



11/11/2011

Consolidated results at 30 September 2011<sup>1</sup>

**PRESS  
RELEASE**

## Generali: strong industrial performance despite worsening market crisis

- Net profit at € 825 m (€ 1.3 bn 9M10) after overall net impairment losses of € 824 m of which € 329 m related to Greek bonds. Strong growth in the Non-Life operating result (+36.4%); Life operating result (-14.1%) and non-operating result affected by impairment losses.
- Stable operating result in the financial segment (+0.7%), thanks to positive performance of BSI and Banca Generali
- High technical profitability in Non-Life with a 2.2 p.p. improvement in the Combined Ratio to 96.6% (98.8% 9M10). Positive progress in all the main countries where the Group operates, especially Italy, France and CEE.
- Non-Life premiums up to € 16.9 bn (+2.3%) with increasing growth in 3Q in all business lines
- Life premiums at € 34.4 bn (-7.7%) despite the fall in single premiums (-21.2%) as a result of Eurozone market trends. Growth in business with higher margins, driven by annual premiums (+5%). Positive Life net inflows at € 6.5 bn.

The Generali Group CEO **Giovanni Perissinotto** said: *“Despite the difficult financial and economic environment the Group continues to demonstrate good progress in its operating performance, particularly in the Non-Life business. This performance supports the strength of our business model which is based on a diversification across markets, geographies and the Group’s wide range of distribution channels.”*

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**Conference call on 1H2011 results at 4:00 p.m. CET today, on +39 02 8058827 (listen only), or via the website [www.generali.com](http://www.generali.com)**

<sup>1</sup> Unless explicitly stated otherwise, changes are relative to the first nine months of 2010 and are calculated on an historic basis

Milan. At a meeting today chaired by Gabriele Galateri di Genola, the Assicurazioni Generali Board of Directors approved the consolidated results as of 30 September 2011.

In a macroeconomic context affected by an exceptional crisis in the financial markets and sovereign debt, which worsened in the third quarter, the Group closed the first nine months of the year with improved technical results in both Life and Non-Life segments. The strong growth in the Non-Life operating result and the steady performance in the financial segment allowed the Group to counterbalance the impact of the financial markets on the Life sector and maintain an overall stable operating result.

In the first nine months **Net profit** was € 825 million (-37.1%; € 1,313 m for 9M10), reflecting the impact of overall net impairment losses of € 824 million, of which € 329 million on Greek government securities<sup>2</sup> and € 495 million mainly on equities, including € 143 million on Telco.

The overall **operating result** remained steady at € 3,100 million (-1%; € 3,133 m 9M10) with strong growth (+36.4%) in the Non-Life segment to € 1,204 million, the best performance of the last three years. The key driver behind the Non-Life result was excellent technical profitability, with a 2.2 percentage point improvement in the **combined ratio** to 96.6% (98.8% 9M10). The result in the Life segment was € 1,978 million (-14.1%) with good technical margins – net of expense, which showed a further improvement – whereas financial margins were affected by impairment losses, especially in the third quarter. The contribution of the financial segment was stable.

**On the production front**, overall gross premiums maintained the upward trend since the beginning of the year reaching € 51,327 million (-4.6%; € 53,829 m 9M10). The growth in all Non-Life business lines contributed to this result with premiums totalling € 16,942 million (+2.3%; € 16,557 m 9M10).

In the Life segment, the Group continued to guide production towards products with larger margins and a higher return on invested capital. Premiums amounted to € 34,385 million (-7.7%) with growth in annual premiums (+5%). The quality of the Group portfolio and the effectiveness of its proprietary networks enabled it to maintain high Life net inflows of € 6.5 billion, despite the macroeconomic crisis.

