



12/03/2015  
PRESS RELEASE

GENERALI GROUP CONSOLIDATED RESULTS AS OF 31 DECEMBER 2014<sup>1</sup>

## 2014 results mark early conclusion of Generali turnaround

### All targets delivered one year in advance

- ✓ Overall operating result rose to more than €4.5 bln (+10.8%), with excellent performances in both business segments
- ✓ Operating RoE increased to 13.2% (vs 2015 target 13%)
- ✓ Net result €1.7 bln (€1.9 bln FY13), which includes €0.4 bln of extraordinary one-offs (BSI sale and Ingosstrakh impairment); adjusted net result €2.1 bln
- ✓ Proposed dividend per share of €0.60 (+33%; €0.45 FY13).
- ✓ Gross written premiums exceeding €70 bln (+7.7%) thanks to growth of unit linked products in the Life segment
- ✓ Continued focus on the Group's solidity; Solvency I at 164%<sup>2</sup> (vs 2015 target 160%)

The **Generali Group CEO, Mario Greco**, said: *"The transformation of Generali has been achieved, and on behalf of all our employees, I am proud to confirm that the targets set out in January 2013 have been met one year in advance. With this turnaround we have been able to generate €18 billion for our shareholders and are confident that we will deliver further value in the future. Today, Generali is focused on its core insurance business, more disciplined in the management of its balance sheet and capital, and more simple and transparent in its geographic presence and governance. The financial performance of our business over the past year, despite an unprecedented challenging market environment, reflects the commitment of our people around the world to keep our promise to customers and all of our stakeholders. Generali has never been on a more solid footing and ready to compete and win in today's highly competitive markets. We are now preparing to begin a new chapter in our history and we look forward to presenting the next phase of our strategy in May".*

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<sup>1</sup> Change in premiums, net inflows and APE is calculated on a like-for-like basis (on equivalent exchange rates and consolidation area). Changes in operating results and own investments are calculating excluding the disposed entities from the comparative period.

<sup>2</sup> Pro Forma calculating also BSI disposal



Milan – At a meeting chaired by Gabriele Galateri di Genola, the Generali Board of Directors has approved the consolidated financial statements and the parent company's draft financial statements for 2014.

## EXECUTIVE SUMMARY

The Group closed the financial year with strong growth, completing its three-year 2015 turnaround plan, one year ahead of schedule. These strategic initiatives have enabled Generali to improve its profitability and rebuilt its capital strength.

Despite the challenging macroeconomic scenario and low interest rates, the Group profoundly transformed its financial and business profile in just two years. The implementation of the strategic plan also allowed the company to exceed its **2015 main profitability target** one year ahead of schedule: **operating RoE** reached **13.2%** at the end of the year (vs 13% 2015 target; 11.7% FY13).

The significant growth in operating performance in the Life segment (+15.2%) as well as in the P&C segment (+13.1%) pushed the **overall operating result** up to **€4,508 million** (+10.8%; €4,071 million FY13).

The net result at €1,670 mln (€1,915 mln FY13) includes approx. €400 million of extraordinary one-offs, taking into account the full charge of the BSI disposal and the impairment of Ingosstrakh. The adjusted net result without considering these extraordinary items is €2.1 billion.

On the production side, the launch of new products and business initiatives grew **total premiums** to €70,430 mln (+7.7%; €65.9 million FY13). The increasing results from the **Life segment**, was particularly successful in Italy, France and in EMEA. Growth has resumed in all lines of business and unit linked contracts have experienced a strong developed (+43%) in line with the strategy to focus on products with low capital absorption. New business in terms of APE has also showed a significant increase up to €5,163 million (+14.2%), accompanied by high profitability. New business value (NBV) experienced an increase of 33.7%.

In the **P&C** segment, premiums remained broadly stable (€20.617 million; +0.2%) despite the difficult economic situation that persists in several markets. The Group's P&C business continues to be supported by high technical profitability with a **combined ratio** further improved to 93.8% (-1.9 p.p.) thanks to lower loss ratio and cost containment. The reserve ratio has increased to 154% (150% FY13).

These results are accompanied by a **strengthened capital position** which the Group continues to hold in a sharp focus. Shareholders' equity grew 17% to €23.204 bln, while the **Solvency I** ratio has exceeded the 2015 target (160%), reaching 164% (on a *pro-forma* basis including the impact of the sale of BSI; 141% FY13).

## DIVIDEND PER SHARE €0.60 (+33%)

The **dividend per share**, to be proposed to the AGM, is €0.60; €0.15 higher (+33%) than last year (€0.45 FY13). The Payout ratio grew up to 55,9% from 36.6% in the the previous year.

The total dividend on outstanding shares amounts to €934.1 million. The dividend will be paid on 20<sup>th</sup> May 2015 and the record date will be 19<sup>th</sup> May 2015. Shares will trade ex-dividend as from 18<sup>th</sup> May 2015.



