



Results at March 31st, 2020

Cattolica Assicurazioni Group

Verona, May 18th, 2020

Key consolidated figures

Results at March 31st, 2020

(€ mln)	IAS/IFRS Results		
	1Q2019	1Q2020	Δ%
Total Direct Premiums	1,504	1,543	+2.6%
<i>Non-Life Direct Premiums</i>	492	482	-1.9%
<i>Life Direct Premiums¹</i>	1,012	1,061	+4.9%
Combined ratio²	93.7%	92.6%	-1.1 pps
Cons. Shareholders' Equity	2,351 ³	2,284	-2.8%
Solvency II Ratio	175% ³	147%	-28 pps
Operating Result	60	72	+20.5%
Consolidated Result	28	20	-30.5%
Group's Result	26	14	-45.9%
Adjusted Result	30	18	-38.3%
Operating Return On Equity	7.0%	7.4%	+0.4 pps



- (1) Including investment contracts
- (2) Retained business
- (3) As at 31 December 2019

Contents

- **The Cattolica Group and the 2020 Covid-19 Contingency**
- **Results at March 31st, 2020**
- **Non-Life Business Performance**
- **Life Business Performance**
- **Investments**

The Cattolica Group and the 2020 Covid-19 Contingency (1/2)

Following the spread of COVID-19 in Italy, a large number of assessments have been carried out to identify the risks and implement measures to counter or reduce the negative effects of the pandemic, protect and safeguard staff, customers and stakeholders in general, and guarantee business continuity.

- **Protecting the workforce.** The entire company population has been kept safe by the introduction of **100% smartworking since 24 February**. Offices are currently closed and staff are continuing to work from home. **Ensuring the continuity of internal processes.** A **communication plan** has also been activated internally and externally in order to guarantee a clear, up-to-date and continuous flow of information, to reassure stakeholders and provide widespread information about the initiatives undertaken.
- **Business continuity.** A new “**Pay by Link**” remote payment system has been introduced to facilitate the relationship between customers and agents. All professionals have been given the instructions they need to proceed with settlements remotely to ensure that work, including appraisals, continues after lockdown. All the necessary safeguards and tools have been deployed to ensure **continuity of the business agenda**, including meetings with boards and the Corporate Agent Group, and to provide agency training via digital learning sessions.

The Cattolica Group and the 2020 Covid-19 Contingency (2/2)

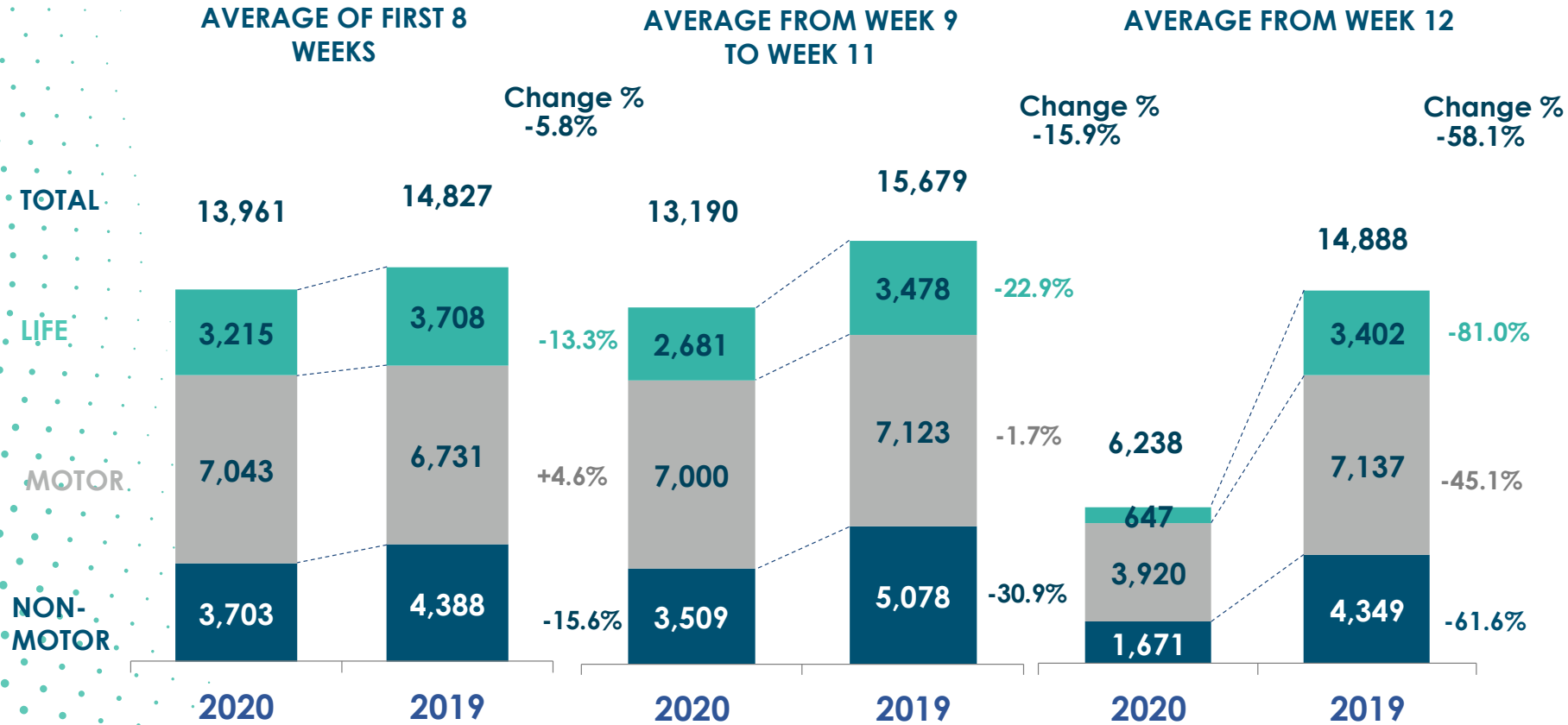
- **Ongoing monitoring of the impacts of the emergency in the short term, and simulations of the effects in the medium-long term**, have been put in place. The Group's liquidity situation is constantly analysed and stress tests carried out. There is weekly reporting on the main business KPIs.
- The following **customer care** solutions have been adopted:
 - **Extension of Motor TPL insurance payment deadlines**, by widening the effects of the "Cura Italia" decree, which increases annual deadlines from 15 to 30 days, including interim deadlines and deadlines of Non-Motor policies.
 - Tariff flexibility has been increased, particularly **in Motor TPL** and options have been offered for the **suspension of Motor TPL policies**. The **extension of payment deadlines has also been applied to Non-Motor policies**, in line with the provisions of the Prime Ministerial Decree for Motor TPL insurance, for all contracts expiring before 31 July, with extension of the deadline to 30 days.
 - A new emergency procedure **for distance selling** (Motor insurance) has been introduced for Group customers, involving telephone consultancy, documentation by email and Pay by Link payments.
 - Introduction of a **voucher** for Motor TPL customers which entitles them to a **discount equal to one month of their current premium**, to be used for the renewal of the policy or to buy a new product.
- Finally, on the **solidarity** front, Società Cattolica and Fondazione Cattolica have made **donations** for the acquisition of healthcare and nursing materials totalling **2 million euro**.

