



Results at June 30th, 2018

Cattolica Assicurazioni Group

Verona, August 3rd, 2018



Results at June 30th, 2018

Non-Life Business Performance

Life Business Performance

Investments



Key consolidated figures

	IAS/IFRS Results		
	€ mln		
	1H2017	1H2018	Δ%
Total Direct Premiums	2,617	2,950	+12.7%
Non-Life Direct Premiums	1,004	1,058	+5.4%
Life Direct Premiums ¹	1,613	1,892	+17.2%
Combined Ratio ²	93.4%	92.6%	-0.8 pps
Cons. Shareholders' Equity	2,108 ³	2,197	+4.2%
Solvency II Ratio	199% ⁴	160%	-39 pps
Operating Result	119	149	+25.1%
Consolidated Result	8	63	n.s.
Group's Result	1	51	n.s.
Operating Return On Equity	7.6%	8.1%	+0.6 pps



Consolidated Income Statement

Group Companies' Contribution to the Consolidated Result

Group Companies' contribution to the consolidated result ¹	1H2017	1H2018	Unsuccessful commission recovery on contracts sold by BPVi network	Additional reserves for Term Life policies	VAT on Co-ins.	1H2018 normalised result	1H2017 normalised result
€ mln							
Non-Life insurance companies	50	38	-3	0	-4	45	60
Life insurance companies	-36	27	-1	-4	0	32	17
Non-insurance companies	-6	-2	0	0	0	-2	-2
IAS/IFRS Consolidated Result	8	63	-4	-4	-4	75	75
IAS/IFRS Group's Result	1	51	-2	-2	-4	59	67



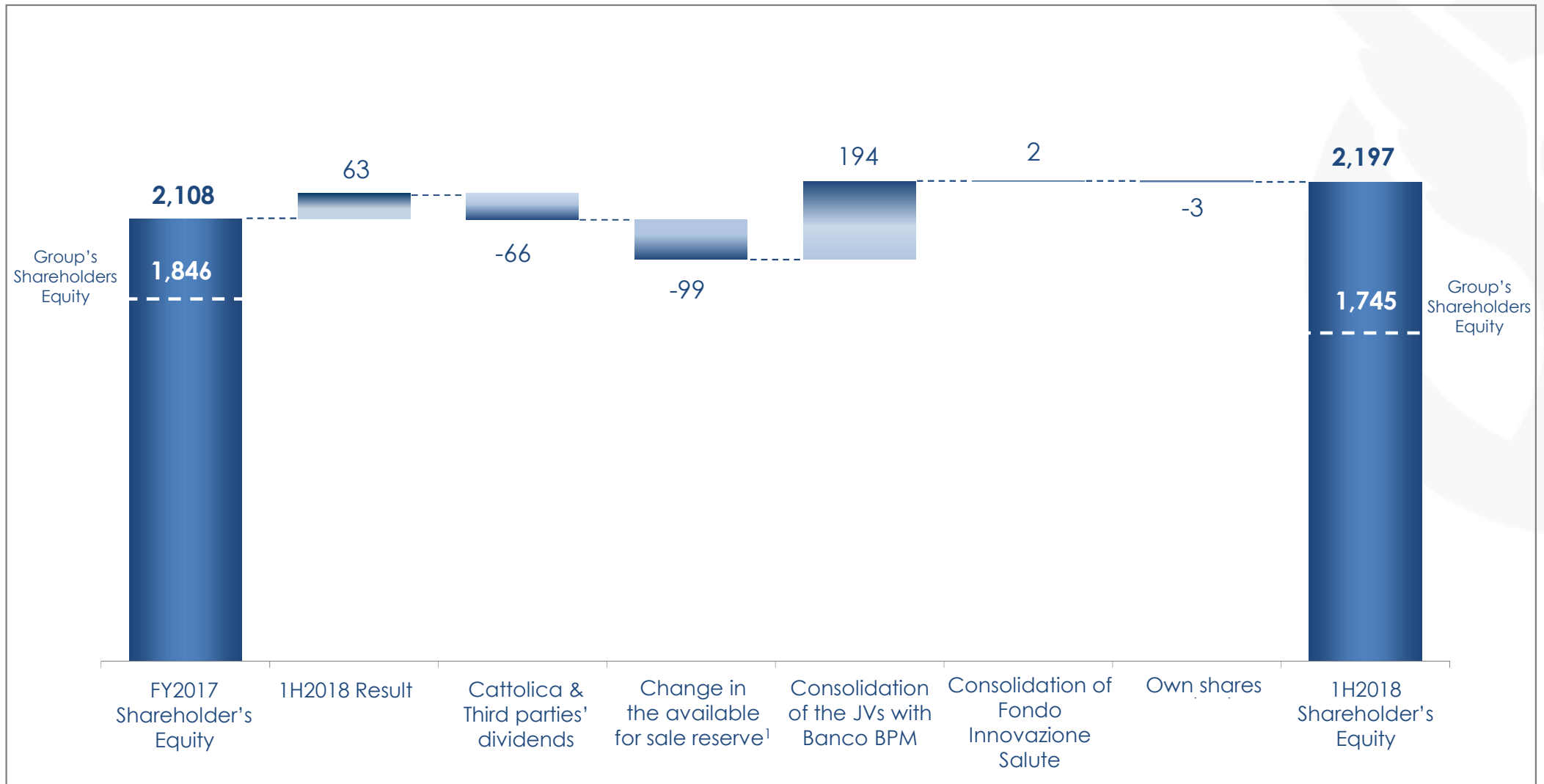
Results at June 30th, 2018

Income statement by segment of activities

€ mln	DANNI		VITA		ALTRO		TOTALE	
	1H2017	1H2018	1H2017	1H2018	1H2017	1H2018	1H2017	1H2018
Net Premiums	873	902	1.453	1.779	0	0	2,326	2,681
Net charges relating to claims	-580	-566	-1,558	-1,826	0	0	-2,138	-2,392
Operating expenses	-225	-254	-55	-83	0	0	-280	-337
<i>of which commission and other acquisition costs</i>	-168	-187	-40	-50	0	0	-208	-237
<i>of which other administrative expenses</i>	-57	-67	-15	-33	0	0	-72	-100
Other revenues net of other costs (other technical income and charges)	-11	-16	-24	-21	0	0	-35	-37
Income on ordinary gross investments (Class C)	47	46	216	234	0	0	263	280
Income on ordinary gross investments (Class D)	0	0	15	-8	0	0	15	-8
Commissions income net of commissions expense	0	0	2	1	0	0	2	1
Operating expenses relating to investments	-3	-5	-10	-14	-2	-1	-15	-20
RESULT OF INSURANCE BUSINESS AND FINANCIAL OPERATIONS	101	107	39	62	-2	-1	138	168
Other revenues net of other operating costs	-15	-16	-4	-3	0	0	-19	-19
OPERATING RESULT	86	91	35	59	-2	-1	119	149
Realised and valuation income	3	6	-8	3	-1	0	-6	9
Interests on subordinated debt	-4	-12	0	-3	0	0	-4	-15
Net income from investments in subsidiaries, associated companies and joint ventures	1	1	0	1	0	0	1	2
Other revenues net of other non-operating costs	-11	-17	-50	-15	-4	-1	-65	-33
PROFIT (LOSS) BEFORE TAXATION FOR THE YEAR	75	69	-23	45	-7	-2	45	112
Taxation	-25	-31	-13	-18	1	0	-37	-49
CONSOLIDATED PROFIT (LOSS) FOR THE YEAR	50	38	-36	27	-6	-2	8	63
of which pertaining to the Group	49	39	-42	14	-6	-2	1	51
of which pertaining to minority interests	1	-1	6	13	0	0	7	12