## LIFE SEGMENT: OPERATING RESULT REACHING 3 BLN (+15.2%), THANKS TO BUSINESS PROFITABILITY AND EXCELLENT PREMIUM INCOME

- Excellent premium development (+11.2%), particularly in Italy (+30.7%); France (+10%) and EMEA countries (+21.1%)
- New business in terms of APE growing (+14.2%), with NBM rising up to 24%

The **operating result** of the life segment grew by 15.2% to €2,978 million (€2,585 million FY13), driven by business profitability and increase in total premiums, as well as by the favourable trend in the net investment result and cost containment. Despite a challenging regulatory framework and the low yields environment, the result is almost back to the levels prior to the beginning of the financial crisis in 2008.

Life segment – Operating result		
€mln	31/12/2014	Δ
<b>Italy</b>	1.346	+30.7%
<b>France</b>	560	+6.1%
<b>Germany</b>	376	+10.5%
<b>CEE countries</b>	144	-16.2%
<b>EMEA</b>	470	+15.0%
<b>LatAm</b>	4	n.m.
<b>Asia</b>	49	+29.0%
<b>International Operations</b>	30	-56.5%
<b>Total</b>	<b>2.978</b>	<b>+15.2%</b>

The Group's **premium income** grew by 11.2% to €49,813 million driven by the positive performance in all business lines, and particularly supported by the strong increase in unit linked contracts (+43%). Savings lines (+4%) and protection policy products (+2.5%) also recorded a positive development. **Italy's** contribution was highly valuable, with growth of more than 30% driven by the increase in single premiums (+60.5%). Premiums in **France** also picked up (+10%), thanks to actions undertaken on the portfolio, with excellent performances from savings products and unit linked policies. Business in **EMEA countries** grew as well (+21.1%) while, following a planned reduction in single policies (-25.9%) linked to the current low interest rates, **Germany** saw a reduction in premiums (-8.8%). Excellent performances were also recorded in LatAm (+26.6%), Asia (+19.1%) and International Operations (+11.4%).

Compared to last year, new business in terms of **APE** grew steadily (+14.2%), which was mainly driven by single premiums (+27.2%). The performances in terms of APE in Italy (+62.4%) and France (+17.8%) have been particularly positive. New business value (**NBV**) rose to €1,239 million (+33.7%), with improved profitability thanks to margins (**NBM**) equal to 24% (21% in 2013).

**Life net inflows** – the difference between payments received and payouts made – grew appreciably to €12,747 million, as the result of the positive trend in total premiums.



## P&C SEGMENT: +13.1% GROWTH IN OPERATING RESULT; COMBINED RATIO FURTHER IMPROVED TO 93.8%

- Technical profitability increased across all the Group's core markets. CEE countries confirm improved CoR at 87.7%
- Premiums stable at €20.6 billion (+0.2%). Good performances in Germany and CEE countries

The P&C segment confirmed its high profitability with a growth in operating income (+13.1%) to €1,831 million (€1,619 FY13), above all due to the performance of the technical result.

P&C segment – Operating result and CoR				
€mln	Operating result		CoR	
	31/12/2014	Δ	31/12/2014	Δ
Italy	720	+20.8%	89.2%	-3.2 pp
France	32	n.m.	104.9%	-0.6 pp
Germany	366	+25.2%	92.6%	-3.1 pp
CEE countries	239	+1.1%	87.7%	-1.0 pp
EMEA	402	+7.8%	95.5%	-0.3 pp
LatAm	-65	n.m.	113.3%	+12.4 pp
Asia	3	n.m.	97.6%	-22.4 pp
Int. Operations	133	+92.6%	83.8%	-6.9 pp
<b>Total</b>	<b>1,831</b>	<b>+13.1%</b>	<b>93.8%</b>	<b>-1.9 pp</b>

**Combined ratio** (CoR) further improved to 93.8% (-1.9 p.p.) led by the fall in the loss ratio (66.7% -1.8 p.p.) and the stability of the expense ratio (27.1% -0.1 p.p.). The CoR improved in all the Group's main markets. In Italy it fell by 3.2 p.p. to 89.2% (92.4% FY13), mainly due to the positive performance of the non-catastrophic current loss ratio. Technical profitability increased significantly in Germany, with CoR at 92.6% (-3.1 p.p.) thanks to the reduced weight of catastrophic events; performance in France also improved (-0,6 p.p.). The CEE countries have once again confirmed the outstanding performance of the Group with the CoR at 87.7% (-1 p.p.) of CEE countries once again confirmed itself as the the Group's best.

Although the macroeconomic environment in many markets remains challenging, the **premium income** in the segment was stable at €20,617 million (+0.2%). The Motor line marked a slight growth (+0.8%), thanks to the good performances recorded in Germany and LatAm. The Non-Motor line grew in the Commercial/Industrial line (+1.7%), which compensated for a drop in Accident and Health products (-1.2%).