The Group's **investment strategy** maintained an asset allocation policy designed to consolidate current margins and reduce capital absorption. The Group continued its portfolio de-risking strategy, reducing the proportion of equities to 5.8% (7.5% at the end of 2010), and exploiting the

<sup>2</sup> **Greek debt securities:** *The sovereign debt crisis in some countries meant that an additional debt restructuring plan was necessary in Greece. In the first half of the year the Group had already posted impairment losses on its Greek government securities maturing by 2020, which account for more than 70% of its exposure in Greece, and which originally were the only instruments involved in the restructuring plan. As a result of the new bail-out discussed at community level at the end of October, the Group has also written down instruments maturing after 2020. Lastly, additional impairment losses, based on market values at 30 September, were applied to the instruments maturing by 2020 that had already been written down at 30 June.*

healthy market performance of the first half of the year. Fixed-income instruments were substantially stable, at 79.5% (80% at the end of 2010), as were real estate investments. The proportion of cash and cash equivalents rose as a result of the Group decision to work towards a prudent increase in the proportion of investments in liquidity instruments, given the current financial context characterised by severe pressure on the government securities of a number of Eurozone countries, notably Italy. Overall current profitability for the first nine months was high, at 3.2%.

Shareholders' equity was € 15,846 million (-9.4%; € 17,490 m at the end of 2010). This figure chiefly reflects the negative impact of € 1,652 million in the reserve for net gains on available-for-sale financial assets, arising mainly due to conditions in the financial markets in the third quarter. The Solvency I ratio reached 118% (132% at the end of 2010). Should the anti-crisis decree be applied, the ratio would be 122%.

## OUTLOOK

Given the financial and macroeconomic scenario described above, the **Life segment** is expected to record a positive net cash inflows, although at lower levels than in 2010, and characterized by a good quality in terms of technical marginality. In its underwriting activity, the Group will continue to favour, in fact, products that absorb less capital, with the aim of maintaining/improving technical margins, owing in part to the cost-containment policy.

On the contrary, the **Non-Life segment** is expected to confirm the growth rates of the Group's written premiums observed in the first nine months of the year owing to the performance both of the Non-Motor business and of the Motor line. If natural catastrophes will be confirmed at normal levels, overall technical margins may be expected to improve due to the maintenance of current levels of operating efficiency and the continuing effects of the tariff and claims management policies implemented by the Group.

The Group **investment policy** will continue to be based on a prudent asset allocation focused on consolidating current return, reducing the capital absorbed and maintaining a higher level of liquidity of the portfolios taking into account the current financial environment characterized by strong tensions on government bonds of some countries in the Euro Area and in particular on Italian bonds.

On the basis of the scenario described above, the operating result of the Non-Life segment is expected to increase, driven by the continuing effects of the underwriting policies implemented by the Group. In addition, considering the extremely volatile financial market performance, the operating result of the life segment is expected to decrease due to extraordinary components associated with the aforementioned volatility, which will have an impact also on the Group's net result.

## LIFE SEGMENT

New business in terms of **APE** (Annual Premium Equivalent) was € 3,535 million (-7.6%; € 3,827 m 9M10), reflecting a recovery compared with performance in the first half of the year (-9.4% in 1H10), with healthy progress in Italy (+1.8%). Overall, performance was particularly satisfactory in annual premiums (+3.6%), which account for 61.7% of APE.

The Life operating result reflected growth in the technical margin, owing to the higher proportion of annual premiums in the business mix, and the good profitability of the Health business. The investment result was a negative factor, with the impairment losses on Greek bonds and equities fuelled by the market decline in the third quarter. Expenses in the Life segment were stable.

### Life operating result

€ m	30/09/2011	30/09/2010	Δ
Technical Margin	4,558	4,478	+1.8%
Investment Result	1,308	1,735	-24.6%
Expenses	(3,888)	(3,911)	+0.6%
<b>Operating result</b>	<b>1,978</b>	<b>2,302</b>	<b>-14.1%</b>

**Life net technical reserves**, including investment contracts, rose to € 316 billion (€ 313 bn at 31.12.2010), with a positive contribution from the traditional portfolio (+2.5%).

