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01 INSURANCE: FUNDAMENTAL TOOL FOR THE PROTECTION OF HOUSEHOLDS AND UNDERTAKINGS



START

The main target of all insurance covers is to help individuals and undertakings to recover when an unpredictable event affects the assets, properties or life of an individual. Uncertainty does not concern only the fact that a damage may occur, it also concerns the time in which such damage will manifest and to be unknown is, above all, the extent of the loss which, in most cases, will go beyond any saving or wealth that a person may have accumulated. This is the reason **why insurance is an essential component of the financial planning of households or companies: it allows to mitigate losses, to promote financial stability and commercial activities, which in turn translate into economic growth and development.** Therefore, **insurance plays a crucial role in the sustainable growth of an economy.** To compensate for expenses incurred after an accident, the death of a loved one, or a disability, insurance companies transfer in average, in the year 2022, around 100 billion euros to their policyholders or, in perhaps more intuitive and understandable terms, about 11 million euros per hour.

MOTOR THIRD PARTY LIABILITY
 n° of events reported per hour **219**
 compensated amounts per hour **€ 1,090,297**

PERSONAL ACCIDENTS
 n° of events reported per hour **33**
 compensated amounts per hour **€ 156,279**

GENERAL LIABILITY
 n° of events reported per hour **33**
 compensated amounts per hour **€ 228,653**

FIRE
 n° of events reported per hour **32**
 compensated amounts per hour **€ 199,315**

HEALTH
 n° of events reported per hour **1,223**
 compensated amounts per hour **€ 305,708**

LIFE INSURANCE
 n° of events reported per hour **798**
 compensated amounts per hour
 • surrenders **€ 5,534,589**
 • capitals and annuities **€ 1,483,790**
 • death/disability **€ 1,622,603**

MOTOR ACCESSORY GUARANTEE (FIRE, THEFT AND KASKO)
 n° of events reported per hour **137**
 compensated amounts per hour **€ 230,594**

GOODS IN TRANSIT
 n° of events reported per hour **3**
 compensated amounts per hour **€ 11,187**

HAIL
 n° of events reported per hour **51**
 compensated amounts per hour **€ 55,987**

HERE ARE SOME EXAMPLES OF THE PROBLEMS SOLVED BY INSURANCE COMPANIES IN THE TIME OF ONE HOUR OF FITNESS



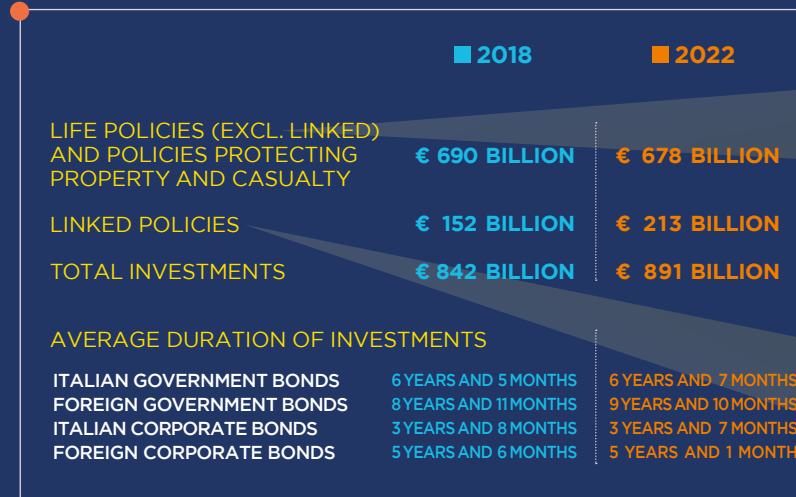
STOP

02 INSURANCE INVESTMENTS

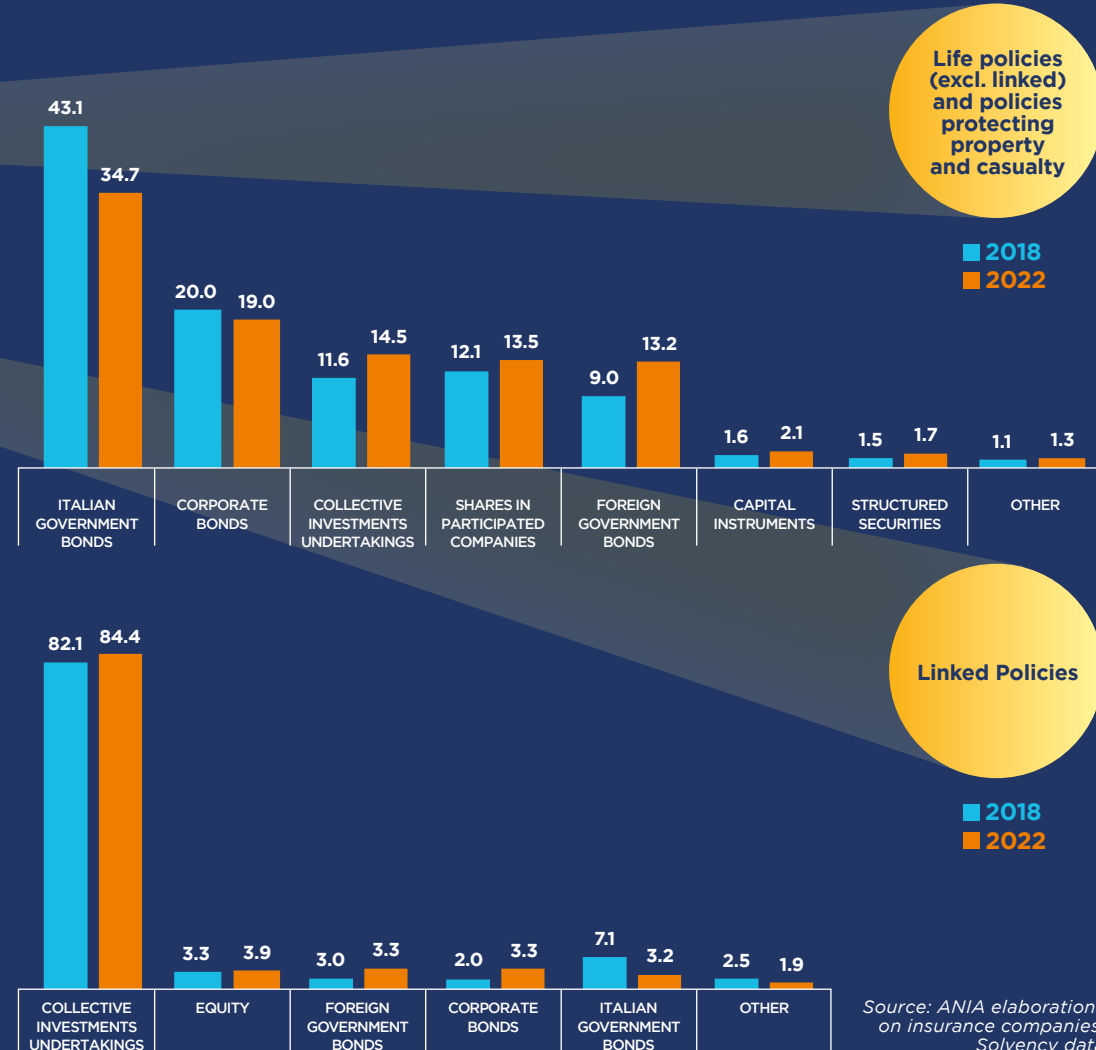
A SUPPORT FOR THE STATE AND A DRIVER FOR THE REAL ECONOMY

Insurers' **investments** in our country have exceeded **900 billion**, that is, approximately **50% of GDP**

INSURANCE INVESTMENTS



% COMPOSITION OF INVESTMENTS



Source: ANIA elaborations on insurance companies' Solvency data

INSURANCE INVESTMENTS 02

A EUROPEAN COMPARISON

As a result of the prudential and long-term investments that must be made by insurance companies to guarantee savings entrusted to them, insurance companies convey a significant part of these resources by purchasing government bonds, mainly Italian - the insurance sector thus supports public debt even in times of severe crisis and during the acute phases of turbulence in the financial markets.

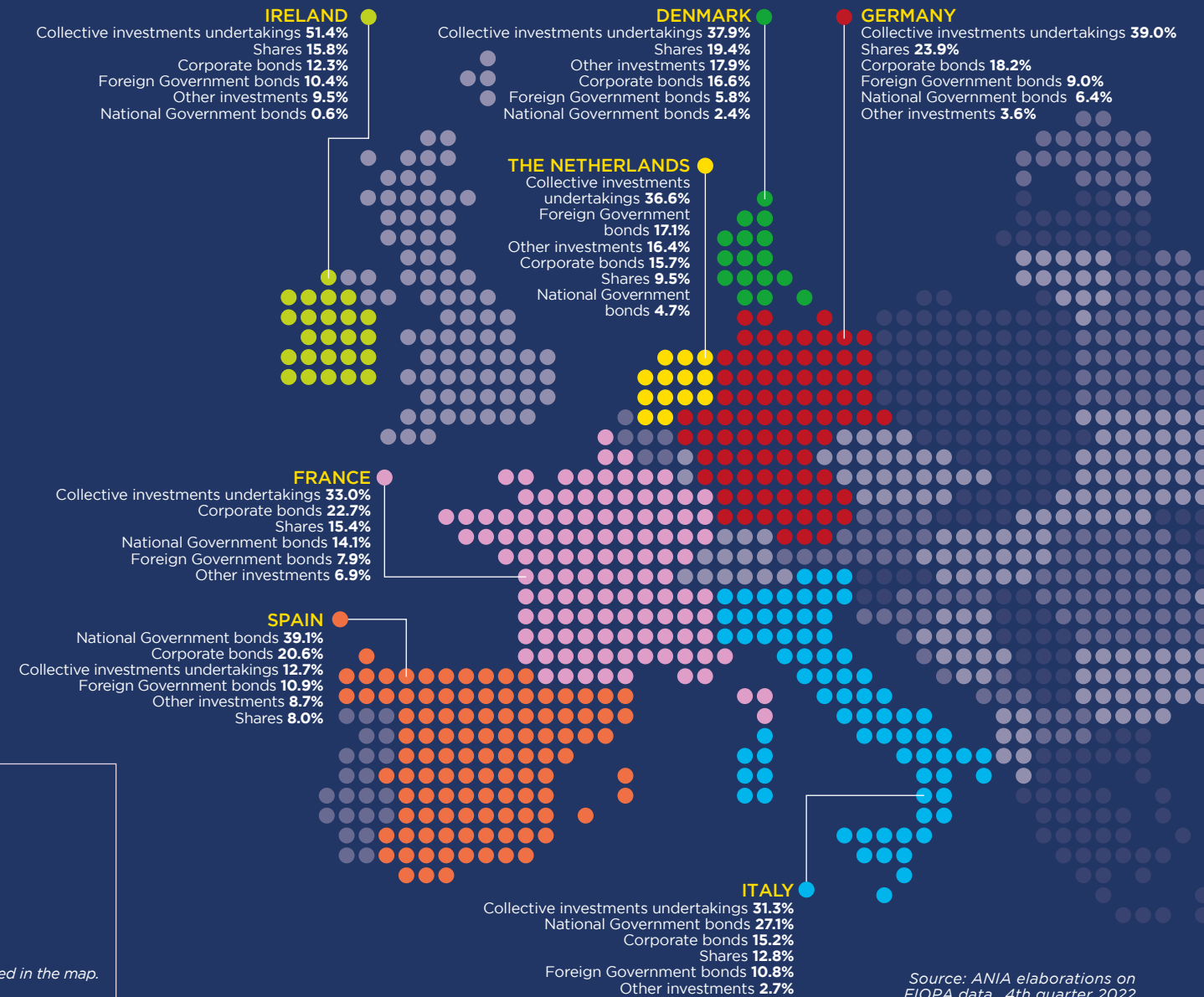
In 2022 investments made by Italian insurance companies in **government bonds** amounted to more than **338 billion**, about **242 billion** of which refer to **Italian sovereign debt**. The incidence of this type of investment is far higher in **Italy**, where it equals to **approximately 30%**, than it is on average in **Europe (12%)**.

