

# **FY22 Consolidated Results**

Bologna – 24 March 2023







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 FY22 results.

**Luca Zaccherini**, 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.









1 FY22 Consolidated Results 2022-2024 Strategic Plan Goals Tracking

**3** Appendix







1 FY22 Consolidated Results 2022-2024 Strategic Plan Goals Tracking

Unipol UnipolSai 4



#### **RESULTS BY SECTOR**



€m	FY21 reported	FY22 reported	FY21 norm. <sup>a</sup>	FY22 norm. <sup>b</sup>
Consolid. pre-tax result	951	1,108	754	1,078
Non-Life	821	846	722	937
Life	213	273	206	293
Holding and other	-83	-10	-174	-152
Consolidated net result	796	866	514	774
Group net result	627	683	375	583



€m	FY21 reported	FY22 reported	FY21 norm. <sup>c</sup>	FY22 norm. <sup>d</sup>
Consolid. pre-tax result	895	920	853	1,119
Non-Life	752	711	730	889
Life	218	275	210	295
Other	-75	-65	-87	-65
Consolidated net result	723	651	596	789
Group net result	688	597	561	733

<sup>a</sup> Excluding the following items: (i) finalisation of the settlement agreement regarding the corporate liability action against former directors and statutory auditors, (ii) goodwill and real estate tax values realignment, (iii) badwill accounted by BPER in relation to the banking branches acquired from UBI Banca and Banca Intesa Sanpaolo

<sup>b</sup> Excluding (i) the badwill accounted by Unipol in relation to the increase of its stake in BPER, (ii) the badwill recognized by BPER on the acquisition of Banca Carige and (iii) the employee solidarity fund

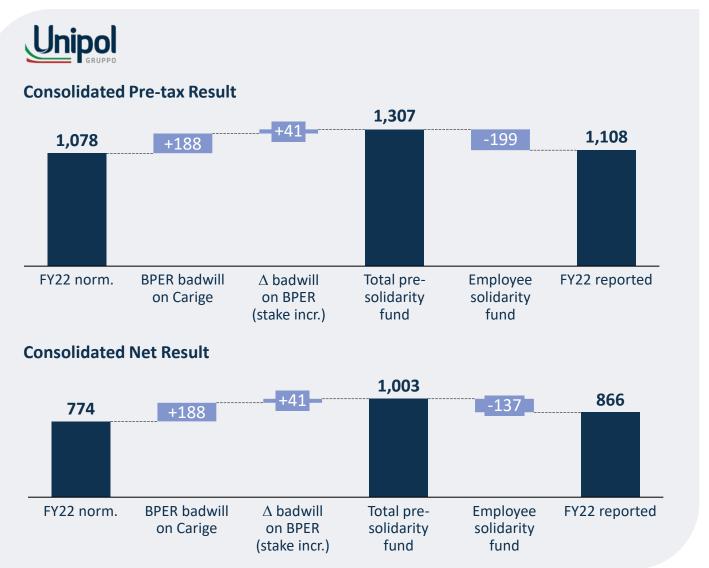
<sup>c</sup> Excluding the following items: (i) finalisation of the settlement agreement regarding the corporate liability action against former directors and statutory auditors, (ii) goodwill and real estate tax values realignment <sup>d</sup> Excluding the employee solidarity fund





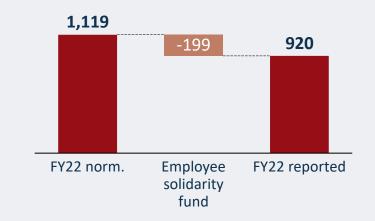
### FY22 CONSOLIDATED RESULTS > NORMALISED VS. REPORTED RESULTS

€m





#### **Consolidated Pre-tax Result**



#### **Consolidated Net Result**



Opening New Ways



### FY22 CONSOLIDATED RESULTS > NON-LIFE PREMIUMS - DIRECT BUSINESS



Operating figures

Breakdown by Ecosystem

	€m	%	var%
Mobility	4,237	51	+1.8
Motor	3,888	47	+1.3
Other	350	4	+7.4
Welfare	1,650	20	+11.0
Health	931	11	+17.3
Accident	718	9	+3.8
Property	2,417	29	+5.4
Fire & Other dam. to prop.	1,322	16	+3.5
General TPL	771	9	+6.7
Other	324	4	+10.5
Total	8,304	100	+4.5

