

# 9M16 CONSOLIDATED RESULTS UNIPOL AND UNIPOLSAI



Bologna, 11 November 2016

## PART 1

Consolidated results

## PART 2

Insurance business

- Non-Life
- Life

## PART 3

Banking business

## PART 4

Investments

## PART 5

Real Estate business

## PART 6

Shareholders' equity and Solvency

## PART 7

Appendix



# PART 1

## CONSOLIDATED RESULTS

## CONSOLIDATED RESULTS BY BUSINESS AREA


€m

### UNIPOL GRUPPO FINANZIARIO

	9M15		9M16	
	Pre-tax result	Net result	Pre-tax result	Net result
Non-Life	734	512	470	331
Life	305	218	279	195
Banking business	8	6	3	2
Other	-182	-143	-112	-89
Consolidated profit	<b>866</b>	<b>594</b>	<b>640</b>	<b>439</b>
Group profit		<b>335</b>		<b>261</b>

### UNIPOLSAI

	9M15		9M16	
	Pre-tax result	Net result	Pre-tax result	Net result
Non-Life	653	455	381	272
Life	301	218	252	177
Other	-96	-71	-28	-22
Consolidated profit	<b>858</b>	<b>602</b>	<b>605</b>	<b>427</b>
Group profit		<b>579</b>		<b>409</b>



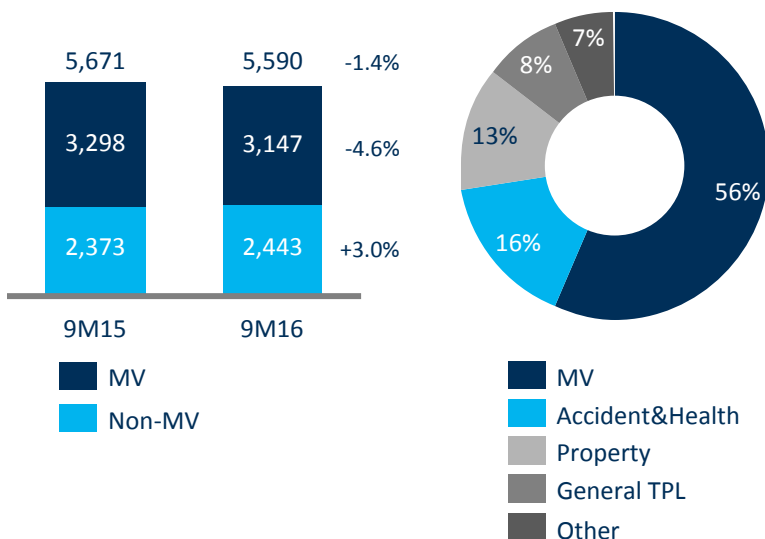
# PART 2

## NON-LIFE INSURANCE BUSINESS

## NON-LIFE DIRECT PREMIUM INCOME

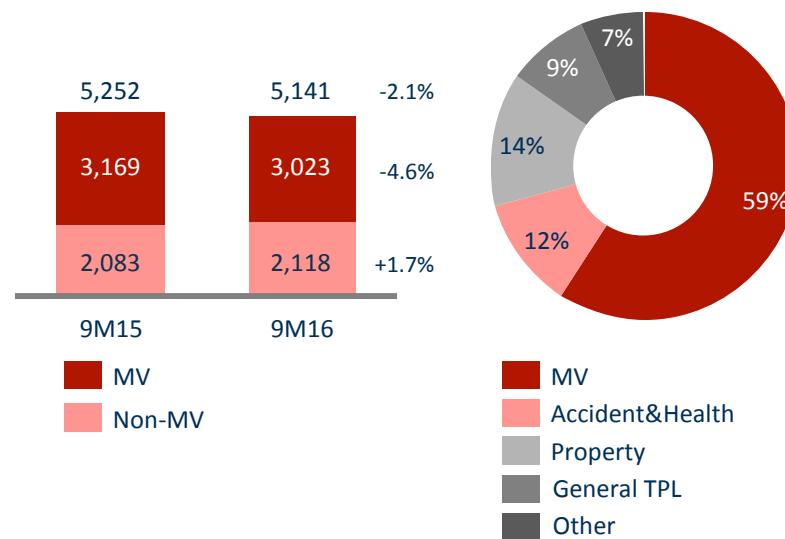
€m

## UNIPOL GRUPPO FINANZIARIO



Premiums by company	9M15	9M16
UnipolSai Group	5,252	5,141
Linear	110	109
UniSalute	233	265
Arca	75	76
<b>Unipol Gruppo Finanziario</b>	<b>5,671</b>	<b>5,590</b>