As far as the Group's main markets are concerned, total premiums slightly decreased (-2.9%) in Italy, due to the country's economic situation. This had a particularly strong effect on the Motor line (-4.9%). Results in Germany, on the contrary, were remarkable (+3.3%), thanks to the performance of both the Motor and Non-motor lines. Premiums in France decreased (-6.5%), while written premiums grew by 1.3% in CEE countries, thanks both to the Motor (+2.5%) and Non-motor (+0.8%) lines.

## HOLDINGS AND OTHER ACTIVITIES SEGMENT

The Holdings and other activities segment includes the activities carried out by Group companies in the financial advisory and asset management sectors, the costs incurred in the activity of managing, coordinating and financing the business, as well as other activities



which the Group considers subsidiary to its core insurance business.

The **financial segment** made a positive contribution, recording a growth in operating income of 8.9% to reach €374 million (€343 million FY13) thanks to the support of Banca Generali. The growth in the financial segment can be mainly ascribed to the net operating income from financial activities, which benefited from greater net commissions. The overall operating result of the “Holdings and other activities” segment stands at €-5 million. This result was mainly determined by the increase in operating costs of the holding related to improvements in several Head Office projects, IT improvements, transition to the new Solvency regime and the reclassification of a real estate development from non-operating to operating result.

## OUTLOOK

These are unprecedented times for the insurance industry, with interest rates at record lows, increasingly stricter rules for distribution, the implementation of the Solvency 2 directive and a softening P&C market. Over the past two years the group has re-established a solid financial footing and initiated a number of technical and operational excellence programmes to enable it to better serve and retain its customers. This work will continue over the coming months.

In light of the actions implemented, and notwithstanding the uncertain macroeconomic scenario, Generali expects for 2015 to strengthen the levels of operating performance achieved in 2014. The Group's will present its new strategy for its next phase of development at the next Investor Day, on May 27<sup>th</sup> in London.

## 2014 SHAREHOLDERS' MEETING

The Board of Directors called both the ordinary and the extraordinary Shareholders' Meetings on April 28-29-30, 2015.

The **ordinary** Meeting will resolve on:

- The approval of the Annual Report as of December 31, 2014, the net result allocation and the dividend distribution;
- The appointment of a member of the Board of Directors;
- The Remuneration Report;
- The approval of the 2015 Long Term Incentive Plan (LTI);
- The authorization to purchase and dispose a maximum of treasury shares in accordance to the 2015 Long Term Incentive Plan (LTI).

The **extraordinary** Meeting will resolve on the proposal to delegate to the Board of Directors, pursuant to article 2443 of the Italian Civil Code, a free and divisible capital increase in accordance to the new Long Term Incentive Plan to a maximum of €8 million, for a period of 5 years from the date of the Meeting. Please note that up to this date the Company and its subsidiaries currently own 442,166 Generali shares, equal to 0.028% of the Company's share capital. In addition, the extraordinary Meeting will resolve on, in light of the amendments as of December 31, 2014, as illustrated in the draft Annual Report, some variations to article 9.1 of the Company's By-laws.



The full text of the proposals for resolution and the Board of Directors' reports on the subjects of the agenda, together with the complete related documentation, will be made available at the Company's legal office, as well as on the Company's website [www.generali.com](http://www.generali.com) and on the website of Borsa Italiana Spa ([www.borsaitaliana.it](http://www.borsaitaliana.it)), according to the terms and modalities prescribed by law.

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The Manager in charge of preparing the company's financial reports, Alberto Minali, declares, pursuant to paragraph 2 article 154 bis of the Consolidated Law on Finance, that the accounting information in this press release corresponds to the document results, books and accounting entries.

#### **THE GENERALI GROUP**

The Generali Group is one of the largest global insurance providers with 2014 total premium income exceeding €70 billion. With 78,000 employees worldwide serving 65 million clients in more than 60 countries, the Group occupies a leadership position on West European markets and an increasingly important place on markets in Central Eastern Europe and Asia.

#### **NOTE TO EDITORS**

From 7:30 (CET) the following documents are available on [www.generali.com](http://www.generali.com): press release, pre-recorded video and related transcript, analyst presentation, integrated report and all related financial documents.

The analyst call is scheduled today at 12:00 (CET). The Group CEO Mario Greco and the Group CFO Alberto Minali will take part to the call.

Editors can follow the event dialling +39 02 3600 9869 (listen only).

Generali Corporate app provides the latest optimized package of institutional info for mobile device users. Download it free from the Apple and Android stores.

