



# **Results at March 31<sup>st</sup>, 2019**

## Gruppo Cattolica Assicurazioni

Verona, May 10<sup>th</sup>, 2019

---



## Results at March 31<sup>st</sup>, 2019

Non-Life Business Performance

Life Business Performance

Investments



# Key consolidated figures

	IAS/IFRS Results		
	€ mln		
	1Q2018	1Q2019	Δ %
Total Direct Premiums	1,330	1,504	+13.1%
Non-Life Direct Premiums	467	492	+5.4%
Life Direct Premiums <sup>1</sup>	863	1,012	+17.2%
Combined Ratio <sup>2</sup>	93.7%	93.7%	0.0 pps
Cons. Shareholders' Equity	2,255 <sup>3</sup>	2,333	+3.4%
Solvency II Ratio	171% <sup>3</sup>	161%	-10 pps
Operating Result	45	60	+33.2%
Consolidated Result	25	28	+11.8%
Group's Result	24	26	+10.5%
Operating Return On Equity	4.9%	7.0%	+2.1 pps



(1) Including Investment contracts. (2) On retained business. (3) As at 31 December 2018.

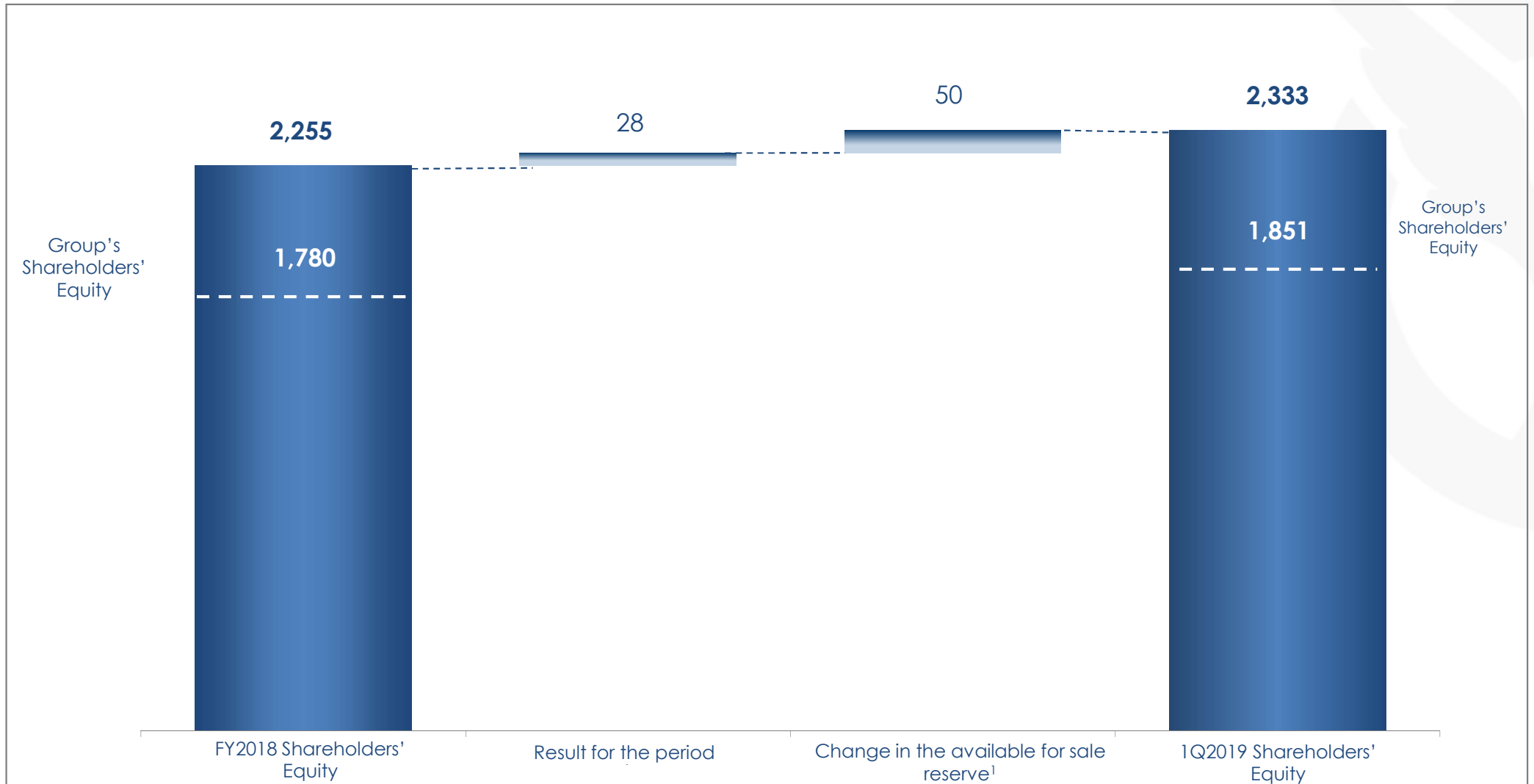
Results at March 31<sup>st</sup>, 2019

# Income statement by segment of activities

€ mln	NON-LIFE		LIFE		TOTAL	
	1Q2018	1Q2019	1Q2018	1Q2018	1Q2018	1Q2019
Net Premiums	422	448	791	976	1.213	1.424
Net charges relating to claims	-275	-286	-814	-1.155	-1.089	-1.441
Operating expenses	-116	-130	-29	-50	-145	-180
<i>of which commission and other acquisition costs</i>	-85	-95	-17	-32	-102	-127
<i>of which other administrative expenses</i>	-31	-35	-12	-18	-43	-53
Other revenues net of other costs (other technical income and charges)	-4	-3	-11	-15	-15	-18
Income on ordinary gross investments (Class C)	21	27	94	107	115	134
Income on ordinary gross investments (Class D)	0	0	-19	161	-19	161
Commissions income net of commissions expense	0	0	1	0	1	0
Operating expenses relating to investments	-3	-3	-6	-9	-9	-12
<b>RESULT OF INSURANCE BUSINESS AND FINANCIAL OPERATIONS</b>	<b>45</b>	<b>53</b>	<b>7</b>	<b>15</b>	<b>52</b>	<b>68</b>
Other revenues net of other operating costs	-6	-8	-1	0	-7	-8
<b>OPERATING RESULT</b>	<b>39</b>	<b>45</b>	<b>6</b>	<b>15</b>	<b>45</b>	<b>60</b>
Realised and valuation income	-2	-1	3	3	1	2
Interests on subordinated debt	-6	-6	-2	-1	-8	-7
Net income from investments in subsidiaries, associated companies and joint ventures	1	1	0	0	1	1
Other revenues net of other non-operating costs	1	-3	0	-9	1	-12
<b>PROFIT (LOSS) BEFORE TAXATION FOR THE YEAR</b>	<b>33</b>	<b>36</b>	<b>7</b>	<b>8</b>	<b>40</b>	<b>44</b>
Taxation	-12	-13	-3	-3	-15	-16
<b>CONSOLIDATED PROFIT (LOSS) FOR THE YEAR</b>	<b>21</b>	<b>23</b>	<b>4</b>	<b>5</b>	<b>25</b>	<b>28</b>
of which pertaining to the Group	22	23	2	3	24	26
of which pertaining to minority interests	-1	0	2	2	1	2