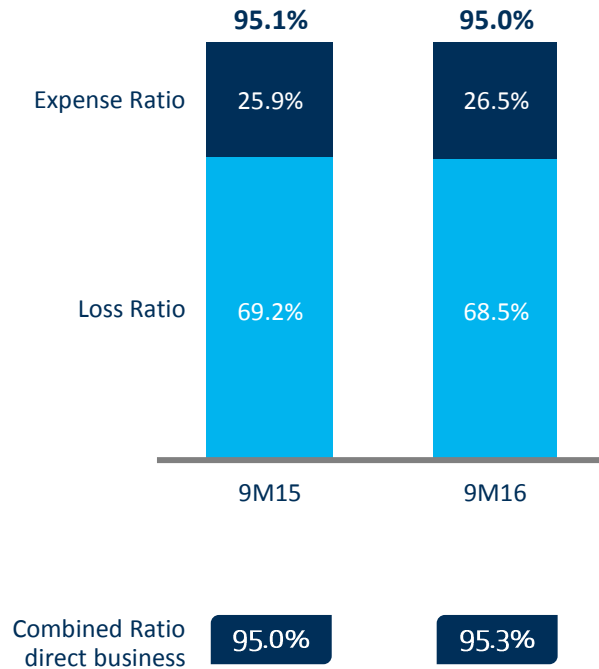
## UNIPOLSAI



Premiums by company	9M15	9M16
UnipolSai S.p.A. <sup>a</sup>	5,060	4,951
Other companies	192	190
<b>UnipolSai Group</b>	<b>5,252</b>	<b>5,141</b>

# NON-LIFE – COMBINED RATIO NET OF REINSURANCE

## UNIPOL GRUPPO FINANZIARIO



## UNIPOLSAI



# UNIPOLSAI S.P.A. – MV TPL TECHNICAL INDICATORS DIRECT BUSINESS

## UNIPOLSAI S.P.A.

MV TPL Combined Ratio	9M15	9M16
Direct business	95.2%	100.4%
<i>Expense ratio<sup>a</sup></i>	23.1%	22.5%
<i>commissions/premiums</i>	13.3%	14.0%
<i>other operating expenses/premiums</i>	9.8%	8.5%
<i>Loss ratio<sup>b</sup> (incl. OTI)</i>	72.1%	77.9%

Other MV TPL indicators	Var. vs FY15
Total portfolio	+2.1%
<i>retail</i>	+2.0%
<i>fleets</i>	+4.0%
Portfolio average premium	-4.5%
	Var. vs 9M15
No. of claims reported (followed-up passive claims)	+3.0%
Frequency	-0.02 p.p.

<sup>a</sup> Operating expenses/written premiums from direct business (before reinsurance).

<sup>b</sup> Claims charges/earned premiums from direct business (before reinsurance).

Operating figures, current basis of consolidation.



## OTHER INSURANCE COMPANIES

€m

## LINEAR – UNISALUTE – ARCA ASSICURAZIONI

	9M15	9M16	Δ %
Premium income	419	450	+7.3%
<i>MV</i>	129	124	-3.9%
<i>Accident&amp;Health</i>	261	293	+12.4%
<i>Other</i>	29	32	+11.4%
CoR direct business	87.2%	85.0%	-2.1 p.p.
<i>Expense ratio</i>	17.4%	17.1%	-0.4 p.p.
<i>Loss ratio (incl. OTI)</i>	69.7%	68.0%	-1.8 p.p.
<b>IAS net result</b>	<b>48</b>	<b>57</b>	<b>+19.5%</b>

The background of the slide is an artistic composition featuring a palette with various colored paints (blue, yellow, purple, red) and several paintbrushes with colorful bristles. The scene is set on a white surface, possibly a canvas or paper, with a dark blue brushstroke graphic behind the text.

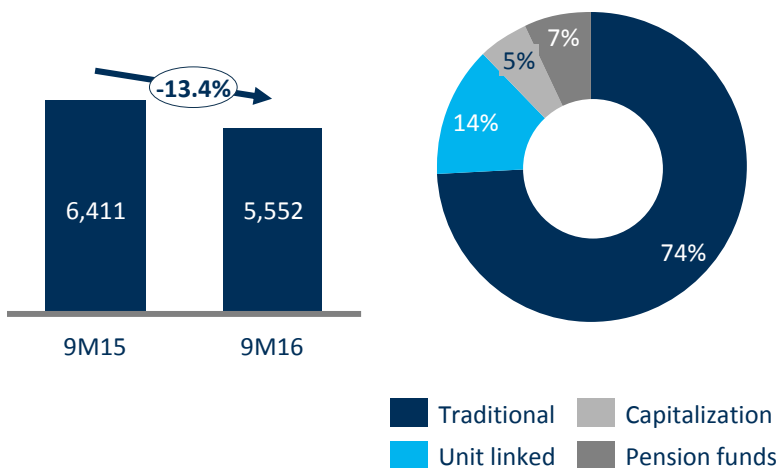
# PART 2

## LIFE INSURANCE BUSINESS

## LIFE – DIRECT INCOME

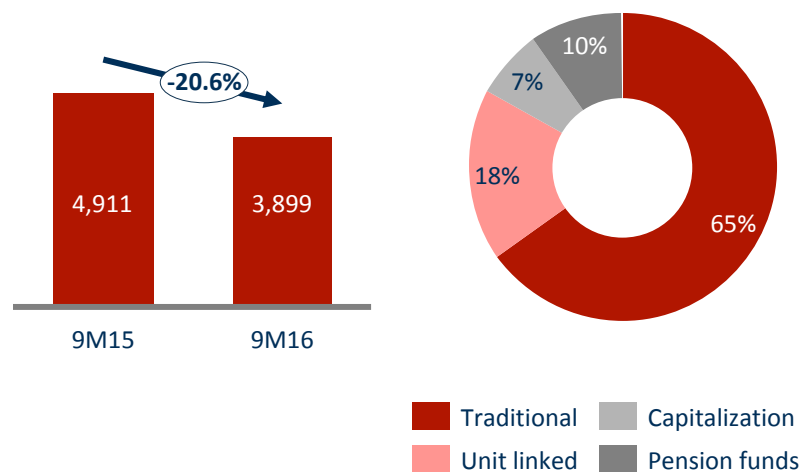
€m

## UNIPOL GRUPPO FINANZIARIO



Income by company	9M15	9M16
UnipolSai Group	4,911	3,899
Arca Vita+AVI	1,498	1,653
Other companies	2	0
<b>Unipol Gruppo Finanziario</b>	<b>6,411</b>	<b>5,552</b>

