



Financial Results 1H2021

conference call

Rome, 6th August 2021

AGENDA

1. Remind on business model
2. Financial Result as at 30th June 2021
3. Some pictures Business model Pillars
4. Outlook 2021

Remind on business model

Business Model

Mission

*Building an open and independent
B2B2C platform specialising in
people and property protection
business, by capitalising on every
opportunity provided by digital
technologies*

Strategic Pillars



Salary-backed loan («Cessione del Quinto») business development



Non-life bancassurance development



Non-life retail brokers development



Digital platforms and Insurtech

A business model, substained by a strong Governance model and based on a multi-specialist approach, where *protection* and *digital* add up to make NET a reference player in the insurance market

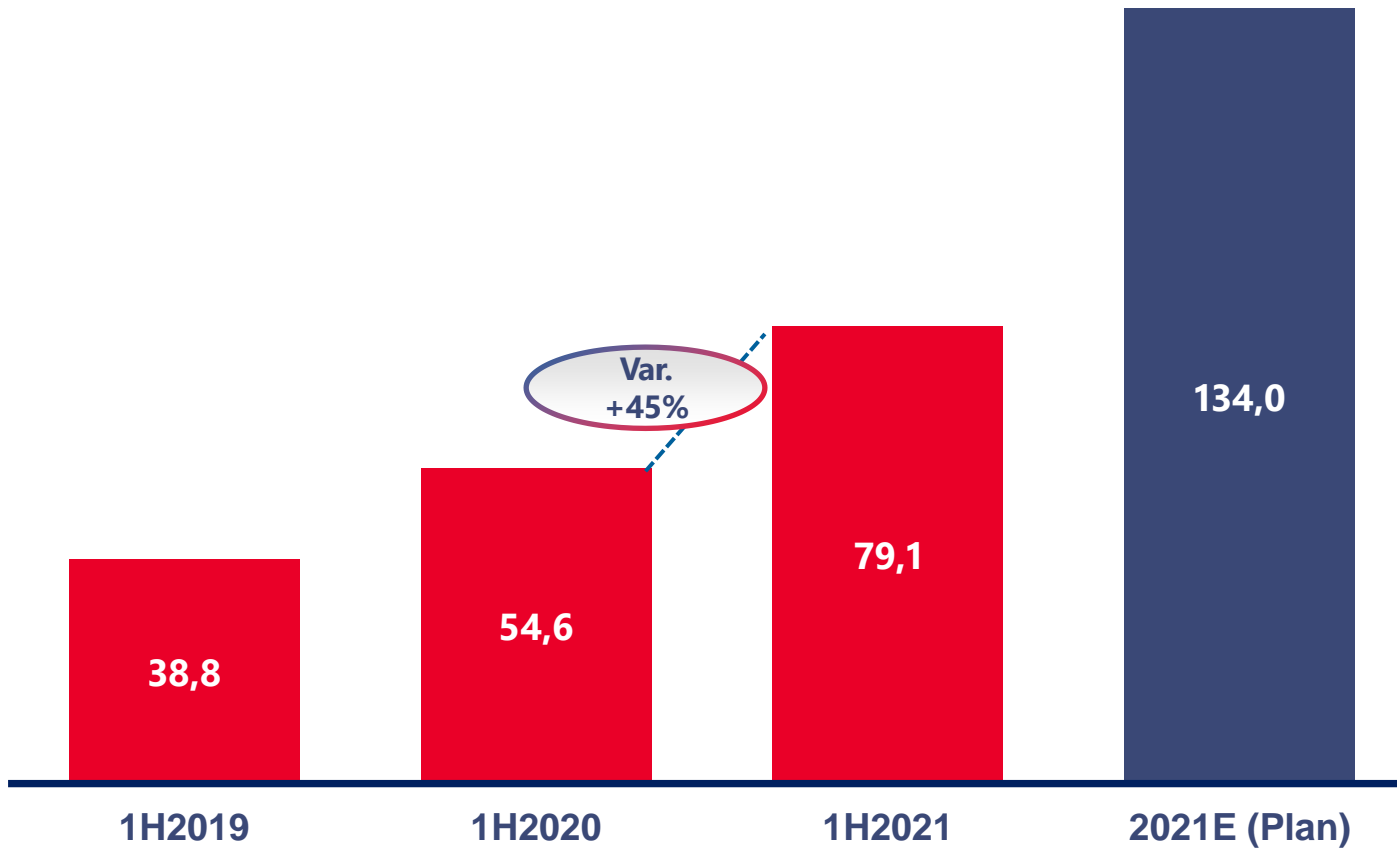
Financial Result as at 30th June 2021

Still in line with the Plan's targets during current half-year!

| | | TARGET 2021 | 1H2021 A | |
|--|---------|-------------|----------|---|
| Gross written Premiums | (€/mln) | 134 | 79,1 | ✓ |
| Net technical result | (€/mln) | 12,7 | 7,6 | ✓ |
| Net income | (€/mln) | 11 | 7,2 | ✓ |
| Net income adj. | (€/mln) | 11,3 | 7,6 | ✓ |
| Shareholders' equity | (€/mln) | 71,5 | 85,3 | ✓ |
| ROE | (%) | 16,4 | 17,5 | ✓ |
| Combined Ratio <small>(net of Reins.)</small> | (%) | 71,5 | 67 | ✓ |
| Solvency Ratio | (%) | ~ 165-175 | 181,1 | ✓ |

