

# PRESS RELEASE

# MILANO ASSICURAZIONI S.p.A.: CONSOLIDATED HALF-YEAR REPORT AT JUNE 30, 2010 APPROVED TOTAL DIRECT PREMIUMS WRITTEN OF EURO 1,868.6 MILLION (EURO 1,856.4 MILLION IN H1 2009, +0.7%\*)

# **Direct premiums written\***

Non-Life division: Euro 1,601.9 million (-1.6%)

Life division: Euro 266.7 million (+16.5%)

## Technical performance\*

Combined Operating Ratio of 100.2% from 106.1% in FY 2009 (95% in H1 2009);
 Combined Ratio (inclusive of technical charges) of 105.4% from 108.9% in FY 2009 (100.2% in H1 2009)

# Operating costs\*

Management expenses of Euro 338.8 million - 18.9% of net premiums

### Net result\*

 Consolidated group loss of Euro 195.3 million (profit of Euro 50.7 million in H1 2009)

### **Balance Sheet Solidity\***

Shareholders' Equity Euro 1,627.5 million (Euro 1,987.9 million at 31/12/2009)

## \*IFRS 5 data

**Milan, August 5, 2010 -** In a meeting chaired by Fausto Marchionni, the Milano Assicurazioni S.p.A. Board of Directors approved the consolidated results for the first half of 2010.

As already announced to the market, on June 17, 2010 Milano Assicurazioni S.p.A. and Banco Popolare di Milano S.c.r.l., under agreements signed in December 2009 in relation to the mutual winding-up of the partnership in the bancassurance sector and having received the necessary legal authorisations, concluded the transfer to Banco Popolare di Milano of the 51% holding in Bipiemme Vita S.p.A. held by Milano Assicurazioni.







Through this operation Bipiemme Vita therefore exits the Milano Assicurazioni Group consolidation scope and in accordance with IFRS 5 is considered a discontinued operation. Consequently, the income statement data of this company for the first half of 2009 is reclassified and recorded in the account *Profit/Losses of discontinued operations*. The other income statement accounts are therefore prepared at like-for-like consolidation scope with the first half of 2010, thus enabling comparison.

Total direct premiums written amounted to Euro 1,868.6 million, growth of 0.7% on the same period of the previous year.

In the Non-Life Division, direct premiums written totalled Euro 1,601.9 million (-1.6%).

Premiums in the Motor classes totalled Euro 1,116.3 million (-2.4%) following the actions undertaken to recover profitability in a sector with an established technical deterioration and particularly due to the cancelation of multi-claim contracts and an underwriting policy, which through the new tariff launched at the end of 2009 ensures the application of correct technical parameters, limiting the use of discounts.

The level of premiums was also affected by a still hostile economic environment and in particular the lack of new vehicle registrations, due in part to the discontinuation of government incentives (in June 2010 a decrease of 19% on June 2009).

The effects of the recently introduced regulations to the sector continued to be felt, with the attribution of the bonus-malus class at family level and also the application of malus only in the case of principal responsibility.

In the other Non-Life Classes, premiums amounted to Euro 485.6 million, an increase of 0.4%. Premium stability has been established through an underwriting policy which prioritises portfolio profitability, the application of correct technical parameters and the focusing of commercial initiatives particularly toward the retail sector which generally produces better technical margins.

The number of Motor TPL claims reported decreased by 2.6%. Overall the number of claims reported decreased by 0.9%. The turnaround in the Land Vehicle class (-0.5%) confirms the effectiveness of the restructuring activities undertaken.

As a result of that highlighted, the Combined Operating Ratio (Loss+Expense Ratio) amounts to 100.2% (106.1% in FY 2009), with a Loss Ratio of 79.8% (85.2% in FY 2009) and an Expense Ratio of 20.4% (20.9% in FY 2009), while the combined ratio including technical charges amounted to 105.3% (108.9% in FY 2009). The data - although remaining negative - improved significantly on the 2009 figures.



The Non-Life sector reported a loss of Euro 226 million compared to a profit of Euro 49.9 million in the first half of 2009. The result was strongly affected by the adjustment of financial instrument values, with a negative impact of Euro 155.3 million.

In the Life division, premiums totalled Euro 266.7 million, growth of 16.5%, thanks to the refocusing of the portfolio towards class I contracts (+11.2%). The Class V growth (+55.7%) was due to renewed interest by institutional investors in these products, which provide adequate profit levels for the Company.