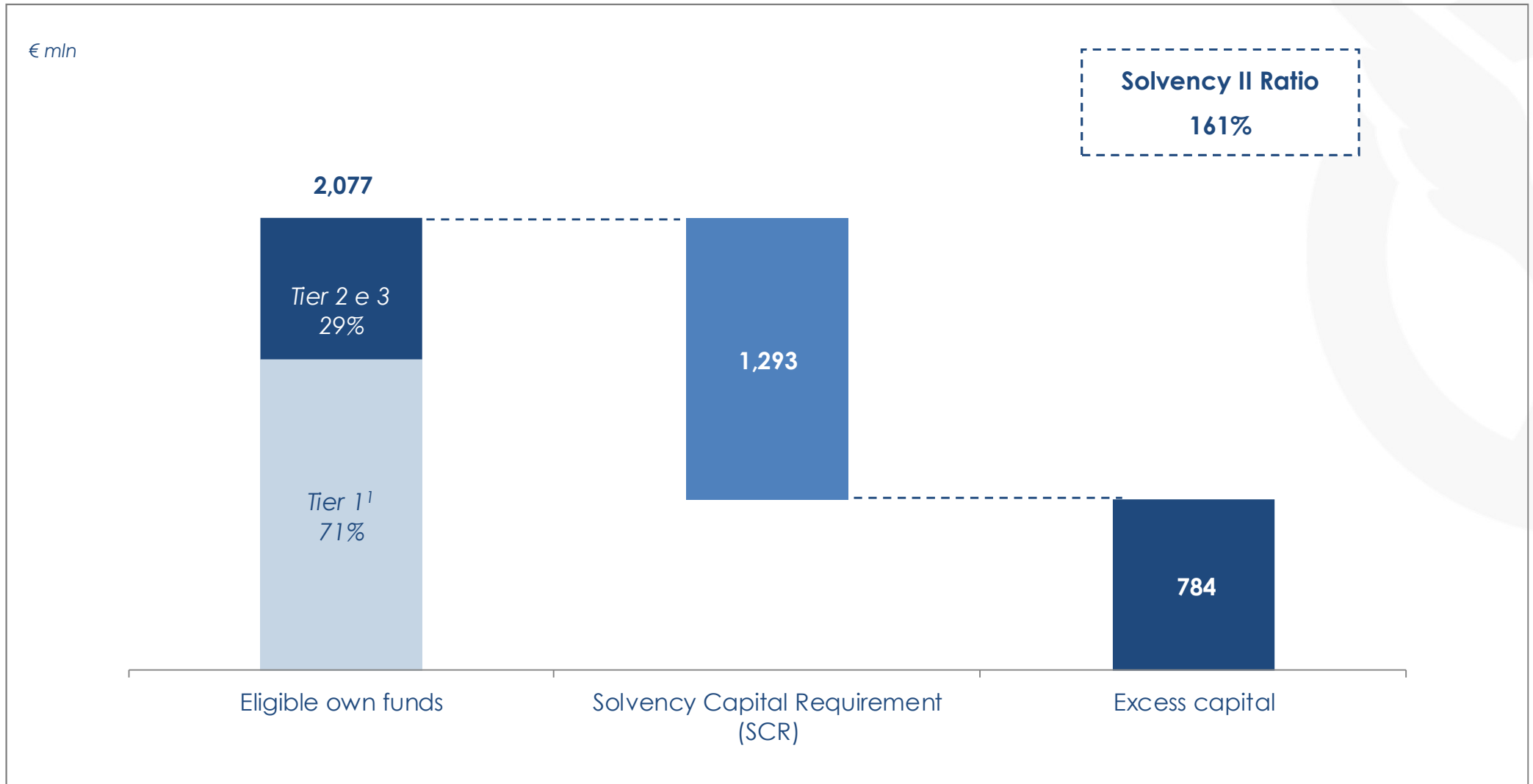


# Consolidated Shareholders' Equity



(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 March 31<sup>st</sup>, 2019

