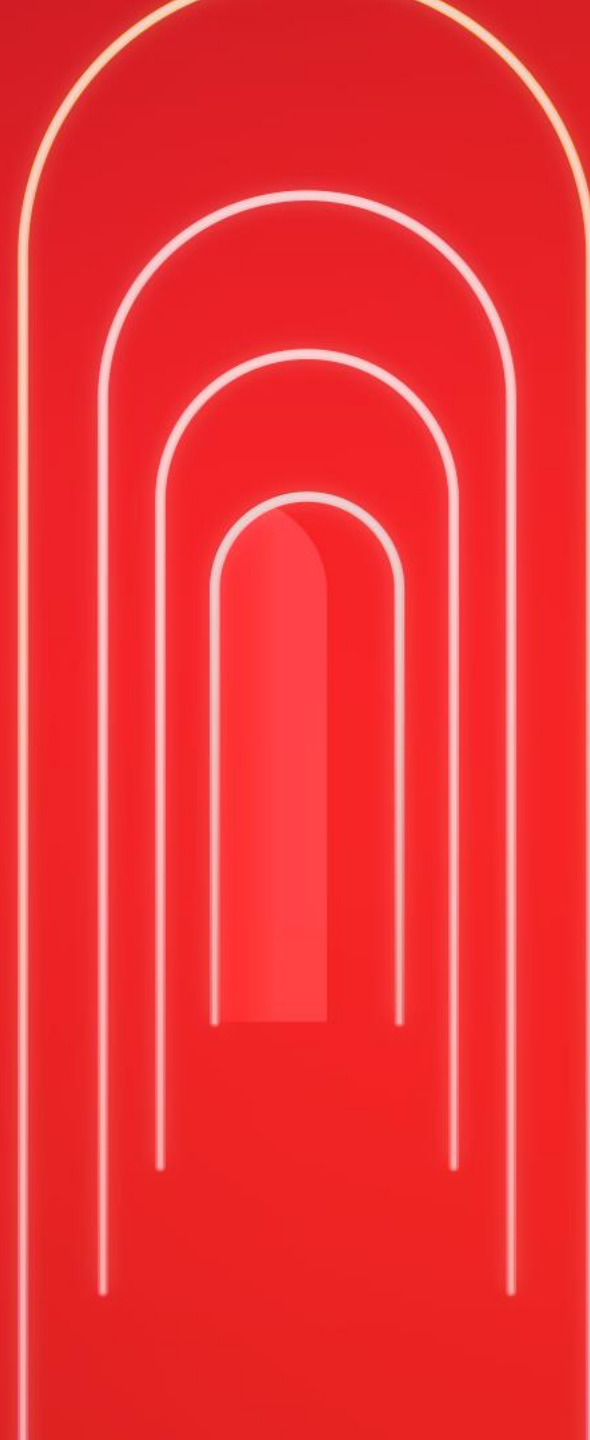




# GENERALI GROUP 2024 RESULTS





**1**  
**Strategy  
overview**

**2**  
**Group  
financials**

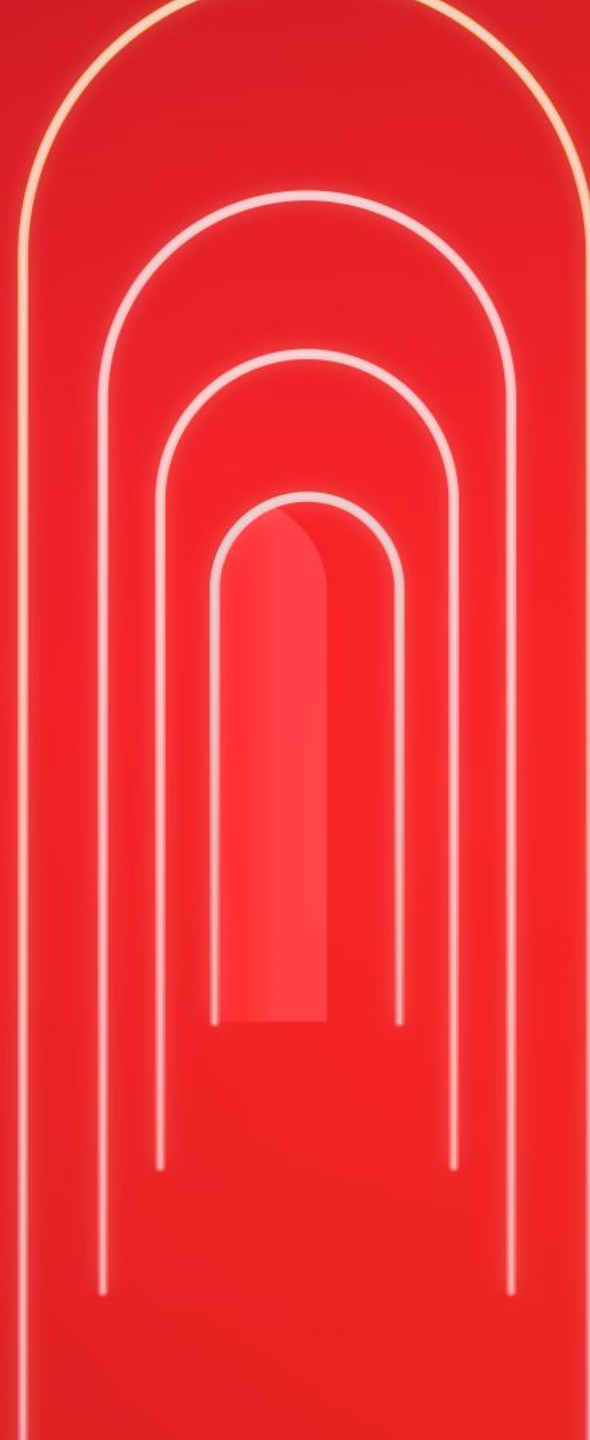
**3**  
**Backup**



# STRATEGY OVERVIEW

Philippe Donnet

Group Chief Executive Officer





Record Operating Result and Adjusted Net Result led by all business segments

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Successfully completed “Lifetime Partner 24: Driving Growth” plan, over-achieving all financial targets

---

Very positive Life Net inflows and strong increase in New Business Volumes

---

P&C growth driven by rising GWP and improving Undiscounted Combined Ratio

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Significant growth of the Operating Result of Asset & Wealth Management

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Proposed Dividend Per Share at € 1.43, confirming strong focus on increasing shareholder remuneration

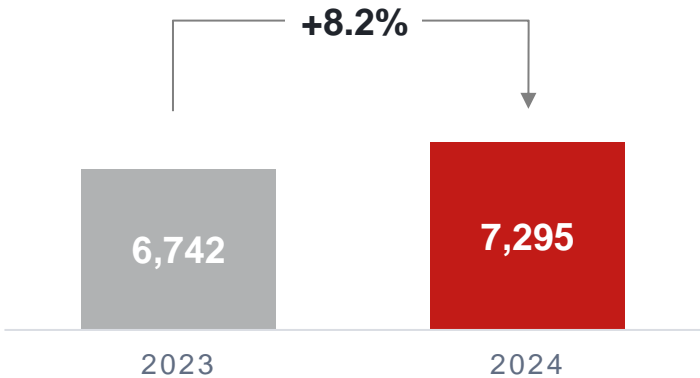
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Committed to even more ambitious targets with new “Lifetime Partner 27: Driving Excellence” plan

# RECORD OPERATING RESULT AND ADJUSTED NET RESULT LED BY ALL BUSINESS SEGMENTS

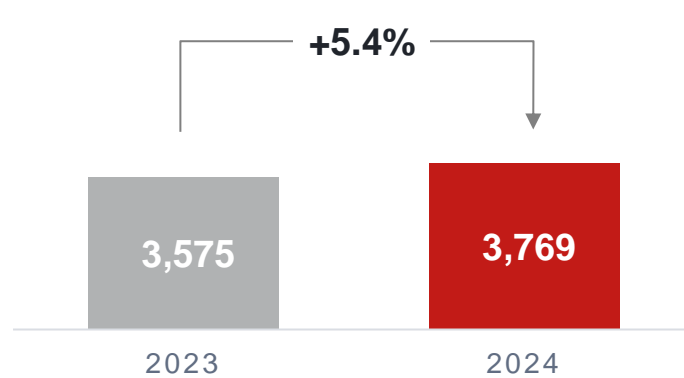
## Operating Result

(€ Mn)



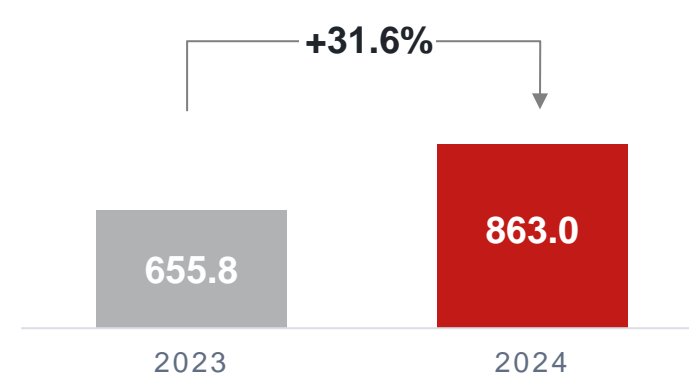
## Adjusted Net Result

(€ Mn)



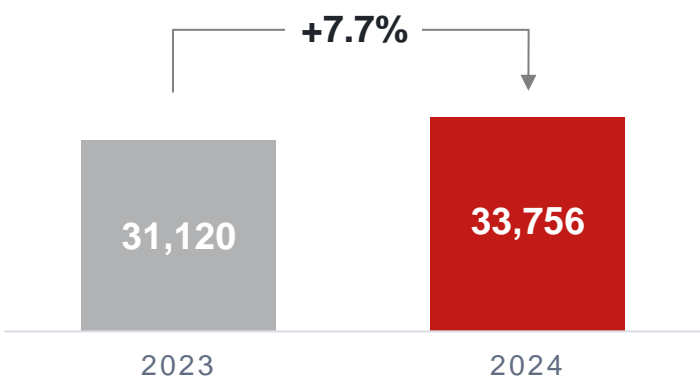
## Total Assets under Management

(€ Bn)



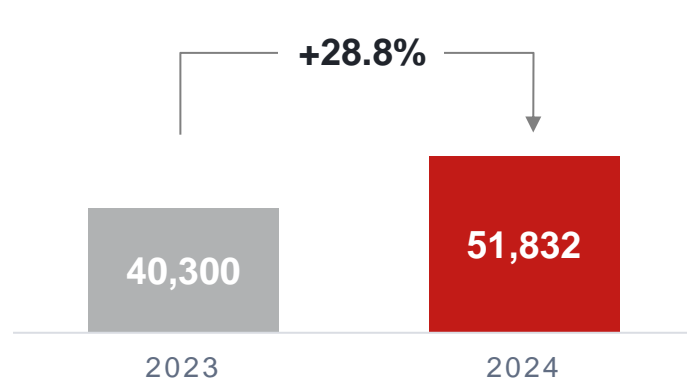
## P&C Premiums

(€ Mn)



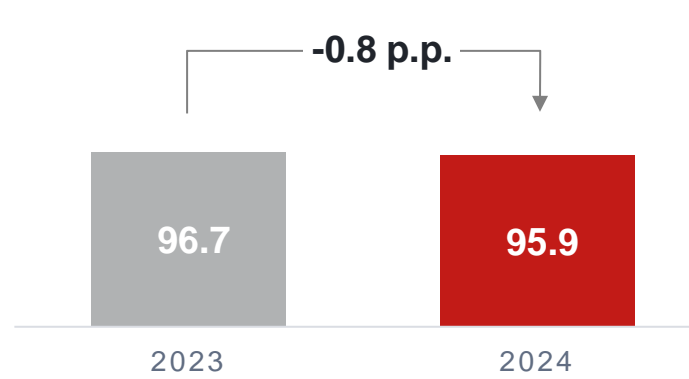
## Present Value of New Business Premiums

(€ Mn)



## Undiscounted Combined Ratio

(%)



# SUCCESSFULLY COMPLETED “LIFETIME PARTNER 24: DRIVING GROWTH” PLAN, OVER-ACHIEVING ALL FINANCIAL TARGETS



## STRONG EARNINGS PER SHARE GROWTH

**6-8%**

EPS CAGR<sup>1</sup> range  
2021-2024

✓✓ **11.3%**  
EPS CAGR  
2021-2024

## INCREASED CASH GENERATION

**>€8.5 Bn**

Cumulative Net Holding Cash Flow<sup>2</sup>  
2022-2024

✓✓ **€9.6 Bn**  
Cumulative  
Net Holding Cash  
Flow

## HIGHER DIVIDEND

**€5.2-5.6 Bn**

Cumulative dividend<sup>2</sup> 2022-2024,  
with ratchet policy on DPS

✓✓ **€6.5 Bn**  
Capital returned  
to shareholders

Including €1 Bn share buyback

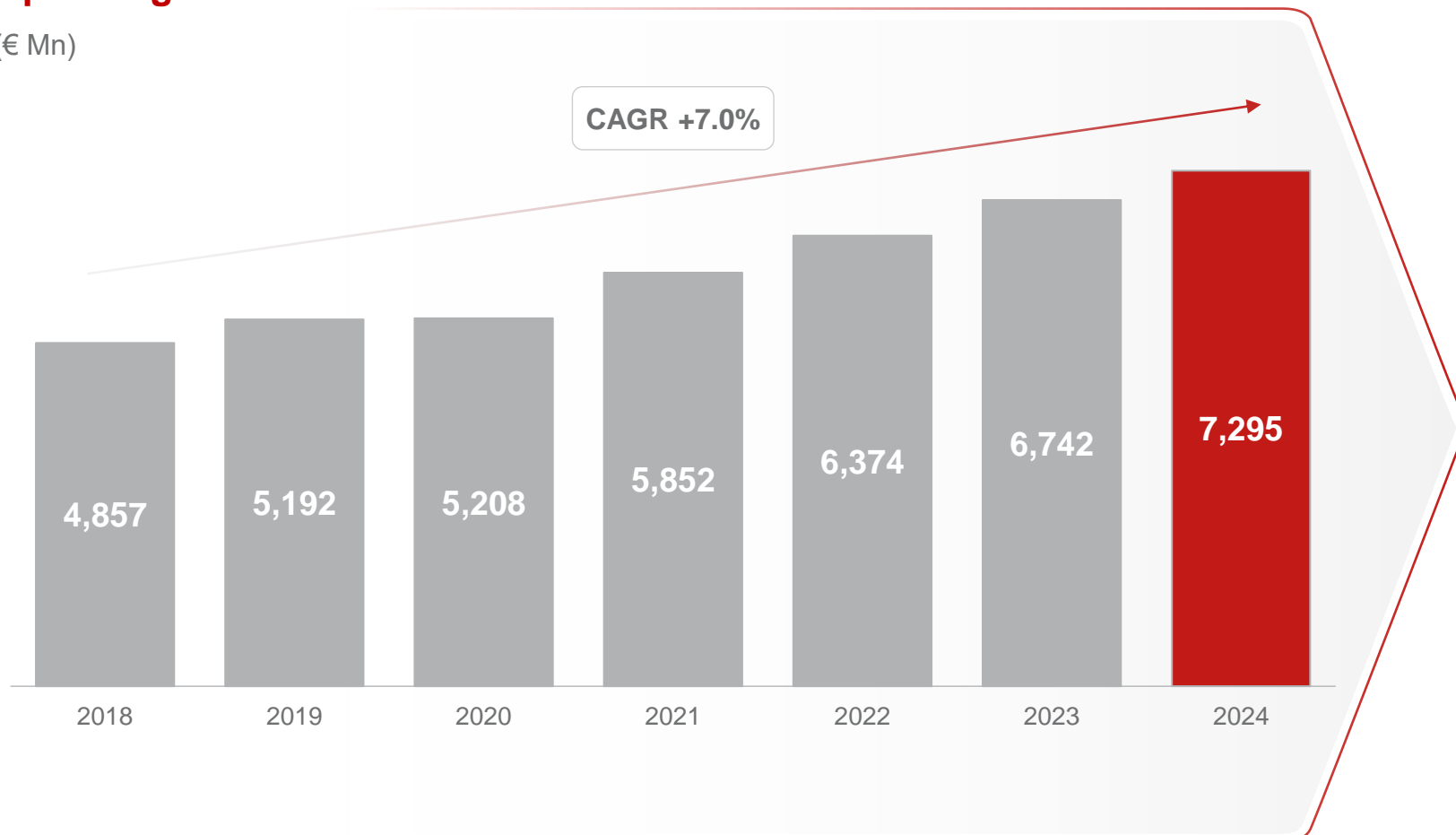
1. 3-year CAGR based on the Group's Adjusted Net Result  
2. Net Holding Cash Flow and Dividend expressed on a cash basis

# FURTHER GROWTH IN GROUP OPERATING RESULT, WITH STRONG CONTRIBUTION FROM ASSET & WEALTH MANAGEMENT



## Operating Result<sup>1</sup>

(€ Mn)



**Life:** Net Inflows back to robust positive net collection; significant GWP growth

**P&C:** Positive price effect driving GWP growth, especially in Retail and SME

**Asset & Wealth Management:**  
Contribution above 16% in 2024

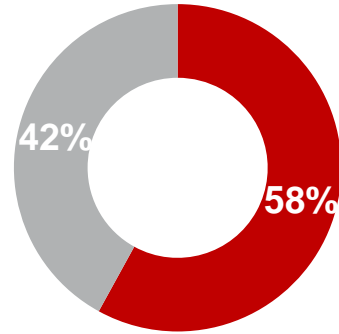
1. Data 2018-2021 as disclosed based on historical IFRS4, since 2022 on IFRS17

# ONGOING UNDERWRITING DISCIPLINE ON LIFE NEW BUSINESS



## Breakdown of Life reserves

- Guarantee-linked reserves
- Reserves w/o financial guarantee



Current return

3.2%

Average guarantee on guarantee-linked reserves

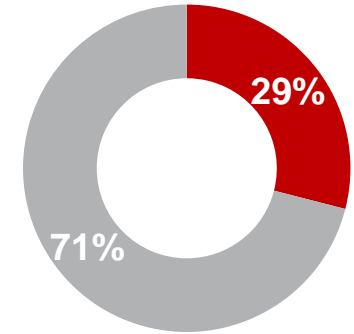
1.2%

>200 bps

|  | 2023 | 2024 |
|--|------|------|
| Capital Light Share on Life Reserve <sup>1</sup> (%) | 68   | 71   |

## Breakdown of Life New Business Premiums (NBP)

- Guarantee-linked NBP
- NBP w/o financial guarantee



Reinvestment yield

3.8%

Average guarantee on guarantee-linked NBP

0.3%

352 bps

|                         | 2023   | 2024  |
|-------------------------|--------|-------|
| Life Net Inflows (€ Mn) | -1,313 | 9,674 |

1. Before minorities



# SOUND GROWTH OF PROTECTION, HEALTH & ACCIDENT, REPRESENTING 22% OF OVERALL GROUP GWP



## 2024 Group Gross Written Premiums (95.2 Bn)

(€ Bn)

y-o-y growth

Savings, Pension & Unit Linked  
46.2 Bn

48%

22%

Protection, Health & Accident (PH&A)  
20.6 Bn

+9.0%

Motor & Non-Motor<sup>1</sup>  
28.4 Bn

30%

Pure Protection<sup>2</sup> (Life)  
9.2 Bn

+12%

Health<sup>3</sup> (Life)  
6.1 Bn

+9%

Health & Accident<sup>4</sup> (P&C)  
5.4 Bn

+4%

Consistent with Group objective to offer products with **positive social impact**

Acceleration driven by **market demand** and **new business focus**

Proprietary distribution network key to **advising customers** on protection needs and seizing growth potential

PH&A **strongly profitable** in 2024, with Proxy CoR at 90%

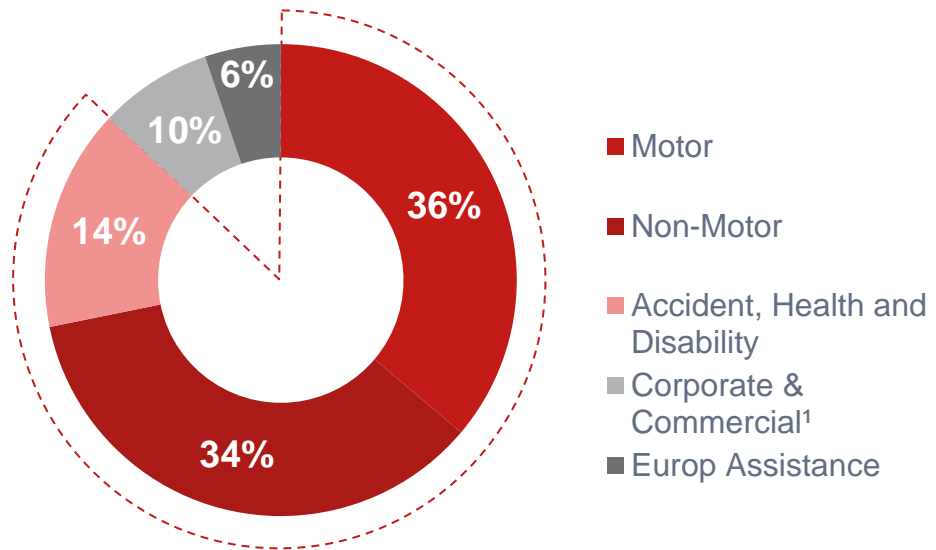
1. Excludes: Health & Accident (5.4 Bn)  
 2. Includes: Death, Disability, Critical Illness and Long-Term Care risks. Reported as "Protection" in Group Life NBV disclosure  
 3. Includes: Medical Expenses. Reported as "Protection" in Group Life NBV disclosure  
 4. Includes: Medical Expenses (~2.9 Bn), Income Protection (2.1 Bn), Workers Compensation (~0.5 Bn)

# TARIFF STRENGTHENING MEASURES FURTHER SHOWING THEIR EFFECTIVENESS IN P&C GROWTH



## 2024 P&C Gross Direct Premiums

(%)



Retail and SME: (84%)

## Price effect

| Change in average annual premium    | 2023 vs 2022 | 2024 vs 2023 |
|-------------------------------------|--------------|--------------|
| <b>Retail and SME<sup>1,2</sup></b> | <b>+6.1%</b> | <b>+6.8%</b> |
| <i>of which:</i>                    |              |              |
| Motor                               | +5.3%        | +8.0%        |
| Non-Motor                           | +6.1%        | +4.7%        |
| Accident, Health & Disability       | +7.9%        | +8.7%        |

1. The scope of the analysis is equal to ~80% of the Group P&C Retail + SME business in force (excluding Europ Assistance) at FY24 and refers to European countries only

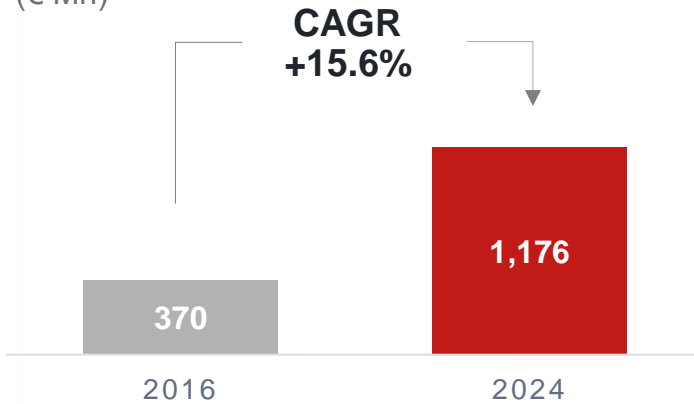
2. Measured as the change of the Average Annual Premium for risks in-force (data from technical monitoring)

# ASSET & WEALTH MANAGEMENT GROWTH REFLECTS STRATEGIC DEVELOPMENT



## Operating Result

(€ Mn)

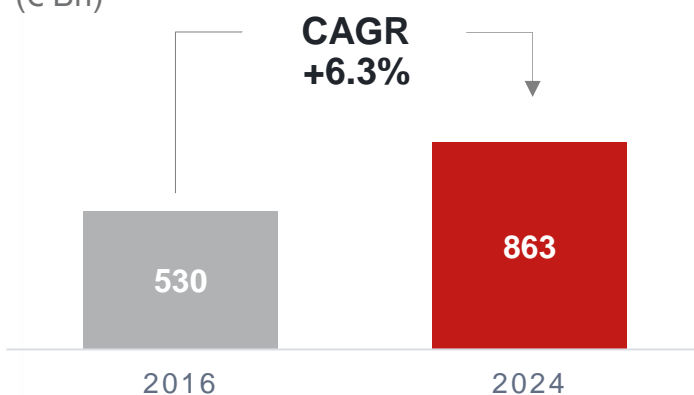


Asset Management Operating Result at 616 Mn (+18.3%), reflecting the consolidation of Conning Holdings Limited

Banca Generali Operating Result at 560 Mn, with strong increase from 2023 (+27.6%)

## Assets under Management

(€ Bn)



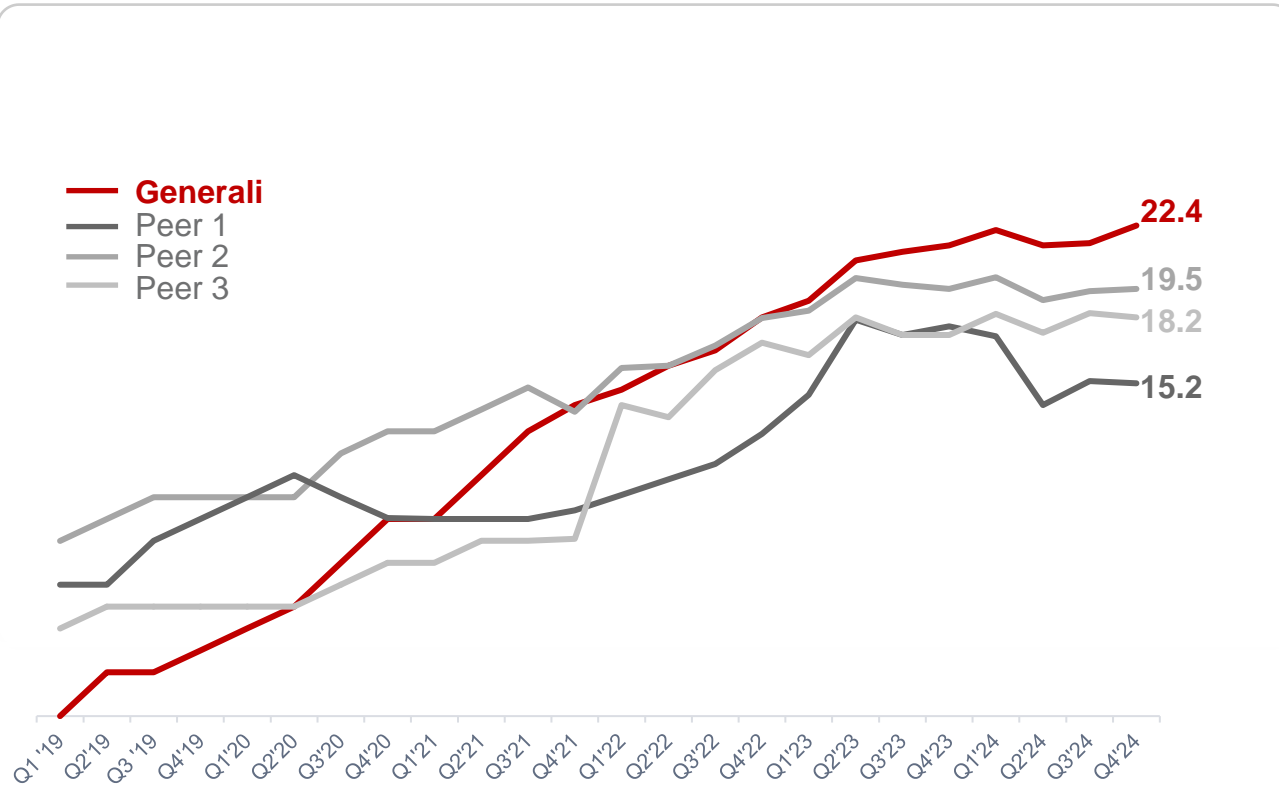
Assets under Management at 863 Bn, mainly reflecting the inclusion of the AUM of Conning and positive Net Inflows

