

#### PRESS RELEASE

### UNIPOL GRUPPO FINANZIARIO – 2007 GROUP NET PROFIT GROWING BY 38.4%

The shareholding in Hopa was written down for €59m.

Consolidated net profit, deducted the writedown on Hopa, rose to €421m (+16.5%). Group profit showed a remarkable improvement (+38.4%) to €389m.

Net profit for the Parent Company Unipol Gruppo Finanziario S.p.A. was €288.8m.

In 2007 Non-Life gross direct written premiums were  $\pounds$ 4,289m (+5.6%),  $\pounds$ 2,611m of which in Motor (+4.4%) and  $\pounds$ 1,678m in Non-Motor (+7.5%), both businesses growing at higher rates than the market.

Life gross direct written premiums were €4,653m (-26.8%<sup>1</sup>), whilst Life new business margins rose to 19% from 14% in 2006.

Life In-Force Value was €369m (+11.5%) and Life New Business Margin stood at 19% (13% in 2006<sup>1</sup>).

Combined ratio was 94.4%, improving compared with 94.6% in 2006.

Unipol Banca customer deposits were €9,083m (+14.8%), and loans to customers €7,434m (+18.9%). Unipol Banca net profit rose to €36.7m (+21.8%).

A proposal has been put for total dividend distribution of  $\bigcirc$ 999.8m,  $\bigcirc$ 815.7m of which extraordinary dividend and  $\bigcirc$ 184.1m ordinary dividend, corresponding to unit dividend of  $\bigcirc$ 0.4161 each ordinary share ( $\bigcirc$ 0.0750 of which ordinary dividend and  $\bigcirc$ 0.3411 extraordinary dividend) and  $\bigcirc$ 0.4213 each preference share ( $\bigcirc$ 0.0802 of which ordinary dividend and  $\bigcirc$ 0.3411 extraordinary dividend). Coupon is expected to be detached on 19 May 2008 and payment on 22 May 2008.

The Ordinary Shareholders' Meeting of Unipol Gruppo Finanziario is convened on 23 and 24 April 2008 (in first and second call, respectively).

Unipol Gruppo Finanziario S.p.A.

<sup>&</sup>lt;sup>1</sup> The percentage was calculated net of Quadrifoglio Vita, a company in the course of being sold.



The Board of Directors of Unipol Gruppo Finanziario S.p.A., held today, approved the consolidated accounts, the unconsolidated draft accounts and the social report for the 2007 financial year. This year was marked by the Group corporate reorganization set up at 2006 year-end, which led to the start of Unipol Gruppo Finanziario S.p.A. (UGF), holding for participating interests and services.

With respect to business figures, in **insurance sector Non-Life gross direct written premiums** for the Group companies amounted to  $\notin$ 4,289m (+5.6%),  $\notin$ 2,611m of which in Motor (growing by 4.4%, compared with estimate for the market lower than 1%) and  $\notin$ 1,678m in Non-Motor (+7.5%, a growth rate doubling that expected for the market). The traditional business pertaining to the composite companies (Unipol Assicurazioni and Aurora Assicurazioni<sup>2</sup>) recorded direct premiums of  $\notin$ 3,791m (+5.6%) and the specialist companies (Linear, Unisalute and Navale Assicurazioni) of  $\notin$ 498m (+5.9%). In particular, Unisalute recorded direct premiums of  $\notin$ 114m, a growth rate of 21.8%, more than doubling that of the target subscribed with some professional category funds.

Life gross direct written premiums for the companies of the Group were €4,653m (-30.7%). The decrease in Life premiums reflected both the termination of the bancassurance agreement with the MPS Group and relating to the company Quadrifoglio Vita, which ceased to collect new premiums (-26.8% excluding Quadrifoglio Vita income for both periods) and the policies adopted by the Group as regards capital redemption contracts (not-underwriting of corporate policies and focus on retail business). The reduction involved both the composite companies (-38.1%) and the bancassurance ones (-25.6%). Premium income relating to Pension Funds was, instead, very positive ( $\leq 200m$ , +162%), especially with respect to closed-end pension funds with guarantee, linked to the intense activity subsequent to the pension reform, which led to the allocation of the severance indemnity fund (TFR - trattamento di fine rapporto) to supplementary pension schemes. In 2007, in particular, Unipol Assicurazioni was entrusted with the financial management of 13 new mandates (12 of which 'with guarantee'). As at 31 December 2007 the mandates managed by the Group were 25, 10 of which without guarantee and 15 with guarantee.

*Pro quota* consolidated new business volume amounted to  $\leq 2,700 \text{ m} (-23.4\%)$  and the corresponding APE<sup>3</sup> to  $\leq 297 \text{ m} (-25.8\%^4)$ .

2007 Group Life In-Force Value<sup>5</sup> was  $\in$ 369m, improving by 11.5% over the like-forlike figure in 2006 ( $\in$ 331m<sup>6</sup>), notwithstanding the absence of capitalization products for a considerable amount.