## UNIPOLSAI

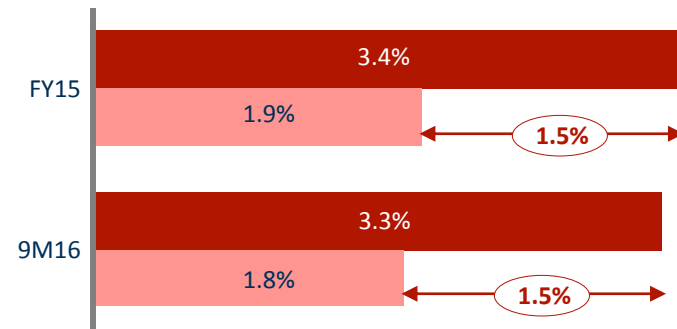
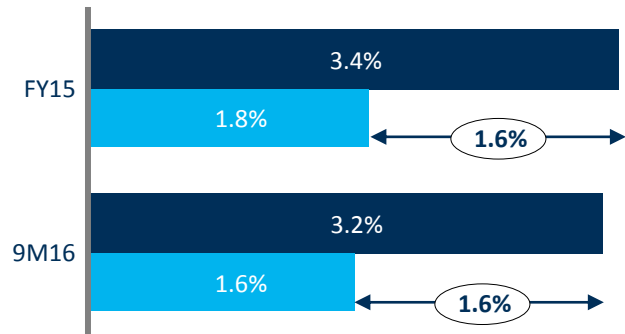


Income by company	9M15	9M16
UnipolSai S.p.A. <sup>a</sup>	2,379	2,210
Popolare Vita+Lawr. Life	2,404	1,611
Other companies	128	78
<b>UnipolSai Group</b>	<b>4,911</b>	<b>3,899</b>

# SEGREGATED ACCOUNTS YIELDS AND MINIMUM GUARANTEED

## UNIPOL GRUPPO FINANZIARIO

## UNIPOLSAI



average segregated accounts yields  
 average minimum guaranteed

average segregated accounts yields  
 average minimum guaranteed



PART 3  
BANKING  
BUSINESS

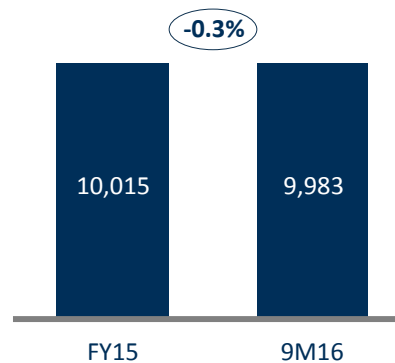
## KPIs

€m

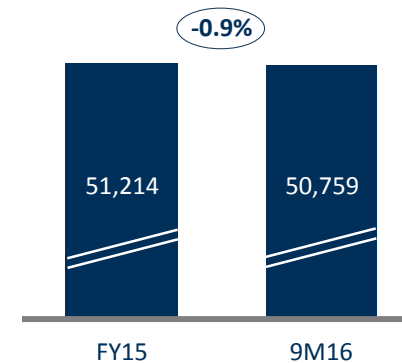
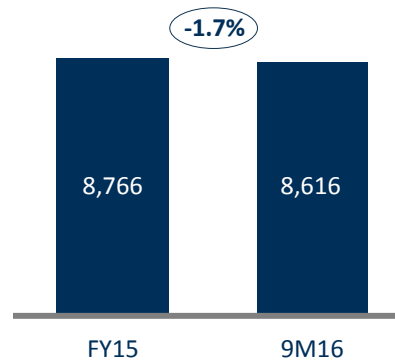
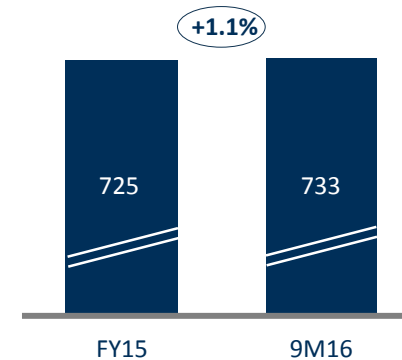
	9M15	9M16	Δ %
Gross operating income	270	257	-4.9%
<i>o/w interest income</i>	179	162	-9.6%
<i>o/w non-interest income</i>	91	95	+4.3%
Cost / Income	79.6%	85.1%	+5.5 p.p.
LLPs (Unipol Banca)	48	35	-26.2%
<b>Pre-tax result</b>	<b>8</b>	<b>3</b>	-60.3%
<b>Net result</b>	<b>6</b>	<b>2</b>	-65.4%
LLPs (UGF)	20	30	+50.0%
Total LLPs	68	65	-3.7%

	FY15	9M16	Δ %
Total NPE coverage ratio <sup>c</sup>	44.5%	45.3%	+0.8 p.p.