Gross written Premiums

(€/ mln)



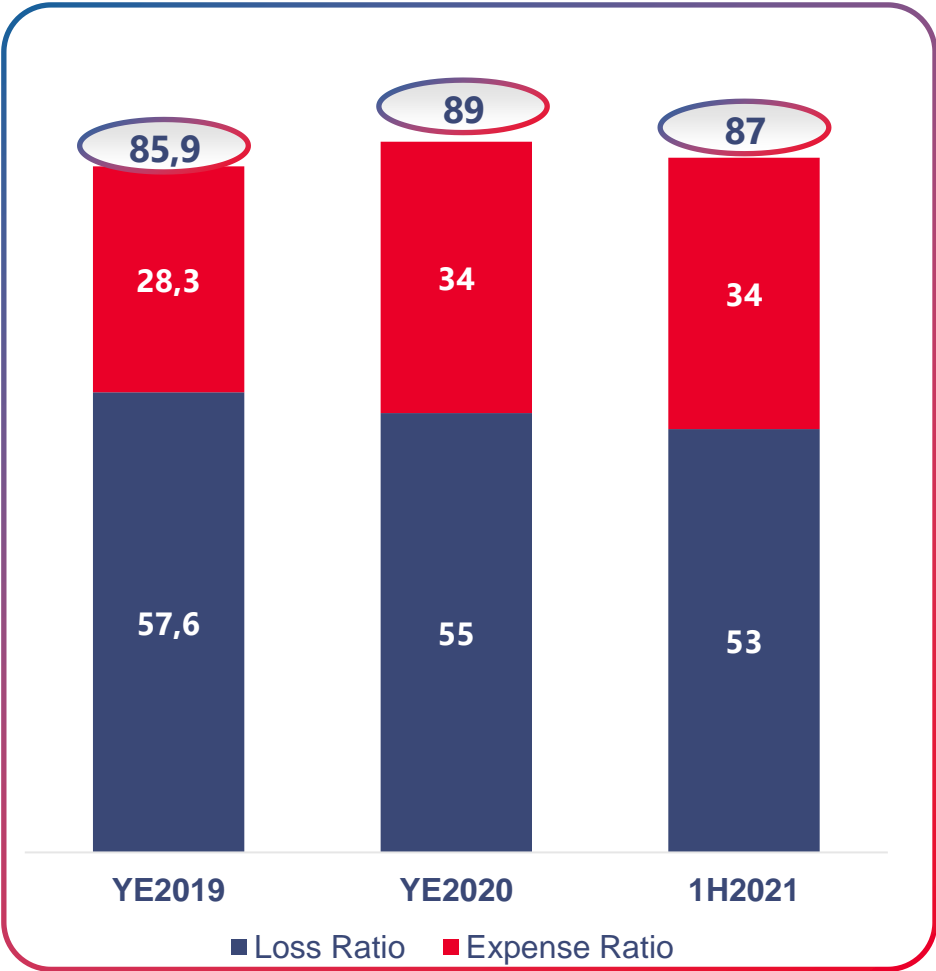
- ▶ ***Increase in GWP (+45%)***
- ▶ ***Excellent acceleration in development of all line of business***
- ▶ ***Change percentage equal to +112% in Bancassurance GWP***
- ▶ ***GWP level in line with Plan's estimates***

Combined Ratio

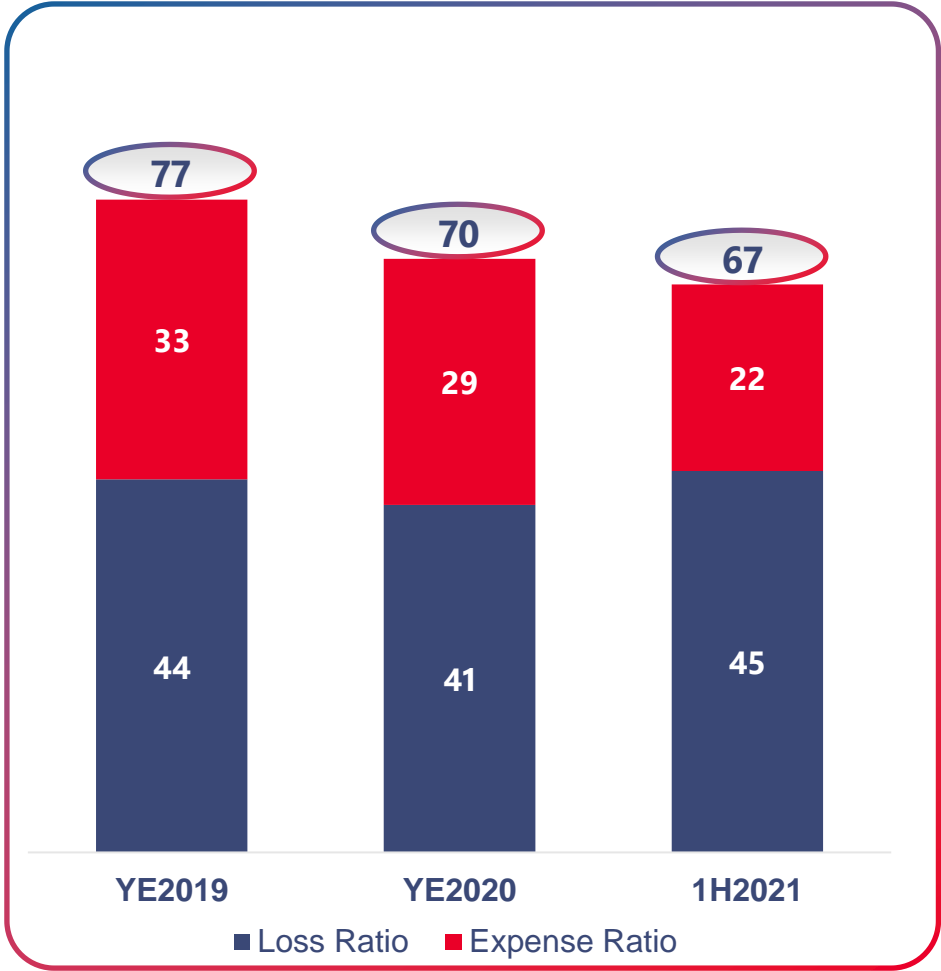
(%)