**Non-Life Business Performance**

Life Business Performance

Investments

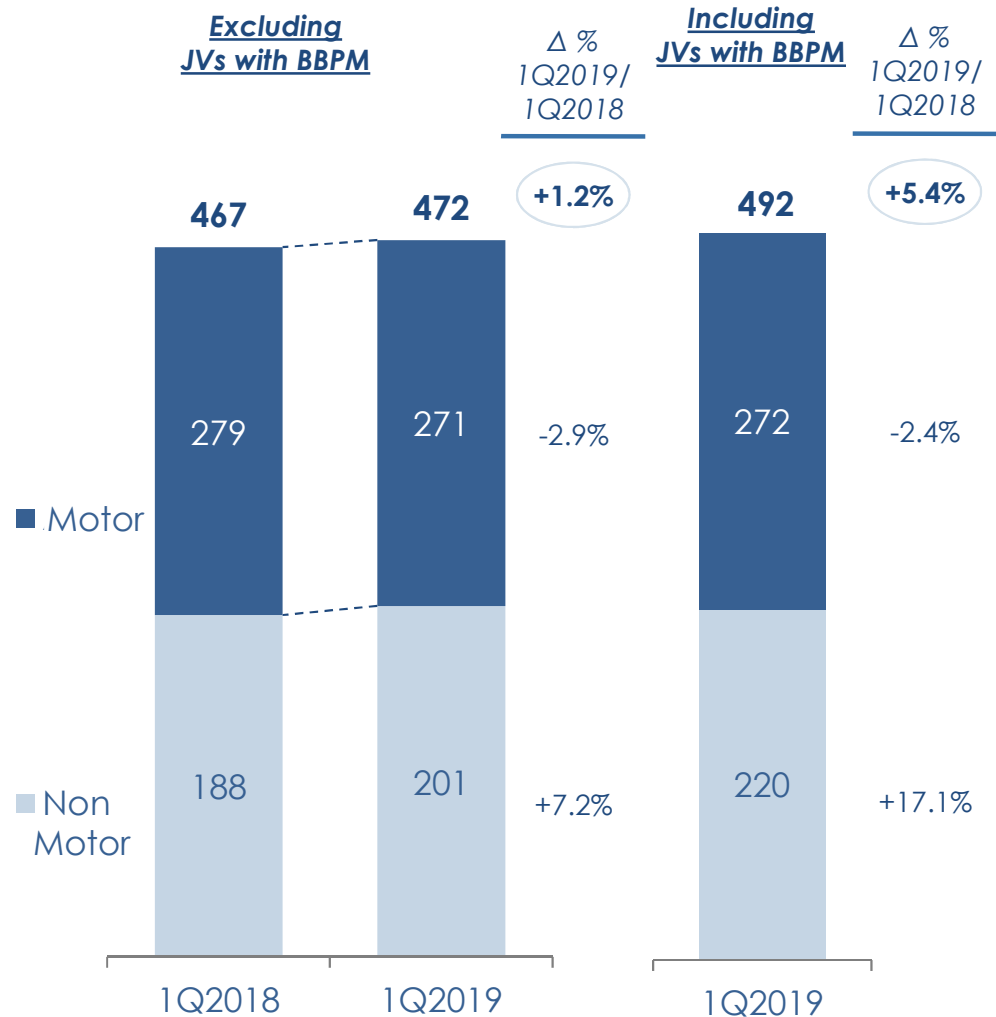


# Non-Life Business Performance

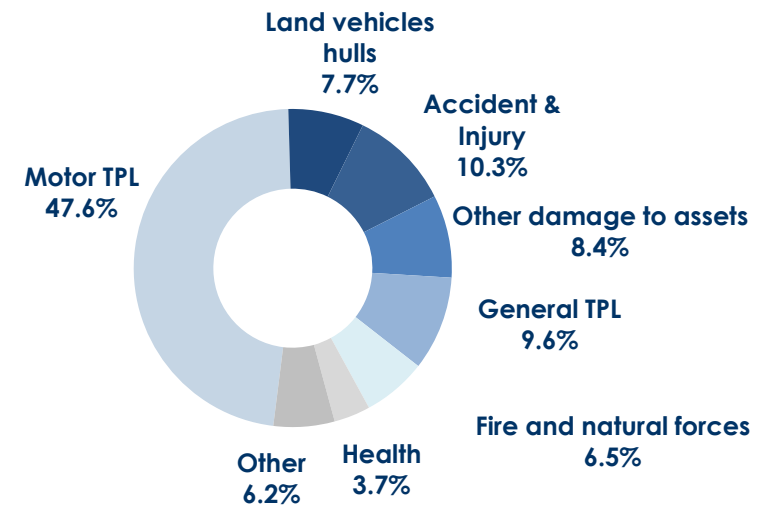
## Non-Life Premiums

### Group's Non-Life Premiums

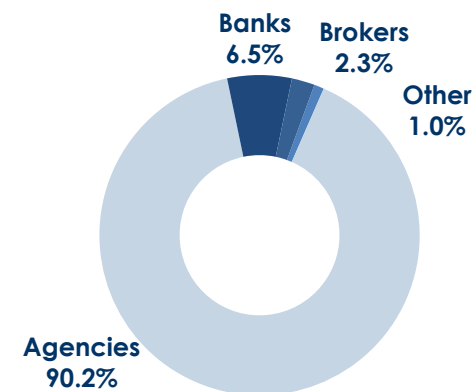
€ mln



### Non-Life Premiums by Class



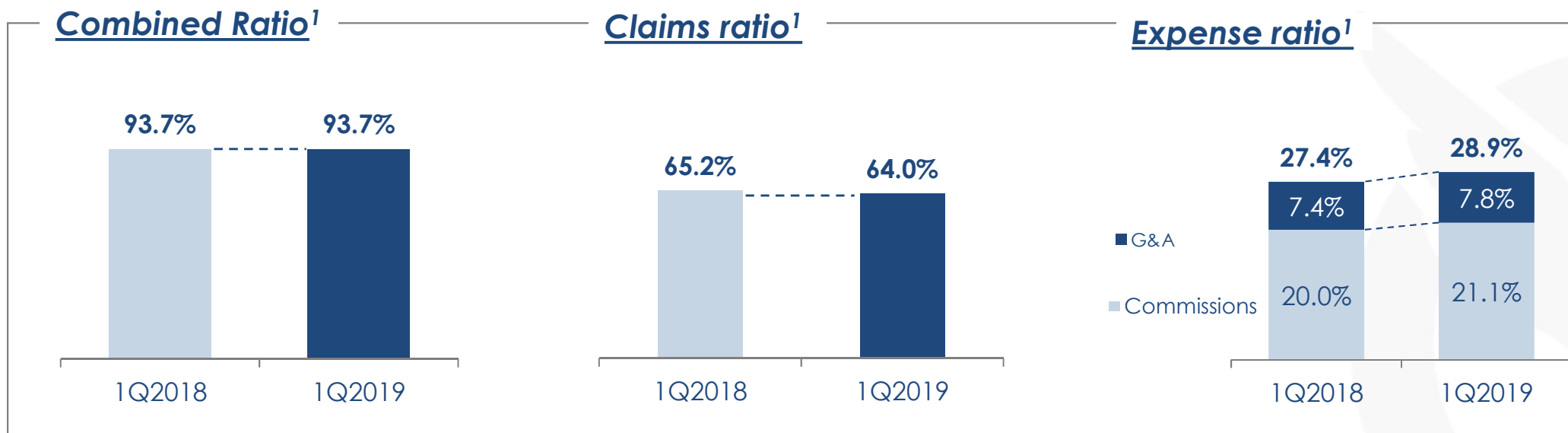
### Non-Life Premiums by Channel



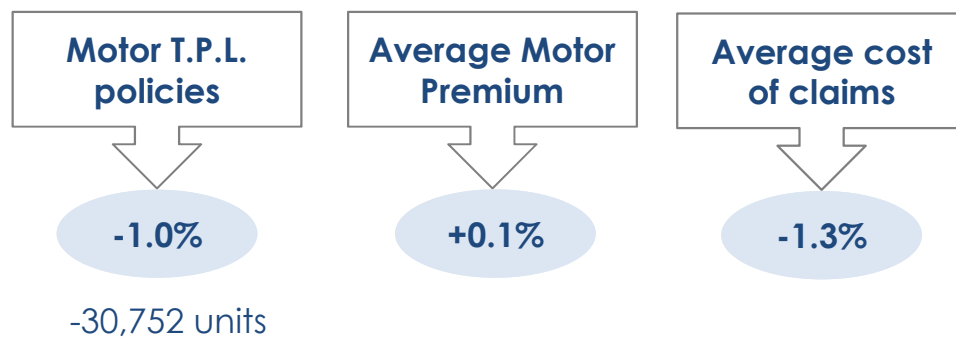


# Non-Life Business Performance

## Technical Ratios

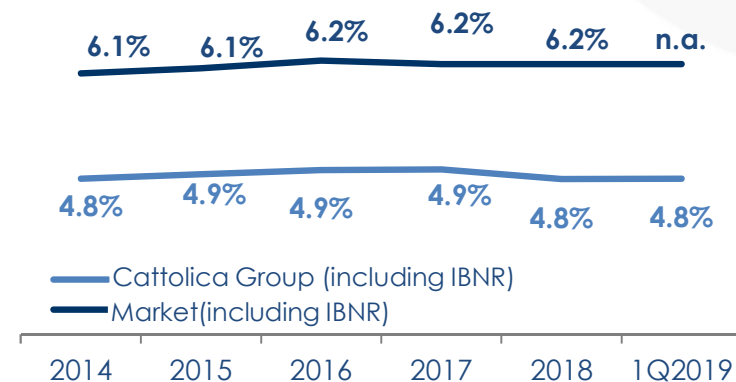


### Policies, avg. Premium and avg. Cost of Motor TPL business



Figures at 1Q2019  
Δ compared with FY2018

### Motor T.P.L. claim frequency trend



(1) Retained business.