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## 1. Group's Balance Sheet and Income Statement

### BALANCE SHEET

(€ million)	31/12/2014	31/12/2013
<b>1 INTANGIBLE ASSETS</b>	<b>8,601</b>	<b>9,352</b>
1.1 Goodwill	6,617	7,163
1.2 Other intangible assets	1,983	2,189
<b>2 TANGIBLE ASSETS</b>	<b>4,610</b>	<b>4,786</b>
2.1 Land and buildings (self used)	2,797	2,879
2.2 Other tangible assets	1,814	1,907
<b>3 AMOUNTS CEDED TO REINSURERS FROM INSURANCE PROVISIONS</b>	<b>4,378</b>	<b>4,875</b>
<b>4 INVESTMENTS</b>	<b>427,191</b>	<b>384,645</b>
4.1 Land and buildings (investment properties)	12,628	12,828
4.2 Investments in subsidiaries, associated companies and joint ventures	1,284	1,407
4.3 Held to maturity investments	2,940	4,115
4.4 Loans and receivables	50,780	63,371
4.5 Available for sale financial assets	276,498	230,031
4.6 Financial assets at fair value through profit or loss	83,061	72,893
of which financial assets where the investment risk is borne by the policyholders and related to pension funds	67,707	59,116
<b>5 RECEIVABLES</b>	<b>12,057</b>	<b>10,915</b>
5.1 Receivables arising out of direct insurance operations	7,462	7,584
5.2 Receivables arising out of reinsurance operations	1,143	1,082
5.3 Other receivables	3,452	2,249
<b>6 OTHER ASSETS</b>	<b>35,973</b>	<b>15,651</b>
6.1 Non-current assets or disposal groups classified as held for sale	21,304	653
6.2 Deferred acquisition costs	1,958	1,957
6.3 Deferred tax assets	2,715	2,807
6.4 Tax receivables	2,825	2,866
6.5 Other assets	7,172	7,368
<b>7 CASH AND CASH EQUIVALENTS</b>	<b>8,508</b>	<b>19,431</b>
<b>TOTAL ASSETS</b>	<b>501,318</b>	<b>449,656</b>

(€ million)	31/12/2014	31/12/2013
<b>1 SHAREHOLDERS' EQUITY</b>	<b>24,185</b>	<b>21,404</b>
<b>1.1 Shareholders' equity attributable to the Group</b>	<b>23,204</b>	<b>19,778</b>
1.1.1 Share capital	1,557	1,557
1.1.2 Other equity instruments	0	0
1.1.3 Capital reserves	7,098	7,098
1.1.4 Revenue reserves and other reserves	7,571	7,276
1.1.5 (Own shares)	-8	-11
1.1.6 Reserve for currency translation differences	-239	-252
1.1.7 Reserve for unrealized gains and losses on available for sale financial assets	6,498	2,501
1.1.8 Reserve for other unrealized gains and losses through equity	-943	-306
1.1.9 Result of the period	1,670	1,915
<b>1.2 Shareholders' equity attributable to minority interests</b>	<b>981</b>	<b>1,627</b>
1.2.1 Share capital and reserves	706	1,434
1.2.2 Reserve for unrealized gains and losses through equity	93	-34
1.2.3 Result of the period	182	227
<b>2 OTHER PROVISIONS</b>	<b>1,751</b>	<b>1,768</b>
<b>3 INSURANCE PROVISIONS</b>	<b>386,202</b>	<b>345,752</b>
of which insurance provisions for policies where the investment risk is borne by the policyholders and related to pension funds	51,674	45,809
<b>4 FINANCIAL LIABILITIES</b>	<b>48,794</b>	<b>62,016</b>
4.1 Financial liabilities at fair value through profit or loss	18,374	16,084
of which financial liabilities where the investment risk is borne by the policyholders and related to pension funds	15,886	13,227
4.2 Other financial liabilities	30,420	45,932
of which subordinated liabilities	8,315	7,612
<b>5 PAYABLES</b>	<b>9,379</b>	<b>8,129</b>
5.1 Payables arising out of direct insurance operations	3,553	3,190
5.2 Payables arising out of reinsurance operations	557	572
5.3 Other payables	5,270	4,367
<b>6 OTHER LIABILITIES</b>	<b>31,007</b>	<b>10,586</b>
6.1 Liabilities directly associated with non-current assets and disposal groups classified as held for sale	19,700	648
6.2 Deferred tax liabilities	3,706	2,338
6.3 Tax payables	1,420	1,607
6.4 Other liabilities	6,181	5,993
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>501,318</b>	<b>449,656</b>