Strong growth of third-party Assets under Management, from 56 Bn in 2016 to 366 Bn in 2024

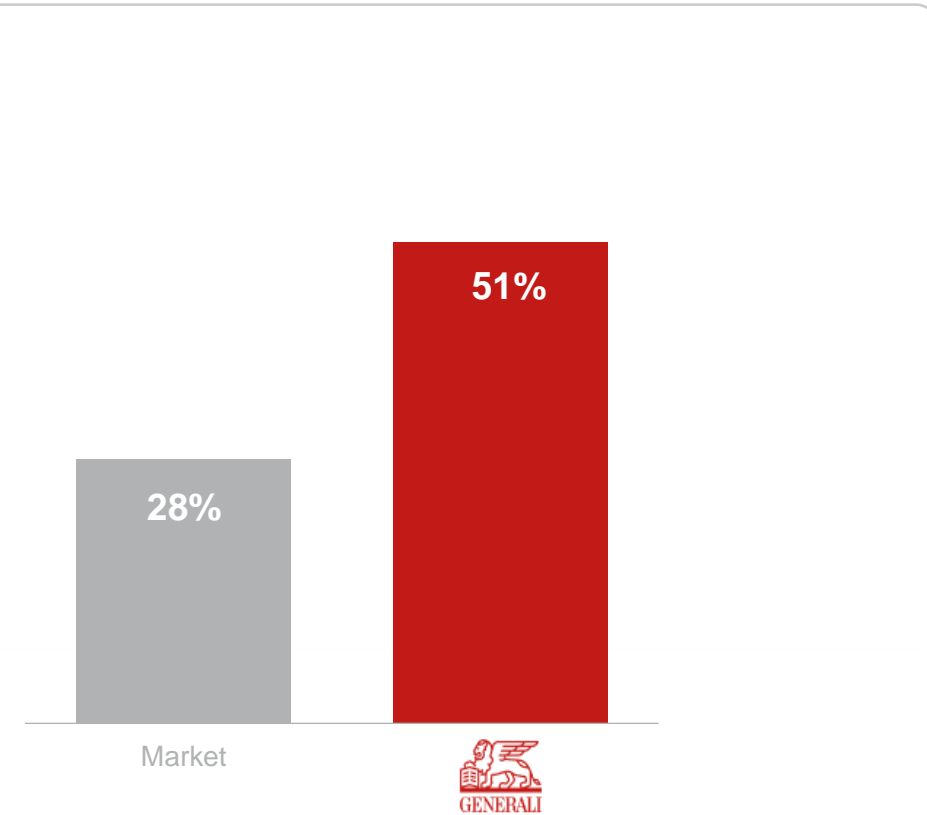
# CONTINUED COMMITMENT TO LIFETIME PARTNER AMBITION, LEVERAGING OUR HIGHLY EFFECTIVE DISTRIBUTION NETWORK



### #1 Position in Relationship-Net Promoter Score<sup>1</sup>



### % of GWP from tied agents<sup>2</sup>



1. R-NPS Research 2019-2024, 24 countries

2. Weighted average of Total Gross Written Premiums (GWP) per distribution channel, across all Lines of Business. Perimeter includes Italy, France, Germany, Spain, Portugal, Austria, Czech Republic, Malaysia, China (foreign players) markets, 2023 data

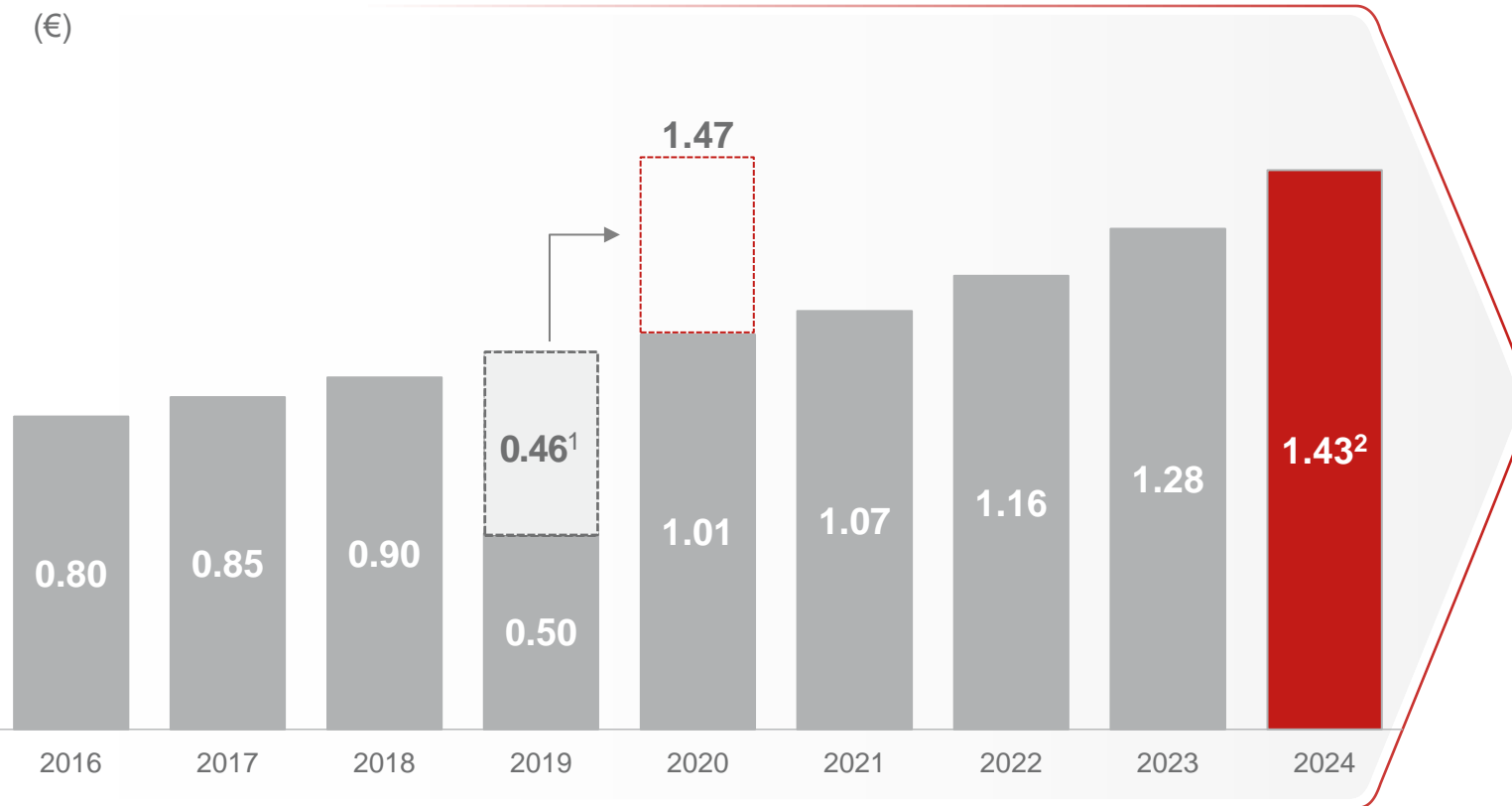


# PROPOSED DIVIDEND PER SHARE AT € 1.43, CONFIRMING STRONG FOCUS ON INCREASING SHAREHOLDER REMUNERATION



## Dividend Per Share (DPS)

(€)



Proposed DPS at € 1.43, with a 11.7% y-o-y increase

Annual General Meeting: April 24<sup>th</sup>, 2025

Ex-dividend date: May 19<sup>th</sup>, 2025

Payment date: May 21<sup>st</sup>, 2025

## New Lifetime Partner 27 DPS CAGR 2024-2027 Target > 10%

1. The Dividend Per Share of €1.47 proposed for the 2020 financial year was split into two tranches of €1.01 and €0.46. The first tranche represented the ordinary pay-out from 2020 earnings while the second one was related to the second part of the 2019 dividend, which was retained due to supervisory recommendations during the Covid-19 pandemic.

2. Subject to all the relevant approvals

# FURTHER DELIVERING ON OUR COMMITMENT TO SUSTAINABILITY<sup>1</sup>



## Responsible Investor

### Carbon footprint of investment portfolio (EVIC)

89 tCO<sub>2</sub>e/€ Mn -51.1% vs 2019 (base year)

### New green and sustainable investments (2021-2024)

€ 13,921 Mn

Net-Zero Asset Owner Alliance  
Member

### Fenice 190 (2020-2024)

€ 3,656 Mn

## Responsible Insurer

### Premiums from insurance solutions with ESG components<sup>2</sup>

€ 25,193 Mn +12.3% (CAGR 2021-2024)

### Relationship Net-Promoter Score

22.4 +0.9



Investments in Digital &  
Technology (2022-2024)

€ 1,200 Mn

Forum for Insurance  
Transition to Net Zero  
Founding Member

## Responsible Employer

### Women in strategic positions

38.6% +3.8 p.p.

### Upskilled Employees

84% +16 p.p.

### Entities working in a hybrid way

100% 0 p.p.

### Employee engagement rate

83% 0 p.p.

### GHG emissions from Group operations

75,322 tCO<sub>2</sub>e -46.1% vs 2019  
(base year)

## Responsible Corporate Citizen



### Active partners

85 +10.4%

### Active countries

26 0.0%

### Generali - United Nations Development Programme

Multi-year partnership to develop insurance and risk finance solutions

1. For definitions and scope please refer to the non-financial information included in the 2024 Annual Integrated Report

2. Definition used for internal identification purposes

# COMMITTED TO EVEN MORE AMBITIOUS TARGETS WITH NEW “LIFETIME PARTNER 27” DRIVING EXCELLENCE PLAN



**STRONG EARNINGS  
PER SHARE GROWTH**

**8-10%**

EPS CAGR<sup>1</sup> 2024-2027

**SOLID CASH  
GENERATION**

**>€11 Bn**

Cumulative Net Holding Cash  
Flow<sup>2</sup>

2025-2027

**INCREASING  
DIVIDEND PER  
SHARE**

**>10%**

DPS CAGR<sup>2,3</sup> 2024-2027  
with a ratchet policy

1. 3-year CAGR based on the Group's Adjusted Net Result. Baseline FY 2024, Adjusted EPS of € 2.45

2. Expressed on cash basis

3. Subject to all relevant approvals. 3-year CAGR with 2024 baseline at €1.28 per share



**SAVE THE DATE**

April 24<sup>th</sup>  
Generali Convention Center  
Trieste, Italy

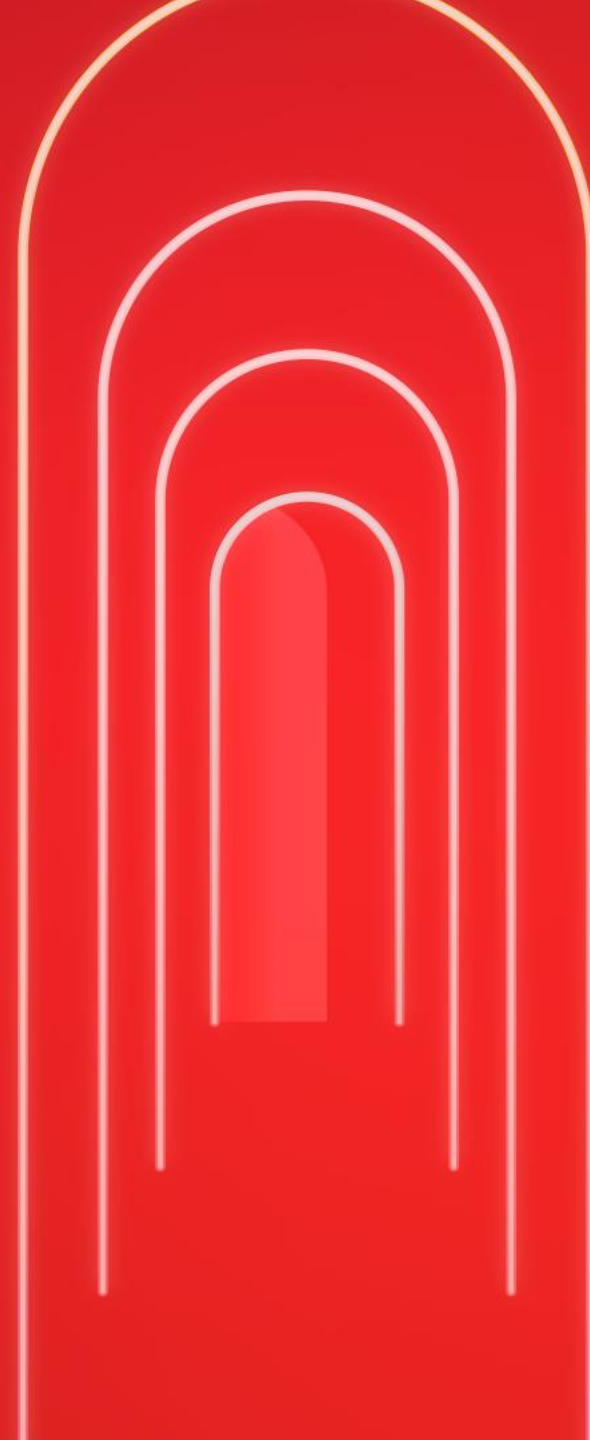




# GROUP FINANCIALS

Cristiano Borean

Group Chief Financial Officer





# 2024 RESULTS IN A NUTSHELL



## Volumes

|                               | 2023    | 2024   | Δ LFL <sup>1</sup> |
|-------------------------------|---------|--------|--------------------|
| Gross Written Premiums (€ Mn) | 82,466  | 95,190 | +14.9%             |
| Life (€ Mn)                   | 51,346  | 61,434 | +19.2%             |
| P&C (€ Mn)                    | 31,120  | 33,756 | +7.7%              |
| Life Net Inflows (€ Mn)       | (1,313) | 9,674  | n.m.               |



## Profitability

|                                | 2023  | 2024  | Δ                       |
|--------------------------------|-------|-------|-------------------------|
| Operating Result (€ Mn)        | 6,742 | 7,295 | +8.2%                   |
| Adjusted Net Result (€ Mn)     | 3,575 | 3,769 | +5.4%                   |
| Adjusted EPS (€)               | 2.32  | 2.45  | +5.6%                   |
| Net Result (€ Mn)              | 3,747 | 3,724 | -0.6%                   |
| New Business Margin (on PVNBP) | 5.78% | 4.60% | -1.19 p.p. <sup>1</sup> |
| Combined Ratio discounted      | 94.0% | 94.0% | +0.0 p.p.               |
| Combined Ratio undiscounted    | 96.7% | 95.9% | -0.8 p.p.               |



## Capital

|   | 2023   | 2024   | Δ        |
|---|--------|--------|----------|
| Contractual Service Margin (CSM) (€ Mn) | 31,807 | 31,228 | -1.8%    |
| Shareholders' equity (€ Mn)             | 28,968 | 30,389 | +4.9%    |
| Solvency 2 ratio                        | 220%   | 210%   | -10 p.p. |

1. Constant perimeter and exchange rates

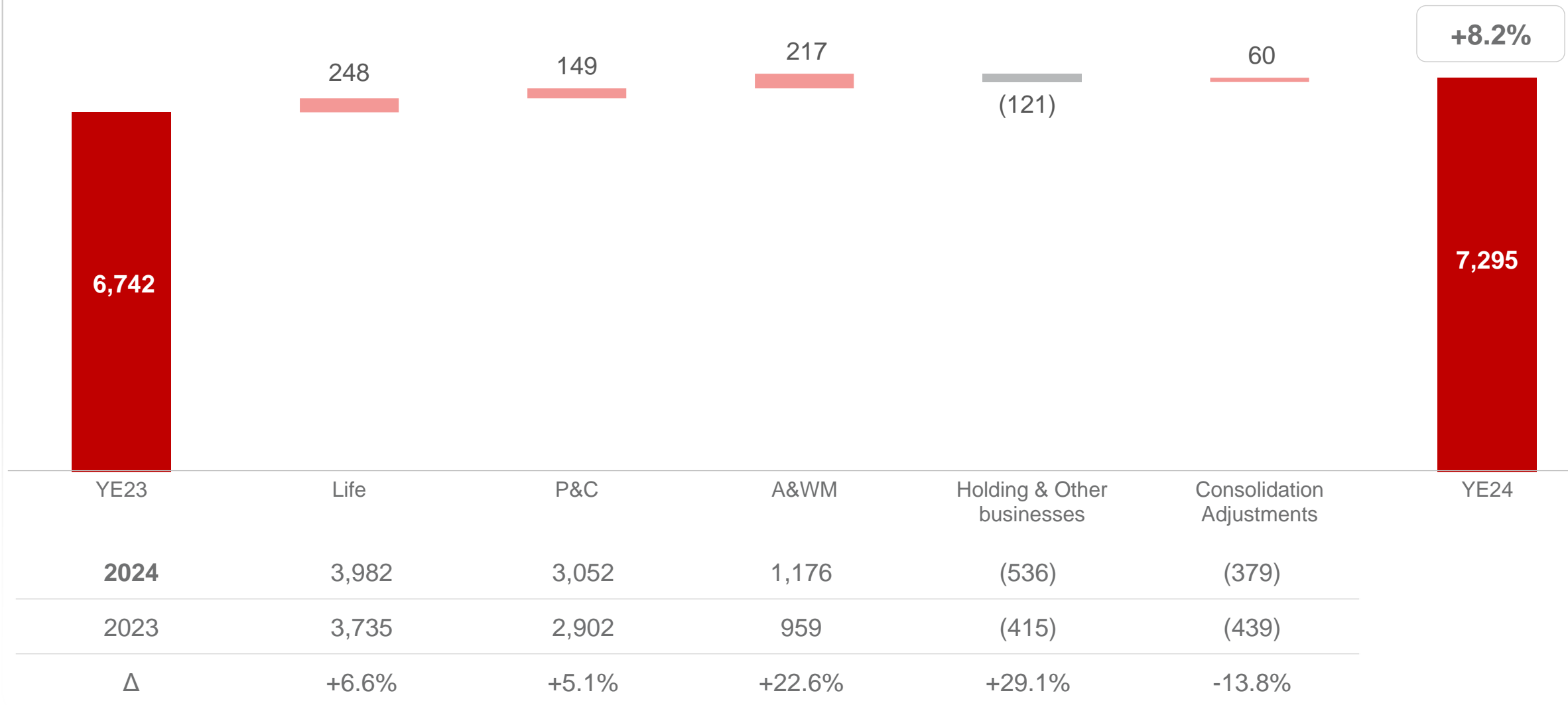


- Continued increase in **Gross Written Premiums** (+14.9%) driven by strong Life growth (+19.2%)
- Confirmed return to healthy positive **Net Inflows**, entirely driven by Protection and Unit Linked and a significant improvement in Savings thanks to both higher premiums and a normalization in lapses
- **Operating Result** growing to 7.3 Bn (+8.2%), supported by all business segments
- **Adjusted Net Result** growing by 5.4% to a record 3.77 Bn. Adjusted EPS of € 2.45, with a 5.6% y-o-y increase
- Healthy **cash generation**, with Remittance from subsidiaries at 4.47 Bn compared to 3.62 Bn at FY 2023
- Solid **Solvency 2** ratio at 210%, mainly reflecting the impact of the M&A closed during 2024 and the implementation of the 500 Mn share buyback programme completed in 2024
- Proposed **Dividend Per Share** of € 1.43<sup>1</sup> (+11.7% y-o-y), consistently with the ratchet policy in place and building the path towards the >10% CAGR target as set in the Lifetime Partner 27 Plan

# GROUP OPERATING RESULT REACHING A NEW RECORD HIGH



(€ Mn)



# GROUP OPERATING RESULT REACHING A NEW RECORD HIGH



- The y-o-y increase in **Operating Result** was supported by a positive contribution from all business segments
- **Life** Operating Result increased by 6.6% thanks to the contribution of both Operating Insurance Service Result and Operating Investment Result
- **P&C** Operating Result grew strongly at 5.1% thanks to improving Operating Insurance Service Result. Volume growth and the development of the Current Year Attritional COR more than compensated lower discounting benefit and elevated Nat Cat
- **Asset & Wealth Management (A&WM)** Operating Result grew by 22.6% thanks to the strong contribution from Banca Generali, also reflecting higher performance fees, as well as from Asset Management, which benefitted from the consolidation of Conning Holding Limited and its affiliates (“CHL”)
- Looking at 4Q 2024 **Operating Result trends** compared to 4Q 2023:
  - **Life** remained flat, with higher Operating Insurance Service Result compensating lower Operating Investment Result
  - **P&C** increased by 95 Mn to 842 Mn driven by an 81 Mn y-o-y increase in the Investment Result
  - **A&WM** increased by 29.2% to 339 Mn with Asset Management recording a 225 Mn Operating Result contribution



# SOLID LIFE OPERATING RESULT PERFORMANCE

| <b>Insurance Contracts Liabilities (€ Bn)</b>           | <b>2023</b> | <b>2024</b> | <b>Δ</b> |
|---|-------------|-------------|----------|
| (Re)insurance contracts issued liabilities <sup>1</sup> | 376.7       | 400.3       | +6.3%    |
| Fulfilment cashflows                                    | 345.8       | 370.0       | +7.0%    |
| Life Contractual Service Margin (CSM)                   | 30.9        | 30.3        | -2.0%    |

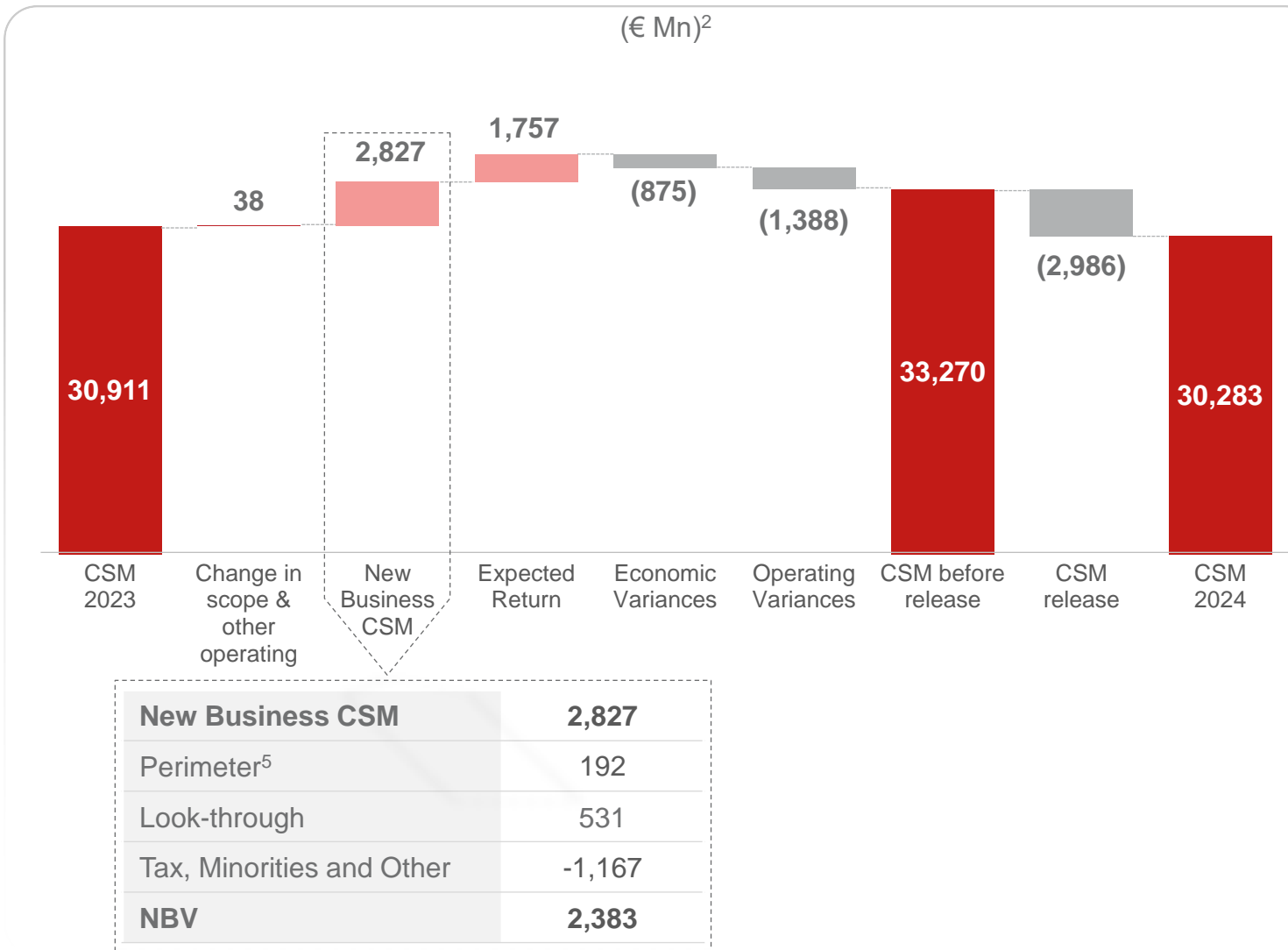
| <b>Life Operating Result (€ Mn)</b>            | <b>2023</b>  | <b>2024</b>  | <b>Δ</b>      |
|--|--------------|--------------|---------------|
| <b>Operating Insurance Service Result</b>      | <b>2,901</b> | <b>3,039</b> | <b>+4.8%</b>  |
| CSM Release                                    | 3,035        | 2,986        | -1.6%         |
| Risk Adjustment release                        | 155          | 145          | -6.2%         |
| Loss component                                 | (149)        | (231)        | 54.9%         |
| Experience variance and other technical result | (32)         | 204          | n.m.          |
| Other operating income and expenses            | (108)        | (65)         | -39.3%        |
| <b>Operating Investment Result</b>             | <b>833</b>   | <b>943</b>   | <b>+13.2%</b> |
| <b>Life Operating Result</b>                   | <b>3,735</b> | <b>3,982</b> | <b>+6.6%</b>  |

