

# PRESS RELEASE

# FONDIARIA-SAI S.p.A.: PARENT COMPANY AND CONSOLIDATED FINANCIAL STATEMENTS FOR 2010 APPROVED.

- > GROWTH IN CONSOLIDATED PREMIUMS WRITTEN: EURO 12,953 MILLION (+5.3%)
- > PARENT COMPANY FINANCIAL STATEMENTS (Italian accounting principles)
  - Result for the year: loss of Euro 636.4 million (profit of Euro 40.2 million in 2009)
- CONSOLIDATED FINANCIAL STATEMENTS (IFRS accounting principles)
  - Group Shareholders' Equity: Euro 1,882.1 million (Euro 2,716.2 million at end of 2009)
  - Group result: loss of Euro 717.6 million (loss of Euro 342.6 in 2009)
  - Consolidated result: loss of Euro 928.9 million (loss of Euro 391.5 million in 2009)

|                               | 2010   | 2009   |
|-------------------------------|--------|--------|
| Combined Con. Operating Ratio | 106.7% | 105.4% |
| Combined Cons. Ratio          | 109.4% | 108.0% |

**Milan, March 23, 2011**. The Fondiaria-SAI S.p.A. Board of Directors, chaired by Jonella Ligresti, met today and reviewed and approved the 2010 consolidated and parent company financial statements.

# **Parent Company Financial Statements**

The company recorded a net loss of Euro 636.4 million (profit of Euro 40.2 million in 2009). This result has been significantly affected by impairments on financial instruments in addition to the need to absorb the poor performances of some subsidiaries. Write-downs in the year totalled Euro 596.6 million compared to Euro 120.6 million in 2009; of these, over Euro 304 million relate to subsidiaries and associated companies, including DDOR for Euro 137 million partly due to the depreciation of the Serb Dinar against the Euro, in addition to further impairments principally affecting the bond portfolio within an overall financial market impacted by low interest rates and significant volatility. The lack of significant dividends, in particular from subsidiaries, also affected the result.

It is also noted that the result in the previous year benefitted from gains to be realised from the conferment of property for direct use to the Rho Fund of Euro 116 million.



Direzione Firenze

Tel. (+39) 055.47941

Fax (+39) 055.476026

50129 - Via Lorenzo il Magnifico, 1

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**Total premiums written** amounted to Euro 5,062.8 million (+5.2% on 2009), of which Euro 3,827.2 million (+2.2%) in the Non-Life Division and Euro 1,235.5 million (+15.8%) in the Life Division.

The **technical result** of the **Non-Life** Division reports a loss of Euro 263.1 million compared to a loss of Euro 172.0 million in the previous year, which however in 2009 was gross of financial income of Euro 130.2 million.

The increase in overall premiums, although significantly marking a turnaround, was not sufficient to offset the need to introduce a reservation policy focused on strengthening the previous generation claims, particularly in relation to the Civil Responsibility classes.

Following the tariff review introduced in December 2009, the **Motor TPL** class improved the premium quality, both with the elimination of policies with unsatisfactory technical performances and the growth of the average premium; the strong reduction in claims reported (-4.2%) provides further encouraging signs. Despite this, the gradual rolling out of the new physical injury compensation tables significantly affected the average claims cost, both paid and accrued.

In relation to the performance of the Other Classes it is noted that:

- the **Land Vehicle Class**, although recording a significant decrease in premiums (-5.1%) saw a return to profitability with a significant reduction in claims reported (-9.4%);
- the negative performance of the General Classes follows a continued high level of claims, particularly in the Health and TPL classes.

In particular, the technical balance of direct business and before outward reinsurance of the **Motor TPL** class recorded a loss of Euro 106.6 million (loss of Euro 132.3 million in 2009).

The **Land Vehicle** class reports a profit of Euro 21.5 million (loss of Euro 17.2 million in 2009), while the gross technical balance of the **Other Non-Life Classes** amounted to a loss of Euro 135.1 million (loss of Euro 145.7 million in 2009).

The technical management results however show signs of recovery: the direct business total combined ratio decreasing from 108.0% in 2009 to 105.9% with the loss ratio decreasing from 83.5% to 80.6%.

The **Life** Division reports a loss of Euro 174.2 million compared to a profit in 2009 of Euro 145.4 million. The loss is mainly due to a significant contraction in investment income, and particularly from the impact of write-downs which, as noted, are not immediately represented in the commitments to policyholders.

