



Results at December 31st, 2019

Cattolica Assicurazioni Group

Verona, March 19th, 2020

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- **Non-Life Business Performance**
- **Life Business Performance**
- **Investments**

Key consolidated figures

Results at December 31st, 2019

(€ mln)	IAS/IFRS Results		
	FY2018	FY2019	Δ%
Total Direct Premiums	5,776	6,929	+20.0%
<i>Non-Life Direct Premiums</i>	2,104	2,157	+2.5%
<i>Life Direct Premiums¹</i>	3,672	4,772	+30.0%
Combined ratio²	93.4%	94.3%	+0.9 pps
Cons. Shareholders' Equity	2,255	2,351	+4.2%
Solvency II Ratio	169% ³	175%	+6 pps
Operating Result	292	302	+3.1%
Consolidated Result	137	103	-24.6%
Group's Result	107	75	-29.7%
Adjusted Result	119	103	-13.2%
Operating Return On Equity	7.5%	7.9%	+0.4 pps
Dividend per share (€)	0.40	n.a.	n.a.



- (1) Including investment contracts.
(2) Retained business.
(3) As at 30 September 2019.

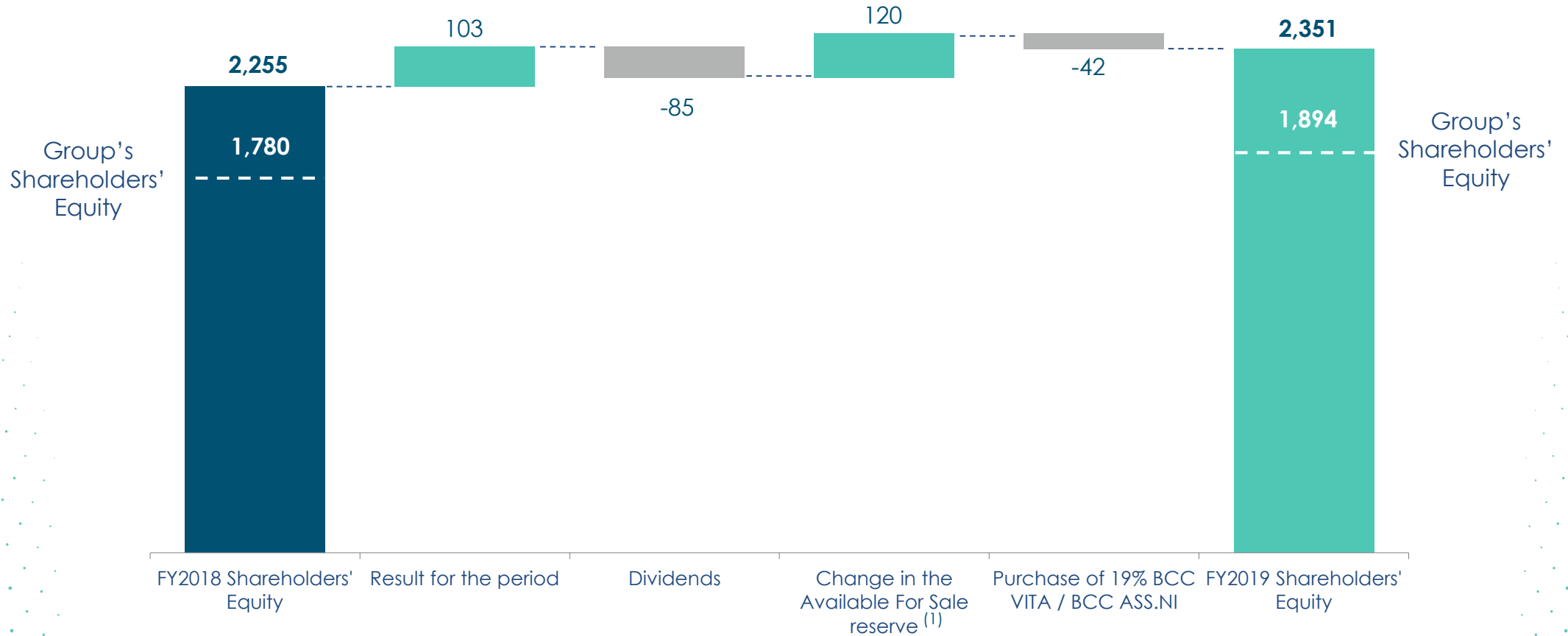
Income statement by segment of activities

Results at December 31st, 2019

(€ mln)	NON LIFE		LIFE		OTHER		TOTAL	
	FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	FY2018	FY2019
Net Premiums	1,855	1,887	3,500	4,657	0	0	5,355	6,544
Net charges relating to claims	-1,171	-1,190	-3,403	-5,067	0	0	-4,574	-6,257
Operating expenses	-541	-561	-195	-218	0	0	-736	-779
Other revenues net of other costs (other technical income and charges)	-20	-27	-35	-53	0	0	-55	-80
Income on ordinary gross investments (Class C)	93	94	459	515	0	-1	552	608
Income on ordinary gross investments (Class D)	0	0	-163	366	0	0	-163	366
Commissions income net of commissions expense	0	0	0	-1	0	0	0	-1
Operating expenses relating to investments	-10	-10	-29	-38	-4	-3	-43	-51
RESULT OF INSURANCE BUSINESS AND FINANCIAL OPERATIONS	206	193	134	161	-4	-4	336	350
Other revenues net of other operating costs	-37	-44	-7	-4	0	0	-44	-48
OPERATING RESULT	169	149	127	157	-4	-4	292	302
Realised and valuation income	-1	2	3	7	-1	-8	1	1
Interests on subordinated debt	-25	-25	-5	-6	0	0	-30	-31
Net income from investments in subsidiaries, associated companies and joint ventures	2	3	0	-1	0	0	2	2
Other revenues net of other non-operating costs	-15	-24	-20	-61	1	0	-34	-85
PROFIT (LOSS) BEFORE TAXATION FOR THE YEAR	130	105	105	96	-4	-12	231	189
Taxation	-58	-48	-37	-41	1	3	-94	-86
CONSOLIDATED PROFIT (LOSS) FOR THE YEAR	72	57	68	55	-3	-9	137	103
of which pertaining to the Group	70	55	40	29	-3	-9	107	75
of which pertaining to minority interests	2	2	28	26	0	0	30	28
ADJUSTED RESULT	72	58	50	54	-3	-9	119	103