 $<sup>^{\</sup>rm 2}$  Including premiums recorded between 1 January and 31 August 2007 pertaining to UGF after hivedown of the insurance business.

<sup>&</sup>lt;sup>3</sup> APE are calculated as the sum of annual premiums from new business and one tenth of single premiums from new business.

<sup>&</sup>lt;sup>4</sup> Variation in new Business volume and APE is calculated net of Quadrifoglio Vita business in both financial years.

<sup>&</sup>lt;sup>5</sup> In-Force Value is the Life portfolio value in force.

<sup>&</sup>lt;sup>6</sup> The hypothesis adopted to calculate these values are: 6.5% discount rate, 4.25% assets yield rate and 35% tax rate. These hypothesis were also used to calculate the same values for the 2006 financial year.



Life New Business Value stood at  $\in$ 56m, growing over the like-for-like 2006 figure of  $\in$ 53m. The strategy to focus on operations implying higher value business allowed a remarkable improvement in Life new business margin, reaching 19% (13% in 2006), in line with the trend as provided for in the plan<sup>7</sup>.

Overall **earned premiums**, net of outward reinsurance, were €7,463m, €3,934m of which in Non-Life business and €3,528m in Life business.

Growth in Non-Life premiums was also owed to the considerable attention paid to the portfolio quality. **Combined ratio** – as calculated on direct and indirect business and net of reinsurance – decreased, therefore, to 94.4% (94.6% in 2006). It is made up of loss ratio decreasing to 72.6% (73.1% in 2006) and expense ratio of 21.8% (21.5% in 2006). Excluding the integration of provisions carried out by Navale Assicurazioni on claims occurred by 2005 and guaranteed by the Mutuelles du Mans Group, which do not impact on the income statement, combined ratio decreases to  $93.7\%^8$ .

**Technical provisions** at 2007 year-end amounted to €26,074m (€7,499m of which in Non-Life business and €18,575m in Life business), an increase by 8.5% over 2006.

On the whole, insurance business impacted on **profit before taxation** for  $\in$ 639m ( $\in$ 555m in 2006)<sup>9</sup>.

At 2007 year-end the composite companies' **distribution network** was made up of 1,695 agencies (1,108 of which Aurora Assicurazioni agencies and 587 Unipol Assicurazioni agencies). Navale Assicurazioni operates through 302 mostly non-exclusive agencies, 261 brokers (262 as at 31/12/2006) and two credit institutions. BNL Vita distributes its products through about 700 BNL Group outlets.

In **banking business** Unipol Banca carried on the strategy to expand its sales network, reaching 282 branches at 2007 year-end (+17 over the end of 2006), 167 of which co-located with Group insurance agencies, with which they operate in full synergy. Unipol Banca grew considerably in both **customer deposits**, which rose to  $\notin$ 9,083m (+14.8%) and **loans** to customers, which were  $\notin$ 7,434m (+18.9%).

**Gross operating income** grew by 17.2%, to €283m.

Unipol Banca **net profit** was €36.7m (+21.8%)

<sup>&</sup>lt;sup>7</sup> Figures relating to Life In-Force Value, New Business Value and New Business Margin are calculated excluding Quadrifoglio Vita.

<sup>&</sup>lt;sup>8</sup> This indicator is the sum of two indices: the first one is the loss ratio, net of outward reinsurance (72.6% and, considering the aforesaid recovered guaranteed claims of Navale Assicurazioni, 71.9%), resulting from the incidence of net claims charges on net premiums; the second one is the expense ratio (21.8%) and it results from the ratio of total operating expenses, net of investment management charges, to the net written premiums.

<sup>&</sup>lt;sup>9</sup> To highlight is that the mismatch between the two results is impacted by a difference in the basis of consolidation. In 2007 the financial figures pertaining to BNL Vita have been consolidated at 50% i.r.o. the first 6 months and at 100% i.r.o. the second half of the year (in 2006 they had been consolidated at 50%for the whole financial year). On a like-for-like basis, 2006 profit before taxation in the insurance business was €566m.



As at 31 December 2007 Group **investments and liquid assets** totalled  $\in$  39,405m, an increase by  $\in$  2,055m over 31 December 2006  $(+5.5\%)^{10}$ . Investments and liquid assets in the insurance sector were  $\in$  29,555m, an incidence of 75% on the Group total, whereas those in banking business amounted to  $\in$  10,238m, made up for 91.7% of loans to, and receivables from customers and banks.

**Net investment income** were  $\leq 1,131 \text{m} (-2.8\%)^{11}$ , with net profitability of 3.4%. To point out is that, amongst net income and charges from financial assets available for sale, unrealised capital losses for  $\leq 59.4 \text{m}$  were booked which relate to the Hopa shareholding, the unit book value of which was brought to  $\leq 0.353$  per share from  $\leq 0.955$  following the estimated economic effects subsequent to the sales of shareholdings (mainly Telecom Italia) recently carried out by the company.