### NON-LIFE SEGMENT

In the Non-Life segment, the business upturn that began in the second half of 2010 gathered strength in the first nine months. **Gross premiums written** rose to € 16,942 million (+2.3%). Premiums were stable in Italy (+0.1%), with an increase of 2.9% in the Motor business, and improved in France (+3.4%) and Germany (+1.3%) with positive contributions from both lines of business. Premiums in Central Eastern Europe were substantially steady (+0.1%), with positive growth in the Non-Motor lines (+11.4%), especially the corporate lines, counterbalancing the downturn in the Motor line in some countries.

The segment also reported strong technical margins in all the main countries. The **combined ratio** made a further improvement to 96.6% (98.8% 9M10) thanks to a decrease of 2.1 percentage points in the loss ratio to 69.4% (71.5% 9M10) and the focus on costs, with an expense ratio of 27.2% (27.3% 9M10).

### Combined Ratio

	30/09/2011	30/09/2010	Δ
Italy	96.8%	98.9%	-2.1 p.p.
France	98.8%	100.3%	-1.5 p.p.
Germany	95.6%	95.7%	-0.1 p.p.
CEE	88.7%	95.2%	-6.6 p.p.
<b>Total Combined Ratio</b>	<b>96.6%</b>	<b>98.8%</b>	<b>-2.2 p.p.</b>

The Combined Ratio improvement drove the growth of the operating result, with an important increase in the technical result, which more than tripled from the first nine months of 2010.

## Non-life operating result

€ m	30/09/2011	30/09/2010	Δ
Technical Result	492	153	+221.6%
Investment Result	848	893	-5.1%
Other	(136)	(164)	+16.4%
<b>Operating result</b>	<b>1,204</b>	<b>882</b>	<b>+36.4%</b>

## FINANCIAL SERVICES

The **operating result** in financial services was € 279 million (€ 277 m 9M10), supported by the healthy performance of the **BSI Group** with its development plans in Asia, which showed an 8.5% improvement in its operating result.

Progress was reported in the net result on financial management – defined as the intermediation margin net of operating measurement losses on financial instruments – thanks in particular to the increase in the intermediation margin (the sum of net commissions, net interest income and other financial components). Since the current situation on the financial markets caused a reduction in realised gains, growth was attributable to the increase in dividends and net interest income, which benefited from the rise in market rates.

At 30 September 2011 assets managed by banks and asset managers were down, to € 426 billion, a decrease due largely to the decline on the financial markets, with third-party assets under management standing at € 90.3 billion (-0.4% on a like-for-like basis compared with 31 December 2010).

**The Manager in charge of preparing the company's financial reports, Mr Raffaele Agrusti, 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.**

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Attachments: significant data, consolidated income statement and consolidated balance sheet.

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In compliance with ISVAP Regulation no. 39/2011, the Board of Directors carried a resolution to amend art. 19 of the company by-laws whereby approval of remuneration policies for company officers and personnel will be the exclusive competence of the ordinary shareholders' meeting.

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## DEFINITIONS AND GLOSSARY

**Annual Premium Equivalent (APE)** = the sum of the initial premium on new annual-premium policies, plus one tenth of premiums on new single-premium policies. This is the premium base used to compute Life new business value.

**Combined Ratio** = loss ratio plus expense ratio (acquisition and administration expenses) divided by net earning premiums.

**Operating result** was obtained by reclassifying the components making up the pre-tax profit for the year in each segment on the basis of the specific characteristics of the segment, and taking account of the recurring expenses of the holding.

In particular, all profit and loss items were considered, with the exception of net non-operating costs: results of assets classified as held for sale, restructuring costs, amortisation of portfolios acquired directly or through acquisition of control of insurance companies or companies in the financial segment (value of business acquired, VOBA) and other net non-recurring costs. The following are also considered as non-operating items: in the **Life segment**, realised gains and losses and net impairment losses on investments which did not affect the statutory reserves to the extent they were not included in the deferred policyholders liability and those on shareholders' fund; in the **Non-Life segment**, all realised gains and losses and net impairment losses; in the **Financial segment**, realised gains and losses and net impairment losses on investments in subsidiaries, associated companies, joint ventures and strategic equities. The total operating result does not include non-operating holding costs such as interest expense on borrowings and costs arising from implementation of parent company stock option plans and stock grants.