## Direct deposits



## Indirect deposits

Lending <sup>a</sup>Tangible Book Value <sup>b</sup>

UGF banking Group CET1 ratio 16.3%

The banking business includes Unipol Banca and its subsidiaries.

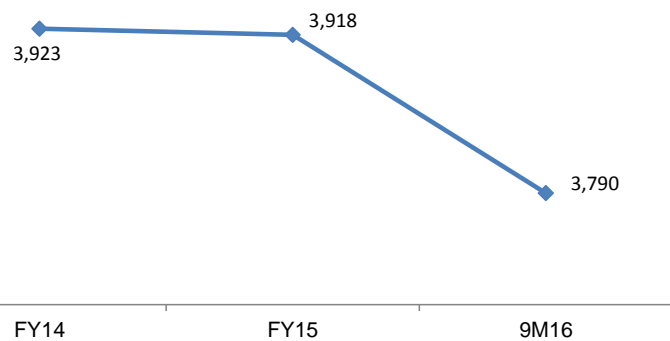
<sup>a</sup> Net of provisions at UGF S.p.A. level.<sup>b</sup> UB + Finitalia.<sup>c</sup> Coverage ratio including UGF LLPS.

# FOCUS ON NPE

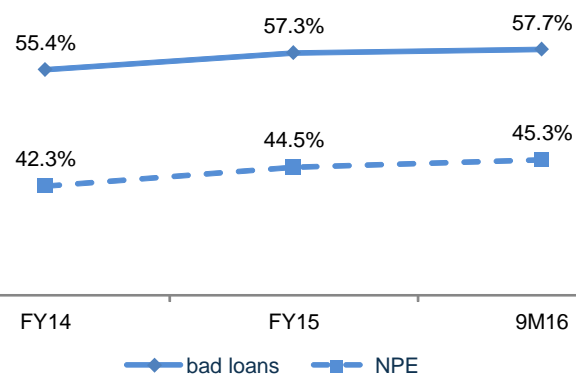
€m

Breakdown of total NPE portfolio	FY15			9M16		
	net loans	gross loans	coverage ratio <sup>a</sup>	net loans	gross loans	coverage ratio <sup>a</sup>
Bad loans ( <i>Sofferenze</i> )	1,129	2,644	57.3%	1,112	2,629	57.7%
Unlikely to pay	925	1,145	19.2%	804	997	19.4%
Past due	122	129	5.1%	157	164	4.0%
<b>Total NPE</b>	<b>2,176</b>	<b>3,918</b>	<b>44.5%</b>	<b>2,073</b>	<b>3,790</b>	<b>45.3%</b>

### Gross NPE trend



### Coverage ratio trend



The background of the slide is an artistic photograph of a painter's palette and several paintbrushes. The palette is filled with various colors of paint, and the brushes are scattered around it. The overall scene is slightly blurred, creating a soft, creative atmosphere. A large, dark blue brushstroke graphic is overlaid on the center of the image, containing the text.