CoR in line with Plan's estimates

Gross of Reinsurance

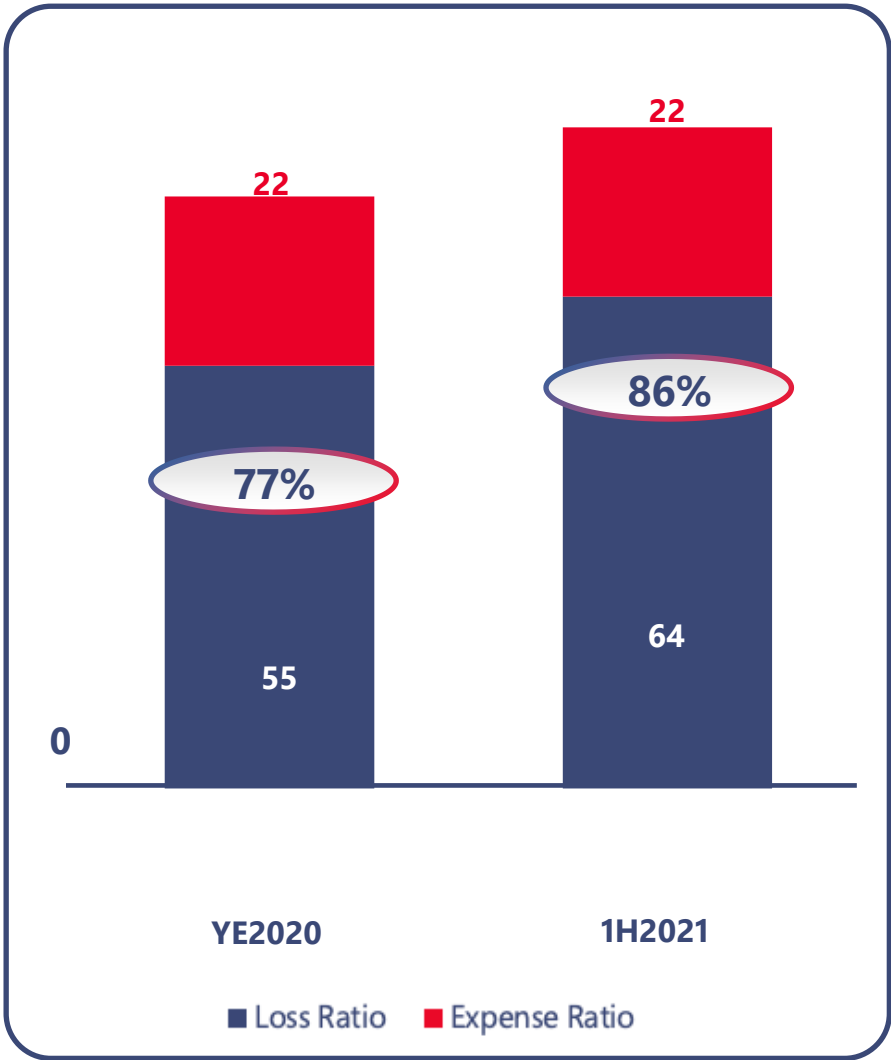


Net of Reinsurance

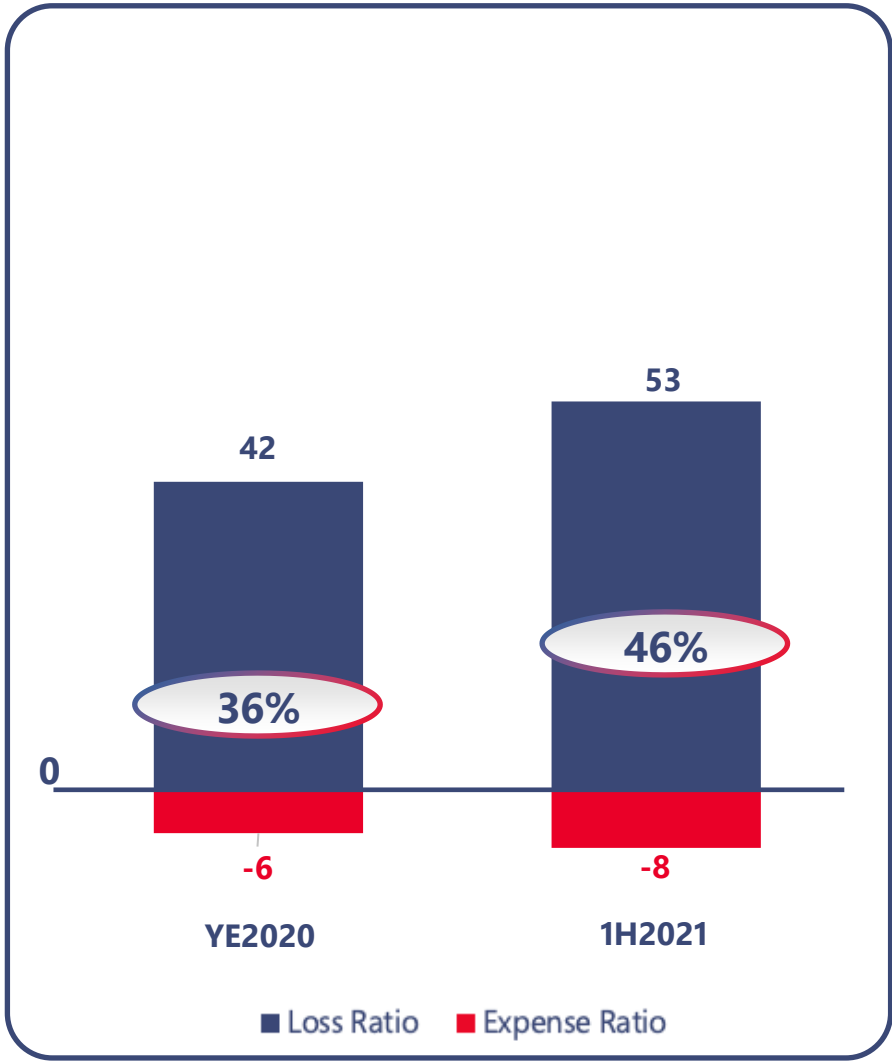