1. Including (re)insurance contracts that are assets

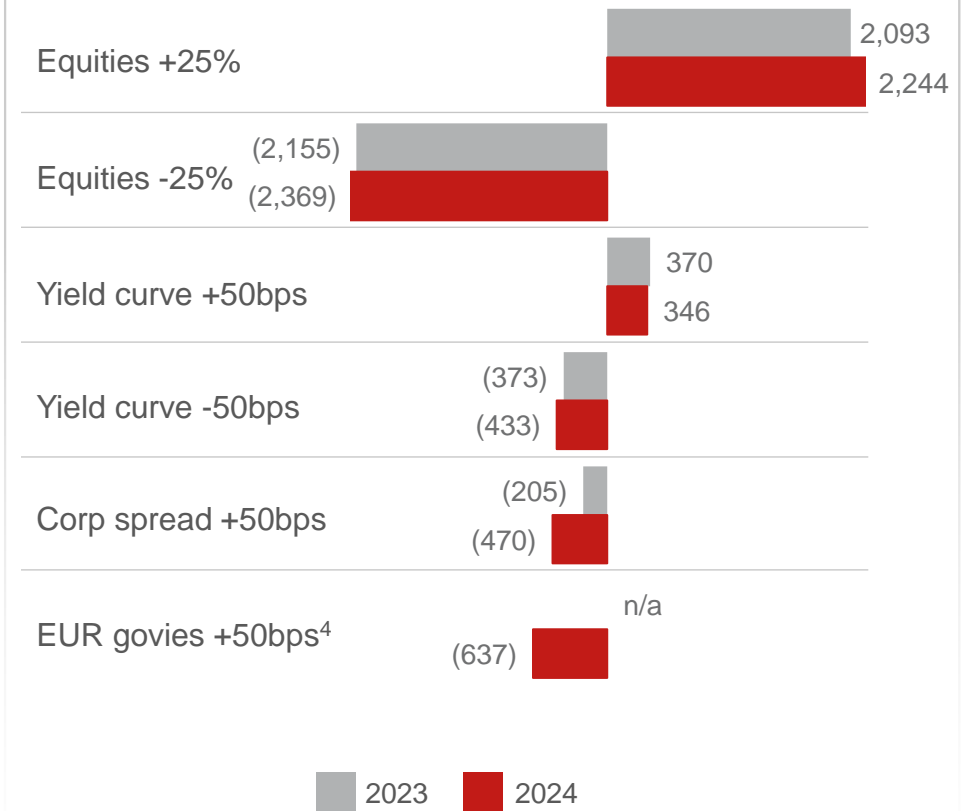


- The **Life Operating Insurance Service Result** increased by 4.8% y-o-y reflecting the following trends:
  - The CSM release decreased by 48 Mn due to lower stock of CSM before release (33.3 Bn vs 34.3 Bn at FY 2023) following the negative economic and operating variances
  - Experience variance and other technical result increased by 235 Mn thanks to positive experience variance (mainly in Italy, France and CEE) and also reflecting negative one-offs booked in 2023
  - The Loss Component was 82 Mn worse than at YE 2023, driven by Italy and Asia
  - Other operating income and expenses improved by 42 Mn y-o-y despite the 53 Mn contribution to the Italian fund for Life companies which was not existing in 2023
- The **Life Operating Investment Result** increased versus FY 2023 thanks to larger investment volumes, specifically in Italian and in French companies, lower hedging costs in Switzerland and increased contribution from associated companies accounted with the equity method in Germany, partially reduced by higher Insurance Finance Expenses
- The **4Q 2024 Life Operating Result** remained almost flat compared to 4Q 2023 at 947 Mn. The lower CSM Release of 698 Mn (-118 Mn y-o-y) and the higher Loss Component of -90 Mn (-14 Mn y-o-y) were more than compensated by the improvement in experience variance and other technical result from 33 Mn to 180 Mn, also attributable to minor one-off effects. The Life Operating Investment Result was 154 Mn, also reflecting a decline in interest rates in Asia

# NORMALIZED CSM GROWTH OF 5.2% IN 2024



## Key sensitivities (€ Mn)<sup>3</sup>



1. CSM normalized Growth is calculated as the sum of New Business CSM, Expected Return and CSM Release, divided by (Opening CSM + Change in scope & other op)

2. All figures reported in this slide refer to the Life segment and are gross of reinsurance

3. Sensitivities representing impacts before release

4. The impact reflects the variation resulting from a 50 bps spread widening of government bonds issued by Euro area countries

5. Perimeter includes Investment contracts and PAA business



## NORMALIZED CSM GROWTH OF 5.2% IN 2024



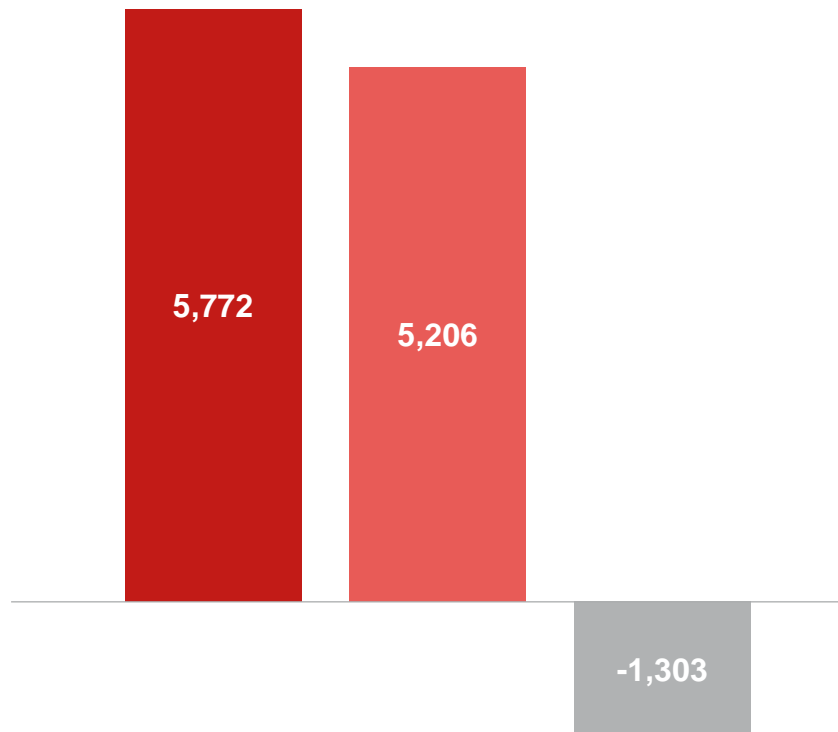
- The **normalized CSM growth** was 5.2% with New Business CSM mostly offsetting the CSM Release and the expected return increasing from 1.69 Bn in FY 2023 to 1.76 Bn in FY 2024
- The **expected return on the CSM** included both the effect of unwinding of discount of 1.24 Bn and the systematic variance due to expected realization of real-world assumptions over risk-free rates of 0.52 Bn. In light of the decline in interest rates recorded during 2024, the unwinding of the discount in 2025 is expected to be around 0.9 Bn and the normalized CSM growth is expected to be around 4%
- **Economic variances** (-0.9 Bn) negatively driven by:
  - the widening of non-Italian government bonds spread, with a particularly severe impact in France. The negative economic variances from spread widening should be seen mostly as temporary and mean-reverting
  - the decrease of interest rates in Euro Area, Switzerland and Asia
  - the regulatory changes introduced by EIOPA in Solvency 2 on certain parameters underlying the risk-free curves, like the Ultimate forward rate, and also mirrored in the IFRS 17 framework
- **Operating variances** (-1.4 Bn) reflected the development of lapses for around -1.1 Bn, broadly evenly split between assumptions update and experience variance. The remainder -0.3 Bn were due to minor model refinements performed at year-end in France, Germany and Asia
- **The ratio CSM release/CSM before release** at FY 2024 was 9%, consistent with the 8-10% guidance

# ROBUST LIFE NET INFLOWS THANKS TO UNIT LINKED AND PROTECTION



## Net inflows mix by Line of Business in 2024

(€ Mn)



■ Unit Linked ■ Protection ■ Saving

## Net inflows mix by Country

(€ Mn)

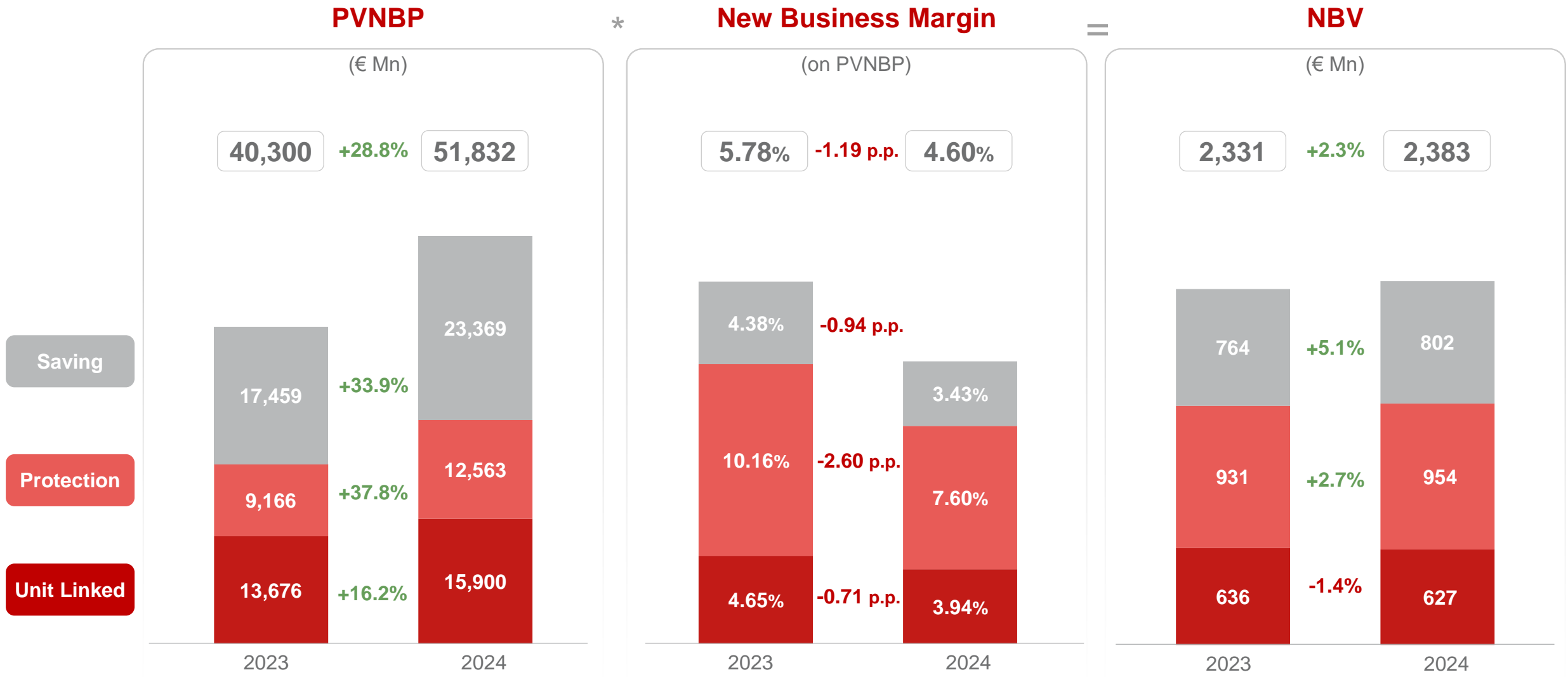
|                                    | 2023           | 2024         |
|------------------------------------|----------------|--------------|
| Italy                              | (3,022)        | 1,536        |
| France                             | (1,685)        | 2,946        |
| Germany                            | 657            | 881          |
| Austria                            | (94)           | 84           |
| Switzerland                        | 199            | 88           |
| CEE                                | 290            | 354          |
| Spain                              | (52)           | (57)         |
| Portugal                           | (25)           | 71           |
| Asia                               | 2,239          | 3,432        |
| Group Holdings and Other Companies | 182            | 338          |
| <b>Total</b>                       | <b>(1,313)</b> | <b>9,674</b> |

# ROBUST LIFE NET INFLOWS THANKS TO UNIT LINKED AND PROTECTION



- The **Protection** business grew driven by Italy, France and Asia confirming its resilient performance
- The **Unit Linked** business recorded positive net inflows, supported mainly by Italy and France
- **Saving** and **Pension** business strongly improved from -10.2 Bn in 2023 to -1.3 Bn, driven in particular by Italy, France and Asia. Lapses have returned to normal levels in France and have significantly normalized in Italy in 2H 2024
- Country **Italy** outperformed the broader market, especially in Unit Linked. Net inflows were back to positive, with higher premiums and improving surrenders
- In **France** net inflows were strongly positive thanks to all business lines, supported by market dynamics coupled with commercial actions to support new production and lower surrenders
- In **Germany** outflows from Saving improved driven primarily by lower surrenders
- The positive development in **CEE** was led by the Protection business, reaching 445 Mn in 2024, marking a 13.2% y-o-y increase. This was driven in particular by the positive contribution of Czech Republic and Poland
- **Asia** net flows reflected high new production, especially in 1H 2024, mostly from traditional saving products

# STRONG LIFE VOLUMES AND GROWING NEW BUSINESS VALUE



Note: The changes are represented on a like for like-basis vs 2023 numbers

# STRONG LIFE VOLUMES AND GROWING NEW BUSINESS VALUE



- **New Business Volumes** (expressed in terms of Present Value of New Business Premiums, PVNBP) increased significantly to 51.8 Bn (+28.8%) thanks to strong production:
  1. in Italy, reflecting the effectiveness of the commercial strategy to sustain net inflows especially on Saving
  2. in France, benefitting from the market momentum in hybrid sales
  3. in China, which recorded exceptional Saving volumes in 2024
  4. on Protection business across the Group, amplified by the IFRS 17 accounting treatment of French collective contracts<sup>1</sup>.
- **New Business Value** increased by 2.3% to 2,383 Mn (of which 628 Mn in 4Q 2024) thanks to strong volumes
- **New Business Margin** decreased by 119 bps compared to FY 2023 to 4.60%. The change is mainly attributable for around -0.3 p.p. to the specific accounting of the French collective Protection business, for -0.5 p.p. to commercial initiatives carried out to support inflows along with new product features of the Protection products in Italy and for -0.3 p.p. to market factors (primarily interest rates)
- In 4Q 2024 the **New Business Margin** was 5.05%

1. French collective protection business underwritten in 4Q 2023 with coverage starting in 2024 was deemed to be profitable and hence, in line with IFRS 17 requirements, recognised entirely in 1Q 2024. The majority of the business underwritten in 4Q 2022 with coverage starting in 2023 was considered onerous and thus recognised earlier in 4Q 2022. Neutralizing this accounting effect, i.e. allocating the new business, also in 2023, to the time when the insurance coverage started, the total Group PVNBP increase would have been +23.2% (as opposed to +28.8%) and Protection volumes would have grown by 14.8% (versus 37.8% reported)

# NEW BUSINESS DEVELOPMENT BY COUNTRY



|                                    | PVNBP<br>(€ Mn) |               | NBV<br>(€ Mn) |              | New Business Margin<br>(on PVNBP) |              |
|------------------------------------|-----------------|---------------|---------------|--------------|-----------------------------------|--------------|
|                                    | 2023            | 2024          | 2023          | 2024         | 2023                              | 2024         |
| Italy                              | 15,617          | 20,691        | 1,030         | 1,036        | 6.60%                             | 5.01%        |
| France                             | 9,199           | 13,881        | 502           | 469          | 5.45%                             | 3.38%        |
| Germany                            | 8,607           | 8,656         | 361           | 352          | 4.19%                             | 4.07%        |
| Austria                            | 1,020           | 1,238         | 62            | 65           | 6.12%                             | 5.24%        |
| Switzerland                        | 489             | 537           | 39            | 44           | 7.98%                             | 8.17%        |
| CEE                                | 965             | 1,159         | 93            | 133          | 9.68%                             | 11.48%       |
| Spain                              | 610             | 723           | 70            | 76           | 11.54%                            | 10.53%       |
| Portugal                           | 233             | 236           | 44            | 17           | 18.84%                            | 7.37%        |
| Asia                               | 3,027           | 4,070         | 126           | 188          | 4.16%                             | 4.62%        |
| Group Holdings and Other Companies | 534             | 642           | 4             | 3            | 0.74%                             | 0.41%        |
| <b>Total</b>                       | <b>40,300</b>   | <b>51,832</b> | <b>2,331</b>  | <b>2,383</b> | <b>5.78%</b>                      | <b>4.60%</b> |

# NEW BUSINESS DEVELOPMENT BY COUNTRY

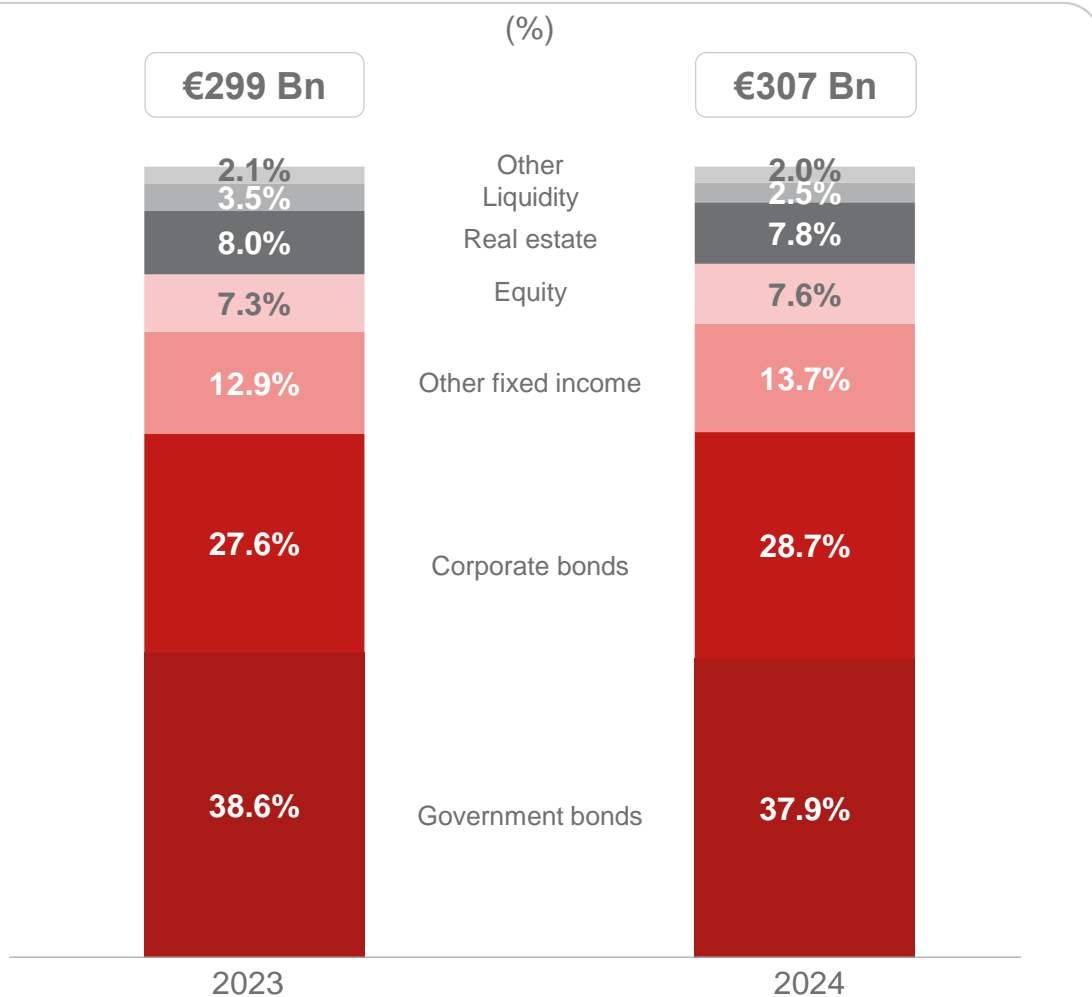


- NBM in **Italy** was impacted mainly by the commercial initiatives to sustain net inflows, by the issuance of new collective pension contracts with positive NBV but lower margin and by new product features of Protection business. NBV in Italy was up +0.6% thanks to higher volumes (PVNBP +32.5% at FY 2024 and +31.1% at 4Q 2024). The NBM was 5.01% at YE 2024 with 4.92% in 4Q 2024
- In **France** the NBM decreased mainly due to a higher share of collective Protection - which on the other hand positively impacted the PVNBP - as well as a different mix, related to the composition of hybrids products, coupled with some modelling enhancements. NBV was down -6.5% y-o-y
- In **Germany** the NBM decreased due to updated assumptions on expenses and lower look-through profits. The PVNBP development was positive thanks to Protection and Unit Linked while NBV was down -2.3%
- In **CEE** PVNBP increased mainly thanks to a strong production of Protection business. NBM increased as a result of better operating assumptions, lower discount curves and expense inflation decrease. NBV was up by 46.4%
- In **Asia** PVNBP recorded a strong increase mainly thanks to Saving business. NBM increased thanks to a more favorable product mix and a lower incidence of acquisition costs. NBV increased by 50% y-o-y

# LIFE INVESTMENT INCOME INCREASING IN ALL ASSET CLASSES



## Life segment General Account



## Current return<sup>1</sup>

|                          |      | € Mn  | %    |
|--------------------------|------|-------|------|
| Fixed income             | 2023 | 7,508 | 3.2% |
|                          | 2024 | 7,922 | 3.3% |
| Equity                   | 2023 | 521   | 2.3% |
|                          | 2024 | 571   | 2.5% |
| Real Estate <sup>2</sup> | 2023 | 825   | 3.3% |
|                          | 2024 | 950   | 4.0% |
| Total <sup>2</sup>       | 2023 | 9,073 | 3.1% |
|                          | 2024 | 9,790 | 3.2% |

## 2024 Reinvestment

|                          | Volume (€ Mn) | Expected yield    |
|--------------------------|---------------|-------------------|
| Traditional fixed income | 30,012        | 3.6%              |
| Private Debt             | 2,299         | 6-7% <sup>3</sup> |

1. Not including realization and exchange rate hedging

2. Net of depreciation expenses

3. Expected distributions on private debt funds after ramp up net of asset management fees, expected credit losses and FX hedging



# LIFE INVESTMENT INCOME INCREASING IN ALL ASSET CLASSES



- **Current income** increased during FY 2024 supported by higher contribution from fixed income investments, in particular bond funds and corporate bonds
- **Reinvestment Yield** on traditional fixed income investments was above 3.6%, decreasing compared to FY 2023 following the decline in interest rates and the tightening of credit spreads. The average coupon on the 11.1 Bn bond redemptions was 2.4%
- **Reinvestment mix** focused on liquid fixed income securities with a prevalence of investment grade corporate bonds, followed by government bonds and gradual allocation to Private Credit
- **Fixed income duration** remained stable compared to FY 2023
- **Real Estate** portfolio experienced a negative change of value of around -3% reflecting improved market conditions compared to FY 2023 when the change of value was close to -8%. The high quality of the overall portfolio is confirmed, with over 80% in core and trophy assets in top European cities and with low vacancy rates
- **The exposure to Italian government bonds** in the Life segment was 30 Bn at FY 2024 compared to 32 Bn at FY 2023. The change reflected mainly maturities. The Group total exposure to Italian government bonds amounted to 35.6 Bn at FY 2024 (including 5.6 Bn at book value held by Banca Generali), compared 38.5 Bn at FY 2023



# STRONG DEVELOPMENT IN BOTH P&C BUSINESS LINES

| <b>Volumes (€ Mn)</b>         | <b>2023</b>   | <b>2024</b>   | <b>Δ LFL<sup>1</sup></b> |
|-------------------------------|---------------|---------------|--------------------------|
| <b>Gross Written Premiums</b> | <b>31,120</b> | <b>33,756</b> | <b>+7.7%</b>             |
| o/w Direct Premiums Motor     | 10,599        | 12,038        | +10.5%                   |
| o/w Direct Premiums Non-Motor | 19,055        | 20,222        | +6.6%                    |

| <b>Profitability</b>        | <b>2023</b> | <b>2024</b> | <b>Δ</b>  |
|-----------------------------|-------------|-------------|-----------|
| Combined Ratio discounted   | 94.0%       | 94.0%       | 0.0 p.p.  |
| Combined Ratio undiscounted | 96.7%       | 95.9%       | -0.8 p.p. |
| P&C Operating Result (€ Mn) | 2,902       | 3,052       | +5.1%     |

| <b>Insurance Contracts Liabilities (€ Bn)</b>           | <b>2023</b> | <b>2024</b> | <b>Δ</b> |
|---|-------------|-------------|----------|
| (Re)insurance contracts issued liabilities <sup>2</sup> | 35.3        | 37.9        | +7.2%    |
| Fulfilment cashflows (Liability for Incurred Claims)    | 30.4        | 32.5        | +7.0%    |

1. Constant perimeter and exchange rates

2. Including (re)insurance contracts that are assets

# STRONG DEVELOPMENT IN BOTH P&C BUSINESS LINES



- The **P&C premiums** grew by 7.7% at FY 2024. Excluding the contribution of Argentina, P&C premiums would have increased by 6.2%. Neutralising also the impact of the nationalization of Complementary Health Insurance (“CHI”) in Slovenia, premiums would have grown by 6.7%
- **Motor premiums** grew by 10.5% thanks to all countries. Without Argentina, Motor premiums would have grown by 6.6%
- **Non-Motor** continued to grow at a very healthy pace of 6.6%, achieving widespread growth across all main areas. Non-Motor premiums would have grown by 7.3% excluding the impact of CHI in Slovenia
- During 4Q 2024 (vs. 4Q 2023), P&C GWP grew by 8.6%. Excluding **Argentina**, total premiums would have increased by 7.8%. Excluding Argentina and CHI in Slovenia, total premiums would have increased by 8.2%. More specifically:
  - **Motor premiums** grew by 9.7% in 4Q 2024, or 7.4% excluding Argentina
  - **Non-Motor** grew by 8.6%, or 9.1% excluding the impact of CHI in Slovenia

