Consolidated net result	723	2,231 cumulated	2,000 cumulated
Dividends	538	1,528 cumulated	1,300 cumulated
Solvency 2 ratio (cons. EC)	286%	200%-290% b	170-200%

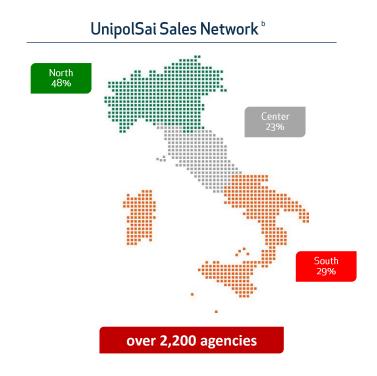


^a Excluding the positive impact of the first consolidation of BPER (in 2019) ^b Min. and max. quarterly ratios in the three-year plan period

Ranking and Sales Network

€bn



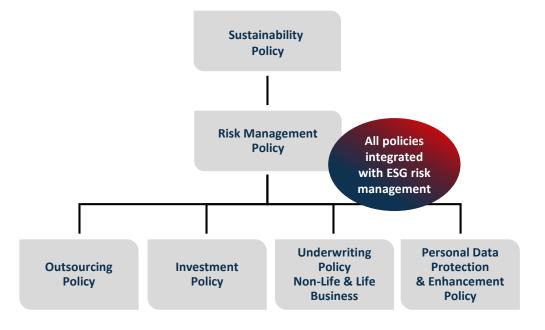


^a 2020 figures. Source: ANIA, Premi del lavoro diretto italiano 2020 – Edizione 2021. In 2021 Generali launched a P.T.O. on Cattolica and has now control of the company.

^b FY21 figures.



ESG Framework



- 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 (coal phase-out by 2030) and underwriting activities
- ESG Risks fully integrated in Group ERM Framework and Risk Appetite Statement with dedicated KRIs dashboard
- Integration of ESG in procedures and business information systems

SIGNATORY OF























FY21 Preliminary
Consolidated Results

> Results by Sector

FY21 Preliminary Consolidated Results

€m

UNIPOL

	FY19 ^a	FY20	FY21
Consolidated pre-tax result	867	1,026	951
Non-Life	725	1,104	821
Life	226	71	213
Holding and other	-84	-149	-83
Consolidated net result	666	864	796
Group net result	515	707	627

UNIPOLSAI

	FY19	FY20	FY21
Consolidated pre-tax result	873	1,119	895
Non-Life	698	1,105	752
Life	228	73	218
Other	-52	-60	-75
Consolidated net result	655	853	723
Group net result	628	820	688

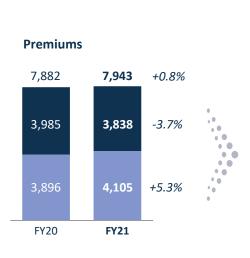
^a Excluding the positive impact of the first consolidation of BPER



Non-Life Premiums – Direct Business

FY21 Preliminary Consolidated Results

€m



Non-Motor

Premiums by Business Line

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€m	%	var%		
4,164	52	-3.2		
3,838	48	-3.7		
326	4	+2.4		
1,486	19	+5.9		
794	10	+10.3		
692	9	+1.4		
2,293	29	+5.4		
1,277	16	+5.6		
723	9	+2.6		
293	4	+11.8		
7,943	100	+0.8		
	4,164 3,838 326 1,486 794 692 2,293 1,277 723 293	4,164 52 3,838 48 326 4 1,486 19 794 10 692 9 2,293 29 1,277 16 723 9 293 4		

Breakdown by Market Segment

	Total	Mobility	Welfare	Property
Retail & SMEs	82%	47%	11%	24%
Corporate	18%	6%	8%	4%
Total	100%			

Premiums by Company

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	€m	%	var%	
UnipolSai	6,721	85	-0.7	
UniSalute	519	7	+7.5	
Linear	185	2	+0.1	
Arca Assicurazioni	190	2	+35.4	
Siat	126	2	-2.4	
Incontra	109	1	+29.5	
DDOR	92	1	+4.3	
Total	7,943	100	+0.8	

