

## PRESS RELEASE

**Unipol Gruppo Finanziario's 2007 Social Report  
presented today in Rovereto**

***UGF's Social Report was presented today at a crowded public meeting in Rovereto at the MART. Those present included Diego Schelfi, Chairman of the Trento Cooperatives Federation, Lorenzo Sacconi, Professor of Economics at the University of Trento, and Francesco Terreri of 'L'Adige'. The debate opened with a welcome address from Gloria Bertagna, Chair of the Unipol's Trento Regional Council, and the concluding remarks were made by Walter Dondi, Head of UGF's Corporate Identity and Communication Unit.***

Combining the pursuit of economic growth and an increase in profitability with the pursuit of social and environmental objectives with a view to achieving sustainable development in the long term – this is the aim of Unipol Gruppo Finanziario's strategy of social responsibility summarised in the 2007 Social Report. UGF was officially founded on 1 September 2007 following the complex process of reorganising the Unipol Group carried out last year and this is its first Social Report.

Reorganisation involved a change in the Group's corporate governance, resulting in a clearer distinction between the guidance and supervisory role, which relates to representation of the ownership of the Group, and the role of managing the company. "A system that guarantees greater transparency," stated UGF's Chairman, Pierluigi Stefanini, who added: "The Board of Directors has been given a stronger role, with Members of the Board being granted wider powers to guide, monitor and supervise. The Committee for Social Responsibility has been set up to provide an important tool for monitoring the coherence between the stated objectives and day-to-day practice."

The work begun on creating a new UGF 'Core Values Charter', which enables employees and agents to be more involved, is also heading in this direction. "These values", emphasised UGF's CEO, Carlo Salvatori, "form the basis for the corporate ethos that we wish to pursue, bringing together the various experiences and passions that the Group has shared over the years."

Particular attention and commitment have been devoted to UGF's more than 6,500 employees, and to over 2,000 agents who run the Group's vast sales network that covers the whole country, in drawing up and sharing the Business Plan, which focuses on integrating insurance and banking business. "Our Plan", continued Salvatori, "has proved to be both solid and flexible, able to adapt to problems in the market and to overcome them. It focuses on the people who work in the Group and guarantees a carefree future for them and their families." In addition, more than 21,000 people work for UGF either directly or indirectly, which is proof of this Company's great social value. The Company's principal objective is to fulfil, in an innovative, efficient and effective manner, the



requirements of the Group's more than 6.5 million customers, be they individuals, families or companies, starting with products and services with a high social content that provide risk prevention, protection and safety in the various aspects of the life of individuals and in the financial and entrepreneurial activities of companies, based on a high ratio between quality and convenience.

A good example of this has been the new 'black box', a satellite device fitted on motor vehicles which guarantees immediate assistance in the event of an accident, traces and locates vehicles if they are stolen and generally encourages more responsible driving. Another example is provided by banking products, current accounts and loans aimed at individuals who are not in such a strong financial position, such as elderly and young people on low incomes. In this way Unipol has become a leading manager of occupational pension funds, which are of fundamental importance for promoting employees' supplementary pensions.

The Group's financial success achieved during 2007 has produced benefits not only for shareholders but for all stakeholders, as is shown by the distribution of added value, which last year exceeded €2,121m.

UGF has also paid great attention and made a strong commitment to social and community initiatives, from supporting Libera and the cooperatives that operate on land confiscated from the Mafia – in 2007 more than €145K was allocated to the Apulia Libera Terra (Free Earth) cooperative thanks to the 'one Euro per policy' campaign, which is continuing in 2008 – to sponsoring the young researchers working for the AIRC (Associazione Italiana per la Ricerca sul Cancro – Italian Cancer Research Association) and making donations to the AISM (Associazione Italiana Sclerosi Multipla – Italian Multiple Sclerosis Association) and health initiatives in several African countries. This desire to develop cultural, research and safety initiatives as well as those in the field of social cohesion has led to the Unipolis Foundation being revived.

Unipol Gruppo Finanziario, which controls insurance companies such as Unipol, Aurora, Navale, Linear and Unisalute, banks such as Unipol Banca and Unipol Merchant and the bancassurance company BNL Vita, ended 2007 with a consolidated net profit of €421m, an increase of 16.5% compared with 2006. It distributed total dividends of €1bn, €816m of which as repayment of the amount of capital increase subscribed by shareholders in Autumn 2005.

**The full version of UGF's 2007 Social Report  
can be viewed and downloaded from [www.unipolgf.it](http://www.unipolgf.it).**

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