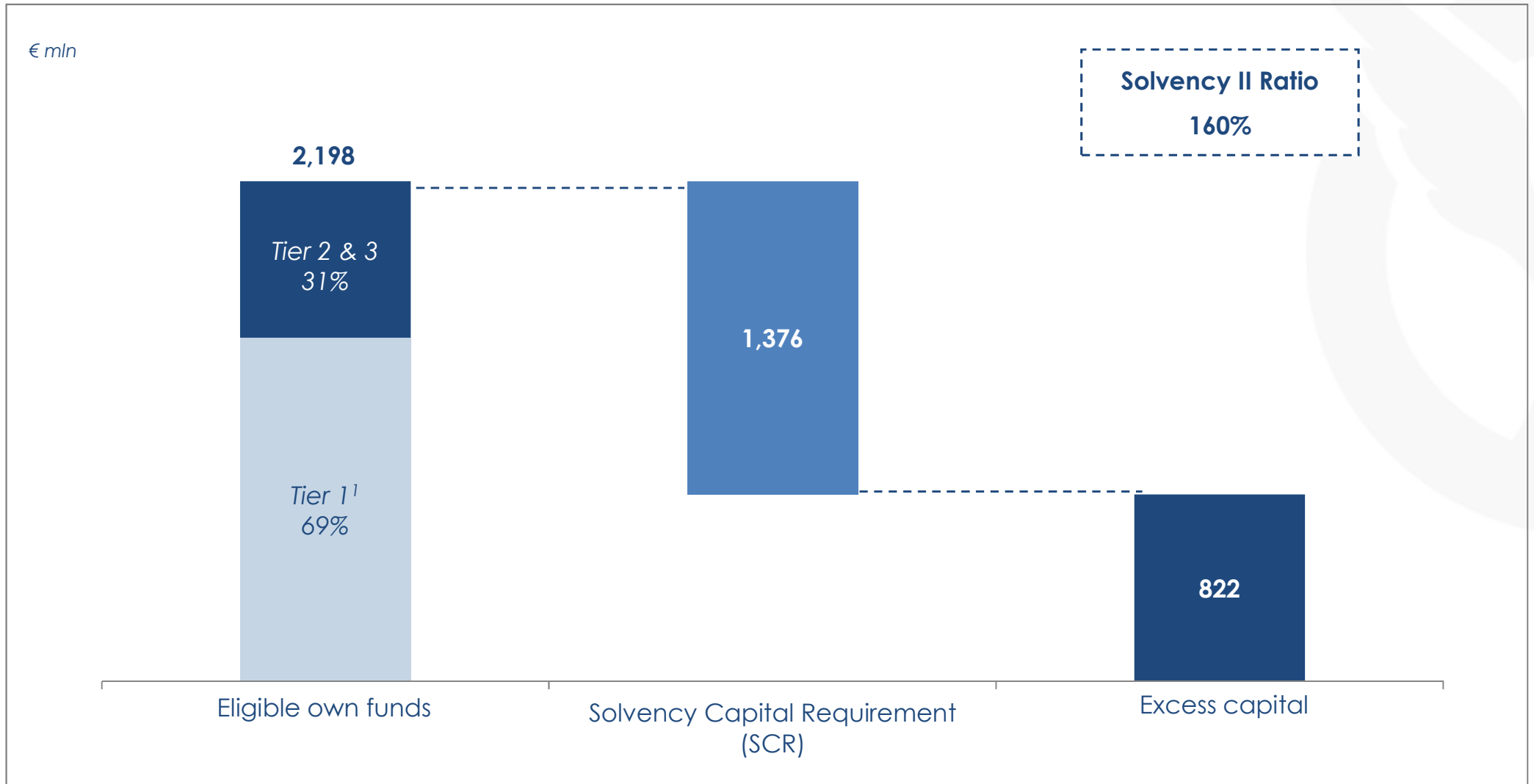


Consolidated Shareholders' Equity



(1) It includes the changes in shadow accounting (net of tax).

Group's Solvency II ratio



(1) Tier 1 "unrestricted" eligible own funds (share capital and capital buffers) equal to about 65% of total own eligible funds.