Breakdown by Distribution Channel

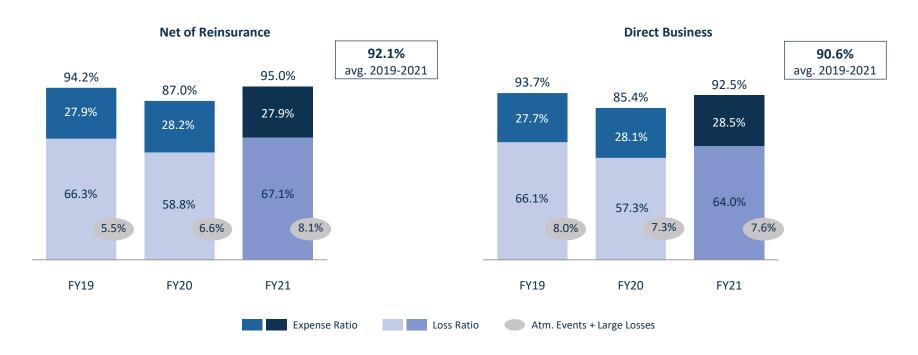
	Motor	Non-Motor	Tot. Non-Life
Agents	89%	71%	80%
Brokers/Head Off.	5%	21%	13%
Bancassurance	1%	6%	4%
Direct and other	5%	2%	4%
Total	100%	100%	100%

Operating figures



Non-Life Combined Ratio

FY21 Preliminary Consolidated Results



Combined ratio net of reinsurance: operating expenses/earned premiums after reinsurance + claims charges (incl. OTI) /earned premiums after reinsurance

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

Operating figures

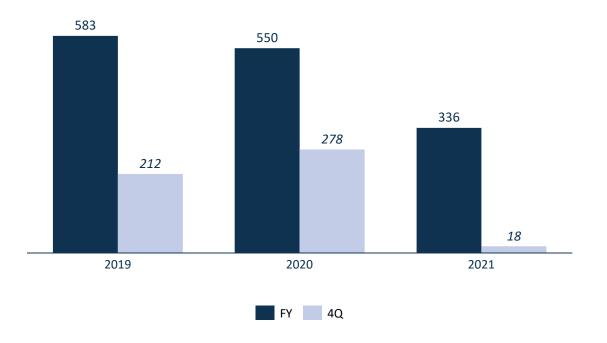




Run-off Claims Reserves – Prudent Reserving Policy in 4Q21

FY21 Preliminary Consolidated Results

€m



Direct business, operating figures





UnipolSai S.p.A. – Technical Indicators

FY21 Preliminary Consolidated Results

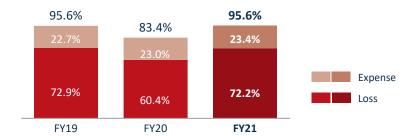
€m

Key Figures

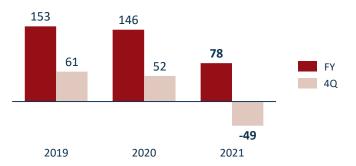
Motor TPL	var. vs FY20
Portfolio average premium	-2.8%
N. of claims reported ^a	+11.6%
Frequency	+0.5 p.p.
Bodily injuries/Tot. followed-up claims	-0.3 p.p.

Motor and General TPL	FY21
% savings on settled claims ^b	
Motor TPL	49.6%
General TPL	69.1%

Motor TPL Combined Ratio Direct Business



Motor TPL Run-off Claims Reserves





^a Followed-up managed claims

 $^{^{\}rm b}$ Savings on settled claims of previous years / amount provisioned Operating figures



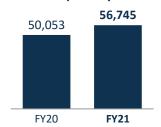
FY21 Preliminary Consolidated Results

€m

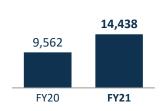
KPIs

	FY20	FY21
Total revenues	329	368
Gross operating margin ^a	51	58
EBIT	24	19
Net result	15	15