Following the aforesaid assessment i.r.o. Hopa (capital losses of  $\in$ 59.4m), **<u>Group</u>** <u>consolidated profit</u> for the financial year 2007 – which had been estimated exceeding  $\in$ 460m as at 31 January 2008 – was  $\in$ 421m (+16.5% over 2006).

Net of minority interests of €32m, **profit for the Group** rose to €389m (+38.4%).

**Shareholders' equity pertaining to the Group**, including the result for the period, was  $\in$ 4,988m as at 31 December 2007 ( $\in$ 5,358m as at 31 December 2006). Shareholders' equity pertaining to minority interests was  $\in$ 287m ( $\in$ 515m as at 31 December 2006).

The equity reserve relating to financial assets available for sale (AFS) is about -€654m<sup>12</sup>. The variation over the book value of the same figure as at 30 June 2007 (-€568m) is due to the market value decrease in the shareholding in Banca Monte dei Paschi di Siena, for about €70m, and to the negative impact from application of the new rates recently introduced i.r.o. direct income taxation, for around €50m. In the period, portfolio showed a considerable improvement in the bond component for about €140m, offset by value decrease in the remaining equity component for approximately €130m.

#### Annual Accounts of the parent company Unipol Gruppo Finanziario S.p.A.

Following the corporate reorganization plan, as from 1 September 2007 Unipol Gruppo Finanziario is the Group holding. Net profit for the 2007 financial year was €288.8m.

<sup>&</sup>lt;sup>10</sup> On a like-for-like basis, i.e. including Quadrifoglio Vita investments, as reclassified according to IFRS 5 under item 'Non-current assets or assets of a Group held for sale', and 100% of those of BNL Vita as at 31/12/2006, the variation is -3.9%.

<sup>&</sup>lt;sup>11</sup> On a like-for-like basis and considering 100% of BNL Vita net income in the second half of 2006, the variation is -6.9%.

<sup>&</sup>lt;sup>12</sup> Net of reductions in value for about €26m relating to Quadrifoglio Vita assets, under disposal. Including this amount, the book value is approximately -€680m.



#### Dividends

In light of the successful results achieved and following the resolutions taken by the Board of Directors of 13 December 2007, a proposal will be put to the General Shareholders' Meeting of Unipol Gruppo Finanziario for a total dividend distribution of €999.8m, €815.7m of which are extraordinary dividends and €184.1m ordinary dividends.

In particular, a proposal will be put for unit dividend distribution of:

- €0.4161 each ordinary share (€0.0750 of which ordinary dividend and €0.3411 extraordinary dividend), corresponding to a total dividend yield of 24.2% (and of 4.4% if calculated net of the extraordinary component) based on the closing prices as at 19 March 2008;
- €0.4213 each preference share (€0.0802 of which ordinary dividend and €0.3411 extraordinary dividend), corresponding to a total dividend yield of 26.6% (and of 5.1% if calculated net of the extraordinary component) based on the closing prices as at 19 March 2008.

Coupon is expected to be detached on 19 May 2008 and payment on 22 May 2008. We inform that the extraordinary dividend represents income to shareholders for a 20.621% stake.

# Significant events after the end of the financial year and expected business outlook

Amongst the significant events occurred in 2008, to highlight is that on 28 February 2008, Unipol Assicurazioni sold its shareholding in the Belgian company P&V Holding Sa – corresponding to 2.36% of the share capital – for a capital gain of  $\notin$ 2m.

Business outlook in the first two months 2008 shows a regular trend, including a still remarkable growth in Non-Life premiums, in line with the expected further increase for the sector, although lower that that recorded in 2007. Life business income from the agency network remains substantially unchanged and bancassurance business shows a decrease after the expected sale of the Quadrifoglio Vita stake and income from BNL Vita, which in 2007 was concentrated especially in the first months of the year.

Business management costs show a regular trend.

On the whole, no remarkable events are to be pointed out as at today other than those involving the ordinary corporate policy, focused on further improving profitability.

#### General Shareholders' Meeting

The Ordinary Shareholders' Meeting of Unipol Gruppo Finanziario is convened on 23 and 24 April 2008 (in first and second call, respectively).

In the Ordinary session the General Shareholders' Meeting will be called to approve the Annual Accounts for the financial year, as well as the adoption of a stock granting plan intended only to the former employees of Aurora Assicurazioni S.p.A.



whose indefinite term labour agreement shifted to Unipol Gruppo Finanziario, as a consequence of the well-known corporate reorganization. This plan shares the same features of that already destined to all the employees of Unipol Gruppo Finanziario on July 2007.

The plan will be implemented through own shares being acquired by the Company, according to the terms and conditions laid down by the national and EC applicable law.