Total **operating costs** increased from Euro 881 million to Euro 919 million.

**Investment income**, without considering write-backs/impairments, decreased by approx. 10% to Euro 523.9 million thanks to the contribution of net gains on financial instruments of Euro 134.9 million following focussed trading activity. Net ordinary income decreased to Euro 389.0 million (-20.1%) due to low interest rates and the reduced dividend contribution, as noted above.



**Total investments**, excluding Class D and including cash and cash equivalents, amounted to Euro 15,634 million (Euro 15,915 million in 2009).

#### **Consolidated Financial Statements**

The **Consolidated net loss** in 2010 was Euro 928.9 million compared to a loss of Euro 391.5 million in the previous year. Net of the **minority interest share**, the loss amounts to Euro 717.6 million (loss of Euro 342.6 million in 2009).

The result was significantly affected by impairments in the year on available-for-sale financial instruments comprising equity securities (specifically the holdings in Generali, Unicredit and MPS) following the application of the Group impairment policy.

In particular, impairments were recorded for Euro 389 million (Euro 157 million in 2009); of these, Euro 76 million had already been recorded to the 2010 half-year financial statements.

In this situation, impairments accounted for over 40% of the total loss, while also contributing was the continued negative technical performance, in addition to the impact of losses of some subsidiaries in the real estate and diversified sectors.

The key aspects in 2010 which contributed to this result are summarised below.

The **direct and indirect business gross premiums** totalled Euro 12,953.3 million, an increase of 5.3% compared to the previous year. The direct premiums written – comprising almost the total portfolio, amounted to Euro 12,943.3 million, of which Euro 7,195.0 million were in the Non-Life Division (+0.5%) and Euro 5,748.3 million in the Life Division, an increase of 11.9%.

The **Non-Life Division** reports a pre-tax loss of Euro 961.1 million (loss of Euro 498.4 million in 2009). The further deterioration in 2010 follows the unsatisfactory technical performance and impairments on equity-based financial instruments, which account for approx. Euro 304 million compared to Euro 74 million in 2009.

In particular, for the Civil Responsibility classes the prior year claims performance remained negative due to the above-stated necessity to strengthen the residual value of the reserve.

In the **Motor TPL Class** premiums grew 1.9% despite the continuation of the effects from the previously reported regulatory changes introduced in recent years and also considering the strongly negative performance of contracts issued in previous years, particularly in some areas of the Centre-South where a significant increase in physical injury claims have been reported and where opportunistic – if not fraudulent - behaviour is affecting the Group companies.

Claims reported significantly decreased (-5.1%) confirming the recent commercial initiatives undertaken to recover the profitability of the portfolio.

The technical performance in the **Land Vehicle Classes** is due to the same reasons already outlined in the parent company financial statements section: the decrease in premiums was offset by the significantly improved results; the recovery in profitability was assisted by the new sales methods of accessory guarantees and the adoption of specific compensation forms, particularly for the windshield guarantee.

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In relation to the **Other Non-Life Classes** the technical performance remains negative and directly related to the continuation of the claim considerations of the **General TPL** and **Health** classes, particularly in the Corporate and Public Body sectors.

Consequently, the **Combined Ratio** for the year 2010 was 109.4% compared to 108.0% in the previous year. The Loss Ratio amounted to 84.4%, a slight increase on 83.6% in the previous year.

From a purely industrial viewpoint, the Combined Operating Ratio increased from 105.4% to 106.7%, with an Expense Ratio of 22.3% compared to 21.8% in 2009.

The Reserve ratio which considers the total amount of gross reserves to gross premiums grew to 165.0% from 162.7% at the end of 2009.

The **Life Division** reports a pre-tax profit of Euro 72.2 million (profit of Euro 84.9 million in 2009): against an increase in premiums of approx. 12% the financial area made a significant contribution with large gains (including approx. Euro 24 million deriving from the sale by the Group of Lehman Brothers securities) with an impact from the valuation of available-for-sale financial instruments of Euro 84 million compared to Euro 75 million in 2009.

**New business**, valued under the "Annual Premium Equivalent" technique, progressed strongly to Euro 544.1 million (Euro 464.8 million).

The Value of In Force Business amounts to Euro 282.8 million (Euro 302.9 million in 2009).