Fleet – Proprietary Vehicles



Registered Vehicles



Target achieved: 1,000 contracts per month managed by agents

^a Net of vehicles' depreciation Operating figures





Life Income

FY21 Preliminary Consolidated Results

€m

Direct Premium Income



Premiums by Line of Business

	€m	%	var%
Traditional	3,457	64	+26.3
Unit linked	1,119	21	+114.6
Pension funds	585	11	-17.2
Capitalization	224	4	-38.0
Total	5,386	100	+24.4

Premiums by Company

	€m	%	var%
UnipolSai	2,870	53	-7.4
Arca Vita + AVI	2,423	45	+112.6
Other companies	93	2	+3.9
Total	5,386	100	+24.4

Premiums by Distribution Channel

	€m	%	var%
Agents	1,666	31	-0.4
Bancassurance	2,498	46	+106.0
Head office	1,001	19	-19.6
Other	221	4	+11.7
Total	5,386	100	+24.4

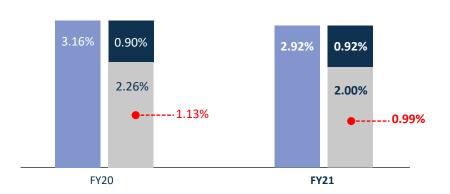
Operating figures

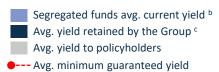




FY21 Preliminary Consolidated Results

Life Yields





Technical Reserves by Minimum Guarantee ^a

	FY20		FY2	21
Min. guar. yield	€bn	%	€bn	%
0%	12.1	36	15.4	44
0%-1%	8.0	24	7.8	22
1%-2%	6.5	19	5.6	16
2%-3%	5.0	15	4.6	13
>3%	2.1	6	2.0	6
Total	33.7	100	35.3	100



^a Technical reserves of segregated funds in the existing portfolio

^b Calculated at cost basis

^c Gross financial margin on annual basis

Operating figures

> Present Value Future Profit Margin

FY21 Preliminary Consolidated Results

€m

Line of business	NBV	PVNBP	NB Margin on PVNBP
Insurance with profit participation	43	1,966	2.2%
Index/Unit-linked insurance	25	800	3.1%
Other life insurance	20	116	17.4%
Total FY21	88	2,882	3.0%
Total FY20	66	2,143	3.1%
Total FY19	70	2,622	2.7%
Total FY18	45	2,010	2.2%



FY21 Preliminary Consolidated Results

Total Investments	FY20		FY	21
	€bn	%	€bn	%
Total Bonds	54.0	86.8	50.5	82.7
o/w Italian Govies	26.2	42.2	23.9	39.1
o/w Non-Italian Govies	10.0	16.2	8.9	14.6
o/w Corporate	17.7	28.5	17.7	29.0
Cash	1.0	1.6	2.0	3.2
Equity and Funds	1.5	2.5	2.4	3.9
Real Assets, P.E., H.F.	1.2	1.9	1.7	2.8
Real Estate	4.5	7.2	4.5	7.3
Total	62.2	100	61.1	100

Duration (years)	ration (years)		FY20			
	Total	Non-Life	Life	Total	Non-Life	Life
Assets	6.8	3.5	8.4	6.1	3.0	7.5
Liabilities	7.7	2.8	9.6	7.2	2.8	8.9
Mismatch	-0.2	1.4	-0.6	-0.5	1.0	-0.8

Market value – Operating figures



> Financial Investment Yields

FY21 Preliminary Consolidated Results

€m

FY20

	Total	Non-Life	Life
Coupons and dividends	1,470	344	1,116
Yield	3.0%	2.8%	3.2%
Realized/unrealized gains/losses	-44	-24	-23
Yield	-0.1%	-0.2%	-0.1%
Total	1,425	320	1,093
Yield	2.9%	2.6%	3.1%

FY21

	Total	Non-Life	Life
Coupons and dividends	1,477	389	1,075
Yield	2.9%	2.9%	3.0%
Realized/unrealized gains/losses	69	31	16
Yield	0.1%	0.2%	0.1%
Total	1,547	420	1,091
Yield	3.1%	3.2%	3.1%