Moreover, as a consequence of a new regulatory framework that fosters innovative investments, the insurance industry is increasing the share of resources destined both to supporting the real economy (with the financing of non-financial companies) and to supporting infrastructure projects, with the aim of promoting a sustainable development of the economy.

AVERAGE OF THE EU COUNTRIES ANALYZED*

- Collective investments undertakings **36.1%**
- Corporate bonds **18.7%**
- Shares **17.1%**
- National Government bonds **12.2%**
- Foreign Government bonds **9.1%**
- Other investments **6.7%**

*The average also takes into account Belgium and Sweden not included in the map.



Source: ANIA elaborations on EIOPA data, 4th quarter 2022

ESG - *Environmental, Social and Governance* - issues and policies are crucial to the insurance industry, since our companies - through their activities - play a dual role in this field:

- as **institutional investors**, with the inclusion of sustainability aspects in **investment policies**
- as **providers of insurance products and services**, through the inclusion of ESG criteria in risk underwriting policies

To do this, a **governance system** is key, a system that appropriately integrates sustainability into all business processes, from investment policies and risk underwriting policies, to risk management and reporting, following a holistic approach.

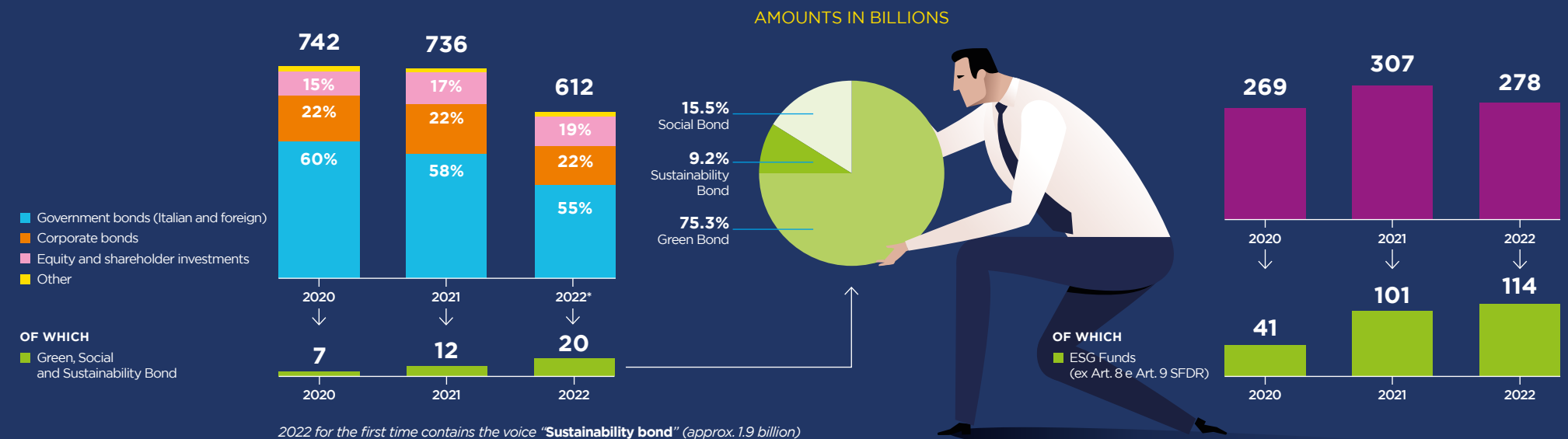
Overall, the ESG element of insurance companies' investments has shown significant growth over the last three years (2020-2022). Nearly 135 billion of investments are allocated to the ESG category, that is, 15% of the insurance industry's investments.

DIRECT PORTFOLIO INVESTMENTS (DIRECTLY MANAGED BY INSURANCE COMPANIES)

At the end of 2022, the investment portfolio managed directly by insurance companies (55% of which is represented by government bonds) amounted to 612 billion, down 17% from the previous year, while the "ESG" component of the bond market (made up of government and corporate bonds) continued to grow, reaching 20 billion, accounting for more than 4% of this segment. The sustainable bond market also shows an increase in the types of issues where, alongside green and social bonds, other categories, such as sustainability bonds, have been added in recent years.

INDIRECT PORTFOLIO INVESTMENTS (MANAGED AS A SERVICE THROUGH COLLECTIVE INVESTMENT UNDERTAKINGS)

With respect to proxy investments, which amounted to 278 billion in 2022, 114 billion are classified as Articles 8 and 9 under the Disclosure Regulation (SFDR), increasing compared to last year.



THE UNDERWRITING OF RISKS BY INSURANCE UNDERTAKINGS AND THE ESG PRINCIPLES

Research conducted by ANIA in 2022, jointly with the Forum for Sustainable Finance¹ shows that the inclusion of ESG criteria in the offer of insurance products other than investment products takes place mainly by restricting the offer of insurance products to activities exposed to high ESG risks.

HOW TO INCLUDE ESG CRITERIA IN INSURANCE PRODUCTS

ANSWERS ON THE BASIS OF MARKET SHARE (PREMIUMS) - MORE THAN ONE ANSWER POSSIBLE

- 32%** PROVIDES FOR LIMITATIONS IN THE OFFER OF INSURANCE PRODUCTS FOR ACTIVITIES EXPOSED TO HIGH ESG RISKS
Economic activities with limitations:
 ■ WEAPONS ■ TOBACCO ■ COAL ■ BETTING ■ GAS ■ OTHER
- 25%** INTRODUCED SPECIFIC PRODUCTS TO PROMOTE INSURANCE INCLUSION
Mainly through:
 Insurance covers specific for Third Sector institutions and/or not-for-profit organization or to promote work-life balance and parenthood
- 12%** OFFERS INSURANCE PRODUCTS WITH PREMIUM REQUIREMENTS FOR ACTIVITIES EXPOSED TO LOW ESG RISKS
Main areas:
 ■ RENEWABLE ENERGIES ■ SUSTAINABLE MOBILITY
- 15%** OTHER

THE GOVERNANCE OF INSURANCE COMPANIES AND ESG CRITERIA

The survey shows that ESG criteria are largely integrated into the governance bodies of insurance companies, which have for the most part established a corporate function dedicated to sustainability.

GOVERNANCE BODIES RESPONSIBLE FOR SUSTAINABILITY

ANSWERS BASED ON MARKET SHARE (PREMIUMS) - MORE THAN ONE ANSWER POSSIBLE

- 16%** ESTABLISHED AN AD HOC COMMITTEE FOR SUSTAINABILITY ISSUES REPORTING DIRECTLY TO THE BOARD OF DIRECTORS
- 8%** ESTABLISHED AN AD HOC COMMITTEE FOR SUSTAINABILITY ISSUES REPORTING TO OTHER ACTORS
- 53%** SET UP A DEDICATED SUSTAINABILITY ROLE (REPORTING DIRECTLY TO SENIOR MANAGEMENT, WITHIN THE COMMUNICATION AREA, WITHIN THE FINANCE AREA, ETC.)
- 30%** OTHER

Moreover, in their remuneration policies, for the variable part of remuneration, almost all companies (over 70 %) use sustainability indicators to assess the achievement of ESG objectives, albeit in different ways.

SUSTAINABILITY INDICATORS IN THE REMUNERATION POLICY

ANSWERS ON THE BASIS OF MARKET SHARE (PREMIUMS)

- 21%** USES QUANTITATIVE INDICATORS ONLY
- 25%** USES QUALITATIVE INDICATORS ONLY
- 25%** USES QUALITATIVE AND QUANTITATIVE INDICATORS

¹Research "La Sostenibilità nel settore assicurativo" - First Edition 2022

04 LIFE INSURANCE

FUNCTION AND TYPE OF PRODUCTS

Life insurance plays a dual role: on the one hand, it represents an alternative saving tool through which families invest their savings and accumulate capital and, on the other hand, it constitutes a real umbrella of protection against adverse financial consequences resulting from events connected with human life, such as interrupting income streams due to the premature death of a family member or to the survival beyond one's financial means.

Insurance companies offer multiple Life insurance products that respond to different savings or security issues and that are often related to the different stages of an individual's active life: for example, at the beginning of a career it is easier to accept a higher volatility in exchange for higher yields in average, and also, with the growth of the family, it is preferable to opt for products with a higher guaranteed yield, accepting lower interest rates.

TERM LIFE INSURANCE POLICIES

Fiscal benefits: Premiums are deductible for 19% up to a limit of 530 euros. In the event of death of the insured, the benefits provided are exempt from the inheritance tax.

Possibility of terminating the contract early: NO

Guaranteed yield: NO

LONG TERM CARE INSURANCE

Fiscal benefits: Premiums are deductible for 19% up to a limit of 1,291 euros. In the event of death of the insured, the benefits paid do not constitute taxable income.

Possibility of terminating the contract early: NO

Guaranteed yield: YES

INDIVIDUAL AND COLLECTIVE SUPPLEMENTARY PENSION SCHEMES

Fiscal benefits: premiums paid reduce taxable income in the limit of 5,164 euros. The benefits provided are taxed at a favorable rate of 15%

Possibility of terminating the contract early: YES, only for certain particular cases (unemployment, permanent disability, loss of participation requirements, etc.).

Guaranteed yield: there may be a guaranteed yield.

UNIT-LINKED POLICIES

Fiscal benefits: In the event of death of the insured, the benefits provided are exempt from the inheritance tax.

Possibility of terminating the contract early: YES

Guaranteed yield: NO

WITH PROFIT LIFE INSURANCE POLICIES

Fiscal benefits: In the event of death of the insured, the benefits paid are exempt from the inheritance tax.

Possibility of terminating the contract early: YES

Guaranteed yield: YES, a guaranteed yield is expected, recognized year by year or at termination of the contract.