Results at June 30th, 2018

Non-Life Business Performance

Life Business Performance

Investments

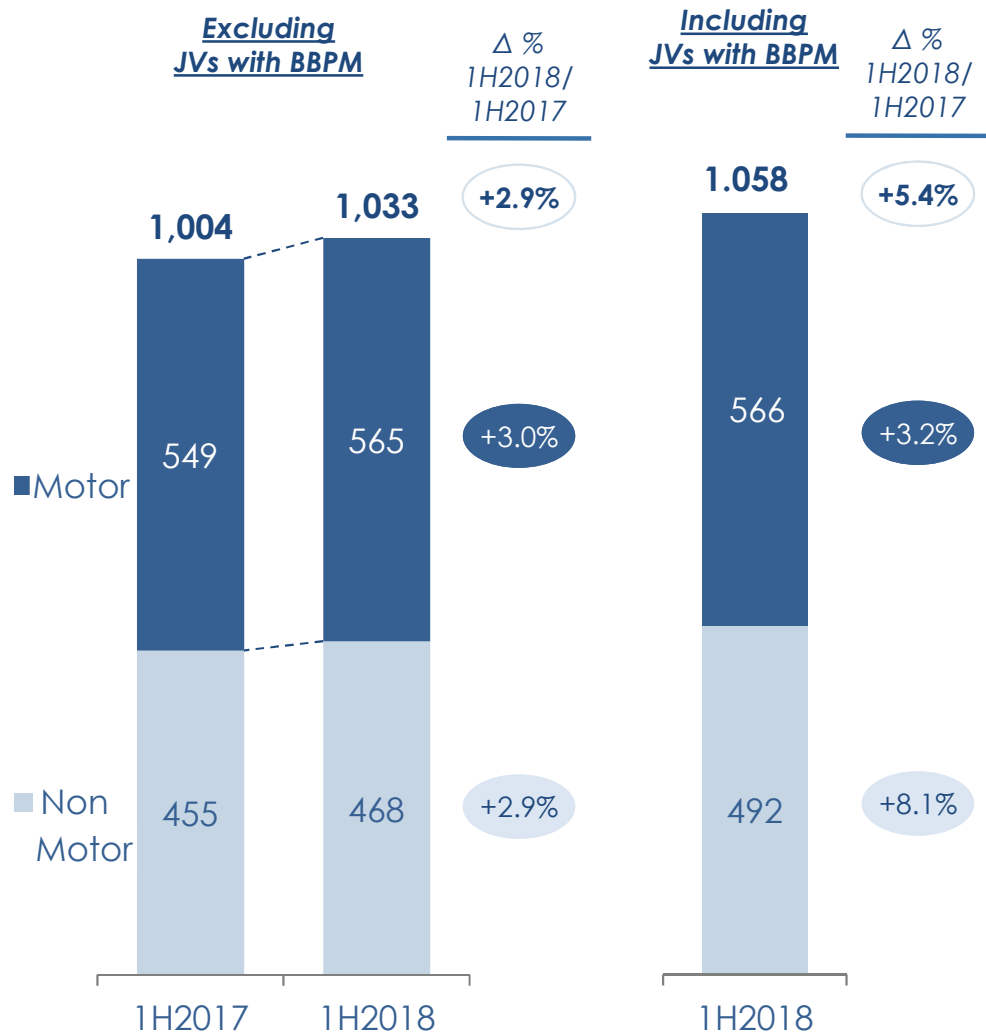


Non-Life Business Performance

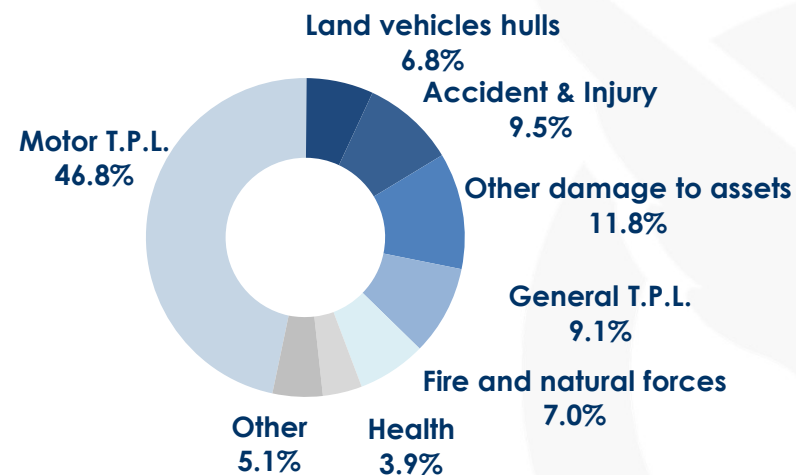
Non-Life Premiums

Group's Non-Life Premiums

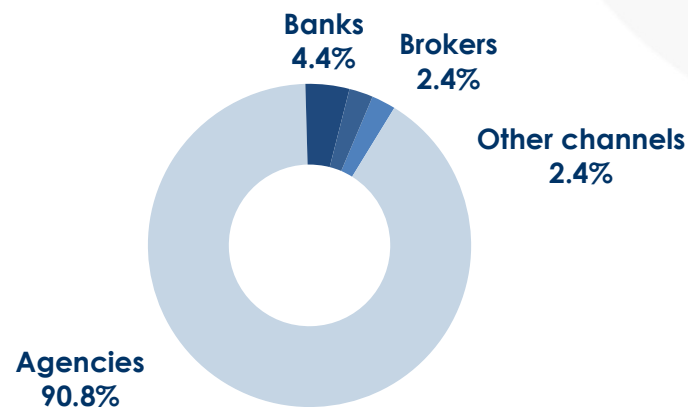
€ mln



Non-Life Premiums by Class



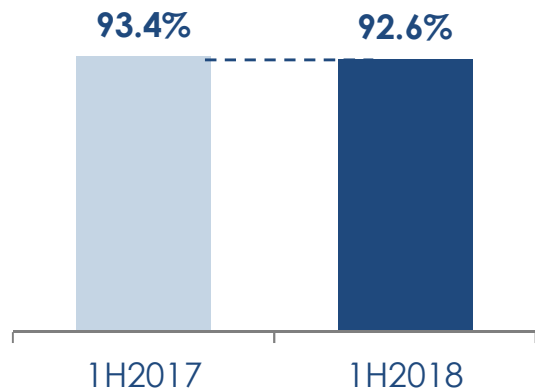
Non-Life Premiums by Channel



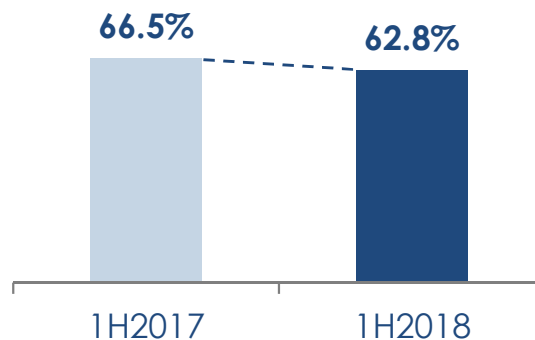
Non-Life Business Performance

Technical Ratios

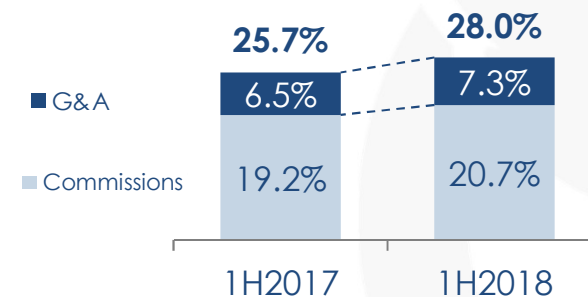
Combined Ratio¹



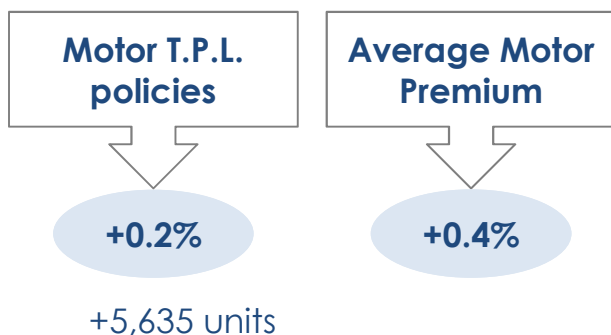
Claims ratio¹



Expense ratio¹



Motor Premiums and Policies

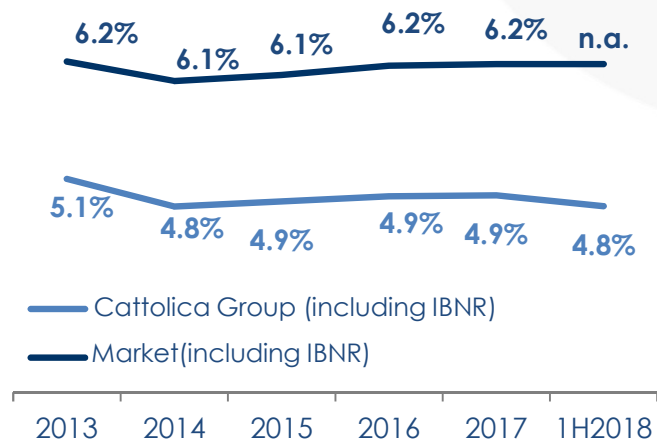


Figures at June 2018
Δ compared with FY2017

Average Cost of Motor T.P.L. Paid Claim

	June 2017	June 2018	Δ 1H18 / 1H17
Average cost ² (€)	1,453	1,492	+2.7%
Settlement rate	64.4%	64.8%	0.4pp

Motor T.P.L. claim frequency trend



(1) On retained business. (2) Card G and No Card. Claims directly managed by the network. Card G claims show a lower causality or incident seriousness compared to No Card claims