---

Results at March 31<sup>st</sup>, 2019

Non-Life Business Performance

**Life Business Performance**

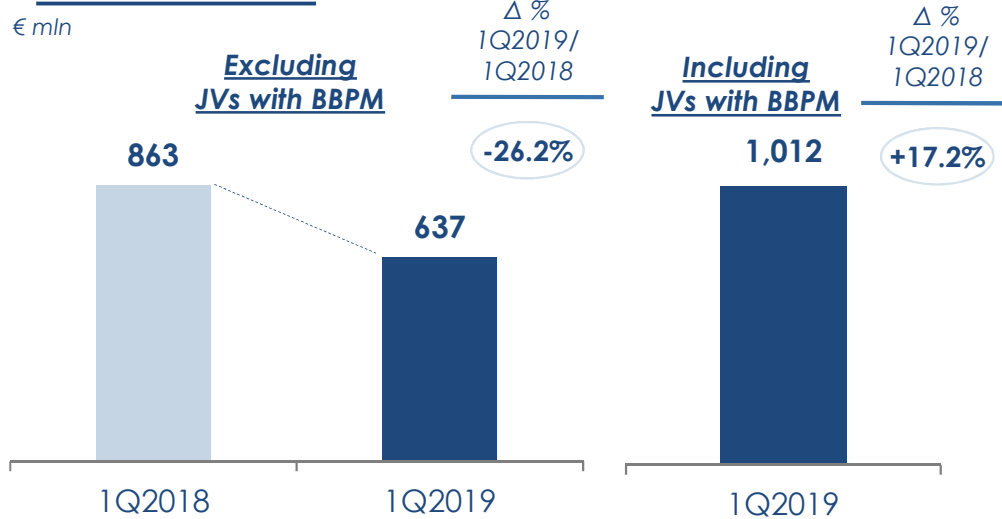
Investments



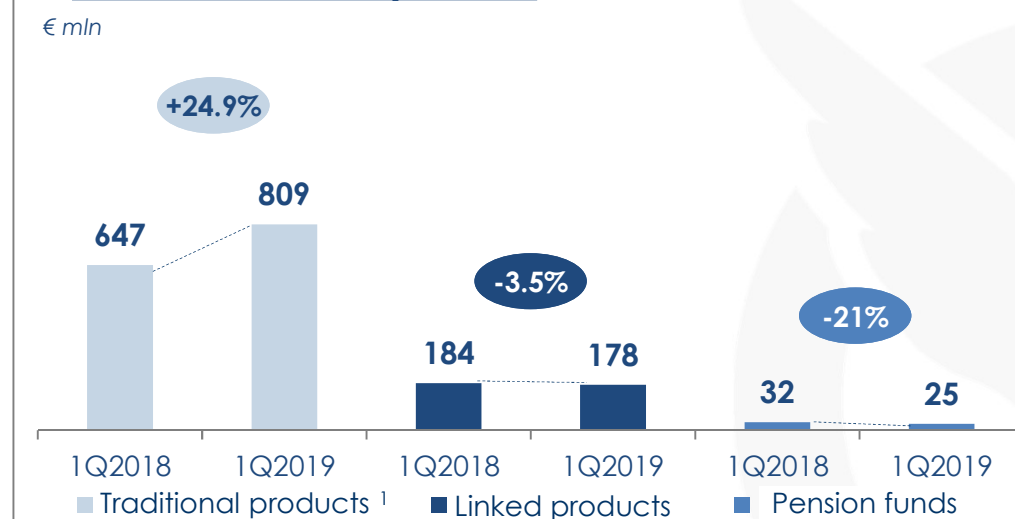
# Life Business Performance

## Life Premiums

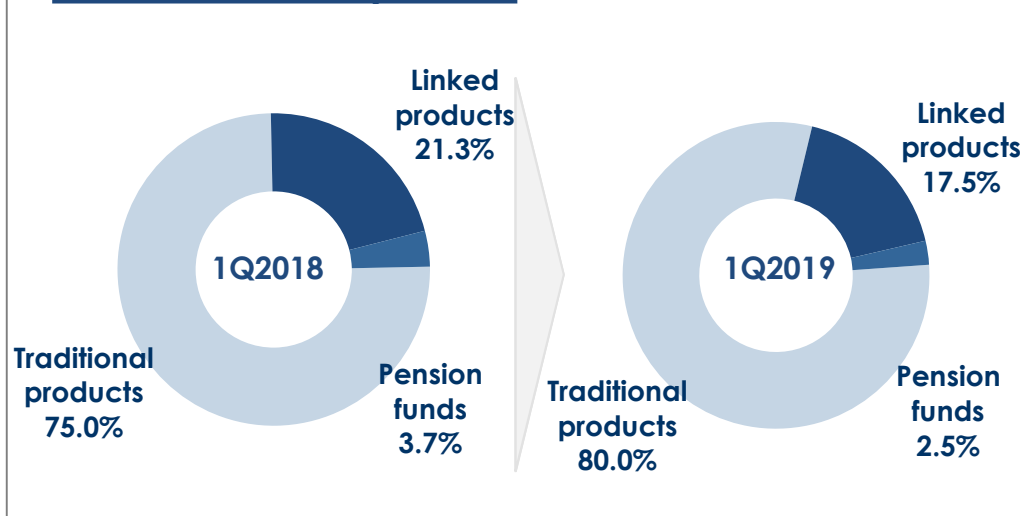
### Life Premiums



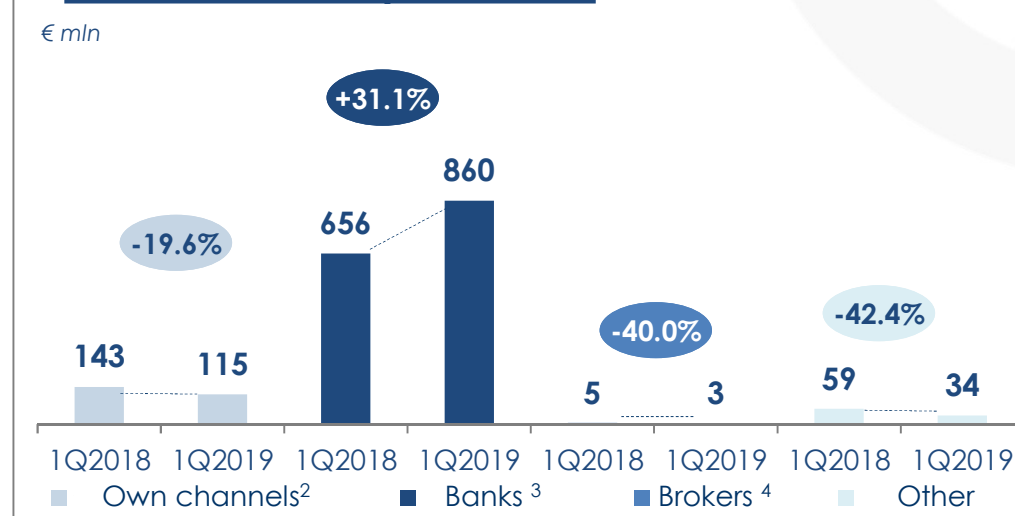
### Life Premiums by Class



### Life Premiums by Class



### Life Premiums by Channel

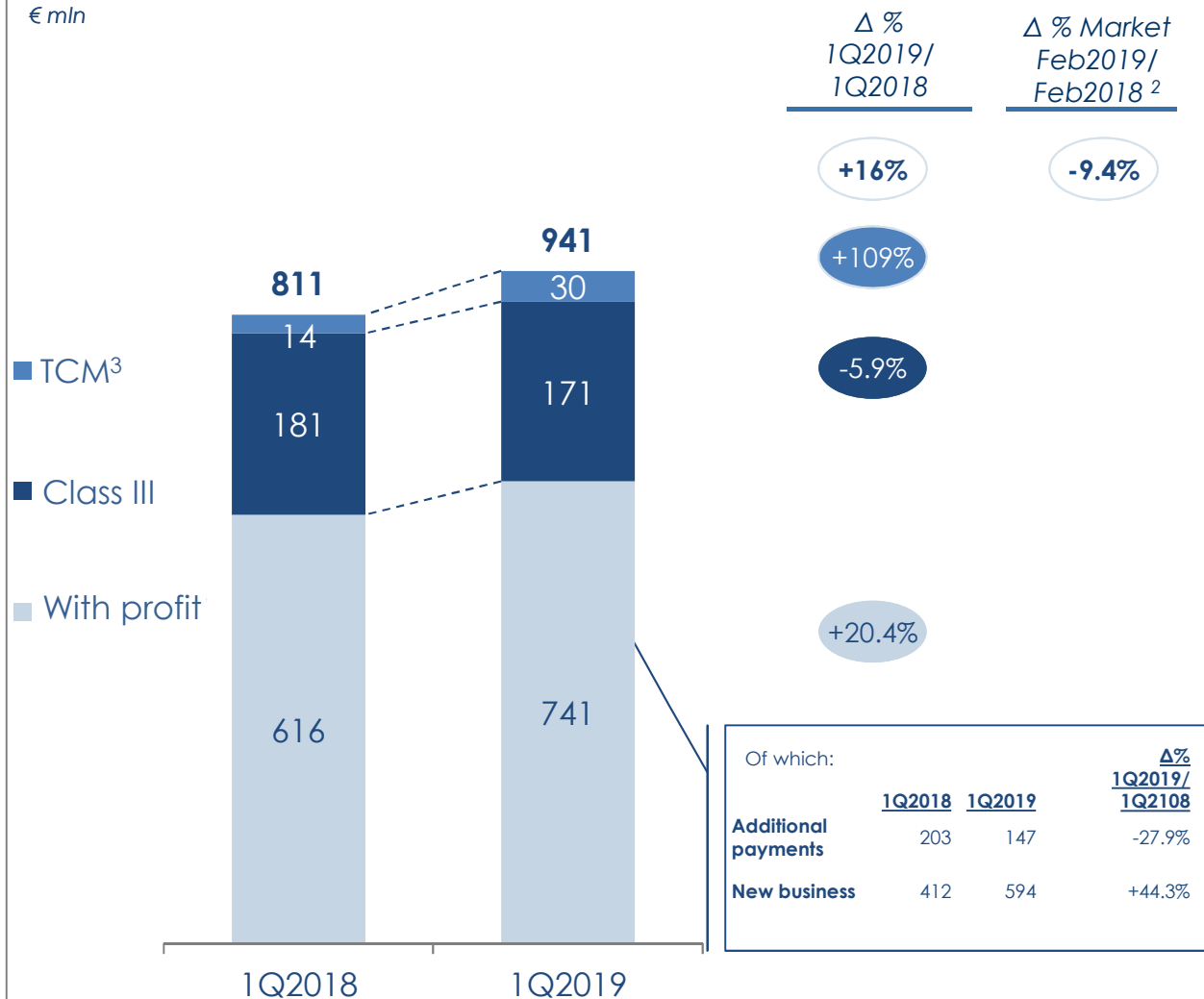