Combined Ratio – *focus on CQ business*

Gross of reinsurance

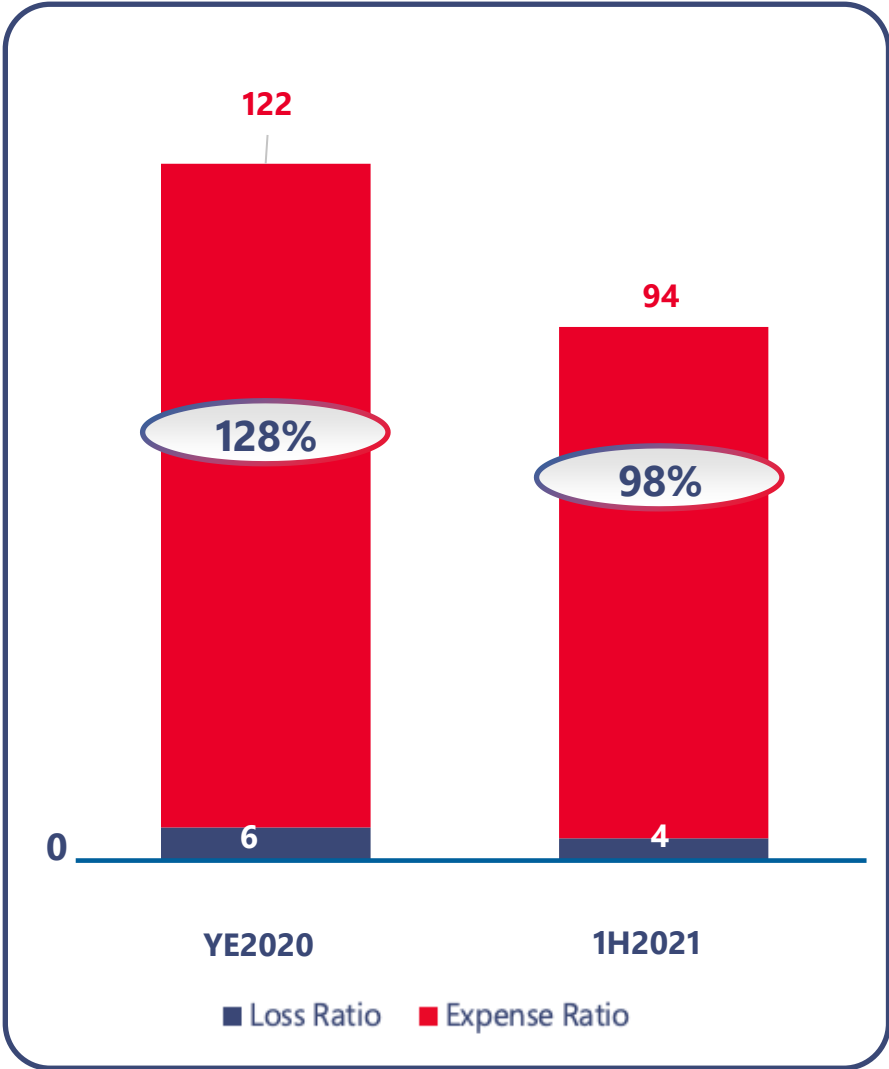


Net of reinsurance

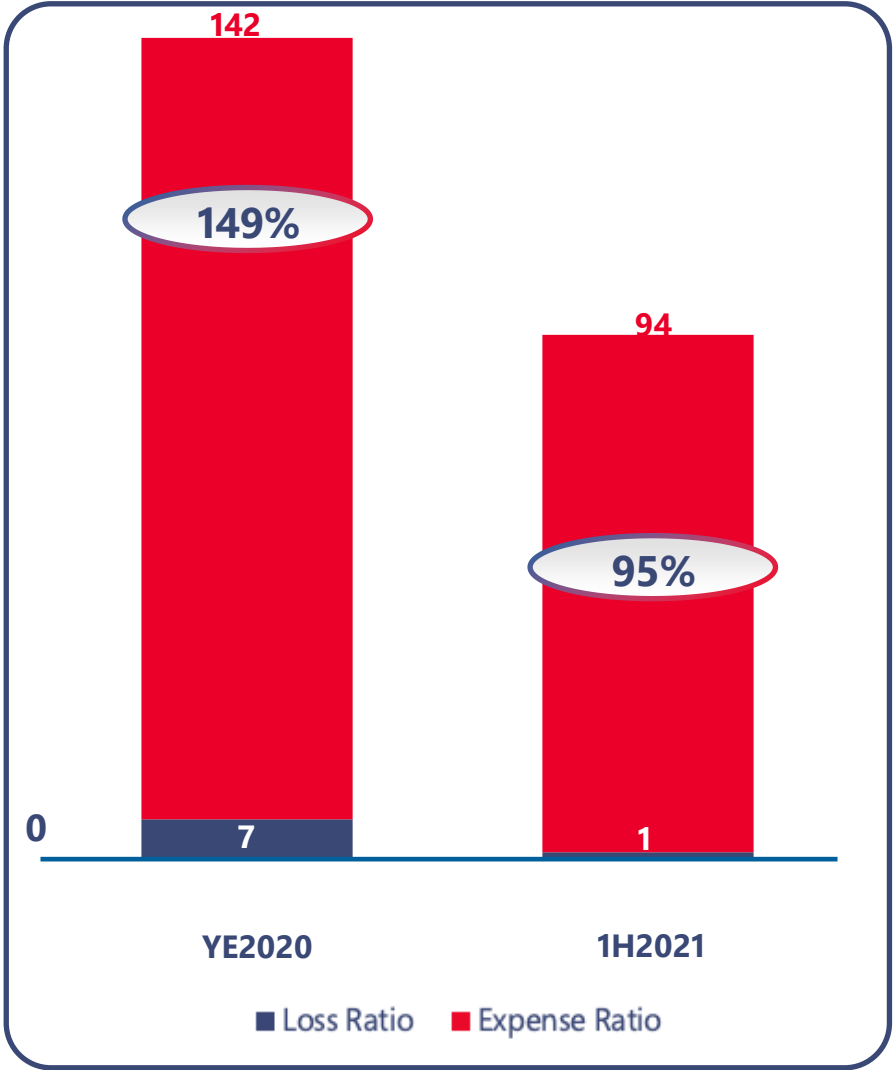


