

**Unipol Assicurazioni S.p.A.'s position on the Memorandum of Understanding on Motor T.P.L.  
between the Government, ANIA and the Consumers' Associations of 5 May 2003**

In order to implement the provisions of the Memorandum of Understanding, Unipol will adopt the following decisions and courses of action:

**1. TARIFFS**

**1.1. General contents of tariffs**

Unipol will not raise tariffs before 31 December 2003.

**1.2. Discounts for young people**

As from 1 July 2003 Unipol will allow a 5% discount for both new and existing policyholders aged between 18 and 21.

**1.3. Discounts for moped insurance**

Under its 'no claims bonus' scheme Unipol already allows a discount of at least 5% per annum for policyholders who have not made a claim, thus keeping its tariffs competitive.

**2. MORE FAVOURABLE TERMS FOR OWNERS OF MORE THAN ONE VEHICLE**

For some time Unipol has had a 'family bonus' clause, allowing a discount to anyone replacing a car and registering the new one in the name of a relative.

In addition, Unipol will allow an owner who insures a second vehicle within the household the same 'no-claims bonus' as for the first vehicle.

**3. DIRECT COMPENSATION OF PASSENGERS BY THE INSURER OF THE VEHICLE IN WHICH THEY WERE TRAVELLING**

Unipol declares that it is prepared to abide by an agreement between insurance companies under which each Company can compensate its policyholder's passengers subject to no top limit with the possibility of recoupment from the insurance company of the person responsible for the accident.

**4. BIOLOGICAL DAMAGE – COMPLETION OF THE REGULATIONS**

Unipol hopes that regulations governing the financial parameters for biological damage relating to all levels of permanent disability will be laid down within the period of 6 months provided for in the MoU.

**5. EXTENSION OF THE DIRECT INDEMNITY PROCEDURE TO PERSONAL INJURY**

Unipol is implementing this extension and hopes that the procedure will be extended to up to 9% permanent disability and to injury to passengers.

**6. MORE FAVOURABLE TERMS FOR POLICYHOLDERS IN CERTAIN SPECIFIC CIRCUMSTANCES**

**6.1. Theft, scrapping or sale of the vehicle**

Unipol is already implementing the provisions of the MoU relating to preservation of the terms enjoyed by a vehicle that has been stolen or scrapped.

For the purpose of refunding unused premiums in the case of theft, some articles of the law on compulsory insurance need to be amended, as agreed in the Memorandum of Understanding.

**6.2. 'No-claims bonus' certificate for mopeds and motorcycles**

Unipol will help to draw up proposals in order to assist in the swift implementation of this part of the MoU too.

**6.3. Replacement of a vehicle with another of a different type**

Unipol will help to draw up and implement the tables relating to 'transferring' between the various systems (from cars to mopeds and vice versa, from fixed tariff or tariff with a deductible to 'no-claims' and vice versa).

**7. PROCEDURE FOR SETTLING DISPUTES**

Unipol abides by the ANIA / Consumers' Associations MoU of 24 July 2001 and undertakes to honour its commitment even after the conciliation procedure has been extended to cover the whole of Italy.

**8. PROVIDING INFORMATION FOR THE CONSUMER**

Unipol has put a program on its website that allows anyone to work out the cost of their policy.

Unipol will continue to hold discussions with the Consumers' Associations about both service and tariffs.

**9. PREVENTION OF ROAD ACCIDENTS**

Unipol will continue to work with the Cesar Foundation and Sicurstrada on accident prevention and road safety and will comply with any initiatives for preventing risks that are promoted jointly by the signatories to Memorandum of Understanding.

**10. ANALYSIS OF THE TREND IN THE MOTOR T.P.L. SYSTEM**

In agreement with ANIA, Unipol declares that it is prepared to examine, together with the other signatories to the MoU, ways of reforming the regulations governing Motor T.P.L. insurance. This will also cover the problem of exclusions and recoupments, cancellation periods and the efficiency and accessibility of services.

Bologna, 22 May 2003