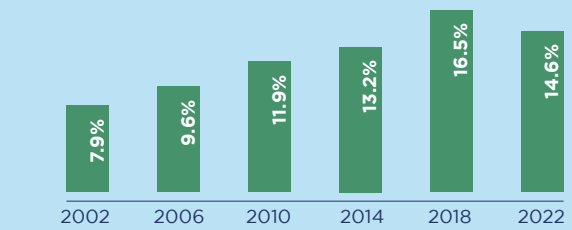
Source: ANIA and IVASS documents

LIFE INSURANCE 04

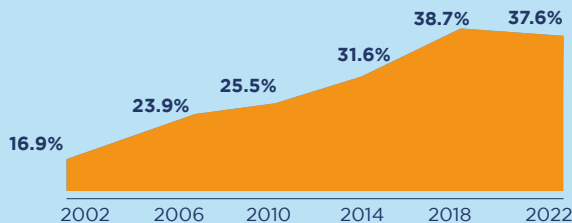
A EUROPEAN COMPARISON

The weight of life insurance in Italy continues to grow, even though there is ample room for further development if compared to Europe. **Life insurance companies in Italy managed in 2022 savings of more than 717 billion and these represented almost 15% of household financial assets** (as the average European countries highlighted); in relation to GDP there was an incidence of almost 38% (41% in the European average). In particular, the field of supplementary pension plans should be more developed and encouraged in Italy, adhesion could be boosted by clearly informing citizens about their public pension expectancy and by rendering the supplementary system more open and flexible.

INCIDENCE OF HOUSEHOLDS SAVINGS MANAGED BY LIFE INSURANCE ON THE TOTAL OF ITALIAN HOUSEHOLDS' FINANCIAL ACTIVITIES



INCIDENCE OF HOUSEHOLDS SAVINGS MANAGED BY LIFE INSURANCE / GDP



Source: ANIA elaborations on OECD, EIOPA and Bank of Italy data
*The average takes into account Belgium and Sweden not included in the map.

05 INSURANCE PROTECTING PROPERTY AND CASUALTY

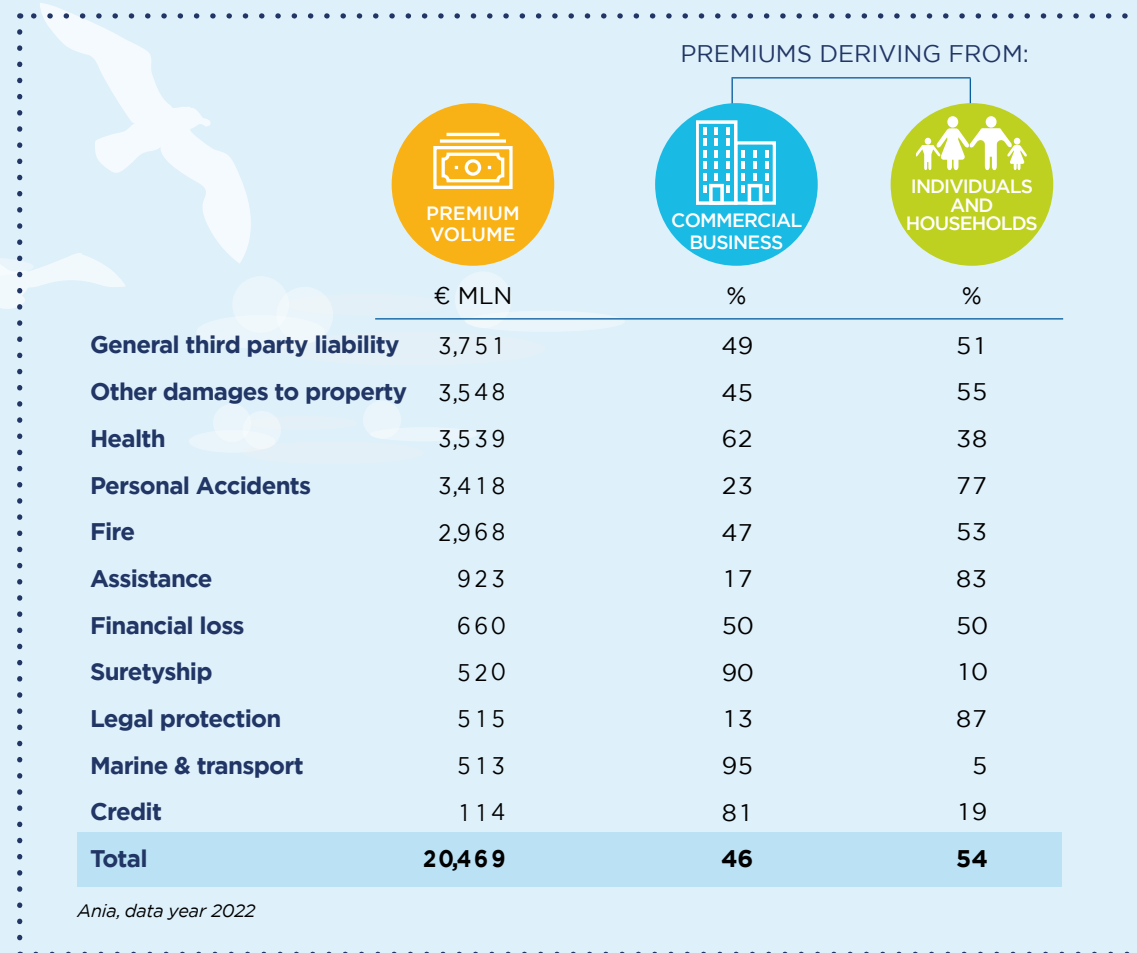
FUNCTION AND TYPE OF PRODUCTS

The fundamental aim of insurance protecting properties and capitals is to protect companies and households against unpredictable events with financial implications that could be significant to the point of leading to the interruption of a company's productive activity or to put a family in a situation of serious economic hardship. **In this sector, it is estimated that in Italy less than half of the total premium income comes from insurance coverage for companies (46%) and the remainder 54% from coverage for individuals and households**, but the percentages between the various lines of activities are very different. There are many forms of guarantees offered by insurance companies to their customers.

Insurance to protect property or capitals: it guarantees the compensation for damage that affects a fixed property or set of properties. This includes, for example, fire insurance (for the home, or for a company), theft insurance (for assets in private homes or in commercial or public activities), insurance to protect properties against unpredictable events (damage to machinery and industrial plants) or against natural events (such as hail and natural disasters).

Personal insurance: it guarantees compensation for damage to the person resulting from physical injury (accident) or illness, which causes death, permanent disability or temporary disability.

Assurance on capitals: the insured protects himself against the risk of occurrence of a debt for damages unintentionally caused to third parties. The evolution of economic life gives constantly rise to new types of liability, which in turn give life to the need for previously unknown coverings, just think of the responsibilities of hospitals, building manufacturers, producers, company administrators.



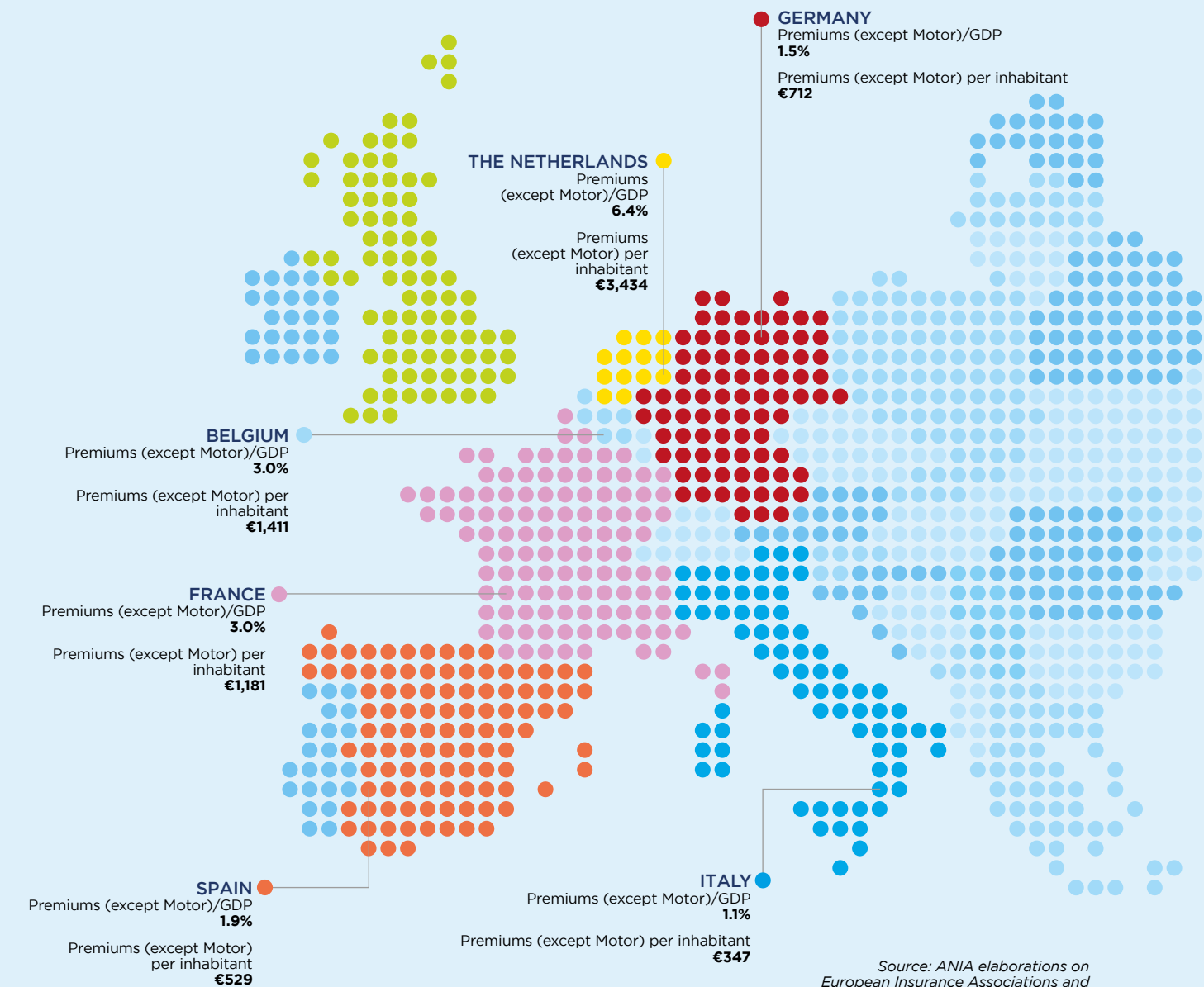
INSURANCE PROTECTING PROPERTY AND CASUALTY 05

FUNCTION AND TYPE OF PRODUCTS

In the field of **insurance for the protection of properties, health and capitals** (except motor insurance), in **Italy there is a clear insurance cover gap compared to the other main European countries: the incidence of premiums (except Motor) on GDP in Italy is equal to 1.1% compared to a European average of 2.3%** and the average premium per inhabitant in our country is little more than one third of that of the countries analyzed.

The lower diffusion of insurance coverage is an element of weakness for the entire country. In this context it is necessary to implement an integrated system between public and private that allows a more equitable and efficient management of the various types of risk, in particular for insurance covers against the risks of labour, health, capitals, natural disasters.