Consolidated Shareholders' Equity

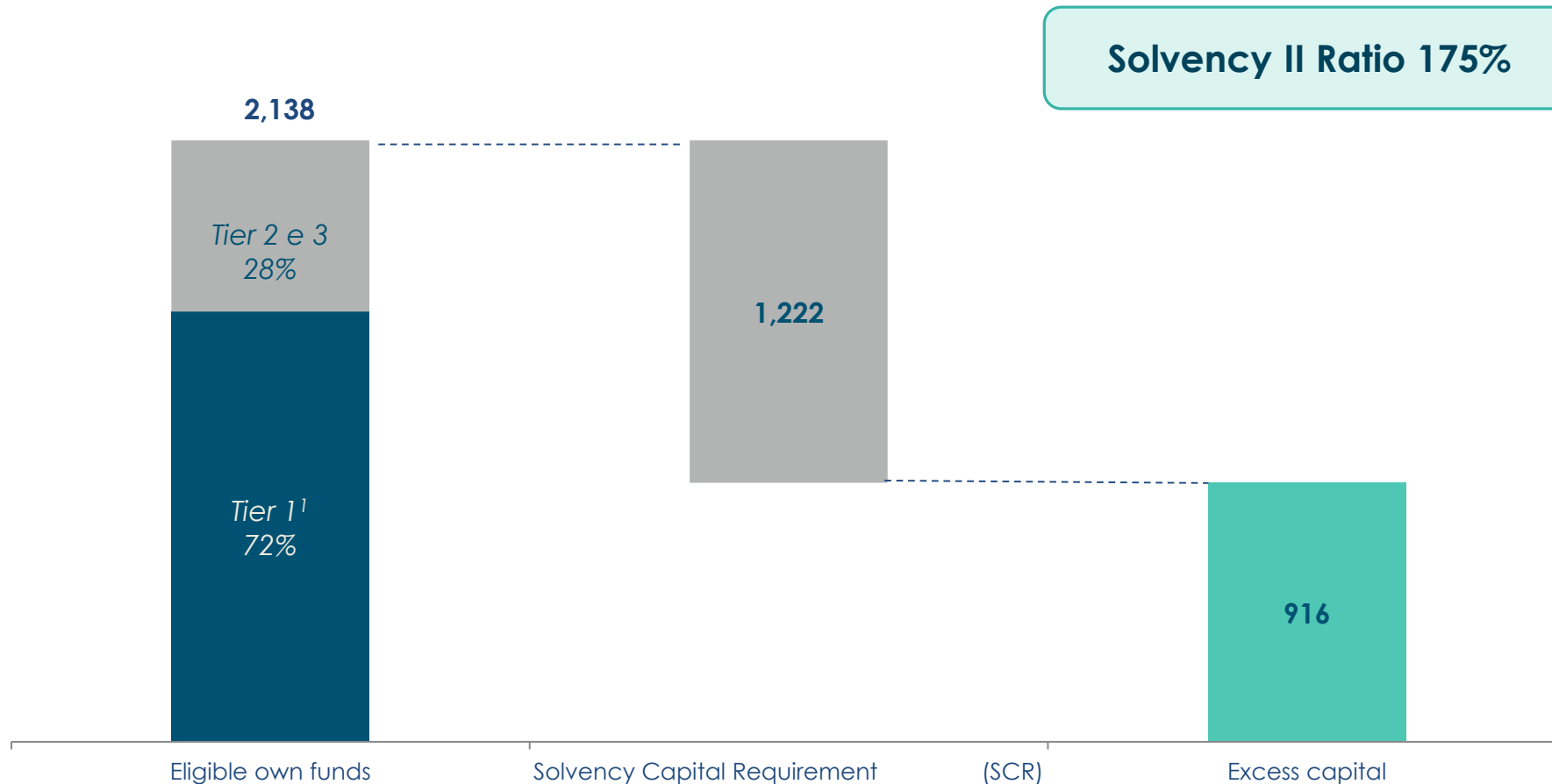
Results at December 31st, 2019



(1) It includes the changes in shadow accounting (net of tax and shadow accounting) and other profit and loss directly included in the income statement.

Group's Solvency II ratio

Results at December 31st, 2019



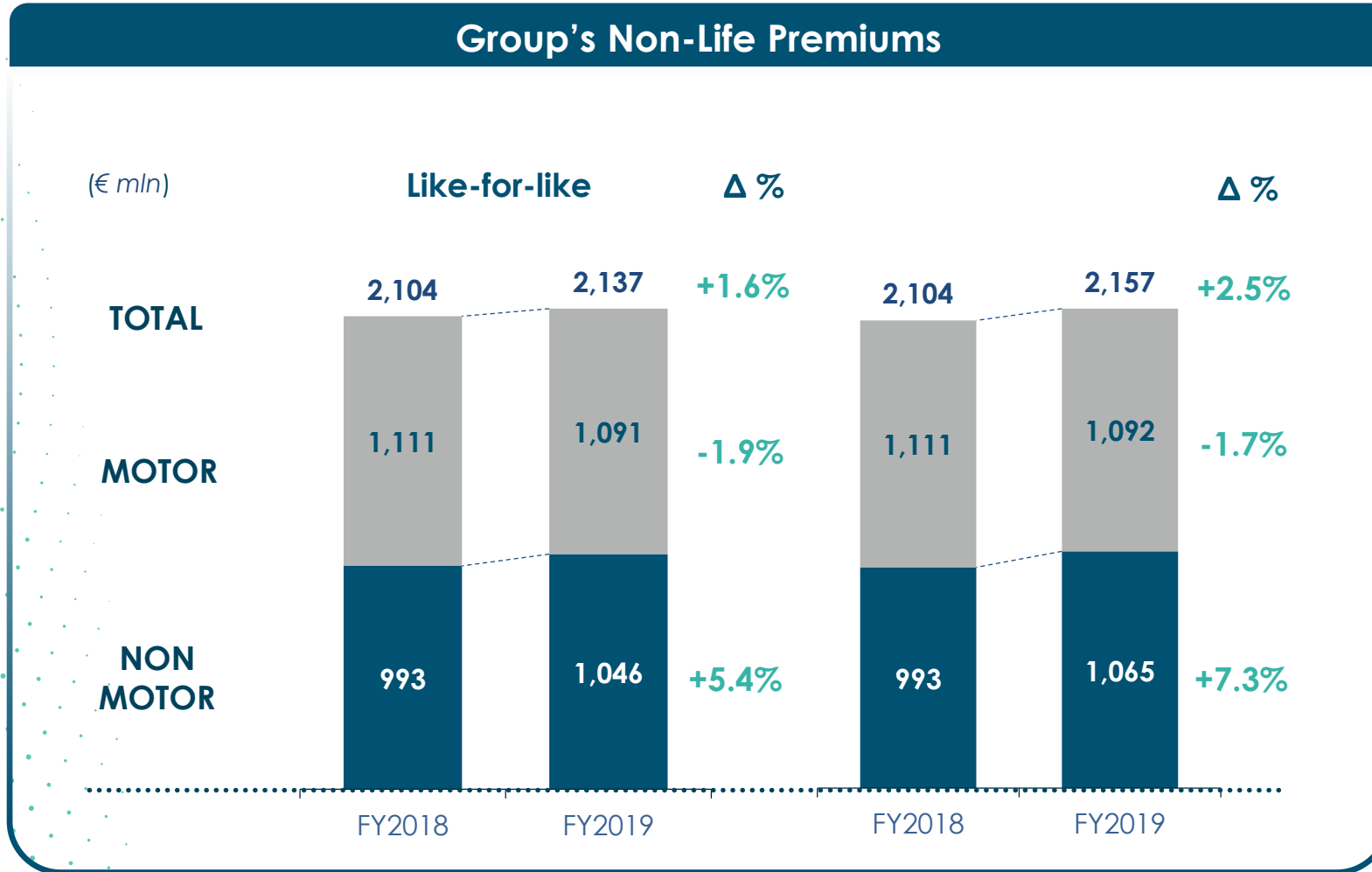
(1) Tier 1 "unrestricted" eligible own funds (share capital and capital buffers) equal to about 68% of total own eligible funds.