(1) Classes I, IV and V. (2) Agents and sub-agents. (3) It includes Financial Advisors. (4) Cattolica Life included

# Life New Business and Life Net Inflows

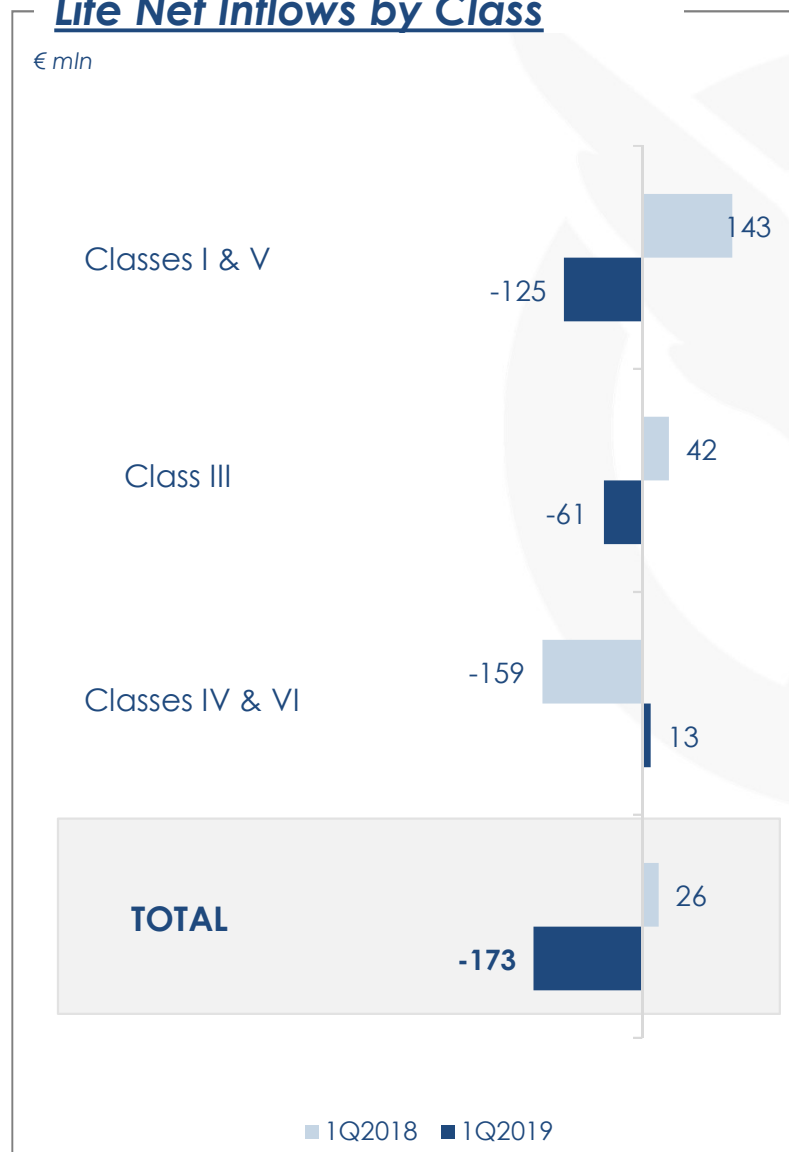
## Life New Business<sup>1</sup>

€ mln



## Life Net Inflows by Class

€ mln



((1) With profit - Classes I and V. (2) Source: ANIA monthly statistic on Life new business. (3) Term life policies