#### Presentation of the results to the financial community

Unipol Gruppo Finanziario 2007 results will be disclosed to the financial community and to the sector press today at 5.45 p.m. CET in the *Auditorium* of Unipol Banca (Bologna, Piazza della Costituzione 2). Attendance to the event is made possible also via webcasting or conference call. To attend the presentation please dial +39 02 802 09 11 (from Italy) and +44 208 7929 750 (from foreign countries). Further technicalities to access the event are available on the website <u>www.unipolgf.it</u>, Section Investor Relations.

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*Maurizio Castellina, the Senior Executive Responsible for drawing up the corporate accounts, declares – in accordance with Article 154-bis (2) of the Testo Unico della Finanza [the 'Single Financial Services Act'] – that the accounting information included in this press release corresponds to the documentary results, the books and the accounting records available as at today.* 

Bologna, 20 March 2008

#### Unipol Gruppo Finanziario S.p.A. www.unipolgf.it

Attached are the reclassified Profit and Loss Account and the reclassified Balance Sheet as at 31 December 2007 for Unipol Gruppo Finanziario and Unipol Gruppo Finanziario S.p.A..

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## UNIPOL GRUPPO FINANZIARIO

## CONSOLIDATED INCOME STATEMENT

| €/m   |   | 31/12/2007 | 31/12/2006 |
|-------|---|------------|------------|
| 1.1   | Net premium income  | 7,462.5    | 8,380.6    |
| 1.1.1 | Gross earned premiums   | 7,782.7    | 8,717.0    |
| 1.1.2 | Earned premiums ceded   | -320.2     | -336.4     |
| 1.2   | Commissions and fees receivable   | 118.1      | 112.0      |
| 1.3   | Income and charges arising out of financial instruments recorded at fair value through profit or loss | -38.7      | 272.0      |
| 1.4   | Income arising out of shareholdings in subsidiaries, associates and joint ventures                    | 2.0        | 1.9        |
| 1.5   | Income arising out of other financial instruments and investments in property                         | 1,624.9    | 1,268.0    |
| 1.5.1 | Interest receivable   | 1,180.5    | 901.3      |
| 1.5.2 | Other income  | 93.4       | 57.0       |
| 1.5.3 | Profits realised  | 350.8      | 308.9      |
| 1.5.4 | Unrealised profits  | 0.3        | 0.9        |
| 1.6   | Other receipts  | 145.6      | 96.1       |
| 1     | TOTAL RECEIPTS AND INCOME   | 9,314.4    | 10,130.6   |
| 2.1   | Net charges relating to claims  | 6,768.0    | 7,826.9    |
| 2.1.2 | Amounts paid and change in technical provisions   | 6,976.3    | 8,073.3    |
| 2.1.3 | Reinsurers' share   | -208.3     | -246.4     |
| 2.2   | Commissions and fees payable  | 41.7       | 35.7       |
| 2.3   | Charges arising out of shareholdings in subsidiaries, associates and joint ventures                   | 0.5        | 0.2        |
| 2.4   | Charges arising out of other financial instruments and investments in property                        | 456.6      | 378.6      |
| 2.4.1 | Interest payable  | 248.7      | 186.9      |
| 2.4.2 | Other charges   | 14.7       | 12.7       |
| 2.4.3 | Losses realised   | 99.7       | 70.3       |
| 2.4.4 | Unrealised losses   | 93.5       | 108.6      |
| 2.5   | Operating expenses  | 1,276.8    | 1,155.8    |
| 2.5.1 | Commissions and other acquisition expenses  | 812.9      | 758.4      |
| 2.5.2 | Investment management expenses  | 23.3       | 25.4       |
| 2.5.3 | Other administrative expenses   | 440.7      | 372.0      |
| 2.6   | Other charges   | 163.8      | 142.5      |
| 2     | TOTAL COSTS AND CHARGES   | 8,707.5    | 9,539.7    |
|       | PROFIT (LOSS) FOR THE YEAR BEFORE TAXATION  | 606.8      | 590.9      |
| 3     | Taxation  | 185.7      | 229.4      |
|       | PROFIT (LOSS) FOR THE YEAR NET OF TAX   | 421.1      | 361.5      |
| 4     | PROFIT (LOSS) PERTAINING TO DISCONTINUED OPERATIONS   |            |            |
|       | CONSOLIDATED PROFIT (LOSS)  | 421.1      | 361.5      |
|       | pertaining to the Group   | 389.2      | 281.3      |
|       | pertaining to minority interests  | 31.9       | 80.3       |