Combined Ratio – *focus on Bancassurance*

Gross of reinsurance

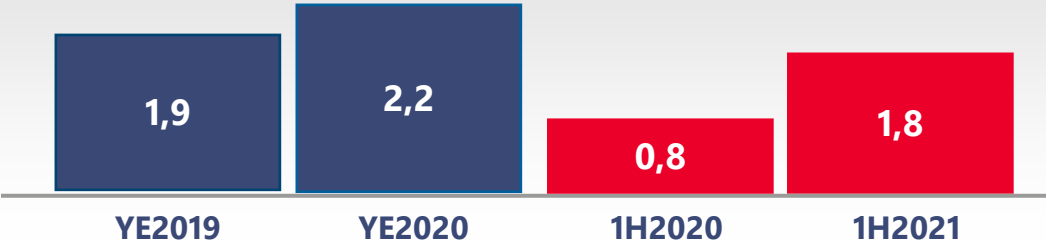


Net of reinsurance

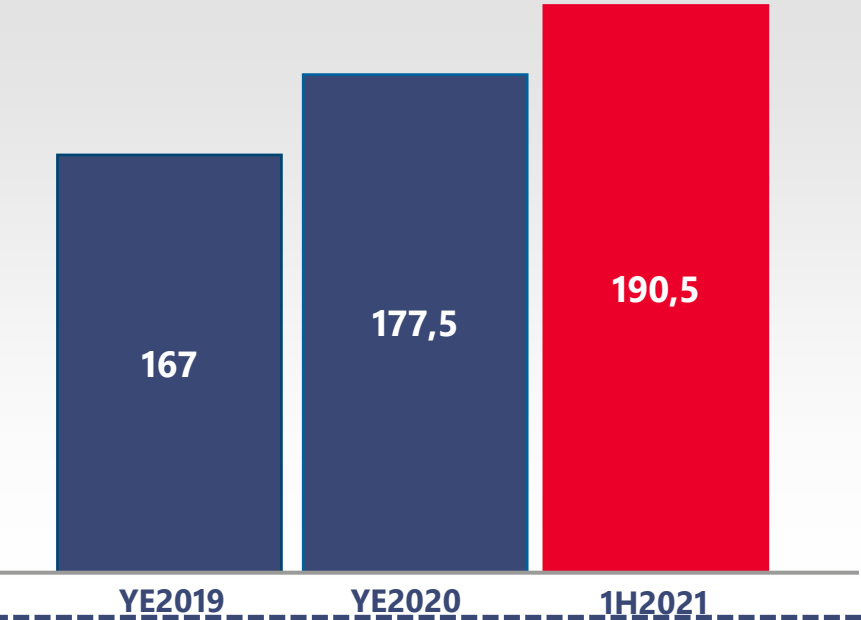


Investments

*Financial result