New business

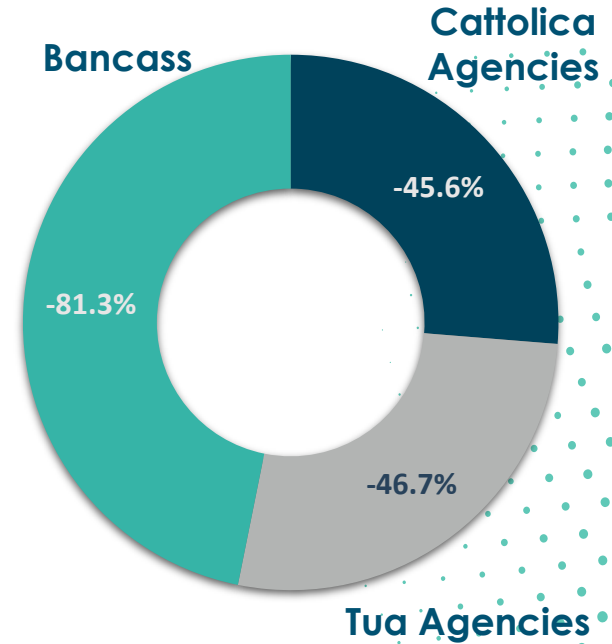
Life and Non-Life business performance

New policies and substitutions by issue date*

(Average number of policies)

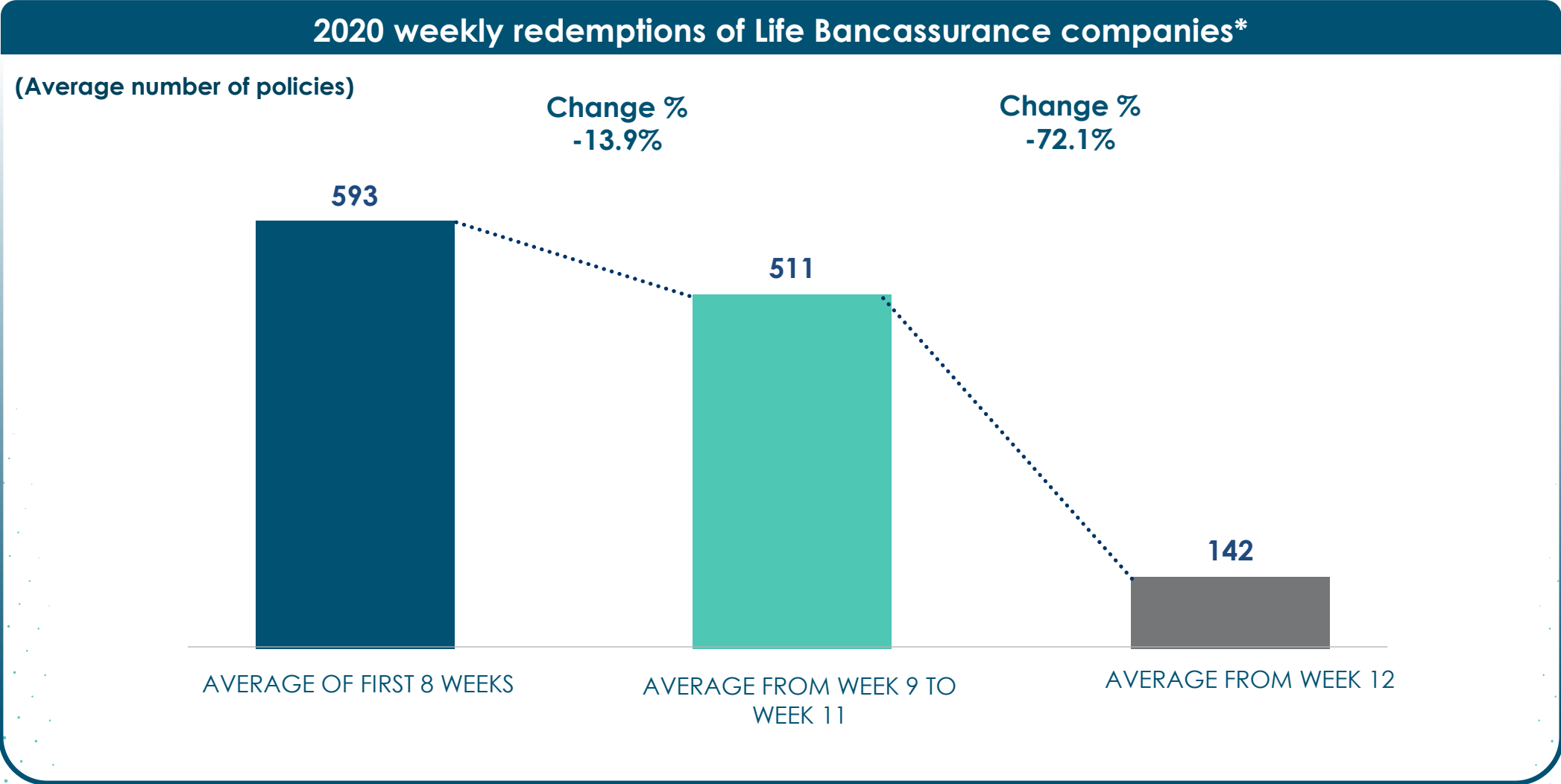


Average change in new business by channel from week 12 to observation date (2020 vs 2019)



* Non-accounting figures.

Bancassurance - Life weekly redemptions



* Non-accounting figures relating to customers' requests.

Contents

- The Cattolica Group and the 2020 Covid-19 Contingency
- Results at March 31st, 2020
- Non-Life Business Performance
- Life Business Performance
- Investments

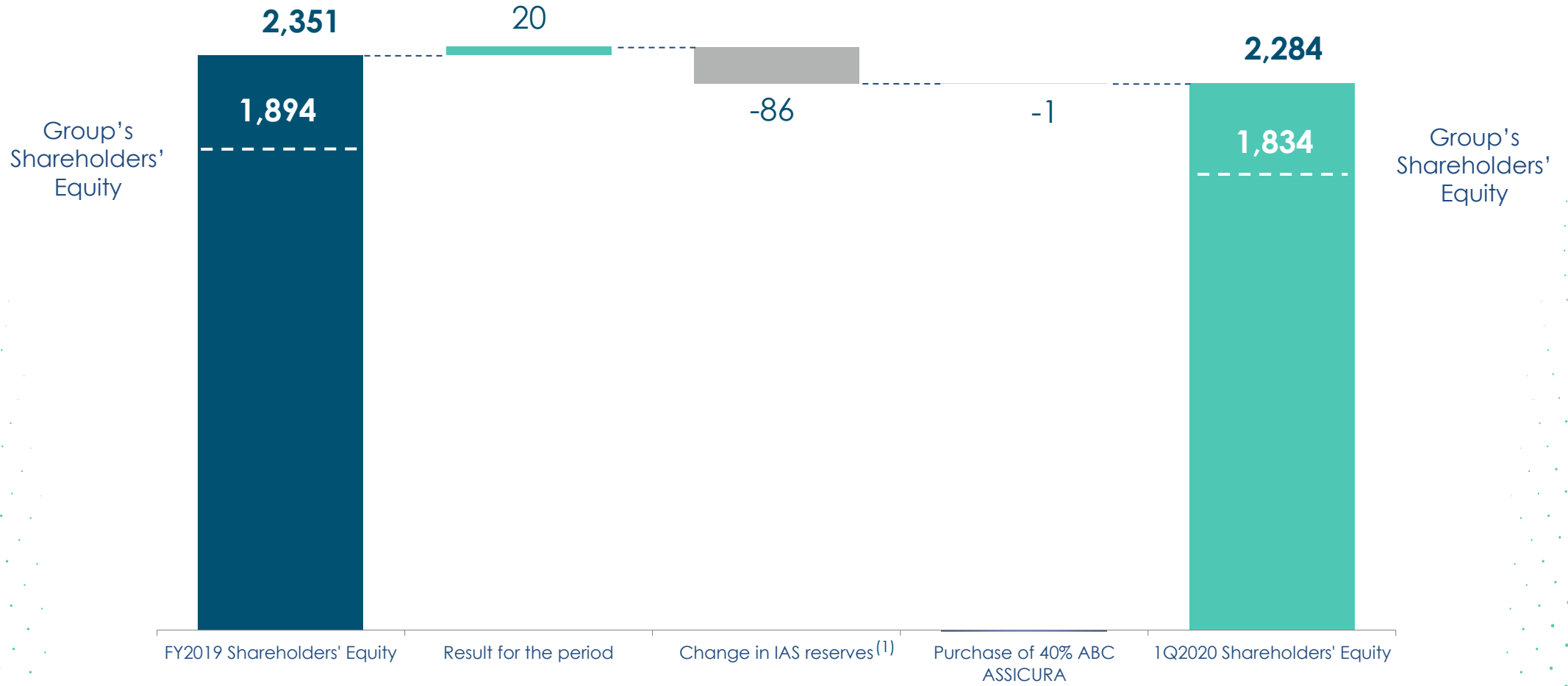
Income statement by segment of activities