### Breakdown by Market Segment

	Total	Mobility	Welfare	Property
Retail & SMEs	81%	45%	12%	24%
Corporate	19%	6%	8%	5%
Total	100%			

#### Breakdown by Company

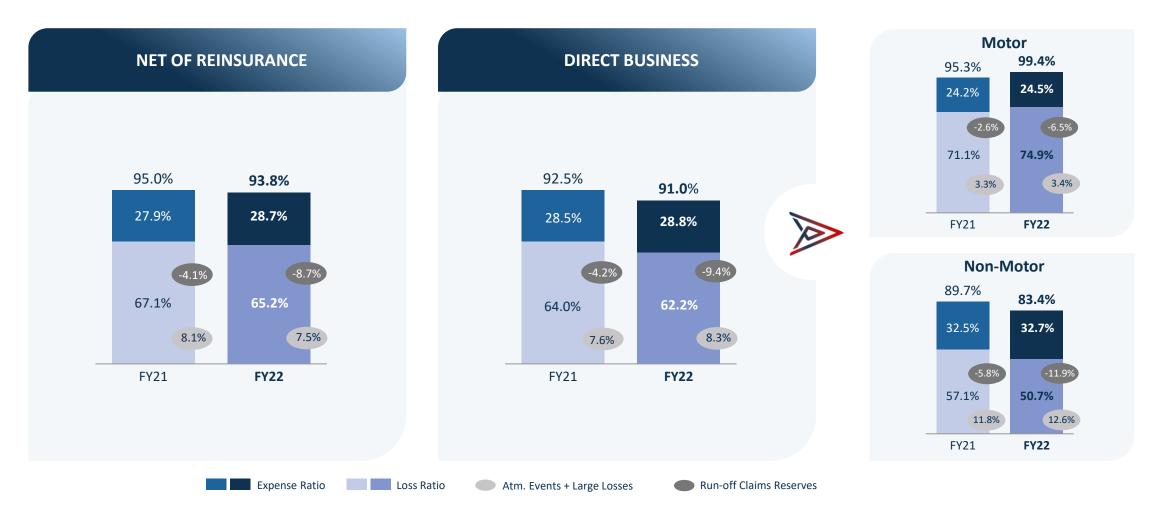
	€m	%	var%
UnipolSai	6,883	83	+2.4
UniSalute	574	7	+10.6
Linear	193	2	+3.8
Arca Assicurazioni	245	3	+29.1
Siat	152	2	+20.3
Incontra	154	2	+41.4
DDOR	103	1	+11.7
Total	8,304	100	+4.5

#### **Breakdown by Distribution Channel**

	Total	Mobility	Welfare	Property
Agents	78%	44%	10%	24%
Bancassurance	5%	1%	3%	1%
Other	17%	7%	7%	4%
Total	100%			

Opening New Ways

### **FY22 CONSOLIDATED RESULTS > NON-LIFE COMBINED RATIO**



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





	MOTOR TPL T	ECHNICAL INDICATORS	
Key Figures		Combined Rati	o Direct Busin
	Var. yoy	95.6%	100.1%
Portfolio average premium	-1.0%	23.4%	23.8%
N. of claims reported <sup>a</sup>	+4.0%	72.2%	76.2%
Frequency	+0.2 p.p.	-2.7%	-7.3%
Bodily injuries/Total followed-up claims	-0.3 p.p.	-2.1%	-7.3%
		FY21	FY22
	FY22		
% savings on settled claims <sup>b</sup>	47.1%	Expense	ratio
		Run-off Clai	ms Reserves

siness

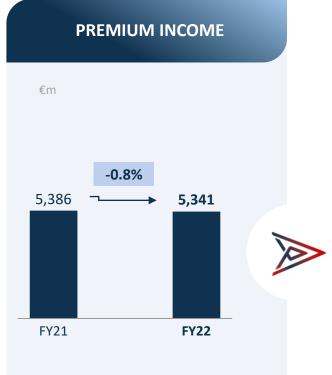
Loss ratio

<sup>a</sup> Followed-up claims <sup>b</sup> Savings on previous years settled claims / amount provisioned Operating figures