The **real estate sector** recorded a pre-tax loss of Euro 50.9 million (loss of Euro 95.3 million in 2009), due to the high proportion of fixed costs and the impact of depreciation, although including a gain of Euro 14 million on the sale of the investment in Crivelli srl.

The **Other Activities sector**, which includes the companies operating in the financial, asset management, agricultural and hotel sectors, reports a pre-tax loss of Euro 67.9 million (loss of Euro 14.8 million in 2009).

The loss is principally related to the Atahotels group (Euro 59 million), which continues to be affected by the crisis in the sector, in addition to the loss incurred by BancaSai (Euro 13 million compared to a profit of Euro 1 million in 2009) due to greater loan impairments and fixed costs. The segment result was also affected by the losses from the sale of Banca Gesfid and Agrisai, respectively of Euro 8 million and Euro 31 million.

Net investment income from **asset and financial management**, excluding net income from financial instruments at fair value recorded to the income statement and including net charges from investments in subsidiaries, associated companies and joint ventures of Euro 1 million, amounted to Euro 546 million (Euro 666 million in 2009).

Interest income contributed Euro 722 million, other net income Euro 89 million, net gains to be realised Euro 225 million and valuation losses, net of the relative revaluations, Euro 490 million.



As stated, the financial and asset management recorded impairments on instruments classified in the available-for-sale category for a total amount of Euro 389 million (Euro 351 million in 9M 2010). The continued poor performance of the financial markets has resulted for some securities in portfolio recording a listed value lower than the book value for a continuous period of at least 2 years.

The impairments carried out principally relate to the investments held by the Group in the following companies:

Generali for Euro 167.6 million; Unicredit for Euro 118.6 million; MPS for Euro 44.6 million.

At 31/12/2010, the volume of **investments** amounted to Euro 36,014 million, compared to Euro 34,646 million in the previous year, an increase of 4.0%.

**Consolidated net equity** amounts to Euro 2,550 million (Euro 3,711 million in 2009) and the Group share amounts to Euro 1,882 million (Euro 2,716 million in 2009).

The Group share of the equity reserve for gains or losses from assets available-for-sale (AFS) at December 31, 2010 was negative for Euro 35 million (negative for Euro 54 million at December 31, 2009).

The Consolidated Solvency Margin therefore amounted to 97.0% (120.3% at the end of 2009).

In relation to the calculation, the faculty established by Isvap Regulation No.37 of March 15, 2011 in relation to the verification of the corrected solvency margin was utilised. Therefore, the securities issued or guaranteed by European Union states, allocated as non-current and classified in the consolidated financial statements under financial assets available-for-sale were valued based on the carrying amount in the separate financial statements taking account of the part attributable to the policyholders and recorded to insurance liabilities. The positive impact on the constituting items amounted to Euro 90.6 million, corresponding to an improvement in the solvency ratio of 4.1 percentage points.

The Board of Directors has called the Shareholders' Meeting for April 27, 2011 in first call at 5pm in Turin at the company registered office (April 28, 2011 in second call at 11am in the same location).

## Outlook

2010 was significantly affected by the economic crisis and the poor industrial results in the Non-Life sector. The Group was significantly affected in the year by the unfavourable conditions within the sector which could not be offset by the introduction of focused portfolio reform actions and a more selective underwriting policy, with the introduction also of organisational and procedural improvements to reduce settlement times and to contain the average claims cost.

Within an overall economic and financial scenario which continues to be unstable, the first positive signals in relation to the technical performance have emerged, confirming the effectiveness of the actions undertaken to cut operating costs, recover profitability and strengthen the capital base.



The initiatives to be taken in the coming months reflect the new Fondiaria-SAI Group strategy, recently set out and communicated to the market by the new Chief Executive Officer of the Parent Company. The challenge for the Group in 2011 is to utilise all available resources to improve upon the objectives set out in the recent update to the 2011 Guidelines. For this reason a new organisational structure was introduced at the beginning of the year with the goal to improve on the forecast results for the various business areas, with particular attention on operating costs through a more selective resource allocation plan and with the elimination of non-essential services.

The Group is entirely committed to regain profitability and to strengthen the capital structure through a first phase which will focus strongly on the recovery of the solvency margin, on the core business, the real estate sector, on the diversified activities and on operating costs.