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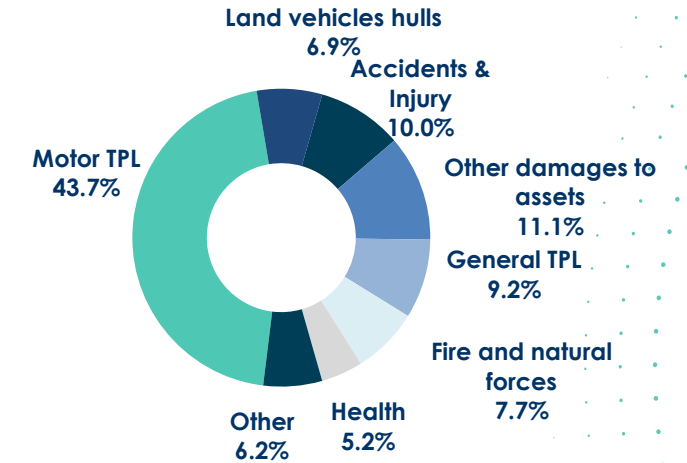
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Non-Life Premiums

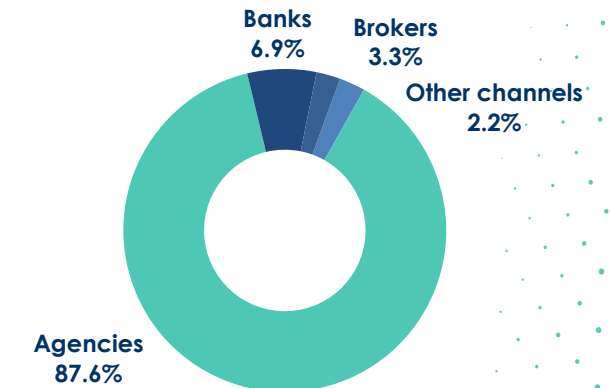
Non-Life Business Performance



Non-Life Premiums by Class

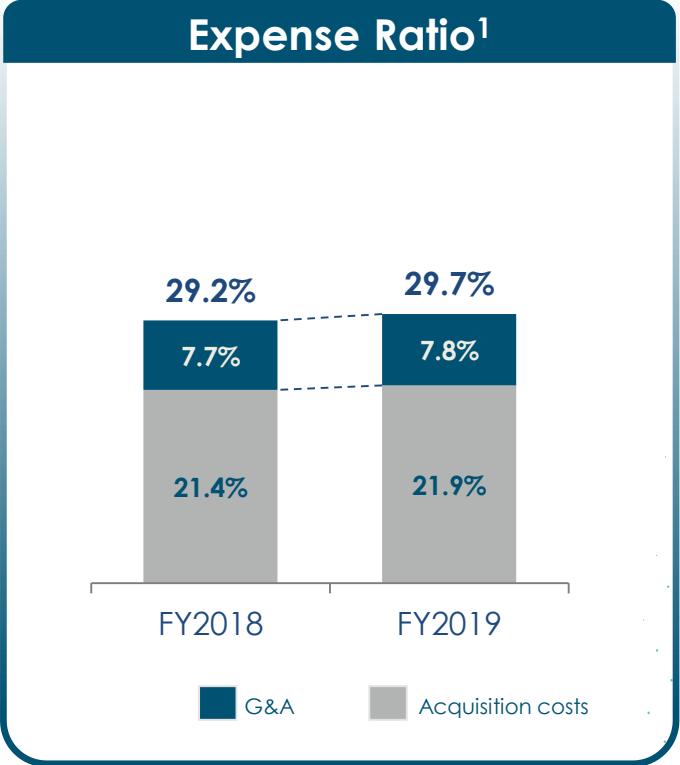
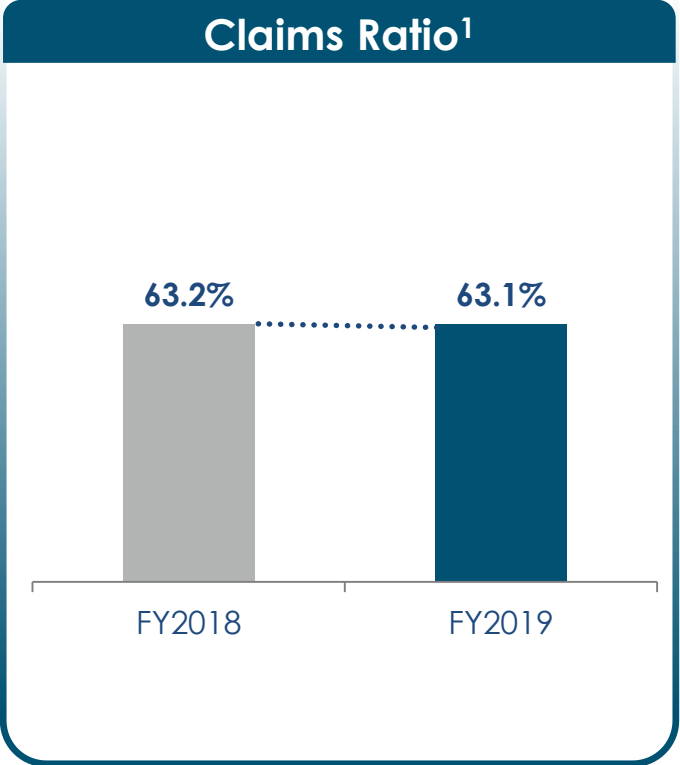
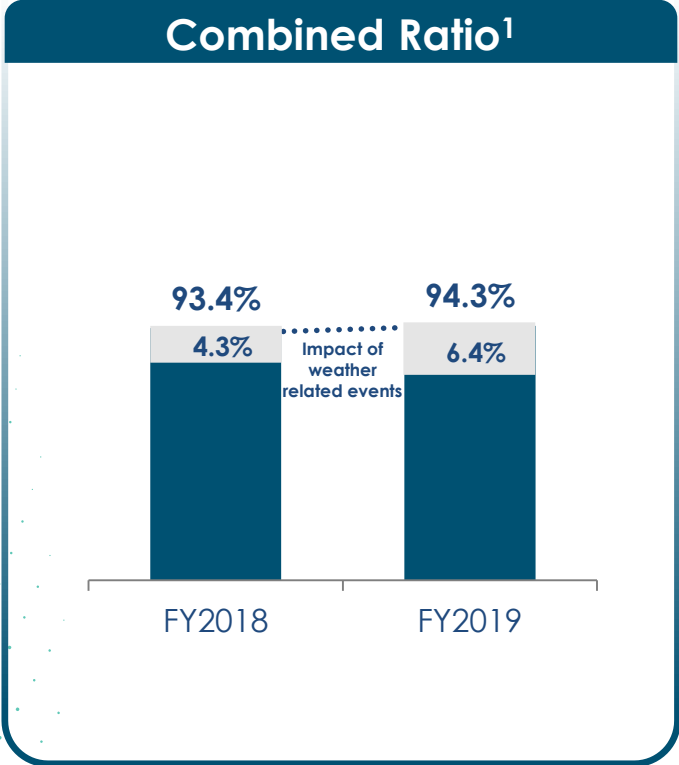