---



Results at March 31<sup>st</sup>, 2019

Non-Life Business Performance

Life Business Performance

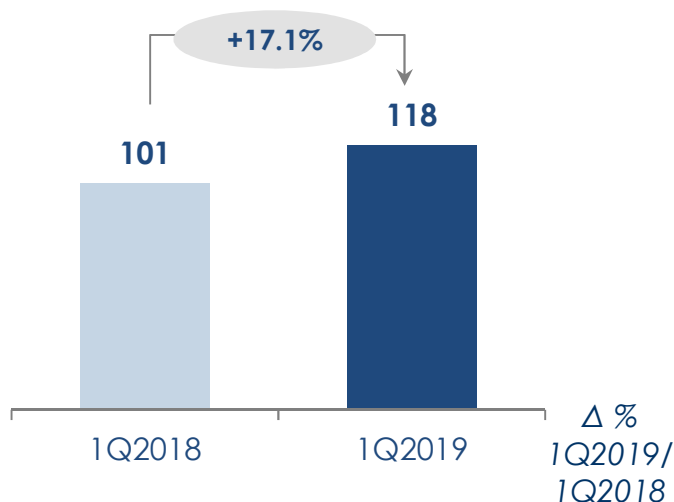
**Investments**



# Investment Result and Group's Asset Allocation

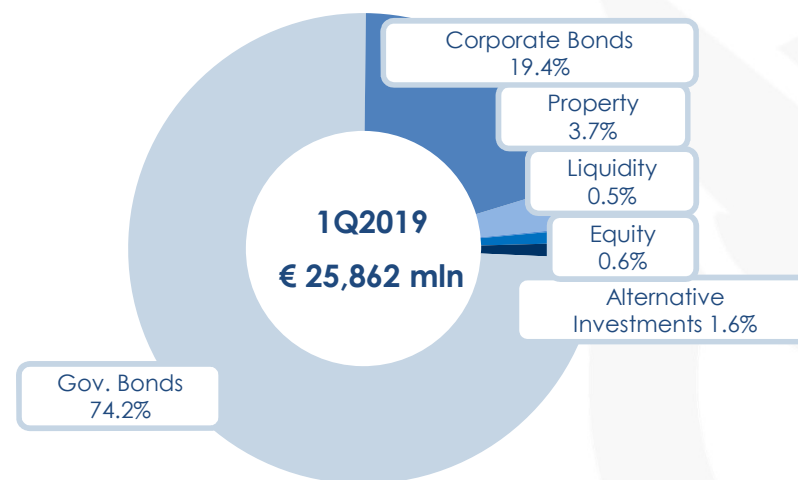
## Investment Result<sup>1</sup>

€ mln

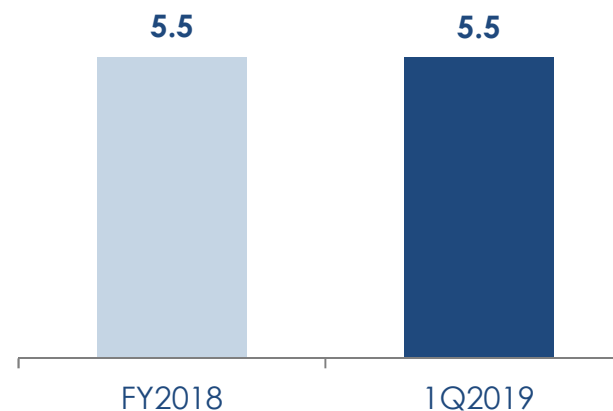


Interests and coupons	119	140	+17.9%
Gains and losses <sup>2</sup>	2	-3	n.s.
Investment costs	-8	-12	+50.5%
<b>Investment result<sup>3</sup></b>	<b>113</b>	<b>125</b>	<b>+11.3%</b>
Impairments & write-downs <sup>3</sup>	-4	1	n.s.
Interest payments on subordinated debts & other financial liabilities	-8	-8	-0.2%
<b>Total Class C Investment Result</b>	<b>101</b>	<b>118</b>	<b>+17.1%</b>

## Asset allocation



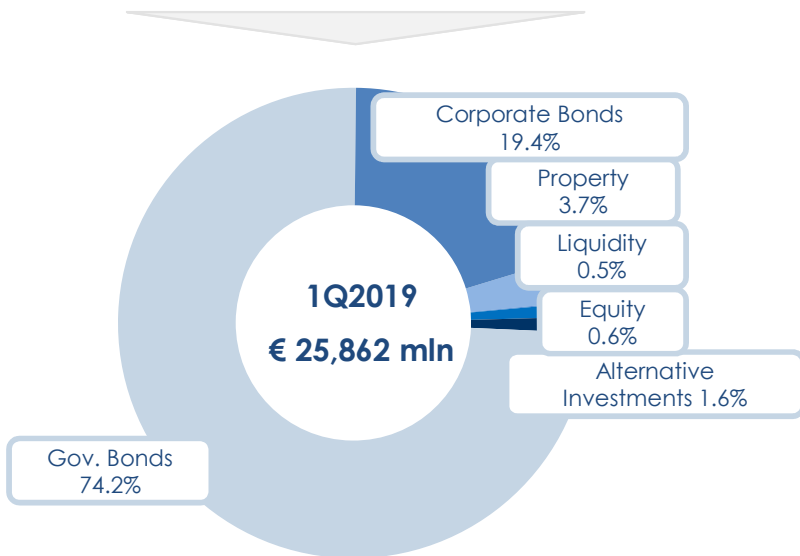
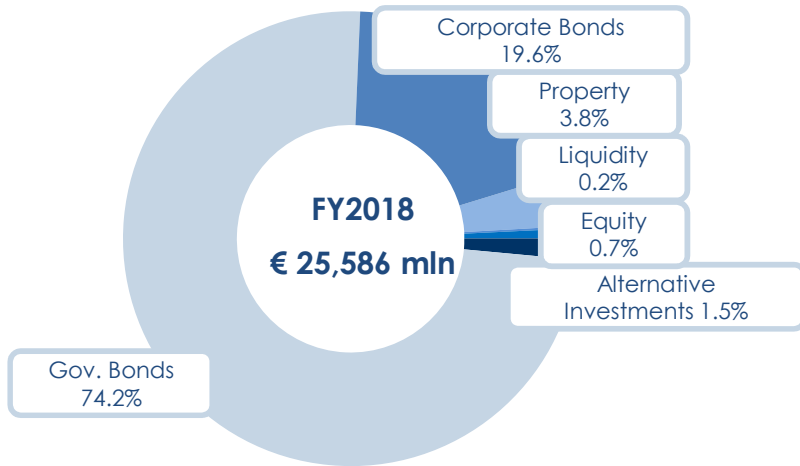
## Duration