### FY22 CONSOLIDATED RESULTS > LIFE PREMIUM INCOME - DIRECT BUSINESS

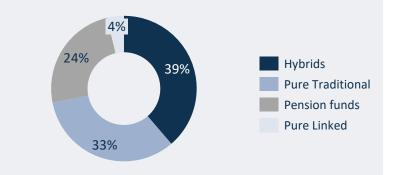


Operating figures

Breakdown by Line of Business

	€m	%	var%
Traditional	2,892	54	-16.4
Unit linked	946	18	-15.5
Pension funds	1,304	24	+122.8
Capitalization	199	4	-10.9
Total	5,341	100	-0.8

#### **Breakdown by Line of Product**



#### **Breakdown by Distribution Channel**

	€m	%	var%
Agents	1,626	30	-2.4
Bancassurance	1,929	36	-22.7
Head office	1,639	31	+63.8
Other	146	3	-34.0
Total	5,341	100	-0.8

#### **Breakdown by Company**

	€m	%	var%
UnipolSai	3,392	64	+18.2
Arca Vita + AVI	1,894	35	-21.8
Other companies	54	1	-42.3
Total	5,341	100	-0.8







Technical Reserves by Minimum Guarantee<sup>a</sup>

	FY21		FY	22
Min. guar. yield	€bn	%	€bn	%
0%	15.4	44	17.1	47
0% - 1%	7.8	22	7.8	22
1% - 2%	5.6	16	5.2	14
2% - 3%	4.6	13	4.3	12
>3%	2.0	6	1.9	5
Total	35.3	100	36.4	100

<sup>a</sup> Technical reserves of segregated funds in the existing portfolio <sup>b</sup> Calculated at cost basis <sup>c</sup> Gross financial yield on a yearly basis Operating figures





#### **PRESENT VALUE OF LIFE NEW BUSINESS**

Line of Business	NBV	PVNBP	NB Margin on PVNBP
Insurance with profit participation	42	1,387	3.1%
Index/Unit-linked insurance	18	633	2.8%
Other life insurance	17	118	14.7%
Total FY22	77	2,138	3.6%
Total FY21	88	2,882	3.0%

Operating figures, net of minorities





#### **COMPONENTS OF LIFE PRE-TAX REPORTED RESULT**

	FY21	FY22
Financial investment margin	351	403
Management fees to the distrib. network	-92	-99
Technical margin	134	171
General expenses	-165	-178
Other operating items	-7	49
Life operating gross margin	220	346
Non-operating income and expenses <sup>a</sup>	25	-43
Interests on debts	-32	-30
Life pre-tax result (reported)	213	273

<sup>a</sup> The FY22 figure includes the amount of the employee solidarity fund pertaining to the Life segment (20m) Operating figures





# FY22 CONSOLIDATED RESULTS > INVESTMENTS

#### TOTAL INVESTMENTS

	FY	FY21		22
	€bn	%	€bn	%
Total Bonds	50.5	82.7	41.3	78.7
o/w Italian Govies	23.9	39.1	17.5	33.3
o/w Non-Italian Govies	8.9	14.6	8.8	16.8
o/w Corporate	17.7	29.0	15.0	28.5
Cash	2.0	3.2	1.6	3.1
Equity and Funds	2.4	3.9	2.3	4.4
Real Assets, P.E., H.F.	1.7	2.8	2.4	4.5
Real Estate	4.5	7.3	4.9	9.3
Total	61.1	100	52.6	100

#### **Duration (years)**

		FY21			FY22	
	Total	Non-Life	Life	Total	Non-Life	Life
Assets	6.1	3.0	7.5	5.0	3.0	6.0
Liabilities	7.2	2.8	8.9	5.8	2.3	7.3
Mismatch	-0.5	1.0	-0.8	-0.0	1.3	-0.5

