

# ANNUAL GENERAL MEETING 2025

## GROUP CFO' SPEECH CRISTIANO BOREAN

Trieste, 24<sup>th</sup> April 2025

Thank you Philippe, thank you Chairman Sironi.

Good morning everybody.

As usual, in this speech I'm presenting to you the main performance of the Group and the Parent Company Generali, whose Financial Statements we are submitting for your approval today.

As already anticipated by Philippe, we are enthusiastic to welcome you in person here in Trieste, the city where our long history began. In 2024, Generali achieved excellent results and successfully executed the 'Lifetime Partner 24: Driving Growth' strategic plan, overdelivering against our financial targets. This achievement is even more significant if we consider the difficult external context of recent years.

### **Key Group Indicators: Volumes**

The gross written premiums reached 95.2 billion EUR, increasing significantly by 14.9%, thanks to strong growth in both Life and P&C segments.

Gross written premiums in Life grew significantly to 61.4 billion EUR (+19.2%) driven by strong performances across all business lines.

The protection line confirmed its healthy growth trajectory (+9.7%) in all main countries. The saving line improved substantially (+23.3%), mostly thanks to the performance in Italy, France and Asia. The Unit-linked line recorded strong growth (+23.2%), led by Italy, France and Germany.

The P&C gross written premiums grew to 33.8 billion EUR (+7.7%) due to the performance of both business lines.

Non-motor was up 6.6%, achieving growth across all main areas in which the Group operates.

The motor line rose significantly by 10.5%, across all the main areas, specifically thanks to the positive performance in Central Eastern Europe, Germany, Italy and Argentina. Excluding the contribution from Argentina, a country impacted by hyperinflation, motor line premiums increased by 6.6%.

Life Net inflows returned to robust positive net collection in 2024 reaching 9.7 billion EUR. The protection and unit-linked lines recorded positive net inflows, respectively growing to 5.2 billion EUR and to 5.8 billion EUR. Net outflows

from savings and pension, equal to -1.3 billion EUR, improved significantly from -10.2 billion EUR at FY2023 also benefitting from the commercial actions implemented since 2023 and the improvement in the lapse trend.

The Group's Total Assets Under Management grew importantly to 863 billion EUR (+31.6%), thanks to positive net inflows and the consolidation in 2024 of Conning Holdings Limited, which contributed with 164 billion EUR at the end of the year.

### **Key Group Indicators: Profitability**

The results confirm the excellent Group performance, with a record operating result in continuous growth to 7,295 million EUR (+8.2%), thanks to the positive development of Life (+6.6%), P&C (+5.1%) and Asset & Wealth Management (+22.6%), reflecting the diversification of profit sources.

The New Business Margin on present value of new business premiums stood at 4.60% (-1.19 p.p.). After neutralising a pure accounting effect of French protection business, the reduction would have been limited to about -0.9 p.p., reflecting the effect of the commercial initiatives in Italy, the decrease in interest rates and other minor effects.

The undiscounted combined ratio improved to 95.9% (96.7% at FY2023). The undiscounted current year loss ratio (excluding nat-cat) improved by 1.4 p.p., which reflects the pricing and technical actions implemented since 2023.

The expense ratio improved to 28.8% (-0.3 p.p.), including the consolidation of Liberty Seguros.

The reported Combined Ratio, which includes the discounting effect, stood at 94.0% (unchanged compared to FY2023), despite a lower current year discounting benefit reflecting the decline in interest rates and a lower prior year development.

The Asset & Wealth Management operating result grew significantly to 1,176 million EUR, thanks to the strong contribution of Banca Generali at 560 million EUR and the growing Asset Management result at 616 million EUR, which benefitted from the consolidation of Conning Holdings Limited.

The operating result of the Holding and other businesses segment was -536 million EUR (-415 million EUR FY2023), mainly due to lower intragroup dividends.

The non-operating result was -1 billion 255 million EUR ( -1 billion 125 million EUR in 2023), with lower net realized gains partially offset by a reduction in restructuring costs. The comparative result at the end of 2023 had also benefitted from the sale of Generali Deutschland Pensionkasse and of the Cattolica joint ventures.

The net result therefore amounted to 3,724 million EUR (3,747 million EUR at FY2023).