**The Generali Group is one of Europe's largest insurance providers and the biggest European Life insurer, with 2010 total premium income of more than €73 billion. It is also one of the world's top asset managers with assets of over € 470 billion in 2010, and a unique real estate operator with a property portfolio of € 25 billion.**

**With 85,000 employees worldwide and 70 million clients in more than 60 countries, the Group occupies a leadership position on Western European markets and an increasingly important place in Eastern Europe and Asia.**

**The parent company Assicurazioni Generali is listed on the Milan Stock Exchange (GASI.MI, G.IM) and has an AA- Standard & Poor's rating, an Aa3 Moody's rating, an AA- Fitch rating and an A+ A.M. Best rating.**

## Economic Highlights

(€ million)	30/09/2011	30/09/2010	Third quarter 2011	Third quarter 2010
<b>Group</b>				
Gross written premiums <sup>(*)</sup>	51,326.9	53,829.3	15,474.0	15,700.4
Expense ratio	16.3%	15.4%	16.6%	16.4%
Acquisition costs / Net premiums	12.8%	12.1%	12.9%	12.8%
Administration costs / Net premiums	3.5%	3.3%	3.7%	3.6%
<b>Consolidated operating result<sup>(**)</sup></b>	<b>3,100.4</b>	<b>3,132.7</b>	<b>692.2</b>	<b>996.8</b>
<b>Result of the period</b>	<b>825.0</b>	<b>1,312.7</b>	<b>19.5</b>	<b>439.8</b>
<b>Life segment</b>				
Gross life written premiums <sup>(*)</sup>	34,385.0	37,272.0	10,542.6	10,920.8
Net cash inflows	6,496.2	12,621.7	1,677.8	3,021.0
APE	3,535.4	3,827.0	1,022.8	1,043.0
Expense ratio - life segment	11.3%	10.4%	11.9%	11.9%
Acquisition costs / Net premiums	8.9%	8.3%	9.4%	9.4%
Administration costs / Net premiums	2.4%	2.1%	2.6%	2.5%
<b>Operating result - life segment</b>	<b>1,978.1</b>	<b>2,301.8</b>	<b>314.8</b>	<b>733.8</b>
<b>Non-life segment</b>				
Gross non-life written premiums	16,941.9	16,557.3	4,931.4	4,779.6
Expense ratio - non-life segment	27.2%	27.3%	26.2%	26.0%
Acquisition costs / Net earned premiums	21.2%	21.3%	20.2%	20.0%
Administration costs / Net earned premiums	5.9%	6.0%	5.9%	6.0%
Loss ratio - non-life segment	69.4%	71.5%	70.5%	72.7%
Combined ratio - non-life segment	96.6%	98.8%	96.7%	98.7%
<b>Operating result - non-life segment</b>	<b>1,203.9</b>	<b>882.3</b>	<b>405.2</b>	<b>296.3</b>
<b>Financial segment</b>				
Cost income ratio	71.2%	69.2%	76.8%	71.0%
<b>Operating result - financial segment</b>	<b>279.0</b>	<b>277.1</b>	<b>68.4</b>	<b>74.3</b>

(\*) Taking into account premiums related to investment contracts.

(\*\*) Net of holding expenses and consolidation adjustments.

## Financial Highlights

(€ million)	30/09/2011	30/06/2011	31/12/2010
Total investments	372,273.5	375,273.4	372,073.5
Asset under management	90,262.5	91,869.1	92,980.1
Insurance provisions <sup>(1)</sup>	346,759.7	349,820.5	339,222.2
Shareholders' equity attributable to the Group	15,846.4	17,231.4	17,489.8

(1) Taking into account financial liabilities related to policies of the life segment and excluding deferred policyholders liabilities.