Results at March 31st, 2020

(€ mln)	NON LIFE		LIFE		OTHER		TOTAL	
	1Q2019	1Q2020	1Q2019	1Q2020	1Q2019	1Q2020	1Q2019	1Q2020
Net Premiums	448	451	976	1,031	0	0	1,424	1,482
Net charges relating to claims	-286	-251	-1,155	-608	0	0	-1,441	-859
Operating expenses	-130	-136	-50	-47	0	0	-180	-183
Other revenues net of other costs (other technical income and charges)	-3	-31	-15	-18	0	0	-18	-49
Income on ordinary gross investments (Class C)	27	26	107	123	0	0	134	149
Income on ordinary gross investments (Class D)	0	0	161	-443	0	0	161	-443
Commissions income net of commissions expense	0	0	0	0	0	0	0	0
Operating expenses relating to investments	-3	-3	-9	-10	0	-1	-12	-14
RESULT OF INSURANCE BUSINESS AND FINANCIAL OPERATIONS	53	56	15	28	0	-1	68	83
Other revenues net of other operating costs	-8	-8	0	-3	0	0	-8	-11
OPERATING RESULT	45	48	15	25	0	-1	60	72
Realised and valuation income	-1	-12	3	-3	0	0	2	-15
Interests on subordinated debt	-6	-6	-1	-1	0	0	-7	-7
Net income from investments in subsidiaries, associated companies and joint ventures	1	1	0	0	0	0	1	1
Other revenues net of other non-operating costs	-3	-3	-9	-9	0	0	-12	-12
PROFIT (LOSS) BEFORE TAXATION FOR THE YEAR	36	28	8	12	0	-1	44	39
Taxation	-13	-15	-3	-4	0	0	-16	-19
CONSOLIDATED PROFIT (LOSS) FOR THE YEAR	23	13	5	8	0	-1	28	20
of which pertaining to the Group	23	12	3	3	0	-1	26	14
of which pertaining to minority interests	0	1	2	5	0	0	2	6
ADJUSTED RESULT	24	13	6	6	0	-1	30	18

Consolidated Shareholders' Equity

Results at March 31st, 2020

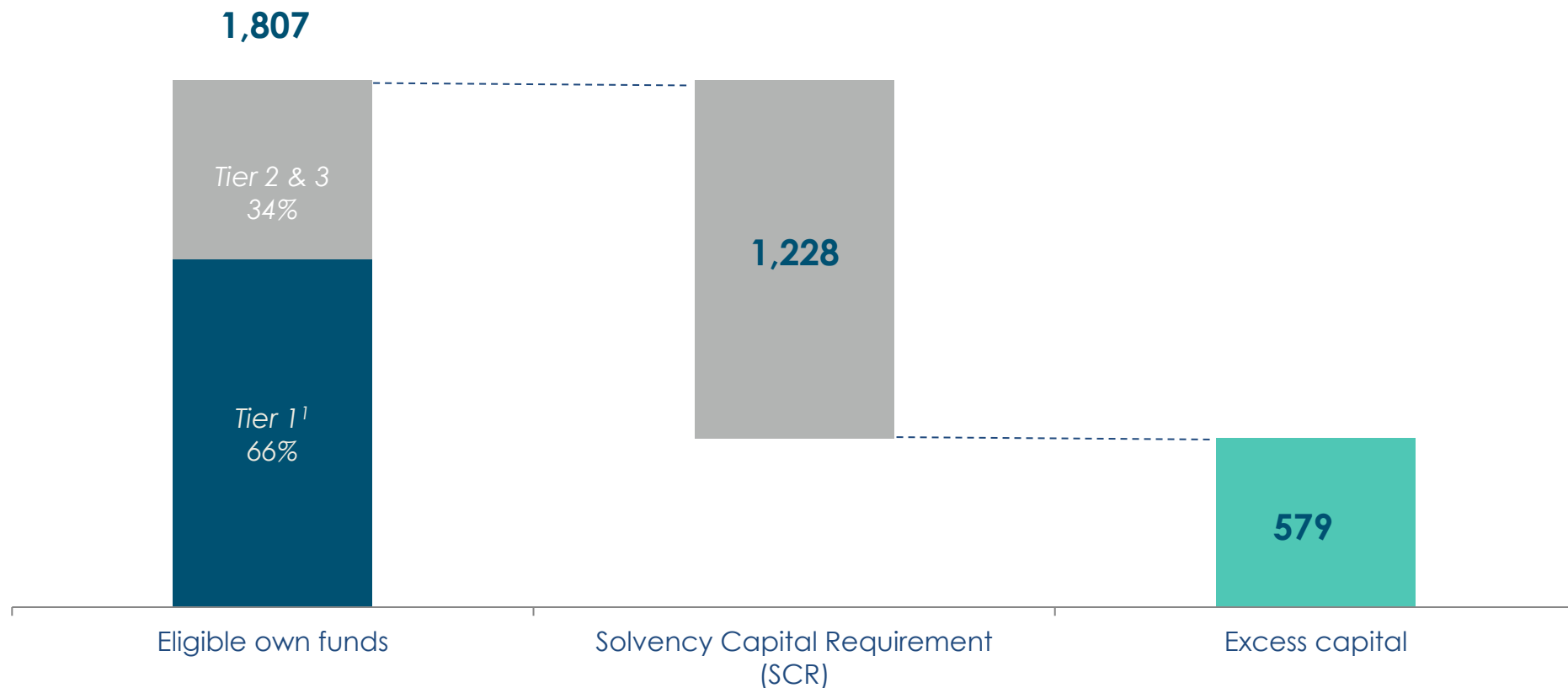


(1) It includes the changes in shadow accounting (net of tax and shadow accounting) and other profit and loss directly included in the income statement

Group's Solvency II ratio

Results at March 31st, 2020

Solvency II Ratio 147%



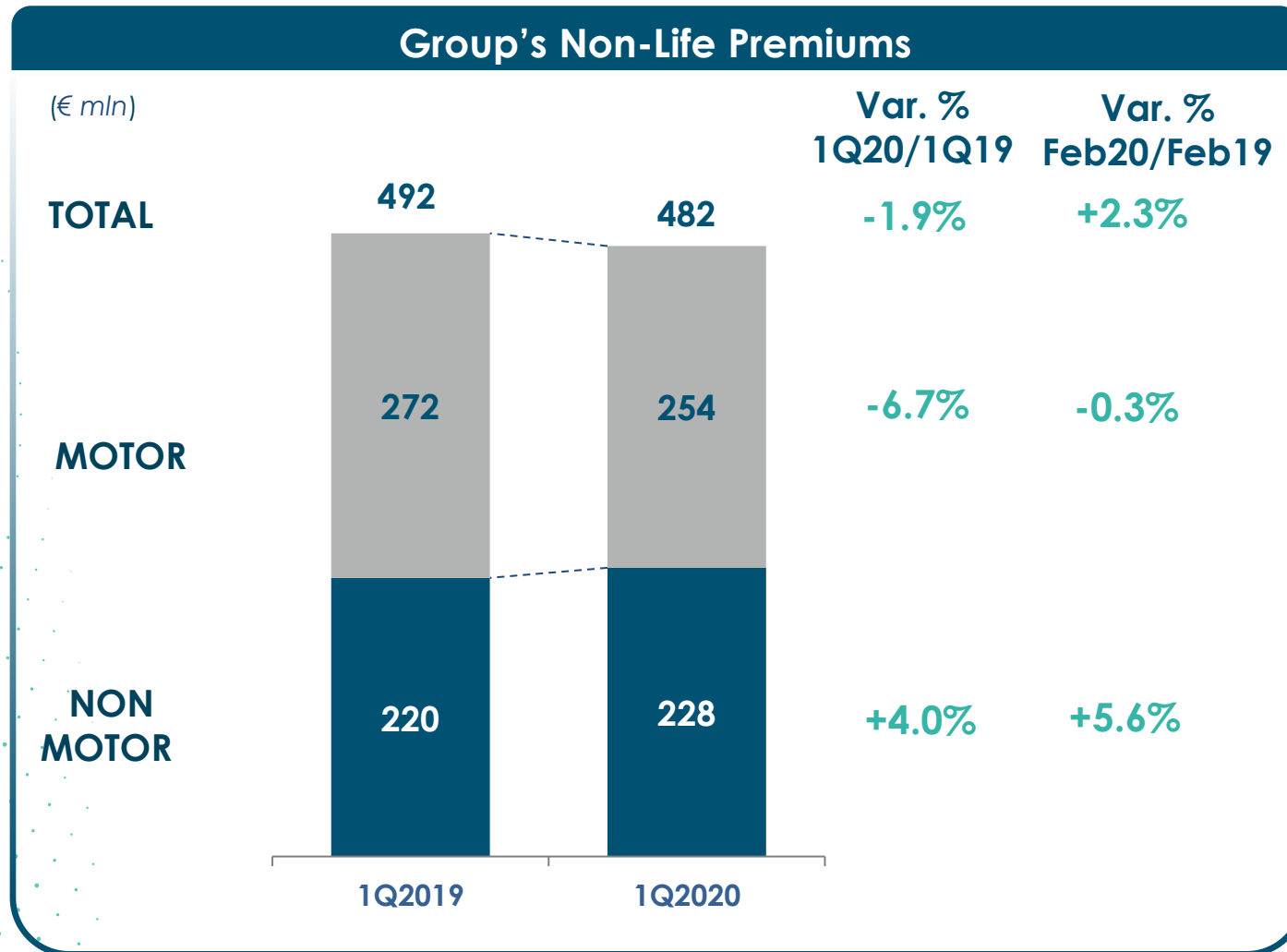
(1) Tier 1 "unrestricted" eligible own funds (share capital and capital buffers) equal to about 62% of total own eligible funds