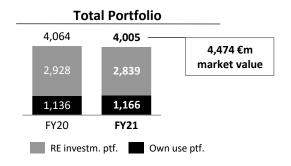
Investment yields on a yearly basis Operating figures

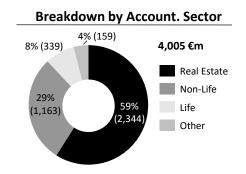


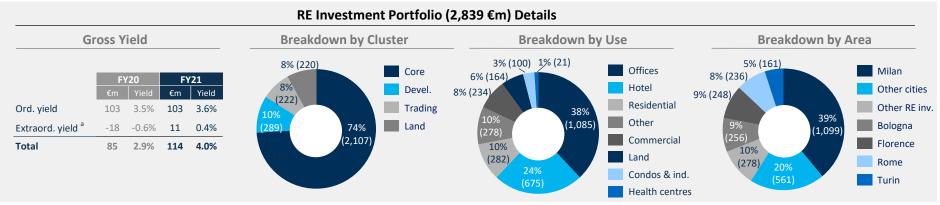


FY21 Preliminary Consolidated Results

€m







^a Extraordinary yields include gains, losses, net write-downs and Covid-19 impacts Operating figures, book value





FY21 Preliminary Consolidated Results

€m

Bad Loans Stock

	FY20	FY21
Gross loans	3,046	2,689
Net loans	423	357
Coverage ratio	86%	87%

Bad Loans Collection

	FY20	FY21	
Collections	116	82	404 €
Bad Loans reduction (GBV)	419	356	1,452
Collections/GBV	28%	23%	

404 €m collections 2018-2021 1,452 €m GBV reduction 2018-2021

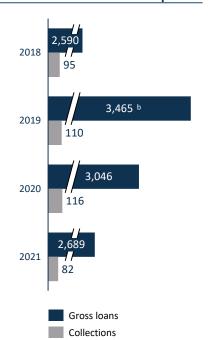
Balance Sheet Highlights

9 9		
	FY20	FY21
Net Financial Position	-27	38
Tax Assets	55	52
Total Equity	440	441 a

from -268 €m upon the start of the company to +38 €m in FY21

Unipol UnipolSai

2018-2021 Portfolio Development



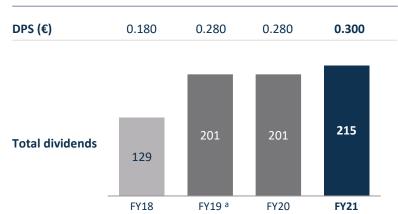
^a Tangible equity 441 €m ^b Acquisition of 1.2 €bn of bad loans from BPER

Dividend Proposal

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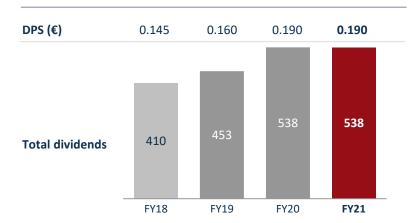
€m

UNIPOL



FY21 Local GAAP Net result (est.)	335
Pay-out ratio	64%

UNIPOLSAI



FY21 Local GAAP Net result (est.)	648
Pay-out ratio	83%

 $^{^{\}rm a}$ 2019 dividend was distributed in 2021 according to the indications of the Supervisory Authorities

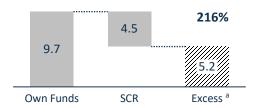




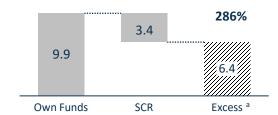
FY21 Preliminary Consolidated Results

€bn

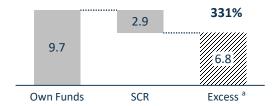
UNIPOL (consolidated) Partial Internal Model



