



SUSTAINABLE FINANCE:
ANNOUNCEMENT OF THE UNIPOL GROUP RESULTS AND
COMMITMENTS UNDER THE 2019 – 2021 STRATEGIC PLAN

- 2019-2021 Strategic Plan Target:
 - ✓ €600m investment in Sustainable Development Goals (SDGs) (+84% compared to 2018)
 - ✓ 30% products with social and environmental impact (+32% compared to 2018)
- Value produced for stakeholders in 2019-2021 of €24bn
- 2018 Results:
 - ✓ 98.2% of the total investment portfolio met sustainability criteria (eligible¹)
 - ✓ €380m in social, environmental and cognitive value was created thanks to investment in eligible² non-government securities.

Milan, 25 June 2019

The Unipol Group presented its third Integrated Report today in Torre Velasca in Milan; this document integrates the company's financial performance with its performance in social and environmental sustainability for 2018. A round table meeting was organised for the occasion "*Sustainable finance: the role of SDGs in the real economy*" to reflect more deeply on an area

¹ According to Unipol Group investment policies, a security is eligible when it has been issued by an entity (public or private) that meets environmental, social and governance (ESG) criteria inspired by principles developed by leading international bodies (the UN Global Compact, UN PRI); an independent company specialised in the assignment of ESG ratings and the construction of sustainability indices assessed the securities. Details of the methods used are described in pages 39 – 42 of http://www.unipol.it/sites/corporate/files/document_attachments/bilancio-sostenibilita_unipolsai_2018.pdf.

² The analysis quantifies a benefit in economic terms, calculated from avoidance of negative external effect costs in the environmental, social and cognitive areas; the benefit is generated by the Group's choice to invest in securities issued by an 'eligible' company according to the model cited above rather than non-eligible one.

undergoing significant developments a few days from publication of key instruments to carry out the Action Plan on financing sustainable growth by the European Commission.

The event included a round table meeting attended by **Carlo Cimbri**, Group CEO of Unipol, **Innocenzo Cipolletta**, President of Assonime and **Panos Seretis**, Head of ESG Research - EMEA MSCI Inc. The debate expanded on ideas set out in the introduction by **Marisa Parmigiani**, Unipol Group Sustainability Manager, who illustrated the sustainable finance measures recently adopted at European level and a speech by **Simon Zadek**, Senior Advisor to the Administrator of the United Nations Development Programme and Sherpa on the Task Force on Digital Financing of the Sustainable Development Goals set up by the UN Secretary General since November 2018.

In 2019, Unipol had the best reputation in the Italian finance sector for the third year in a row, and is fully aware of the impact of its investment choices; this is why it is a signatory to the Principles for Responsible Investment (UN-PRI) and has established investment policies that combine traditional techniques to analyse risks and financial returns with the non-financial analyses of ESG factors. Investments that met the defined sustainability criteria represented 98.2% of the total portfolio in 2018.

The Group calculated the value created by investment choices that were focused on eligible¹ securities with the support of The European House-Ambrosetti, continuing the work presented to stakeholders last year. The €12.5bn invested by Unipol in eligible² non-government securities created environmental, social and cognitive value of €380m.

The Group intends to continue in this vein by pushing up the percentage of eligible² non-government securities in its portfolio and increasing investments in sectors with more significant positive external effects (such as energy and utilities). Therefore, by the time the 2019-2021 Strategic Plan comes to an end, the value created could amount to €440m (+16% compared to 2018).

The other key commitment regarding investments relates to the **thematic investments** to help achieve the UN 2030 Agenda goals: the goal is to invest **€600m** in this manner by 2021, an increase of over 80% compared to 2018.

The contribution to the SDGs will also be boosted by selling **products with a social and environmental impact** which the Group undertakes to **increase to 30% of penetration** of the total insurance portfolio (from 22.7% in 2018).

The data from The European House - Ambrosetti study shows the non-financial impacts also created by the Group in other relevant areas.

The **non-obligatory training** given to 75% of the 10,400 Italian employees of the UnipolSai Assicurazioni Group generated almost **€10m** in terms of increased capacity to create value, i.e. greater productivity for the entire workforce, along with increased human capital value in terms of the higher market value of professionals who received the training. This approach was also used to calculate the impact of training for the Network, involving 28,700 people (88% of the total) and generating €44m in value.

Unipol also generated environmental benefits of **€2.7m** in 2018 through the actions taken to **reduce consumption and use solar electricity produced by renewable sources**, therefore reducing the negative external effects.

The efficient management of MV liability insurance payment claims (over **766 claims paid**) by UnipolSai Assicurazioni, the main Insurance Company in the Group, generated a positive impact of over **€55m** for customers, calculated as the difference in discounted value compared to what it would have been if the cases had been settled in civil suits which take much longer.

Relations with agents, experts and suppliers generate value in equal terms of **€3.9bn, 1.4bn and 1.9bn** respectively, considering the direct, indirect and linked impacts of commissions, fees and purchases made.

The total economic value to stakeholders in view of the actions set out under the 2019-2021 Strategic Plan will amount to **€24bn**.

If the value produced in the various sectors in 2018 is considered to be 100, the Group is committed to increasing this value to 111.8 over the lifespan of the Plan. Non-financial impacts will be measured upon completion, but are also subject to specific targets in the 2019-2021 Strategic Plan within the scope of the “Shared values and sustainable development” strategic guideline.

Unipol Gruppo S.p.A.

Unipol is one of the main insurance groups in Europe with total premiums of approximately €12.4bn, of which €8.0bn in Non-Life and €4.4bn in Life (2018 figures). Unipol adopts an integrated offer strategy and covers the entire range of insurance and financial products, operating primarily through the subsidiary UnipolSai Assicurazioni S.p.A., founded at the start of 2014 and a leader in Italy in the Non-Life Business, particularly MV TPL. The Group is also active in direct MV insurance (Linear Assicurazioni), transport and aviation insurance (Siat), health insurance (UniSalute) and supplementary pensions, and maintains a presence in the bancassurance channel. Lastly, it also operates in the banking realm through the network of Unipol Banca branches, and manages significant diversified assets in the real estate, hotel and agricultural (Tenute del Cerro) sectors. Unipol Gruppo S.p.A. is listed on the Italian Stock Exchange.

Unipol Gruppo

Media Relations

Fernando Vacarini
T. +39 051 5077705
pressoffice@unipol.it

Investor Relations

Adriano Donati
T. +39 051 5077933
investor.relations@unipol.it

Barabino & Partners

Massimiliano Parboni	Giovanni Vantaggi
T. +39 335 8304078	T. +39 328 8317379
m.parboni@barabino.it	g.vantaggi@barabino.it