Contents

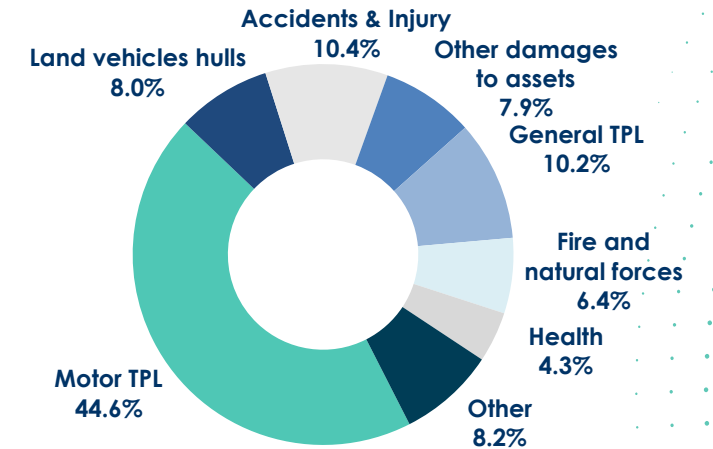
- The Cattolica Group and the 2020 Covid-19 Contingency
- Results at March 31st, 2020
- **Non-Life Business Performance**
- Life Business Performance
- Investments

Non-Life Premiums

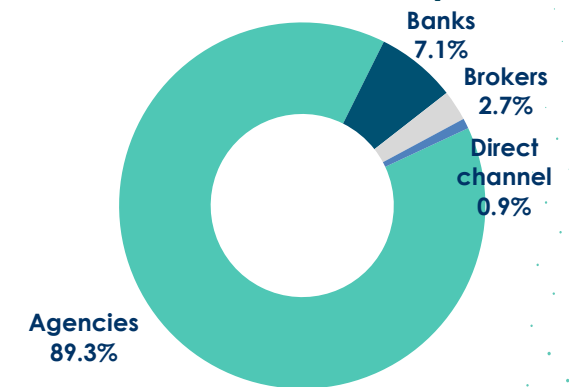
Non-Life Business Performance



Non-Life Premiums by Class

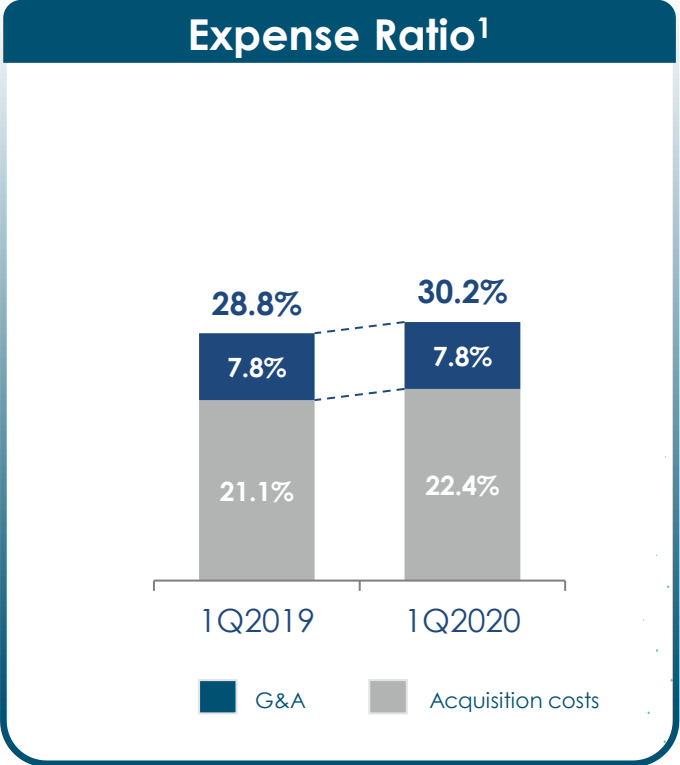
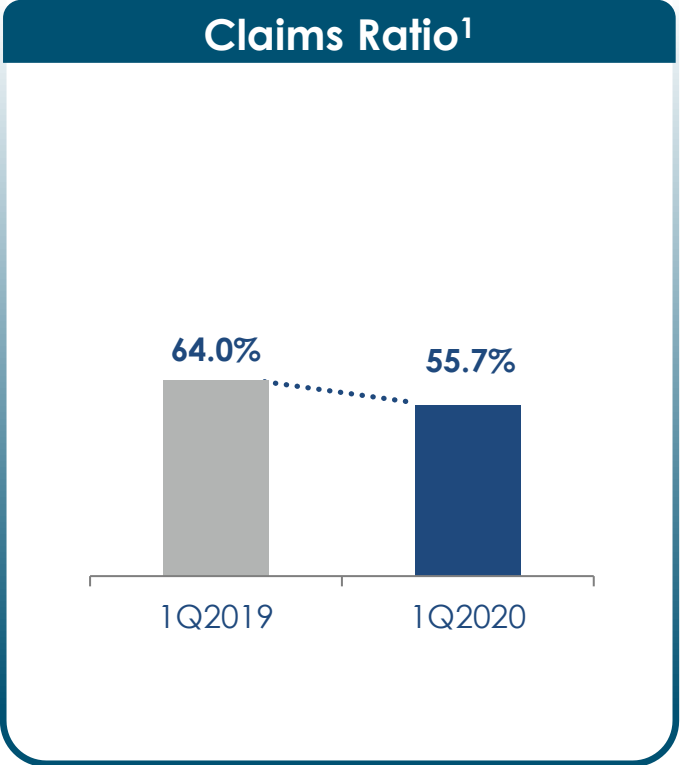
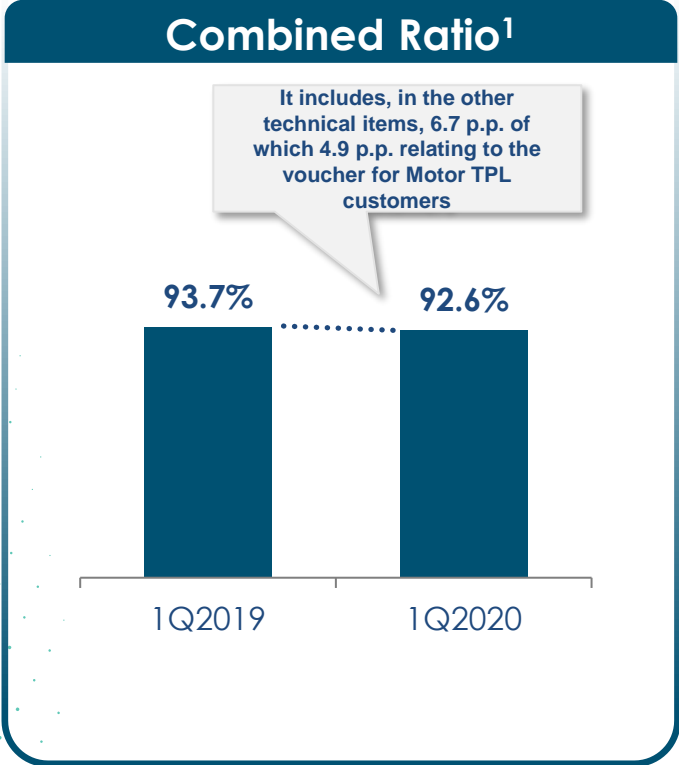