# P&C TOP LINE GROWTH BY COUNTRY



|                                    | P&C Premiums        |             | Motor Premiums      |              | Non-Motor Premiums  |             |
|------------------------------------|---------------------|-------------|---------------------|--------------|---------------------|-------------|
|                                    | (€ Mn) <sup>1</sup> |             | (€ Mn) <sup>1</sup> |              | (€ Mn) <sup>1</sup> |             |
|                                    | 2024                | Δ LFL       | 2024                | Δ LFL        | 2024                | Δ LFL       |
| Italy                              | 8,607               | 4.9%        | 3,095               | 3.7%         | 5,512               | 5.6%        |
| France                             | 3,836               | 8.0%        | 1,278               | 3.0%         | 2,557               | 10.7%       |
| Germany                            | 4,370               | 6.1%        | 1,627               | 8.3%         | 2,742               | 4.9%        |
| Austria                            | 1,885               | 5.9%        | 765                 | 6.8%         | 1,119               | 5.2%        |
| Switzerland                        | 766                 | 1.5%        | 307                 | -0.9%        | 459                 | 3.1%        |
| CEE                                | 3,806               | 6.9%        | 1,944               | 11.4%        | 1,862               | 2.6%        |
| Spain                              | 2,818               | 6.8%        | 1,124               | 10.1%        | 1,695               | 5.5%        |
| Portugal                           | 1,584               | 11.1%       | 649                 | 12.6%        | 934                 | 10.2%       |
| Asia                               | 1,166               | 7.1%        | 428                 | 9.6%         | 738                 | 5.7%        |
| Europ Assistance                   | 1,934               | 9.0%        | 63                  | -17.8%       | 1,870               | 10.2%       |
| Group Holdings and Other Companies | 1,489               | 46.9%       | 757                 | 99.2%        | 732                 | 12.1%       |
| <b>Total</b>                       | <b>32,261</b>       | <b>8.0%</b> | <b>12,038</b>       | <b>10.5%</b> | <b>20,222</b>       | <b>6.6%</b> |

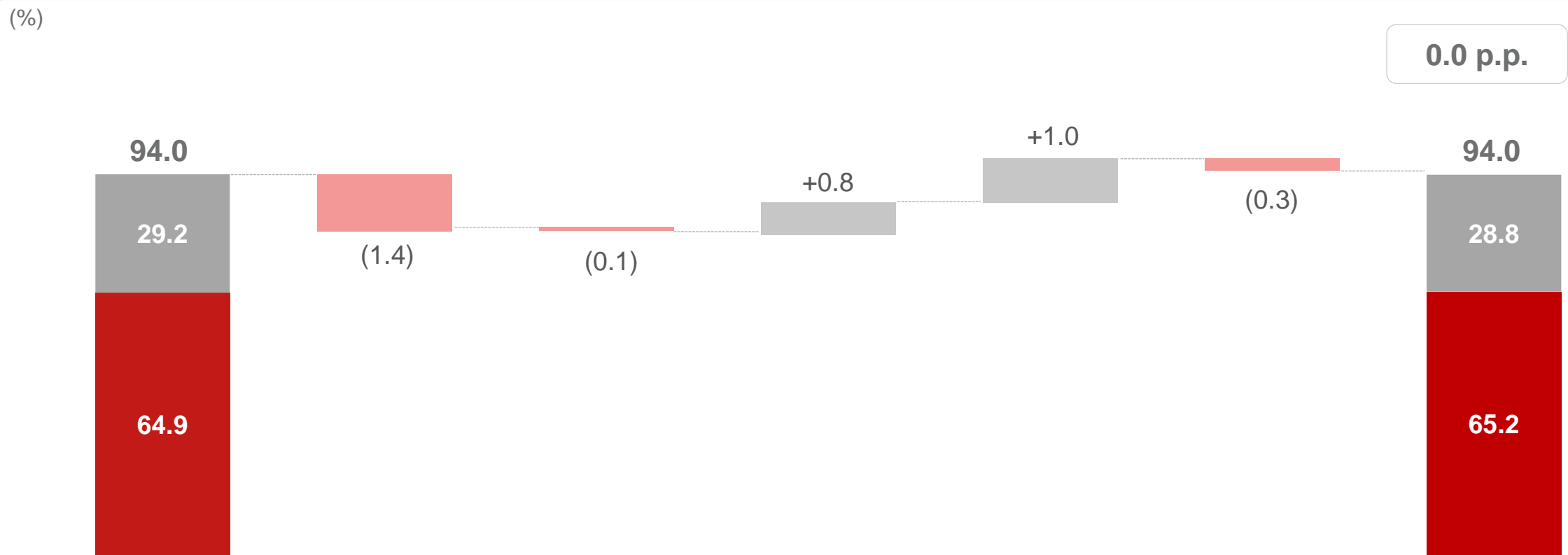
Note: The percentages represent the like for like-basis changes vs 2023 Premiums  
1. Gross Direct Written Premiums

## P&C TOP LINE GROWTH BY COUNTRY



- The driver of **Italy's** top line growth was Non-Motor (+5.6%), which increased thanks to retail and corporate businesses while the Motor performance (+3.7%) was achieved entirely due to the 6.3% growth of Generali Italia, that more than compensated for the ongoing pruning in Genertel (-9.7%)
- In **France**, Non-Motor grew by 10.7%, driven by SME and Health businesses. Motor was up 3.0% driven by fleets
- In **Germany**, tariff increases drove both Motor growth to 8.3% and Non-Motor growing close to 5%
- In **Austria**, Motor grew by 6.8% while Non-Motor expanded by over 5%, mainly thanks to price increases
- In the **CEE** region, premiums would have grown by 10.9% when excluding CHI in Slovenia. Motor growth was solid at 11.4%, sustained by tariffs increases, especially in Romania and Poland. The Non-Motor growth (+10.3% excluding CHI in Slovenia) reflected both price increases and volume growth in the Accident and Health line
- In **Spain**, premiums grew by 6.8% thanks to both Motor and Non-Motor businesses. Liberty's contribution was 900 Mn
- In **Portugal**, premiums were up double digit in both lines; Liberty contribution was 210 Mn
- **Europ Assistance**, premiums were driven mainly by the positive development in the US travel business with also French and Italian activities recording healthy growth
- In **Asia**, premium growth was led by India (+15.6%), partially compensated by the decrease in Thailand, led by a lower contribution from the bancassurance channel

# UNDISCOUNTED COMBINED RATIO <96%



|               | YE23 | CY LR undisc. (excl. Nat Cat) | Nat. Cat. undisc. | CY discounting | Previous years | Expense Ratio | YE24 |
|---------------|------|-------------------------------|-------------------|----------------|----------------|---------------|------|
| Expense ratio | 29.2 |                               |                   |                |                |               | 28.8 |
| Loss ratio    | 64.9 |                               |                   |                |                |               | 65.2 |
| <b>2024</b>   |      | <b>65.5%</b>                  | <b>3.6%</b>       | <b>(1.9%)</b>  | <b>(2.1%)</b>  | <b>28.8%</b>  |      |
| 2023          |      | 66.9%                         | 3.7%              | (2.7%)         | (3.0%)         | 29.2%         |      |



## UNDISCOUNTED COMBINED RATIO <96%

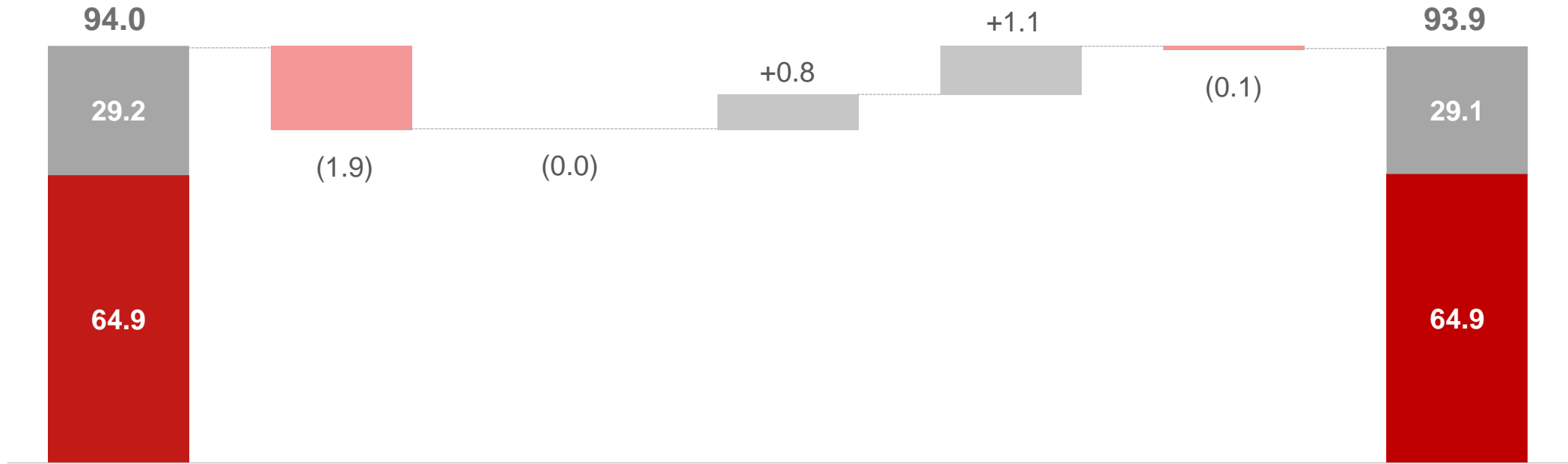
- The **Undiscounted COR** improved by 0.8 p.p. to 95.9% despite 1.2 Bn of undiscounted Nat Cat losses with:
  - 1.4 p.p. improvement in the **attritional Loss Ratio**, benefitting from tariff strengthening and other technical measures
  - 0.3 p.p. improvement in the **Expense Ratio**, also reflecting the consolidation of Liberty Seguros
  - 1.0 p.p. lower contribution from PYD to 2.1 p.p.
- As such the **Current Year Undiscounted Attritional COR** improved by 1.7 p.p. to 94.3%, emphasizing the high quality of the underlying business delivery
- **Man Made losses** in FY 2024 were 405 Mn (or 1.2 p.p. of COR) of which 143 Mn in 4Q 2024. In FY 2024 Man Made losses related to riots in New Caledonia and Martinique were around 75 Mn
- The **Undiscounted Current Year Loss Ratio excluding Nat Cat** recorded an improvement across all time periods:
  - -1.4 p.p. for 2024 vs. 2023
  - -1.4 p.p. for 4Q 2024 vs. 4Q 2023
  - -0.8 p.p. for 4Q 2024 vs. 3Q 2024
- At FY 2024 the **Undiscounted Motor COR** was 98.0% with a 3.1 p.p. improvement compared to FY 2023. The **Undiscounted Non-Motor COR** at FY 2024 was 94.8%, up 0.3 p.p. y-o-y, driven by higher Nat Cats and lower PYD; the underlying profitability of the Non-Motor line was healthy, with an **Undiscounted Attritional COR** below 90%

# FOCUS ON NET COMBINED RATIO WITHOUT LIBERTY



(%)

-0.1 p.p.



■ Expense ratio  
■ Loss ratio

|             | YE23 | CY LR undisc. (excl. Nat Cat) | Nat. Cat. undisc. | CY discounting | Previous years | Expense Ratio | YE24 |
|-------------|------|-------------------------------|-------------------|----------------|----------------|---------------|------|
| <b>2024</b> |      | <b>65.0%</b>                  | <b>3.8%</b>       | <b>(1.9%)</b>  | <b>(2.0%)</b>  | <b>29.1%</b>  |      |
| <b>2023</b> |      | 66.9%                         | 3.7%              | (2.7%)         | (3.0%)         | 29.2%         |      |





## FOCUS ON NET COMBINED RATIO WITHOUT LIBERTY



- In order to provide a more comparable basis of the P&C technical trends during FY 2024, Slide 40 shows the **COR** and its components excluding Liberty Seguros
- The specific accounting impact of the **Purchase Price Allocation (“PPA”)** has an effect in the way that acquisition costs are accounted for in the first year of consolidation, as well as in the Prior Year development for the Liability for Incurred Claims acquired in the business combination. As a result, the PPA implementation on Liberty Seguros translates in a higher Current Year loss ratio and in an improved expense ratio, yielding to a distortion in the underlying technical performance
- In its first year of consolidation, **Liberty Seguros** contributed with 1.20 Bn of GWP of which 1.11 Bn in P&C. Liberty has generated an Operating Result of 109 Mn of which 93 Mn in P&C, with 32 Mn of Operating Insurance Service Result originating from a 96.8% Combined Ratio (98.5% on an undiscounted basis) and 60 Mn of Operating Investment Result
- Excluding Liberty Seguros, the Current Year Undiscounted Attritional COR improved by 2.0 p.p. in FY 2024 versus FY 2023, driven by an improvement of 1.9 p.p. in the Current Year Undiscounted Attritional Loss Ratio from 66.9% to 65.0%, as well as a 0.1 p.p. decline in the Expense Ratio from 29.2% to 29.1%
- Looking at 4Q 2024, the **Current Year Undiscounted Attritional COR excluding Liberty Seguros** improved by 0.4 p.p. versus 4Q 2023, thanks to a 1.7 p.p. improvement in the Current Year undiscounted Attritional Loss Ratio



# COMBINED RATIO TRENDS BY COUNTRY

|                                    | Discounted   |                 | Undiscounted |                  | Attritional Undiscounted |                  |
|------------------------------------|--------------|-----------------|--------------|------------------|--------------------------|------------------|
|                                    | 2024         | Δ               | 2024         | Δ                | 2024                     | Δ                |
| Italy                              | 94.1%        | -3.3 p.p.       | 95.7%        | -3.9 p.p.        | 93.0%                    | +0.9 p.p.        |
| France                             | 94.1%        | +1.3 p.p.       | 97.5%        | +0.8 p.p.        | 94.5%                    | +0.4 p.p.        |
| Germany                            | 92.5%        | +0.8 p.p.       | 93.9%        | +0.3 p.p.        | 89.9%                    | +0.3 p.p.        |
| Austria                            | 92.2%        | +0.8 p.p.       | 93.9%        | +0.1 p.p.        | 87.5%                    | -0.7 p.p.        |
| Switzerland                        | 101.7%       | +5.3 p.p.       | 102.1%       | +4.9 p.p.        | 101.3%                   | +5.3 p.p.        |
| CEE                                | 92.4%        | +0.6 p.p.       | 94.0%        | +0.1 p.p.        | 88.3%                    | -2.2 p.p.        |
| Spain                              | 96.2%        | -1.2 p.p.       | 97.3%        | -1.1 p.p.        | 96.7%                    | -0.7 p.p.        |
| Portugal                           | 95.9%        | +1.1 p.p.       | 97.1%        | -2.0 p.p.        | 97.1%                    | -2.0 p.p.        |
| Asia                               | 99.0%        | +1.1 p.p.       | 101.1%       | +1.5 p.p.        | 100.9%                   | +1.7 p.p.        |
| Europ Assistance                   | 94.2%        | +0.4 p.p.       | 94.9%        | +0.2 p.p.        | 94.8%                    | +0.1 p.p.        |
| Group Holdings and Other Companies | 96.5%        | +2.5 p.p.       | 99.8%        | +0.9 p.p.        | 92.8%                    | -7.1 p.p.        |
| <b>Total</b>                       | <b>94.0%</b> | <b>0.0 p.p.</b> | <b>95.9%</b> | <b>-0.8 p.p.</b> | <b>92.3%</b>             | <b>-0.7 p.p.</b> |

# COMBINED RATIO TRENDS BY COUNTRY

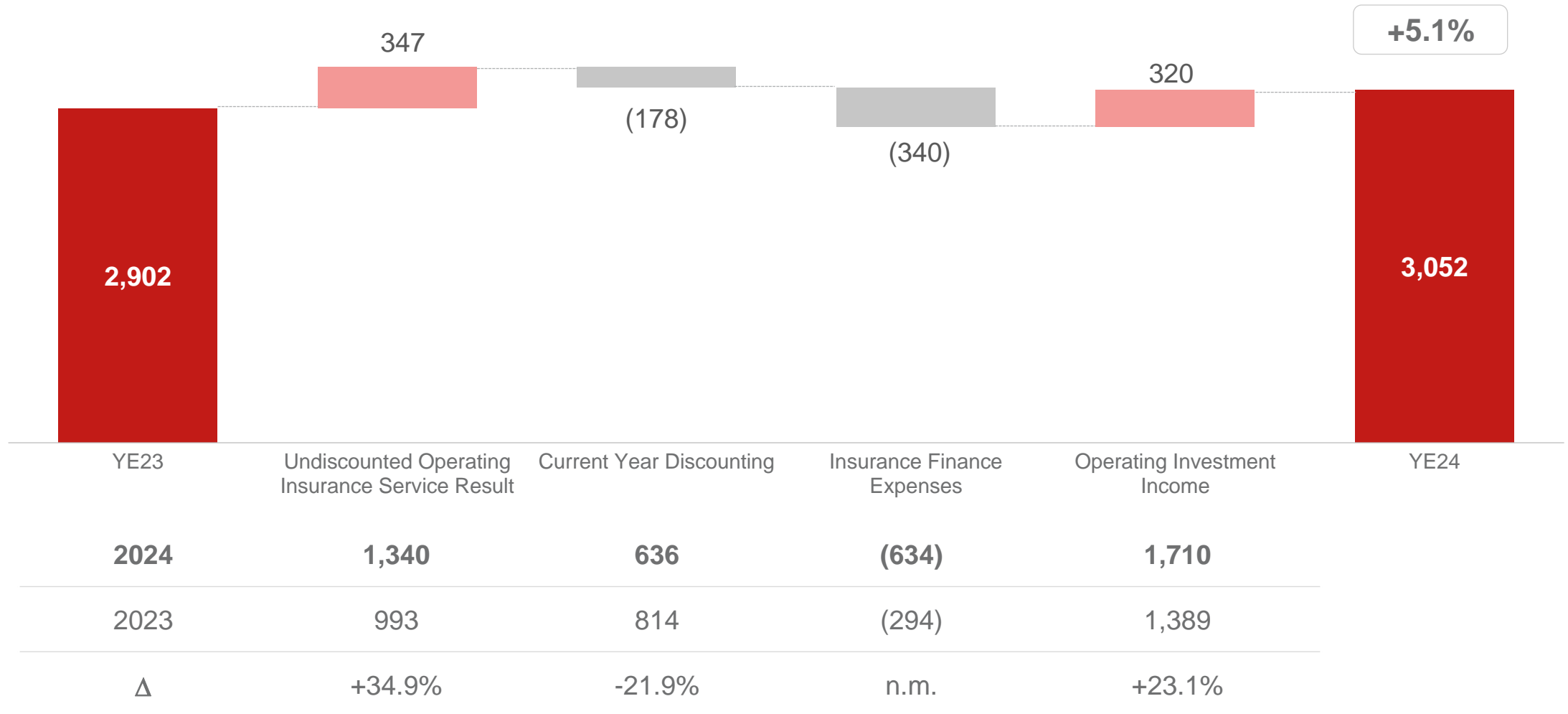


- **All the countries** experienced an improvement in the Current Year Undiscounted Attritional COR except for Switzerland and France, the latter of which was also impacted by riots
- The undiscounted COR improved by almost 4 p.p. in **Italy** reflecting lower Nat Cat after the very severe 2023 experience. Nat Cat losses were equal to 239 Mn in FY 2024, or 2.7 p.p. of COR, compared to 7.5 p.p. in FY 2023. During 2024 the undiscounted Current Year Attritional Loss Ratio improved by 0.8 p.p. y-o-y at 67.5%
- The 0.8 p.p. increase in the undiscounted COR in **France** was mostly caused by the higher Man-Made losses (stemming from the riots in New Caledonia and Martinique) and by higher Nat Cat losses
- In **Germany** the undiscounted COR increased by 0.3 p.p. remaining at a very healthy 93.9% level at FY 2024. This result was achieved despite a 2.2 p.p. lower PYD (1.4 p.p. at FY 2024 compared to 3.6 p.p. at FY 2023). The Current Year Undiscounted Attritional COR improved by 1.8 p.p. during 2024 to 91.3%
- In **CEE** the undiscounted COR was broadly stable despite 5.7 p.p. of Nat Cat losses (compared to 3.4 p.p. in FY 2023), which affected in particular Non-Motor. The Motor line posted a very strong performance, with the undiscounted COR improving by 5.2 p.p. compared to FY 2023 to 91.4%
- **Austria** had a stable undiscounted COR at 93.9% despite higher Nat Cat and lower PYD. The Current Year Undiscounted Attritional combined ratio improved by 1.4 p.p. to a very healthy 87.7%
- In **Spain**, excluding Liberty, Current Year Attritional COR improved in Non-Motor business. In **Portugal**, excluding Liberty, the improvement was driven by the healthy Current Year Attritional Loss Ratio in the Non-Motor business

# GROWING P&C TECHNICAL PROFITABILITY AND INVESTMENT INCOME



(€ Mn)



# GROWING P&C TECHNICAL PROFITABILITY AND INVESTMENT INCOME

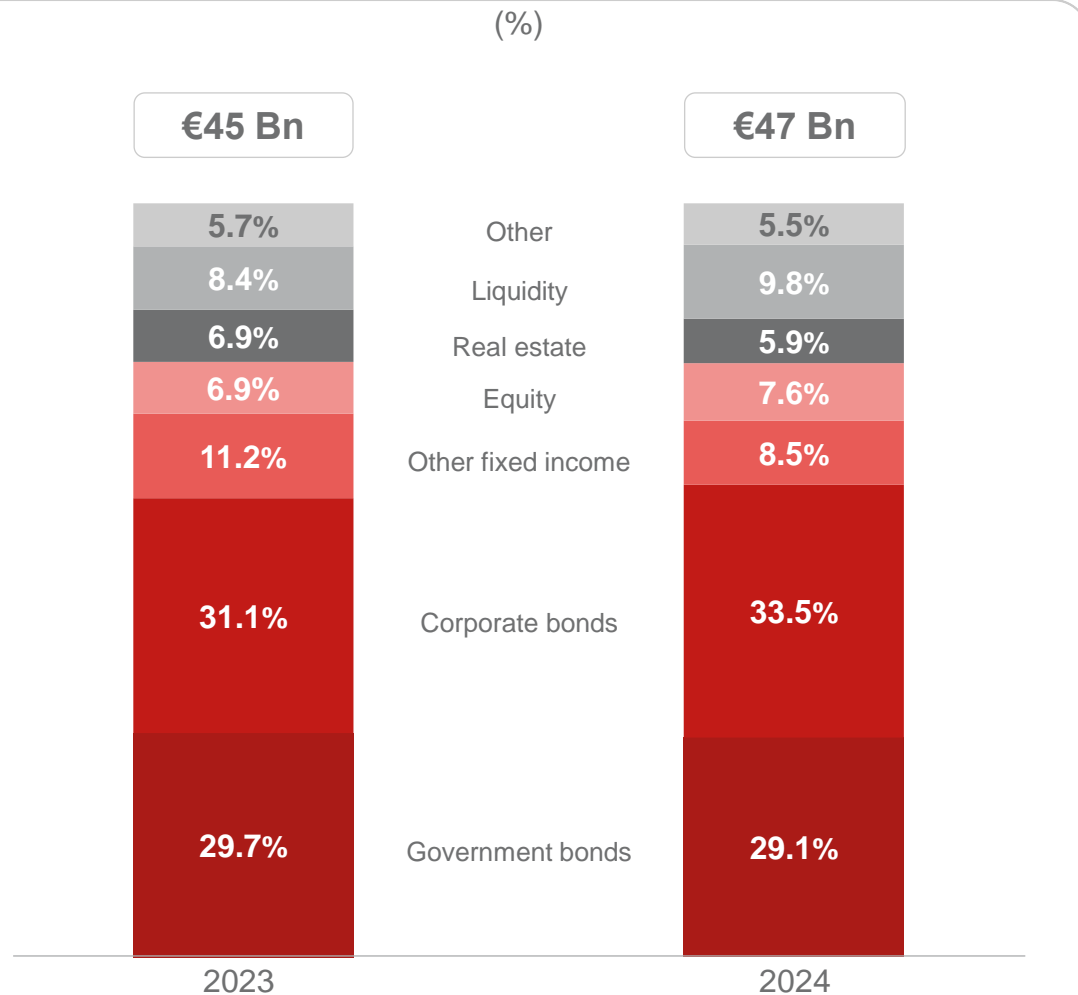


- The **Undiscounted Operating Insurance Service Result** benefitted from business growth and a better Current Year attritional profitability, showing the positive impacts of the implemented technical measures. This was achieved despite 75 Mn more claims from natural catastrophes and lower prior year development (-242 Mn compared to FY 2023). 4Q 2024 **Undiscounted Operating Insurance Service Result** was 430 Mn compared to 98 Mn in 3Q 2024. The change is explained by lower Nat Cat losses than those recorded in 3Q 2024. Man Made claims in 4Q 2024 were 143 Mn sequentially higher by 58 Mn compared to 3Q 2024
- The **Current Year discounting** decreased versus FY 2023 mainly due to lower interest rates. 4Q 2024 **Current Year discounting** was 92 Mn versus 152 Mn in 3Q 2024 and 52 Mn in 4Q 2023
- The 340 Mn increase in **Insurance Finance Expenses** (“IFIE”) is mainly explained by a higher unwinding of the LIC for 245 Mn to 394 Mn at FY 2024. The IAS 29 effect from Argentina (-124 Mn at FY 2024 compared to -33 Mn at FY 2023) was the main driver of the increase in other IFIE components. In 4Q 2024 IFIE were -124 Mn versus -49 Mn in 4Q 2023, with the unwinding of the LIC contributing for -77 Mn
- The **Operating Investment Income** increased mainly thanks to higher income from bonds, the inclusion of Liberty (84 Mn contribution in FY 2024) and the higher investment income from Argentina to 228 Mn in FY 2024, growing by 89 Mn compared to FY 2023. The Operating Investment Income in the 4Q 2024 was 445 Mn compared to 289 Mn in 4Q 2023. The 156 Mn increase was driven by Argentina (+74 Mn), higher net interest income from the investment portfolio and the contribution of Liberty Seguros for 24 Mn during the quarter
- The 4Q 2024 **investment result** was 321 Mn, with an 81 Mn increase compared to 240 Mn in 4Q 2023 while for the FY 2024 the investment result declined by 19 Mn y-o-y to 1,076 Mn with the 320 Mn improvement in the Operating Investment Income offset by the 340 Mn increase in Insurance Finance Expenses

# INCREASING P&C INVESTMENT INCOME DRIVEN BY FIXED INCOME RETURNS



## P&C segment General Account



## Current return<sup>1</sup>

|                          |             | € Mn  | %    |
|--------------------------|-------------|-------|------|
| Fixed income             | 2023        | 983   | 3.0% |
|                          | <b>2024</b> | 1,430 | 4.2% |
| Equity                   | 2023        | 191   | 5.9% |
|                          | <b>2024</b> | 160   | 4.7% |
| Real Estate <sup>2</sup> | 2023        | 152   | 4.7% |
|                          | <b>2024</b> | 160   | 5.2% |

|                    |             | € Mn  | %    |
|--------------------|-------------|-------|------|
| Total <sup>2</sup> | 2023        | 1,640 | 3.6% |
|                    | <b>2024</b> | 2,050 | 4.4% |