The adjusted net result achieves the record level of 3,769 million EUR (+5.4%). This was primarily thanks to the improved operating result, which benefitted from diversified profit sources.

The Net Holding Cash Flow rose to 3,761 million EUR (2,936 million EUR at FY2023), mainly due to growing remittance.

### **Key Group Indicators: capital and assets**

The Group confirmed its solid capital position, with the Solvency Ratio at 210% (220% at FY2023), primarily reflecting the acquisition of Liberty Seguros and the 500 EUR million share buyback programme completed in 2024.

The Group's shareholders' equity increased to 30,389 million EUR (+4.9%), thanks to the net result for the period, partially offset by the 2023 dividend payment and the abovementioned share buyback.

Emphasising the solidity of our cash and capital position, both an increase in the dividend per share and a share buyback plan to be launched in 2025, will be submitted for your approval today, the latter also subject to the relevant regulatory approvals.

### **Summary of Parent Company results**

In the second part of the speech, I'm going to illustrate the main economic and financial indicators of the Parent Company.

Gross written premiums amount to 6 billion 260 million EUR, up by 7.6%. The increase is attributable to the performance of the P&C segment (+12.2%) which mainly benefits from the new reinsurance accepted from Group companies and, to a lesser extent, from further development in the travel insurance line of the New York Branch as well as from the growth in the Employee Benefits line of the Hong Kong Branch. Gross written premiums in the Life segment slightly decreased (-4.6 percent), mainly due to accepted business.

The net profit for the period amounted to 3 billion 690 million EUR, up considerably compared to the previous year (+155.1%). This increase is characterized by a steady rise in the profit from ordinary operations to 3 billion 460 million EUR, primarily due to greater dividends from the subsidiaries. It is recalled that the comparative data at the end of 2023 reflected the repayment of a subordinated loan by Generali Italia to the Parent Company as an equivalent alternative, for cash remittance, to a dividend payment.

### **Parent Company: main balance sheet indicators**

The shareholders' equity stood at 19 billion 74 million EUR, up by 5.4 percent with the positive contribution of the profit for the period. This more than offsets the payment of the dividend from the 2023 result and the purchase of own shares for subsequent cancellation in the framework of the 2022-2024 strategic plan, as well as own shares to service long term incentive plans.

Total assets rose by 6.5 percent to 57.6 billion EUR. Net technical reserves increased to 11.7 billion EUR, mainly due to the new reinsurance accepted directly by the Parent Company related to the Global Corporate & Commercial segment and by the Luxemburg Branch.

External debt amounted to 10.9 billion EUR (+7.7%). The change is mainly attributable to the replacement of Genertel S.p.A. with the Parent Company as issuer of a subordinated loan with a nominal value of 500 million EUR, as well as to debt refinancing transactions executed in 2024.

Finally, the solvency position is confirmed solid at 269.7% (270.5% at FY2023).

As Philippe already mentioned, the dividend we propose for your approval is equal to 1 Euro and 43 Cents per share (+11.7%), resulting in a total maximum pay-out of 2 billion 172 million EUR.

In addition, we are submitting today for your approval a share buyback of 500 million EUR, also subject to the relevant regulatory approvals.

This confirms the Group's continuous focus on increasing shareholder remuneration supported by very positive results and a strong cash and capital position.

## **Conclusion**

Ultimately, the results achieved in 2024 confirm Generali's excellent performance with:

- further growth in premiums, thanks to significant increase in Life and P&C segments;
- record operating and adjusted net results;
- growing cash generation and solid capital position.

Thanks to all of this and confirming the Group's focus on increasing shareholder remuneration, we are submitting for your approval a proposal for a double-digit growth in dividend per share and a share buyback of 500 million EUR.

With these results Generali successfully brings the 'Lifetime Partner 24: Driving Growth' strategic plan to a close. The Group is now fully focused on accelerating its pursuit of excellence underlying our ambitious new 'Lifetime Partner 27: Driving Excellence' plan.

Finally, I also want to address all our people for the commitment, dedication and heart again shown in 2024. To them, who are the true strength of our Lion, and their families, I express my most sincere thanks.

Thanks for your attention, I will now hand the floor back to the Chairman Sironi.