Non-Life Premiums by Channel



Technical Ratios

Non-Life Business Performance

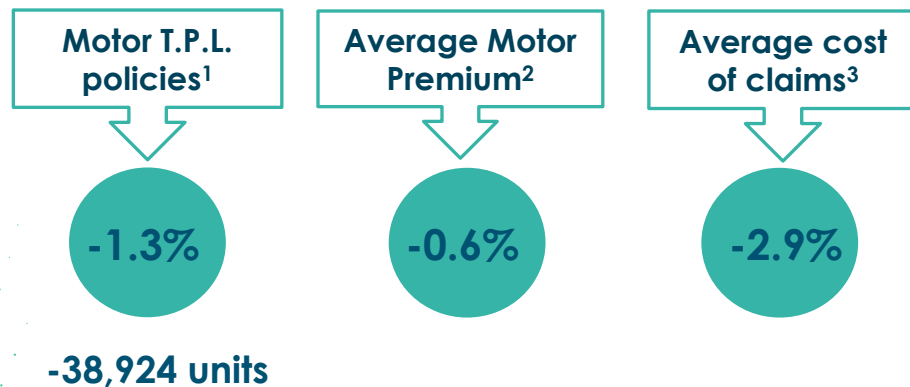


(1) Retained business

Technical Ratios

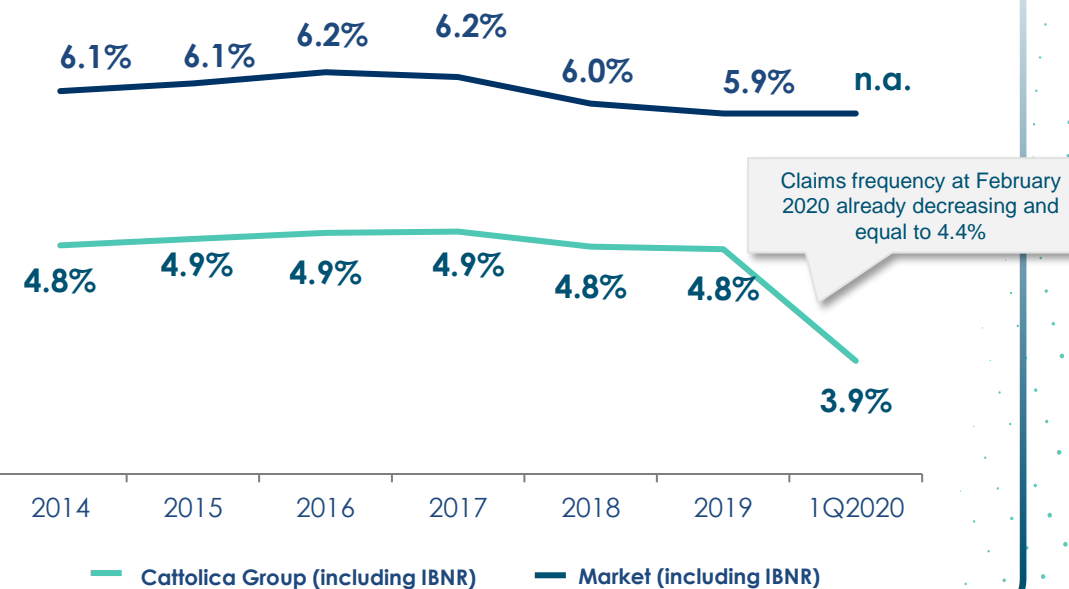
Non-Life Business Performance

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



Figures at 1Q2020
Δ compared with FY2019

Motor TPL Claims Frequency



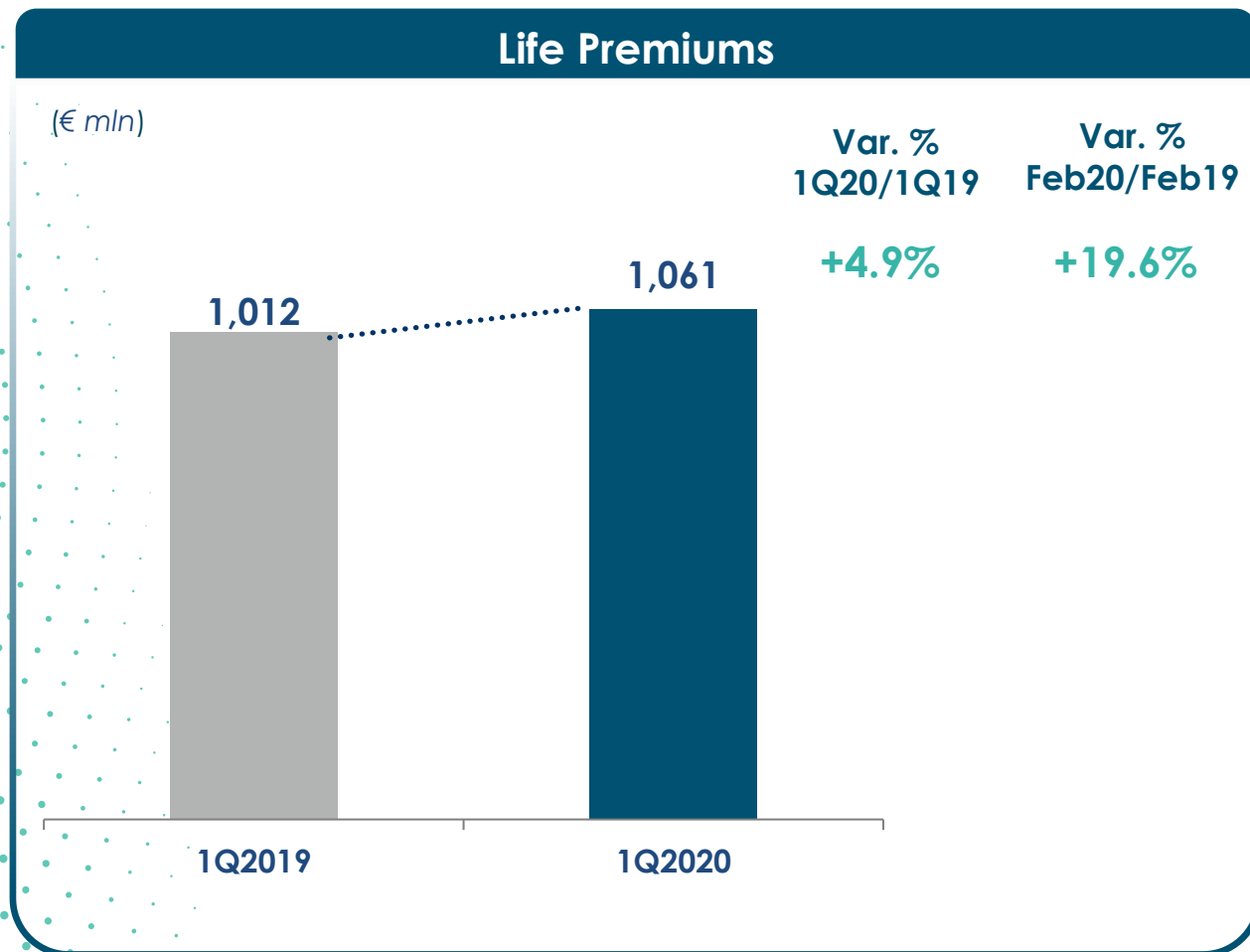
- (1) Motor T.P.L. policies including fleets
- (2) Average Premium excluding fleets
- (3) Change compared with 1Q2019

Contents

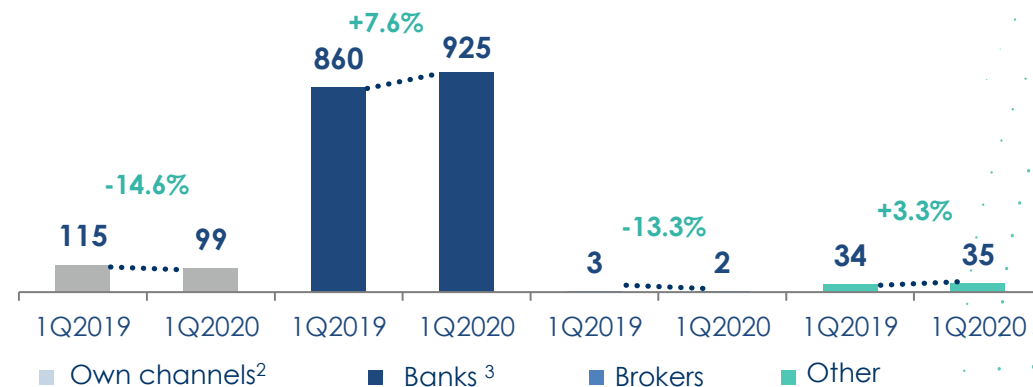
- The Cattolica Group and the 2020 Covid-19 Contingency
- Results at March 31st, 2020
- Non-Life Business Performance
- **Life Business Performance**
- Investments

