

The Future

belongs to those
who can see it



We're not a traditional insurer.

We call ourselves REVO, as in revolution, and we're the insurer that wants to change the rules of the game.

REVO is the only Italian operator focused on special lines of business and parametric risks for SMEs, the backbone of the Italian economy. A new player with the ambition of growing abroad in the medium term.

>200

REVO people
(average age < 40)

>70

Underwriters

1 Team

Data Scientists

>110

Agencies in Italy

70

Brokers operating in the
Specialty and Parametric business

REVO Underwriting

MGA fully owned by REVO

Business

Specialty Lines
Parametric Solutions

Vision

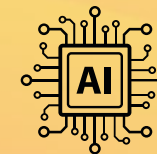
Breaking the boundaries
of traditional insurance

Mission

Making insurance simpler
to enhance our customers' future

Values

Revolution, Simplification,
Determination, Innovation



We are a TechInsurance company that leverages AI, blockchain, NLP, and databases



OVERX
proprietary technology platform



Team

Entrepreneurial spirit
Excellence expertise across all aspects of the business
Many years of experience in large international insurance groups



Operational efficiency

Better level of service than the rest of the market
Transparency of coverage with improved customer experience
Lower costs per unit of risk as a result of simple, digital and automated processes



Distribution

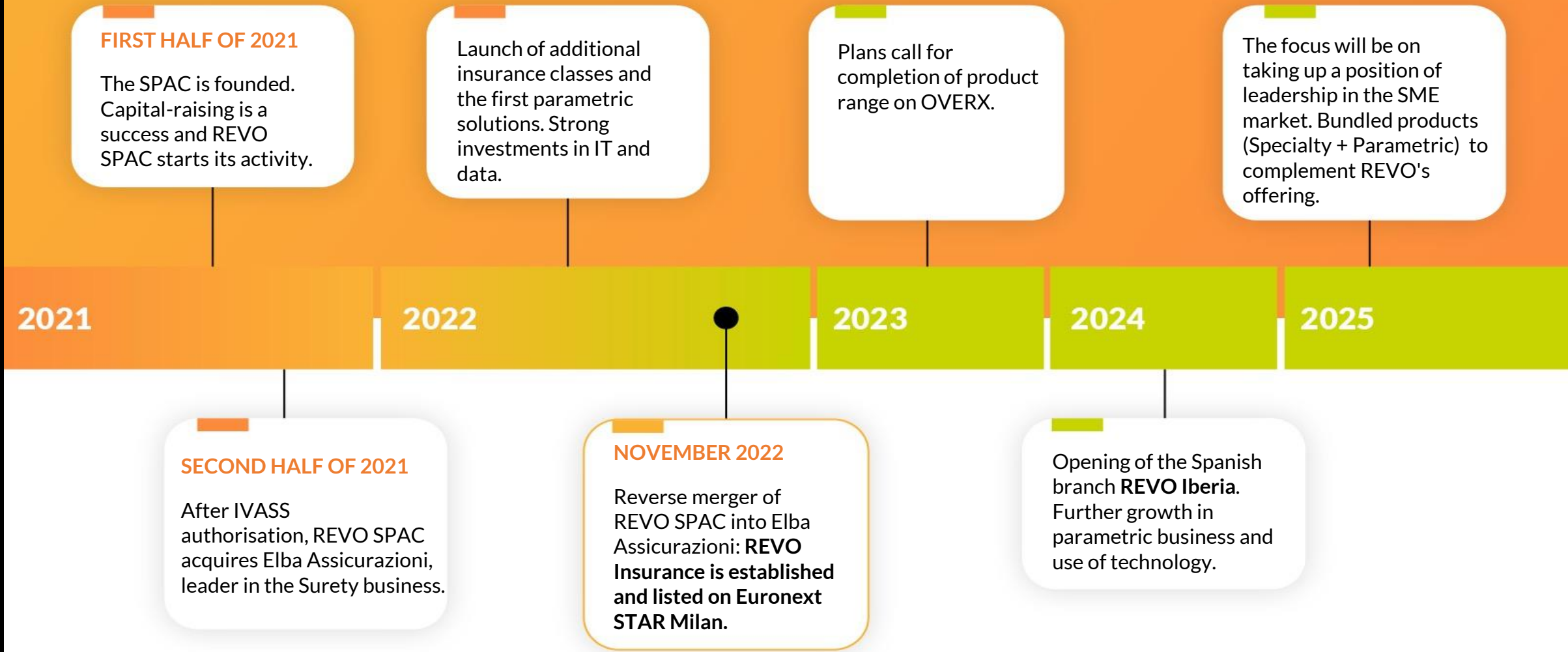
Brokers and agents of third-party insurance companies
Direct link to commercial platforms
Openness to innovative digital channels
No proprietary physical distribution channels



Proprietary technology OVERX

Native digital business model with no legacy
Digital cloud platform with wide access to public and private data and information
Automation of the analysis process
(AI, sophisticated pricing tools, simplification)

The past builds the future: REVO's story is already written in its project.



Why REVO is different.