## BALANCE SHEET - ASSETS

	30/09/2011	30/06/2011	31/12/2010
<b>1 INTANGIBLE ASSETS</b>	<b>10,533.6</b>	<b>10,615.3</b>	<b>10,670.4</b>
1.1 Goodwill	7,424.1	7,432.5	7,415.4
1.2 Other intangible assets	3,109.5	3,182.8	3,255.1
<b>2 TANGIBLE ASSETS</b>	<b>4,839.8</b>	<b>3,626.1</b>	<b>3,796.2</b>
2.1 Land and buildings (self used)	3,057.2	3,057.5	3,211.7
2.2 Other tangible assets	1,782.6	568.6	584.5
<b>3 AMOUNTS CEDED TO REINSURERS FROM INSURANCE PROVISIONS</b>	<b>5,653.1</b>	<b>5,670.0</b>	<b>5,765.3</b>
<b>4 INVESTMENTS</b>	<b>358,013.2</b>	<b>365,128.7</b>	<b>364,315.6</b>
4.1 Land and buildings (investment properties)	13,115.1	13,139.0	12,614.1
4.2 Investments in subsidiaries, associated companies and joint ventures	2,161.7	2,217.3	2,439.2
4.3 Held to maturity investments	4,264.2	4,179.2	4,544.9
4.4 Loans and receivables	78,621.3	76,345.3	79,208.9
4.5 Available for sale financial assets	186,994.3	193,118.4	188,928.5
4.6 Financial assets at fair value through profit or loss of which financial assets where the investment risk is borne by the policyholders and related to pension funds	72,856.6	76,129.5	76,580.0
	56,789.9	60,712.1	60,637.0
<b>5 RECEIVABLES</b>	<b>12,215.6</b>	<b>13,761.1</b>	<b>11,468.0</b>
5.1 Receivables arising out of direct insurance operations	8,860.3	10,171.5	8,643.1
5.2 Receivables arising out of reinsurance operations	872.2	1,034.2	889.1
5.3 Other receivables	2,483.2	2,555.4	1,935.9
<b>6 OTHER ASSETS</b>	<b>16,862.4</b>	<b>15,670.8</b>	<b>15,424.2</b>
6.1 Non-current assets or disposal groups classified as held for sale	321.0	191.7	198.2
6.2 Deferred acquisition costs	1,941.0	1,933.0	1,885.6
6.3 Deferred tax assets	5,369.7	4,281.7	3,596.3
6.4 Tax receivables	2,651.2	2,335.8	2,626.8
6.5 Other assets	6,579.4	6,928.7	7,117.3
<b>7 CASH AND CASH EQUIVALENTS</b>	<b>17,667.1</b>	<b>13,213.7</b>	<b>10,990.3</b>
<b>TOTAL ASSETS</b>	<b>425,785.0</b>	<b>427,685.7</b>	<b>422,430.1</b>