The division recorded a pre-tax profit of Euro 29.8 million, an improvement on Euro 26 million in H1 2009 despite an impairment on financial instruments of Euro 12.3 million, gross of the share of policyholders.

The Real Estate sector recorded a pre-tax loss of Euro 6.3 million.

The financial and asset management sector recorded impairments on instruments classified in the available-for-sale (AFS) category for a total amount of Euro 167.6 million (Euro 30.6 million in H1 2009). The continued negative 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. In line with the impairment policy declared in the 2009 financial statements, the book value of these securities was therefore aligned with the stock market values at June 30, a policy which is considered particularly punitive and often does not reflect the fundamental values of the entities concerned. The impairments carried out concern in particular the investments held by Milano Assicurazioni in the parent company Fondiaria-SAI which, considering the stock market value at June 30 of Euro 7.73, had a negative impact on the income statement of Euro 152 million.

In relation to the other types of financial income, interest income totals Euro 106.7 million, a decrease on Euro 133.6 million in the first half of 2009, due to the difficult economic environment and particularly the continuation of the expansive monetary policy by the relevant authorities with the maintenance of low base interest rates in order to foster a recovery, which remains tentative.

However, prudent trading activity which seeks to maximise the extreme volatility in the markets again experienced in the first half of 2010 - within an overall economic environment characterised by uncertainty and concerns over the sustainability of the government deficits within various European states - has enabled net gains of Euro 35.8 million, an increase on the first half of 2009.

Management expenses, amounting to Euro 338.8 million, were 18.9% of net premiums.



The Group net result was a loss of Euro 195.3 million (profit of Euro 50.7 million in H1 2009).

The consolidated net equity, including the result for the period and minority interest share, decreased from Euro 1,987.9 million at 31/12/2009 to Euro 1,627.5 million at 30/06/2010. The Solvency Margin reduced on 31/12/2009 due to high levels of financial market volatility. The latest data available, calculated at the end of July, remains above 200% following a re-absorption of the negative component of Euro 70 million recorded to the net equity reserve for AFS financial instruments.

Within an overall economic and financial scenario which continues to be volatile, the first positive signals in relation to the technical part have emerged, confirming the effectiveness of the actions undertaken to recover profitability.

The real competition will be played out within "costs/services", as it is necessary to safeguard the equilibrium of industrial operations, generating where possible, economies of scale and important economic benefits within the operations.

The entire Group is focussed on the achievement of the Plan objectives.

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.

Further details on the Group's financial results will be provided to the financial community by the CEO Mr. Fausto Marchionni today at the time of 1:15 PM, through a conference call and webcasting. Further information is available on the Internet site of the company.

The presentation will also be available on the Internet site of the company at the beginning of the conference call.



# **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.

**Press Office** 

Federica Dal Conte Tel. +39 02-66 70 43 24 Mob. +39 335 7591911 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 **AD Hoc Communication Advisor** 