Market value – Operating figures





### **FY22 CONSOLIDATED RESULTS > FINANCIAL INVESTMENT YIELDS**

€m

FY21

	Total	Non-Life	Life
Coupons and dividends	1,477	388	1,075
Yield	2.9%	2.9%	3.0%
Realized/unrealized gains/losses	69	31	15
Yield	0.1%	0.2%	0.1%
Total	1,546	419	1,091
Yield	3.1%	3.2%	3.1%

#### FY22

	Total	Non-Life	Life
Coupons and dividends	1,717	505	1,172
Yield	3.3%	3.7%	3.2%
Realized/unrealized gains/losses	-111	-23	-63
Yield	-0.2%	-0.2%	-0.2%
Total	1,606	482	1,108
Yield	3.1%	3.6%	3.0%

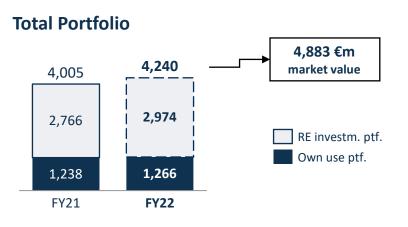
Investment yields on a yearly basis Operating figures





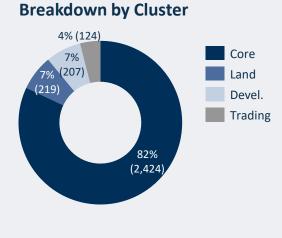
# FY22 CONSOLIDATED RESULTS > REAL ESTATE

€m

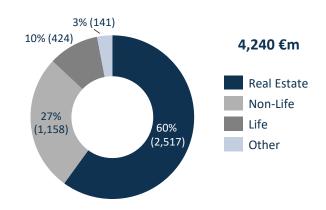


Real Estate Investment Portfolio (2	2,974 €m) Details
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#### FY21 FY22 Yield €m Ord. yield 3.6% 3.8% 103 114 Extraord. yield <sup>a</sup> -0.6% -17 11 0.4% 3.2% 114 4.0% 97 Total

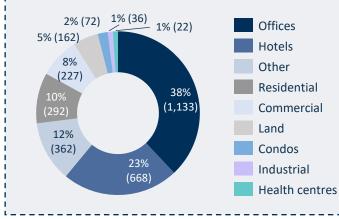


Breakdown by Accounting Sector

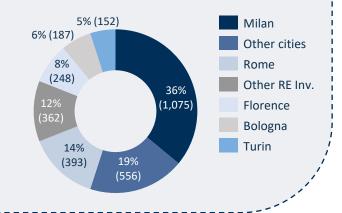




**Gross Yield** 



#### **Breakdown by Area**









€m



	FY21	FY22
Dividend per share DPS (€)	0.30	0.37
Total dividends	215	265
Local GAAP net result <sup>a</sup>	335	363
Pay-out ratio	64%	73%
Dividend yield <sup>b</sup>	5.9%	7.5%



	FY21	FY22
Dividend per share DPS (€)	0.19	0.16
Total dividends	537	453
Local GAAP net result <sup>a</sup>	648	145
Pay-out ratio	83%	
Dividend yield <sup>b</sup>	7.3%	6.4%

<sup>a</sup> UnipolSai S.p.A. and Unipol Gruppo S.p.A. did not apply the option to evaluate non-durable securities on the value resulting from the last annual financial statement, as stated in Law Decree 73/2022 and, with respect to insurance undertakings, as endorsed with IVASS regulation n.52 of 30 August 2022. <sup>b</sup> Calculated on the share price of the day in which the BoD approved the preliminary results

Opening New Ways

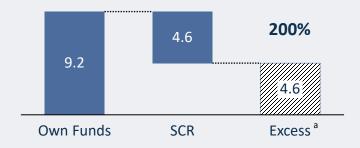




€bn



#### Partial Internal Model (consolidated)



Figures net of dividend distribution proposal <sup>a</sup> Eligible Own Funds in excess of Solvency Capital Requirements