Results at June 30th, 2018

Non-Life Business Performance

Life Business Performance

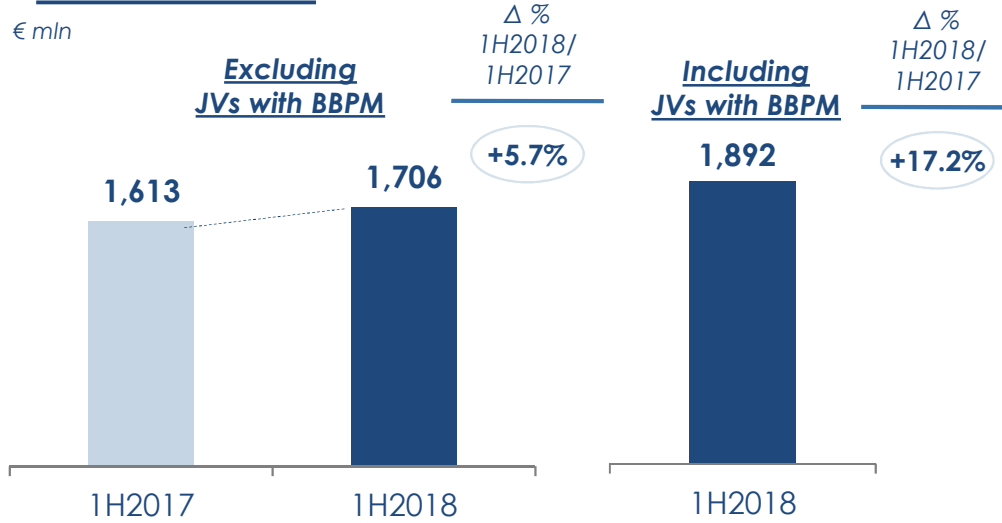
Investments



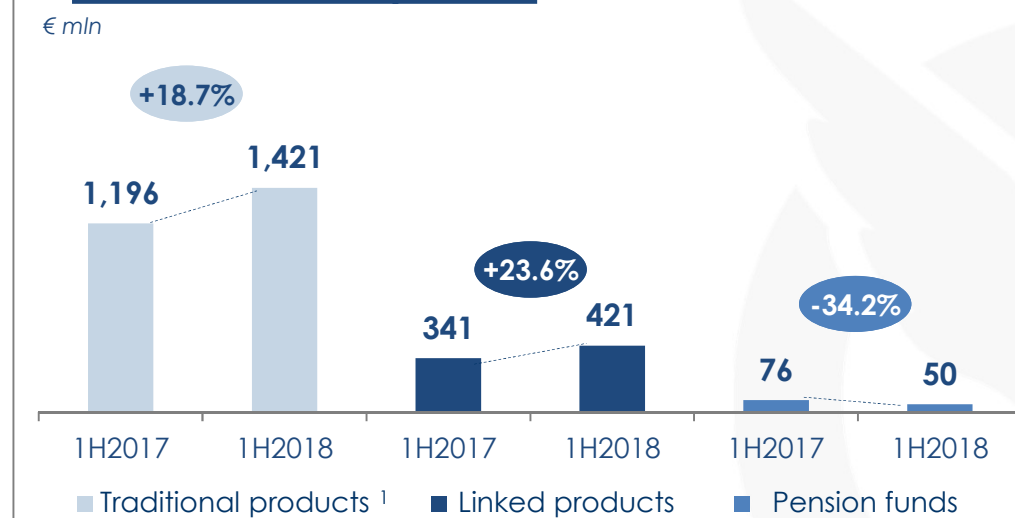
Life Business Performance

Life Premiums

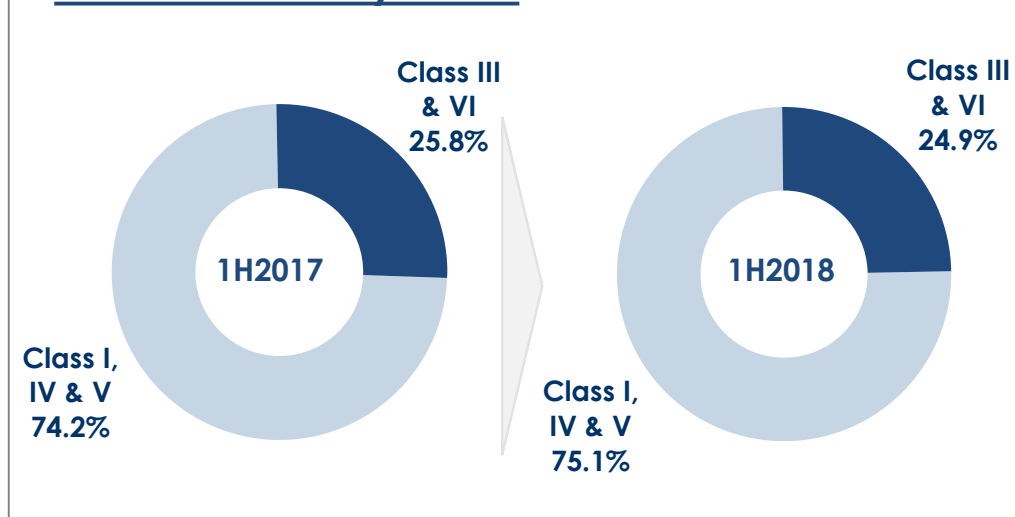
Life Premiums



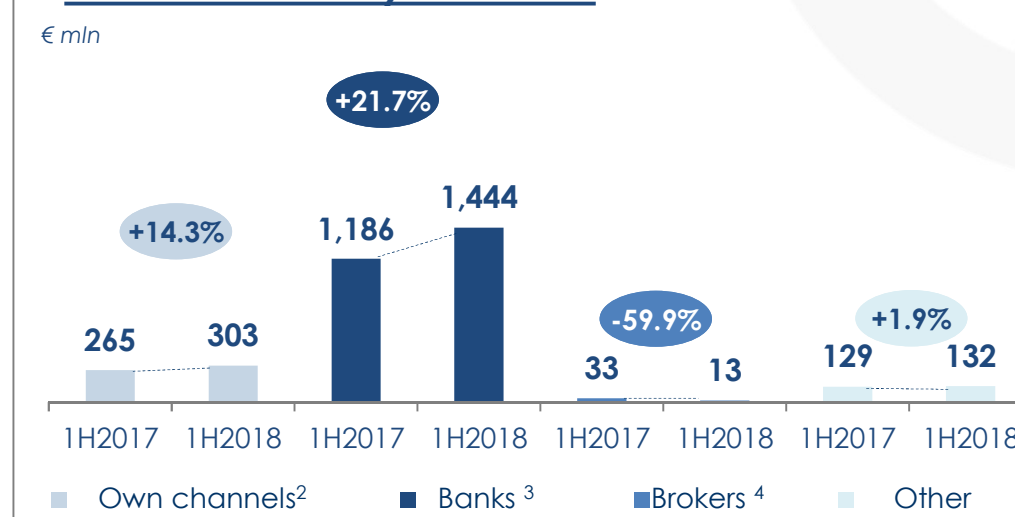
Life Premiums by Class



Life Premiums by Class



Life Premiums by Channel

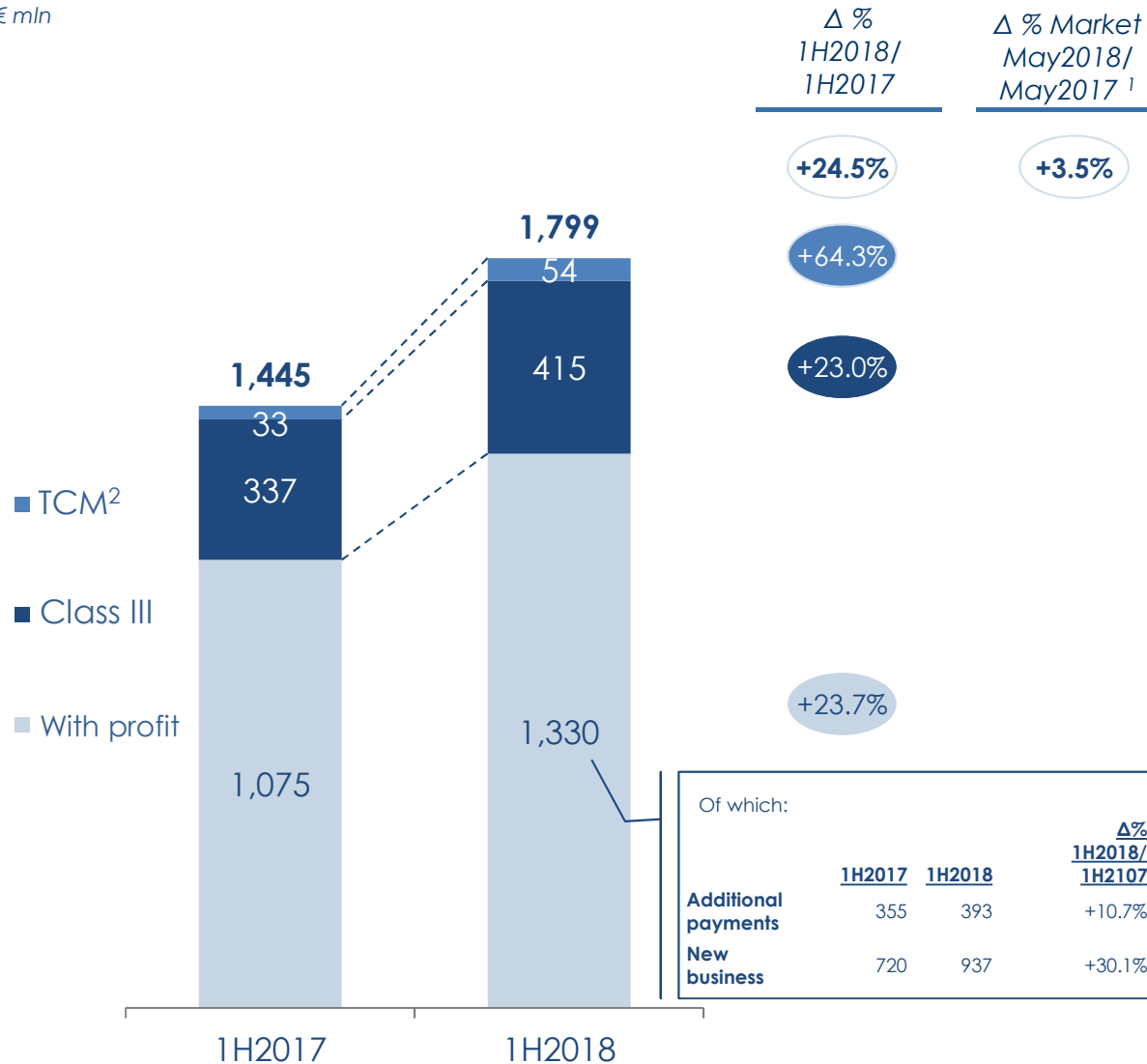


(1) Classes I, IV and V included. (2) Agents and sub-agents. (3) It includes Financial Advisors. (4) Cattolica Life included