In relation to the recovery of the solvency margin, together with a share capital increase the sale of insurance, real estate and diversified activities assets will also be considered. The Group will furthermore focus on an internal reorganisation which will reduce capital needs and consequently costs.

Concerning the core business, the Non-Life Division confirms its primary objective of a recovery of profitability. The Group will focus also on the development of the retail sector through a new offer system focused on technical insurance and product innovation. Such innovation will focus on fully realising the potential of the products and services already in portfolio, with further emphasis on the training of the Networks and the development of communication centred on educating the customer base on the strength of the Group offer.

An optimisation plan of the portfolio to improve the solvency and the global mix of investments will be implemented by the real estate sector. Finally, after establishing the competitive position, the necessary actions needed to develop the diversified activities of highest potential will be evaluated.

The consolidated and separate financial statements approved today by the Board of Directors will be available to the public in the terms prescribed by current regulations at the registered office and at Borsa Italiana S.p.A..

The Executive Responsible for the preparation of the corporate accounting documents, Pier Giorgio Bedogni, declares in accordance with article 154 bis, paragraph 2, of the Consolidated Finance Act, that the accounting information contained in the present press release corresponds to the underlying accounting documents, records and accounting entries.

Today, at the time of 15:30 CET, a conference call will be held with the financial community in which the Chief Executive Officer, Emanuele Erbetta, will illustrate the Group results.

The details will be available on the internet site <u>www.gruppofondiariasai.it</u> on the home page.

The Consolidated and Parent Company's balance sheets and income statements are attached.



# **Definitions and Glossary**

Combined Ratio = the Loss Ratio and total expenses (general and acquisition charges and other net technical charges) on premiums.

Combined Operating Ratio = the Loss Ratio and general and acquisition charges (Expense Ratio) on premiums.

Annual Premium Equivalent (APE) = Total of new business annual premiums and one-tenth of single premiums.

Value of In Force Business = Current value, at a set discount rate, of future profits, net of taxes, generated from the policy portfolio in place.

**Press Office** Tel.+39 02 64029101

Ad Hoc Communication Advisor Sara Balzarotti Mob. + 39 335 1415584 Pietro Cavalletti Mob. + 39 335 1415577 **Investor Relations** 

Luca Guasco, Giancarlo Lana Floriana Amari tel. +39-011-66.57.642 tel. +39-02-64.02.25.74 investorrelations@fondiaria-sai.it



# **BALANCE SHEET - ASSETS**

## (in Euro thousands)

|     |   | 2010       | 2009       |
|-----|---|------------|------------|
| 1   | INTANGIBLE ASSETS   | 1.587.734  | 1.896.618  |
| 1.1 | Goodwill  | 1.468.570  | 1.593.007  |
| 1.2 | Other intangible assets   | 119.164    | 303.611    |
| 2   | PROPERTY, PLANT & EQUIPMENT                                       | 594.334    | 500.329    |
| 2.1 | Buildings   | 500.691    | 403.099    |
| 2.2 | Other tangible assets   | 93.643     | 97.230     |
| 3   | TECHNICAL RESERVES - REINSURANCE AMOUNT                           | 823.184    | 870.300    |
| 4   | INVESTMENTS   | 36.013.873 | 34.646.442 |
| 4.1 | Investment property   | 2.894.209  | 3.011.505  |
| 4.2 | Investments in subsidiaries, associates and joint ventures        | 325.369    | 366.688    |
| 4.3 | Investments held to maturity                                      | 592.138    | 808.473    |
| 4.4 | Loans and receivables   | 3.159.211  | 2.908.010  |
| 4.5 | Financial assets available-for-sale                               | 20.302.882 | 18.896.658 |
| 4.6 | Financial assets at fair value through the profit or loss account | 8.740.064  | 8.655.108  |
| 5   | OTHER RECEIVABLES   | 2.314.375  | 2.422.885  |
| 5.1 | Receivables from direct insurance operations                      | 1.747.611  | 1.817.234  |
| 5.2 | Receivables from reinsurance operations                           | 101.773    | 133.333    |
| 5.3 | Other receivables   | 464.991    | 472.318    |
| 6   | OTHER ASSETS  | 996.064    | 4.920.061  |
| 6.1 | Non-current assets or of a discontinued group held for sale       | 3.452      | 4.102.633  |
| 6.2 | Deferred acquisition costs  | 87.603     | 142.111    |
| 6.3 | Deferred tax assets   | 361.195    | 174.230    |
| 6.4 | Current tax assets  | 387.573    | 304.633    |
| 6.5 | Other assets  | 156.241    | 196.454    |
| 7   | CASH AND CASH EQUIVALENTS   | 625.940    | 576.033    |
|     | TOTAL ASSETS  | 42.955.504 | 45.832.668 |