#### **Economic Capital (***consolidated***)**

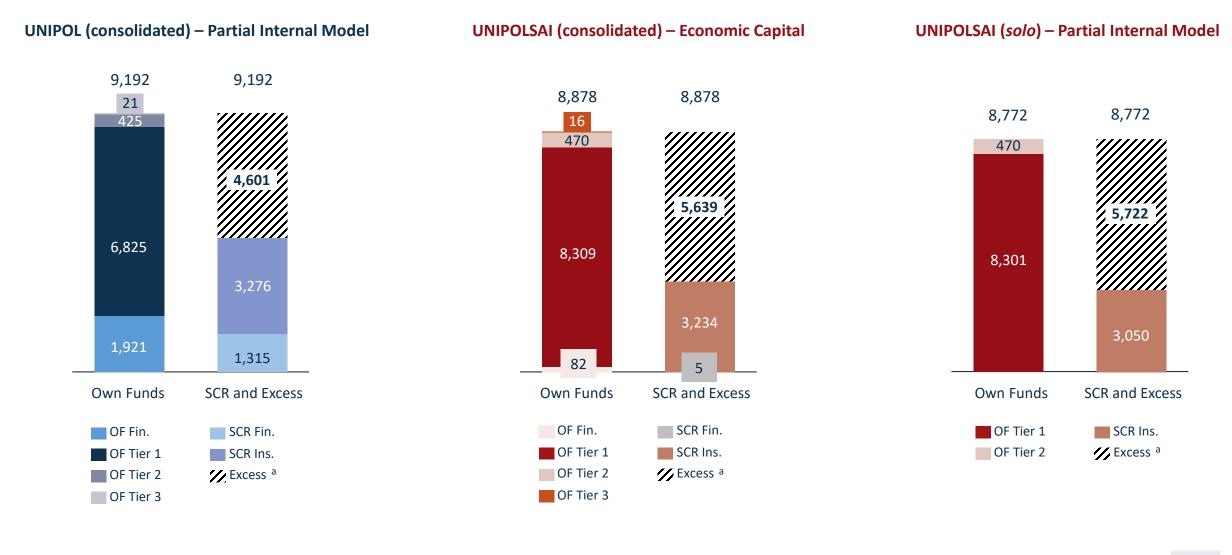


#### Partial Internal Model (solo)



### **FY22 CONSOLIDATED RESULTS > SOLVENCY 2 OWN FUNDS AND SCR DETAILS**

€m









#### 2022 ACTIONS... ... AND FIRST RESULTS Baseline Publication of «The Unipol Group strategy on climate change» ٠ FY22 2021 Participation in the Net-Zero Asset Owner Alliance Share of products with • environmental and social value 27.1% 25.9% Corporate products with shared value: first application of ESG ٠ performance integration in pricing risk and rewarding the Finance for the SDGs (amount of commitment of policyholders to preventing risk thematic investments for the SDGs) 1,160m 862m Integration of ESG targets in the Long Term Incentive system ٠



(20%)







1 FY22 Consolidated Results

Goals Tracking

3

Appendix



## STRATEGIC PLAN GOALS TRACKING > STATUS UPDATE

Data Driven Omnichannel Insurance	<ul> <li>Development of MV TPL algorithm with retention and conversion improvement; evolution of MOD pricing/underwriting models</li> <li>Dynamic pricing in Non-Motor in-force business; re-pricing in Property business</li> <li>Implementation of the omnichannel distribution model for Home, Pet and Travel products</li> </ul>
Health and Life-Cycle Focus	<ul> <li>Implementation of UniSalute offer on all the Group's distribution network (Agents and Bancassurance)</li> <li>Launch of a life-cycle offer on specific targets</li> <li>Launch of new Health individual plans available online</li> </ul>
Bancassurance Boosting	<ul> <li>Renewal of the bancassurance agreement with BPER Banca and Banca Popolare Sondrio</li> <li>Strengthened the distribution model by introducing over 200 insurance specialists (BPER Banca)</li> </ul>
<b>Beyond Insurance Enrichment</b>	<ul> <li>#Mobility: launch of Unipol<i>Move</i> and further improvement in Unipol<i>Rental</i> industrial performance</li> <li>#Welfare: acquisition of (i) Centri Medici Santagostino<sup>a</sup> - 34 health centres and 1,300 doctors and (ii) Tantosvago - digital company in the business of corporate welfare. Establishment of Welbee - new welfare provider, to enhance the Group's presence in the flexible benefits market</li> <li>#Property: onset of Unipol<i>Home</i> - provider of house and apartment building services; launch of a national tradespeople network and acquisition of Unicasa, leader in the apartment buildings management in franchising</li> </ul>
Tech & People Evolution	<ul> <li>Employee solidarity fund earmarked in 2022 to back over 800 exits within the plan period</li> <li>150 million of tech investments to boost new platforms and digitalisation</li> <li>Started the digital path project to speed up mindset and digital skills development for all the Group's employees</li> </ul>