## BALANCE SHEET - SHAREHOLDERS' EQUITY AND LIABILITIES

		30/09/2011	30/06/2011	31/12/2010
<b>1</b>	<b>SHAREHOLDERS' EQUITY</b>	<b>18,495.6</b>	<b>19,838.6</b>	<b>20,064.5</b>
<b>1.1</b>	<b>Shareholders' equity attributable to the Group</b>	<b>15,846.4</b>	<b>17,231.4</b>	<b>17,489.8</b>
1.1.1	Share capital and reserves	16,857.4	16,957.8	15,972.3
1.1.2	Reserve for unrealized gains and losses on available for sale financial assets	-1,836.1	-531.9	-184.4
1.1.3	Result of the period	825.0	805.5	1,701.9
<b>1.2</b>	<b>Shareholders' equity attributable to minority interests</b>	<b>2,649.3</b>	<b>2,607.2</b>	<b>2,574.7</b>
<b>2</b>	<b>OTHER PROVISIONS</b>	<b>1,502.3</b>	<b>1,514.8</b>	<b>1,496.5</b>
<b>3</b>	<b>INSURANCE PROVISIONS</b>	<b>327,593.1</b>	<b>333,021.9</b>	<b>329,616.3</b>
	of which insurance provisions for policies where the investment risk is borne by the policyholders and related to pension funds	45,860.4	49,717.6	49,460.9
<b>4</b>	<b>FINANCIAL LIABILITIES</b>	<b>58,803.8</b>	<b>54,749.6</b>	<b>53,894.4</b>
4.1	Financial liabilities at fair value through profit or loss	14,986.8	13,703.7	13,692.7
	of which financial liabilities where the investment risk is borne by the policyholders and related to pension funds	11,224.4	11,466.6	11,206.1
4.2	Other financial liabilities	43,817.0	41,045.9	40,201.7
	of which subordinated liabilities	6,425.1	6,438.7	6,492.9
<b>5</b>	<b>PAYABLES</b>	<b>7,842.2</b>	<b>8,317.4</b>	<b>7,650.0</b>
5.1	Payables arising out of direct insurance operations	3,663.1	4,074.0	3,917.0
5.2	Payables arising out of reinsurance operations	606.7	768.4	691.7
5.3	Other payables	3,572.4	3,474.9	3,041.3
<b>6</b>	<b>OTHER LIABILITIES</b>	<b>11,547.8</b>	<b>10,243.4</b>	<b>9,708.4</b>
6.1	Liabilities directly associated with non-current assets and disposal groups classified as held for sale	0.0	0.0	0.0
6.2	Deferred tax liabilities	5,421.0	4,071.6	3,753.3
6.3	Tax payables	1,542.8	1,792.4	1,607.1
6.4	Other liabilities	4,584.0	4,379.5	4,348.0
	<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>425,785.0</b>	<b>427,685.7</b>	<b>422,430.1</b>

## INCOME STATEMENT

	30/09/2011	30/09/2010	Third quarter 2011	Third quarter 2010
1.1	46,691.5	47,985.7	14,619.5	14,811.8
1.1.1	48,715.9	49,963.4	15,297.7	15,439.8
1.1.2	-2,024.3	-1,977.7	-678.2	-628.1
1.2	1,065.0	969.4	358.8	321.3
1.3	-4,250.0	2,709.2	-3,927.5	1,439.1
	-4,147.4	1,775.3	-3,591.9	859.4
1.4	270.9	59.6	168.8	21.5
1.5	12,308.4	11,749.2	4,096.7	3,810.8
1.6	1,698.1	1,949.3	490.5	296.1
<b>1</b>	<b>57,784.1</b>	<b>65,422.3</b>	<b>15,806.9</b>	<b>20,700.5</b>
2.1	-39,039.6	-48,798.0	-9,750.6	-15,737.5
2.1.1	-40,095.9	-50,140.6	-10,111.8	-16,228.3
2.1.2	1,056.3	1,342.6	361.1	490.7
2.2	-371.6	-324.6	-142.9	-109.0
2.3	-384.7	-12.8	-22.1	-2.1
2.4	-5,334.2	-2,948.4	-2,349.6	-781.6
2.5	-8,726.5	-8,735.0	-2,808.4	-2,872.8
2.6	-2,375.0	-2,519.7	-584.1	-519.3
<b>2</b>	<b>-56,231.6</b>	<b>-63,338.5</b>	<b>-15,657.6</b>	<b>-20,022.3</b>
	<b>1,552.5</b>	<b>2,083.8</b>	<b>149.2</b>	<b>678.3</b>
3	-499.2	-630.3	-65.6	-224.8
	<b>1,053.3</b>	<b>1,453.6</b>	<b>83.6</b>	<b>453.5</b>
<b>4</b>	<b>-0.3</b>	<b>50.9</b>	<b>0.8</b>	<b>33.9</b>
	<b>1,052.9</b>	<b>1,504.4</b>	<b>84.4</b>	<b>487.4</b>
	<b>825.0</b>	<b>1,312.7</b>	<b>19.5</b>	<b>439.8</b>
	<b>227.9</b>	<b>191.7</b>	<b>64.8</b>	<b>47.6</b>