## INCOME STATEMENT

(€ million)	31/12/2014	31/12/2013
1.1 Net earned premiums	64,322	60,622
1.1.1 Gross earned premiums	66,324	62,913
1.1.2 Earned premiums ceded	-2,003	-2,290
1.2 Fee and commission income and income from financial service activities	967	872
1.3 Net income from financial instruments at fair value through profit or loss	3,510	4,611
of which net income from financial instruments where the investment risk is borne by the policyholders and related to pension funds	3,293	4,103
1.4 Income from subsidiaries, associated companies and joint ventures	192	181
1.5 Income from other financial instruments and land and buildings (investment properties)	15,991	15,374
1.5.1 Interest income	9,919	9,828
1.5.2 Other income	2,117	1,882
1.5.3 Realized gains	3,761	3,455
1.5.4 Unrealized gains and reversal of impairment losses	194	208
1.6 Other income	3,301	2,246
<b>1 TOTAL INCOME</b>	<b>88,282</b>	<b>83,905</b>
2.1 Net insurance benefits and claims	-67,003	-63,101
2.1.1 Claims paid and change in insurance provisions	-68,280	-64,527
2.1.2 Reinsurers' share	1,276	1,425
2.2 Fee and commission expenses and expenses from financial service activities	-470	-468
2.3 Expenses from subsidiaries, associated companies and joint ventures	-68	-294
2.4 Expenses from other financial instruments and land and buildings (investment properties)	-3,461	-3,222
2.4.1 Interest expense	-1,298	-1,355
2.4.2 Other expenses	-421	-444
2.4.3 Realized losses	-435	-475
2.4.4 Unrealized losses and impairment losses	-1,307	-949
2.5 Acquisition and administration costs	-10,489	-10,518
2.5.1 Commissions and other acquisition costs	-7,884	-7,963
2.5.2 Investment management expenses	-103	-75
2.5.3 Other administration costs	-2,502	-2,480
2.6 Other expenses	-3,838	-3,888
<b>2 TOTAL EXPENSES</b>	<b>-85,329</b>	<b>-81,492</b>
<b>EARNINGS BEFORE TAXES</b>	<b>2,953</b>	<b>2,413</b>
<b>3 Income taxes</b>	<b>-1,033</b>	<b>-757</b>
<b>EARNINGS AFTER TAXES</b>	<b>1,921</b>	<b>1,657</b>
<b>4 RESULT OF DISCONTINUED OPERATIONS</b>	<b>-69</b>	<b>485</b>
<b>CONSOLIDATED RESULT OF THE PERIOD</b>	<b>1,852</b>	<b>2,142</b>
Result of the period attributable to the Group	1,670	1,915
Result of the period attributable to minority interests	182	227
<b>EARNINGS PER SHARE:</b>		
Basic earnings per share (€)	1.07	1.24
from continuing operations	1.13	0.80
Diluted earnings per share (€)	1.07	1.24
from continuing operations	1.13	0.80

## 2. Parent company's Balance Sheet and P&L account

### BALANCE SHEET

(in thousands euro)

#### BALANCE SHEET

#### ASSETS

		Year 2014		Year 2013
A. SUBSCRIBED CAPITAL UNPAID			1	0
of which called-up capital	2	0		0
B. INTANGIBLE ASSETS				
1. Acquisition commissions to be amortised				
a) life business	3	0		
b) non-life business	4	0	5	0
2. Other acquisition costs			6	0
3. Formation and development expenses			7	0
4. Goodwill			8	0
5. Other intangible assets	9	32,497	10	32,497
C. INVESTMENTS				
I Land and Buildings				
1. Property used for own activities			11	8,006
2. Property used by third parties			12	121,579
3. Other properties			13	0
4. Other realty rights			14	0
5. Assets in progress and payments on account	15	1,127	16	130,712
II Investments in affiliated companies and other shareholdings				
1. Interests in				
a) parent companies	17	0		
b) affiliated companies	18	27,470,815		
c) affiliates of parent companies	19	0		
d) associated companies	20	314,341		
e) other	21	57,034	22	27,842,191
2. Debt securities issued by				
a) parent companies	23	0		
b) affiliated companies	24	1,477		
c) affiliates of parent companies	25	0		
d) associated companies	26	0		
e) other	27	0	28	1,477
3. Loans to				
a) parent companies	29	0		
b) affiliated companies	30	0		
c) affiliates of parent companies	31	0		
d) associated companies	32	0		
e) other	33	0	34	0
			35	27,843,668
				32,497
				21,628