Life New Business and Life Net Inflows

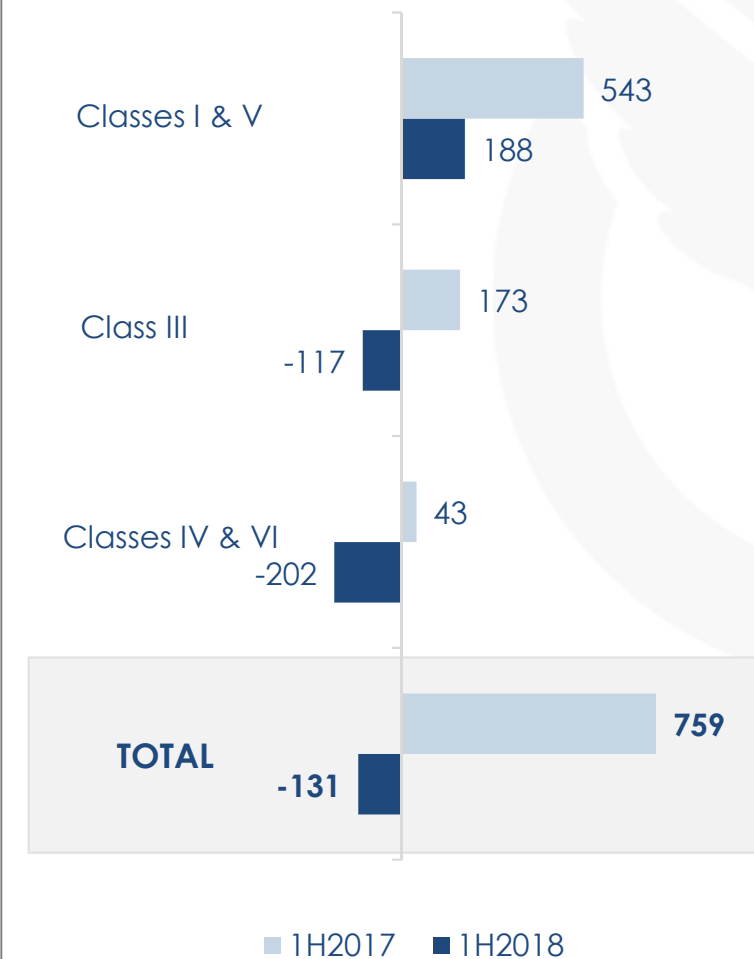
Life New Business

€ mln



Life Net Inflows by Class

€ mln



(1) Source: ANIA Trends - Year XIV - number 5 - June 2018. (2) Term life policies

Results at June 30th, 2018

Non-Life Business Performance

Life Business Performance

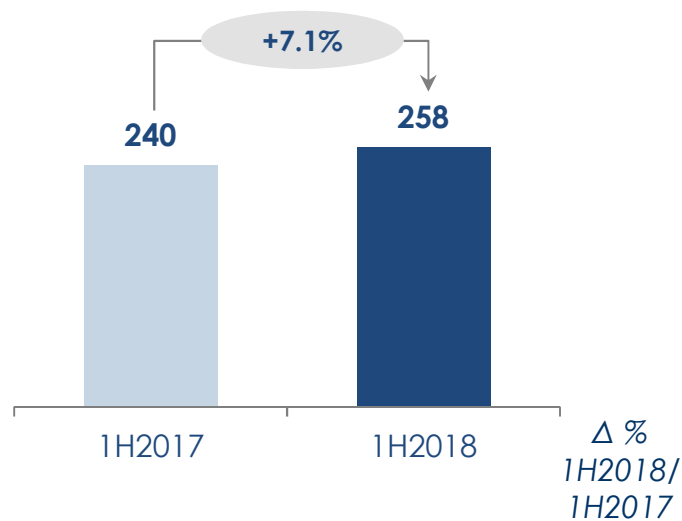
Investments



Investment Result and Group's Asset Allocation

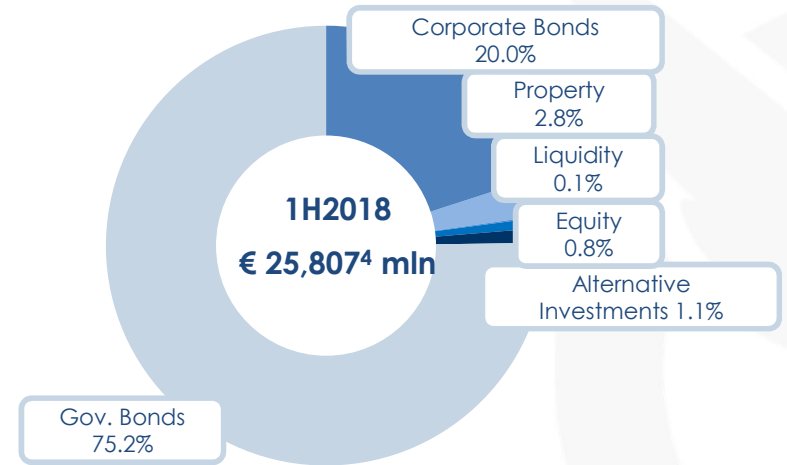
Investment Result¹

€ mln

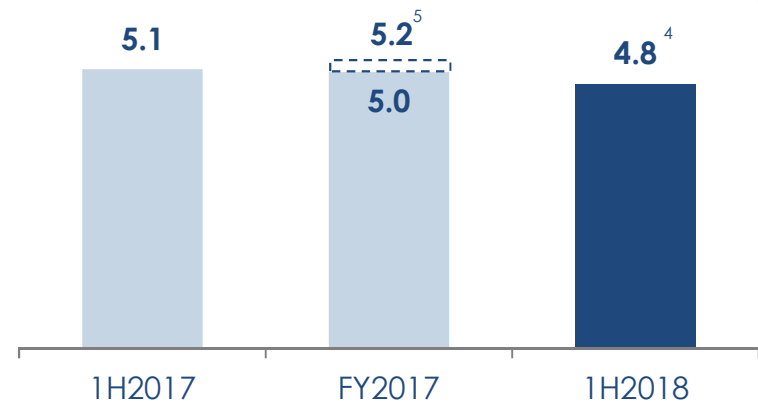


Interests and coupons	281	278	-1.6%
Gains and losses ²	6	18	n.s.
Investment costs	-12	-18	+55.6%
Investment result³	275	278	+0.7%
Impairments & write-downs ³	-30	-4	-87.2%
Interest payments on subordinated debts & other financial liabilities	-5	-16	n.s.
Total Class C Investment Result	240	258	+7.1%