#### UNIPOL GRUPPO FINANZIARIO

## CONSOLIDATED INCOME STATEMENT broken down by BUSINESS SECTOR

|       |   | Non-Life business |            | Life business |            | Banking business |            |
|-------|---|-------------------|------------|---------------|------------|------------------|------------|
| €/m   |   | 31/12/2007        | 31/12/2006 | 31/12/2007    | 31/12/2006 | 31/12/2007       | 31/12/2006 |
| 1.1   | Net premium income  | 3,934.3           | 3,706.2    | 3,528.3       | 4,674.4    |                  |            |
| 1.1.1 | Gross earned premiums   | 4,233.6           | 4,018.2    | 3,549.1       | 4,698.8    |                  |            |
| 1.1.2 | Earned premiums ceded   | -299.3            | -312.0     | -20.9         | -24.4      |                  |            |
| 1.2   | Commissions and fees receivable   | 2.7               | 2.1        | 17.9          | 21.8       | 101.2            | 92.5       |
| 1.3   | Income and charges arising out of financial instruments recorded at fair value through profit or loss | -43.0             | 92.1       | -13.4         | 161.0      | 21.2             | 19.2       |
| 1.4   | Income arising out of shareholdings in subsidiaries, associates and joint ventures                    | 26.8              | 14.3       | 7.3           | 6.9        | 0.4              | 0.0        |
| 1.5   | Income arising out of other financial instruments and investments in<br>property                      | 461.6             | 412.4      | 756.1         | 561.5      | 471.7            | 381.2      |
| 1.6   | Other receipts  | 71.0              | 37.3       | 52.8          | 43.6       | 15.6             | 15.4       |
| 1     | TOTAL RECEIPTS AND INCOME   | 4,453.3           | 4,264.3    | 4,349.1       | 5,469.2    | 610.2            | 508.3      |
| 2.1   | Net charges relating to claims  | 2,854.9           | 2,709.5    | 3,914.2       | 5,118.1    |                  |            |
| 2.1.2 | Amounts paid and change in technical provisions   | 3,049.2           | 2,922.3    | 3,928.2       | 5,151.7    |                  |            |
| 2.1.3 | Reinsurers' share   | -194.3            | -212.7     | -14.0         | -33.6      |                  |            |
| 2.2   | Commissions and fees payable  | 2.7               | 2.1        | 19.9          | 18.1       | 20.4             | 17.9       |
| 2.3   | Charges arising out of shareholdings in subsidiaries, associates and joint ventures                   | 0.3               |            | 0.0           |            | 0.1              | 0.5        |
| 2.4   | Charges arising out of other financial instruments and investments in<br>property                     | 107.9             | 161.2      | 95.3          | 55.4       | 302.5            | 244.5      |
| 2.5   | Operating expenses  | 888.5             | 827.0      | 144.1         | 154.0      | 210.8            | 180.9      |
| 2.6   | Other charges   | 103.9             | 88.8       | 31.8          | 44.4       | 14.2             | 9.4        |
| 2     | TOTAL COSTS AND CHARGES   | 3,958.3           | 3,788.6    | 4,205.3       | 5,390.0    | 548.0            | 453.2      |
|       | PROFIT (LOSS) FOR THE YEAR BEFORE TAXATION  | 494.9             | 475.7      | 143.7         | 79.1       | 62.2             | 55.1       |

|       |   | Holding and Services |            | Intersector eliminations |            | Total      |            |
|-------|---|----------------------|------------|--------------------------|------------|------------|------------|
| €/m   |   | 31/12/2007           | 31/12/2006 | 31/12/2007               | 31/12/2006 | 31/12/2007 | 31/12/2006 |
| 1.1   | Net premium income  |                      |            |                          |            | 7,462.5    | 8,380.6    |
| 1.1.1 | Gross earned premiums   |                      |            |                          |            | 7,782.7    | 8,717.0    |
| 1.1.2 | Earned premiums ceded   |                      |            |                          |            | -320.2     | -336.4     |
| 1.2   | Commissions and fees receivable   |                      |            | -3.8                     | -4.4       | 118.1      | 112.0      |
| 1.3   | Income and charges arising out of financial instruments recorded at fair value through profit or loss | -3.2                 |            | -0.3                     | -0.3       | -38.7      | 272.0      |
| 1.4   | Income arising out of shareholdings in subsidiaries, associates and joint ventures                    |                      |            | -32.5                    | -19.3      | 2.0        | 1.9        |
| 1.5   | Income arising out of other financial instruments and investments in<br>property                      | 20.1                 |            | -84.7                    | -87.0      | 1,624.9    | 1,268.0    |
| 1.6   | Other receipts  | 95.8                 |            | -89.5                    | -0.1       | 145.6      | 96.1       |
| 1     | TOTAL RECEIPTS AND INCOME   | 112.7                |            | -210.8                   | -111.1     | 9,314.4    | 10,130.6   |
| 2.1   | Net charges relating to claims  |                      |            | -1.2                     | -0.7       | 6,768.0    | 7,826.9    |
| 2.1.2 | Amounts paid and change in technical provisions   |                      |            | -1.2                     | -0.7       | 6,976.3    | 8,073.3    |
| 2.1.3 | Reinsurers' share   |                      |            |                          |            | -208.3     | -246.4     |
| 2.2   | Commissions and fees payable  |                      |            | -1.3                     | -2.4       | 41.7       | 35.7       |
| 2.3   | Charges arising out of shareholdings in subsidiaries, associates and joint ventures                   |                      |            |                          | -0.3       | 0.5        | 0.2        |
| 2.4   | Charges arising out of other financial instruments and investments in<br>property                     | 27.9                 |            | -77.0                    | -82.5      | 456.6      | 378.6      |
| 2.5   | Operating expenses  | 129.3                |            | -95.9                    | -6.2       | 1,276.8    | 1,155.8    |
| 2.6   | Other charges   | 16.7                 |            | -2.7                     | -0.1       | 163.8      | 142.5      |
| 2     | TOTAL COSTS AND CHARGES   | 173.9                |            | -178.0                   | -92.2      | 8,707.5    | 9,539.7    |
|       | PROFIT (LOSS) FOR THE YEAR BEFORE TAXATION  | -61.2                |            | -32.8                    | -19.0      | 606.8      | 590.9      |