Non-Life Premiums by Channel



Technical Ratios

Non-Life Business Performance

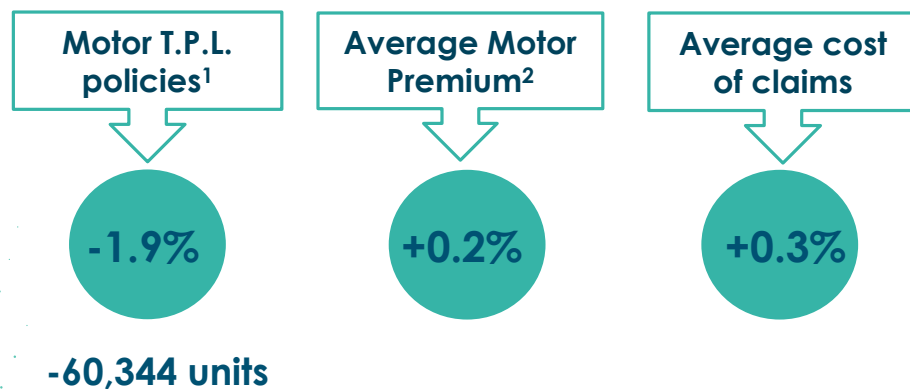


(1) Retained business.

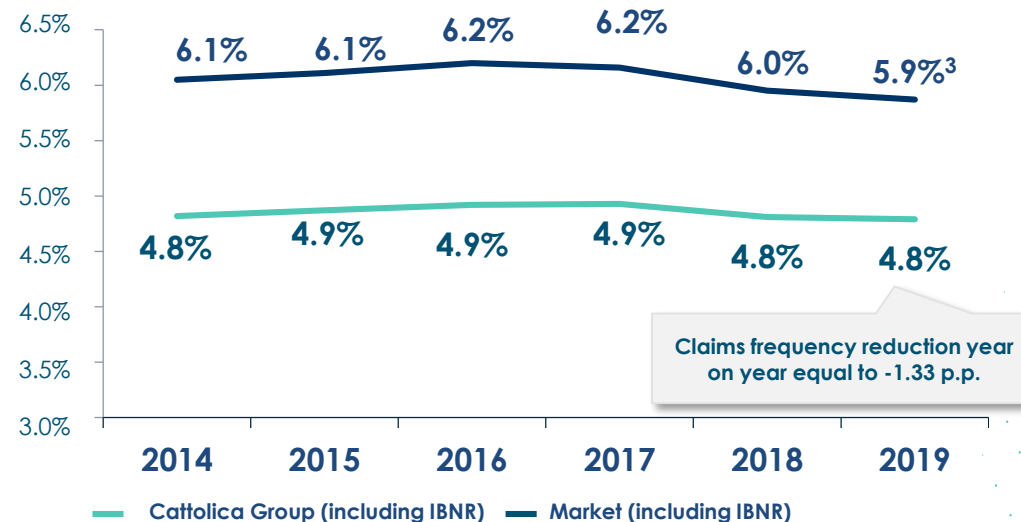
Technical Ratios

Non-Life Business Performance

Policies, avg. Premium and avg. Cost of Motor TPL business Δ FY19/FY18



Motor TPL Claims Frequency



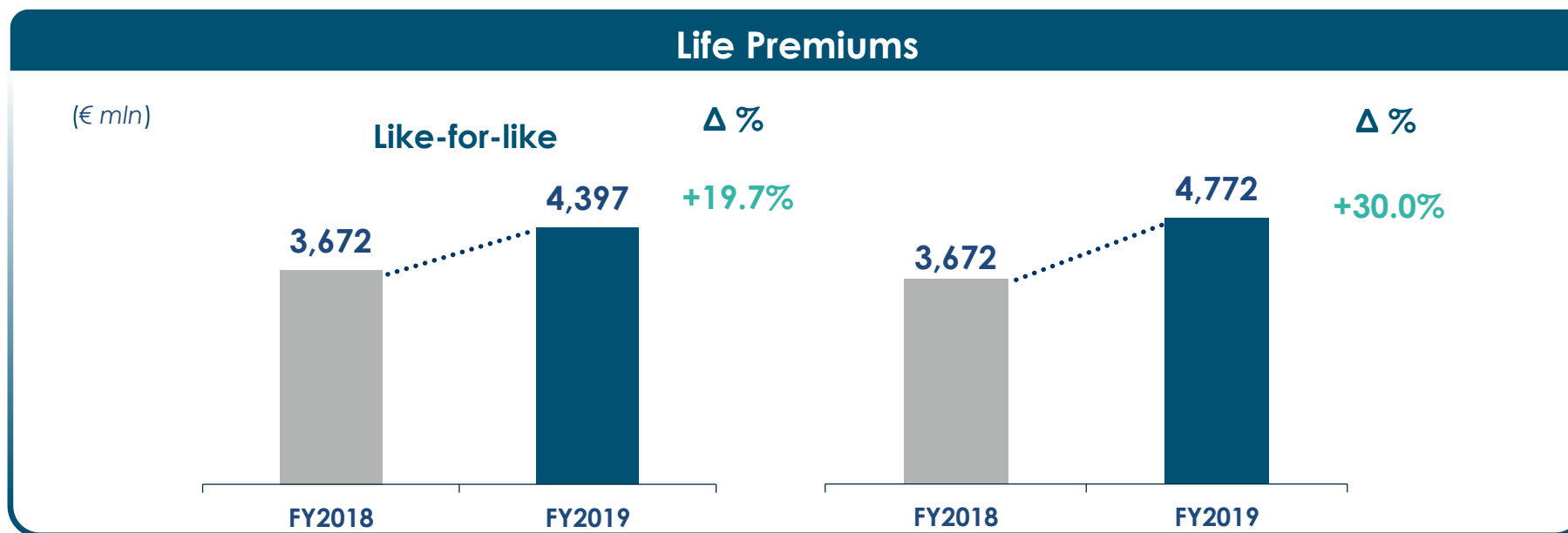
- (1) Motor T.P.L. policies including fleets.
- (2) Average Premium excluding fleets.
- (3) Market data: projection on ANIA data at 30 September 2019.