UnipolSai 22

	FY21	FY22	Target 2024
Non-Life Premiums	7,943m	8,304m	8.9bn
Combined Ratio Non-Life (net of reins.)	95.0%	93.8%	92.6%
Life Premiums	5,386m	5,341m	5.8bn
Life PVFPM	3.0%	3.6%	3.5%
Consolidated net result norm. <sup>a</sup>	514m	774m	2.3bn cum.
Dividends	215m	265m	0.75bn cum.
Share of products with env. & soc. value	25.9%	27.1%	30%
Finance for the SDGs	862m	1,160m	1.3bn



	FY21	FY22	Target 2024
Non-Life Premiums	7,943m	8,304m	8.9bn
Combined Ratio Non-Life (net of reins.)	95.0%	93.8%	92.6%
Life Premiums	5,386m	5,341m	5.8bn
Life PVFPM	3.0%	3.6%	3.5%
Consolidated net result norm. <sup>a</sup>	596m	789m	2.3bn cum.
Dividends	537m	453m	1.4bn cum.
Share of products with env. & soc. value	25.9%	27.1%	30%
Finance for the SDGs	862m	1,160m	1.3bn

<sup>a</sup> Excluding non-recurring items, in accordance with the plan target







# 2 1 FY22 2022-2024 **Consolidated Results**

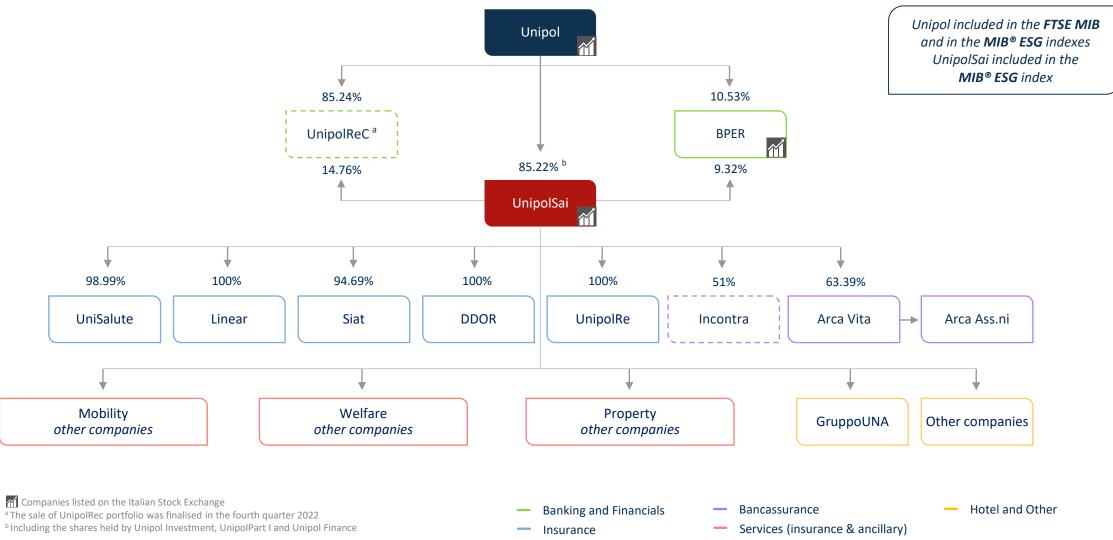
Strategic Plan Goals Tracking

3 Appendix





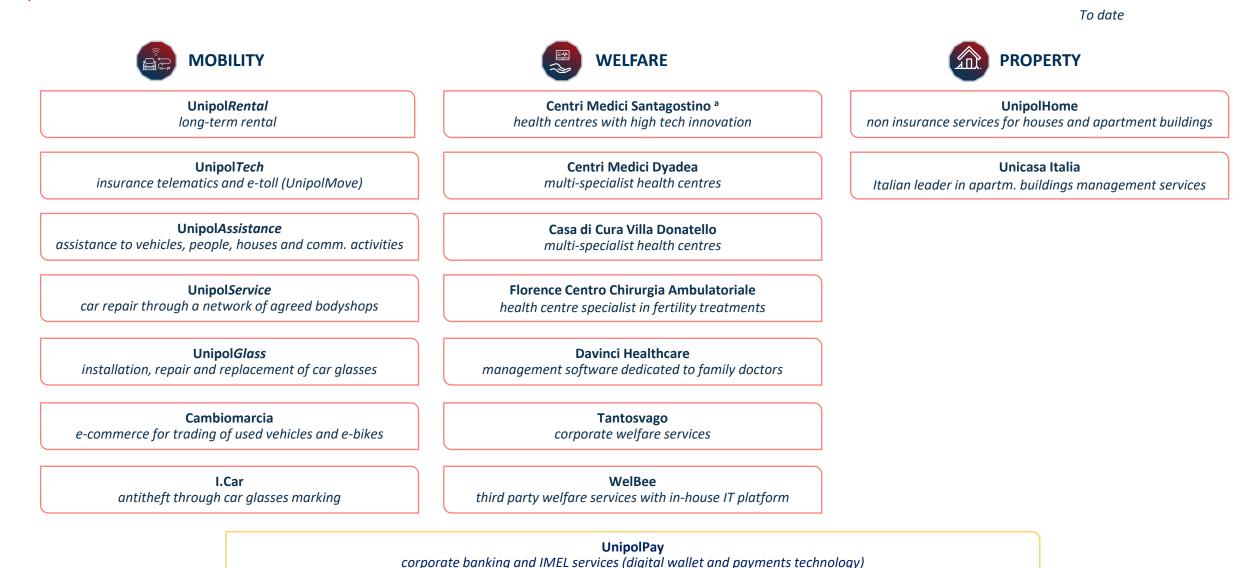