AVERAGE OF EU COUNTRIES ANALYZED
 Premiums (except Motor)/GDP **2.3%**
 Premiums (except Motor) per inhabitant **€913**



Source: ANIA elaborations on European Insurance Associations and Eurostat data

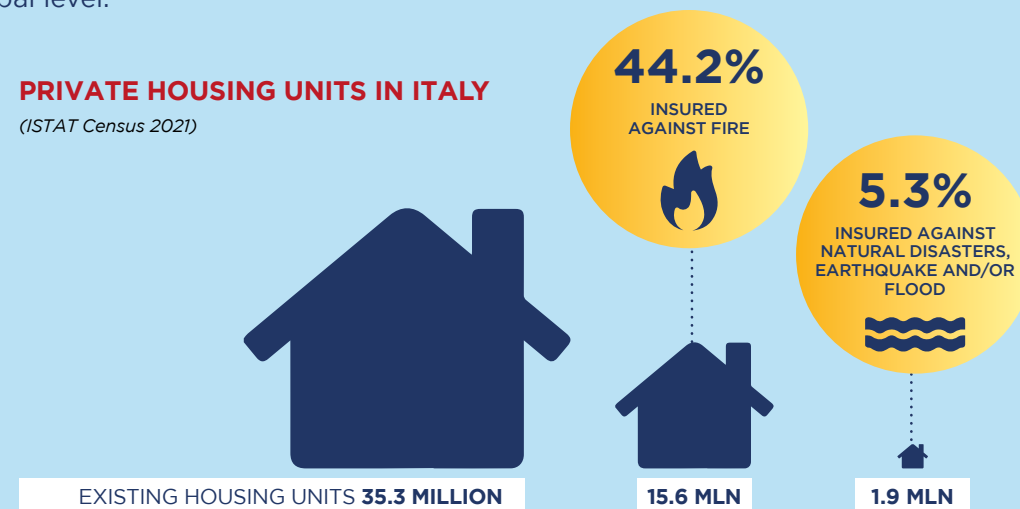
06 HOW PROTECTED ARE ITALIANS AGAINST NATURAL DISASTERS

As well as being exposed to one of the highest seismic risks in Europe (with around 40% of private home units located in medium and high hazard zones), our country is also very vulnerable in terms of hydrogeological instability with almost 95% of Italian municipalities at risk of landslides, floods and/or coastal erosion. Overall, more than 80% of private housing units are exposed to a medium-high risk level for at least one of the above-mentioned events. Moreover, current climate change, with the consequent increase in average annual temperatures, is causing an increase in the frequency and intensity of extreme weather events (such as late frosts, massive hailstorms, heat waves with increasingly long durations, violent and extensive fires) at a global level.

Italy - after Greece - is the country with the widest insurance protection gap for natural catastrophes in Europe, obtained as the difference between the losses related to these risks and the amounts actually covered by an insurance policy. In our country, this gap was estimated¹ in 2021 at \$4.6 billion, a value lower only than that of the United States (\$51.0 billion), Japan (\$28.9 billion), China (\$25.6 billion) and Taiwan (\$5.5 billion). The public expenditure required to support the costs of reconstruction is growing rapidly, and insurance companies, in addition to assisting the State with private resources, are more efficient and quicker in settling claims and contribute to the protection of property against this type of event. This is why it is advisable to adopt a national insurance coverage scheme against catastrophic damage, based on risk mutualisation and partnership between the public and private sectors, as is already the case in many other countries around the world.

PRIVATE HOUSING UNITS IN ITALY

(ISTAT Census 2021)



The insurance protection gap for natural disasters affects both households, with their own private housing units, and businesses, especially very small ones.

There are more than 4.5 million enterprises in Italy and almost all of them (95%) are companies with up to 9 employees, so-called micro-enterprises. Although the perception of risk catastrophe at company level is better than that of households, it still varies significantly depending on the size of the company. The penetration of policies to cover natural and climatic risks for micro enterprises is extremely low (5%, similar to that of households) but then increases significantly for small (55%) and medium-sized enterprises (67%); large enterprises cover themselves for these risks for almost 80%.

ENTERPRISES IN ITALY²

	NUMBER OF EMPLOYEES	NUMBER OF ENTERPRISES	ESTIMATED % INSURED ENTERPRISES FOR NATURAL AND CLIMATIC RISKS
MICRO ENTERPRISES	0-9	4,314,961	5%
SMALL ENTERPRISES	10-49	196,855	55%
MEDIUM ENTERPRISES	50-249	24,526	67%
LARGE ENTERPRISES	+250	4,292	78%
TOTAL		4,540,634	7%

¹Swiss Re Institute - Sigma: 'Resilience Index 2022: Risks to resilience on the rise again after a year of respite'; June 2022

²ISTAT: Active enterprises and employees (year 2021) and ANIA estimates on Bank of Italy data (Notes on Financial Stability and Supervision - No. 31; October 2022)

HOW PROTECTED ARE ITALIANS AGAINST NATURAL DISASTERS 06

From a sector perspective, agriculture companies play a major role in the economic growth of our country, but they are also the ones most exposed to the risks of climate change. In Italy there are more than 1.1 million enterprises³ working in the agricultural and livestock sector, 93.5% of which are managed in the form of individual or family businesses. Yet out of the 770,000 farms⁴ that make use of funding from the Community Agricultural Policy Plan (CAP), only less than 75,000 (i.e. less than 10%) are insured against weather and climate risks.

In an attempt to reduce the insurance gap and to cope with the sector's growing exposure to the risk of natural disasters, a national mutual fund (AgriCAT) has been set up, aimed at all Italian farmers benefiting from CAP funding and destined to cover catastrophic drought, frost and flood damage in a layered, public-private partnership approach.

THE FUND OPERATES ON 3 LEVELS:

1ST LEVEL consisting of the AgriCAT Fund which provides compulsory coverage against catastrophic events in agriculture (flood, frost and hoarfrost, drought) for farmers participating in the CAP; the fund acts as an entry "condition" into the risk management system

The guarantee offered covers between 10% and 15% of losses in production with:

- a 30% deductible for damage to permanent crops (excluding citrus and olive trees), horticultural crops and plant nurseries
- a 20% deductible for damage to arable crops and other crops (including citrus and olive growing)
- an additional 5% compensation is paid only to farmers taking out insurance for the first time as an incentive to use the insurance tool

LEVEL II (optional), represented by subsidised policies combined with mutual funds and reinsurance

LEVEL III focused on risk prevention and mitigation measures, risk assessment and ex-post interventions

STATE APPROPRIATIONS FOR THE AGRICAT FUND

For the years 2023 to 2027: approximately € 350 million per year (EU and national funds)

³Source ISTAT: 7th General Census of Agriculture. Ed. 28 June 2022
⁴ISMEA report on risk management in agriculture 2022

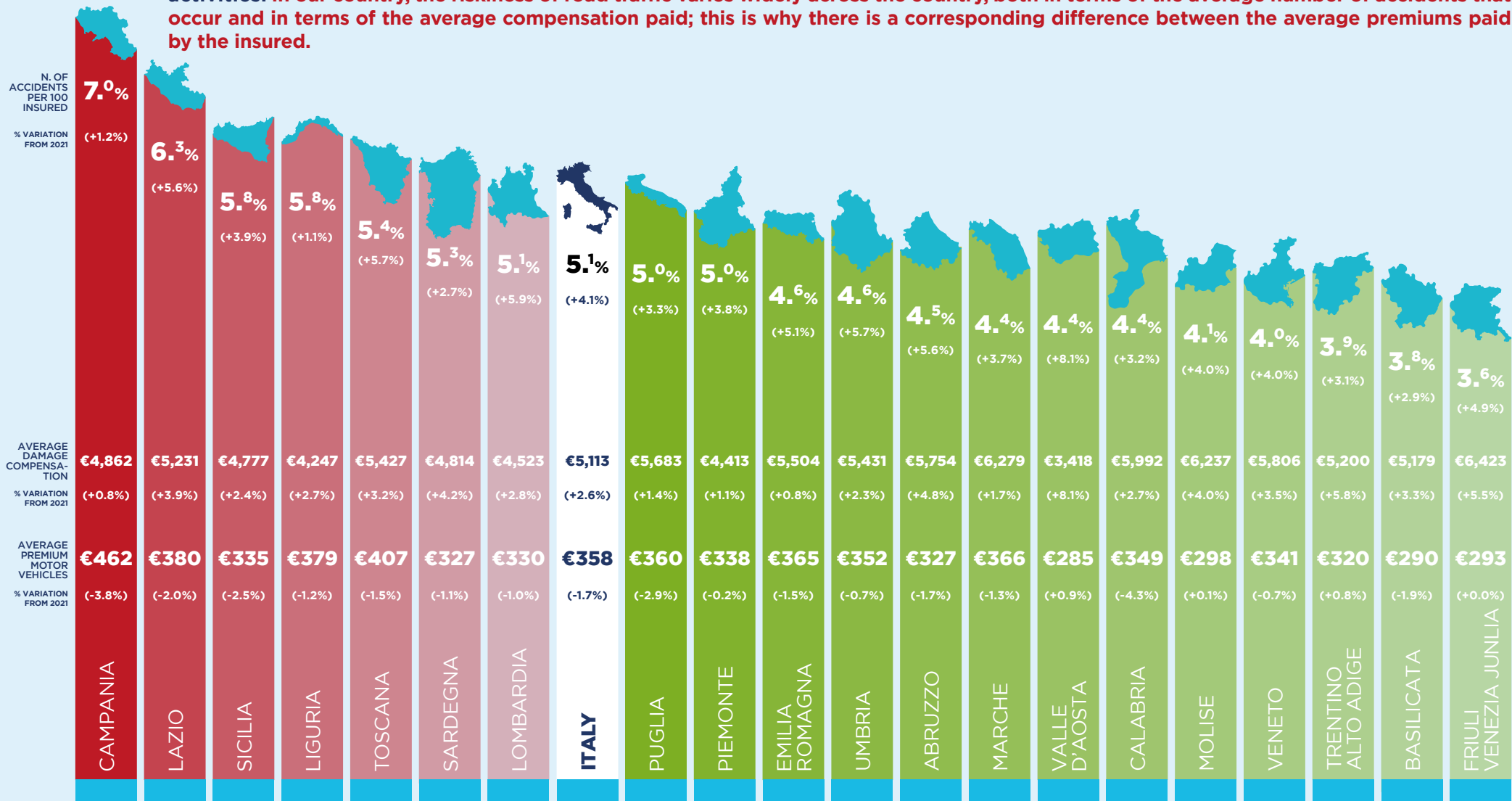
Source: ANIA estimate based on Bank of Italy data: Note di stabilità finanziaria e vigilanza



07 COMPULSORY MOTOR THIRD PARTY LIABILITY INSURANCE

TERRITORIAL RISK ANALYSIS

Compulsory motor third party liability is the most widespread form of insurance for the protection of damages that may occur when driving a vehicle. There are almost 44 million vehicles on the road in our country and, **against a premium payment of 12.5 billion, insurance companies employ a total of 13.6 billion, distributed as follows: 4.4 billion to repair damaged vehicles, 4.3 billion to compensate individuals who suffer physical injuries (minor and/or serious), 2.2 billion for the families of victims of fatal accidents, and 2.7 billion to carry out their activities. In our country, the riskiness of road traffic varies widely across the country, both in terms of the average number of accidents that occur and in terms of the average compensation paid; this is why there is a corresponding difference between the average premiums paid by the insured.**