# PART 4

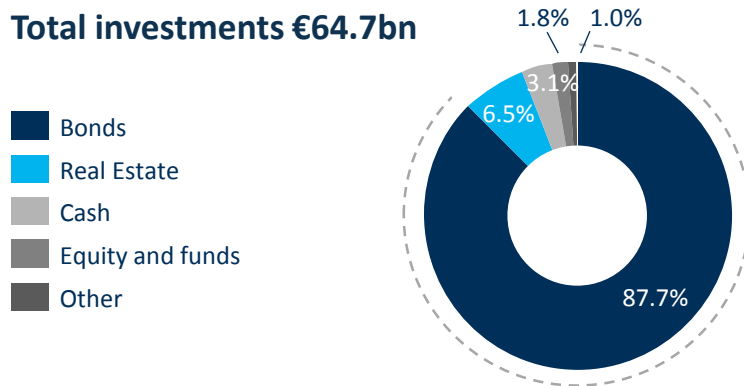
## INVESTMENTS



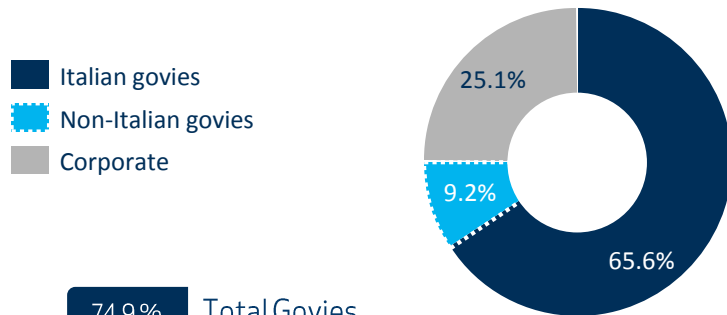
# ASSET ALLOCATION

## UNIPOL GRUPPO FINANZIARIO

Total investments €64.7bn



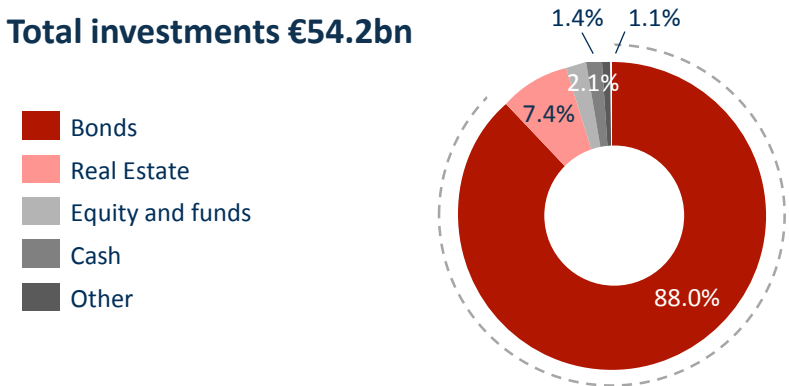
### Breakdown of bond portfolio



74.9% Total Govies

## UNIPOLSAI

Total investments €54.2bn



### Breakdown of bond portfolio



73.3% Total Govies

## FINANCIAL INVESTMENT YIELDS

## UNIPOL GRUPPO FINANZIARIO

	9M16					
	Non-Life		Life		Total	
	€m	Yield%	€m	Yield%	€m	Yield %
Coupons and dividends	331	3.2%	1,028	3.6%	<b>1,363</b>	<b>3.4%</b>
Realised and unrealised gains/losses	48	0.5%	19	0.1%	<b>69</b>	<b>0.2%</b>
<b>Total</b>	<b>379</b>	<b>3.7%</b>	<b>1,047</b>	<b>3.7%</b>	<b>1,433</b>	<b>3.6%</b>

€576m  
9M15

## UNIPOLSAI

	9M16					
	Non-Life		Life		Total	
	€m	Yield%	€m	Yield%	€m	Yield%
Coupons and dividends	314	3.3%	885	3.7%	<b>1,199</b>	<b>3.6%</b>
Realised and unrealised gains/losses	45	0.5%	8	0.0%	<b>52</b>	<b>0.2%</b>
<b>Total</b>	<b>358</b>	<b>3.7%</b>	<b>893</b>	<b>3.8%</b>	<b>1,252</b>	<b>3.7%</b>

€566m  
9M15

The background of the slide is an artistic photograph of a painter's palette and several paintbrushes. The palette is filled with various colors of paint, and the brushes are scattered around it. The overall scene is brightly lit, with a soft focus on the background elements.

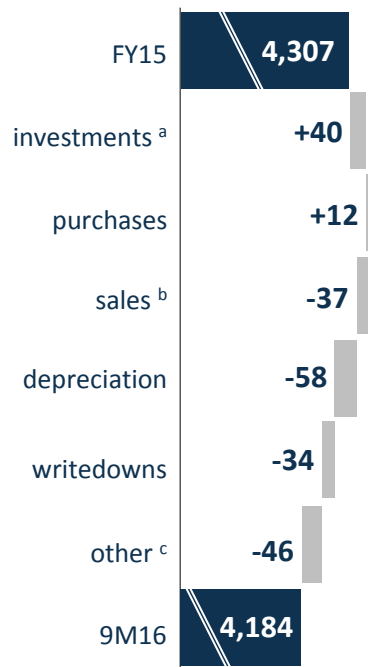
# PART 5

## REAL ESTATE BUSINESS

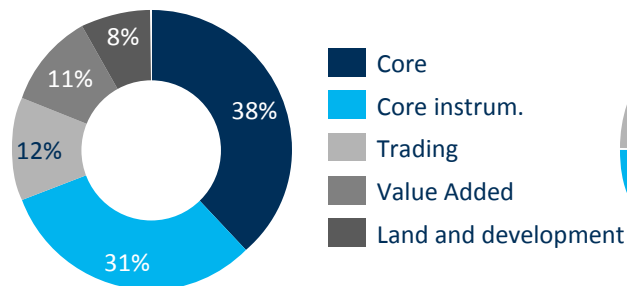
# REAL ESTATE

## UNIPOL GRUPPO FINANZIARIO – Tot. ptf €4.2bn

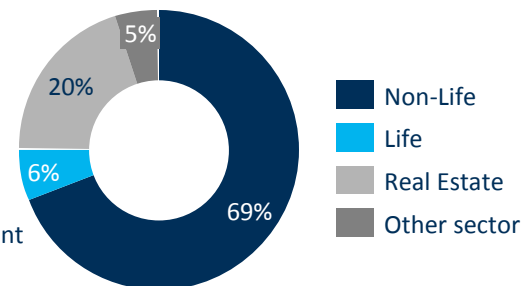
Evolution of RE portfolio (€m)