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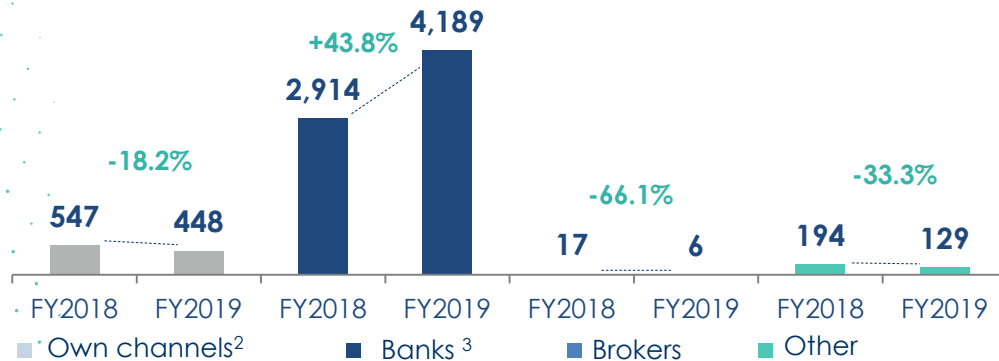
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Life Premiums

Life Business Performance



Life Premiums by Channel



Life Premiums by Class

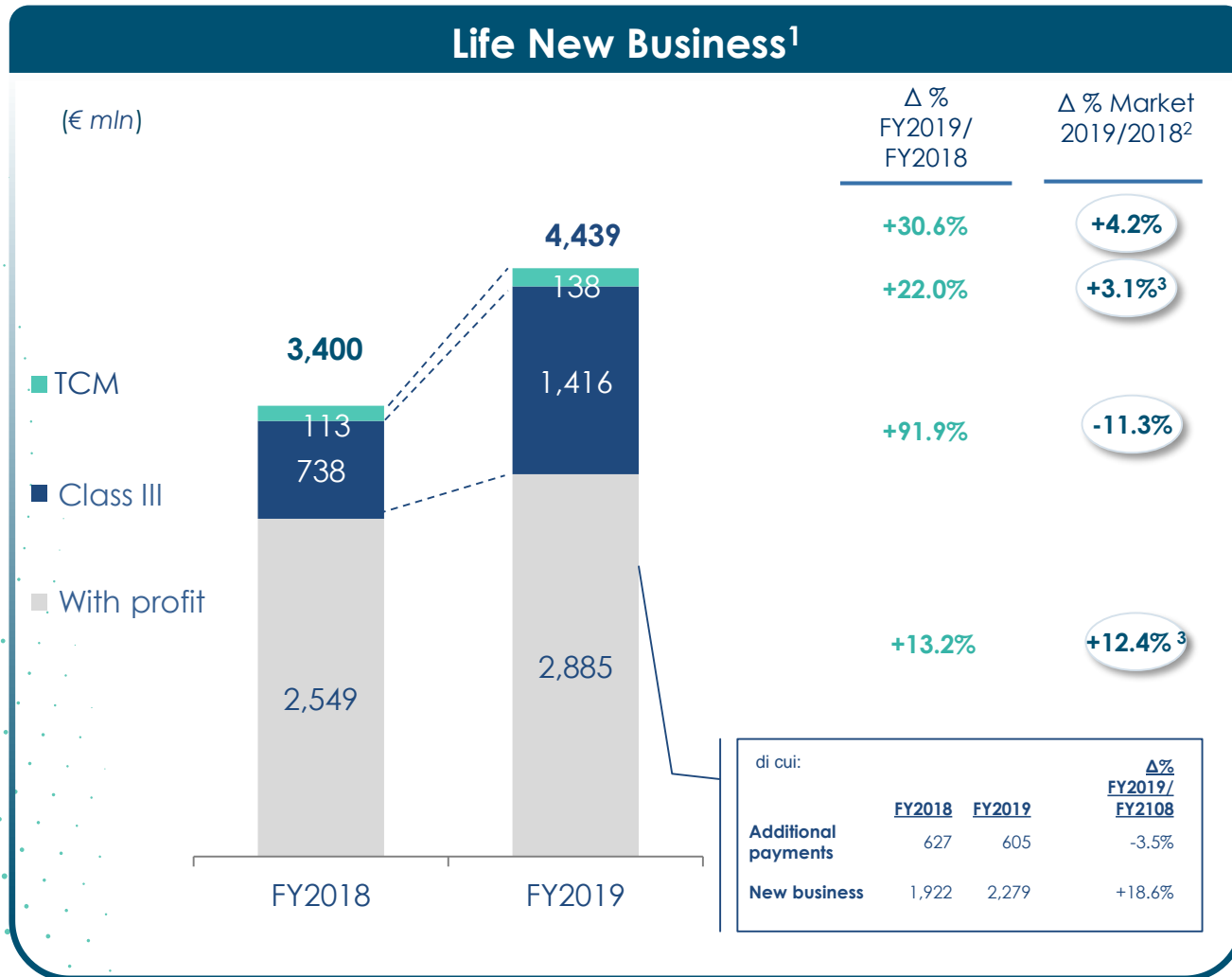
	FY2018		FY2019		Δ%
	€ mln	%	€ mln	%	
Traditional products ¹	2,820	76.8%	3,233	67.7%	14.6%
Linked products	761	20.7%	1,455	30.5%	91.2%
Pension funds	91	2.5%	84	1.8%	-6.9%
Total	3,672		4,772		30.0%



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

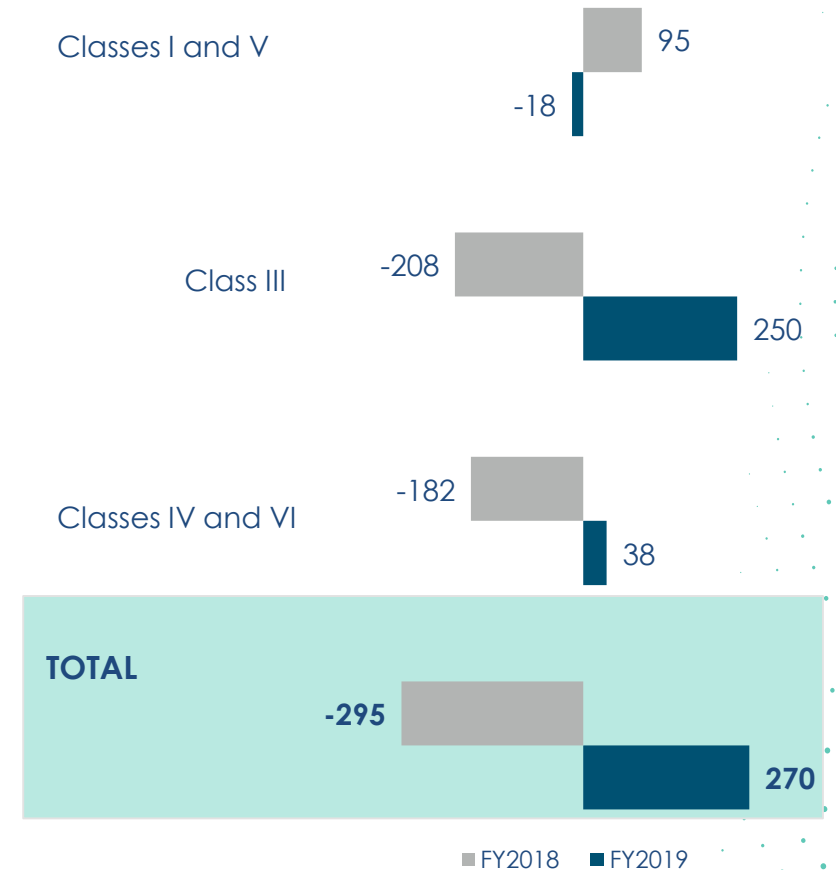
Life New Business and Life Net Inflows

Life Business Performance



Life Net Inflows by Class

(€ mln)



(1) With profit - Classes I and V.

(2) Source: ANIA monthly statistic on Life new business Anno XV_n°12 February 2020.

(3) Changes calculated on the basis of ANIA monthly statistic on Life new business Anno XV_n°12 February 2020.