## UNIPOL GRUPPO FINANZIARIO

## CONSOLIDATED BALANCE SHEET

### ASSETS

| €/m |  | 31/12/2007 | 31/12/2006 |
|-----|--|------------|------------|
| 1   | INTANGIBLE ASSETS  | 1,811.7    | 1,335.7    |
| 1.1 | Goodwill   | 1,775.4    | 1,303.8    |
| 1.2 | Other intangible assets  | 36.3       | 31.9       |
| 2   | TANGIBLE ASSETS  | 434.9      | 433.6      |
| 2.1 | Property   | 380.2      | 375.9      |
| 2.2 | Other tangible assets  | 54.7       | 57.7       |
| 3   | TECHNICAL PROVISIONS - REINSURERS' SHARE                       | 593.2      | 657.4      |
| 4   | INVESTMENTS  | 39,040.5   | 35,936.0   |
| 4.1 | Investments in property  | 315.4      | 298.9      |
| 4.2 | Shareholdings in subsidiaries, associates and joint ventures   | 28.3       | 38.6       |
| 4.3 | Investments held to maturity                                   | 1,796.2    | 1,037.8    |
| 4.4 | Loans and receivables  | 11,374.6   | 10,157.0   |
| 4.5 | Financial assets available for sale                            | 14,836.8   | 15,837.8   |
| 4.6 | Financial assets at fair value through profit or loss          | 10,689.2   | 8,565.9    |
| 5   | SUNDRY RECEIVABLES   | 1,430.1    | 1,176.9    |
| 5.1 | Receivables relating to direct insurance operations            | 940.5      | 808.9      |
| 5.2 | Receivables relating to reinsurance operations                 | 141.1      | 104.8      |
| 5.3 | Other receivables  | 348.4      | 263.2      |
| 6   | OTHER ASSETS   | 2,524.4    | 696.4      |
| 6.1 | Non-current assets or assets of a disposal group held for sale | 1,688.5    |            |
| 6.2 | Deferred acquisition costs                                     | 61.1       | 70.2       |
| 6.3 | Deferred tax assets  | 430.8      | 366.2      |
| 6.4 | Current tax assets   | 45.9       | 45.3       |
| 6.5 | Other assets   | 298.1      | 214.6      |
| 7   | CASH AND CASH EQUIVALENTS                                      | 364.5      | 1,413.6    |
|     | TOTAL ASSETS   | 46,199.2   | 41,649.6   |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| €/m   |   | 31/12/2007 | 31/12/2006 |
|-------|---|------------|------------|
| 1     | SHAREHOLDERS' EQUITY  | 5,274.4    | 5,873.0    |
| 1.1   | Pertaining to the Group   | 4,987.6    | 5,357.7    |
| 1.1.1 | Capital   | 2,391.4    | 2,360.1    |
| 1.1.2 | Other equity  |            |            |
| 1.1.3 | Capital reserve   | 2,235.4    | 2,296.8    |
| 1.1.4 | Accumulated earnings and other reserves                             | 630.0      | 456.8      |
| 1.1.5 | (Own shares)  |            |            |
| 1.1.6 | Provision for net exchange rate differences                         |            |            |
| 1.1.7 | Profits or losses on financial assets available for sale            | -679.8     | -70.3      |
| 1.1.8 | Other profits or losses recorded in the equity direct               | 21.4       | 32.9       |
| 1.1.9 | Profit (loss) for the year pertaining to the Group                  | 389.2      | 281.3      |
| 1.2   | pertaining to minority interests                                    | 286.7      | 515.2      |
| 1.2.1 | Capital and reserves pertaining to minority interests               | 302.4      | 470.9      |
| 1.2.2 | Profits or losses recorded in the equity direct                     | -47.6      | -35.9      |
| 1.2.3 | Profit (loss) for the year pertaining to minority interests         | 31.9       | 80.3       |
| 2     | AMOUNTS SET ASIDE   | 55.5       | 45.0       |
| 3     | TECHNICAL PROVISIONS  | 26,074.5   | 24,042.4   |
| 4     | FINANCIAL LIABILITIES   | 11,810.4   | 10,379.2   |
| 4.1   | Financial liabilities recorded at fair value through profit or loss | 3,453.6    | 3,121.2    |
| 4.2   | Other financial liabilities   | 8,356.8    | 7,257.9    |
| 5     | PAYABLES  | 423.9      | 520.2      |
| 5.1   | Payables arising out of direct insurance operations                 | 78.1       | 46.5       |
| 5.2   | Payables arising out of reinsurance operations                      | 10.3       | 18.6       |
| 5.3   | Other payables  | 335.6      | 455.1      |
| 6     | OTHER LIABILITIES   | 2,560.5    | 789.8      |
| 6.1   | Liabilities of a disposal group held for sale                       | 1,651.7    |            |
| 6.2   | Deferred tax liabilities  | 220.2      | 210.3      |
| 6.3   | Current tax liabilities   | 97.8       | 52.9       |
| 6.4   | Other liabilities   | 590.8      | 526.7      |
|       | TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES                          | 46,199.2   | 41,649.6   |