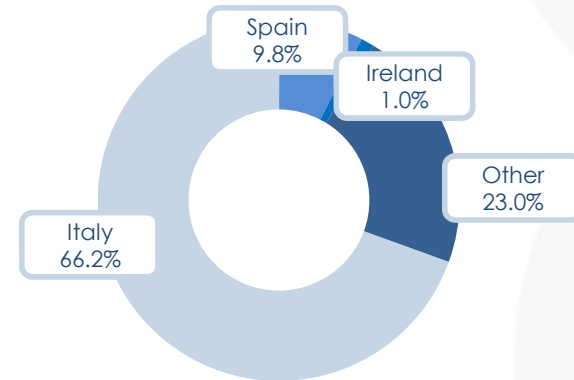
(1) Investment result of the sectors Life and P&C (2) Including realised gains and mark-to-market profits on investments, different from impairments, write-downs and depreciation on property. (3) Gross of tax and shadow.

# Asset allocation and Group's bond rating classes

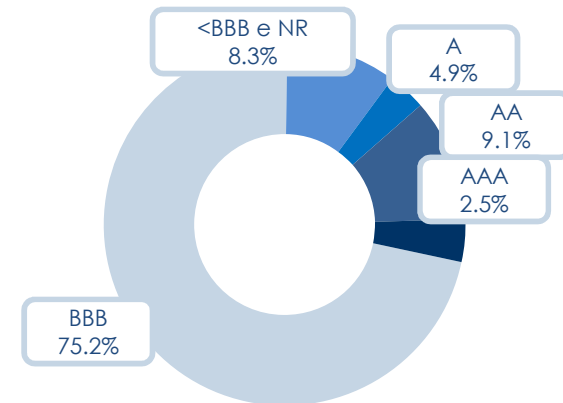
## Group's Investment breakdown<sup>1</sup>



## Bond Portfolio by region



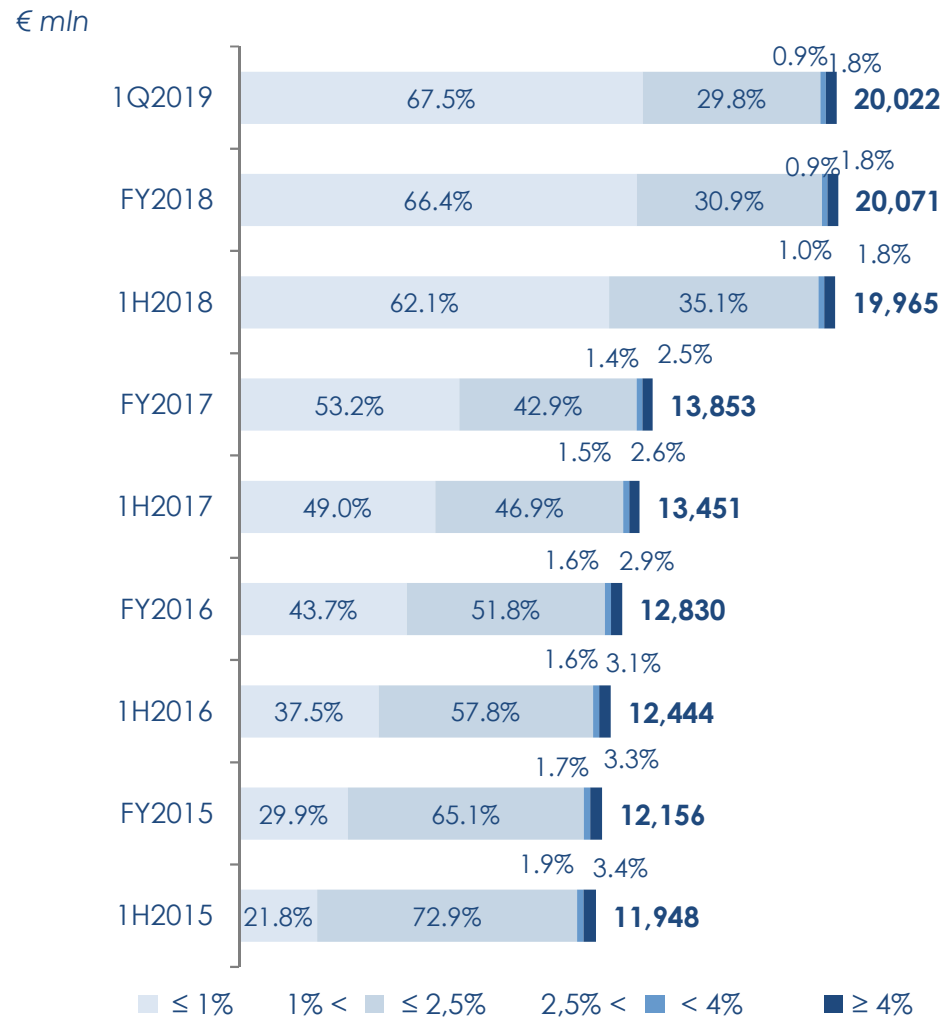
## Bond Portfolio by rating<sup>2</sup>



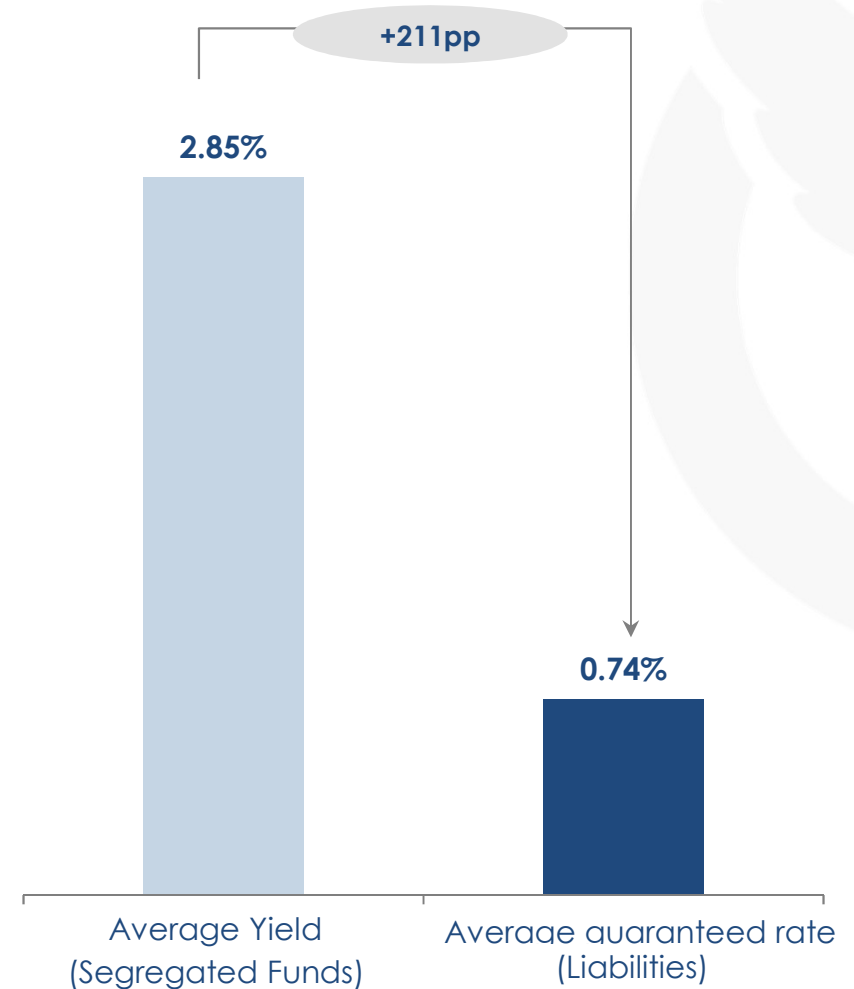
1) Managed assets (excluding subsidiaries), IAS figures as at December 31st. (2) Excluding the contribution of the JVs with Banco BPM