Sara Balzarotti Mob. +39 335 1415584 Pietro Cavalletti Mob. +39 335 1415577



# **CONSOLIDATED BALANCE SHEET AS AT 06/30/2010**

Thousands of Euro

# **BALANCE SHEET - ASSETS**

|     |   | 06/30/2010 | 12/31/2009 |
|-----|---|------------|------------|
| 1   | INTANGIBLE ASSETS   | 270.386    | 270.401    |
| 1.1 | Goodwill  | 244.131    | 244.131    |
| 1.2 | Other intangible assets                                     | 26.255     | 26.270     |
| 2   | PROPERTY, PLANT AND EQUIPMENT                               | 64.637     | 64.369     |
| 2.1 | Buildings   | 58.733     | 58.650     |
| 2.2 | Other property, plant and equipment                         | 5.904      | 5.719      |
| 3   | REINSURERS' SHARE OF TECHNICAL RESERVES                     | 476.342    | 479.323    |
| 4   | INVESTMENTS   | 9.371.238  | 9.443.895  |
| 4.1 | Investment property   | 1.062.070  | 1.078.543  |
| 4.2 | Investments in subsidiaries, associates, joint ventures     | 214.707    | 189.331    |
| 4.3 | Investments held to maturity                                | 118.219    | 114.924    |
| 4.4 | Loans and receivables                                       | 460.342    | 510.588    |
| 4.5 | Available-for-sale financial assets                         | 7.180.234  | 7.206.593  |
| 4.6 | Assets at fair value through profit and loss                | 335.666    | 343.916    |
| 5   | RECEIVABLES   | 898.593    | 1.174.486  |
| 5.1 | Receivables relating to direct insurance business           | 572.377    | 727.018    |
| 5.2 | Receivables relating to direct reinsurance business         | 83.230     | 100.665    |
| 5.3 | Other receivables   | 242.986    | 346.803    |
| 6   | OTHER ASSETS  | 294.397    | 4.333.867  |
| 6.1 | Non-current assets held for sale or discontinued operations | 5.116      | 4.102.633  |
| 6.2 | Deferred acquisition costs                                  | 18.748     | 27.861     |
| 6.3 | Deferred tax assets   | 114.706    | 105.200    |
| 6.4 | Current tax assets  | 43.747     | 41.422     |
| 6.5 | Other assets  | 112.080    | 56.751     |
| 7   | CASH AND CASH EQUIVALENTS                                   | 248.051    | 247.015    |
|     | TOTAL ASSETS  | 11.623.644 | 16.013.356 |



# **CONSOLIDATED FINANCIAL STATEMENTS AT 06/30/2010**

In Euro thousands

# **COMPREHENSIVE INCOME STATEMENT**

|   | 06/30/2010 | 06/30/2009 |
|---|------------|------------|
| CONSOLIDATED PROFIT/(LOSS)  | -195.292   | 49.033     |
| Change in the translation reserve   |            |            |
| Profit or loss on available-for-sale financial assets                           | -1.115     | -15.468    |
| Profit or loss on cash flow hedges  | -1.212     | -639       |
| Profit or loss on a net foreign investment hedge                                |            |            |
| Change in shareholders' equity of investments                                   |            |            |
| Change in the revaluation reserve of intangible assets                          |            |            |
| Change in the revaluation reserve of tangible assets                            |            |            |
| Income/(charges) on non-current assets or of a discontinued group held for sale | 1.322      | 2.905      |
| Actuarial profits and losses and adjustments relating to defined benefit plans  | -796       | -511       |
| Others items  |            |            |
| TOTAL OTHER COMPREHENSIVE INCOME STATEMENT COMPONENTS                           | -1.801     | -13.713    |
| TOTAL COMPREHENSIVE CONSOLIDATED INCOME STATEMENT                               | -197.093   | 35.320     |
| group share   | -197.680   | 35.553     |
| minority share  | 587        | -233       |



### **Consolidated Profit and Loss**

Thousand of Euro

# **Profit and Loss**

|       |   | 06/30/2010 | 06/30/2009 (*) |
|-------|---|------------|----------------|
| 1.1   | Net Retained Premium  | 1.797.236  | 1.748.249      |
| 1.1.1 | Gross premiums written  | 1.865.211  | 1.844.501      |
| 1.1.2 | Outwards reinsurance  | -67.975    | -96.252        |
| 1.2   | Commissino income   | 138        | 95             |
| 1.3   | Net income on financial instruments at fair value through profit and loss | 1.499      | 39.222         |
| 1.4   | Income from subsidiaries, associates and joint ventures                   | 271        | 283            |
| 1.5   | Income from other financial instruments and investment property           | 211.584    | 209.615        |
| 1.5.1 | Interest income   | 106.691    | 133.613        |
| 1.5.2 | Other income  | 39.737     | 43.095         |
| 1.5.3 | Realised gains  | 65.156     | 32.907         |
| 1.5.4 | Unrealised gains  |            |                |
| 1.6   | Other revenues  | 96.708     | 85.310         |
| 1     | TOTAL REVENUES  | 2.107.436  | 2.082.774      |
| 2.1   | Net charges relating to claims  | -1.512.749 | -1.408.485     |
| 2.1.1 | Amounts paid and change in technical reserves                             | -1.536.443 | -1.454.663     |
| 2.1.2 | Reinsurers' share   | 23.694     | 46.178         |
| 2.2   | Commission expense  | -35        | -43            |
| 2.3   | Charges relating to subsidiaries, associates and joint ventures           | -13.479    | -6.903         |
| 2.4   | Chargers relating to other financial instruments and investment property  | -224.988   | -73.880        |
| 2.4.1 | Interest expense  | -7.042     | -6.949         |
| 2.4.2 | Other expense   | -10.099    | -5.715         |
| 2.4.3 | Realised losses   | -29.341    | -24.748        |
| 2.4.4 | Unrealised losses   | -178.506   | -36.468        |
| 2.5   | Management expense  | -338.780   | -326.610       |
| 2.5.1 | Commissions and other acquisition expense                                 | -277.710   | -272.084       |
| 2.5.2 | Investment management expense   | -1.367     | -2.122         |
| 2.5.3 | Other administrative expense  | -59.703    | -52.404        |
| 2.6   | Other costs   | -219.463   | -193.065       |
| 2     | TOTAL COSTS AND CHARGES   | -2.309.494 | -2.008.986     |
|       | PROFIT (LOSS) FOR THE YEAR BEFORE TAX                                     | -202.058   | 73.788         |
| 3     | Tax   | 3.485      | -20.962        |
|       | NET PROFIT (LOSS) FOR THE YEAR  | -198.573   | 52.826         |
| 4     | PROFIT (LOSS) ON DISCONTINUED OPERATIONS                                  | 3.281      | -3.793         |
|       | CONSOLIDATED PROFIT (LOSS)  | -195.292   | 49.033         |
|       | attributable to the Group   | -195.275   | 50.743         |
|       | attributable to Minorities  | -17        | -1.710         |