# UNIPOL GRUPPO FINANZIARIO SPA Profit and Loss Account

| PI  | ofit and Loss Account                                      |               |               |
|-----|--|---------------|---------------|
|     |  | 31.12.2007    | 31.12.2006    |
| A)  | BUSINESS VALUE   |               |               |
|     | 1) Income from sales and services                          | 94,956,890    | 5,185,186     |
|     | 5) Other income  | 3,647,569,362 | 3,119,029,257 |
|     | TOTAL BUSINESS VALUE                                       | 3,742,526,252 | 3,124,214,443 |
| B)  | BUSINESS COSTS   |               |               |
|     | 7) Services  | 106,660,036   | 68,095,533    |
|     | 8) Use of third party assets                               | 10,518,579    | 6,316,608     |
|     | 9) Staff   | 216,082,510   | 72,728,916    |
|     | 10) Amortization and write-downs                           | 44,447,076    | 26,908,717    |
|     | 12) Provisions for risks                                   | 139,008,349   | 225,295,962   |
|     | 13) Other provisions                                       | 8,477,108     | 0             |
|     | 14) Sundry operating expenses                              | 3,417,481,311 | 2,860,268,266 |
|     | TOTAL BUSINESS COSTS                                       | 3,942,674,969 | 3,259,614,002 |
| DIF | FERENCE BETWEEN BUSINESS VALUE AND BUSINESS COSTS (A-B)    | -200,148,717  | -135,399,559  |
| C)  | FINANCIAL INCOME AND CHARGES                               |               |               |
|     | 15) Income from participating interests                    | 147,022,110   | 168,520,917   |
|     | 16) Other financial income                                 | 764,252,237   | 490,115,566   |
|     | 17) Interests and other financial charges                  | 243,004,805   | 111,494,832   |
|     | 17-bis) Profit (loss) on currency movements                | 1,320,161     | -598,406      |
|     | TOTAL FINANCIAL INCOME AND CHARGES                         | 669,589,703   | 546,543,245   |
| D)  | VALUE ADJUSTMENTS ON FINANCIAL ASSETS                      |               |               |
|     | 18) Write-ups  | 40,014        | 12,116,772    |
|     | 19) Write-downs  | 37,546,433    | 256,643,648   |
|     | TOTAL VALUE ADJUSTMENTS                                    | -37,506,419   | -244,526,876  |
| E)  | EXTRAORDINARY INCOME AND CHARGES                           |               |               |
|     | 20) Extraordinary income                                   | 6,012,551     | 99,939,498    |
|     | 21) Extraordinary charges                                  | 35,609,186    | 32,440,362    |
|     | TOTAL EXTRAORDINARY ITEMS                                  | -29,596,635   | 67,499,136    |
| PRC | OFIT BEFORE TAXATION                                       | 402,337,932   | 234,115,946   |
|     | 22) Current and deferred income tax for the financial year | 113,497,348   | 46,953,555    |
| PRC | OFIT (LOSS) FOR THE FINANCIAL YEAR                         | 288,840,584   | 187,162,391   |
|     | I  | I             |               |