Asset allocation



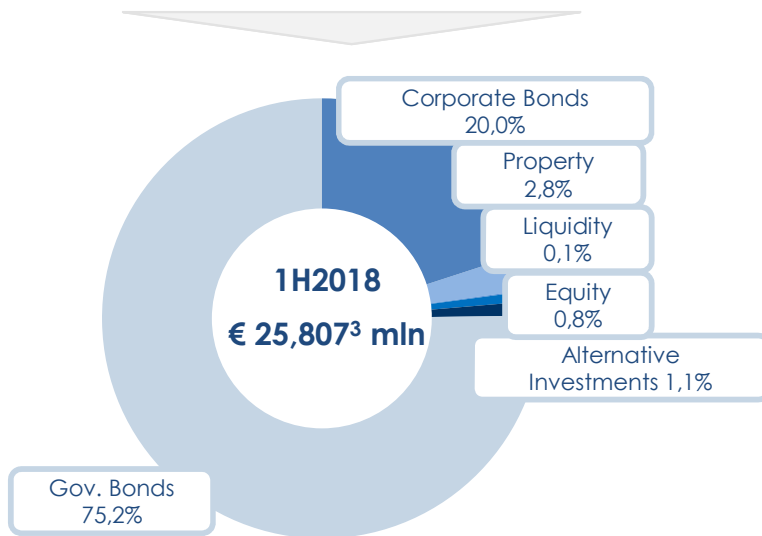
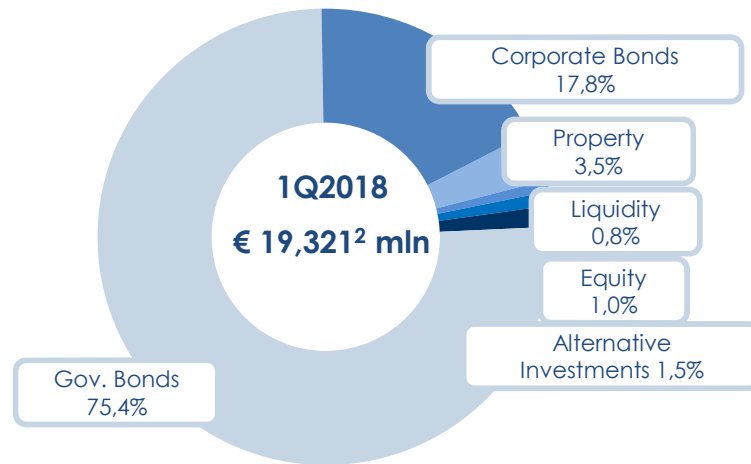
Duration



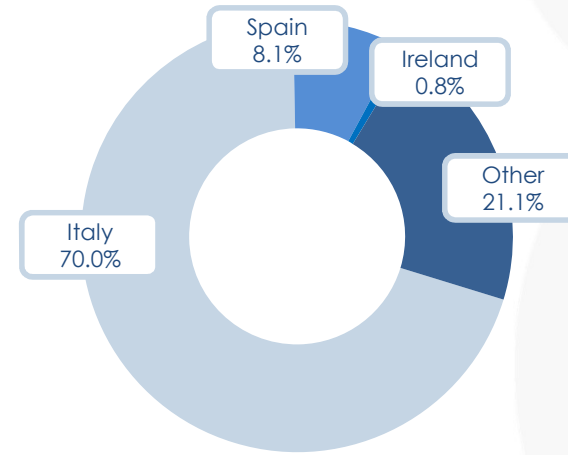
(1) Investment result of the sectors Life, P&C and other. (2) Including realised gains and mark-to-market profits on investments, different from impairments, write-downs and depreciation on property. (3) Gross of tax and shadow. (4) Including the contribution of the JVs with Banco BPM. (5) Net of the invested liquidity generated by the issue of the subordinated bond.

Asset allocation and Group's bond rating classes

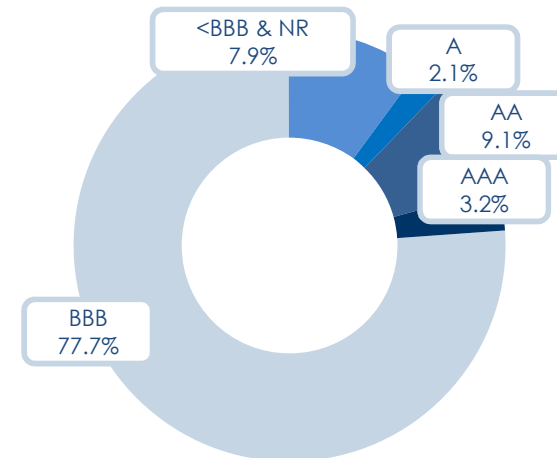
Group's Investment breakdown¹



Bond Portfolio by region²



Bond Portfolio by rating²

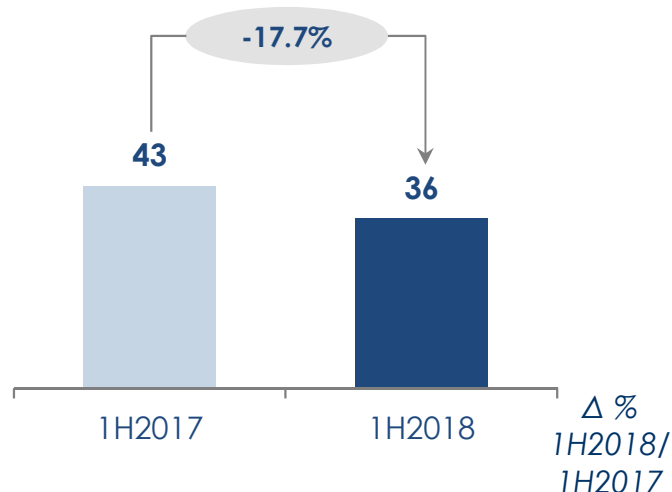


(1) Managed assets (excluding subsidiaries) IAS figures as at June 30th. (2) Excluding the contribution of the JVs with Banco BPM. (3) Including the contribution of the JVs with Banco BPM BPM.

Non-Life Investment Result and asset allocation

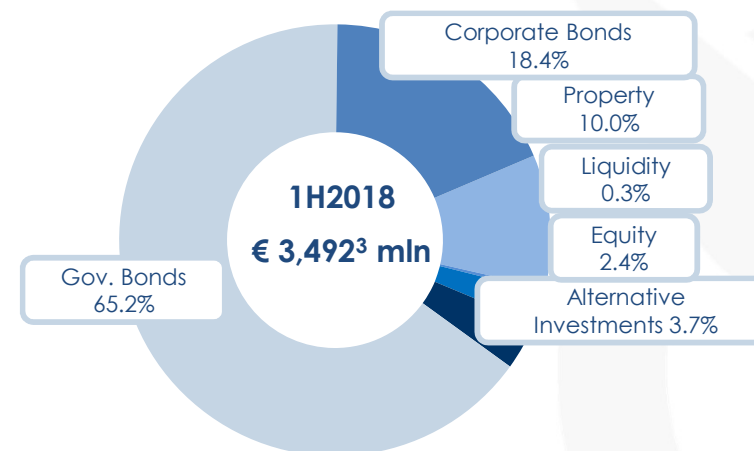
Investment Result

€ mln

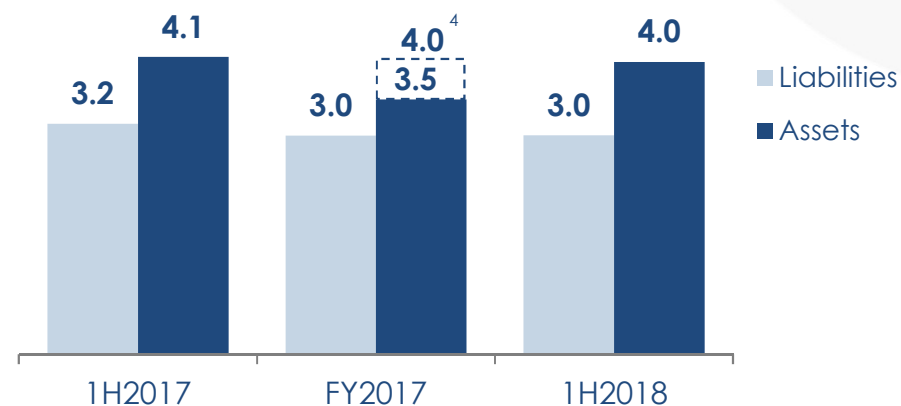


Interests and coupons	46	51	+5.5%
Gains and losses ¹	11	4	-61.1%
Investment costs	-3	-5	+57.2%
Investment result²	54	50	-10.6%
Impairments & write-downs ²	-7	-1	-95.9%
Interest payments on subordinated debts & other financial liabilities	-4	-13	n.s.
Total Class C Investment Result	43	36	-17.7%

Asset allocation



Duration

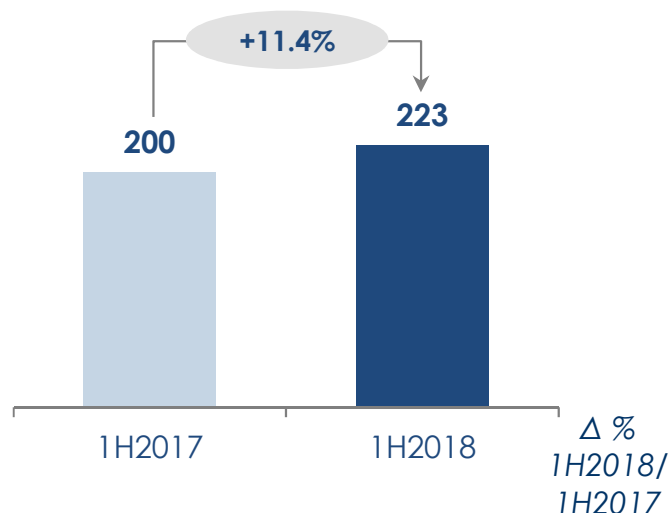


(1) Including realised gains and mark-to-market profits on investments, different from impairments, write-downs and depreciation on property. (2) Gross of tax. (3) Including the contribution of the JVs with Banco BPM. (4) Net of the invested liquidity generated by the issue of the subordinated bond.