# **BALANCE SHEET - SHAREHOLDERS' EQUITY & LIABILITIES**

(in Euro thousands)

|       |  | 2010       | 2009       |
|-------|--|------------|------------|
| 1     | SHAREHOLDERS' EQUITY                                       | 2.550.105  | 3.710.651  |
| 1.1   | Group equity   | 1.882.127  | 2.716.187  |
| 1.1.1 | Share Capital  | 167.044    | 167.044    |
| 1.1.2 | Other equity instruments                                   | 0          | 0          |
| 1.1.3 | Capital reserves   | 209.947    | 209.947    |
| 1.1.4 | Retained earnings and other reserves                       | 2.620.792  | 3.010.474  |
| 1.1.5 | (Treasury shares)  | -321.933   | -321.933   |
| 1.1.6 | Translation reserve  | -56.598    | -3.857     |
| 1.1.7 | Profit or loss on available-for-sale financial assets      | -34.759    | -53.957    |
| 1.1.8 | Other gains and losses recorded directly in equity         | 15.216     | 51.062     |
| 1.1.9 | Group net loss   | -717.582   | -342.593   |
| 1.2   | minority interest equity                                   | 667.978    | 994.464    |
| 1.2.1 | Minority interest capital and reserves                     | 902.126    | 1.071.435  |
| 1.2.2 | Gains and losses recorded directly in equity               | -22.869    | -28.051    |
| 1.2.3 | Minority interest loss                                     | -211.279   | -48.920    |
| 2     | PROVISIONS   | 340.637    | 298.631    |
| 3     | TECHNICAL RESERVES   | 34.827.972 | 31.718.050 |
| 4     | FINANCIAL LIABILITIES                                      | 3.850.106  | 4.750.460  |
| 4.1   | Financial liabilities at fair value through profit or loss | 1.646.935  | 2.085.415  |
| 4.2   | Other financial liabilities                                | 2.203.171  | 2.665.045  |
| 5     | PAYABLES   | 836.934    | 850.121    |
| 5.1   | Payables to direct insurance operations                    | 91.887     | 135.466    |
| 5.2   | Payables to reinsurance operations                         | 106.862    | 99.010     |
| 5.3   | Other payables   | 638.185    | 615.645    |
| 6     | OTHER LIABILITIES  | 549.750    | 4.504.755  |
| 6.1   | Liabilities in a discontinued group held for sale          | 0          | 3.873.998  |
| 6.2   | Deferred tax liabilities                                   | 132.060    | 137.761    |
| 6.3   | Current tax liabilities                                    | 54.306     | 16.977     |
| 6.4   | Other liabilities  | 363.384    | 476.019    |
|       | TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES                 | 42.955.504 | 45.832.668 |