As at 31 December 2022











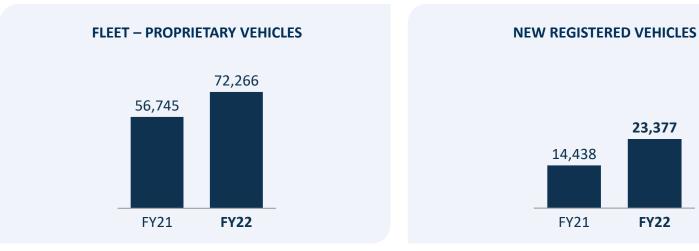
<sup>a</sup> Closing expected by the end of March 2023







KPIs		
€m	FY21	FY22
Revenues	305	364
Costs	-296	-349
Capital gains on assets	23	34
EBITDA	31	48
EBIT	19	43
Net result	15	30





Operating figures

Unipol 27

23,377

FY22

Unipol UnipolSai

As at 31 December 2022

€m

lssuer	Listed <sup>a</sup>	Nominal amount	Sub./Sen./ Hyb.	Tier	Maturity	Coupon
UnipolSai		80	Hyb.	Tier I	Jul, 2023	Eur6M+1.8% <sup>b</sup>
UnipolSai	$\checkmark$	500	Sub.	Tier II	Mar, 2028	3.88%
UnipolSai	$\checkmark$	750	Hyb.	Tier I	Perpetual <sup>c</sup>	5.75%
UnipolSai	$\checkmark$	500	Hyb.	Tier I	Perpetual <sup>d</sup>	6.38%
Total UnipolSai S.p.A.		1,830				5.19% <sup>e</sup>
Unipol	$\checkmark$	1,000	Sen.		Mar, 2025	3.00%
Unipol	$\checkmark$	500	Sen.		Nov, 2027	3.50%
Unipol (Green Bond)	$\checkmark$	1,000	Sen.		Sep, 2030	3.25%
Total Unipol S.p.A.		2,500				<b>3.20%</b> <sup>e</sup>
Total UnipolSai S.p.A. + Total Unipol S.p.A.		4,330				