## UNIPOL GRUPPO FINANZIARIO SPA Balance Sheet

|     |  | 1                     |                             |                              |
|-----|--|-----------------------|-----------------------------|------------------------------|
|     |  |                       | 31.12.2007                  | 31.12.2006                   |
| A)  | SUBSCRIBED SHARE CAPITAL UNPAID  |                       | 0                           | 0                            |
| B)  | NON-CURRENT ASSETS   |                       | 00.070.400                  | 70.047.000                   |
|     | I Intangible Assets  |                       | 32,272,109                  | 70,647,292                   |
|     | II Tangible Assets<br>III Financial Assets   |                       | 31,433,343<br>4,465,993,628 | 567,858,738<br>5,517,155,179 |
|     | 1) Shareholdings   | 4,111,479,278         | 4,405,995,028               | 2,836,561,138                |
|     | 2) Receivables   | 297,000,548           |                             | 46,237,585                   |
|     | 3) Other financial assets  | 57,513,802            |                             | 2,634,356,456                |
|     | TOTAL NON-CURRENT ASSETS   |                       | 4,529,699,080               | 6,155,661,209                |
| C)  | CURRENT ASSETS   |                       |                             |                              |
| -,  | I Stocks   | 0                     |                             | 0                            |
|     | II Receivables   | 111,719,074           |                             | 491,237,776                  |
|     | III Financial assets other than non-current assets   | 633,593,121           |                             | 6,859,542,431                |
|     | IV Cash at bank and in hand  | 800,876,574           |                             | 1,560,168,883                |
|     | TOTAL CURRENT ASSETS   |                       | 1,546,188,769               | 8,910,949,090                |
| D)  | PREPAYMENTS AND ACCRUED INCOME   |                       |                             |                              |
|     | TOTAL PREPAYMENTS AND ACCRUED INCOME   |                       | 18,041,905                  | 133,701,736                  |
|     | TOTAL ASSETS   |                       | 6,093,929,754               | 15,200,312,035               |
| LIA | BILITIES   |                       | 31.12.2007                  | 31.12.2006                   |
| •   | SHAREHOLDERS' EQUITY   |                       |                             |                              |
| A)  | I Share capital  |                       | 2,391,426,100               | 2,360,144,410                |
|     | II Share premium reserve   |                       | 1,867,594,678               | 1,973,801,177                |
|     | III Revaluation reserves   |                       | 20,700,874                  | 20,700,874                   |
|     | IV Legal reserve   |                       | 472,028,882                 | 472,028,882                  |
|     | V Statutory reserves<br>VI Reserve for own shares  |                       | 0                           | 0                            |
|     | VI Reserve for own shares<br>VII Other reserves  |                       | 292,987,308                 | 266,481,701                  |
|     | VIII Profit (loss) carried forward   |                       | 0                           | 0                            |
|     | IX Profit (loss) for the financial year  |                       | 288,840,584                 | 187,162,391                  |
|     | TOTAL SHAREHOLDERS' EQUITY   |                       | 5,333,578,426               | 5,280,319,435                |
| B)  | PROVISION FOR RISKS AND CHARGES  |                       |                             |                              |
|     | <ol> <li>Provisions for pensions and similar obligations</li> <li>Devicing for two time inclusions deformed to the second to the secon</li></ol> |                       | 0                           | 0                            |
|     | <ol> <li>Provisions for taxation, incl. for deferred taxes</li> <li>Other provisions</li> </ol>  |                       | 18,368,258<br>19,867,641    | 13,774,624<br>7,305,977,030  |
|     | TOTAL PROVISION FOR RISKS AND CHARGES  |                       | 38,235,899                  | 7,319,751,654                |
| C)  | PROVISION FOR STAFF LEAVING INDEMNITY  |                       | 32,458,529                  | 25,276,582                   |
| D)  | PAYABLES   |                       |                             |                              |
|     | 1) Debenture loans   |                       | 600,000,000                 | 600,000,000                  |
|     | 3) Payables to stockholders for financing  |                       | 9,591,907                   | 51,634                       |
|     | <ul><li>7) Payables to suppliers</li><li>9) Payables to subsidiaries</li></ul>   |                       | 21,608,844<br>4,263,977     | 93,394,486<br>3,987,412      |
|     | 11) Payables to controlling companies  |                       | 5,142,726                   | 12,166,375                   |
|     | 12) Tax payables   |                       | 11,001,332                  | 38,875,636                   |
|     | 13) Payables to social security institutions   |                       | 5,451,753                   | 5,505,840                    |
|     | 14) Other payables   |                       | 12,977,092                  | 1,269,413,086                |
|     | TOTAL PAYABLES   |                       | 670,037,631                 | 2,024,198,472                |
| E)  | ACCRUALS AND DEFERRED INCOME   |                       |                             |                              |
|     | TOTAL ACCRUALS AND DEFERRED INCOME   |                       | 19,619,269                  | 550,765,892                  |
|     | TOTAL LIABILITIES  |                       | 6,093,929,754               | 15,200,312,035               |
| GU  | ARANTEES, COMMITMENTS AND OTHER MEMORAL  | NDUM ACCOUNTS         | 31.12.2007                  | 31.12.2006                   |
|     | I GUARANTEES ISSUED BY THE COMPANY   |                       | 600,000,109                 | 477,540                      |
|     | II OTHER MEMORANDUM ACCOUNTS   |                       | 2,329,367,023               | 14,654,881,656               |
|     | TOTAL GUARANTEES, COMMITMENTS AN   | D OTHER MEMO ACCOUNTS | 2,929,367,132               | 14,655,359,196               |
|     |  |                       |                             |                              |