COMPULSORY MOTOR THIRD PARTY LIABILITY INSURANCE

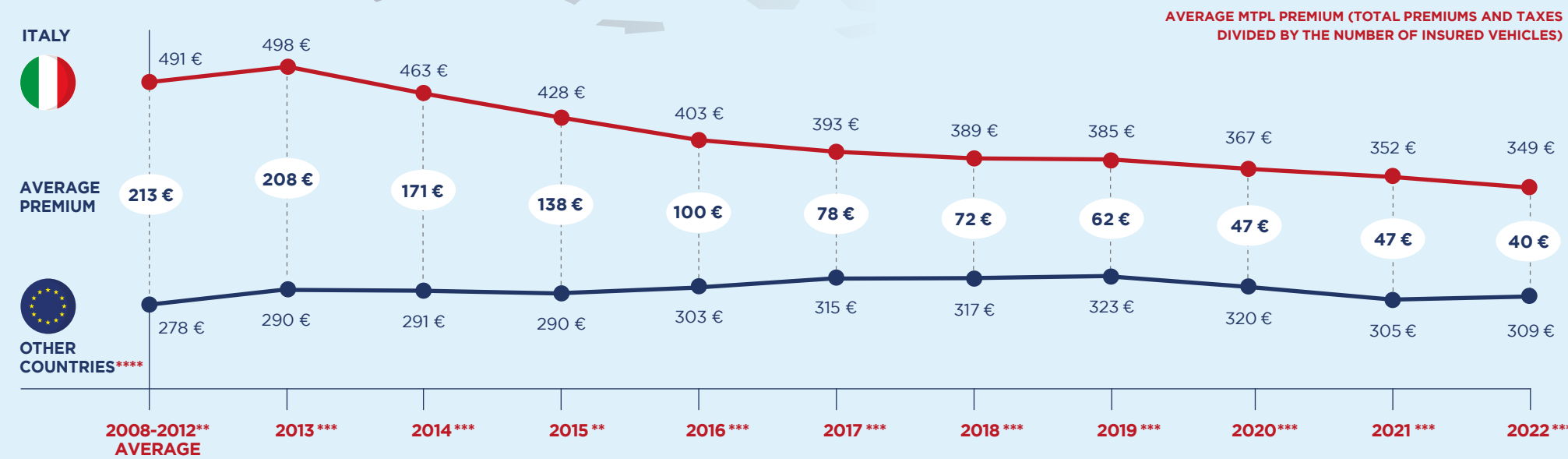
THE AVERAGE PREMIUM GAP BETWEEN ITALY AND EUROPE

The gap between average Italian premiums and those of the other main countries is further decreasing for MTPL insurance.

If in fact, Italian policies between 2008 and 2012 were 213 euros more expensive than the average in Germany, France, Spain and the United Kingdom, in 2015 the gap had narrowed to 138 euros and then gradually reached 40 euros by the end of 2022.



AVERAGE MTPL PREMIUM GAP* ITALY COMPARED TO MAIN EUROPEAN COUNTRIES

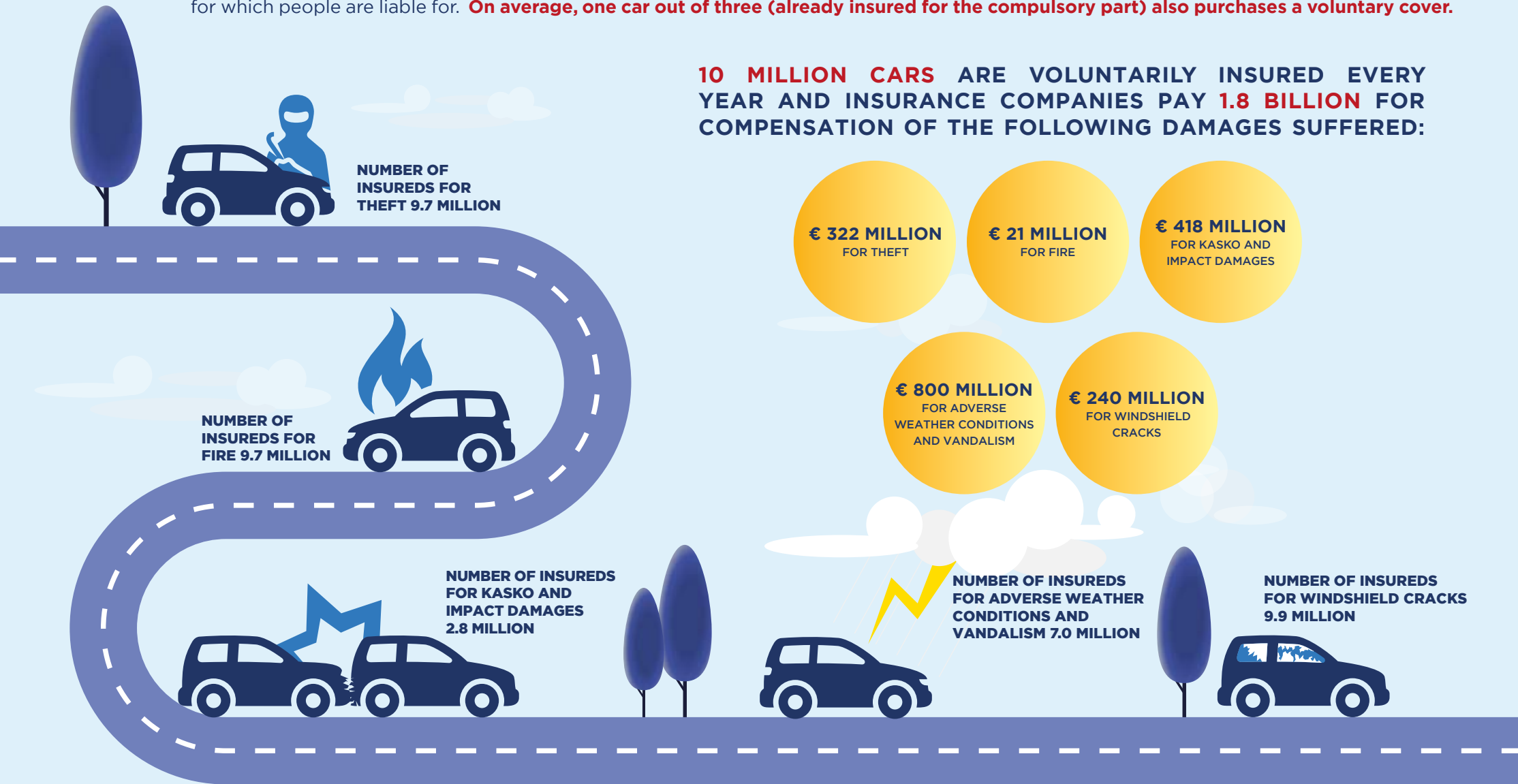


The slight differences between the premium for Italy shown in this graph and that resulting from the IVASS IPER survey derive mainly from the fact that the Institute considers only cars for private use*
 Source BCG - Final Document Comparison of the Motor Liability Market in Europe***
 ANIA elaborations and estimates on Eurostat and Insurance Europe data***
 Considers Germany, France, Spain and the UK****

08 MOTOR INSURANCE FOR ACCESSORY GUARANTEES FUNCTIONS AND PRODUCTS

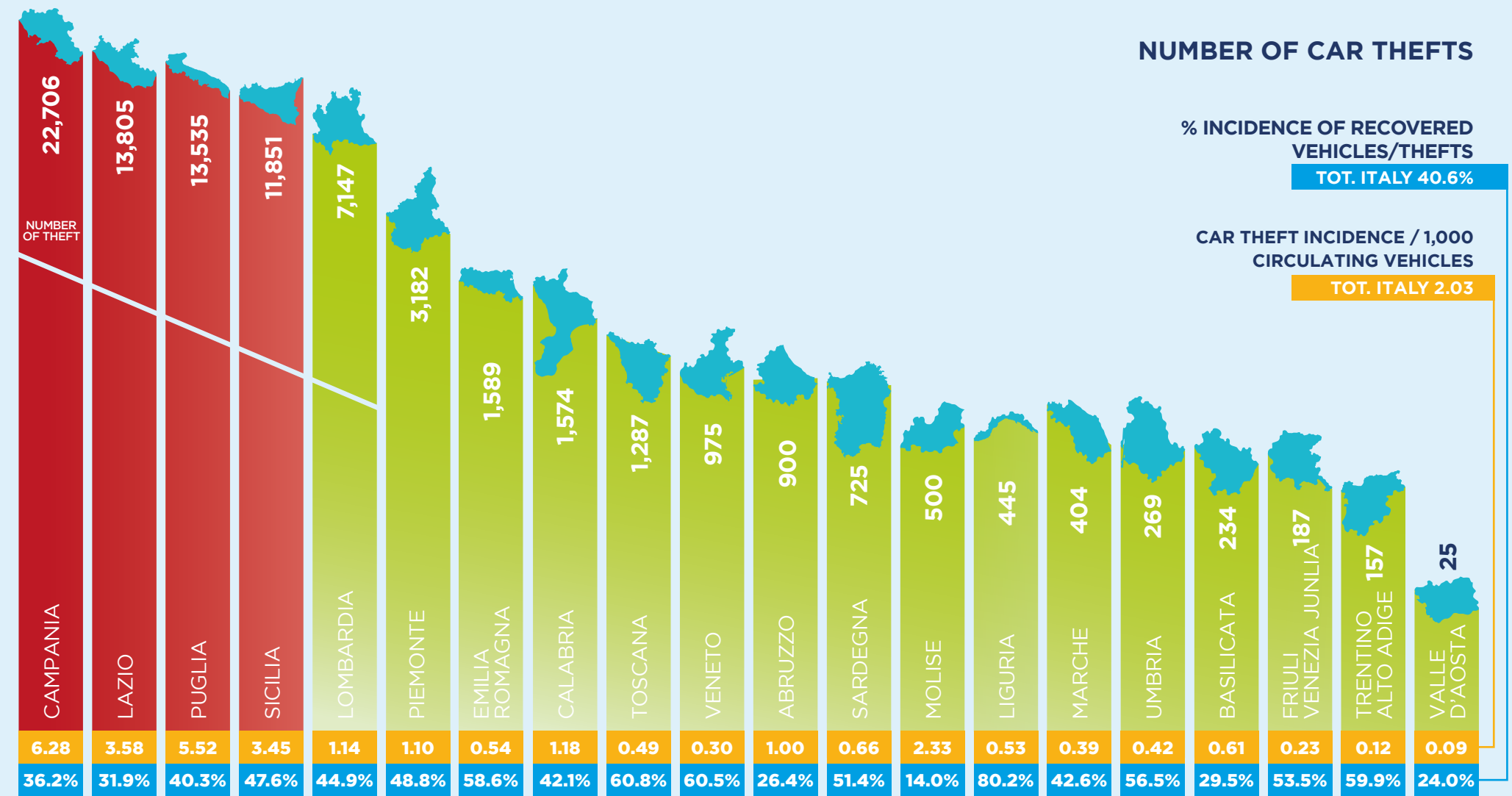
Motor insurance is not exclusively compulsory. There are many guarantees that are purchased on a voluntary basis to protect one's own vehicles in case of theft, fire, damages arising from adverse weather conditions or vandalism, windshield cracks or impact damages (kasko) for which people are liable for. **On average, one car out of three (already insured for the compulsory part) also purchases a voluntary cover.**

10 MILLION CARS ARE VOLUNTARILY INSURED EVERY YEAR AND INSURANCE COMPANIES PAY 1.8 BILLION FOR COMPENSATION OF THE FOLLOWING DAMAGES SUFFERED:



MOTOR INSURANCE FOR ACCESSORY GUARANTEES 08 CAR THEFT IN ITALY

In Italy car thefts numbers vary strongly at territorial level: the regions of Southern Italy have the highest incidence values with respect to the number of vehicles in circulation and are also those where the percentage of recovered vehicles is the lowest. High values of thefts with respect to the number of vehicles in circulation (and a reduced incidence of recovered vehicles) are also recorded in Lazio.