## 2024 Reinvestment

|                          | Volume (€ Mn) | Expected yield    |
|--------------------------|---------------|-------------------|
| Traditional fixed income | 5,166         | 3.6%              |
| Private Debt             | 53            | 5-6% <sup>3</sup> |

1. Not including realization and exchange rate hedging

2. Net of depreciation expenses

3. Expected distributions on private debt funds after ramp up net of asset management fees, expected credit losses and FX hedging

# INCREASING P&C INVESTMENT INCOME DRIVEN BY FIXED INCOME RETURNS



- **Current income** increased during 2024 driven by Argentina, consolidation of Liberty Seguros, higher yields on fixed income portfolio and money market instruments
- **Reinvestment Yield** on traditional fixed income was above 3.6%, decreasing compared to FY 2023 following the decline in interest rates and the tightening of credit spreads. The average coupon on the 4.8 Bn bond redemptions was 1.3%
- **Reinvestment mix** focused on liquid fixed income securities with a preference for investment grade corporate bonds combined with European government bonds and a negligible investment in alternatives
- **Fixed income duration** was 0.15 years shorter with respect to FY 2023 mainly related to integration of Liberty's investment portfolio
- **Real Estate** portfolio saw growing current income and stable valuations



# A&WM SUPPORTED BY CONNING INTEGRATION AND BANCA GENERALI

| <b>Asset &amp; Wealth Management (€ Mn)</b>               | <b>2023</b> | <b>2024</b>  | <b>Δ</b>      |
|---|-------------|--------------|---------------|
| <b>Operating Result</b>                                   | <b>959</b>  | <b>1,176</b> | <b>+22.6%</b> |
| o/w Asset Management                                      | 520         | 616          | +18.3%        |
| o/w Wealth Management (Banca Generali Group) <sup>1</sup> | 439         | 560          | +27.6%        |

| <b>Asset Management (€ Mn)</b>              | <b>2023</b> | <b>2024</b> | <b>Δ</b>      |
|---|-------------|-------------|---------------|
| Operating Revenues                          | 1,089       | 1,450       | +33.1%        |
| o/w management and other fees               | 1,056       | 1,359       | +28.7%        |
| o/w performance fees                        | 34          | 91          | n.m.          |
| Operating Expenses                          | (569)       | (834)       | +46.7%        |
| <b>Operating Result</b>                     | <b>520</b>  | <b>616</b>  | <b>+18.3%</b> |
| <b>Adjusted Net Result after minorities</b> | <b>353</b>  | <b>343</b>  | <b>-2.7%</b>  |
| Cost / Income ratio (%)                     | 52.2%       | 57.5%       | +5.3 p.p.     |
| AUM (€ Bn)                                  | 516         | 695         | +34.8%        |

1. Operating contribution from the Banca Generali Group as per Generali's view



# A&WM SUPPORTED BY CONNING INTEGRATION AND BANCA GENERALI



- The increase in **Asset Management (AM) Operating Revenues** benefitted from 278 Mn contribution from Conning Holding Limited (“CHL”). Operating revenues excluding CHL grew 7.7% to 1.17 Bn, stemming from higher average AUM and 62 Mn of performance fees (34 Mn in FY 2023). **AUM** at FY 2024 including CHL were 695 Bn, with 271 Bn of Third Party AUM (164 Bn related to CHL). FY 2024 **Net Inflows** from external clients were 1.8 Bn
- **Operating Expenses** excluding the consolidation of CHL increased by 10.3% y-o-y to 627 Mn, driven primarily by compensation costs. CHL’s Operating Expenses were 207 Mn. The overall C/I of AM was 57.5%, with 74.7% at CHL (for the period April – December 2024). The C/I ratio of AM excluding CHL was at 53.5%, 1.3 p.p. higher than FY 2023
- The **AM Operating Result** increased by 18.3% to 616 Mn, thanks to a 70 Mn contribution from CHL; without CHL the Operating Result would have been 546 Mn, growing 4.8% y-o-y
- The **Adjusted Net Result after minorities of AM** at 343 Mn was -2.7% versus FY 2023. This reflected around 20 Mn of one-off transaction and integration costs related to the acquisition of CHL and 24 Mn of other M&A costs. The overall minorities were around 80 Mn
- 4Q 2024 highlighted a +38.6% increase in the **Operating Result of AM** compared to 4Q 2023 to 225 Mn, reflecting 497 Mn of Operating Revenues and 272 Mn of Operating Expenses. Excluding the contribution of CHL for 39 Mn, the Operating Result of AM was 186 Mn in 4Q 2024, growing +14.6% compared to 4Q 2023, mainly thanks to performance fees



| <b>Holding &amp; Other Businesses (€ Mn)</b> | <b>2023</b>              | <b>2024</b>  | <b>Δ</b>      |
|--|--------------------------|--------------|---------------|
| Other Businesses <sup>1</sup>                | 252                      | 157          | -37.8%        |
| Operating Holding Expenses                   | (667) <sup>2</sup>       | (693)        | +3.8%         |
| <b>Total</b>                                 | <b>(415)<sup>2</sup></b> | <b>(536)</b> | <b>+29.1%</b> |

1. It includes companies with an exclusive holding role, service companies and all the other companies that are considered as accessory to the insurance core business

2. FY2023 figures have been restated considering: (1) LTIP and other share based payments (including WeShare plan) have been moved from non operating results to operating results; (2) AWM segment now includes all the operating and non operating costs that were previously considered as holding expenses, including the aforementioned LTI P and other share based payments.



## HOLDING & OTHER BUSINESSES

- **Other businesses** decreased due to lower intragroup dividends, especially in France. This primarily reflected lower dividends from Generali Investment Holding, mirrored in the improvement in the FY 2024 consolidation adjustments.
- **Operating Holding Expenses** reflected mainly the increase of costs related to personnel, including -137 Mn (-129 Mn in FY 2023) related to Long-Term Incentive Plan and shared based payments and higher development costs related to internal projects

# FROM OPERATING TO NET RESULT



(€ Mn)

**Components:**

Investment result from FVTPL and foreign currency: €82 Mn  
 Net realized gains and losses: €135 Mn  
 Net ECL and impairment losses: (€190 Mn)

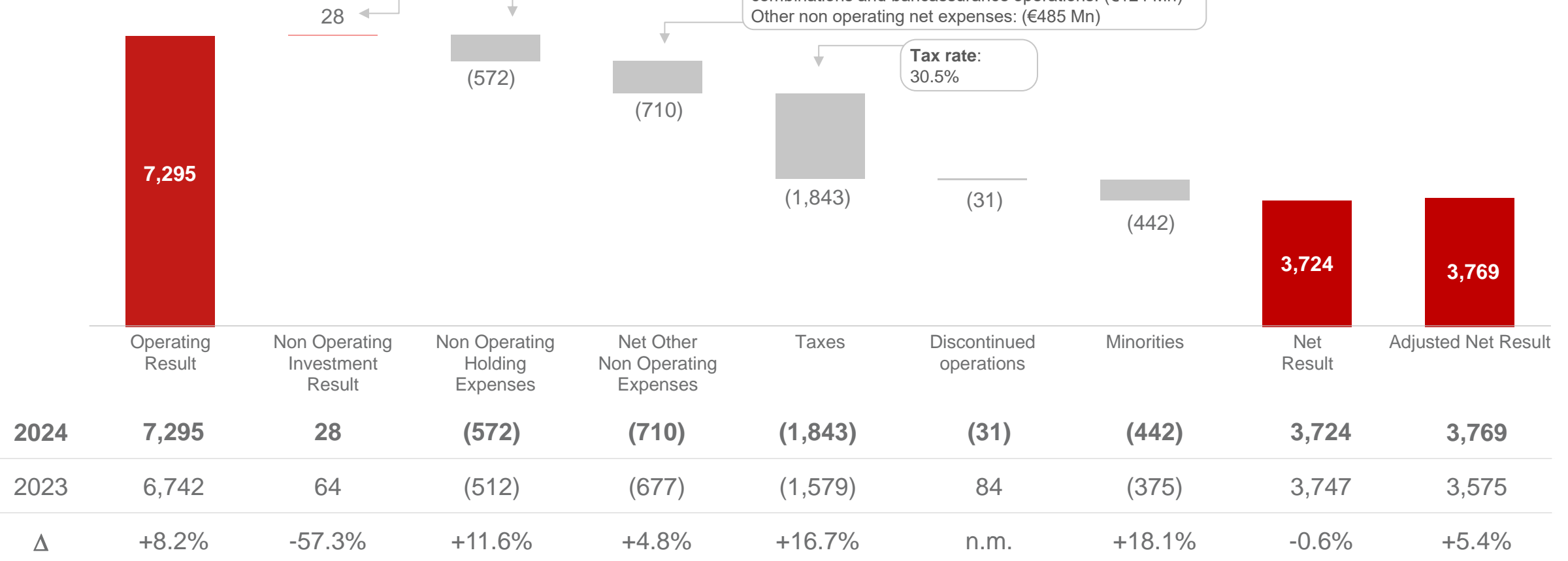
**Including:**

Interest costs on financial debt: (€493 Mn)

**Components:**

Restructuring costs: (€101 Mn)  
 Amortization of intangibles from business combinations and bancassurance operations: (€124 Mn)  
 Other non operating net expenses: (€485 Mn)

**Tax rate:**  
30.5%





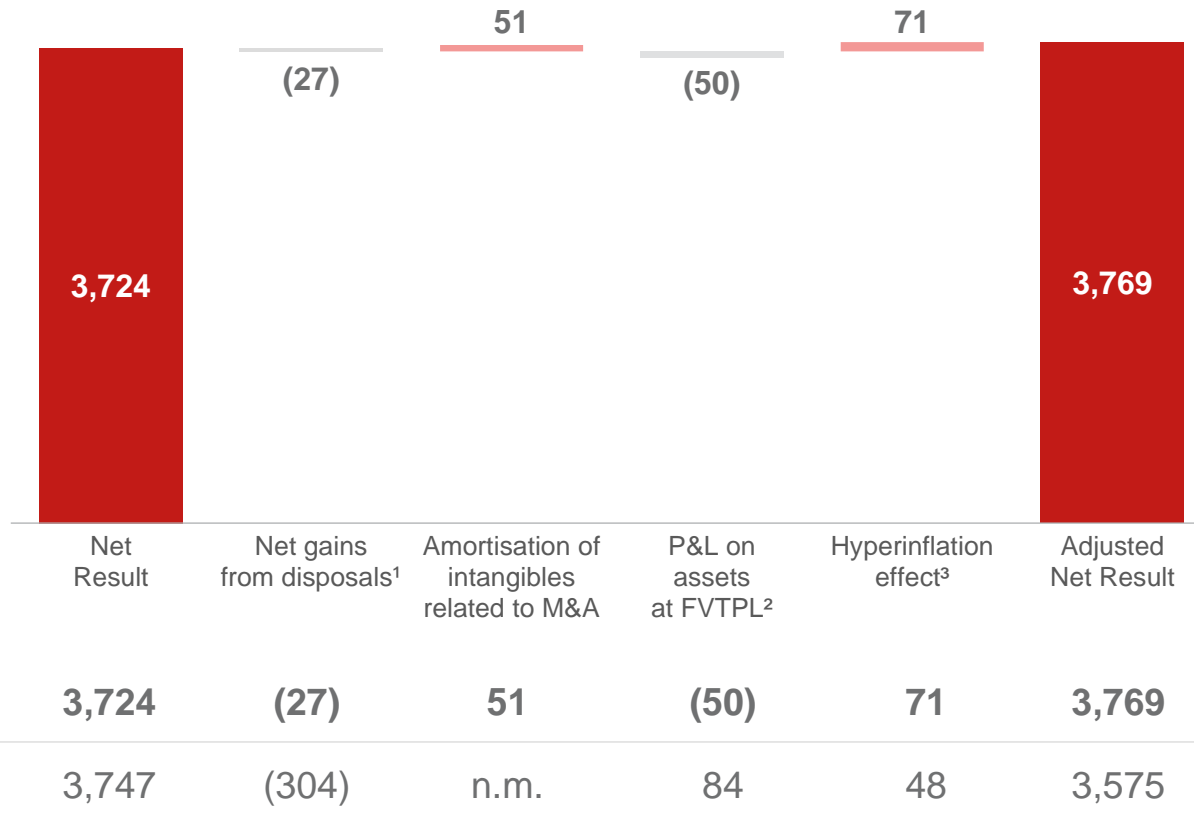
## FROM OPERATING TO NET RESULT

- **Net realized gains** significantly decreased y-o-y, as FY 2023 recorded 421 Mn of net realized capital gains, driven by 221 Mn from the sale of a London property and 255 Mn gains from the disposal of Generali Pensionskasse. The 135 Mn booked in FY 2024 mainly reflected the disposal of TUA Assicurazioni (for 88 Mn, 58 Mn net of taxes), which is fully neutralized in the Adjusted Net Result, and other realized gains mainly from real estate disposals
- The increase in **Non-Operating Holding Expenses** is entirely explained by early prefinancing of debt maturities (+46 Mn y-o-y) and higher M&A costs for 23 Mn
- The increase in **Net Other Non-Operating Expenses** reflected higher amortization of intangibles (following the acquisitions of CHL and Liberty Seguros), higher costs from the application of IAS 29 and the 46 Mn impairment on goodwill for Swiss P&C business. The comparison with last year is also impacted by a non-recurring positive one-off in France booked in 2023. These effects were partially offset by 211 Mn lower restructuring costs compared to 2023
- The increase in the **tax rate** from 27.6% in FY 2023 to 30.5% in FY 2024 was primarily driven by the absence of the benefit related to the disposals of Generali Pensionskasse and of the London property in 2023, as well as the computation of the Global Minimum Tax
- Looking at 4Q 2024, the **Non-Operating Investment Result** was -206 Mn (-176 Mn in 4Q 2023) driven by -74 Mn of FVTPL and -157 Mn of ECL and impairments. The **Non-Operating Holding Expenses** were -335 Mn (-281 Mn in 4Q 2023). The **Net Other Non-Operating Expenses** were -128 Mn (-155 Mn in 4Q 2023). The 4Q 2024 tax rate was 30%

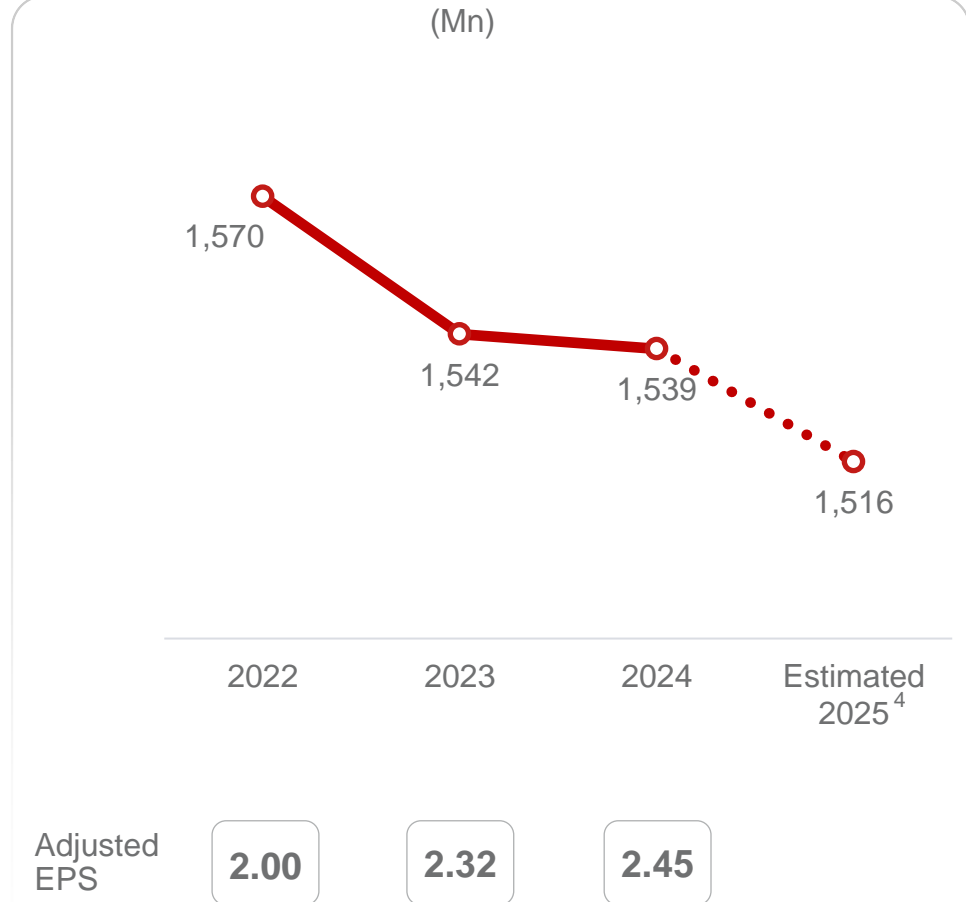
# FROM REPORTED TO ADJUSTED NET RESULT



(€ Mn)



## Weighted average number of shares



1. Includes the net gains/losses coming from the disposals of TUA (+88 Mn), Turkey (-14 Mn) and Philippines (-18 Mn)

2. The gross amount of € 99 Mn related to FVTPL (€-130 Mn in 2023) was adjusted netting minorities and taxes to €50 Mn (€-84 Mn in 2023)

3. The gross amount of € -103 Mn related to IAS 29 (€-64 Mn in 2023) was adjusted netting minorities and taxes to €-71 Mn (€-48 Mn in 2023)

4. Assuming €500 Mn share buyback is approved and it is fulfilled in 2H 2025



# FROM REPORTED TO ADJUSTED NET RESULT

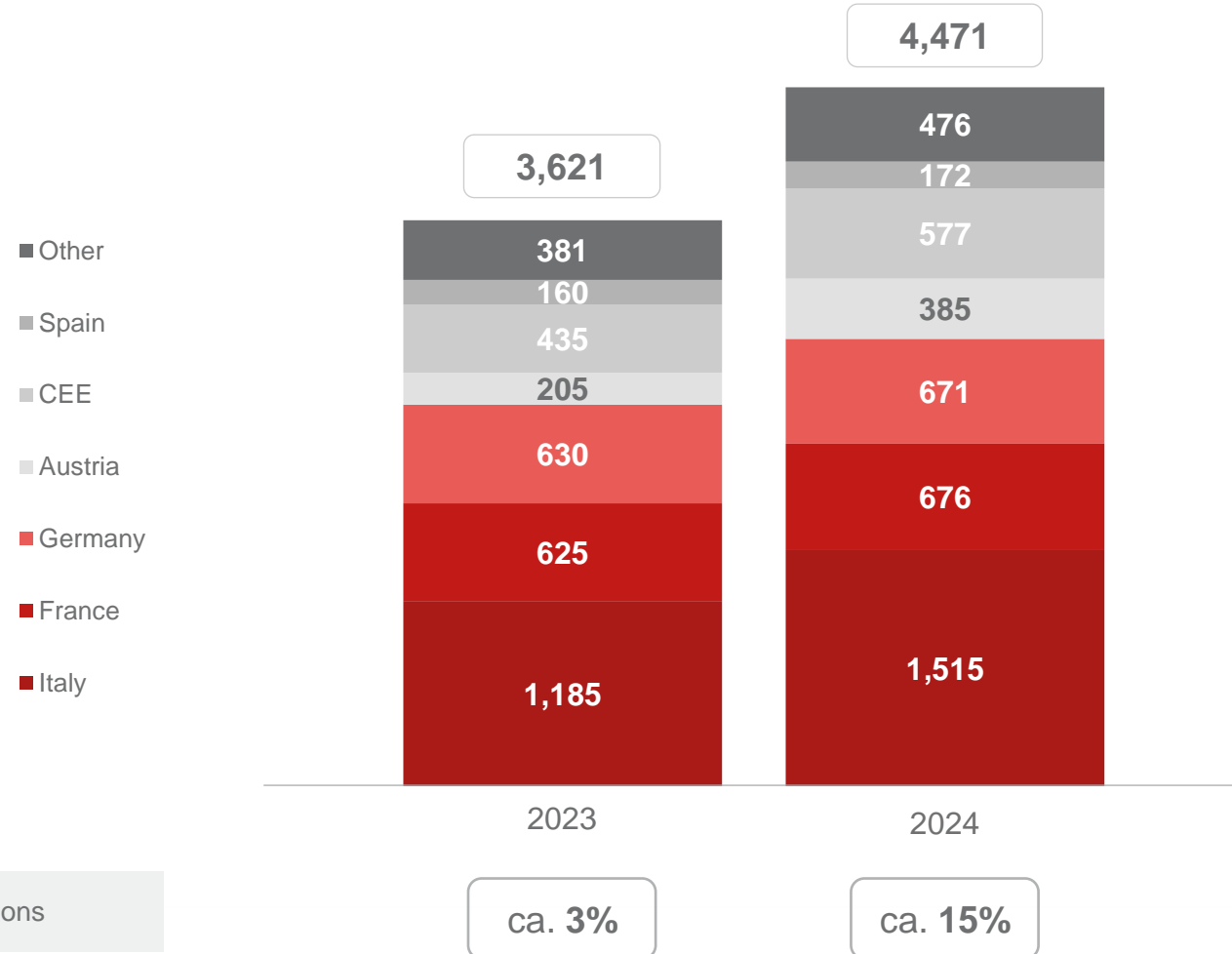
- The **Adjusted Net Result** neutralises these 4 elements:
  - The volatility stemming from the Mark to Market of assets at **Fair Value Through Profit and Loss (FVTPL)** held in non-participating business and shareholder funds. This adjustment was -50 Mn for FY 2024 and +56 Mn for 4Q 2024
  - The P&L impact of the application of **hyperinflation accounting** related to Argentina. This adjustment was +71 Mn for FY 2024 and +16 Mn for 4Q 2024
  - The **amortisation of intangibles** related to M&A transactions (i.e. CHL and Liberty). This adjustment was +51 Mn for FY 2024 and +26 Mn for 4Q 2024
  - The **gains and losses from business acquisitions or disposals**, including restructuring costs incurred in the related M&A year. This adjustment was -27 Mn for FY 2024 and +29 Mn for 4Q 2024. More specifically, although FY 2024 recorded on balance gains from disposals (i.e. 58 Mn for TUA, -14 Mn for Turkey and -18 Mn for Philippines), 4Q 2024 recorded -29 Mn of net losses from disposals (i.e. -11 Mn for Turkey and -18 Mn for Philippines)
- As a result of the above the FY 2024 **reported Net Result** of 3,724 Mn is adjusted upwards by 45 Mn to 3,769 Mn. Concerning 4Q 2024, **the reported Net Result** of 762 Mn is adjusted upwards by 126 Mn to 889 Mn

# REMITTANCE FROM SUBSIDIARIES REACHING A NEW RECORD HIGH



## Cash basis<sup>1</sup>

(€ Mn)



1. Remittance expressed on cash basis (i.e. cash flows are reported under the year of payment)



# REMITTANCE FROM SUBSIDIARIES REACHING A NEW RECORD HIGH



- **Strong Capital Management Framework** enabled both **recurring Remittance growth** and one-off Capital Management actions
- Higher contribution (around 0.6 Bn) from **Capital Management actions** compared to 2023, following successful achievement of capital optimization initiatives across several geographies (in particular: Cattolica integration in Italy and excess capital repatriation from Austria)
- **Steady growth of recurrent Remittance**, further contributing to increase in Remittance compared to previous year (over 0.2 Bn)
- **“Other” increased** compared to 2023 thanks in particular to some first-time contributions from **M&As** and **other strategic initiatives**

# NET HOLDING CASH FLOW UNDERPINNED BY REMITTANCE GROWTH



## Cash basis<sup>1</sup>

(€ Mn)

|                                     | 2023         | 2024         |
|-------------------------------------|--------------|--------------|
| Remittance from subsidiaries        | 3,621        | 4,471        |
| (Re)insurance Cashflow              | 275          | 11           |
| Interest & holding expenses         | (960)        | (721)        |
| <b>Net Holding Cash Flow</b>        | <b>2,936</b> | <b>3,761</b> |
| Group dividend <sup>2</sup> (€ Bn)  | 2.0          | 2.2          |
| Dividend Per Share <sup>3</sup> (€) | 1.28         | 1.43         |
| Coverage Ratio <sup>4</sup>         | 1.5x         | 1.7x         |

1. Net Holding Cash Flow expressed on cash basis (i.e. cash flows are reported under the year of payment)

2. Group dividend 2023 of € 2.0 Bn refers to the dividend for the exercise 2023 (paid in 2024); Group dividend 2024 of € 2.2 Bn refers to the dividend proposed for the exercise 2024 (to be paid in 2025)

3. 2024 DPS proposal subject to all the relevant approvals

4. Coverage Ratio is calculated as the ratio between NHCF of the year and the Group dividend distributed for the same competence year exercise.