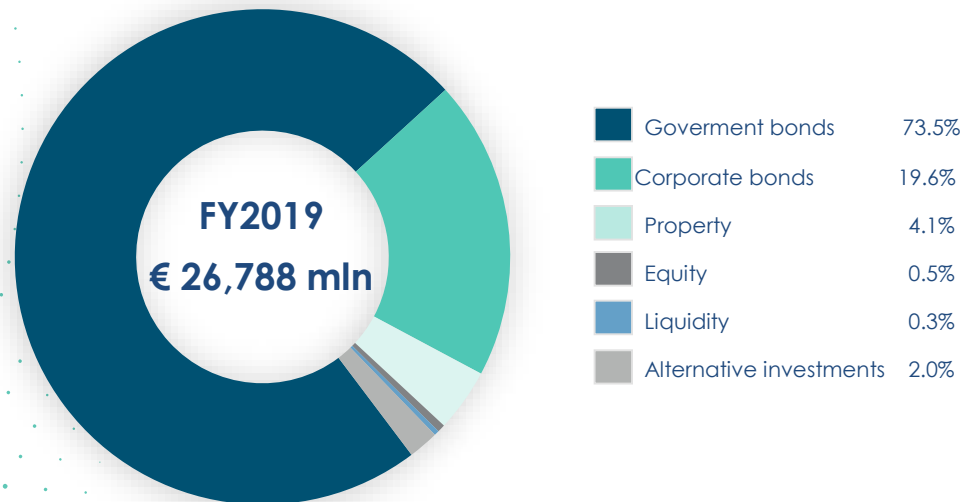
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Investment Result and Group Asset Allocation

Investments

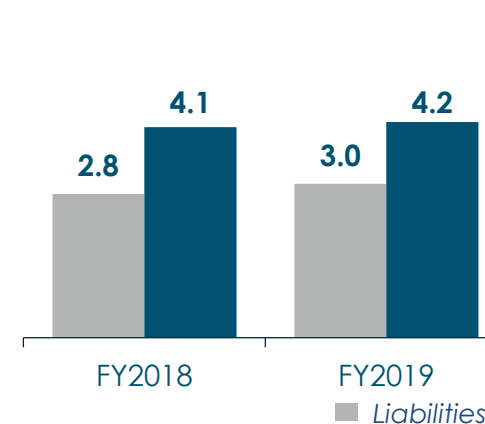
Group Asset allocation



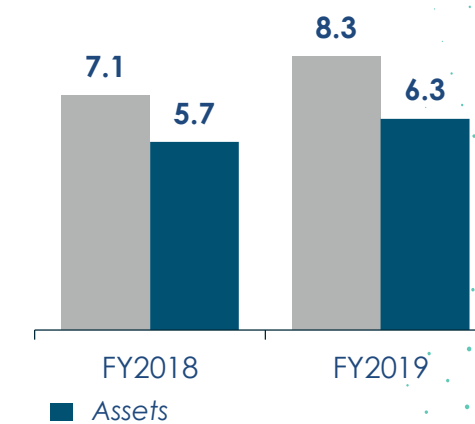
Investment Result and yield

€ mln	FY2018				FY2019			
	NON LIFE		LIFE		NON LIFE		LIFE	
	mln	yield	mln	yield	mln	yield	mln	yield
Ordinary investment income	93	2.4%	461	2.1%	94	2.8%	458	2.1%
Realised and unrealised gains/losses	-1	0.0%	1	0.0%	2	0.0%	64	0.3%
TOTAL	92	2.4%	462	2.1%	96	2.8%	522	2.4%

Non life Duration



Life Duration



Group Asset allocation

Investments

Group Asset allocation¹

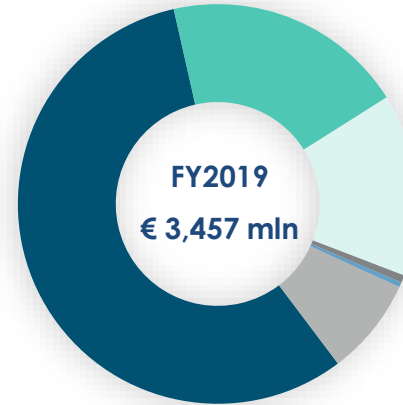


Government bonds	74.2%
Corporate bonds	19.6%
Property	3.8%
Equity	0.7%
Liquidity	0.2%
Alternative investments	1.5%



Government bonds	73.5%
Corporate bonds	19.6%
Property	4.1%
Equity	0.5%
Liquidity	0.3%
Alternative investments	2.0%

Non life Asset allocation



Government bonds	56.6%
Corporate bonds	19.6%
Property	14.8%
Equity	0.6%
Liquidity	0.4%
Alternative investments	7.9%