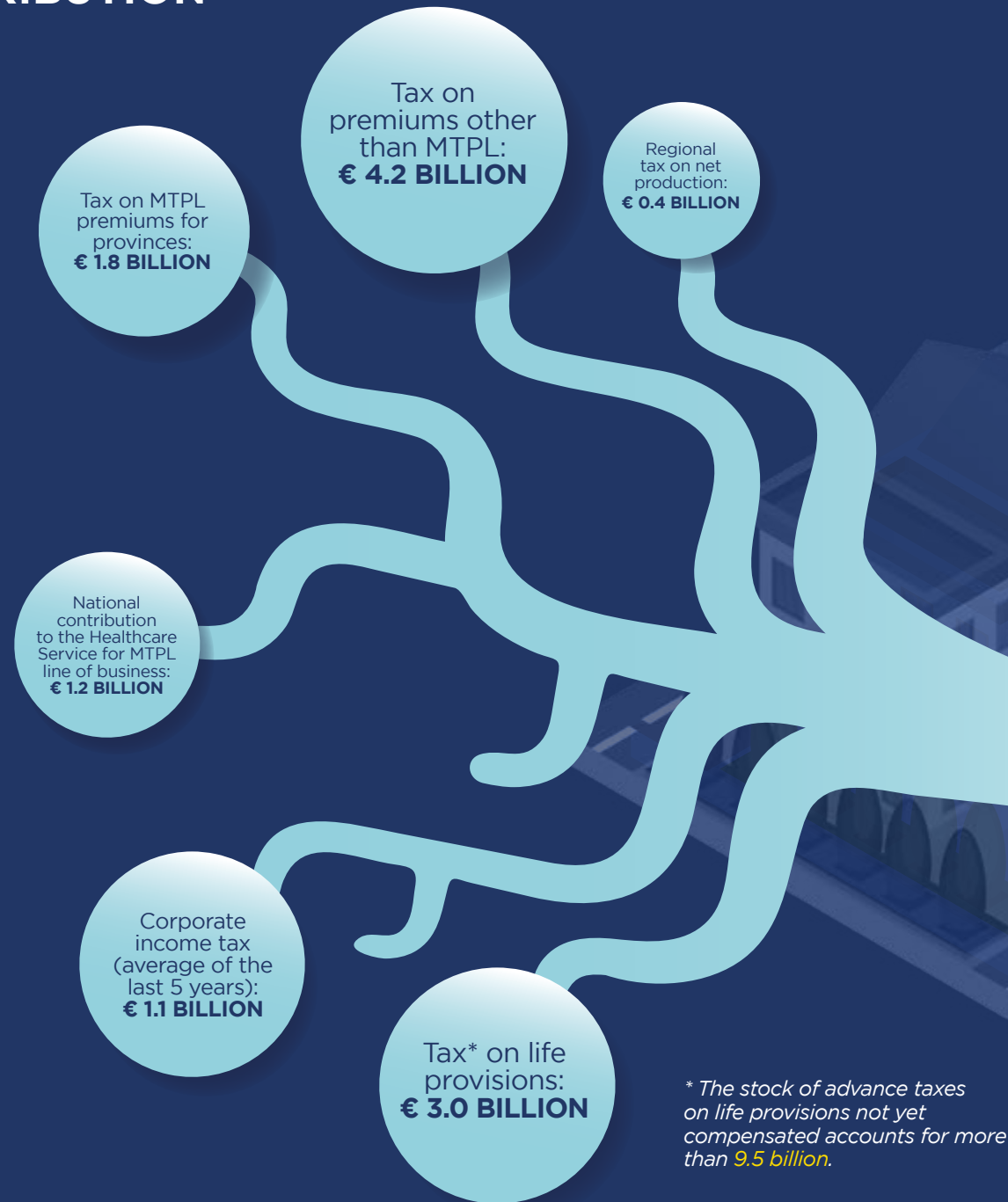
Source: Italian Ministry of the Interior - 2022 data are operational and not consolidated

09 INSURANCE AND ITS CONTRIBUTION TO PUBLIC FINANCE

THE INSURANCE SECTOR IS ONE OF THE MAIN TAXPAYERS OF THE STATE, AS WELL AS TAX WITHHOLDING AGENT FOR THE COLLECTION OF SOME IMPORTANT TAXES

One of the factors that stresses how important the activity of the insurance sector is, is the role it plays as taxpayer and withholding agent on behalf of the Revenue Agency, as is the case for the tax on insurance premiums.

On average, insurance companies pay **11.7 billion** euros per year to State coffers.



* The stock of advance taxes on life provisions not yet compensated accounts for more than **9.5 billion**.

TOTAL TAXES
€ 11.7 BILLION PER YEAR

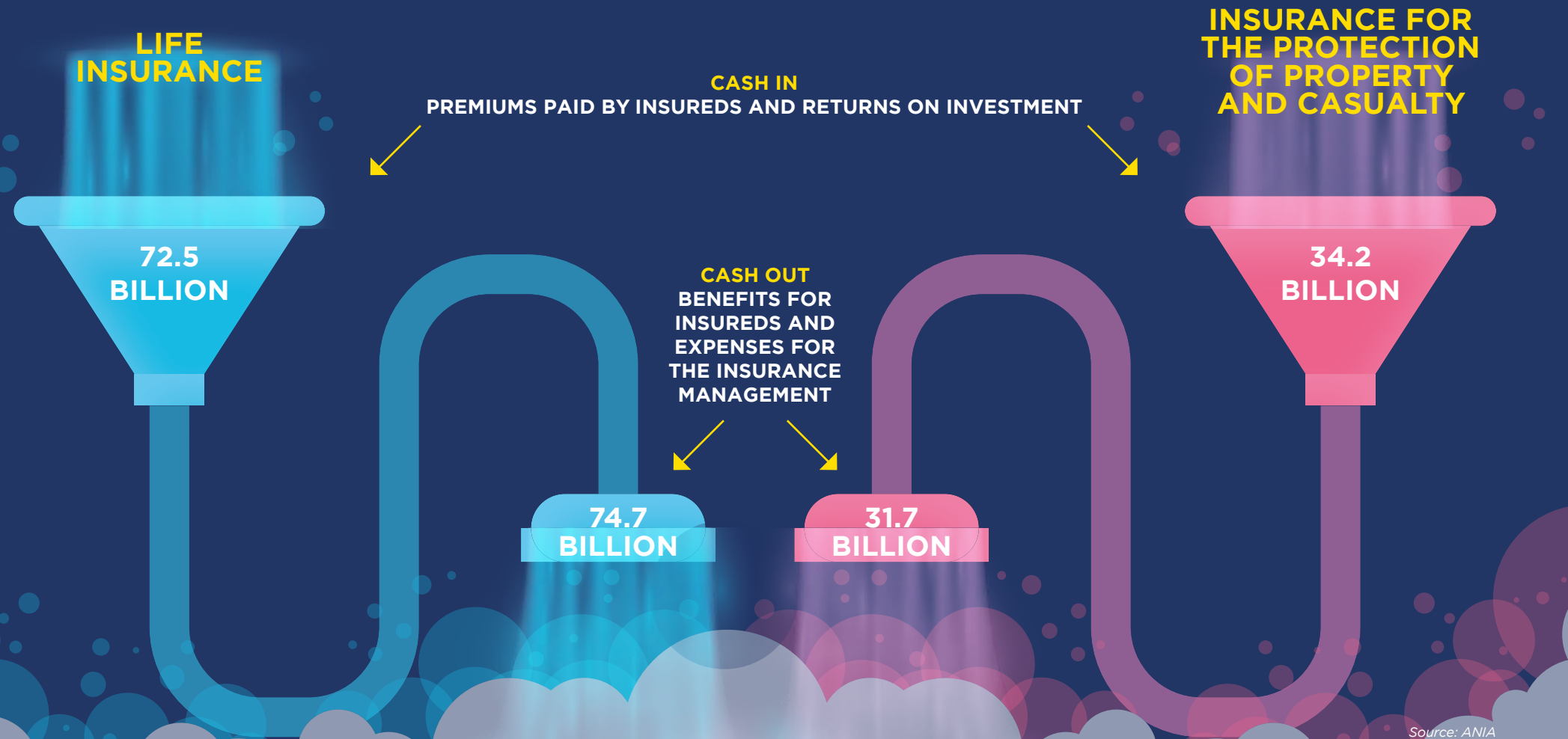
THE ACTIVITIES OF INSURANCE COMPANIES GUARANTEE MONETARY SPENDING FOR NEARLY 1.3 MILLION EUROS PER HOUR

SOURCE: ELABORATIONS ANIA ON REVENUE TAX BULLETIN

10 THE SOUNDNESS OF THE ITALIAN INSURANCE BUSINESS

THE CASH FLOWS OF THE ITALIAN MARKET

In 2022, the difficult economic and financial scenario, aggravated by the over one year long russo-ukrainian war, negatively impacted the **technical results in the Life sector, which have been counterbalanced by the good outcome in the Non life sector.**