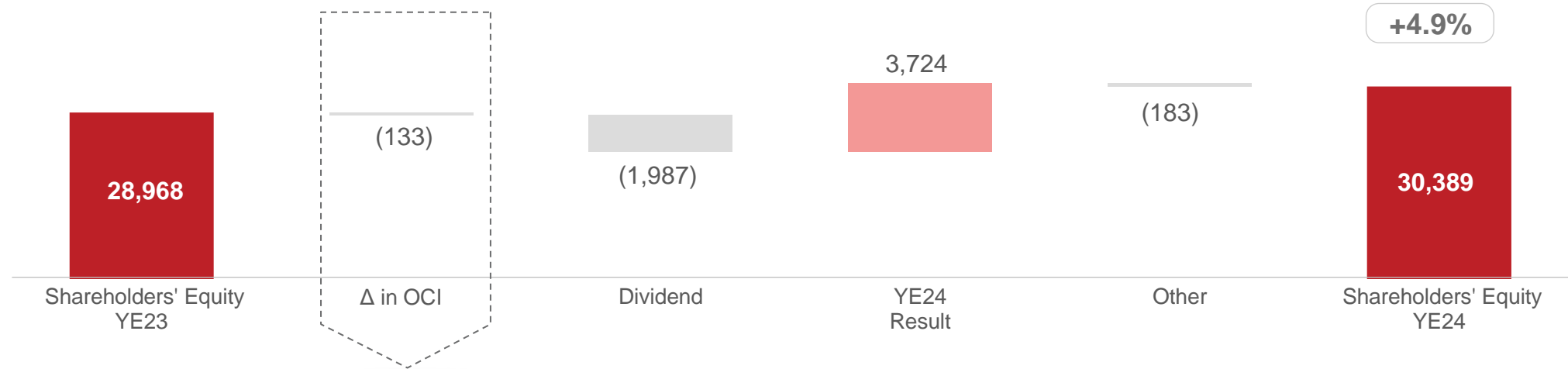
# NET HOLDING CASH FLOW UNDERPINNED BY REMITTANCE GROWTH



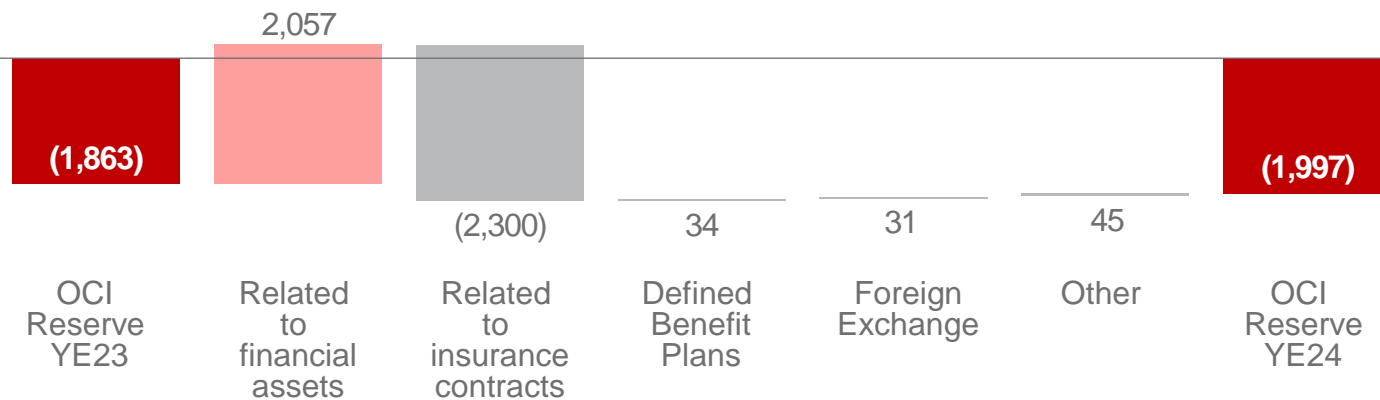
- The **Net Holding Cash Flow significantly increased** as compared to 2023, mainly driven by the following effects:
  - **Higher Remittance** driven by positive contribution from Capital Management actions and steady growth of recurring component
  - **Lower (Re)insurance Cashflow mainly due to decrease in non-life contribution**, that in 2023 benefitted from a positive one-off of around 0.2 Bn stemming primarily from the activation of the Cat Aggregate, while in 2024 is negatively impacted by Nat Cat and Man Made events. Reinsurance result is by definition affected by higher volatility, therefore it cannot be considered in general as a pure recurring component of the Net Holding Cash Flow
  - **Lower Interest & holding expenses** mainly due to the positive contribution from tax component. The tax component returned to more normalized levels compared to 2023 (in which negative one-off tax effects were observed). In addition, there was also a benefit from a one-off positive effect of around 0.3 Bn in 2024 arising from higher tax recoveries at the Parent Company level.
  - **Coverage Ratio at comfortable levels**, with 2024 benefitting from the increase in NHCF driven by positive contribution from Capital Management actions on Remittance. Excluding the Capital Management actions contribution to Remittance, the Coverage Ratio would be stable compared to 2023.

# SHAREHOLDERS' EQUITY ROLLFORWARD

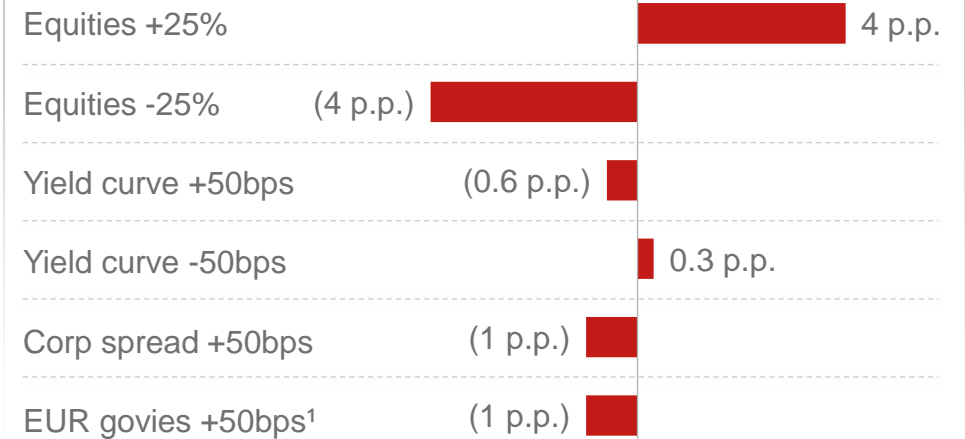
(€ Mn)



## Changes in Other Comprehensive Income



## Key sensitivities



■ 2024

1. The impact reflects the variation resulting from a 50 bps spread widening of government bonds issued by Euro area countries.

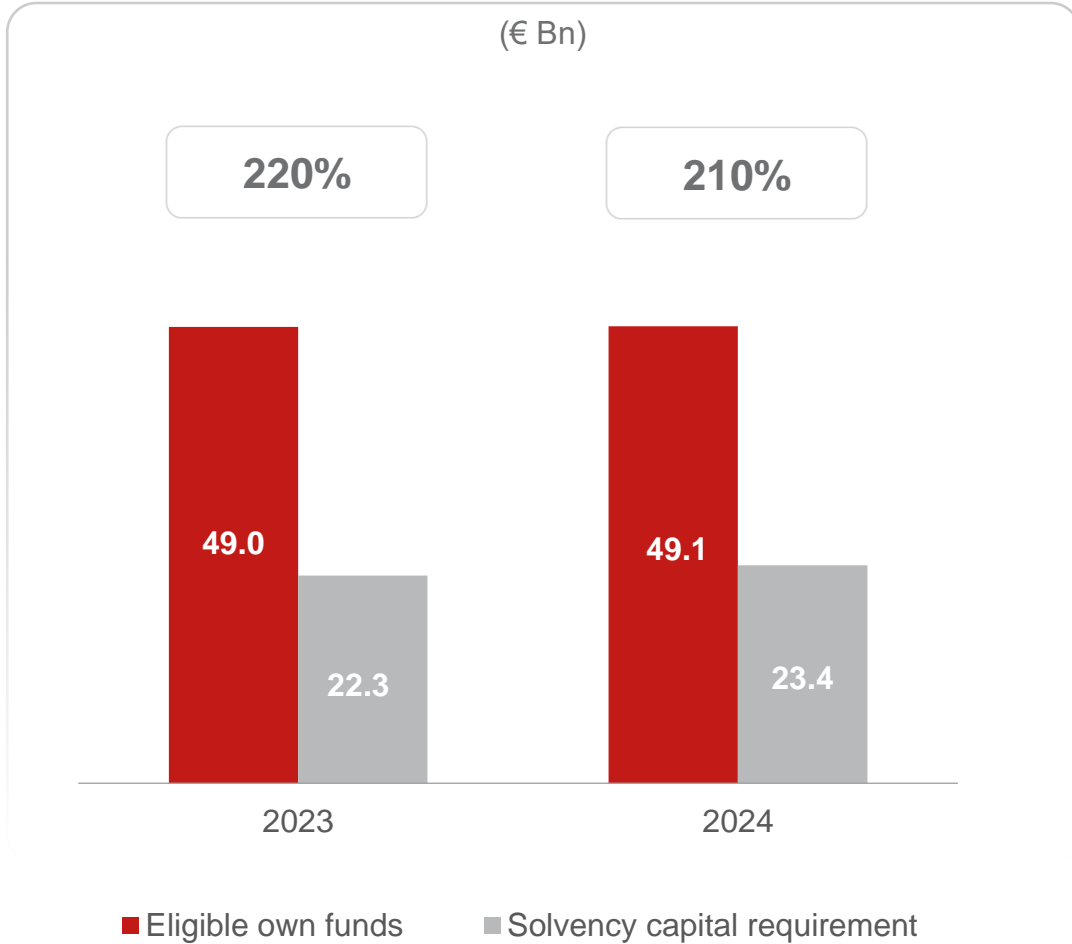
# SHAREHOLDERS' EQUITY ROLLFORWARD



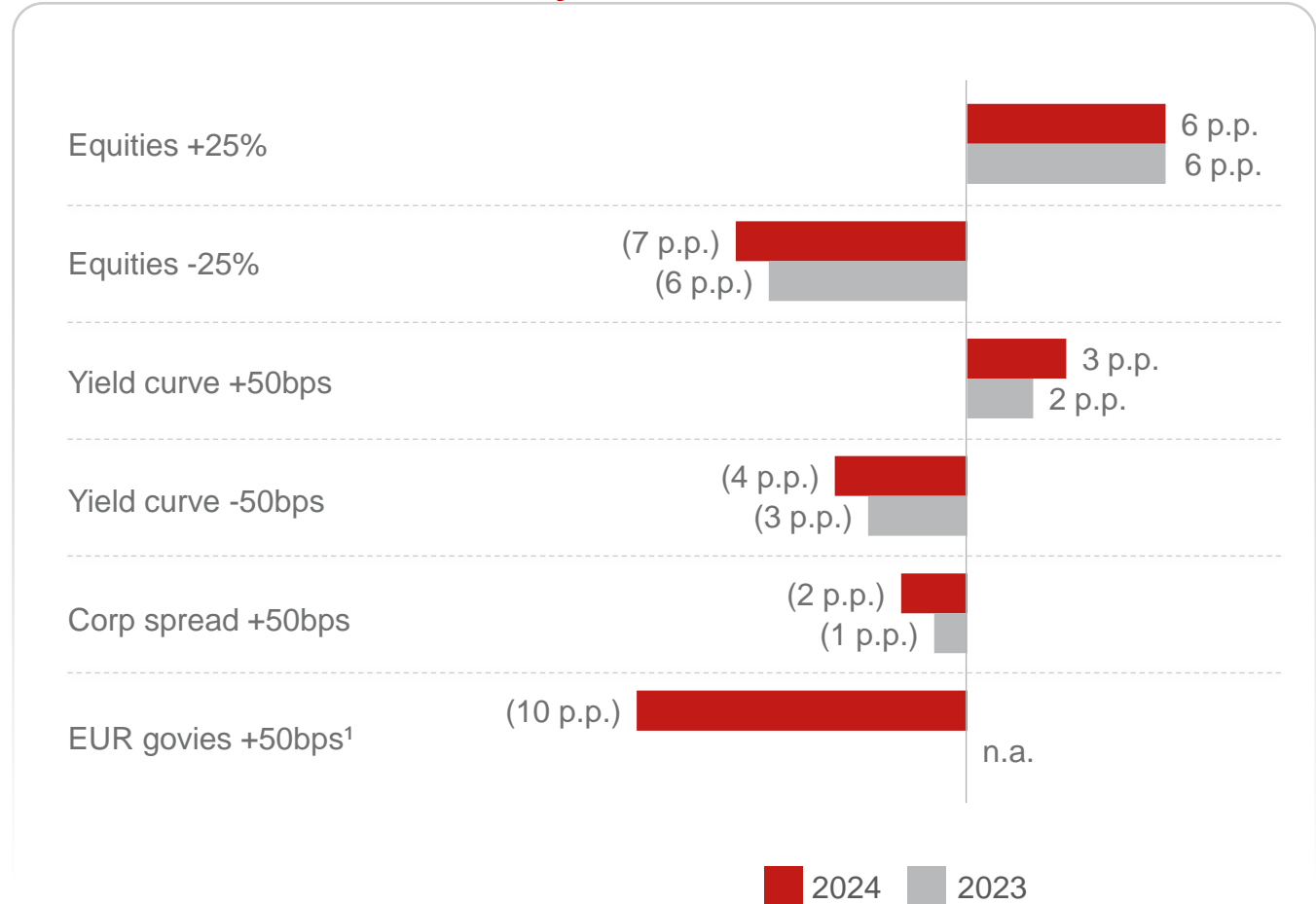
- The **Shareholders Equity** grew by almost 5% y-o-y in 2024 thanks to the reported net result for the period net of the dividend payment
- The changes in **Other Comprehensive Income** were not material
- The **Book Value Per Share** growth was 6.3% from €18.78 in 2023 to €19.97 in 2024
- The **Shareholders Equity sensitivities** reported in the slide are provided for the first time under the IFRS-17 accounting framework



## Eligible own funds vs. Required capital



## Key sensitivities



1. The impact reflects the variation of Solvency Ratio resulting from a 50 bps spread widening of government bonds issued by Euro area countries



- Over the last few years, we have reduced the **Solvency 2 ratio volatility**, in particular working on 4 key levers:
  - increasing weight of capital light products in Life
  - increased diversification through P&C, Unit Linked and Protection
  - lower weight of BTPs with a gradually shorter duration
  - even stronger discipline on assets and liability matching
- The decline in interest rates during 2024 and the sizeable new production in Life has led to a marginal increase of our interest rate sensitivities but with still a visible contraction compared to FY 2022
- **BTP-spread sensitivity** to +100 bps at FY 2024 was -5 p.p., reduced by -1 p.p. compared to FY 2023. At FY 2024, BTP-spread sensitivity to +100 bps does not activate Country Volatility Adjustment, just like in FY 2023
- **As of March 7th, Solvency ratio** was estimated at 214%
- **Expected indicative Solvency 2 impacts in 1H 2025 after March 7th:** M&A activities (-1 p.p.), Strategic and LTIP buybacks (-3 p.p.)

# STRONG SOLVENCY SUPPORTED BY CAPITAL GENERATION



(€ Bn)

|                               | Own Funds   | SCR         | Excess Own Funds <sup>1</sup> | Solvency II ratio (%) |  |
|-------------------------------|-------------|-------------|-------------------------------|-----------------------|--|
| <b>2023</b>                   | <b>49.0</b> | <b>22.3</b> | <b>26.7</b>                   | <b>220%</b>           |  |
| Regulatory changes            | (0.6)       | 0.2         | (0.8)                         | (4 p.p.)              |  |
| Normalized Capital Generation | 4.9         | 0.2         | 4.8                           | +21 p.p.              |  |
| Economic Variances            | (0.5)       | 0.7         | (1.2)                         | (9 p.p.)              |  |
| Non-economic Variances        | (0.9)       | (0.3)       | (0.6)                         | (1 p.p.)              |  |
| M&A                           | (1.0)       | 0.4         | (1.4)                         | (8 p.p.)              |  |
| Capital movements             | (1.9)       |             | (1.9)                         | (9 p.p.)              |  |
| <b>2024</b>                   | <b>49.1</b> | <b>23.4</b> | <b>25.7</b>                   | <b>210%</b>           |  |

1. Eligible Own Funds in excess of Solvency Capital Requirement



# STRONG SOLVENCY SUPPORTED BY CAPITAL GENERATION

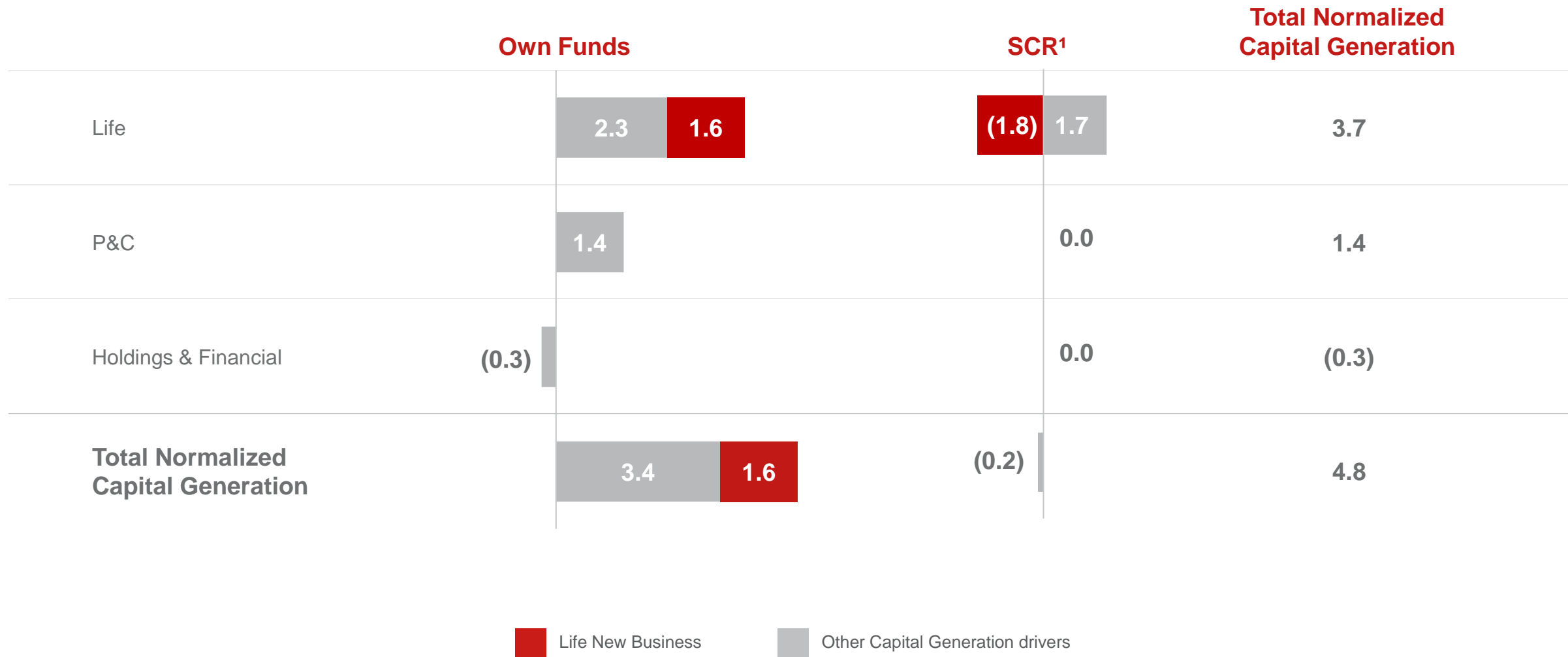


- Solvency 2 ratio benefitted from excellent **Capital Generation** for 21 p.p., thanks to the contribution of both Life and P&C segments, as well as benefitting from unwinding. Please consider that in 2024 the Normalized Capital Generation included for the first time the negative impact of LTIP plans, previously reported in Non-Economic Variances
- **Economic Variances** were -9 p.p., mainly due to the widening of government bond spreads and declining interest rates, partially mitigated by positive equity markets
- **Non-Economic Variances** were -1 p.p., related to the negative impact on Own Funds of non-operating holding and other expenses, as well as Operating Variances (mainly from lapses). This was partially mitigated by a decrease of SCR, following primarily equity hedging and derisking
- **Regulatory Changes** impacted for -4 p.p., mainly reflecting the changes introduced by EIOPA at the beginning of the year and the ineligibility of subordinated debt transferred from Genertel to Assicurazioni Generali during 4Q 2024
- **M&A** deducted over -8 p.p. following the acquisition of Liberty Seguros, slightly offset by a minor positive effect from the disposal of TUA Assicurazioni
- **Capital movements** reduced the Solvency 2 ratio by -9 p.p. reflecting the implementation of the 500 Mn shares buyback programme and the dividend of the period, partially compensated by the subordinated debt issuance completed in 4Q 2024



# 2024 CAPITAL GENERATION AT €4.8 BILLION

(€ Bn)



1. Positive numbers indicate positive Capital Generation (i.e. reduction in SCR) and negative numbers indicate negative capital generation (i.e. an increase in SCR)

## 2024 CAPITAL GENERATION AT €4.8 BILLION



- **Life contributed with over 15 p.p. of Capital Generation**, driven by the contribution of S2 Value New Production and unwinding of the period; SCR recorded a slight growth also reflecting higher component of Saving in the mix
- **P&C contributed for over 6 p.p. with a strong** performance of the SII Current Year Technical Result despite the natural catastrophes
- **Financials added almost 3 p.p.** also thanks to the strong performance of Asset Management and of Banca Generali
- **Holding had a negative contribution of around -4 p.p.** reflecting operating holding expenses, shares buyback of LTIP Group remuneration plan, and interest on subordinated debt
- The **cumulative Normalized Capital Generation** over the 2022-2024 period was 13.5 Bn, comfortably exceeding the 12 Bn target for the Lifetime Partner 24 Plan



GWP increased to € 95.2 Bn (+14.9%) with P&C GWP up +7.7%. Life net inflows were strongly positive at € 9.7 Bn entirely in protection and Unit Linked lines

---

Continued growth in Operating Result to a record € 7.3 Bn (+8.2%), with positive contribution of all business segments

---

New Business Value (NBV) grew to € 2.4 Bn (+2.3%). Undiscounted COR improved to 95.9% (-0.8 p.p.) thanks to strong performance of Current Year attritional COR (-1.7 p.p.)

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Asset Management Operating Result (+18.3%) benefitting from the consolidation of Conning Holdings Limited and higher performance fees. Wealth management improving by +27.6%

---

Adjusted Net Result growing by 5.4% to € 3.8 Bn, leading to a 5.6% increase in Adjusted EPS at € 2.45, marking a new record high for the Group

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Solid Solvency II ratio at 210%, sustained by robust Capital Generation

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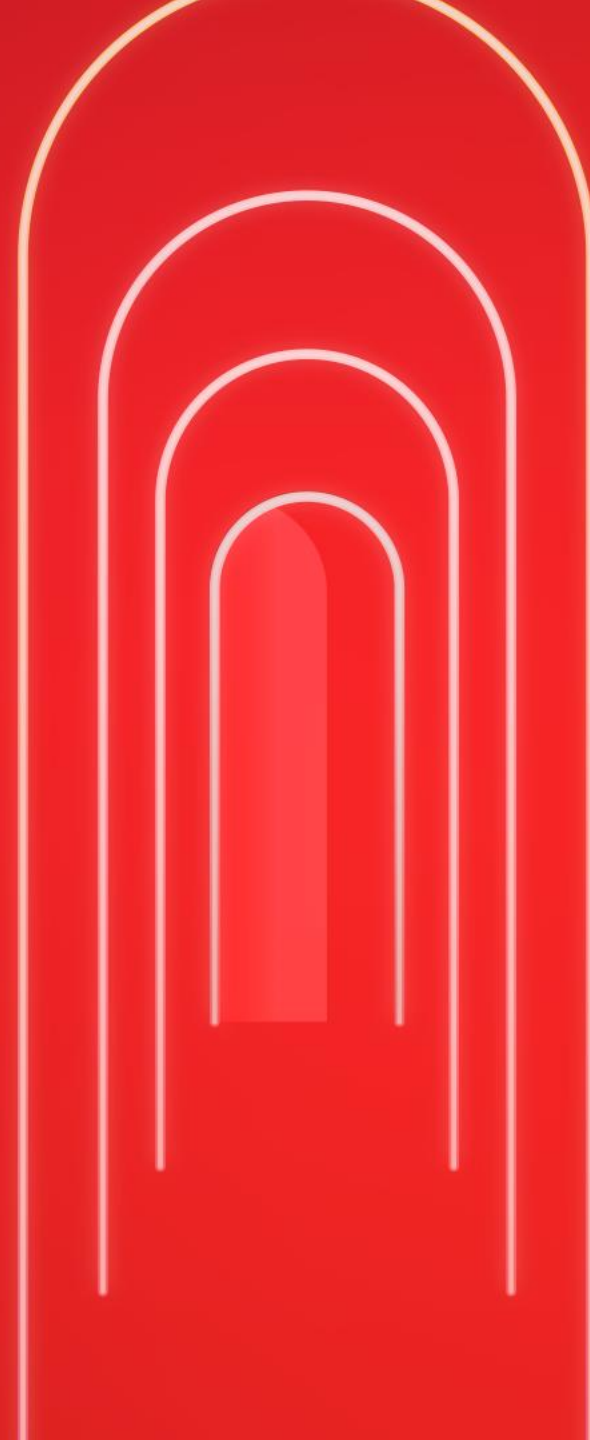
Higher Remittance at € 4.5 Bn (+23.5%) driven by positive contribution from Capital Management actions and steady growth of recurring component. Net Holding Cash Flow at € 3.8 Bn

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Proposed Dividend Per Share of € 1.43 (+11.7%), consistently with the new Lifetime Partner 27 Plan



**BACKUP**



# QUARTERLY RESULTS (1/3)



(€ Mn)

|                               | 4Q23          | 4Q24          | Δ                        |
|-------------------------------|---------------|---------------|--------------------------|
| <b>Gross Written Premiums</b> | <b>22,004</b> | <b>24,469</b> | <b>+8.9%<sup>1</sup></b> |
| Life                          | 14,328        | 15,766        | +9.1%                    |
| P&C                           | 7,676         | 8,703         | +8.6%                    |
| o/w Direct Motor              | 2,450         | 2,900         | +9.7%                    |
| o/w Direct Non-Motor          | 4,793         | 5,359         | +8.6%                    |
| Life Net Inflows              | (119)         | 2,852         | n.m.                     |
| <b>Total Operating Result</b> | <b>1,738</b>  | <b>1,898</b>  | <b>+9.2%</b>             |
| <b>Life Operating Result</b>  | <b>948</b>    | <b>947</b>    | <b>-0.1%</b>             |
| New Business Value            | 602           | 628           | +4.3%                    |
| PVNBP                         | 10,163        | 12,424        | +22.0%                   |
| New Business Margin on PVNBP  | 5.92%         | 5.05%         | -0.86 p.p.               |

1. Constant perimeter and exchange rates

# QUARTERLY RESULTS (2/3)



(€ Mn)

|   | 4Q23         | 4Q24         | Δ                |
|---|--------------|--------------|------------------|
| <b>P&amp;C Operating Result</b>                   | <b>748</b>   | <b>842</b>   | <b>+12.6%</b>    |
| <b>Combined Ratio</b>                             | <b>93.1%</b> | <b>93.9%</b> | <b>+0.8 p.p.</b> |
| <b>Loss Ratio</b>                                 | <b>64.7%</b> | <b>64.2%</b> | <b>-0.5 p.p.</b> |
| Current year Loss Ratio                           | 68.4%        | 66.4%        | -2.0 p.p.        |
| Current year Loss Ratio undiscounted (ex Nat Cat) | 65.7%        | 64.3%        | -1.4 p.p.        |
| Nat Cat losses undiscounted                       | 3.4%         | 3.2%         | -0.2 p.p.        |
| Current year discounting                          | -0.7%        | -1.1%        | -0.4 p.p.        |
| Previous year loss ratio                          | -3.7%        | -2.2%        | +1.5 p.p.        |
| <b>Expense Ratio</b>                              | <b>28.5%</b> | <b>29.7%</b> | <b>+1.3 p.p.</b> |
| <b>Undiscounted Combined Ratio</b>                | <b>93.8%</b> | <b>95.0%</b> | <b>+1.2 p.p.</b> |