UNIPOLSAI (consolidated) Economic Capital



UNIPOLSAI (solo) Partial Internal Model



Figures net of dividend distribution proposal

^a Eligible Own Funds in excess of Solvency Capital Requirements

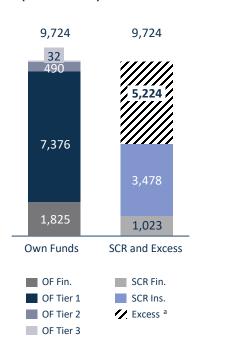


Solvency 2 - Own Funds and SCR Details

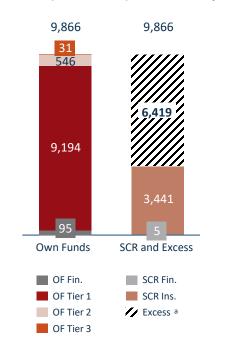
FY21 Preliminary Consolidated Results

€m

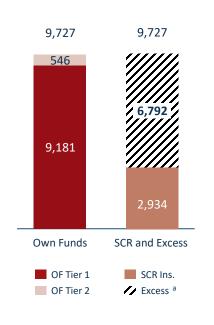
UNIPOL (consolidated) - Partial Internal Model



UNIPOLSAI (consolidated) – Economic Capital



UNIPOLSAI (solo) - Partial Internal Model



^a Eligible Own Funds in excess of Solvency Capital Requirements













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

Appendix

€m

As at 31 December 2021

Issuer	Listed ^a	Nominal amount	Sub./Sen./ Hyb.	Tier	Maturity	Coupon
UnipolSai		160	Hyb.	Tier I	Jul, 2023	Eur6M+1.8% b
UnipolSai	✓	500	Sub.	Tier II	Mar, 2028	3.88%
UnipolSai	\checkmark	750	Hyb.	Tier I	Perpetual ^c	5.75%
UnipolSai	\checkmark	500	Hyb.	Tier I	Perpetual ^d	6.38%
Total UnipolSai S.p.A.		1,910				4.83% ^f
Unipol	✓	1,000	Sen.		Mar, 2025	3.00%
Unipol	\checkmark	500	Sen.		Nov, 2027	3.50%
Unipol (Green Bond)	✓	1,000	Sen.		Sep, 2030	3.25%
Total Unipol S.p.A.		2,500				3.22 % ^f
Total UnipolSai S.p.A. + Uni	ipol S.p.A.e	4,410				

 $^{^{\}rm f}$ Average coupon, calculated on the basis of FY21 average stock



^a Listed on the Luxembourg Stock Exchange

 $^{^{\}mathrm{b}}$ Additional spreads 0.715bps on 30 Jun and 31 Dec each year

^c 1st call date Jun, 2024

d 1st call date Apr, 2030

^e Excluding intercompany debt

> Unipol S.p.A. – Financial Assets & Liabilities

Appendix

€m

As at 31 December 2021

	Assets		Liabilities
Liquid financial assets ^a Loan to Unipol <i>Rental</i>	1,353 150	Financial debt to UnipolSai Senior debt 2025	300 1,000
		Senior debt 2027 Senior green bond 2030	500 1,000
Liquid financial assets	1,503	Financial liabilities ^b	2,800

Net balance	-1,297

^b Nominal value



^a Including liquid financial assets of Unipol S.p.A. and its 100% directly controlled subsidiaries

Unipol – NAV Components Appendix

As at 31 December 2021

		Notes
UnipolSai shareholding	84.92%	ref. slide 6
UnipolReC shareholding	85.24%	ref. slide 6
UnipolReC tangible book value	441 €m	ref. slide 24
BPER direct shareholding	9.55%	ref. slide 6
Net financial assets/liabilities	-1,297 €m	ref. slide 30
Net operating costs	27 €m	Figure adjusted excl. non recurring costs
DTA	302 €m	Deferred Tax Assets relating to goodwill realignment - local GAAP

Operating figures





Financial Strength Rating

	<u>Moody's</u>	<u>Fitch</u>	AMBEST*	DBRS Morningstar
UnipolSai Assicurazioni	Baa3 Stable Outlook (<u>3 December 2021</u>)	A- Stable Outlook (<u>13 December 2021</u>)	A- Stable Outlook (<u>23 July 2021</u>)	A high Stable Trend (<u>12 November 2021</u>)
UnipolRe			A- Stable Outlook (<u>18 November 2021</u>)	
Slat		A- Stable Outlook (13 December 2021)	A- Stable Outlook (<u>23 July 2021</u>)	A high Stable Trend (1 December 2021)