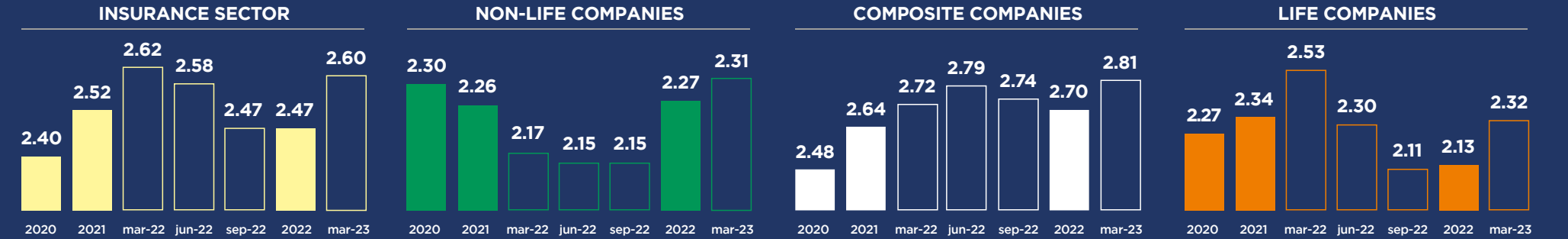


10 THE SOUNDNESS OF THE ITALIAN INSURANCE BUSINESS

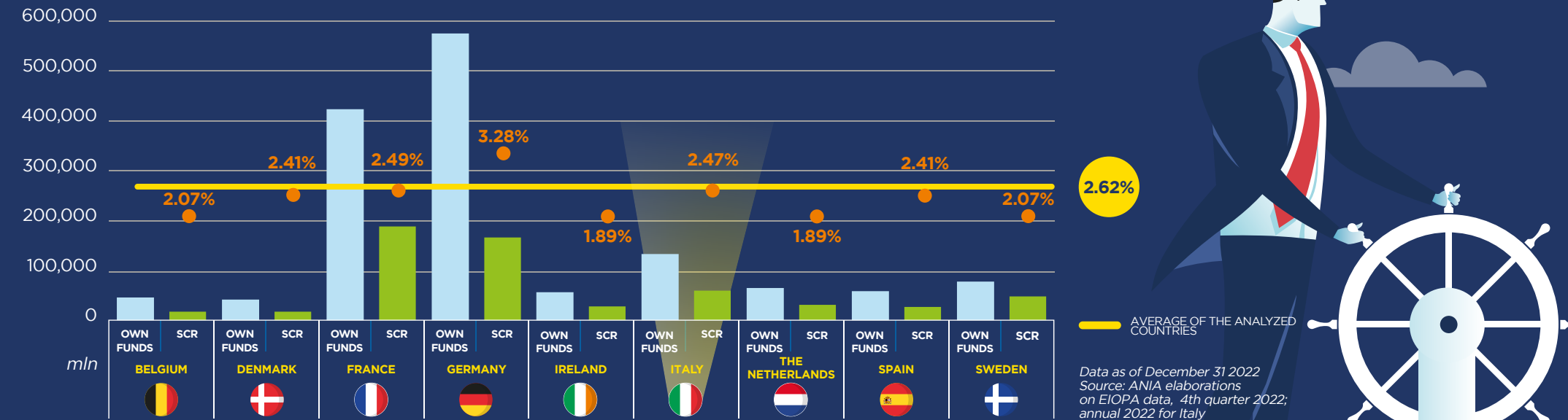
SOLVENCY IN A EUROPEAN COMPARISON

The insurance sector registers, at the end of the first quarter of 2023, a Solvency Ratio value equal to 2.60, increasing compared to the previous three quarters of 2022; **the indicator is higher for all three sectors of business, in particular in the life sector.** Also in the European comparison, our country's Solvency ratio was in line with the average of all other countries.

ITALIAN COMPANIES' SOLVENCY RATIO ANIA, INFOQRT



SOLVENCY RATIO IN EUROPE - YEAR 2022



The insurance sector provides employment to almost 50,000 employees. If we also consider the collaborators, **we employ about 300,000 units**, almost 210,000 belonging to the distribution networks. In particular, the human resources working for insurance companies, in almost stable numbers even in the years of serious crisis, are the ones with the highest percentage of open-ended contracts in comparison to all other sectors.

ACTIVITIES RELATED TO THE SALE OF POLICIES TOTAL HUMAN RESOURCES: 210,000

approximate values

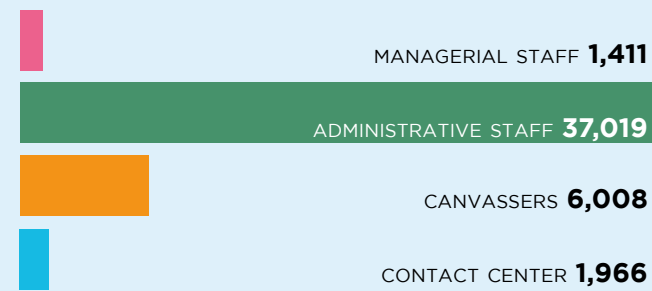


ACTIVITIES RELATED TO THE ASSESSMENT OF DAMAGE TOTAL HUMAN RESOURCES: 40,000

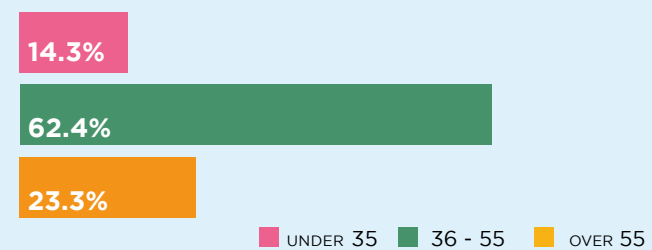
INSURANCE ADJUSTERS, CAR REPAIRERS, EMPLOYEES OF COMPANIES FOR ROAD ACCIDENTS, LAWYERS AND DOCTORS.

INDUSTRY EMPLOYEES TOTAL HUMAN RESOURCES: 46,404

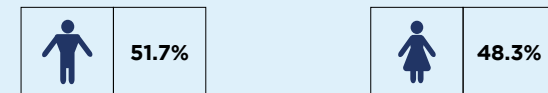
EMPLOYEES (MANAGERIAL AND NON MANAGERIAL)
BY COMPETENCIES



EMPLOYEES (MANAGERIAL AND NON MANAGERIAL)
BY AGE



EMPLOYEES BY SEX



HOW STABLE EMPLOYMENT IN THE INSURANCE INDUSTRY IS COMPARED TO OTHER SECTORS OF THE LABOUR MARKET

PERCENTAGE OF OPEN-ENDED CONTRACTS

Male	ECONOMIC SECTORS	Female
40.6%	AGRICULTURE, FORESTRY, FISHERY	30.9%
87.8%	INDUSTRIES OF WHICH:	86.9%
89.2%	THE INDUSTRIAL SECTOR	86.8%
83.4%	BUILDING CONSTRUCTIONS	88.5%
84.5%	SERVICES OF WHICH:	81.9%
79.7%	TRADE, HOTELS AND RESTAURANTS	74.3%
86.5%	OTHER SERVICES	84.1%
97.5%	OF WHICH THE INSURANCE SECTOR	96.8%
84.3%	TOTAL SECTORS	81.9%

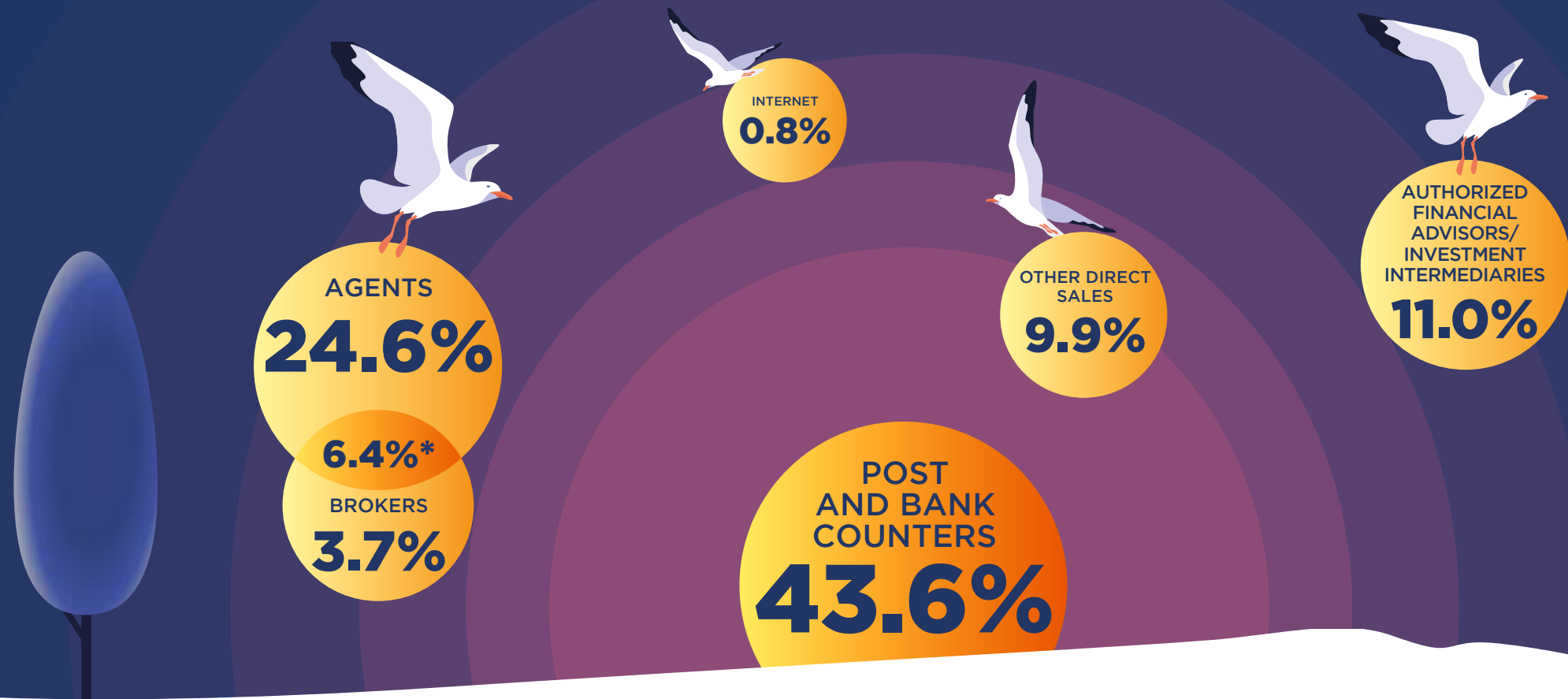
HISTORICAL EVOLUTION OF EMPLOYEES IN THE INSURANCE SECTOR



12 HOW CUSTOMERS PURCHASE AN INSURANCE COVER

An insurance policy can be purchased in many different ways. **For almost no other product or service are there so many offers to bring the customer into contact with the potential insurance cover provider.** Each category of distributor has peculiar characteristics aimed at offering and explaining the types of guarantees to its consumers, thus putting them in a position to choose the covers that are most appropriate and convenient for them.

