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**Social security “coupled” with healthcare.
From supplementary to integrated welfare: possible synergies
between Healthcare Funds and Pension Funds.**

Pension Funds and Healthcare Funds operate through separate channels, but possible synergies should be identified. In order to explore the potential connection between these two instruments for managing the needs of citizens and workers, the Unipol Group - within the framework of the “**Welfare, Italy**” program launched in 2011 - has organised a workshop in Naples for the National Welfare Day. At the event coordinated by **Giuseppe Roma** of Censis, speakers will include, among others, **Vito De Filippo**, Undersecretary of the Ministry of Health, **Filippo Taddei**, Head of Economics of the Democratic Party, and **Pierangelo Albini**, Labour and Welfare Manager of Confindustria.

Pension Funds and Healthcare Funds are the two main instruments of supplementary welfare that, although addressed to the same beneficiaries, operate according to product logic: two distinct needs, two products, two organisations.

Healthcare Funds respond to immediate needs and, also for this reason, are more favourable among workers, while pensions take second place especially when far from the retirement age. In fact, only by preparing ahead of time is it possible to achieve efficient risk coverage and income support after leaving the labour market.

Therefore, greater synergy between the two instruments is needed, without necessarily requiring the actual integration in a single product: it is important to promote and develop a “welfare package” that includes both social security and healthcare. The aim is to create an integrated offer around individual needs (injury, healthcare, protection, social security and savings) in order to provide 360-degree protection.

*“Increased forms of integrated healthcare and the development of integrated protection systems are - according to **Fiammetta Fabris**, General Manager of UniSalute - now essential opportunities in a market like the current one that offers a significant margin for growth”.*

*“An integrated welfare model could give supplementary social security and healthcare a new lease of life - added **Angelo Galetti**, Life Business Manager of UnipolSai - ensuring greater uniformity of the protection guaranteed to workers in various sectors.”*

The economic crisis continues to take its toll on the wallets of Italian families, also at the expense of healthcare: with the progressive decline of state welfare, when citizens are faced with the costs incurred for certain services, they either pay them directly if possible, or more and more often they tend to renounce treatment awaiting better times. In the current scenario, however, health risk and pension risk are now structurally linked with regard to various issues, first and foremost that of long-term care, a leading service of Healthcare Funds, but also of great importance to Pension Funds.

The future of pensions for youth at risk and the rising demand in healthcare and assistance against reduced public spending and high out of pocket expenses scarcely brokered by professional operators: these structural factors remain at the basis of the reflections of "Welfare, Italy", the program launched by the Unipol Group in 2011 in collaboration with Censis. *"With a significant share of its core business dedicated to the areas of supplementary social security and healthcare, for decades Unipol has been a leading market operator in the management of a wide range of welfare services in our country,"* stated **Stefano Genovese**, Unipol Institutional Relations Manager. *"The scope and experience acquired require our contribution to public debate on policies, in order to defend the objective underlying all welfare systems: the protection of citizens during the most delicate moments of their lives. Focusing on individuals means looking at their social security and healthcare needs with an organic and synergistic perspective, also encouraging in practice the transition from "supplementary welfare" to a concept of "integrated welfare", the subject of today's discussion."*

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UnipolSai Assicurazioni S.p.A.

UnipolSai Assicurazioni S.p.A. is the insurance company of the Unipol Group, Italian leader in Non-Life Business, in particular in vehicle liability insurance. Also active in Life Business, UnipolSai has a portfolio of over 10 million customers and holds a leading position in the national ranking of insurance groups with a direct income amounting to €16bn, of which €8.4bn in Non-Life Business and €7.6bn in Life Business (2014 figures).

The company currently operates through five divisions (Unipol, La Fondiaria, Sai, Nuova MAA and La Previdente) and has the largest agency network in Italy, with approximately 3,800 insurance agencies and 7,300 sub-agencies spread across the country.

UnipolSai Assicurazioni is a subsidiary of Unipol Gruppo Finanziario S.p.A. and, like the latter, is listed on the Italian Stock Exchange, being one of the most highly capitalized securities.

UniSalute S.p.A.

UniSalute S.p.A. is the leading health insurance company in Italy in terms of customers managed. Each day it cares for the health of 5.3 million individuals belonging to the largest Italian companies, professional healthcare funds and occupational pension schemes.

It is the only company in Italy that has been exclusively dedicated to health protection for 20 years, and offers customised and integrated healthcare plans with a wide range of services to respond to the various protection needs of companies of all types and sizes in the most effective way possible. Moreover, it was the first in Italy to develop a range of individual policies purchased online.

It ensures its policyholders rapid access to the best healthcare facilities in Italy and abroad including hospitals, care homes, clinics, diagnostic centres, physiotherapy, dental and psychiatry practices and care workers, even at home. It constantly monitors the quality of its network counting thousands of facilities: 9 out of 10 customers recommend the facility where they received treatment.

Founded by the Unipol Group in 1995, it is the reference operator in the Italian supplementary healthcare market.