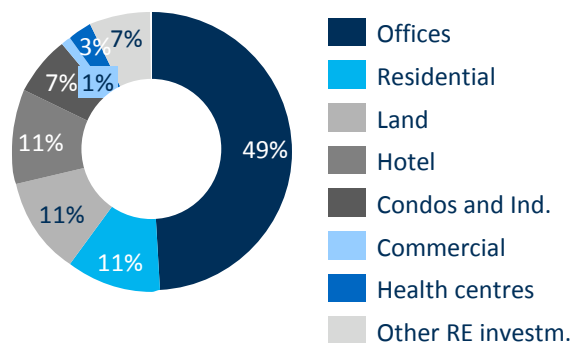
Breakdown by cluster



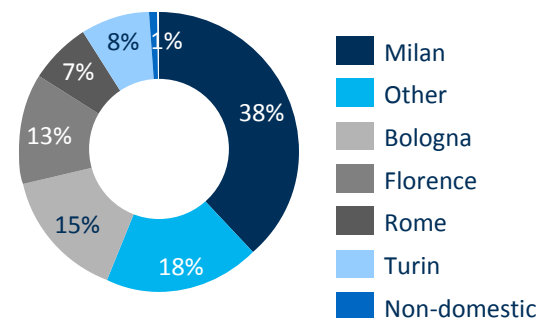
Breakdown by sector



Breakdown by use



Breakdown by area




Breakdown by ownership



<sup>a</sup> Including capex and equity for JVs.

<sup>b</sup> No. 37 deeds as at 30 September 2016.

<sup>c</sup> Including exchange variation and operations on R.E. funds and other associated companies. Operating figures.



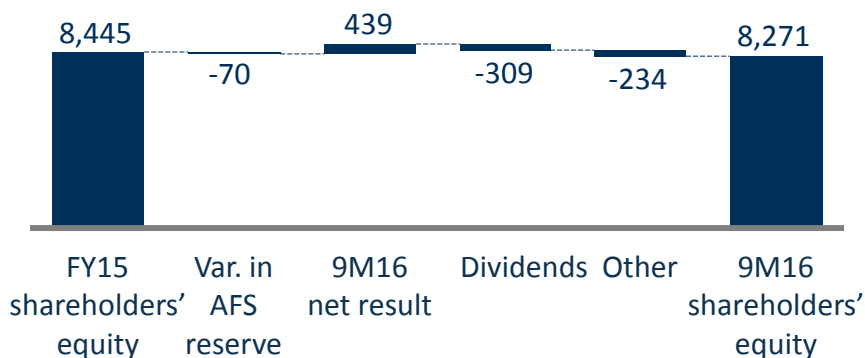
**PART 6**  
SHAREHOLDERS' EQUITY  
AND  
SOLVENCY