# QUARTERLY RESULTS (3/3)



(€ Mn)

|  | 4Q23         | 4Q24         | Δ             |
|--|--------------|--------------|---------------|
| <b>Asset &amp; Wealth Management Operating Result</b>  | <b>262</b>   | <b>339</b>   | <b>+29.2%</b> |
| o/w Asset Management                                   | 163          | 225          | +38.6%        |
| o/w Wealth Management (Banca Generali Group)           | 100          | 114          | +13.8%        |
| <b>Holding &amp; Other Businesses Operating Result</b> | <b>(134)</b> | <b>(179)</b> | <b>+33.3%</b> |
| o/w Other Businesses                                   | 53           | 18           | -66.6%        |
| o/w Operating Holding Expenses                         | (188)        | (197)        | +4.9%         |
| <b>Consolidation Adjustments</b>                       | <b>(86)</b>  | <b>(52)</b>  | <b>-39.5%</b> |
| Non Operating Investment Result                        | (176)        | (206)        | +17.2%        |
| Non Operating Holding Expenses                         | (281)        | (335)        | +19.2%        |
| Net Other Non Operating Expenses                       | (155)        | (128)        | -17.6%        |
| <b>Non-Operating Result</b>                            | <b>(612)</b> | <b>(668)</b> | <b>+9.3%</b>  |
| Net Result   | 925          | 762          | -17.6%        |
| <b>Adjusted Net Result</b>                             | <b>595</b>   | <b>889</b>   | <b>+49.3%</b> |



# 2025 REINSURANCE PROGRAM



(€ Mn)

| NAT CAT REINSURANCE PROGRAM | Peril  | Limit per event   | Retention | Comments                                      |                                       |
|-----------------------------|--|-------------------|-----------|---|---------------------------------------|
|                             | CAT Per Event                                    | Italy             | 2,500     | 300   | • Capacity adjusted for Italy & EU WS |
|                             |  | Europe Flood      | 1,800     | 300   |                                       |
|                             |  | Europe Windstorm  | 1,700     | 300   |                                       |
|                             |  | Europe Other      | 1,200     | 100   | • Retentions as expiring              |
|                             |  | Rest of the World | 250       | 50  |                                       |
|                             | Peril  | Size              | Retention | Comments                                      |                                       |
| CAT Aggregate               | All Nat Cat perils for property and MOD business | 300               | 800       | • Capacity, retention and trigger as expiring |                                       |

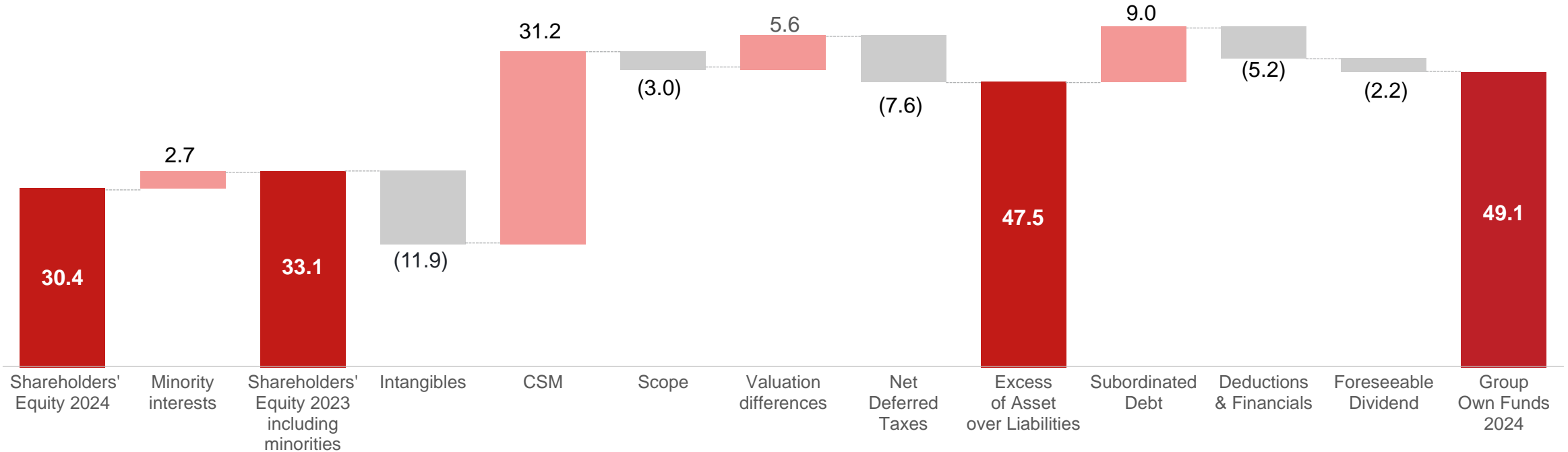
## Additional Highlights

- The program leverages on the optimal combination of traditional and alternative capital

# RECONCILIATION BETWEEN IFRS EQUITY AND SOLVENCY 2 OWN FUNDS



(€ Bn)



- **Intangibles:** mainly related to goodwill not recognised in Solvency II
- **CSM:** unearned profits to be recognised over the residual coverage period in IFRS, not recognised as liability in Solvency II
- **Scope:** changes in perimeter and consolidation methods
- **Valuation differences:** impacts of the different valuation frameworks on assets and liabilities
- **Net deferred taxes:** fiscal impact of the changes reported above

# P&C DISCOUNTING AND LIABILITY FOR INCURRED CLAIMS UNWINDING



|                               | 2023       | 1H24       | 2024       |
|-------------------------------|------------|------------|------------|
| CY Net Claims Reserves (€ Bn) | 9.8        | 6.4        | 10.1       |
| Duration (y)                  | 2.3        | 2.0        | 2.1        |
| Discount rate                 | 3.3%       | 3.3%       | 2.9%       |
| <b>CY Discounting (€ Mn)</b>  | <b>814</b> | <b>399</b> | <b>636</b> |

| <b>Sensitivities<sup>1</sup></b> | +50 bps | -50 bps |
|----------------------------------|---------|---------|
| FY 2024 CY Discounting (€ Mn)    | ~ 100   | ~ (100) |
| FY 2024 COR impact               | (0.3%)  | 0.3%    |

|                      | 2023 | 1H24 | 2024 |
|----------------------|------|------|------|
| Unwinding LIC (€ Mn) | -149 | -229 | -394 |
| Unwinding rate       | 0.5% | 1.8% | 1.8% |

| <b>Sensitivities<sup>1</sup></b> | +50 bps | -50 bps  |
|----------------------------------|---------|----------|
| Unwinding LIC YE25 (€ Mn)        | ~ (30)  | ~ 30     |
| FY 2024 COR impact               | ~ 0.1%  | ~ (0.1%) |

- The Current Year discounting is influenced not only by the movement of interest rates and the shape of the yield curve but also by Loss Ratio developments, Premium volumes, and the expected duration of payments
- Assuming that interest rates remain stable at the level of YE 2024, **the FY 2025 CY Discounting is expected to be in the 550 Mn-600 Mn range**
- The LIC Unwinding has incorporated most of the interest rate increase observed since 2022, so in 2025 the annual unwinding rate is expected to move only from around 1.8% to around 2.0%, leading to **an expected FY 2025 LIC Unwinding of around 450-500 Mn**
- LIC unwinding is the main component of IFIE, which also contains other technical unwinding (e.g. LRC and RA unwinding) and other elements like the IAS 29 component

1. Sensitivities consider +/-50 bps on AY2024 locked-in curve

# COST TO INCOME RATIO



Cost  
**8.2 Bn<sup>1</sup>**

**General Expenses  
of insurance perimeter**

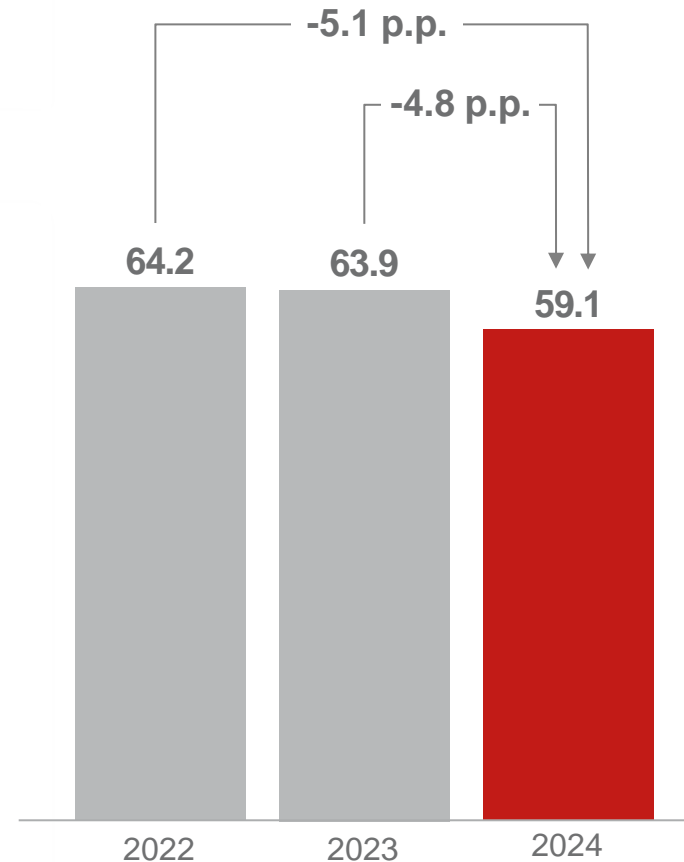
Income  
**13.9 Bn<sup>1</sup>**

**Earnings before Taxes and  
before General Expenses,  
excluding:**

- P&C Discounting and Insurance Finance Expenses
- Life and P&C Loss component
- Non-Operating Investment Result
- Interest expenses on financial debt
- Other components excluded from the IFRS17 Adjusted Net Result

## Cost to Income ratio (%)

Insurance perimeter<sup>1</sup>



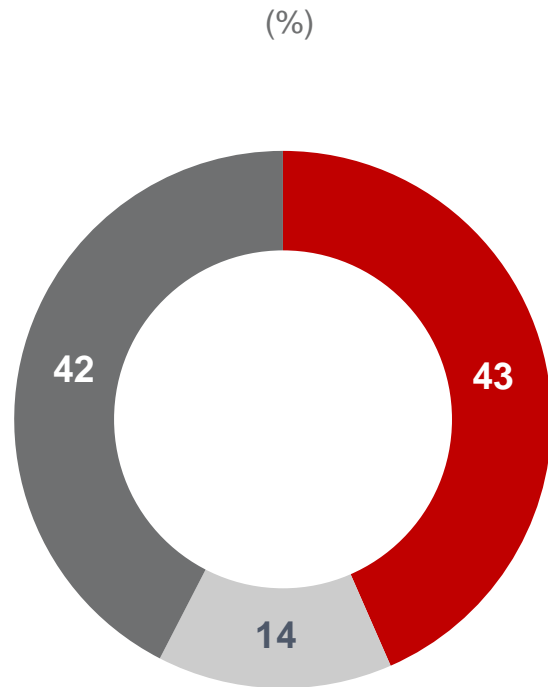
**2024**

**improved**  
by  
**5.1 p.p.**  
compared to 2022

after the improvement  
by  
**1.3 p.p.**  
already achieved  
in 2022 vs 2021  
(under IFRS4)

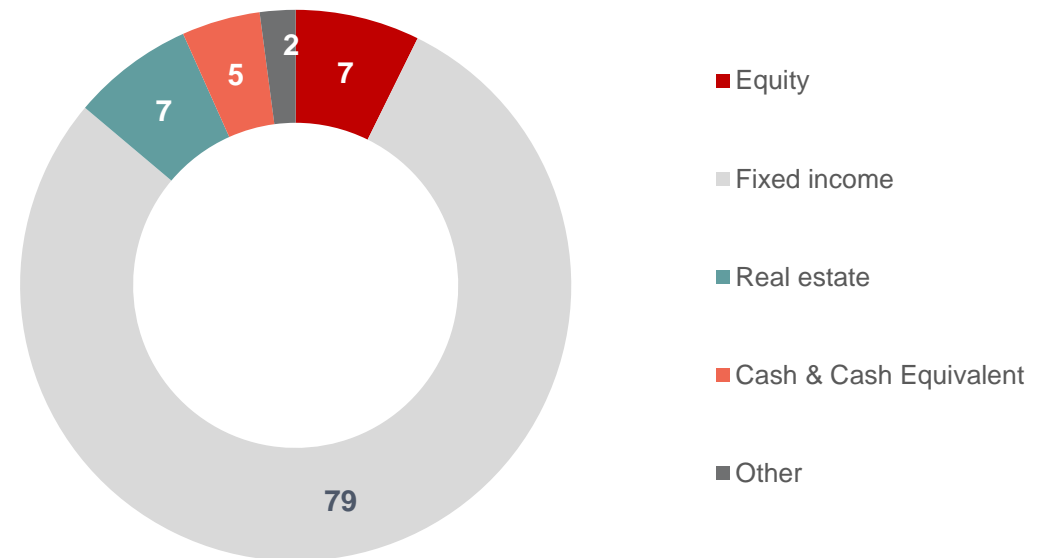


## Total Portfolio: €863 Bn



■ General account ■ Unit Linked ■ Third party investments

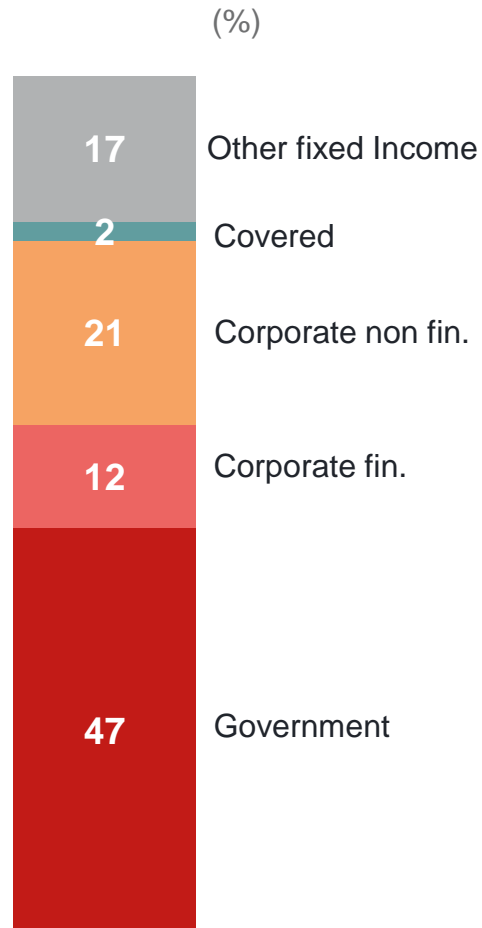
## Breakdown by asset class



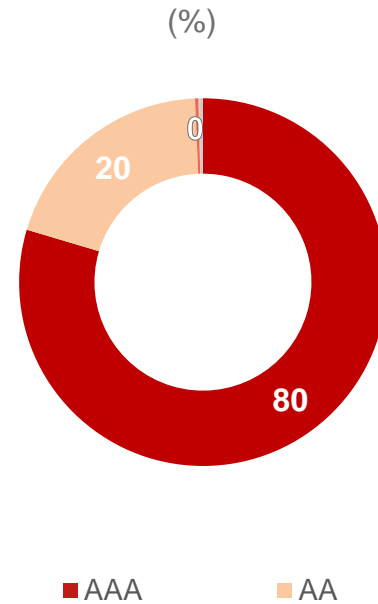
■ Equity  
■ Fixed income  
■ Real estate  
■ Cash & Cash Equivalent  
■ Other

# FIXED INCOME PORTFOLIO BY RATING

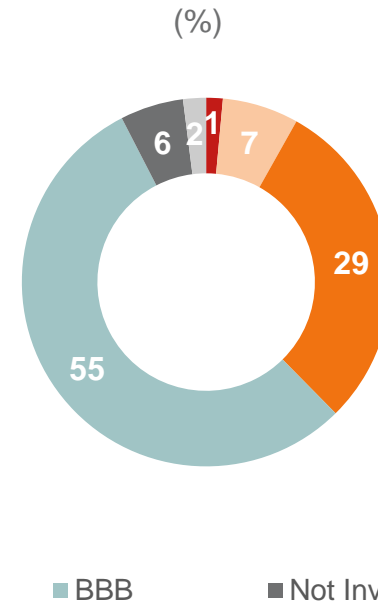
## Total Portfolio: €294 Bn



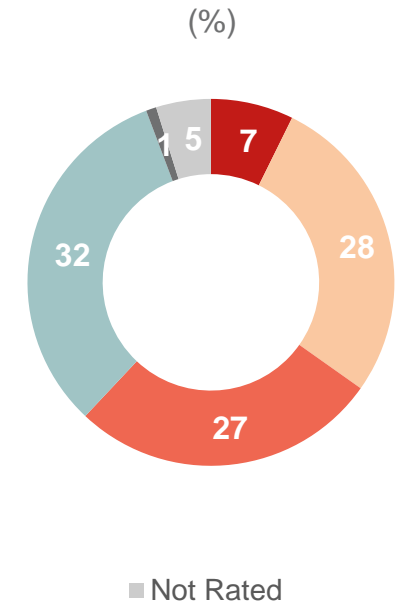
## Covered: € 7 Bn



## Corporate: € 98 Bn



## Government: € 139 Bn<sup>1</sup>



## Bond Duration<sup>2</sup> (years)

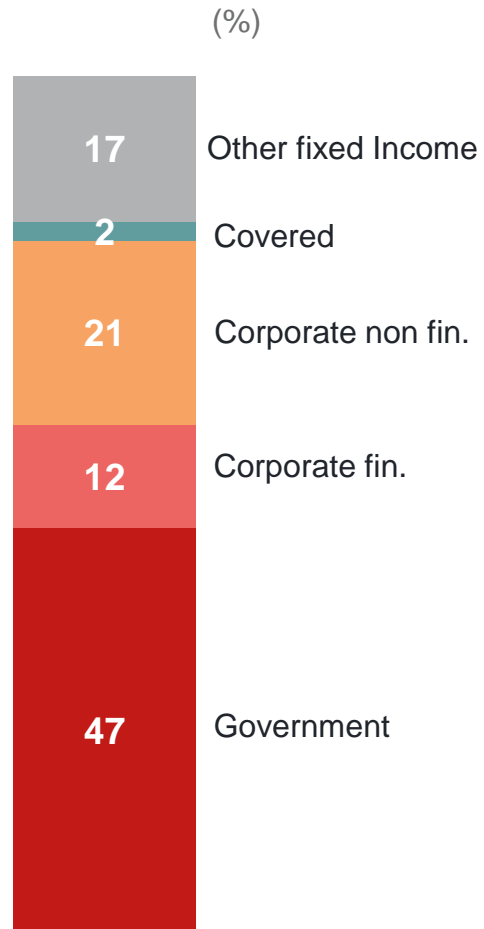
|      | 2023 | 2024 |
|------|------|------|
| Life | 8.7  | 8.7  |
| P&C  | 4.8  | 4.7  |

1. Italian government bond exposure is 76% of BBB

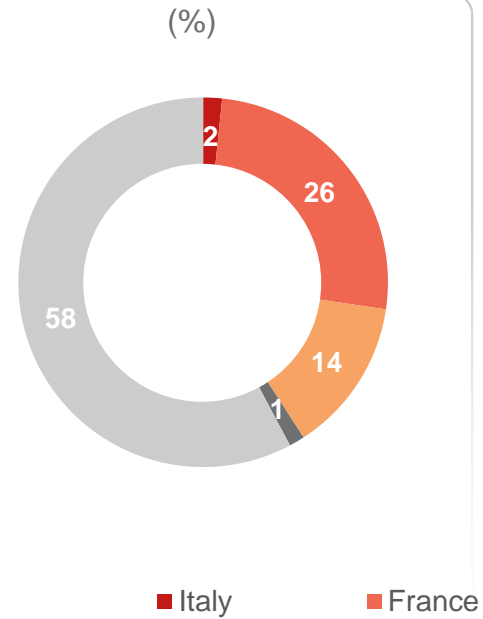
2. The duration is adjusted for the effect of derivatives

# FIXED INCOME PORTFOLIO BY COUNTRY

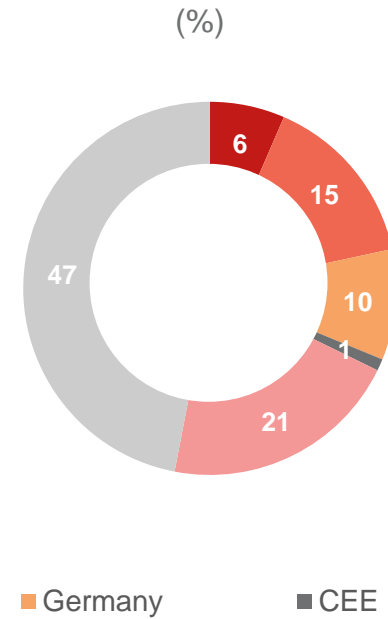
## Total Portfolio: €294 Bn



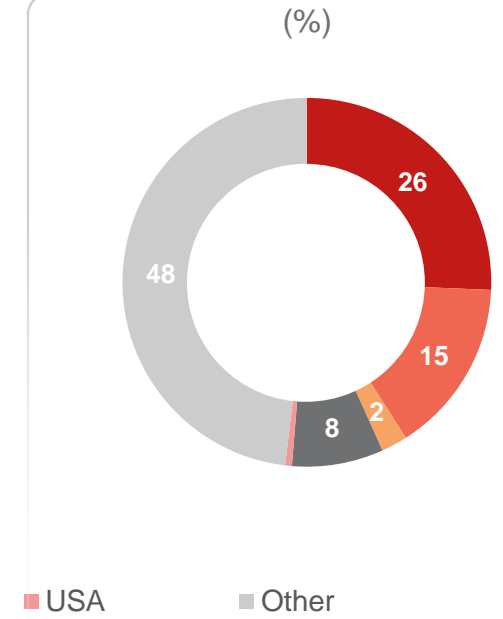
## Covered: € 7 Bn



## Corporate: € 98 Bn



## Government: € 139 Bn<sup>1</sup>



## Traditional Fixed Income Reinvestment Yield

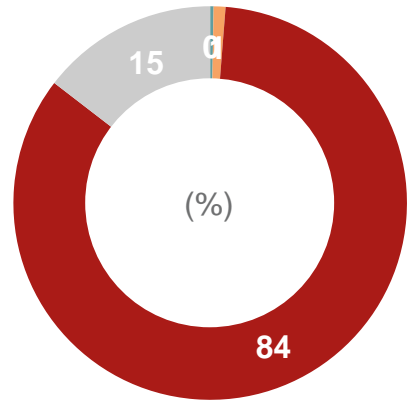
|      | 2023 | 2024 |
|------|------|------|
| Life | 4.1% | 3.6% |
| P&C  | 4.0% | 3.6% |

1. Italian government bond exposure is 76% of BBB  
2. The duration is adjusted for the effect of derivatives



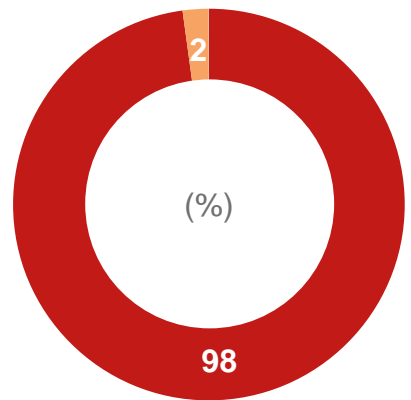
# Equity & Equity-like

**Alternative Funds: €15 Bn**



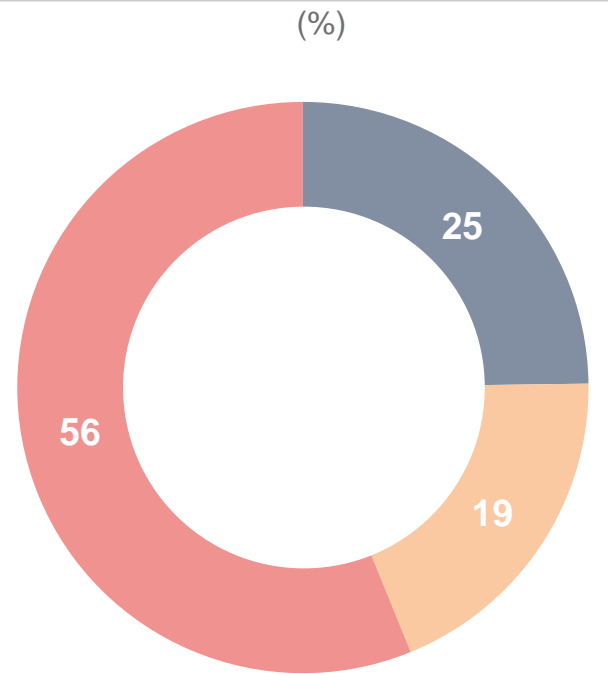
■ AM ■ Holding ■ Life ■ P&C

**Equity Funds: €5 Bn**



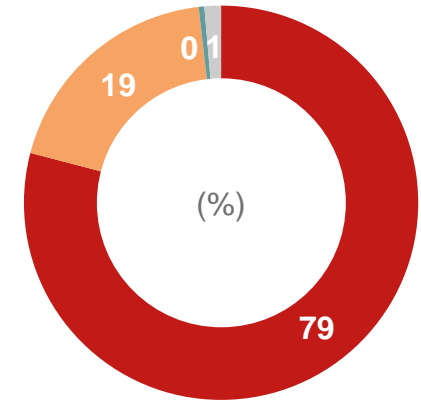
■ Life ■ P&C ■ Other

**Total Portfolio: €27 Bn**



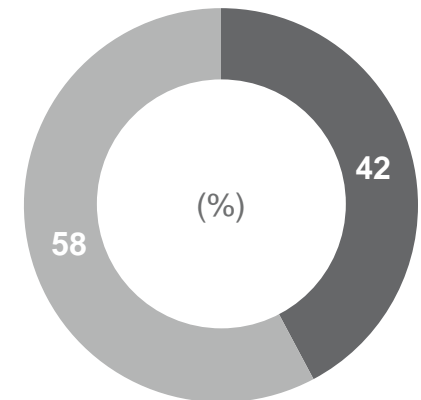
■ Equity ■ Equity Funds ■ Alternatives

**Equity: €7 Bn**



■ Life ■ P&C ■ Other

**Quoted and Unquoted<sup>1</sup>**



■ Quoted ■ Unquoted

1. Total Equity & Equity-like Portfolio (€27 Bn)



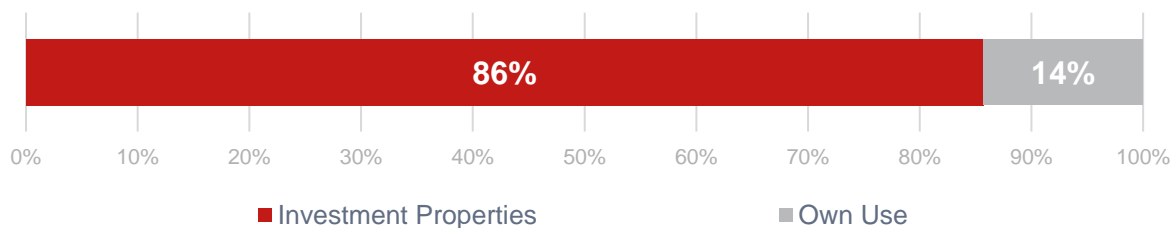


## Total Portfolio: €33 Bn<sup>1</sup>

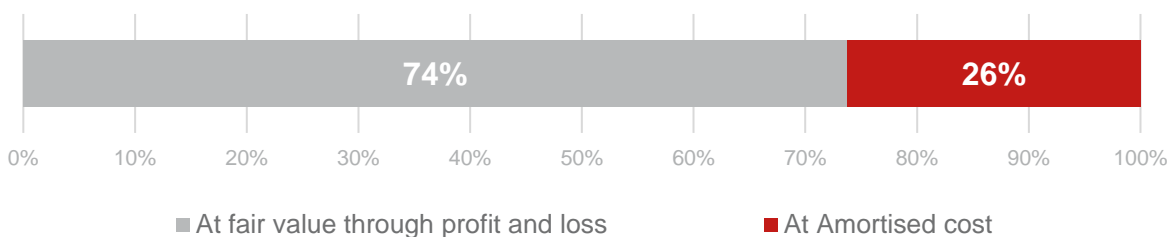
(%)