BREAKDOWN % OF LIFE AND NON LIFE PREMIUMS PER DISTRIBUTION CHANNEL



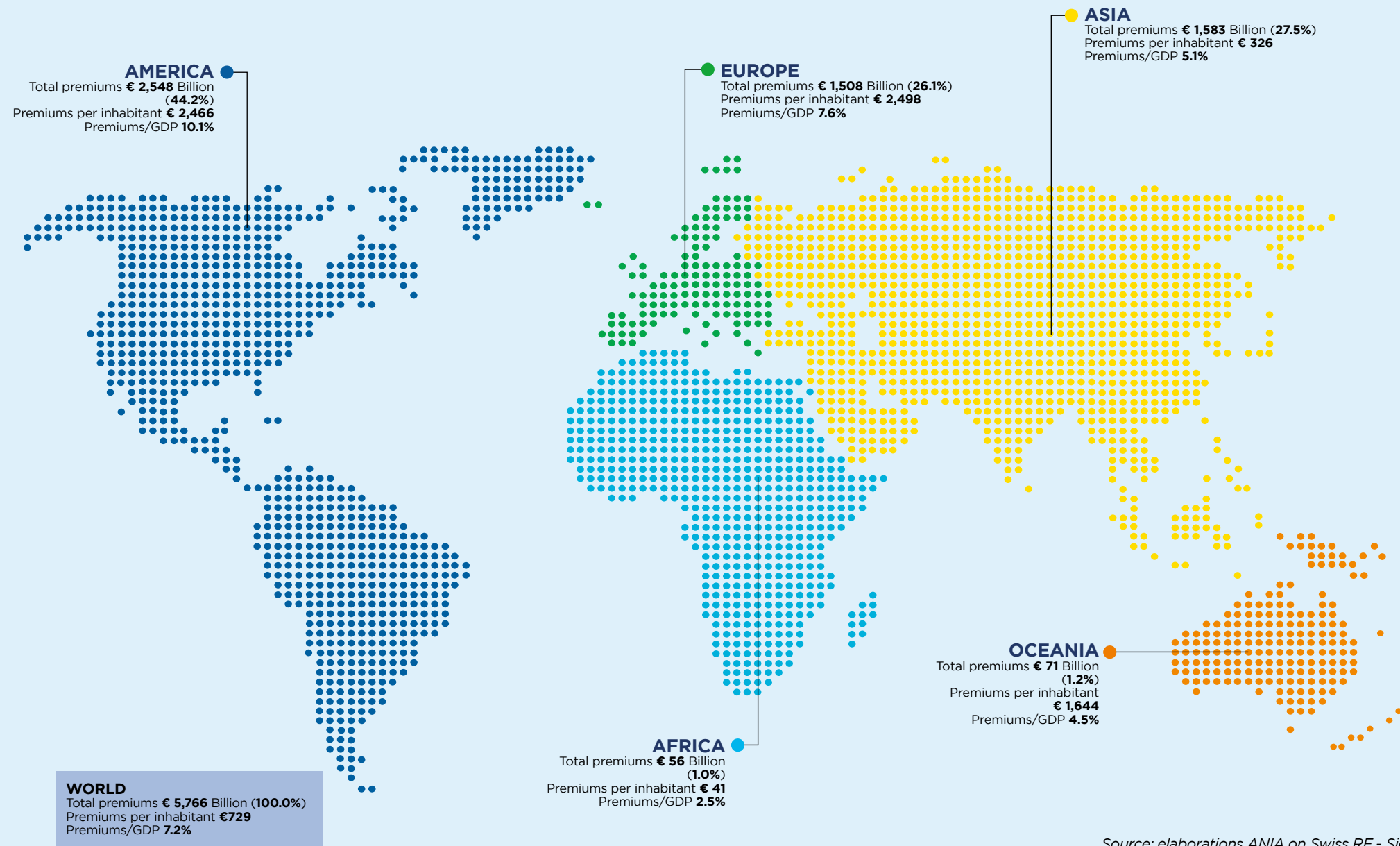
*Premiums generated by brokers but presented to agents

HOW CUSTOMERS PURCHASE AN INSURANCE COVER 12

BREAKDOWN % OF PREMIUMS PER DISTRIBUTION CHANNEL IN THE MAIN SECTORS OF INSURANCE ACTIVITY



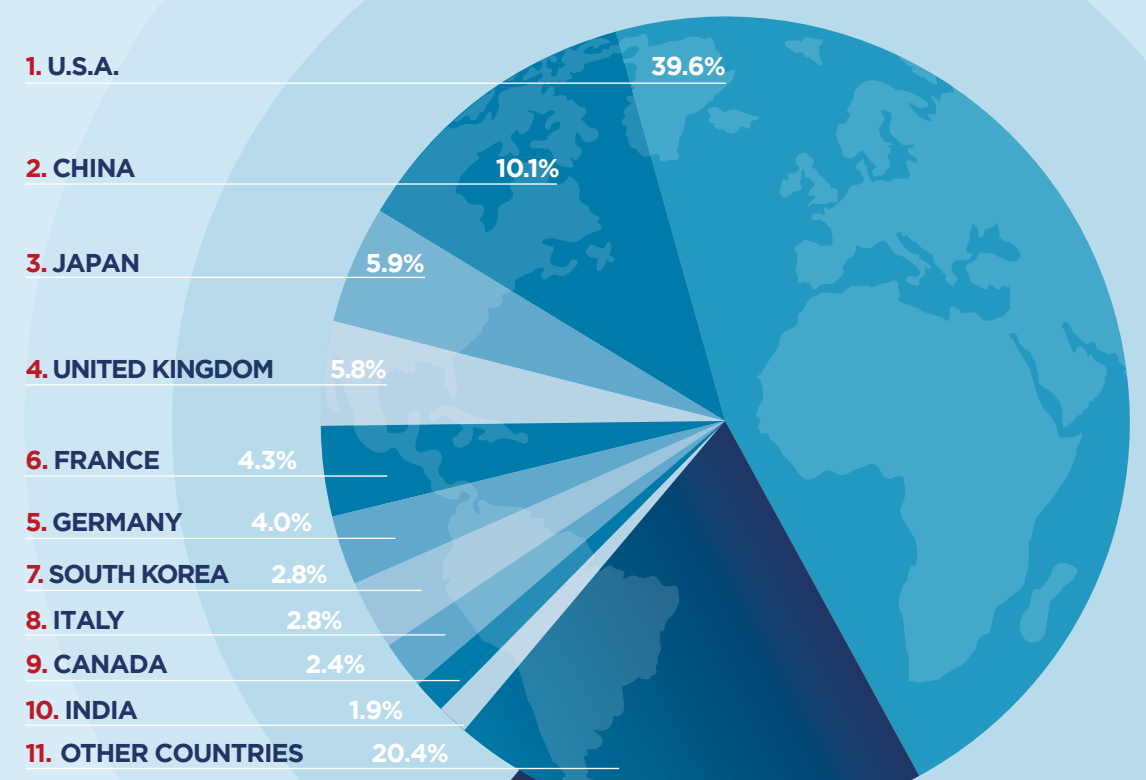
The percentage shares of brokers have been revised and estimated on the basis of premium volume actually collected through this channel but conveyed through agents



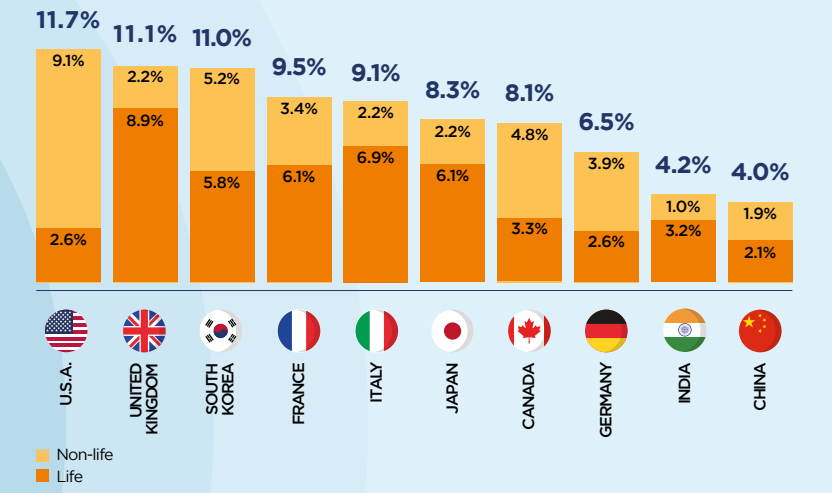
Source: elaborations ANIA on Swiss RE - Sigma

In 2021 (last available year for an international comparison), the Italian insurance market ranks fourth in Europe and eighth in the world for premium collection. The total Italian insurance business turnover, considering all companies (domestic and foreign) operating in Italy, amounted to over €160 billion (€39 billion in non-life and €122 billion in life classes), **with an incidence of 9.1% on the domestic GDP** (2.2% in non-life and 6.9% in life).

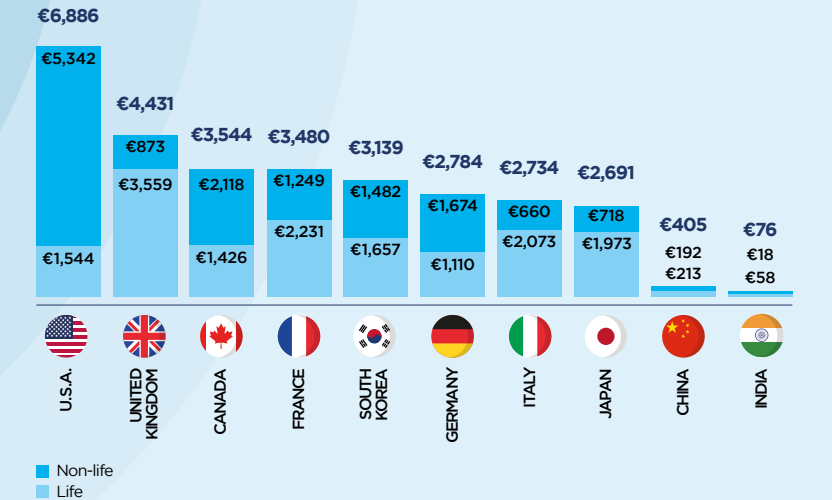
MARKET SHARE OF OVERALL PREMIUMS (NON-LIFE AND LIFE)



...THE RATIO OF PREMIUMS AND GDP



...PREMIUMS PER INHABITANT



It is difficult to think of another historical period during which events of epochal importance such as the one we have witnessed in recent years have taken place in such rapid succession. We have gone from a pandemic, which has shut down the world on several occasions for over two years, to an armed conflict on the doorstep of Europe, which has brought us back to suggestions and scenarios that we believed had by now been archived by history.

The Covid emergency now seems to be behind us; the Russo-Ukrainian conflict, after more than a year of hostilities, is turning into a war of attrition with a long and difficult resolution. Other trouble spots (tensions in the Middle East, disputes in the South Pacific, repercussions of Brexit) have become background elements, which have not lost importance, but against which we have learned to measure ourselves.

We have often wondered what the features of the world would be once the effects of these crises had settled, on what the so-called 'new normal' might look like. Well, the first hints are beginning to appear: high inflation and rising interest rates; high volatility in commodity markets; centrality of the global supply chain; new geopolitical balances.

We are in the midst of a transition, close to a critical turning point that is going to project us towards an unprecedented situation. In my opinion, this is a fundamental, unavoidable and necessary phase, despite its load of uncertainty and incognitos. The role of insurance is more crucial than ever, as it will accompany the change we are about to face by protecting the most exposed subjects and territories and securing the entire scaffolding of the system.

In this regard, I wish to dwell on two topics dealt with in this 2023 edition of Allont**Aniamo** i rischi, Rim**Aniamo** protetti which, like every year, illustrates the main activities that the insurance industry carries out.

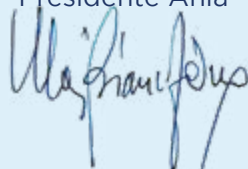
The first concerns natural catastrophes. We are still witnessing the devastation caused by the floods in Emilia-Romagna, to whose population goes my solidarity and support, as well as that of the Association and of the entire sector. The extent of insurance coverage, both in the form provided by the state and in that offered by the private insurance sector, is still too low. Climate change will make events like these an unfortunate habit. It is therefore more than ever necessary to gather around a table with all the stakeholders and find a joint solution to secure the territory and at the same time guarantee the financial protection of the affected populations.

The other issue – closely related to the previous one – concerns the adaptation process of our sector's activity to ESG criteria. We are observing a growing involvement of insurance companies in the transition process towards a sustainable economy, both as institutional investors and as risk underwriters. In the last three years, insurance investments in Green, Social and Sustainable Bonds have tripled, both through directly purchasing securities and through acquiring shares in funds that invest in this asset class. In parallel, as part of the industry's core business, the inclusion of ESG criteria in new product offerings and corporate governance processes is on the rise and is expected to become an integral part of our best practices.

In the publication you will find much more information about our activities and the contribution we offer to the Country's development.

Maria Bianca Farina

Presidente Ania



Ania

Associazione Nazionale
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