				Year 2014		Year 2013		
<b>C. INVESTMENTS (follows)</b>								
<b>III Other financial investments</b>								
<b>1. Equities</b>								
a) quoted shares	36	22,801						
b) unquoted shares	37	52,497						
c) other interests	38	8,575	39	83,873				
<b>2. Shares in common investment funds</b>			40	252,376				
<b>3. Debt securities and other fixed-income securities</b>								
a) quoted	41	1,698,604						
b) unquoted	42	46,279						
c) convertible bonds	43	25,311	44	1,770,195				
<b>4. Loans</b>								
a) mortgage loans	45	0						
b) loans on policies	46	1,348						
c) other loans	47	1,205	48	2,553				
<b>5. Participation in investment pools</b>			49	0				
<b>6. Deposits with credit institutions</b>			50	86,173				
<b>7. Other</b>			51	0	52	2,195,170		
<b>IV Deposits with ceding companies</b>				53	8,423,476	54	38,593,026	
						54	37,622,947	
<b>D. INVESTMENTS FOR THE BENEFIT OF LIFE-ASSURANCE POLICYHOLDERS WHO BEAR THE INVESTMENT RISK AND RELATING TO THE ADMINISTRATION OF PENSION FUNDS</b>								
<b>I - Investments relating to contracts linked to investments funds and market index</b>				55	119,179			
<b>II - Investments relating to the administration of pension funds</b>				56	0	57	119,179	
						57	79,754	
<b>D.bis REINSURANCE AMOUNTS OF TECHNICAL PROVISIONS</b>								
<b>I NON-LIFE INSURANCE BUSINESS</b>								
1. Provision for unearned premiums	58	77,377						
2. Provision for claims outstanding	59	425,533						
3. Provision for profit sharing and premium refunds	60	0						
4. Other technical provisions	61	0	62	502,910				
<b>II - LIFE INSURANCE BUSINESS</b>								
1. Mathematical provision	63	24,019						
2. Unearned premium provision for supplementary coverage	64	7,418						
3. Provision for claims outstanding	65	222,021						
4. Provision for profit sharing and premium refunds	66	649						
5. Other provisions	67	0						
6. Provisions for policies where the investment risk is borne by the policyholders and relating to the administration of pension funds	68	0	69	254,108	70	757,018	70	784,214
						39,501,720		38,508,543

	Year 2014		Year 2013	
<b>E. RECEIVABLES</b>				
<b>I Receivables arising out of direct insurance operations</b>				
1. Policyholders				
a) for premiums - current year	71	99,118		
b) for premiums - previous years	72	10,558	73	109,676
2. Insurance intermediaries	74	16,929		
3. Current accounts with insurance companies	75	13,355		
4. Policyholders and third parties for recoveries	76	9,944	77	149,903
<b>II Receivables arising out of reinsurance operations</b>				
1. Reinsurance companies	78	338,205		
2. Reinsurance intermediaries	79	4,469	80	342,675
<b>III - . Other receivables</b>				
	81	828,869	82	1,321,447
			82	1,383,217
<b>F. OTHER ASSETS</b>				
<b>I - Tangible assets and stocks</b>				
1. Furniture, office equipment, internal transport vehicles	83	2,003		
2. Vehicles listed in public registers	84	58		
3. Equipment and appliances	85	0		
4. Stocks and other goods	86	262	87	2,323
<b>II - Cash at bank and in hand</b>				
1. Bank and postal deposits	88	611,632		
2. Cheques and cash in hand	89	335	90	611,967
<b>III - Own shares</b>				
	91	2,932		
<b>IV - Other</b>				
1. Deferred reinsurance items	92	16,343		
2. Miscellaneous assets	93	34,973	94	51,316
			95	668,538
			95	710,739
<b>G. PREPAYMENTS AND ACCRUED INCOME</b>				
1. Interests	96	28,487		
2. Rents	97	599		
3. Other prepayments and accrued income	98	208,490	99	237,576
			99	239,539
<b>TOTAL ASSETS</b>			100	41,729,282
			100	40,842,038

BALANCE SHEET  
LIABILITIES AND SHAREHOLDERS' FUNDS

		Year 2014		Year 2013	
<b>A. SHAREHOLDERS' FUNDS</b>					
I	- Subscribed capital or equivalent funds	101	1,556,873		
II	- Share premium account	102	3,568,250		
III	- Revaluation reserve	103	2,010,835		
IV	- Legal reserve	104	311,375		
V	- Statutory reserve	105	0		
VI	- Reserve for own shares	106	2,932		
VII	- Other reserve	107	6,513,537		
VIII	- Profit or loss brought forward	108	0		
IX	- Profit or loss for the financial year	109	737,767	110	14,701,569
				110	14,664,346
<b>B. SUBORDINATED LIABILITIES</b>					
				111	5,533,406
				111	4,930,288
<b>C. TECHNICAL PROVISIONS</b>					
<b>I - NON-LIFE INSURANCE BUSINESS</b>					
1.	Provision for unearned premiums	112	312,148		
2.	Provision for claims outstanding	113	1,843,502		
3.	Provision for profit sharing and premium refunds	114	0		
4.	Other provisions	115	0		
5.	Equalisation provision	116	68	117	2,155,717
<b>II - LIFE INSURANCE BUSINESS</b>					
1.	Mathematical provision	118	8,545,277		
2.	Unearned premium provision for supplementary coverage	119	20,239		
3.	Provision for claims outstanding	120	910,547		
4.	Provision for profit sharing and premium refunds	121	91,232		
5.	Other provisions	122	21,278	123	9,588,573
				124	11,744,290
				124	11,507,581
<b>D. PROVISIONS FOR POLICIES WHERE THE INVESTMENT RISK IS BORNE BY THE POLICYHOLDER AND RELATING TO THE ADMINISTRATION OF PENSION FUNDS</b>					
I	Provisions relating to contracts linked to investments funds and market index	125	113,985		
II	Provisions relating to the administration of pension funds	126	0	127	113,985
				127	76,066
					32,093,251
					31,178,281