<sup>a</sup> Listed on the Luxembourg Stock Exchange
<sup>b</sup> Additional spreads 71.5 bps on 30 Jun and 31 Dec each year

<sup>c</sup> 1<sup>st</sup> call date Jun, 2024 <sup>d</sup> 1<sup>st</sup> call date Apr, 2030 <sup>e</sup> Average coupon, calculated on FY22 average stock







As at 31 December 2022

	Assets		Liabilities
Liquid financial assets	1,640	Senior debt 2025	1,000
		Senior debt 2027	500
		Senior green bond 2030	1,000
Liquid financial assets <sup>a</sup>	1,640	Financial liabilities <sup>b</sup>	2,500

Net balance	-860
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<sup>a</sup> Including liquid financial assets pertaining to Unipol S.p.A. and its 100% direct subsidiaries. Including also 85.24% liquid financial assets pertaining to UnipolReC <sup>b</sup> Nominal value



€m



#### As at 31 December 2022

		Notes
UnipolSai shareholding	85.22%	ref. slide 25
BPER direct shareholding	10.53%	ref. slide 25
Net financial assets/liabilities	-860 €m	ref. slide 29
FY22 Net operating costs	27 €m	adjusted figure excl. non-recurring costs
DTA	260 €m	Deferred Tax Assets relating to goodwill realignment - local GAAP

Operating figures





nipol		
€m	FY21	FY22
Premium income <sup>a</sup>	13,329	13,645
Non-Life	7,943	8,304
Life	5,386	5,341
Combined Ratio <sup>b</sup>	95.0%	93.8%
Consolid. Net Result reported	796	866
Consolid. Net Result norm.	514 <sup>c</sup>	<b>774</b> <sup>d</sup>
Group Net Result reported	627	683
Group Net Result norm.	375 <sup>c</sup>	<b>583</b> <sup>d</sup>
Dividends	215	265
DPS (€)	0.30	0.37
Total Equity	9,722	7,662
Shareholders' Equity	7,780	6,130
BVPS (€)	10.84	8.54
Solvency 2 ratio (cons. PIM)	214%	200%



€m	FY21	FY22
Premium income <sup>a</sup>	13,329	13,645
Non-Life	7,943	8,304
Life	5,386	5,341
Combined Ratio <sup>b</sup>	95.0%	93.8%
Consolid. Net Result reported	723	651
Consolid. Net Result norm.	596 <sup>e</sup>	<b>789</b> <sup>f</sup>
Group Net Result reported	688	597
Group Net Result norm.	561 <sup>e</sup>	<b>733</b> <sup>f</sup>
Dividends	537	453
DPS (€)	0.19	0.16
Total Equity	8,234	5,813
Shareholders' Equity	7,964	5,569
BVPS (€)	2.64	1.79
Solvency 2 ratio (cons. ec. cap.)	284%	274%

<sup>a</sup> Direct business <sup>b</sup> Net of reinsurance

<sup>c</sup> Excluding the following items: (i) finalisation of the settlement agreement regarding the corporate liability action against former directors and statutory auditors, (ii) goodwill and real estate tax values realignment, (iii) badwill accounted by BPER in relation to the banking branches acquired from UBI Banca and Banca Intesa Sanpaolo

<sup>d</sup> Excluding (i) the badwill accounted by Unipol in relation to the increase of its stake in BPER, (ii) the badwill recognized by BPER on the acquisition of Banca Carige and (iii) the employee solidarity fund <sup>e</sup> Excluding the following items: (i) finalisation of the settlement agreement regarding the corporate liability action against former directors and statutory auditors, (ii) goodwill and real estate tax values

<sup>e</sup> Excluding the following items: (i) finalisation of the settlement agreement regarding the corporate liability action against former directors and statutory auditors, (ii) goodwill and real estate tax value realignment









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Upcoming event

12 May 2023 1Q23 Results Reporting