(€/mln)*

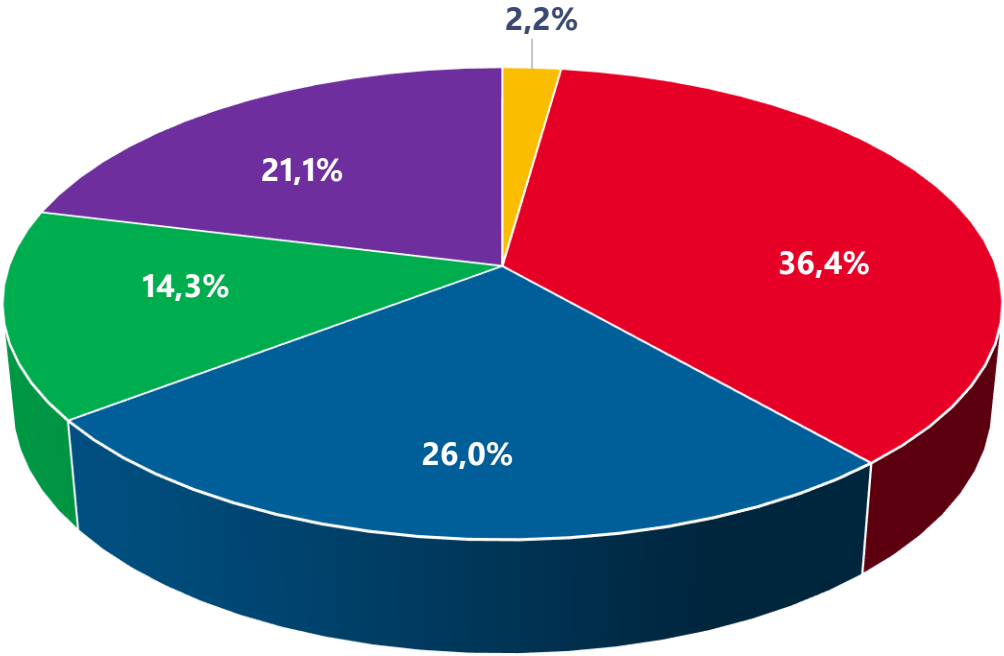


*Investments
(€/mln)*



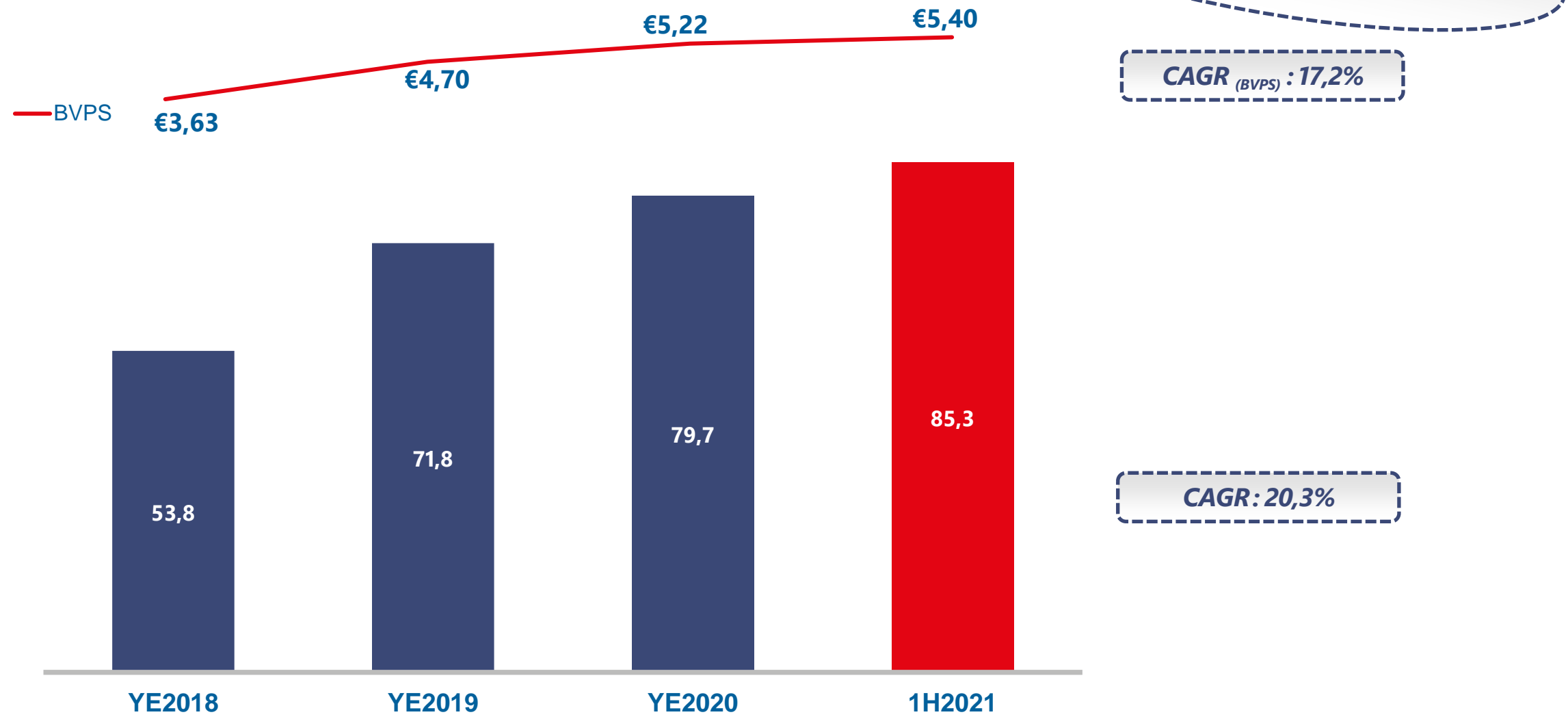
*Very diversified asset allocation,
