

PRESS RELEASE

Unipol Gruppo Finanziario: preliminary figures for insurance and banking business in 2010 examined

Insurance premium income continued to feel the repercussions of the selective underwriting policy laid down in the 2010-2012 Business Plan.

- Insurance premium income +0.8% compared with 2009¹
- The Arca Group made a positive contribution of €456m to the Life and Non-Life business consolidated by UGF
- Significant results from the specialist companies in the Group, Linear and Unisalute, with growth of more than 10% overall
- APE (Annual Premium Equivalent) up 3.2%²
- UGF Banca Group's third parties customer deposits up more than 6%

BOLOGNA, 10 February 2011 – At its meeting held today in Bologna Unipol Gruppo Finanziario's Board of Directors examined the preliminary figures for insurance and banking business for 2010.

In the year just ended the UGF Group focused on carrying out the actions laid down in the 2010-2012 Business Plan and on pursuing the major financial objectives contained in it, including applying a more selective underwriting policy.

Thus direct consolidated insurance income fell to €8,976m in 2010 (-5.5% compared with 2009).

However, it must be remembered that the Group consolidation scope changed during 2010 with the acquisition and subsequent consolidation of the Arca Group as from July. Further changes are expected by the end of 2011 with the scheduled departure of BNL Vita from the Group. Therefore based on the new future consolidation scope direct income rose 0.8% in 2010 to reach €6,501m compared with €6,450m in 2009.

Work on upgrading the **Non-Life** portfolio resulted in premium income decreasing to €4,243m (-0.4%, €2,553m MV and €1,690m non-MV), as expected. Income amounted to €4,136m (-2.9%) if the contribution made by the Arca Group, which was consolidated as from 1 July 2010, is not taken into account.

Of particular significance was the increase recorded by Unisalute (€177m, +14.1%) and Linear (€171m, +6.6%), which specialise in Health and direct MV insurance (telephone/Internet) respectively.

The Group's aim in **Life** business was to increase product margins rather than its market share. Total income was €4,734m (-6% if the extraordinary contribution of approximately €200m made by a non-recurring policy in the third quarter of 2009 is ignored). The income of BNL Vita amounted to €2,475m (-18.9%); this drop was partially offset by the excellent results achieved by Arca Vita and Arca Vita International, which contributed €350m to Group income.

¹ The Arca Group having been consolidated since 1 July 2010 and excluding BNL Vita, which is expected to depart by the end of 2011.

² Net of an extraordinary contract in 2009 of approximately €200m, or €20m in terms of APE.



The UGF Group's APE (Annual Premium Equivalent) was €365m, an increase of 3.2%², thanks to the policy of restructuring the portfolio in favour of annual and recurring premiums.

In **banking business** the UGF Banca Group recorded provisional figures for customer deposits, net of securitisation schemes, of approximately €8.6bn, in line with the figures for 2009, but this amount included an increase of more than 6% in third-party customer deposits (more than €7bn). In turn lending, also net of securitisation schemes, amounted to approximately €7.8bn compared with €6.9bn in 2009, an increase of approximately €900m, more than 80% of it to retail customers (mainly mortgage loans) and small businesses.

The consolidated solvency ratio on 31 December 2010 is expected to be well above the statutory requirements, confirming the Group's attention to its financial strength.

The CEO, **Carlo Cimbri**, stated that "The 2010 financial year will close with a consolidated profit, in line with the expectations of the first year of the Business Plan and better than the consolidated results in the third quarter. The solvency ratio continued to be sound and insurance business performed better than expected. With this firm basis 2011 is expected to see further growth in all sectors of the Group, in line with the 2010-2012 Business Plan."

In accordance with Article 154-bis, para. 2, of the Consolidated Finance Act the Senior Executive responsible for drawing up the Company's accounts, Maurizio Castellina, declares that the accounting information reported in this press release corresponds to the figures in the documents, books and accounting records.

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