# CONSOLIDATED COMPANY INCOME STATEMENT

## (In Euro thousands)

|       |  | 2010        | 2009        |
|-------|--|-------------|-------------|
| 1.1   | Net premiums   | 12.585.297  | 11.888.742  |
| 1.1.1 | Gross premiums written   | 12.911.503  | 12.268.043  |
| 1.1.2 | Premiums ceded to re-insurers  | -326.206    | -379.301    |
| 1.2   | Commission income  | 57.317      | 70.686      |
| 1.3   | Income and charges from financial instruments at fair value through profit or loss statement | 395.283     | 906.125     |
| 1.4   | Income from investments in subsidiaries, associates and joint ventures                       | 55.795      | 14.212      |
| 1.5   | Income from other financial instruments and property investments                             | 1.281.397   | 1.130.956   |
| 1.5.1 | Interest income  | 722.345     | 765.794     |
| 1.5.2 | Other income   | 167.637     | 159.180     |
| 1.5.3 | Profits realised   | 390.939     | 201.391     |
| 1.5.4 | Valuation gains  | 476         | 4.591       |
| 1.6   | Other revenues   | 556.503     | 682.277     |
| 1     | TOTAL REVENUES AND INCOME  | 14.931.592  | 14.692.998  |
| 2.1   | Net charges relating to claims   | -12.152.941 | -11.872.025 |
| 2.1.2 | Amounts paid and changes in technical reserves   | -12.341.912 | -12.155.745 |
| 2.1.3 | Reinsurers' share  | 188.971     | 283.720     |
| 2.2   | Commission expenses  | -28.421     | -38.261     |
| 2.3   | Charges from investments in subsidiaries, associates and joint ventures                      | -55.279     | -83.540     |
| 2.4   | Charges from other financial instruments and property investments                            | -815.311    | -498.384    |
| 2.4.1 | Interest expense   | -80.414     | -102.652    |
| 2.4.2 | Other charges  | -78.146     | -65.698     |
| 2.4.3 | Losses realised  | -166.095    | -110.428    |
| 2.4.4 | Valuation losses   | -490.656    | -219.606    |
| 2.5   | Management expenses  | -1.920.182  | -1.910.631  |
| 2.5.1 | Commissions and other acquisition expenses   | -1.426.987  | -1.458.127  |
| 2.5.2 | Investment management charges  | -14.377     | -12.458     |
| 2.5.3 | Other administration expenses  | -478.818    | -440.046    |
| 2.6   | Other costs  | -967.183    | -815.292    |
| 2     | TOTAL COSTS AND CHARGES  | -15.939.317 | -15.218.133 |
|       | LOSS BEFORE TAXES  | -1.007.725  | -525.135    |
| 3     | Income taxes   | 77.102      | 132.940     |
|       | NET LOSS   | -930.623    | -392.195    |
| 4     | PROFIT FROM DISCONTINUED OPERATIONS  | 1.762       | 682         |
|       | CONSOLIDATED LOSS  | -928.861    | -391.513    |
|       | group share  | -717.582    | -342.593    |
|       | minority share   | -211.279    | -48.920     |

| BASIC LOSS PER SHARE (in Euro)   | -6,51 | -3,28 |
|----------------------------------|-------|-------|
| DILUTED LOSS PER SHARE (in Euro) | -6,51 | -3,28 |



# **COMPREHENSIVE INCOME STATEMENT**

|   | 2010     | 2009     |
|---|----------|----------|
| CONSOLIDATED LOSS   | -928.861 | -391.513 |
| Change in reserve for net exchange differences                                  | -52.741  | -7.900   |
| Profit or loss on available-for-sale financial assets                           | 24.037   | 366.290  |
| Profit or loss on cash flow hedges  | -16.524  | -1.573   |
| Profit or loss on a net foreign investment hedge                                | 0        | 0        |
| Change in net equity of holdings  | -1.208   | 4.042    |
| Change in revaluation reserve of intangible assets                              | -8.764   | 0        |
| Change in revaluation reserve of tangible fixed assets                          | 0        | -668     |
| Income/(charges) on non-current assets or of a discontinued group held for sale | 675      | -675     |
| Actuarial profits and losses and adjustments to employee defined plans          | -2.511   | -224     |
| Others items  | -7.171   | -55      |
| TOTAL OTHER COMPREHENSIVE INCOME STATEMENT ITEMS                                | -64.207  | 359.237  |
| TOTAL COMPREHENSIVE CONSOLIDATED INCOME   | -993.068 | -32.276  |
| group share   | -786.971 | -52.863  |
| minority share  | -206.097 | 20.587   |



# Segment Income Statement

**2009** 11.888.742 906.125 14.212 1.130.956 682.277 283.720 -83.540 -498.384 739.259 692.911 -15.339.317 -15.218.133 -84 -1.477 -1.007.725 -525.135 -379.301 12.268.043 70,686 -11.872.025 -12.155.745 -38.261 -1.910.631 -815.292 12.911.503 -12.341.912 12.585.297 -28.421 
 21.902
 21.542
 -815.311

