



## STRATEGIC BANCASSURANCE PARTNERSHIP IN LIFE AND NON-LIFE SECTORS WITH BPER BANCA GROUP AND BANCA POPOLARE DI SONDRIO EXTENDED UP TO 2022

- New renewable five-year agreement signed
- Arca strengthens its role as benchmark bancassurance platform for the Unipol Group

Bologna, 8 November 2017

Unipol Gruppo S.p.A., BPER Banca S.p.A., and Banca Popolare di Sondrio S.c.p.A. have renewed in advance their strategic *bancassurance partnership* in the Life and Non-Life sectors, which started in 2009 and was set to expire on 31 December 2019.

Such renewal aims to consolidate and develop the bancassurance activities carried out by the Unipol Group through Arca Vita and Arca Vita International (operating in the Life sector), as well as Arca Assicurazioni (operating in the Non-Life sector), in order to expand and innovate the insurance supply of the partner banks, also thanks to the contribution of Unipol Group's technical and insurance expertise.

The agreements signed today will have a five-year term, effective from 1 January 2018, and will be further renewable by agreement between the parties.

As a result of the signature of the new agreements, Arca has strengthened its role as the benchmark bancassurance platform for the Unipol Group, with a distribution network of around 3,000 banking branches.

### Unipol Gruppo S.p.A.

Unipol is one of the main insurance groups in Europe, with total premiums of roughly €14.8bn, of which €7.8bn in Non-Life and €7bn in Life (figures from 2016). Unipol adopts an integrated offer strategy and covers the entire range of insurance and financial products, operating primarily through the subsidiary UnipolSai Assicurazioni S.p.A., founded at the start of 2014 and a leader in Italy in the Non-Life business, particularly MV TPL. The Group is also active in direct MV insurance (Linear Assicurazioni), transport and aviation insurance (Siat), health insurance (UniSalute) and supplementary pensions, and maintains a presence in the bancassurance channel. Lastly, it also operates in the banking realm through the network of Unipol Banca branches and manages significant diversified assets in the real estate, hotel and agricultural (Tenute del Cerro) sectors. Unipol Gruppo S.p.A. is listed on the Italian Stock Exchange.

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