Debt

Issuer	ISIN	Typology	Maturity date	Rating	
				Moody's	Fitch
	XS1206977495	Senior Unsecured	03/18/2025	Ba2	BBB
Unipol Gruppo	XS1725580622	Senior Unsecured	11/29/2027	Ba2	BBB
	XS2237434803	Senior Unsecured - Green	09/23/2030	Ba2	BBB
	XS1784311703	Subordinated	1/3/2028	Ba2	BBB-
UnipolSai Assicurazioni	XS1078235733	Subordinated	perpetual	ВаЗ	BBB-
	XS2249600771	Subordinated	perpetual	B1	BB



Unipol Group Subsidiaries Appendix

Unipol Subsidiaries



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

Premiums: 13 €bn

Network: over 2,200 agencies



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

Net managed NPL: 357 €m 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: 2.423 €m

Network: over 3,100 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: 190 €m

Network: over 3,100 banking branches



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

Premiums: 185 €m

6th direct insurance company in Italy a



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

Premiums: 519 €m; 3rd health ins. co. in Italy; 1st incl. UnipolSai premiums ^a

Figures at 2021 year-end, unless otherwise specified ^a FY20 figures





Unipol Group Subsidiaries Appendix

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: 109 €m

Network: over 1,700 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: 75 €m

Network: 23 banking branches



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: 126 €m

Network: 269 agencies and brokers



DDOR: Serbia-based insurance company, offering Non-Life and Life products

Premiums: 110 €m

Network: around 100 agencies



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: 255 €m

Figures at 2021 year-end, unless otherwise specified





Unipol Group Subsidiaries Appendix

UnipolSai Subsidiaries (continued)

UnipolService	UnipolService: Company fully owned by UnipolSai providing customer services for MV claims handling	Partner repair centers: around 2,600 Claims managed: over 145,000
UnipolTech	Unipol <i>Tech</i> : The company is the standard bearer for technological evolution linked to telematics at UnipolSai and the other Group companies	Partner network: over 3,000 centers installing blackboxes
UnipolGlass CEMTRI CRISTALLI AUTO	UnipolGlass: UnipolSai in-house network focused on installation, repair and replacement of vehicle glasses	Repair centers: 214 Claims managed: around 140,000
Unipol Rental	Unipol <i>Rental</i> : Long-term car rental company fully owned by UnipolSai (acquisition finalised on 1 August 2019).	No. of vehicles: ca. 54,000 Total revenues ^a : 369 €m
UnipolAssistance	Unipol <i>Assistance</i> : Multiservice consortium company, specialized in providing Unipol Group customers with Insurance Services (24/7 assistance and customer care)	Requests for assistance: ca. 800.000 % satisfaction: over 90%
GRUPPO NO	Gruppo UNA : Hotel chain made up of 45 hotels - 11 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 : 5,266

Figures at 2021 year-end, unless otherwise specified ^a 9M21 figures





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 FY21 preliminary results.

The FY21 data contained herein are preliminary in nature and refer to the date hereof and, therefore, may be subject to further variations.

Please note that these preliminary data are subject to review by the Independent Auditors that still have to complete the necessary analysis in order to release their report.

The FY21 final results will be approved by the Board of Directors scheduled on 24 March 2022 and will be disclosed to the market according to, and in the terms set forth by, the applicable laws and regulations.

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.

The content of this document does not constitute a recommendation in relation to any financial instruments issued by the companies or by other companies of the Group, nor it constitutes or forms part of any offer or invitation to sell, or any solicitation to purchase any financial instruments issued by the companies or by other companies of the Group, nor it may be relied upon for any investment decision by its addressees.

Unless otherwise specified, all figures reported in this presentation refer to the Unipol Group.





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Upcoming event

13 May 2022

1Q22 Results Reporting