which generates further profits to
add on technical results*

Asset allocation



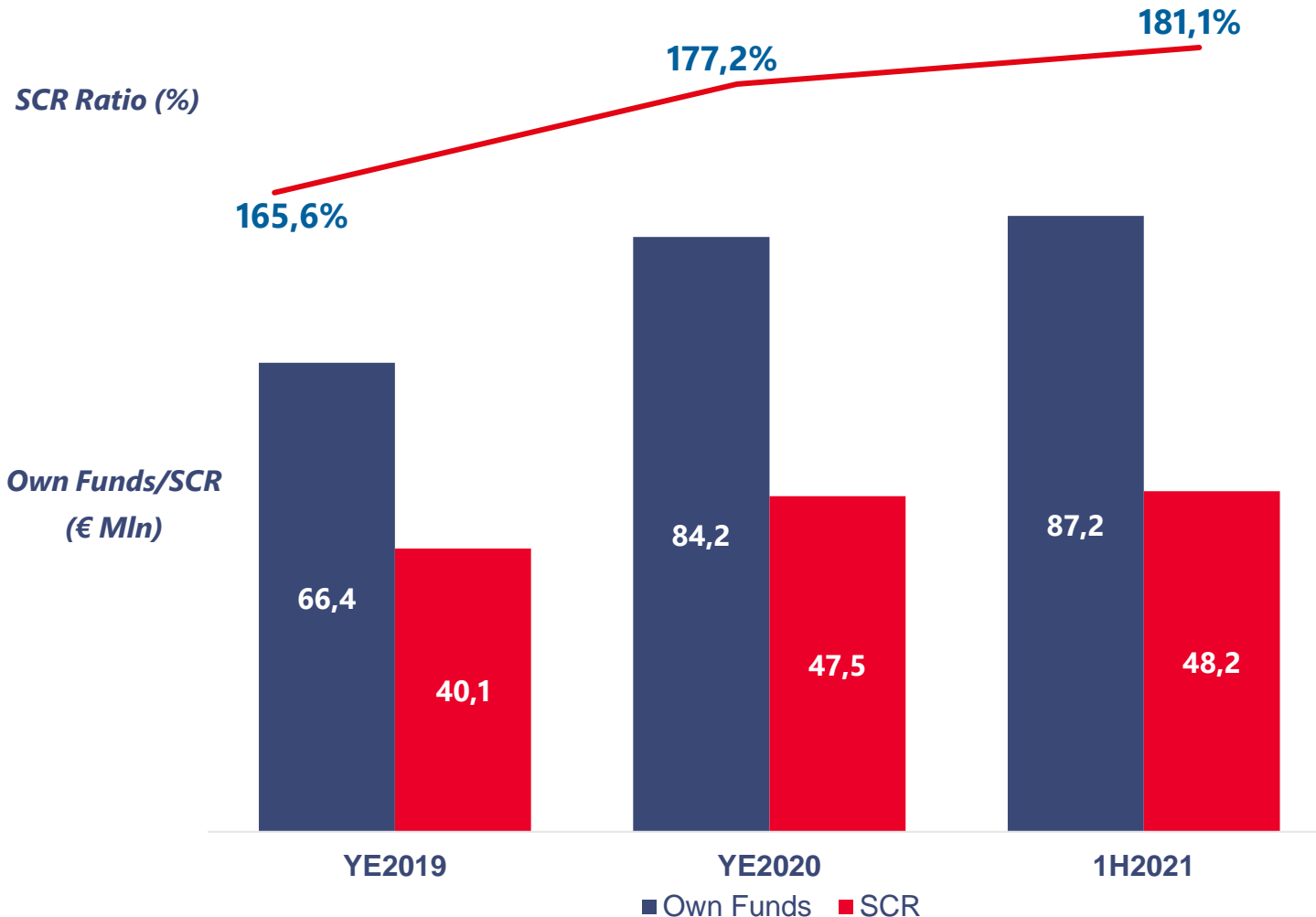
- Equity
- Funds
- Govies ITA
- Govies not ITA
- Corporate bond