<sup>(\*)</sup> Figures resteted according to IFRS 5



# **CONSOLIDATED BALANCE SHEET AS AT 06/30/2010**

Thousands of Euro

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

|       |   | 06/30/2010 | 12/31/2009 |
|-------|---|------------|------------|
| 1     | SHAREHOLDERS' EQUITY  | 1.627.477  | 1.987.923  |
| 1.1   | attributable to the Group                                   | 1.626.107  | 1.881.921  |
| 1.1.1 | Share capital   | 305.851    | 305.851    |
| 1.1.2 | Other equity instruments                                    |            |            |
| 1.1.3 | Capital reserves  | 718.147    | 718.147    |
| 1.1.4 | Retained earnings and other equity reserves                 | 982.888    | 1.181.009  |
| 1.1.5 | (Own shares)  | -31.353    | -31.353    |
| 1.1.6 | Reserve for net exchange rate differences                   |            |            |
| 1.1.7 | Gains or losses on available-for-sale financial assets      | -149.677   | -148.605   |
| 1.1.8 | Other gains or losses written directly to equity            | -4.474     | -3.141     |
| 1.1.9 | Profit (loss) for the year                                  | -195.275   | -139.987   |
| 1.2   | attributable to minority interests                          | 1.370      | 106.002    |
| 1.2.1 | Capital and reserves  | 1.387      | 104.531    |
| 1.2.2 | Gains or losses written directly to equity                  |            | -604       |
| 1.2.3 | Profit (loss) for the year                                  | -17        | 2.075      |
| 2     | PROVISIONS  | 110.163    | 89.801     |
| 3     | TECHNICAL RESERVES  | 8.943.870  | 9.013.937  |
| 4     | FINANCIAL LIABILITIES                                       | 467.721    | 466.147    |
| 4.1   | Financial liabilities at fair value through profit and loss | 71.861     | 68.215     |
| 4.2   | Other financial liabilities                                 | 395.860    | 397.932    |
| 5     | PAYABLES  | 275.286    | 351.370    |
| 5.1   | Payables relating to direct insurance business              | 30.272     | 42.961     |
| 5.2   | Payables relating to direct reinsurance business            | 43.752     | 37.811     |
| 5.3   | Other payables  | 201.262    | 270.598    |
| 6     | OTHER LIABILITIES   | 199.127    | 4.104.178  |
| 6.1   | Held-for-sale liabilities od discontinued operations        |            | 3.873.999  |
| 6.2   | Deferred tax liabilities                                    | 36.034     | 56.687     |
| 6.3   | Current tax liabilities                                     |            |            |
| 6.4   | Other liabilities   | 163.093    | 173.492    |
|       | TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES                  | 11.623.644 | 16.013.356 |