## PROFIT AND LOSS ACCOUNT

(in thousands euro)

### PROFIT AND LOSS ACCOUNT

	Year 2014		Year 2013	
<b>I TECHNICAL ACCOUNT - NON-LIFE INSURANCE BUSINESS</b>				
1. EARNED PREMIUMS, NET OF REINSURANCE:				
a) Gross premiums written	<u>1</u>	<u>1,408,118</u>		
b) (-) Outward reinsurance premiums	<u>2</u>	<u>454,036</u>		
c) Change in the gross provision for unearned premiums	<u>3</u>	<u>17,924</u>		
d) Change in the provision for unearned premiums, reinsurers' share	<u>4</u>	<u>-2,494</u>	<u>5</u>	<u>933,664</u>
			<u>5</u>	<u>2,153,883</u>
2. (+) ALLOCATED INVESTMENT RETURN TRANSFERRED FROM THE NON-TECHNICAL			<u>6</u>	<u>76,550</u>
			<u>6</u>	<u>160,395</u>
3. OTHER TECHNICAL INCOME, NET OF REINSURANCE			<u>7</u>	<u>990</u>
			<u>7</u>	<u>30,980</u>
4. CLAIMS INCURRED, NET OF RECOVERIES AND REINSURANCE				
a) Claims paid				
aa) Gross amount	<u>8</u>	<u>877,771</u>		
bb) (-) Reinsurers' share	<u>9</u>	<u>229,497</u>	<u>10</u>	<u>648,275</u>
b) Recoveries net of reinsurance				
aa) Gross amount	<u>11</u>	<u>13,267</u>		
bb) (-) Reinsurers' share	<u>12</u>	<u>407</u>	<u>13</u>	<u>12,860</u>
c) Change in the provision for claims outstanding				
aa) Gross amount	<u>14</u>	<u>-86,735</u>		
bb) (-) Reinsurers' share	<u>15</u>	<u>-88,078</u>	<u>16</u>	<u>1,343</u>
			<u>17</u>	<u>636,758</u>
			<u>17</u>	<u>1,508,686</u>
5. CHANGE IN OTHER TECHNICAL PROVISIONS, NET OF REINSURANCE			<u>18</u>	<u>-2</u>
			<u>18</u>	<u>364</u>
6. PREMIUM REFUNDS AND PROFIT SHARING, NET OF REINSURANCE			<u>19</u>	<u>44</u>
			<u>19</u>	<u>1,179</u>
7. OPERATING EXPENSES				
a) Acquisition commissions	<u>20</u>	<u>164,117</u>		
b) Other acquisition costs	<u>21</u>	<u>29,746</u>		
c) Change in commissions and other acquisition costs to be amortised	<u>22</u>	<u>0</u>		
d) Collecting commissions	<u>23</u>	<u>2,882</u>		
e) Other administrative expenses	<u>24</u>	<u>48,421</u>		
f) (-) Reinsurance commissions and profit sharing	<u>25</u>	<u>49,424</u>	<u>26</u>	<u>195,743</u>
			<u>26</u>	<u>456,481</u>
8. OTHER TECHNICAL CHARGES, NET OF REINSURANCE			<u>27</u>	<u>10,941</u>
			<u>27</u>	<u>66,282</u>
9. CHANGE IN THE EQUALISATION PROVISION			<u>28</u>	<u>24</u>
			<u>28</u>	<u>353</u>
10. BALANCE ON THE TECHNICAL ACCOUNT FOR NON-LIFE BUSINESS			<u>29</u>	<u>167,698</u>
			<u>29</u>	<u>311,912</u>

		Year 2014		Year 2013	
<b>II TECHNICAL ACCOUNT - LIFE ASSURANCE BUSINESS</b>					
1. PREMIUMS WRITTEN, NET OF REINSURANCE					
a)	Gross premiums written	30	1,618,604		
b)	(-) Outward reinsurance premiums	31	307,819	32	1,310,785
2. INVESTMENT INCOME:					
a)	From participating interests	33	962,279		
	(of which, income from Group companies)	34	962,279		
b)	From other investments				
aa)	income from land and buildings	35			
bb)	from other investments	36	498,316	37	498,316
	(of which, income from Group companies)	38	1,474		
c)	Value re-adjustments on investment	39	15,337		
d)	Gains on the realisation of investments	40	11,312		
	(of which, income from Group companies)	41	0	42	1,487,244
3. INCOME AND UNREALISED GAINS ON INVESTMENTS FOR THE BENEFIT OF POLICYHOLDERS WHO BEAR THE INVESTMENT RISK AND ON INVESTMENT RELATING TO THE ADMINISTRATION OF PENSION FUNDS					
				43	22,081
				43	97,420
4. OTHER TECHNICAL INCOME, NET OF REINSURANCE					
				44	23,686
				44	28,041
5. CLAIMS INCURRED, NET OF REINSURANCE					
a)	Claims paid				
aa)	gross amount	45	1,924,252		
bb)	(-) reinsurers' share	46	198,973	47	1,725,279
b)	Change in the provision for claims outstanding				
aa)	gross amount	48	76,852		
bb)	(-) reinsurers' share	49	32,981	50	43,871
6. CHANGE IN THE PROVISION FOR POLICY LIABILITIES AND IN OTHER TECHNICAL PROVISIONS, NET OF REINSURANCE					
a)	Provisions for policy liabilities				
aa)	gross amount	52	-429,532		
bb)	(-) reinsurers' share	53	7,868	54	-437,400
b)	Change in the provision for claims outstanding				
aa)	gross amount	55	-6,126		
bb)	(-) reinsurers' share	56	-291	57	-5,835
c)	Other provisions				
aa)	gross amount	58	7,282		
bb)	(-) reinsurers' share	59	0	60	7,282
d)	Provisions for policies where the investment risk is borne by the shareholders and relating to the administration of pension funds				
aa)	gross amount	61	32,101		
bb)	(-) reinsurers' share	62	0	63	32,101
				64	-403,853
				64	-29,045