# SHAREHOLDERS' EQUITY AND AFS RESERVE

€m

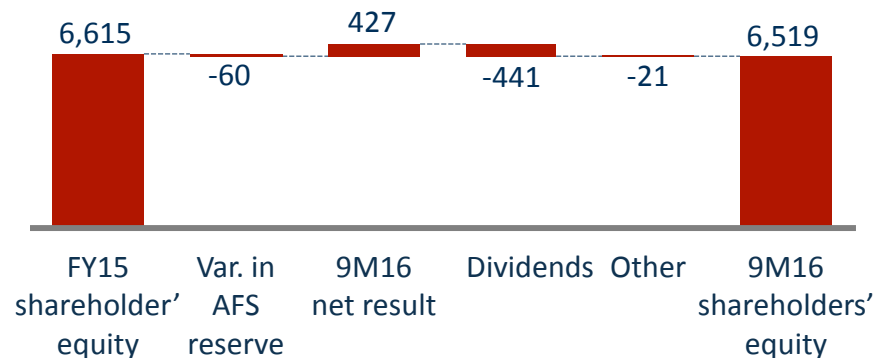
## UNIPOL GRUPPO FINANZIARIO

### Shareholders' equity – roll forward

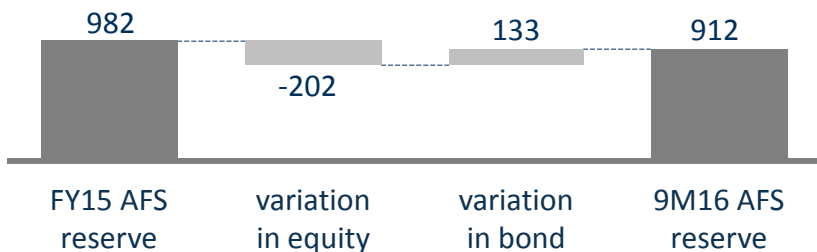


## UNIPOLSAI

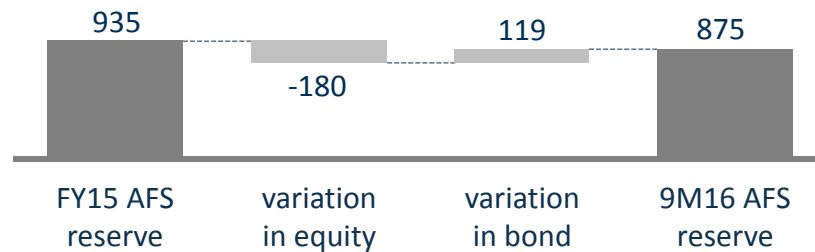
### Shareholders' equity – roll forward



### Variation in AFS reserve



### Variation in AFS reserve

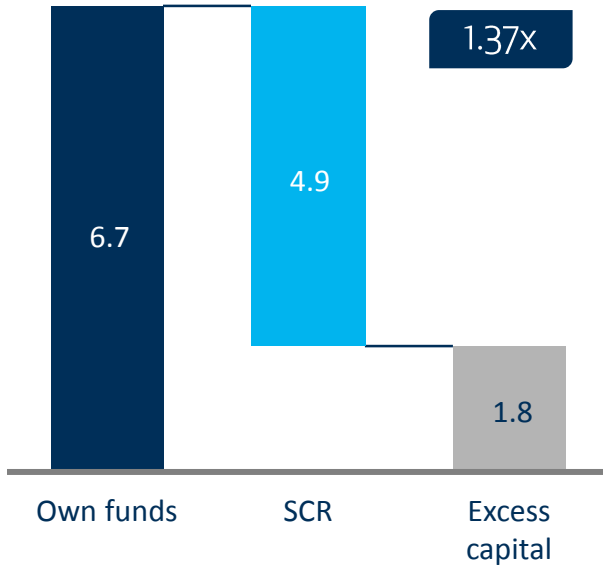


# 9M16 SOLVENCY II

€bn

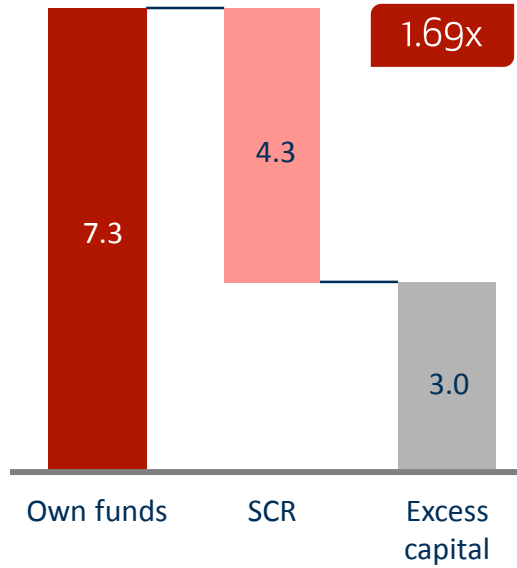
## UNIPOL GRUPPO FINANZIARIO

### Solvency II (consolidated figures)

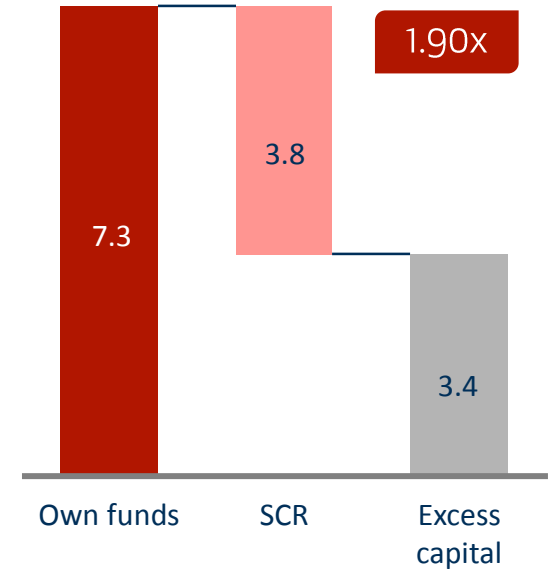


## UNIPOLSAI

### Solvency II (consolidated figures)



### Solvency II (UnipolSai solo)



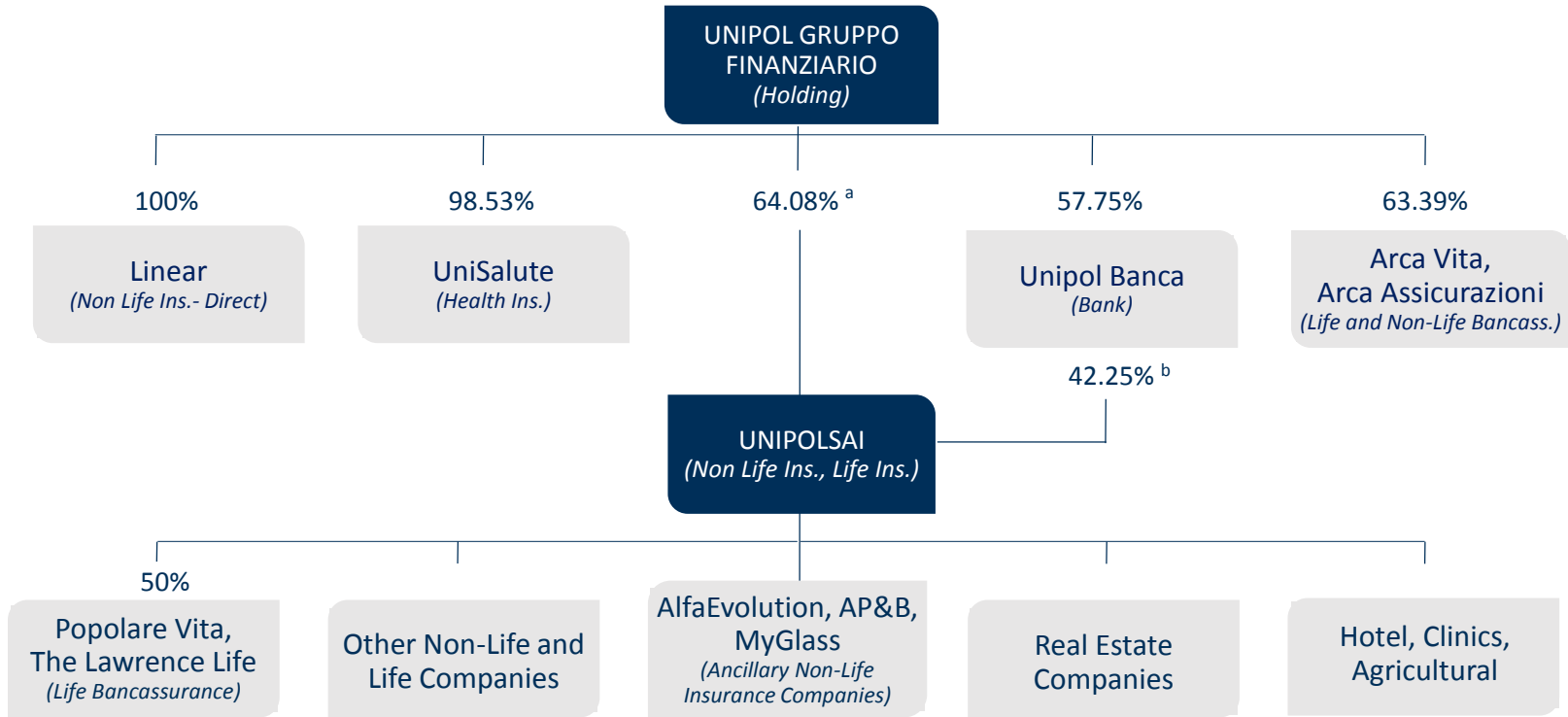


# PART 7

## APPENDIX



# GROUP STRUCTURE



Listed Company

<sup>a</sup> Including shares held by Unipol Finance and Unipol Investment as at October 2016.  
<sup>b</sup> o/w 27.49% is the subject of a put option granted by Unipol to UnipolSai and of a call option granted by UnipolSai to Unipol.

## KEY PERFORMANCE INDICATORS

€m

## UNIPOL GRUPPO FINANZIARIO

	9M15	9M16	Δ %
Consolidated net profit	594	<b>439</b>	-26.1%
Group net profit	335	<b>261</b>	-22.2%
EPS <sup>a</sup> (€)	0.47	<b>0.36</b>	-22.2%
Premium income (direct business)	12,082	<b>11,142</b>	-7.8%
o/w Non-Life	5,671	<b>5,590</b>	-1.4%
o/w Life	6,411	<b>5,552</b>	-13.4%
Combined Ratio <sup>b</sup>	95.1%	<b>95.0%</b>	-0.1 p.p.
	FY15	<b>9M16</b>	Δ %
Solvency II (consolidated figures) <sup>c</sup>	1.50x	<b>1.37x</b>	-0.13x
Total equity	8,445	<b>8,271</b>	-2.1%
Shareholders' equity	5,524	<b>5,635</b>	+2.0%
BVPS (€)	7.70	<b>7.85</b>	+2.0%

## UNIPOLSAI

	9M15	9M16	Δ %