Life Premiums

Life Business Performance



Life Premiums by Channel



Life Premiums by Class

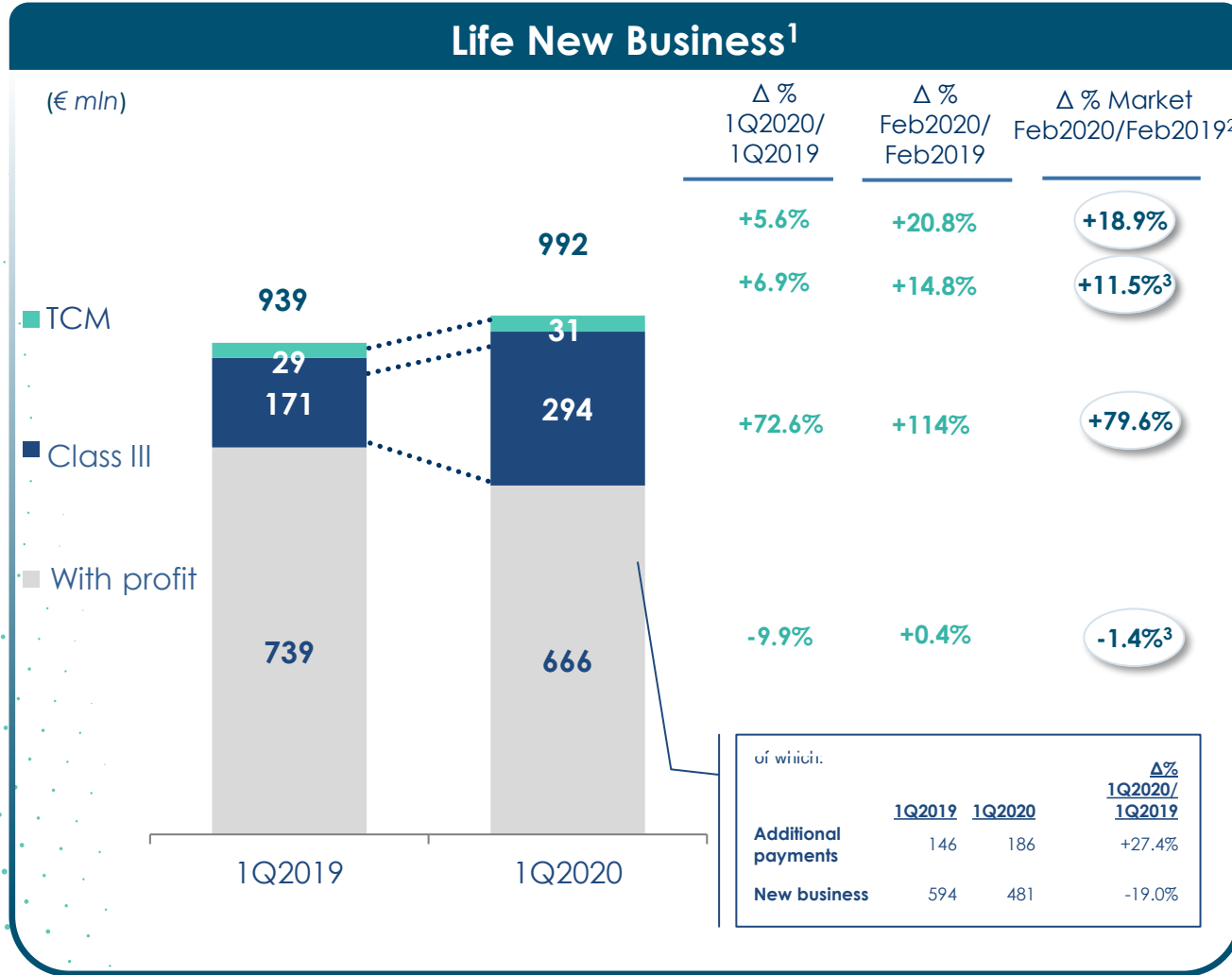
	1Q2019		1Q2020		Δ%
	€ mln	%	€ mln	%	
Traditional products ¹	809	80.0%	736	69.4%	-9.1%
Linked products	178	17.5%	305	28.7%	71.4%
Pension funds	25	2.5%	20	1.9%	-18.0%
Total	1,012		1,061		+4.9%



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

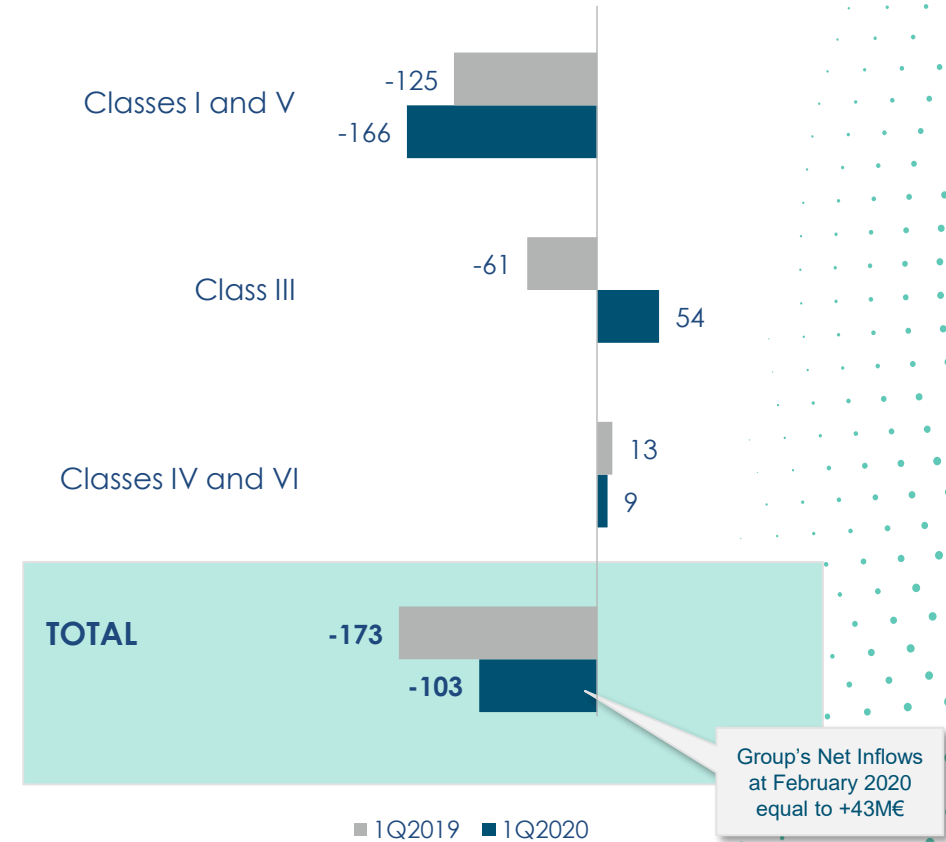
Life New Business and Life Net Inflows

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 XVI_n°02_marzo 2020

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

Contents

- The Cattolica Group and the 2020 Covid-19 Contingency
- Results at March 31st, 2020
- Non-Life Business Performance
- Life Business Performance
- Investments

Investment Result and Group Asset Allocation

Investments

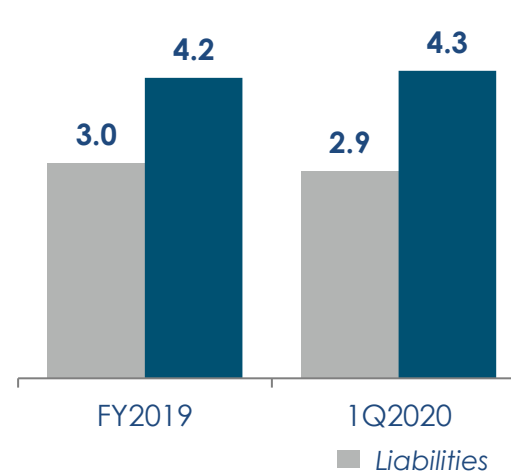
Group Asset allocation



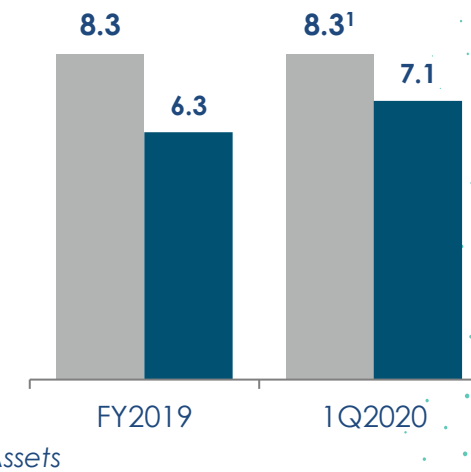
Investment Result and yield

€ mln	1Q2019				1Q2020			
	NON LIFE		LIFE		NON LIFE		LIFE	
	mln	yield	mln	yield	mln	yield	mln	yield
Ordinary investment income	27	3.1%	110	2.0%	26	3.0%	112	2.1%
Realised and unrealised gains/losses	-1	-0.1%	0	0.0%	-12	-1.4%	8	0.1%
TOTAL	26	3.0%	110	2.0%	14	1.6%	120	2.2%