Life Investment Result and asset allocation

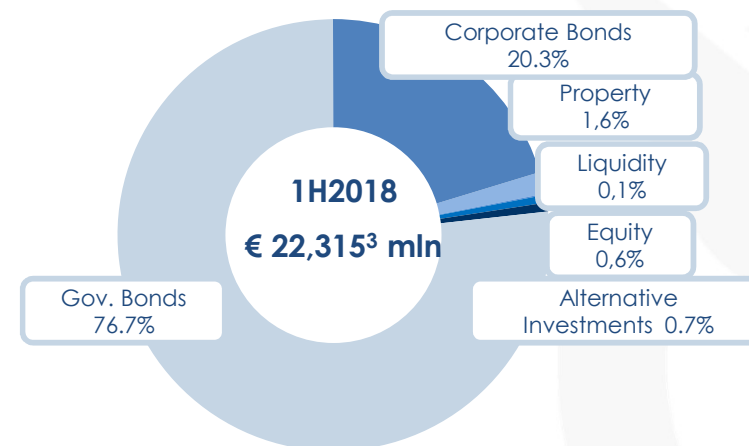
Investment Result

€ mln

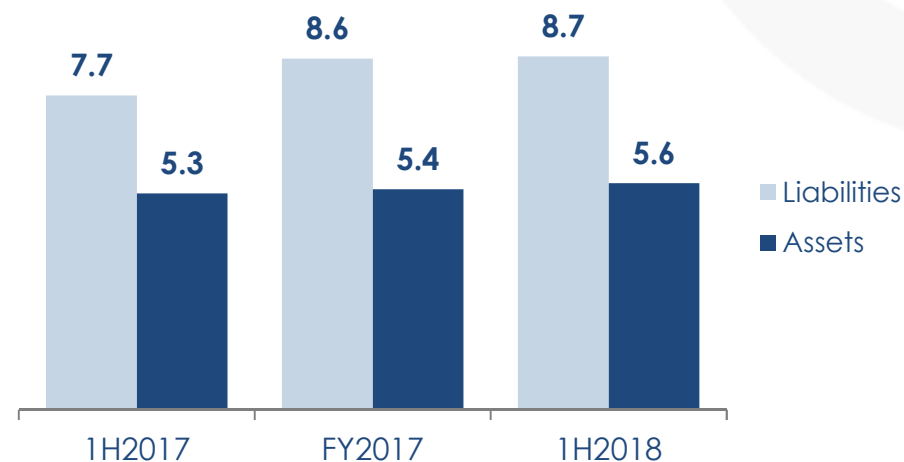


	1H2017	1H2018	Δ % 1H2018/1H2017
Interests and coupons	234	227	-3.0%
Gains and losses ¹	-3	14	n.s.
Investment costs	-7	-12	+80.6%
Investment result²	224	229	+2.6%
Impairments & write-downs ²	-23	-3	-84.7%
Interest payments on subordinated debts & other financial liabilities	-1	-3	n.s.
Total Class C Investment Result	200	223	+11.4%