1

Specialty lines

We strive to become the Specialty insurer of choice for the Italian market thanks to:

- development of a single underwriting strategy, leveraging our extensive expertise;
- the strength of our innovative and flexible distribution model;
- a rapid, customised and solution-oriented approach.

2

Parametric solutions

We have reversed the traditional way of doing insurance: it's no longer the business that fits the policy, but it's the policy that fits the business.

The starting point is always the need of each customer, and the solution is custom-built.

We are the first to adopt this approach: data analysis, oracles, automatic reimbursement, blockchain and simplified contracts are at the heart of our value proposition.

3

OVERX

Our proprietary, flexible and innovative platform is the enabling tool for connecting to new digital platforms.

OVERX is a cloud-based digital ecosystem with extensive access to public and private data and information, enabling a natively digital business model with no legacy. The analysis process is automated, sophisticated, but simple.

Specialty Lines

REVO aims to become the reference Specialty insurer for SMEs, operating with specific expertise and offering solutions dedicated to large companies and professionals too.

The pillars of our underwriting strategy

DATA-
DRIVEN
APPROACH

TAILOR-
MADE
OFFER

BUNDLED
SOLUTIONS

ESG
FACTORS IN
THE PRICING
PROCESS

A comprehensive range for every need

REVO's journey began with the acquisition of Elba Assicurazioni, leader in the surety business and guarantees sector. Today our range covers a wide range of special risks.



ASSET

Fire
Theft
Technological risks
Aviation
Ships
Weather risks in
agriculture
Freight transport
Fine art
Land vehicles



FINANCIAL RESOURCES

Third-party and worker
liability
Product liability
Pollution liability
Professional liability
Indirect damages
Directors & Officers
Cyber-risk
Surety
Contingency coverage



HUMAN CAPITAL

Accident
Sickness cover

OVERX

A proprietary platform that brings underwriting expertise together in a single digital environment:

- It generates modular, tailor-made solutions using an advanced algorithm.
- It makes it possible to model individual products with the present cover, fostering broker autonomy.
- It allows to price the risk by self-configuring the related insurance contract.

Parametric Solutions

We are the first player in the parametric solution market: a new insurance solution that shifts attention from the concept of damage to that of event.

Whenever a given event takes place, it is reported and certified by an independent third-party source: the oracle. The use of oracles has a twofold value:

- they support actuaries in the pricing process through the analysis of historical data;
- they report if the trigger event occurs in real time.

The amount agreed in the policy is settled automatically and quickly through the OVERX platform, with blockchain technology providing complete security.

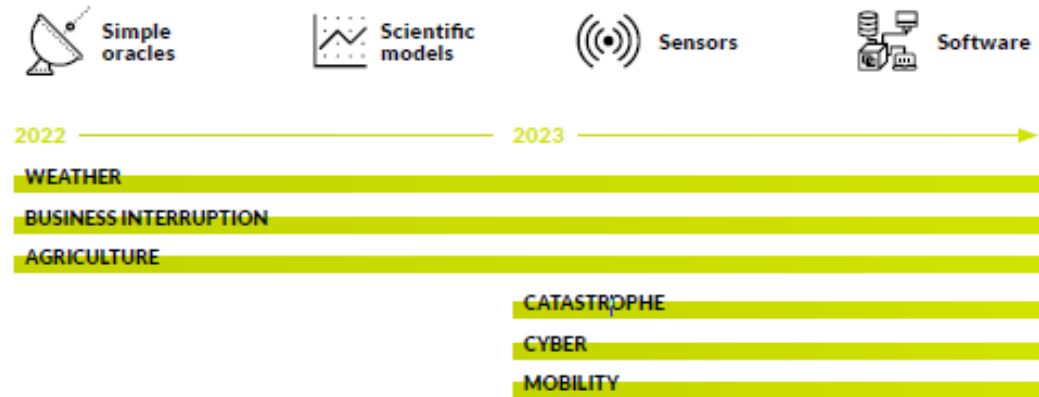
Success factors

- Data and information
- Technology
- Distribution models
- Culture
- No legacy in technology and distribution

Advantages of REVO

- Automatic compensation
- Simple contract terms
- Certainty of settlement
- Extensive use of data
- High scalability
- Low cost and transparency
- Synergies with specialty world

Technology and product plan



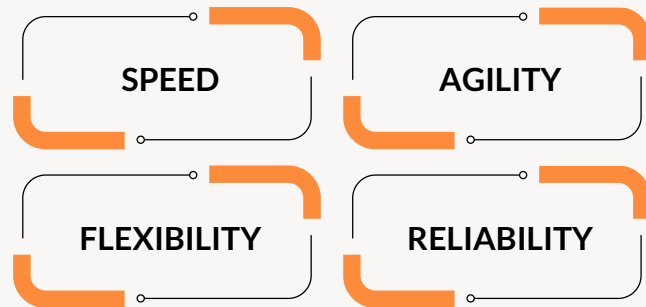
REVO is potentially able to cover any risk that can be certified by a third party.



OVERX is a unique platform on the market based on proprietary technology: the enabler of the insurance and technical experience of the REVO team.