- Leverage: approximately 22% on RE funds
- Occupancy rate: Net vacancy rate of 5.4%<sup>2</sup>

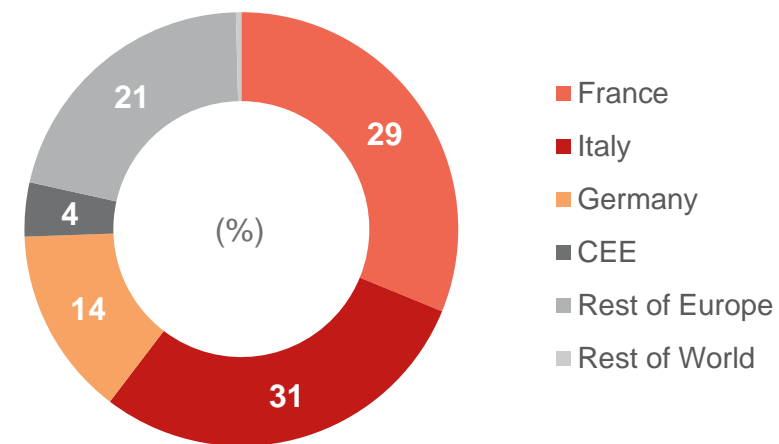
### Breakdown By Utilisation<sup>4</sup>



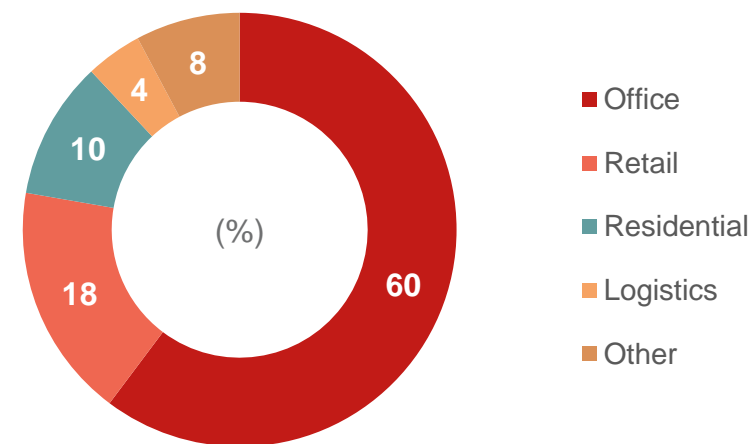
### Breakdown By Accounting Method



## Breakdown by Country<sup>3</sup>

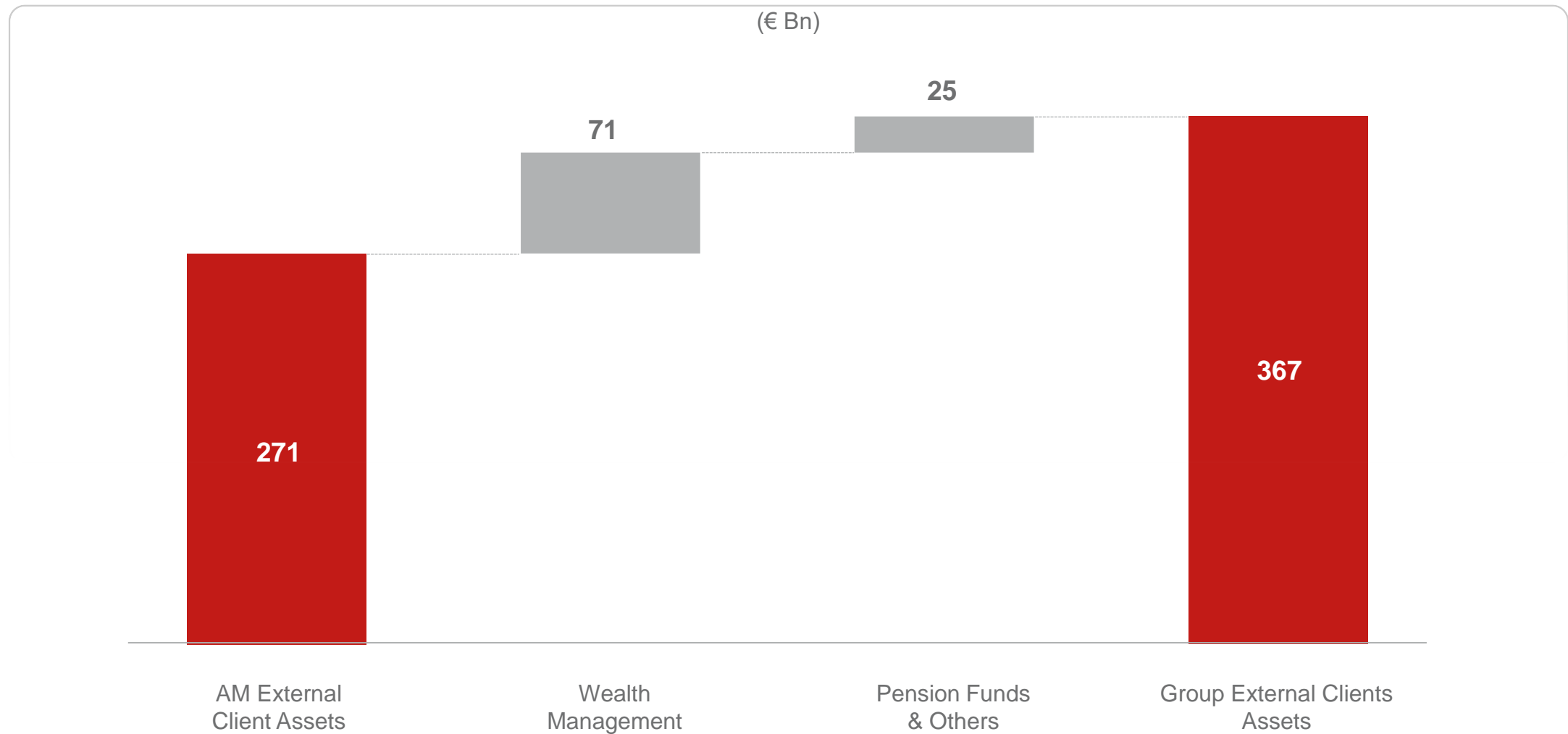


## Breakdown by Property Type<sup>3</sup>



1. Data at fair value. It includes investment properties, own-use assets, properties inventory and Real Estate indirect investment  
 2. Net of refurbishment expenses and vacancy for sale  
 3. Detail referred to direct investments in Real Estate only  
 4. Detail referred to direct Real Estate properties only

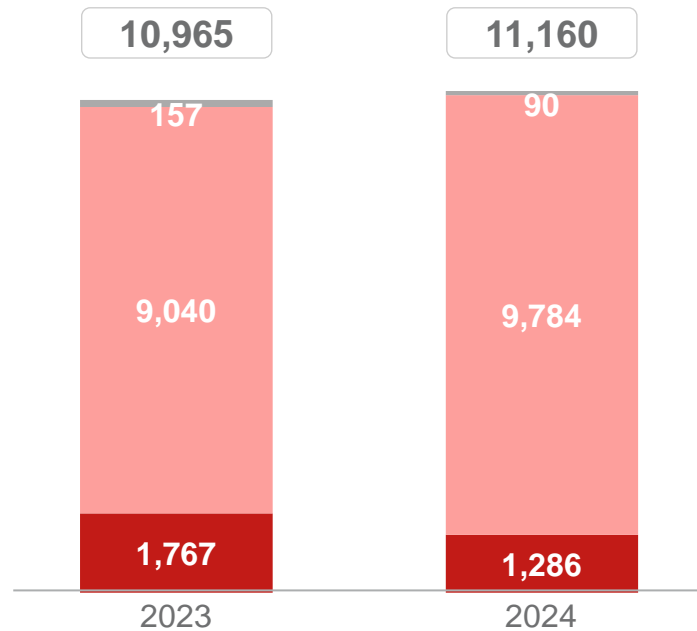
# RECONCILIATION WITH GROUP DISCLOSURE ON EXTERNAL CLIENTS





## Total financial debt

(€ Mn)



■ Senior ■ Subordinated / Hybrid ■ Other

## Average cost, maturity and interest expenses on financial debt

|  | 2023  | 2024  |
|--|-------|-------|
| Average cost (%)                           | 4.39% | 4.16% |
| Subordinated/Hybrid                        | 4.25% | 4.24% |
| Senior                                     | 5.13% | 3.51% |
| Average maturity (years)                   | 4.4   | 4.9   |
| Interest expenses on financial debt (€ Mn) | 447   | 493   |

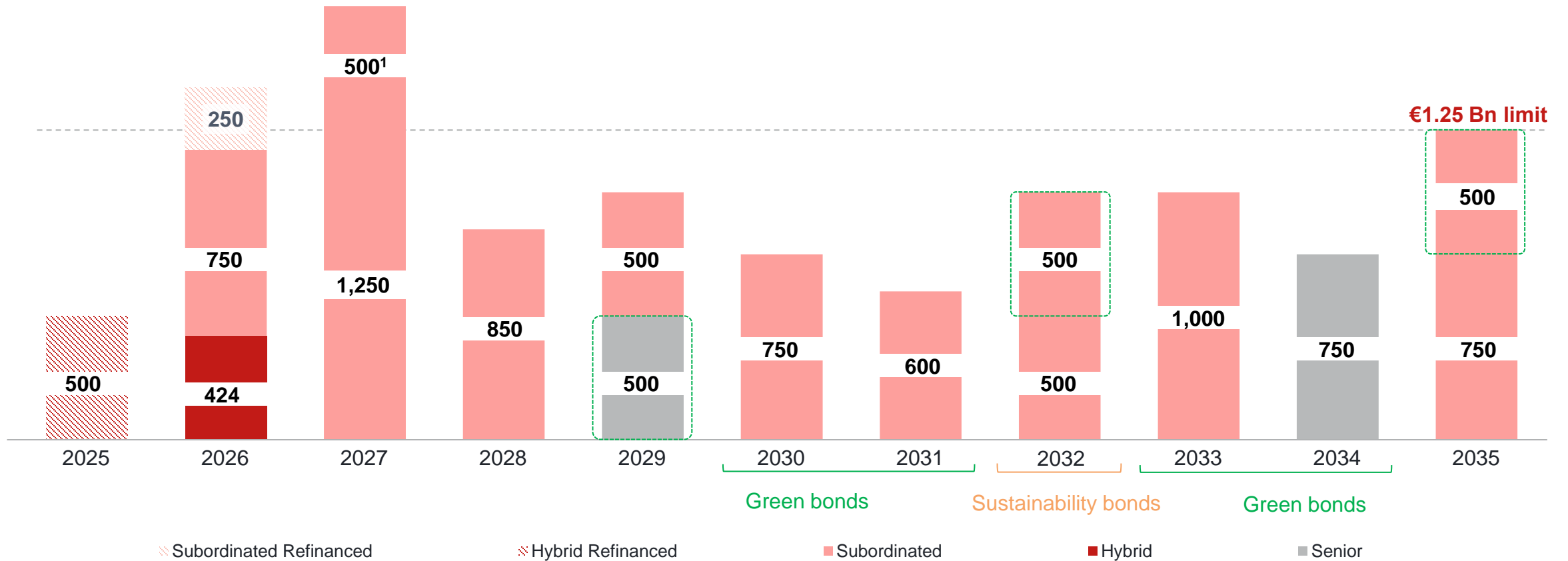
Note: In January 2024 the Group has concluded the placement of two senior green bonds with maturity 2029 (€ 500 Mn) and 2034 (€ 750 Mn) that are not included in the 2023 numbers



# DEBT ISSUANCES BREAKDOWN BY EXPIRY DATE

## Debt Maturity Profile

(€ Mn)



1. Former Cattolica subordinated bond not eligible in S2 Own Funds

# HIGH QUALITY CAPITAL MIX: TIER 1 CAPITAL 84% OF TOTAL



## Tiering of Solvency capital

|                        | 2024        |             |
|------------------------|-------------|-------------|
|                        | € Bn        | % of total  |
| Tier 1                 | 41.3        | 84%         |
| Unrestricted Tier 1    | 39.9        | 81%         |
| Restricted Tier 1      | 1.4         | 3%          |
| Tier 2                 | 7.5         | 15%         |
| Tier 3                 | 0.2         | 0%          |
| <b>Total Own Funds</b> | <b>49.1</b> | <b>100%</b> |

**SCR covered 1.7x by Unrestricted Tier 1**

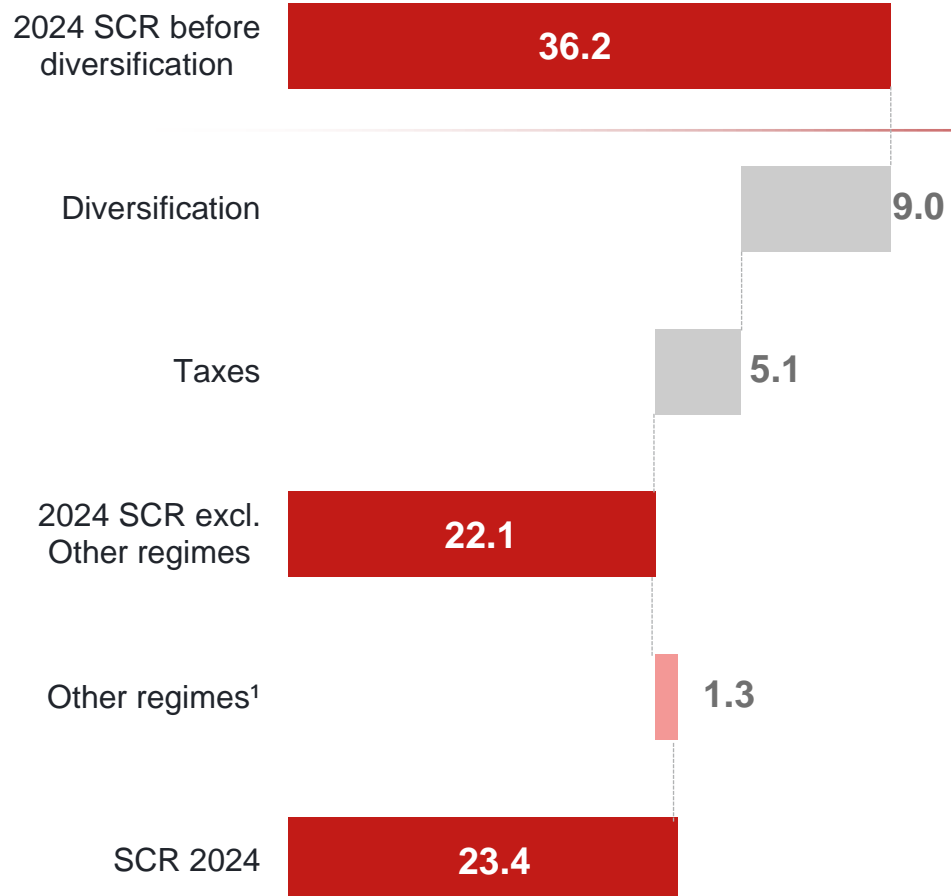
## Applicable Solvency limits

|                   | Solvency II limits                    | 2023 Generali         |
|-------------------|---------------------------------------|-----------------------|
| Restricted Tier 1 | < 20%<br>of total Tier 1              | 4%<br>of total Tier 1 |
| Tier 2 + Tier 3   | < 50%<br>of insurance<br>entities SCR | 35%<br>of SCR         |
| Tier 3            | < 15%<br>of insurance<br>entities SCR | 1%<br>of SCR          |

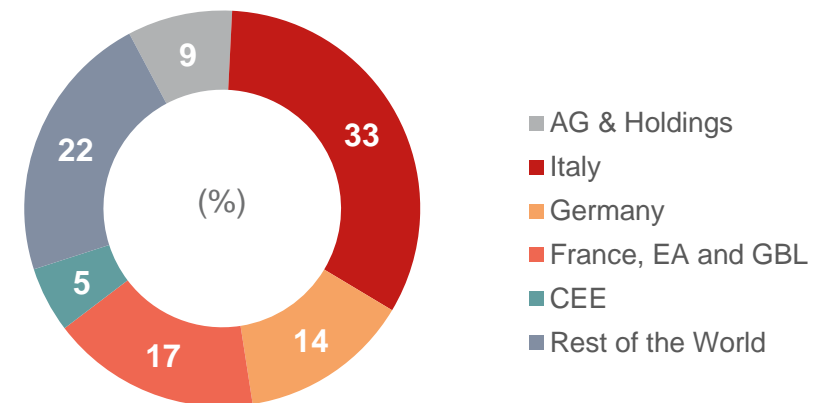
Quality of capital far in excess of Solvency II requirements:  
~ €11 Bn of headroom against maximum limits

# FOCUS ON SOLVENCY CAPITAL REQUIREMENT

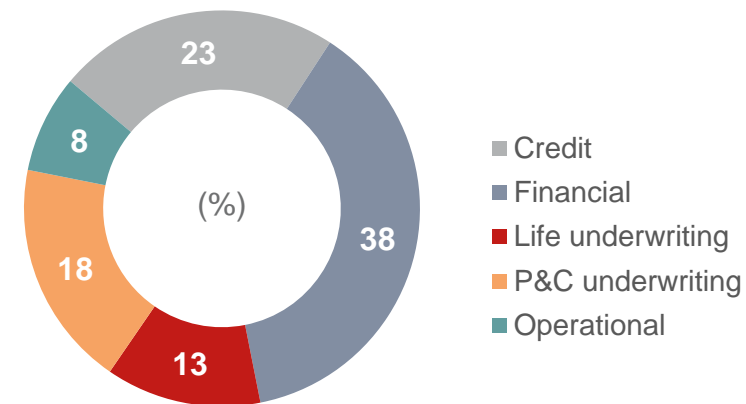
(€ Bn)



## Pre-diversification SCR by region



## Pre-diversification SCR by type of risk



1. Asset Management, Banking, IORP

Note: "Credit" risk includes default risk, spread widening and rating migration risks from IM "Financial risk includes Standard Formula Spread risk



|                                       |           |
|---------------------------------------|-----------|
| 2024 Adjusted <sup>1</sup> Net Result | €3,769 Mn |
| EPS                                   | €2.45     |
| DPS                                   | €1.28     |
| Insurance Cost/Income ratio           | 59.1%     |
| Return on S2 Risk Capital             | 16.5%     |

1. Based on the Group's Adjusted Net Result definition

# 2024 BASELINE FOR GENERALI 2027 STRATEGY: LIFE



|   |        |
|---|--------|
| Protection & Health NBV CAGR: Protection & Health NBV                                 | 0.9 Bn |
| Hybrid & Unit Linked NBV CAGR: Hybrid & Unit Linked NBV                               | 1.6 Bn |
| PH&A Net Insurance Service Result   | 1.7 Bn |
| PH&A CoR Proxy  | 90.2%  |
| Life NBM  | 5.41%  |
| Protection & Health NBM   | 8.36%  |
| Share of Capital Light Reserves   | 71.9%  |
| Life Operating Insurance Service Result CAGR: Life Operating Insurance Service Result | 3.0 Bn |
| Life Operating Result CAGR: Life Operating Result                                     | 4.0 Bn |



# 2024 BASELINE FOR GENERALI 2027 STRATEGY: P&C



|   |         |
|---|---------|
| P&C GWP CAGR: P&C Gross Written Premiums                                  | 33.8 Bn |
| P&C Non-Motor GWP CAGR: P&C Non-Motor Gross Written Premiums <sup>1</sup> | 20.2 Bn |
| P&C SMEs GWP CAGR: P&C SME Profitable Growth <sup>2</sup>                 | 5.3 Bn  |
| Europ Assistance CGTO <sup>3</sup>  | 3.7 Bn  |
| P&C General Expenses/Gross Insurance Revenues                             | 14.4%   |
| CY attritional Undiscounted Loss Ratio                                    | 65.5%   |
| Undiscounted CoR  | 95.9%   |
| P&C Operating Result CAGR: P&C Operating Result                           | 3.1 Bn  |

1. Excl. Argentina

2. Excl. AHD and including the contribution from Climate and Cyber

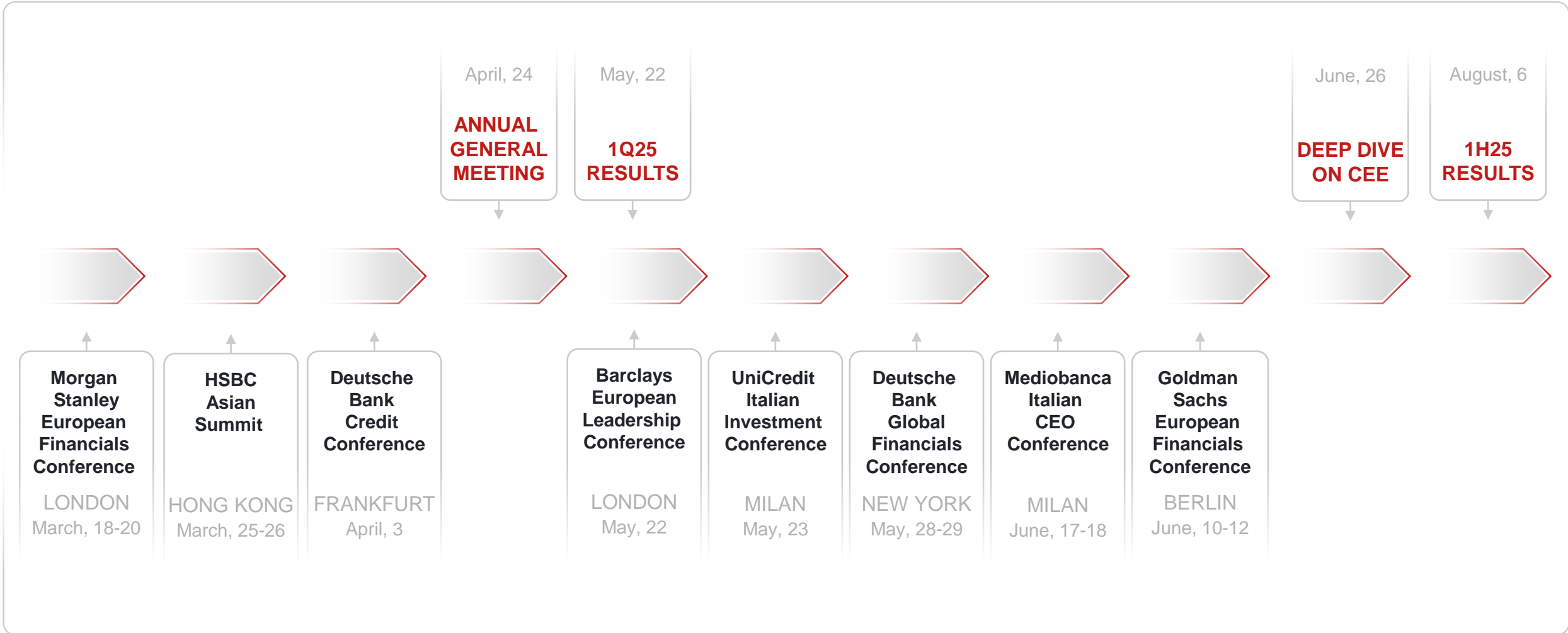
3. Consolidated Gross Turnover



|   |   |
|---|---|
| -30% by 2030 vs. 2021 emission intensity of selected portions of Personal Motor Insurance Portfolio             | 0.35 ktCO <sub>2</sub> e/€ Mn           |
| -40% by 2030 vs. 2021 emission intensity of selected portions of the Corporate & Commercial Insurance Portfolio | 0.27 ktCO <sub>2</sub> e/€ Mn           |
| -60% by 2030 (YE2029) vs. 2019 carbon intensity of listed equity and corporate bonds                            | 182 tonsCO <sub>2</sub> e/€ Mn          |
| -60% by 2030 (YE2029) vs. 2019 carbon intensity of real estate  | 61.2 kgCO <sub>2</sub> e/m <sup>2</sup> |
| Investments in Climate Solutions  | € 26.7 Bn                               |
| GWP CAGR in Climate Insurance Solutions: GWP in Climate Insurance Solutions                                     | € 1.8 Bn                                |
| NBP CAGR for Underserved Customers: NBP Pension and P&H insurance solutions for underserved clients             | € 2.9 Bn                                |
| Customer Retention Rate: Europe Remit retention   | 88%                                     |
| Customer with active digital interactions   | 36%                                     |



## Corporate Events



## Meet our Management



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Starting from 9M24 the reported financial information by geographical area reflects the Group's main business country/region:

Italy, France, Germany, Austria, Switzerland, Central Eastern Europe, Spain, Portugal, Asia, Europ Assistance, Asset management, Wealth Management and Group holdings and other companies.

Group holdings and other companies includes also Assicurazioni Generali SpA, Global Business Activities, Generali Global Corporate & Commercial, Argentina, Greece, Brazil and other Latam countries and it includes service companies not included in the other geographical areas.

FY 2023 figures has been restated considering:

- LTIP and other share-based payments (including WeShare plan) has been moved from non operating results to operating results;
- AWM segment now includes all the operating and non operating costs that were previously considered as holding expenses, including the aforementioned LTIP and other share-based payments.

Changes in premiums, Life net inflows and new business were presented on equivalent terms (at constant exchange rates and consolidation scope). The amounts were rounded and may not add up to the rounded total in all cases. The percentages presented can be affected by the rounding.



Certain of the statements contained herein are statements of future expectations and other forward-looking statements.

These expectations are based on management's current views and assumptions and involve known and unknown risks and uncertainties.

The user of such information should recognize that actual results, performance or events may differ materially from such expectations because they relate to future events and circumstances which are beyond our control including, among other things, general economic and sector conditions.

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