Consolidated net profit	602	<b>427</b>	-29.1%
Group net profit	579	<b>409</b>	-29.3%
EPS <sup>a</sup> (€)	0.21	<b>0.14</b>	-30.5%
Premium income (direct business)	10,163	<b>9,040</b>	-11.1%
o/w Non-Life	5,252	<b>5,141</b>	-2.1%
o/w Life	4,911	<b>3,899</b>	-20.6%
Combined Ratio <sup>b</sup>	95.7%	<b>96.0%</b>	+0.3 p.p.
	FY15	<b>9M16</b>	Δ %
Solvency II (consolidated figures) <sup>c</sup>	1.90x	<b>1.69x</b>	-0.21x
Total equity	6,615	<b>6,519</b>	-1.4%
Shareholders' equity	6,278	<b>6,188</b>	-1.4%
BVPS (€)	2.22	<b>2.19</b>	-1.4%

<sup>a</sup> Group profit for the period / no. total shares to date.<sup>b</sup> Net of reinsurance (expense ratio calculated on earned premiums).<sup>c</sup> Figures calculated using the USP (Undertaking Specific Parameters) according to current regulation.

## DISCLAIMER

Maurizio Castellina, Senior Executive responsible for drawing up the corporate accounts of Unipol Gruppo Finanziario S.p.A. and UnipolSai Assicurazioni S.p.A., declares, in accordance with Article 154-bis, para 2, of the 'Consolidated Finance Act', that the accounting information reported in this document corresponds to the document contents, books and accounting records.



## INVESTOR RELATIONS CONTACTS

**Adriano Donati**

Head of Investor Relations Tel +39 051 507 7063

[investor.relations@unipol.it](mailto:investor.relations@unipol.it)

[investor.relations@unipolsai.it](mailto:investor.relations@unipolsai.it)

**Giancarlo Lana** Tel +39 011 66 57 642

**Eleonora Roncuzzi** Tel +39 051 507 7063

**Giuseppe Giuliani** Tel +39 051 507 7218

**Carlo Latini** Tel +39 051 507 6333

**Silvia Tonioli** Tel +39 051 507 2371

**Alena Harbatava** Tel +39 051 507 2919