 218.874
 207.968
 -1.920.182

 498.483
 463.401
 -967.183
 -326.206 57.317 395.283 1.281.397 556.503 188.971 -55.279 -12.152.941 14.931.592 2010 -1.478 -29.649 -658.534 -694.388 4.727 Inter-segment Eliminations 2010 2009 -2.389 -85 -42.984 -693.855 -739.343 93 -177.992 2.439 82.047 617.346 **763.201** -299.352 417.753 52.155 -17.585 -2.115 41.187 Other Sectors 9214 43.180 39.501 78.297 618.145 -14.414 -35.375 -335.887 -33.811 -430.850 -850.337 2010 3.616 53.953 154.841 209.989 -1.189 -66.236 -60.172 -305.322 Real Estate Sector 2010 2009 -601 16.007 39.180 126.128 180.714 -83.667 -299 -140.554 -231.582 -50.868 Life insurance Sector
2010 2009
5.730.492 5.108.803 -28.208 818.083 309 663.927 202.186 **6.816.566** -6.201.138 24.821 -20.676 -308 -141.468 
 -8.673.765
 -8.096.043
 -6.922.892
 -6.731.687

 -961.087
 -498.413
 72.218
 84.879
 23.258 -110.113 5.137.011 -6.225.959 -257.984 -210.690 805.903 42.556 **6.995.110** -6.366.479 -233.343 -18.784 16.526 399.632 -6.385.961 19.482 -14.007 5.749.276 Non-Life Insurance Sector
2010 2009
6.854.805 6.779.939 9.326 360.678 366.438 7.131.032 7.597.630 -277.099 -795.889 -573.102 -351.093 -5.670.887 -5.929.786 258.899 -14.881 -1.592.180 -1.560.074 81.249 401.001 463.529 7.712.678 -5.786.462 -5.955.951 7.162.227 -12.842 -486.392 -7.028 -307.422 169.489 Charges from investments in subsidiaries, associates and joint ventures Income from investments in subsidiaries, associates and joint ventures Income and charges from financial instruments at fair value through profit or loss statement income from other financial instruments and property investments
Other revenues
TOTAL REVENUES AND INCOME
Net charges relating to claims Charges from other financial instruments and property investments Amounts paid and changes in technical reserves TOTAL COSTS AND CHARGES Premiums ceded to re-insurers Management expenses Gross premiums written Commission expenses Commission income Reinsurers' share Net premiums Other costs 1.1. 2.5 2.4 2.5 2.5 2.6

-67.904

-95.333

PROFIT/(LOSS) BEFORE TAXES



## FONDIARIA - SAI SPA

#### KEY BALANCE SHEET DATA

| (EURO thousands)  | SSETS 31/12/2010 | 31/12/2009 |
|-------------------|------------------|------------|
| Intangible assets | 171.939          | 221.917    |
| Investments       | 15.773.379       | 16.099.321 |
| Receivables       | 1.902.119        | 1.976.314  |
| Other assets      | 814.404          | 752.934    |
| TOTAL ASSETS      | 18.661.841       | 19.050.486 |

| (EURO thousands)                | LIABILITIES | 31/12/2010 | 31/12/2009 |
|---------------------------------|-------------|------------|------------|
| Shareholders' equity            |             | 1.822.481  | 2.526.282  |
| Subordinated liabilities        |             | 900.000    | 900.000    |
| Net technical reserves          |             | 14.304.040 | 13.781.262 |
| Provisions for risks and charge | 98          | 324.542    | 327.806    |
| Deposits received from reinsur  | rers        | 151.125    | 149.647    |
| Payables and other liabilities  |             | 1.159.653  | 1.365.489  |
| TOTAL LIABILITIES               |             | 18.661.841 | 19.050.486 |

#### KEY INCOME STATEMENT DATA

| (EURO thousands)  | 2010     | 2009     |
|---|----------|----------|
| Non-Life Technical Result   | -263.058 | -171.952 |
| Life Technical Result   | -174.223 | 145.381  |
| Net investment income (*)   | -225.870 | 185.913  |
| Quota of investment income transferred to the Life technical account  | 0        | 53.902   |
| Quota of investment income transferred to the Non-Life technical acc. | 0        | -130.167 |
| Other income and charges  | -114.531 | -82.424  |
| RESULT FROM ORDINARY ACTIVITY   | -777.682 | 653      |
| Extraordinary income  | 92.869   | 143.331  |
| Extraordinary charges   | -47.092  | -107.867 |
| RESULT FROM EXTRAORDINARY ACTIVITY                                    | 45.777   | 35.464   |
| PROFIT (LOSS) BEFORE TAXES  | -731.905 | 36.117   |
| Income taxes for the year   | 95.498   | 4.099    |
| NET PROFIT (LOSS) FOR THE YEAR  | -636.408 | 40.216   |

(\*) concerning the Non-Life Division