	Year 2014		Year 2013			
7. PREMIUM REFUNDS AND PROFIT-SHARING, NET OF REINSURANCE			65	70,194	65	68,469
8. OPERATING EXPENSES						
a) Acquisition commissions	66	215,014				
b) Other acquisition costs	67	12,221				
c) Change in commissions and other acquisition costs to be amortised	68	0				
d) Collecting commissions	69	0				
e) Other administrative expenses	70	26,593				
f) (-) Reinsurance commissions and profit sharing	71	49,653	72	204,175	72	386,802
9. INVESTMENT CHARGES						
a) Investment administration charges, including interest	73	105,480				
b) Value adjustments on investments	74	30,062				
c) Losses on the realisation of investments	75	604	76	136,147	76	231,393
10. EXPENSES AND UNREALISED LOSSES ON INVESTMENTS FOR THE BENEFIT OF POLICYHOLDERS WHO BEAR THE INVESTMENT RISK AND ON INVESTMENT RELATING TO THE ADMINISTRATION OF PENSION FUNDS			77	6,862	77	65,363
11. OTHER TECHNICAL CHARGES, NET OF REINSURANCE			78	2,835	78	20,543
12. (-) ALLOCATED INVESTMENT RETURN TRANSFERRED TO THE NON-TECHNICAL ACCOUNT			79	690,276	79	357,277
13. BALANCE ON THE TECHNICAL ACCOUNT FOR LIFE BUSINESS (item III.2)			80	368,010	80	179,424
<b>III. NON TECHNICAL ACCOUNT</b>						
1. BALANCE ON THE TECHNICAL ACCOUNT FOR NON-LIFE BUSINESS (Item I.10)			81	167,698	81	311,912
2. BALANCE ON THE TECHNICAL ACCOUNT FOR LIFE BUSINESS (Item I.13)			82	368,010	82	179,424
3. NON-LIFE INVESTMENT INCOME						
a) From participating interests	83	783,862				
(of which, income from Group companies)	84	781,810				
b) From other investments						
aa) income from land and buildings	85	6,233				
bb) from other investments	86	63,654	87	69,887		
(of which, income from Group companies)	88	1,420				
c) Value re-adjustments on investment	89	4,453				
d) Gains on the realisation of investments	90	9,653				
(of which, income from Group companies)	91	0	92	867,855	92	795,991

		Year 2014		Year 2013
4.	(+) ALLOCATED INVESTMENT RETURN TRANSFERRED FROM THE LIFE TECHNICAL ACCOUNT (item ii. 2)		93 690,276	93 357,277
5.	INVESTMENT CHARGES FOR NON-LIFE BUSINESS			
a)	Investment administration charges, including interest	94 62,375		
b)	Value adjustments on investments	95 192,837		
c)	Losses on realisation of investments	96 46,403	97 301,615	97 225,800
6.	(-) ALLOCATED INVESTMENT RETURN TRANSFERRED TO THE NON-LIFE TECHNICAL ACCOUNT		98 76,550	98 160,395
7.	OTHER INCOME		99 268,620	99 147,428
8.	OTHER CHARGES		100 1,319,614	100 1,455,205
9.	RESULT FROM ORDINARY ACTIVITY		101 664,680	101 -49,367
10.	EXTRAORDINARY INCOME		102 75,754	102 572,976
11.	EXTRAORDINARY CHARGES		103 119,575	103 76,107
12.	EXTRAORDINARY PROFIT OR LOSS		104 -43,822	104 496,868
13.	RESULT BEFORE TAXATION		105 620,859	105 447,501
14.	INCOME TAXES		106 -116,908	106 -121,863
15.	PROFIT (LOSS) FOR THE YEAR		107 737,767	107 569,364