Non life duration



Life Duration



(1) As at 31.12.2019

Group Asset allocation

Investments

Group Asset allocation¹



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



Government bonds	74.4%
Corporate bonds	18.3%
Property	4.3%
Equity	0.5%
Liquidity	0.3%
Alternative investments	2.3%

Non-Life Asset allocation



Government bonds	56.9%
Corporate bonds	17.5%
Property	15.2%
Equity	0.8%
Liquidity	0.7%
Alternative investments	8.8%

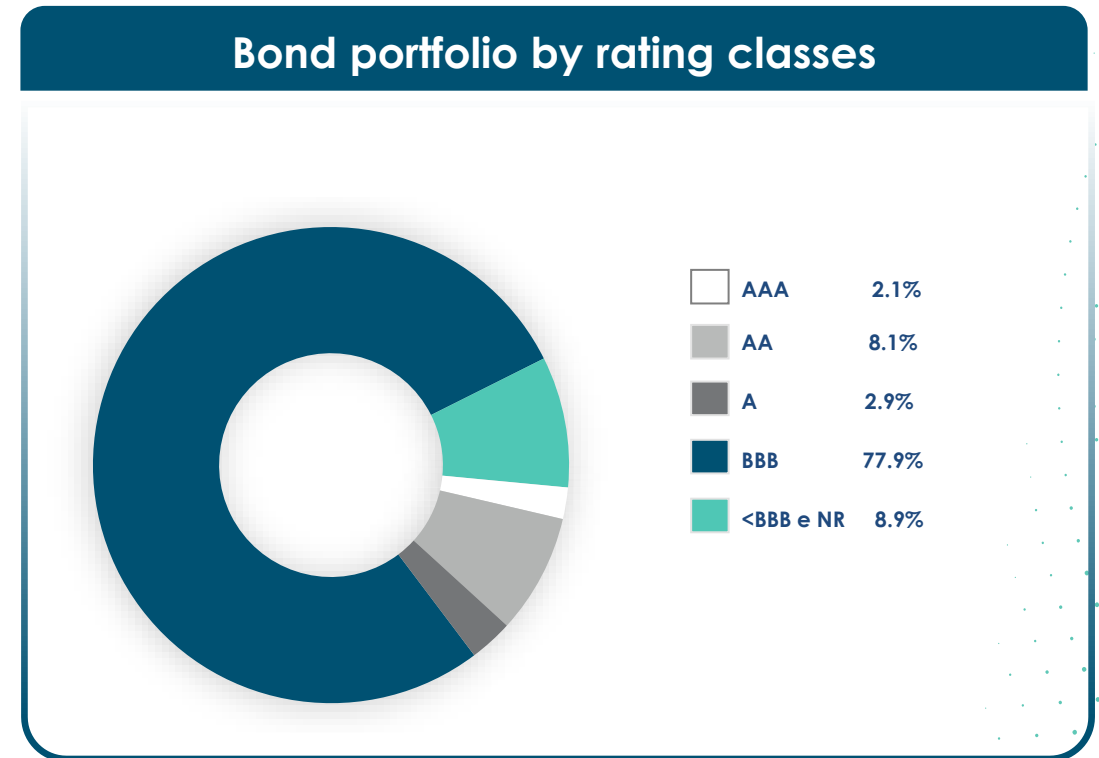
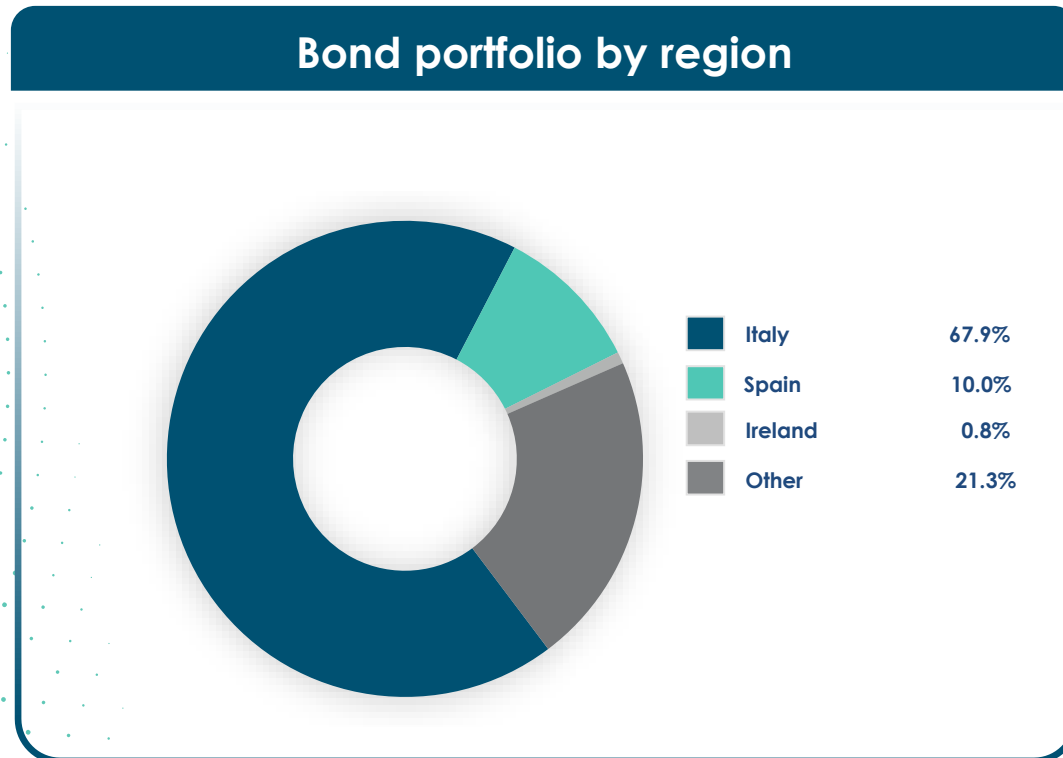
Life Asset allocation



Government bonds	77.0%
Corporate bonds	18.4%
Property	2.6%
Equity	0.4%
Liquidity	0.3%
Alternative investments	1.3%