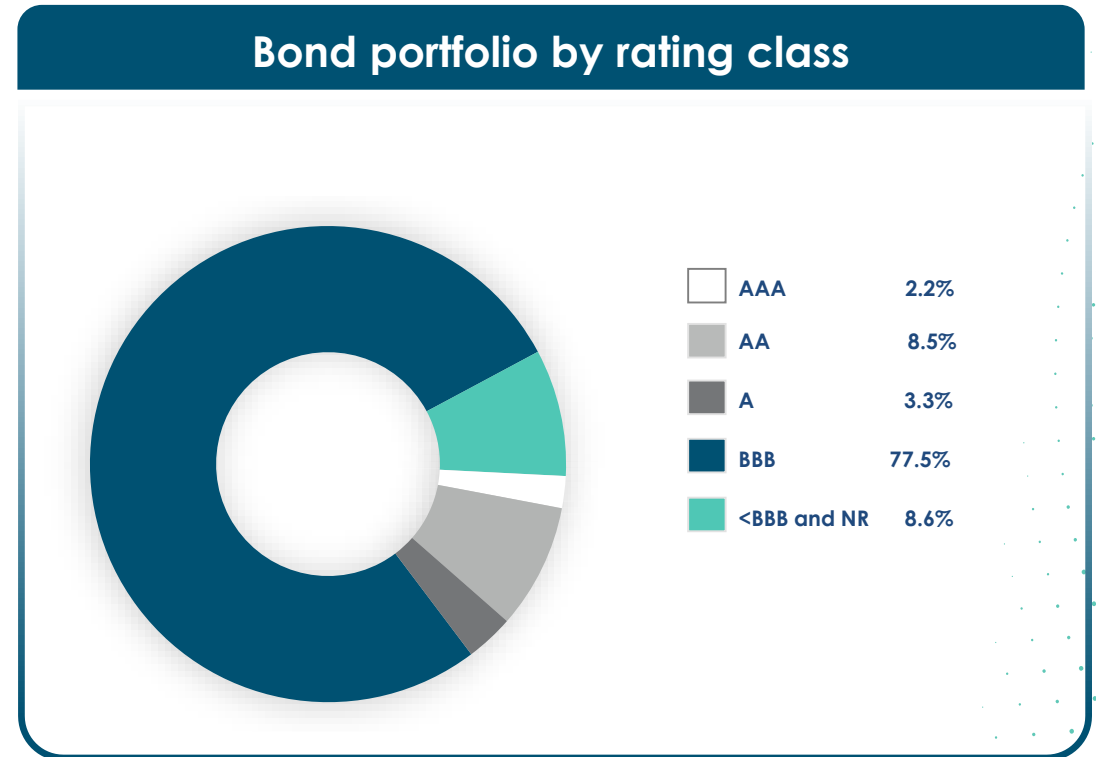
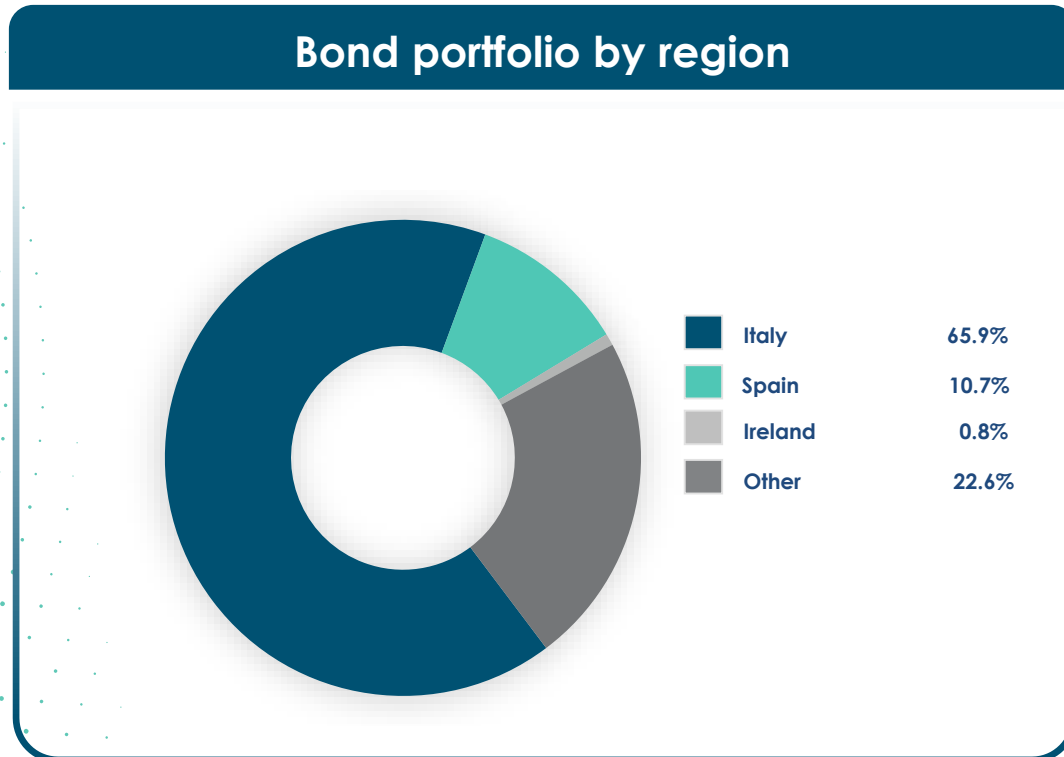
Life Asset allocation



Government bonds	76.0%
Corporate bonds	19.6%
Property	2.5%
Equity	0.5%
Liquidity	0.3%
Alternative investments	1.1%