# Financial performance and Minimum Guaranteed

## Technical Reserve Breakdown for Minimum Guaranteed (Segregated Funds)<sup>1</sup>



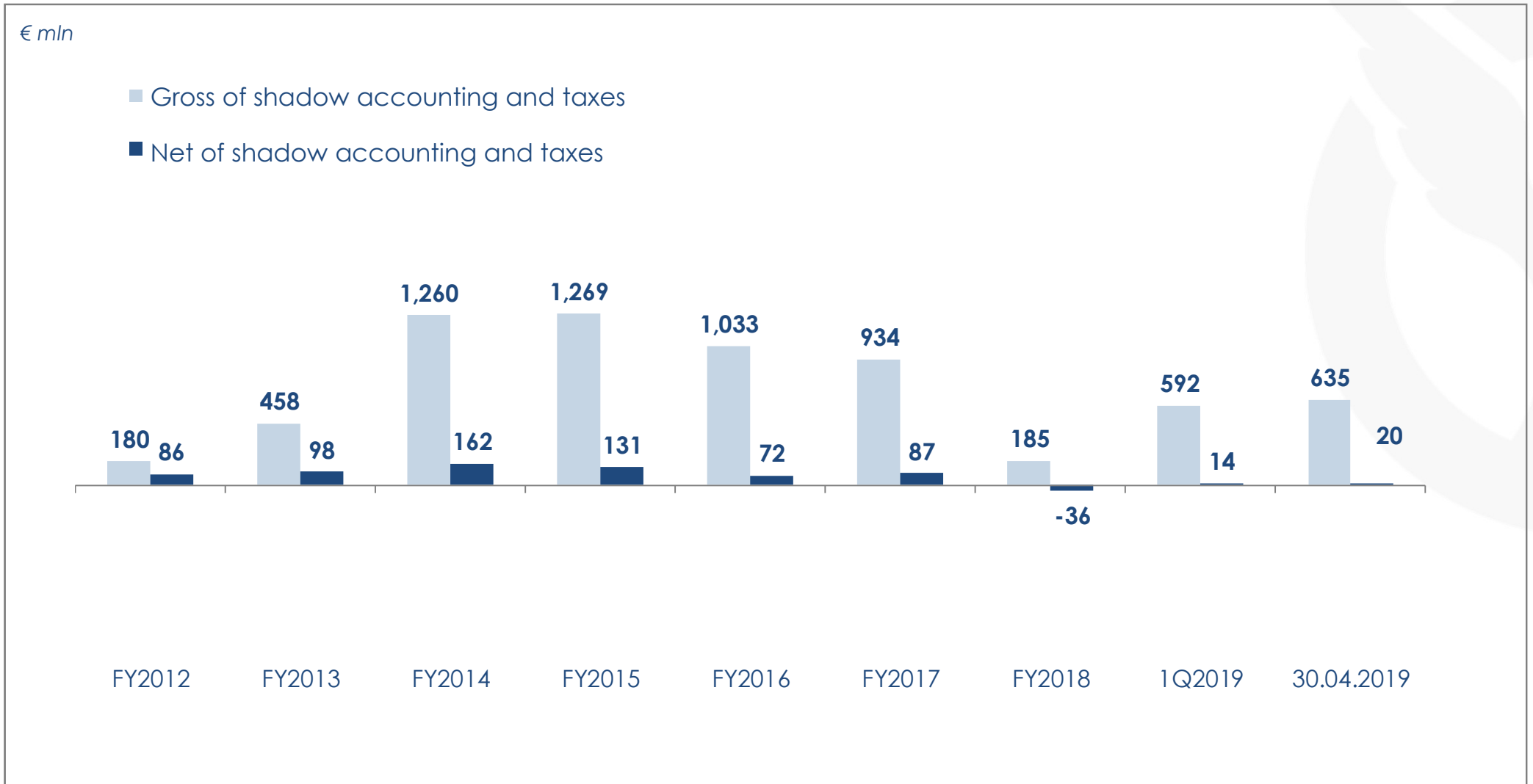
## Yield v.s. Minimum Guaranteed (2019)



(1) including the effects of the joint ventures with Banco BPM.



# 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); taxes are calculated consistently with the operating result assets and liabilities.*



## DISCLAIMER

---

This document has been prepared by Cattolica Assicurazioni – based on data from internal sources (year-end financial statements, consolidated Group financial statements, internal reporting and other company documentation, etc.) – for the sole purpose of providing information on the Group’s results and future operating strategies. Given this, it can in no way be used as a basis for possible investment decisions. It is not a solicitation to buy or sell shares. No part of the document can be taken to be the cause of or reason for agreements or commitments of any type or kind whatsoever, nor can it be relied upon for agreements and commitments. Information contained in the document concerning forecasts has been prepared according to various assumptions and/or elements that might ultimately materialise differently to present expectations. Results might therefore change. Cattolica therefore in no way provides any guarantee, either explicit or tacit, as regards the integrity or accuracy of the information or opinions contained in the document, nor can any degree of reliability be attributed to the same, inasmuch as it has not been subjected to independent verification. Responsibility for use of the information and opinions contained in the document lies solely with the user. In any case Cattolica, within legally admissible limits, will not consider itself liable for any damages, direct or indirect, that third parties might claim due to utilisation of incomplete or inaccurate information. For any further information concerning Cattolica Assicurazioni and its related Group, reference must be made exclusively to the information given in the annual, quarterly, and interim reports and financial statements. The full versions of these documents, which constitute the factual basis and proof for all legal purposes, are lodged at the company’s registered offices and are available to anyone requesting them. Reproduction or full or partial publication and distribution of the information contained herein to third parties is prohibited. Acceptance of the present document automatically signifies recognition of the aforesaid constraints.