Group's bond portfolio by region and rating classes

Investments

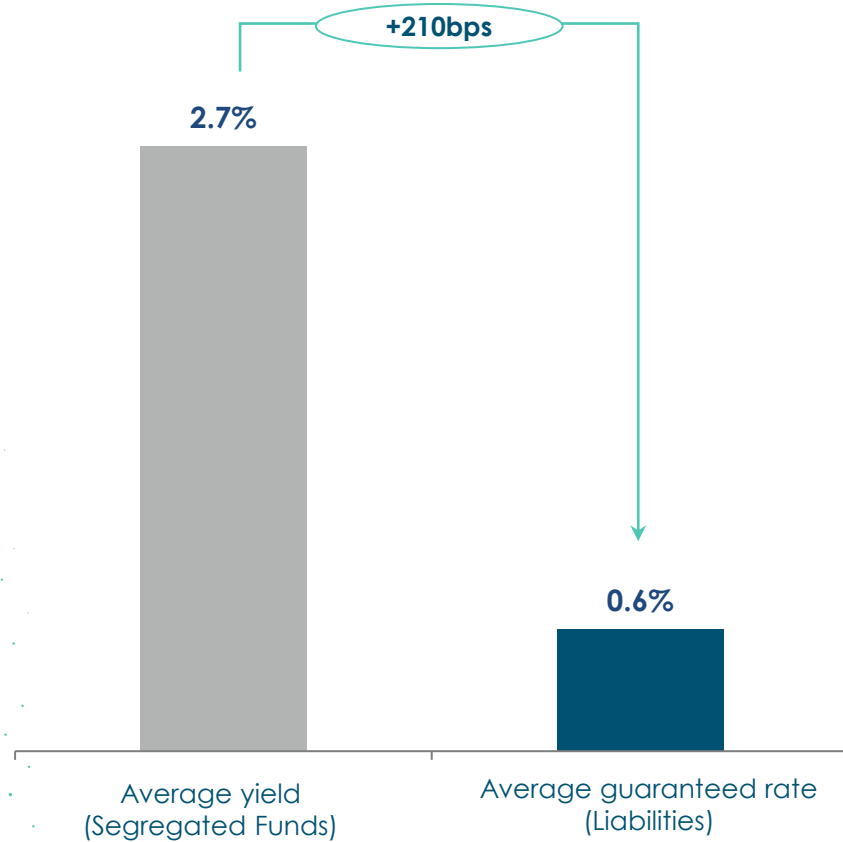


➤ Italian government bonds' exposure as at 31 March 2020 has reached 55.2%

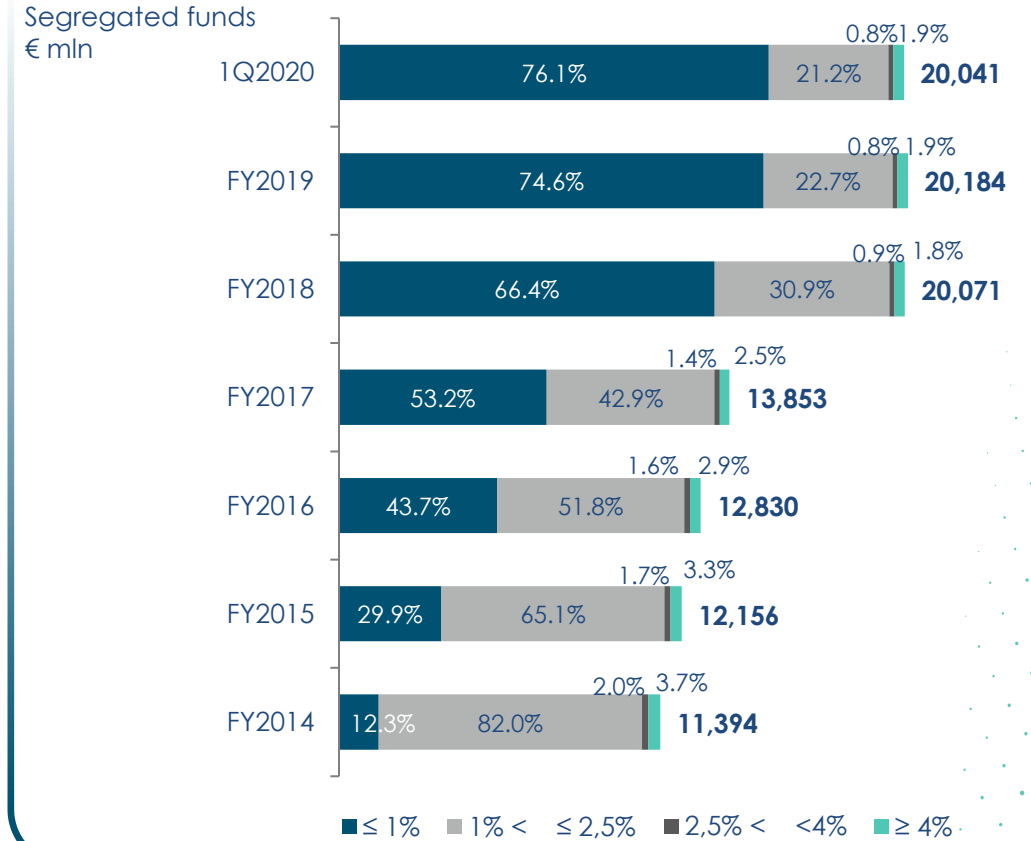
Financial performance and Minimum Guaranteed

Investments

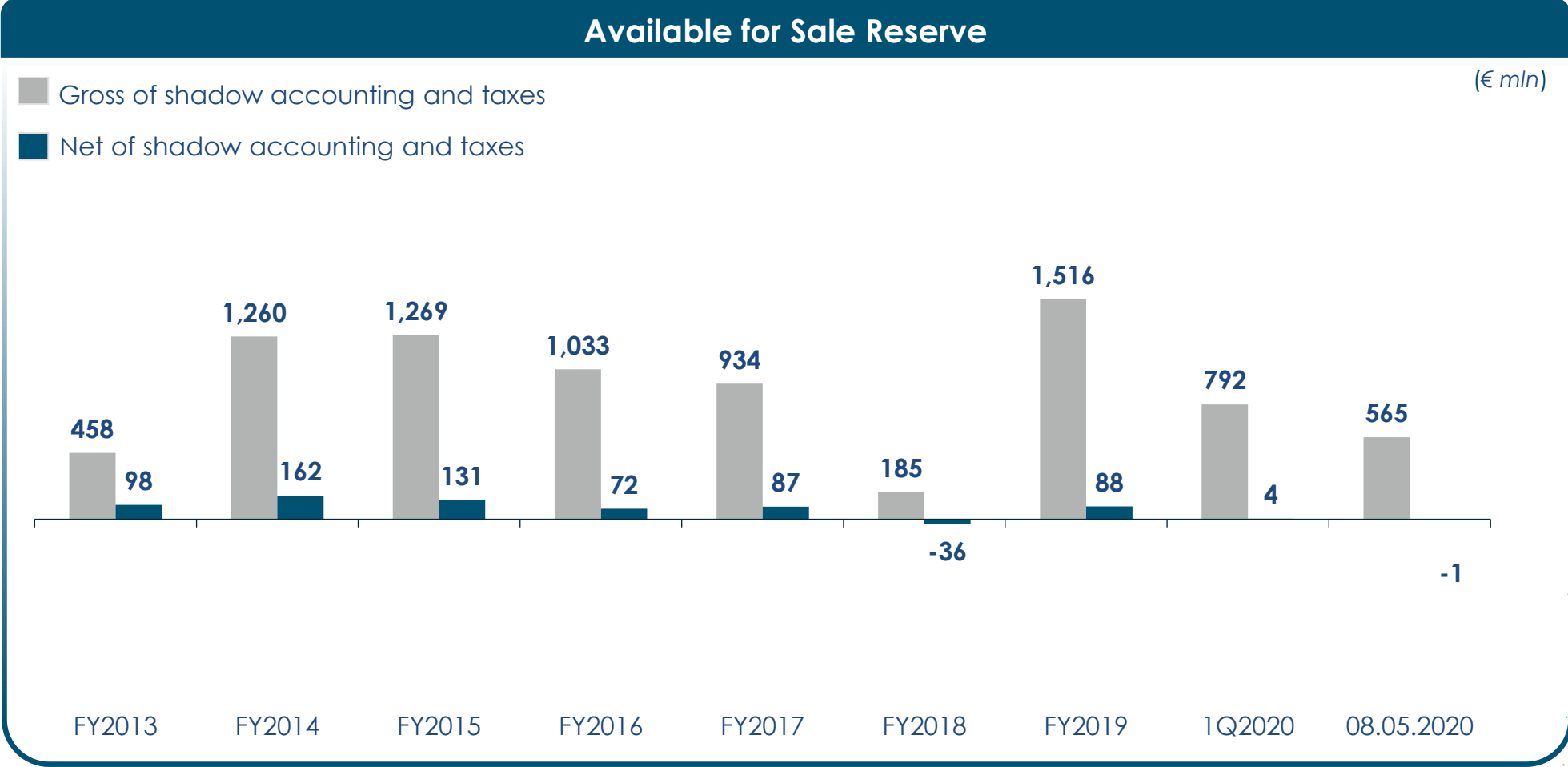
Yield and Minimum Guaranteed – 1Q2020



Technical reserves breakdown by minimum guaranteed



Trend of the Available for Sale Reserve Investments



Outstanding financial debt

Investments

LEVERAGE RATIO*

(IAS/IFRS)

23.1%

LEVERAGE RATIO*

(Solvency II)

31.0%

INTEREST COVERAGE*

9.5x

* See glossary on page 29

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

Notes

Pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, Corporate Financial Reporting Manager Atanasio Pantarrotas 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.*

Investor Relations Team

Atanasio
Pantarrotas

Chief Financial Officer
atanasio.pantarrotas@cattolicaassicurazioni.it
+39 045 83 91 277

Sergio
Adami

Head of Investor Relations
sergio.adami@cattolicaassicurazioni.it
+39 045 83 91 738

Chiara
Adria

Investor Relations
chiara.adria@cattolicaassicurazioni.it
+39 045 83 91 229

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.