Group's bond portfolio by region and rating classes

Investments

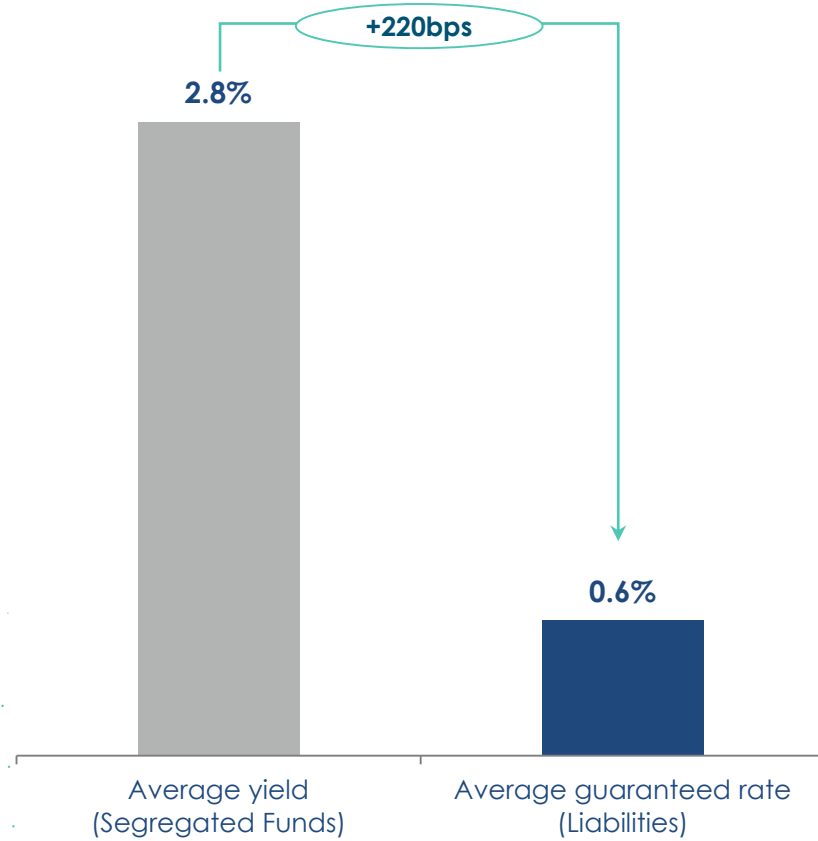


➤ Italian Government bonds' exposure as at 31 December 2019 has reached 53.1%

Financial performance and Minimum Guaranteed

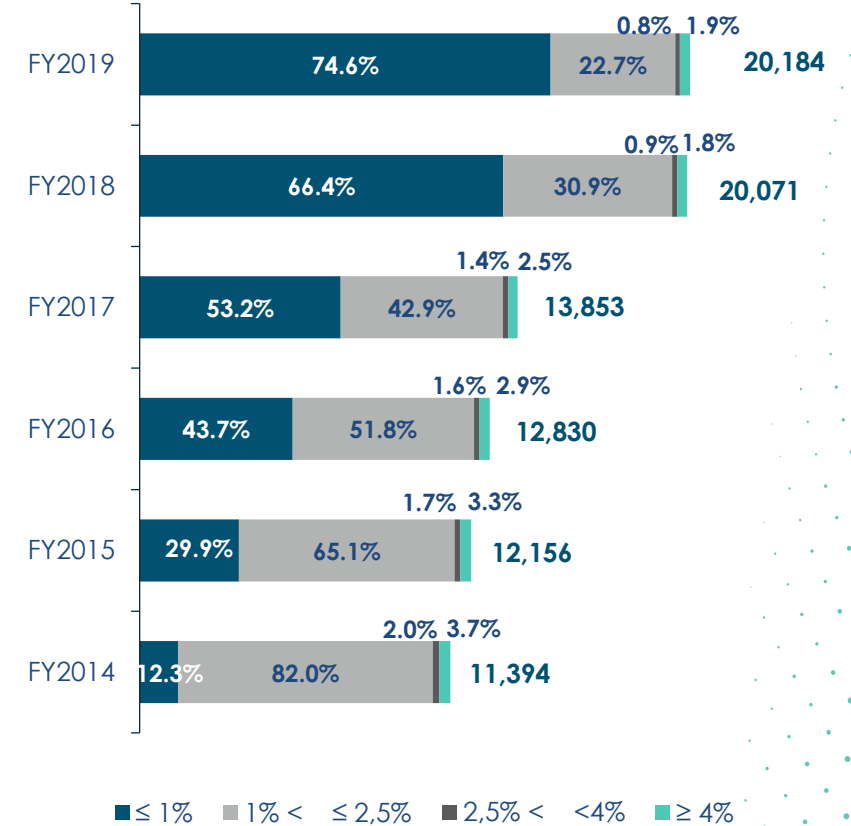
Investments

Yield and Minimum Guaranteed - FY2019

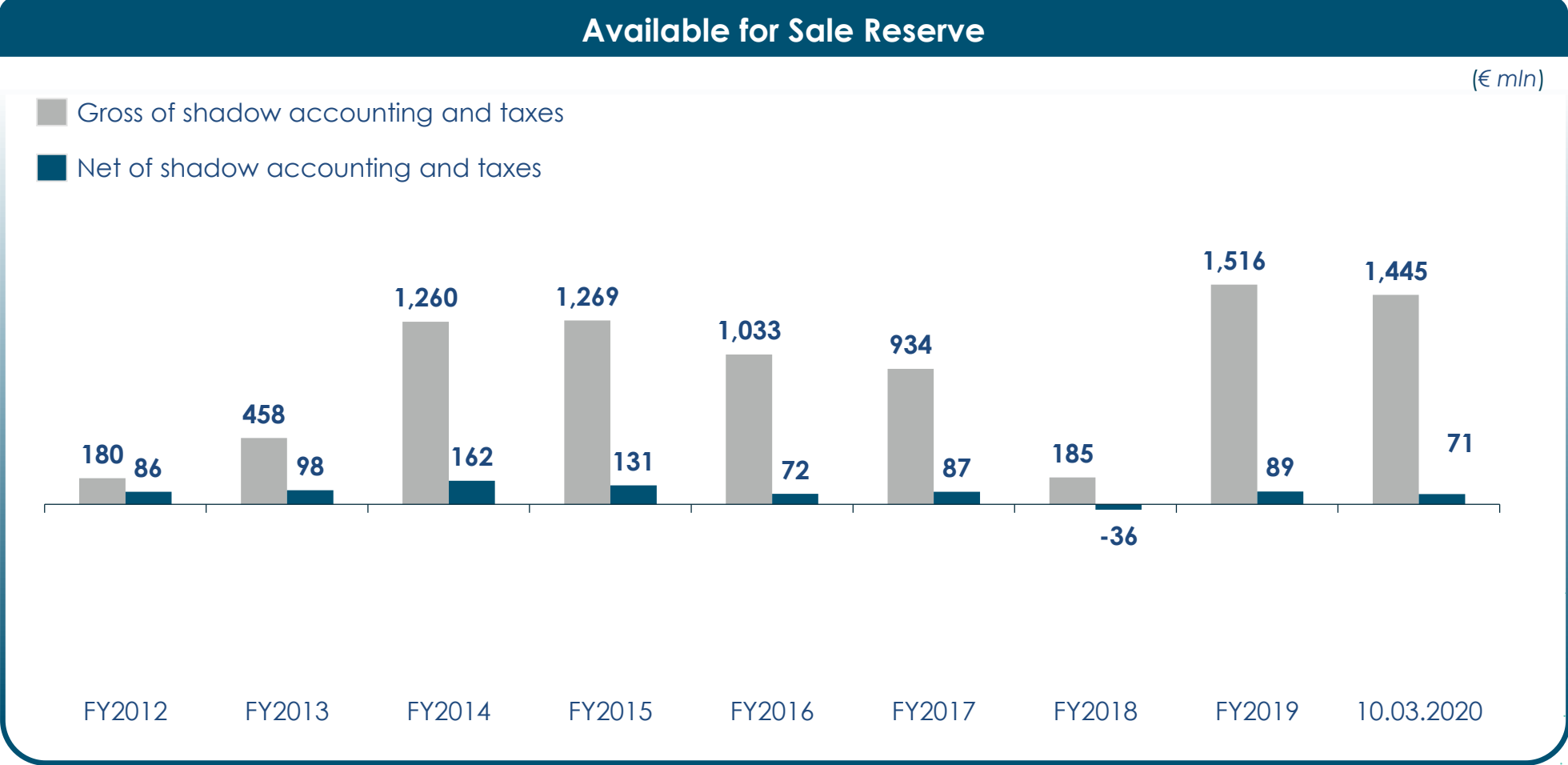


Technical reserves breakdown by minimum guaranteed

Segregated funds
€ mln



Trend of the Available for Sale Reserve Investments



Outstanding financial debt

Investments

LEVERAGE RATIO*

(IAS/IFRS)

23.0%

LEVERAGE RATIO*

(Solvency II)

27.0%

INTEREST COVERAGE*

9.9x

* See formulas on page 24

	Subscribed	Coupon	Nominal issuance (€ mln)	Outstanding (€ mln)	Issue date	Maturity	Callable	Tier
Subordinated Issuance	Private placement	6-month Euribor+200 basis points	80	80	30/09/2010	Indeterm.	30/09/2020	Tier 1 Restricted
Subordinated Issuance	Institutional ¹ Investors	7.25%	100	100	17/12/2013	17/12/2043	17/12/2023	Tier 2
Subordinated Issuance	Institutional ² Investors	4.25%	500	500	14/12/2017	14/12/2047	14/12/2027	Tier 2



(1) Until the end of the tenth year. In case of failure to exercise the call option, the rate becomes floating and is equal to the 3-month Euribor + 619 basis points.

(2) Until the end of the tenth year. In the event of failure to exercise the call option, the rate becomes floating and is equal to the Euribor reference rate + 4.455%.

APPENDIX

Notice

Pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, Corporate Financial Reporting Manager Enrico Mattioli declares that the accounting information contained in this document matches the company documents, books and financial records.

Ratios and Formulas (1/2)

Claims ratio \rightarrow $\frac{\text{Net claims costs}}{\text{Net premiums (retained business)}}$

Expense ratio (non life) \rightarrow $\frac{\text{Operating expenses}}{\text{Net premiums (retained business)}}$

Combined ratio \rightarrow $(1 - (\frac{\text{Technical result}}{\text{Net premiums}}))$ (retained business)

Non-life operating result \rightarrow 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 \rightarrow 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.

Ratios and Formulas (2/2)

Leverage ratio (IAS/IFRS) ➤ $\frac{\text{Subordinated liabilities}}{\text{Subordinated liabilities} + \text{Consolidated shareholders' equity} - \text{Gains or losses on available for sale financial assets} - \text{Other gains or losses recognised directly in equity}}$

Leverage ratio (Solvency 2) ➤ $\frac{\text{Financial debt}}{\text{Excess of assets over liabilities} + \text{Financial debt}}$

Interest coverage ➤ $\frac{\text{Operating result}}{\text{interest expenses}}$

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.*

Utile Adjusted ➤ *It is defined as the Group's net result minus the amortisation of the VOBA (value of business acquired, net of the related tax effects and for the portion pertaining to the Group) and of the impairment of goodwill, which have relevance on the Group's net result but do not affect the Solvency position.*

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