Shareholders' Equity



SCR Ratio – Net Insurance Group

*SCR Ratio level higher than
~ 165%-175%
(estimated in the Business Plan)*



- ▶ Solvency position widely above regulatory minimum;
- ▶ Flexible capital structure which shows its strong resilience;
- ▶ SCR Ratio still up to Plan's estimates

Some pictures Business model Pillars

Salary backed – loan (CQ business)

- ▶ Further confirmed **leadership** position where market share (around 30%) put in evidence **high standards quality and specialization**
- ▶ **Underwriting and repricing activities**, with the scope to strengthen equilibrium and prospective industrial profitability of this line of business
- ▶ Very good **technical results** reinforced during 1H2021
- ▶ **Diversified portfolio by employers sector** (private/public/parapublic) and built using accurate underwriting criteria and scoring systems; very low level of exposure in sectors most affected by pandemic
- ▶ **High portfolio quality subject to “double hedging system”** thanks to severance indemnity (“TFR”) and reinsurance program (2/3 of the business ceded to Reinsurer)

2018

2019

2020

2021

SPARKASSE
CASSA DI RISPARMIO
(105 branches)

**BANCA POPOLARE
DI PUGLIA E BASILICATA**
(104 branches)

IBL Banca
(54 branches)

**BPSA BANCA POPOLARE
S.ANGELO**
(25 branches)

**Banca del Lazio
Popolare**
(60 branches)

ConfeserFIDI
Intermediario Finanziario Art. 706 TUB
(31 branches)

BPP Banca
Popolare
Pugliese
(106 branches)

Blu Banca

Banco Desio
(243 branches)

Fides
Gruppo Banco Desio
(33 branches)

**Banca Popolare
Valconca**
(23 branches)

Banca Capasso
GRUPPO BANCARIO IBL BANCA
(7 branches)

**Banca di Sconto
e Conti Correnti**
di Santa Maria Capua Vetere S.p.A.
(3 branches)

FIGENPA
Diamo credito al tuo mondo.
(30 branches)

**BANCA DI PIACENZA
LA NOSTRA BANCA**
(54 branches)

Over no. 850 «points of sale» where NET's products are sold...
Net Insurance is becoming reference player in this sector!

Distribution area



Protection solutions



Protection Households
(Multirisk, Home, Health, Accident, PET)



CPI
(Mortgages, Loans, business)



Protection Business
(Enterprise multirisk, Agricultural risk, Leasing)

**Protection solutions dedicated to Person, Households
and SMEs cover the entire national territory**

Digital and Broker channel

Digital

- ▶ Signed **important agreement with Enel X**, the first Italian player on multiutilities
- ▶ **Obtained the certification ISO/IEC 27001:2013**, as main international standard principle
- ▶ Focus **on new products** dedicated to People ("mobility green" and dental with ForGreen) and dedicated to SMEs (cyber risk insurance coverage)
- ▶ NET is ready to start selling process **in freedom of service in Spain**, consolidating such partnership with Yolo

Broker retail

- ▶ It's a **complementary channel to bancassurance** in the insurance offer
- ▶ **signed new agreements with brokers** in a very targeted way and as to products to be distributed
- ▶ **New insurance solutions** (Health product, CAT risks)
- ▶ business increased in **niche markets risks (agricultural risks and suretyship)**

Other great results



A recent market analysis done by **Nielsen Sports agency** certified NET's **brand awareness**, which now is known within **24%** of Italian population (previous percentage equal to 19% in 2020), thanks to the sponsorship with FIGC and AIA



NET received during I semester 2021 the certification “**great place to work**”



Outlook 2021

Outlook 2021



Energetic activity of business "development" during this 3rd year of our Business Plan.
Finalised several projects during 1H2021



We are confident in future increase of demand in **CQ business**.
Bancassurance increases with a percentage above +110% in terms of gross written premiums (vs I semester 2020). New distribution agreements signed during this first part of the year...and other in pipeline!



In **digital** channel new agreements which allow to enlarge customer base

We do not observe any factors which could represent an obstacle in order to achieve all target's Plan expected in 2021

2021 Target Plan...

 **134**
Mln eur (GWP)

 **11,3**
Mln eur (net income adj.)

 **71,5**
Mln eur (total equity)

 **16,4%**
(ROE)

 **~ 165-175%**
(SCR Ratio)

 **71,5%**
(CoR net of Reins.)

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