MILANO ASSICURAZIONI S.p.A. CONSOLIDATED ACCOUNTS AS AT 08/30/2010

Amounts in EX

Profit and Loss account by business segment

|       |   | Non-Life    | Non-Life business | Lfebi      | Life business | Real Estate business | pusiness   | ō          | Other      | Inter-Segmen | Inter-Segment Eliminations | 1                   | Total      |
|-------|---|-------------|-------------------|------------|---------------|----------------------|------------|------------|------------|--------------|----------------------------|---------------------|------------|
|       |   | 06 (20/2010 | 06/20/2009        | 06/30/2010 | 06/20/2009    | 06/30/2010           | 06/30/2009 | 04/30/2010 | 06/20/2009 | 06/30/2010   | 06/20/2009                 | 06/30/2010          | 06/20/2009 |
| 11    | Net premiums  | 1.536.794   | 1.526.774         | 260.442    | 221.475       |                      |            |            |            |              |                            | 1.797.236           | 1.748.249  |
| 1.1.1 | Gross premium written for the period  | 1.598.519   | 1.615.648         | 266.692    | 228.853       |                      |            |            |            |              |                            | 1.865.211           | 1.844.501  |
| 1.1.2 | Premiums ceded to reinsurers for the period   | 61.725      | 88.874            | 6.250      | 7.378         |                      |            |            |            |              |                            | 67.975              | 96.252     |
| 12    | Commissions receivable  |             |                   | 138        | 98            |                      |            |            |            |              |                            | 138                 | 98         |
| 13    | Income and charges resulfing from financial instruments at fair value trought profit and loss | 1.969       | 23.076            | 3.351      | 16.146        | 117                  |            |            |            |              |                            | 1.499               | 39.222     |
| 4,1   | Income from shareholdings in subsidiaries, associates and joint ventures                      | 271         | 6.551             |            |               |                      |            |            |            |              | 6.268                      | 271                 | 283        |
| 1.5   | Income from other financial instruments and investments property                              | 102.251     | 102.259           | 103.601    | 99.585        | 5.730                | 7.771      | 2          |            |              |                            | 211.584             | 209.615    |
| 1.6   | Other income  | 75.306      | 64.330            | 10.512     | 6.438         | 893                  | 43         | 16.779     | 14,499     | 6.782        |                            | 96.708              | 85.310     |
| -     | TOTAL INCOME AND REVENUE  | 1.712.653   | 1.722.990         | 378.044    | 343.739       | 6.740                | 7.814      | 16.781     | 14.499     | 6.782        | 6.268                      | 2.107.436           | 2.082.774  |
| 2.1   | Net charges relating to daims   | 1.226.408   | 1.155.099         | 286.341    | 253.386       |                      |            |            |            |              |                            | - 1.512.749         | 1.408.485  |
| 21.1  | Amounts paid and variation in technical reserves  | 1.246.890   | 1.194.630         | 289.553    | 260.033       |                      |            |            |            |              |                            | 1.536.443 1.454.663 | 1.454.663  |
| 2.1.2 | Reinsurers'share  | 20.482      | 39,531            | 3.212      | 6.647         |                      |            |            |            |              |                            | 23.694              | 46.178     |
| 22    | Commissions payable   |             |                   | 35         | 43            |                      |            |            |            |              |                            | . 92                | - 43       |
| 2.3   | Charges resulfing from shareholdings in subsidiaries, associales and joint ventures           | 10.479      | 6.718             | 161        | 185           | 2.839                |            |            |            |              |                            | 13.479              | 6.903      |
| 2.4   | Charges resulfing from other financial investments and investment property                    | 188.926     | 43.582            | 27.781     | 27.141        | 8.274                | 3.134      | 7          | . 23       |              |                            | 224.988             | 73.880     |
| 2.5   | Operating expenses  | 325.054     | 309.774           | 13.726     | 16.828        |                      | . 8        |            |            |              |                            | 338.780             | 326.610    |
| 2.6   | Other costs   | 187.739     | 157.903           | 20.195     | 20.107        | 1.925                | -<br>628   | 16.386     | 14.427     | 6.782        |                            | 219.463             | 193.065    |
| 7     | TOTAL COSTS AND CHARGES   | 1.938.606   | 1.673.076         | 348.239    | 317.690       | 13.038               | 3.770      | 16.393     | 14.450     | 6.782        |                            | - 2.309.494         | 2.008.986  |
|       | PRE-TAX PROFIT (LOSS) FOR THE FINANCIAL YEAR  | 225.953     | 49.914            | 29.805     | 26.049        | 6.298                | 4.044      | 388        | 49         |              | 6.268                      | 202.058             | 73.788     |