

Joint Investor Outreach Event

What do the IFRS 4 amendments on applying IFRS 9 for insurance companies mean for investors and analysts?

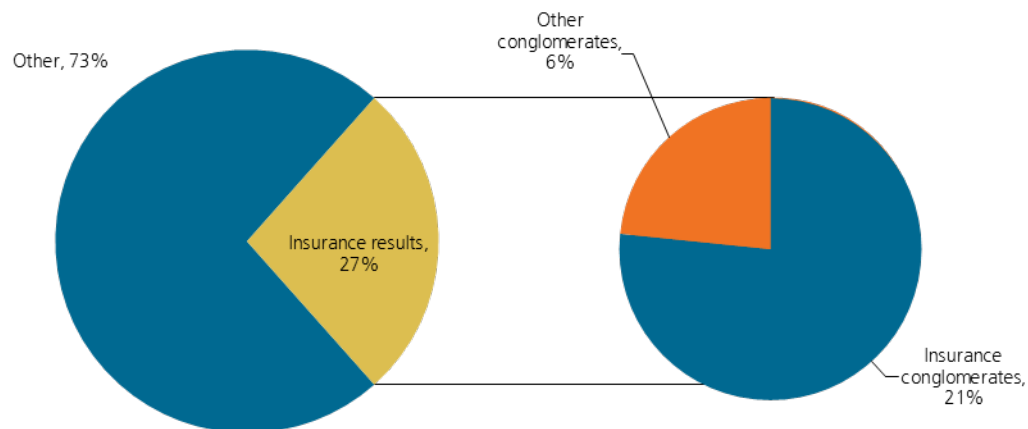
Elena Perini

Insurance Results: Significant Weighting on FTSEMIB Earnings

Insurance conglomerates contributing 21% of FTSEMIB 2015 pre-tax earnings

FTSEMIB 2015 Pre-tax Earnings Breakdown

Total pre-tax earnings EUR 25.8Bn



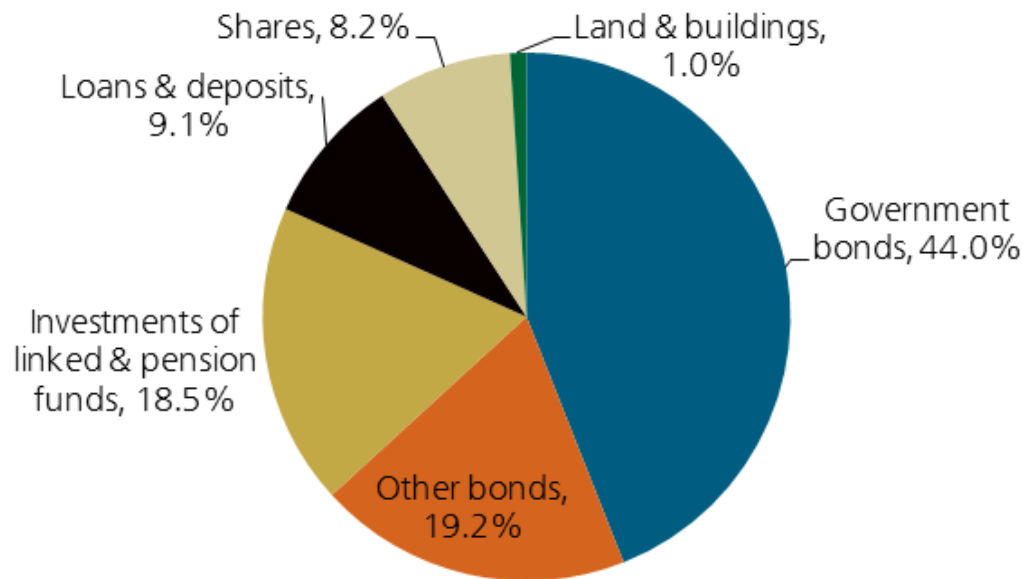
Note: insurance conglomerates = Generali, Unipol, UnipolSai; other conglomerates mainly represented by Intesa Vita and Poste Vita. Source: Intesa Sanpaolo Research elaborations on Factset and Companies' data

Insurance: Investment-Driven Business

Investments accounting for 90% of insurance companies' total assets

- **End-2015 investments of the Italian insurance sector:**

- EUR 693Bn (EUR 608Bn life, EUR 84Bn non-life),
- 90% of total assets (source: ANIA, Annual Report)



Source: ANIA

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BUY	If the target price is 20% higher than the market price
ADD	If the target price is 10%-20% higher than the market price
HOLD	If the target price is 10% below or 10% above the market price
REDUCE	If the target price is 10%-20% lower than the market price
SELL	If the target price is 20% lower than the market price
RATING SUSPENDED	The rating and target price have been suspended temporarily to comply with applicable regulations and/or firm policies in certain circumstances, including when Intesa Sanpaolo Group is acting in an advisory capacity in a merger or strategic transaction involving the company
NO RATING	The company is or may be covered by the Research Department but no rating or target price is assigned
TARGET PRICE	The market price that the analyst believes the share may reach within a one-year time horizon
MARKET PRICE	Closing price on the day before the issue date of the report, as indicated on the first page, except where otherwise indicated

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Intesa Sanpaolo Research Rating Distribution (at November 2016)					
Number of companies considered: 105	BUY	ADD	HOLD	REDUCE	SELL
Total Equity Research Coverage relating to last rating (%)	41	25	33	1	0
of which Intesa Sanpaolo's Clients (%) (*)	79	62	57	100	0

(*) Companies on behalf of whom Intesa Sanpaolo and the other companies of the Intesa Sanpaolo Group have provided corporate and investment banking services in the last 12 months; percentage of clients in each rating category

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Equity rating key (short-term horizon: 3M)

Equity rating key (short-term horizon: 3M)	
Short-term rating	Definition
LONG	Stock price expected to rise or outperform within three months from the time the rating was assigned due to a specific catalyst or event
SHORT	Stock price expected to fall or underperform within three months from the time the rating was assigned due to a specific catalyst or event

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