Asset allocation



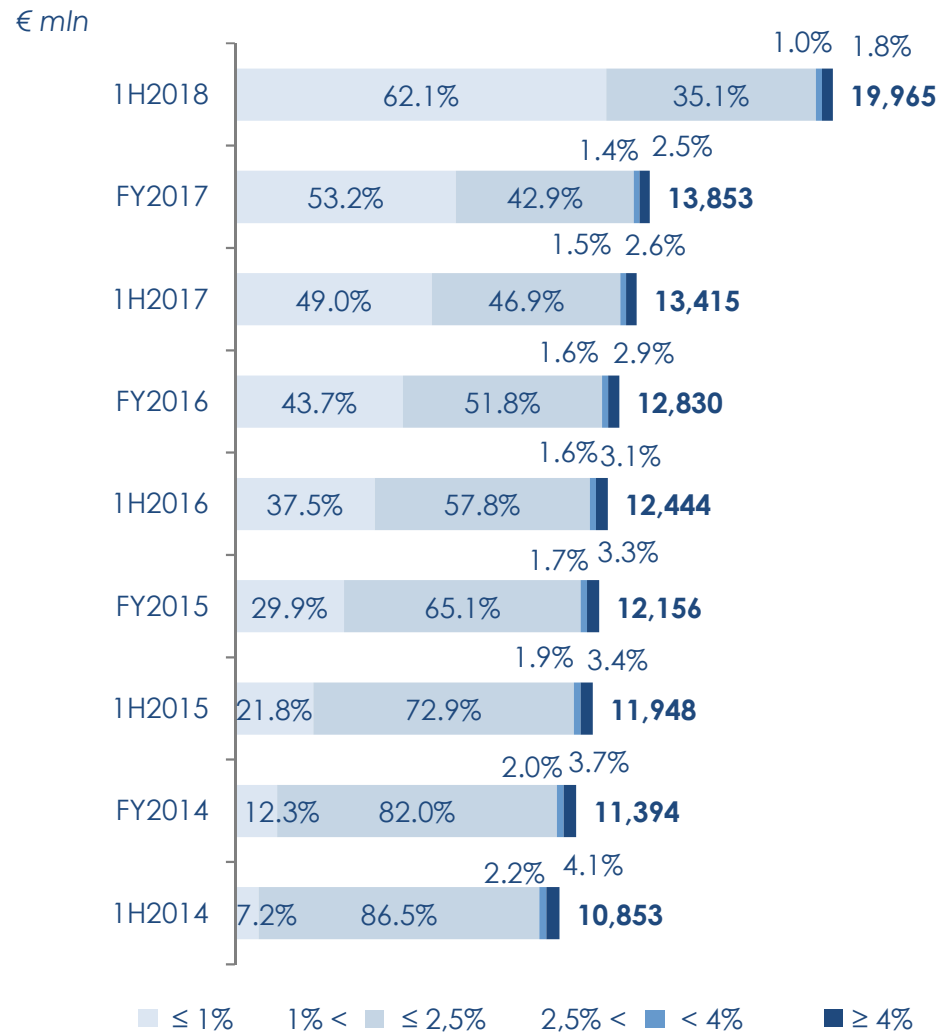
Duration



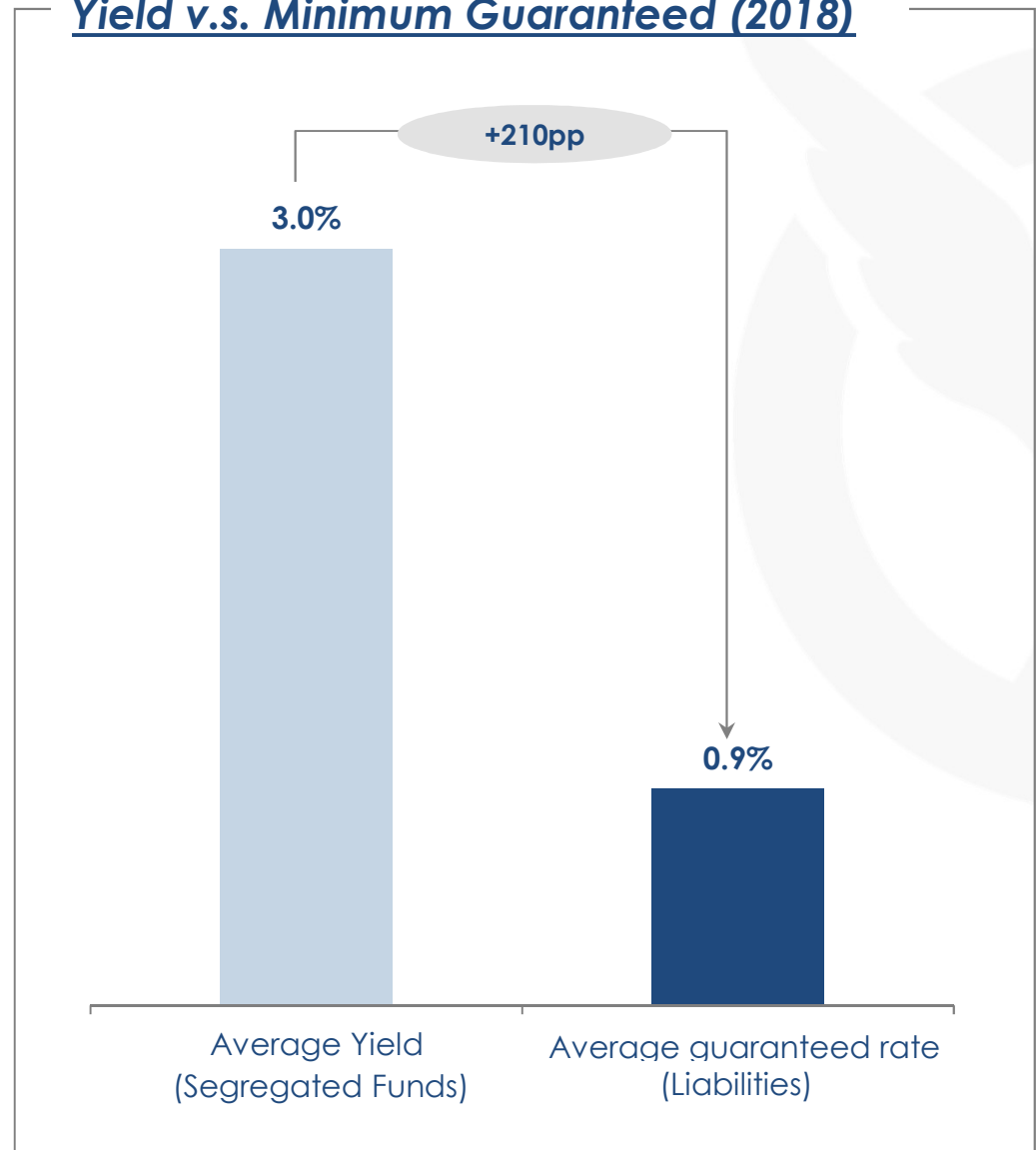
(1) Including realised gains and mark-to-market profits on investments, different from impairments. (2) Gross of tax and shadow. (3) Including the contribution of the JVs with Banco BPM

Financial performance and Minimum Guaranteed

Technical Reserve Breakdown for Minimum Guaranteed (Segregated Funds)¹

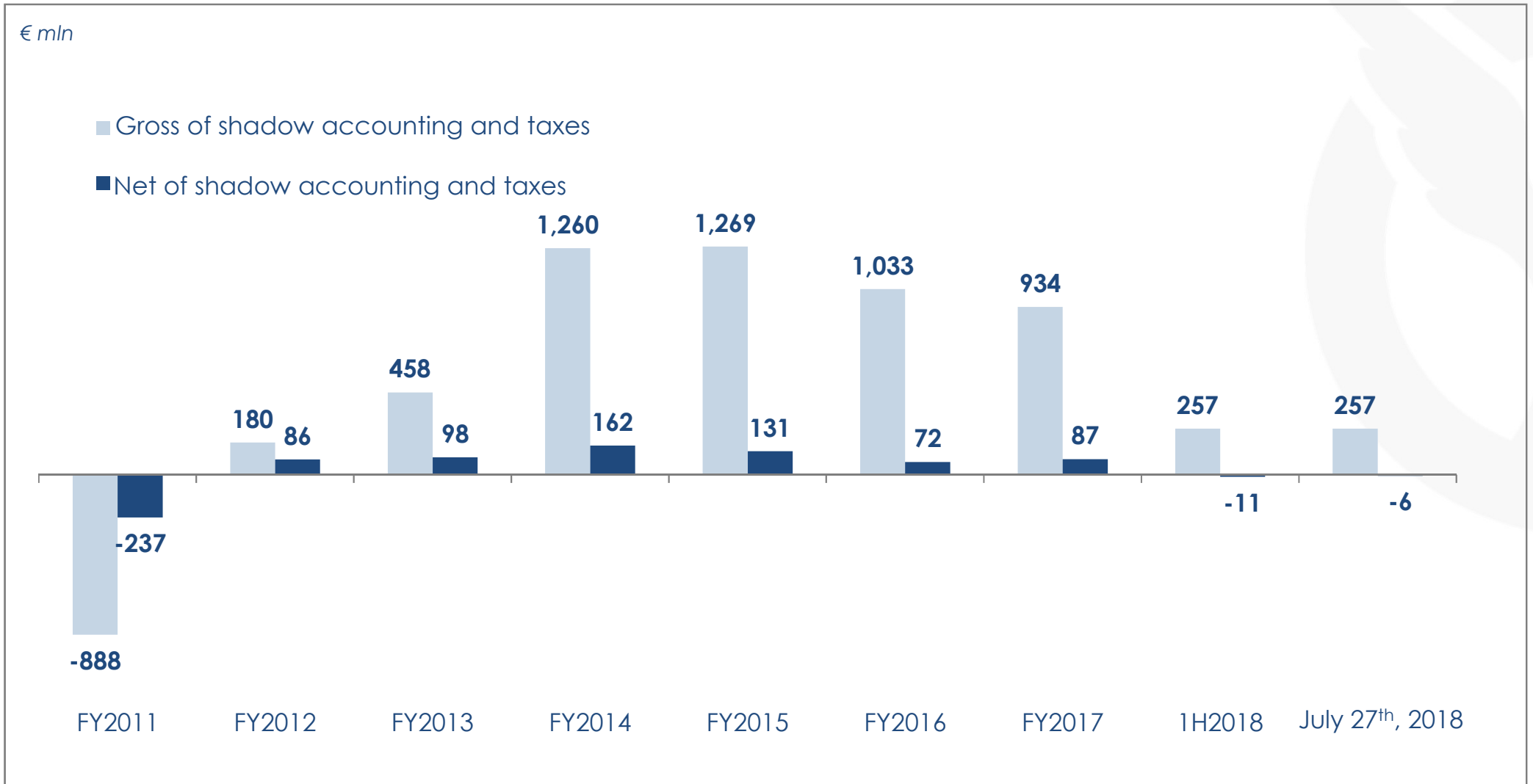


Yield v.s. Minimum Guaranteed (2018)



(1) including the effects of the joint ventures with BancoBPM.

Trend of the Available for Sale Reserve



APPENDIX



Ratio

Formula

Claims Ratio

Net claims costs / Net premiums (retained business)

Expense Ratio (P&C)

Operating expenses / Net premiums (retained business)

Combined Ratio

(1-(Technical result / Net premiums)) (retained business)

Non – Life operating result

It is defined as the sum of the technical balance, net of reinsurance, with ordinary financial revenues and other non-technical net items (depreciations, write-down of insurance credits, etc.); The operating profit does not include financial realised and unrealised gains/losses and impairments, impairments on other assets, interests paid on financial debts (subordinated debts), the amortization of the value of business acquired (VOBA), the voluntary redundancy incentives and staff severance indemnity as well as other one-off items

Life operating result

It is defined in a similar way, with the only difference that the entire financial income contributing to the return of securities pertaining to the segregated funds is considered part of the operating profit.

Operating Return On Equity

The operating ROE is the ratio between: 1) the operating profit less the cost of financial debt, income taxes, and minority interests; and 2) the average Group shareholders' equity of the year (excluding the valuation reserve on available for sale instruments); the income taxes are calculated using a normalized tax rate.



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