It enables automated processes and rapid contract delivery with twofold benefits: **tailor-made policies** for the customer, with **time savings** and **efficiency** for partners.

Benefits of OVERX in short

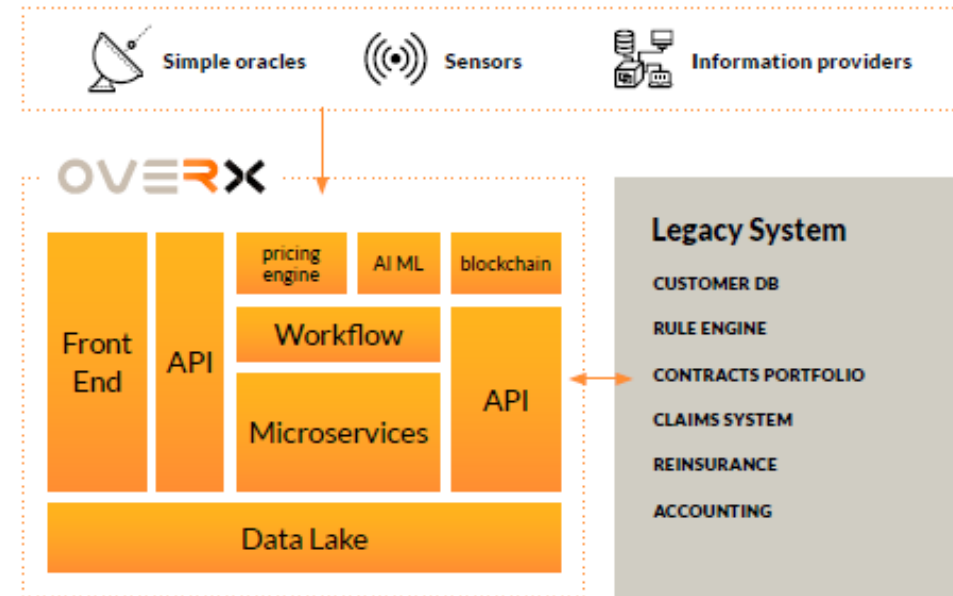


Key factors

Cloud architecture with extensive use of APIs to integrate partners' front ends
Artificial Intelligence and Natural Language Processing to interpret email texts and automate information exchange

Mass use of **data** to automate data collection and speed up pricing
"No-code" product engine
Blockchain and smart contracts for parametric products

OVERX architecture is built to leverage data



An innovative distribution model

REVO offers a flexible, multichannel model distinct from that of other insurers because it hasn't any kind of legacy.

The REVO distribution model is constantly expanding: in addition to the consolidation of the historical agency network and agreements with brokers, OVERX technology makes it possible to interface with the marketplace and platforms of B2C services.

REVO Underwriting

A managing general agent (MGA) fully owned by REVO: the first point of contact for brokers and agents who aspire to join the REVO network.



An agents' network dedicated to Specialty Business

Consolidation of the current agents' network and scouting of new specialised agencies



Distribution agreements with global and large brokers and specialised agents

More than 40 direct partnerships without double intermediation



MGA dedicated to the agents and Intermediaries network for the development of niche business

A new REVO MGA and partnership with 5-10 MGAs focused on the specialty market



Direct link to new distribution platforms

Flexibility of OVERX as enabler of connection to new digital platforms

Business Plan and Target Market

2025 TARGET

Key targets	2025
GWP	~ € 300 MIO
Operational ROE	> 18 %
Solvency II ratio	180 % - 200 %
Dividend	from net profit 2023



**Operational
efficiency**



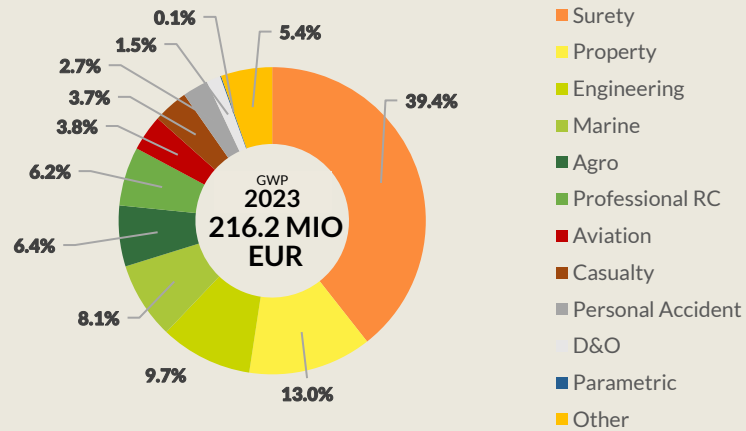
Team



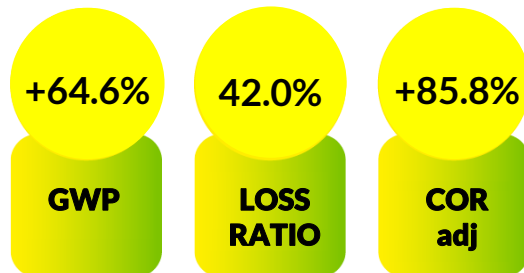
OVERX

Results and growth trend

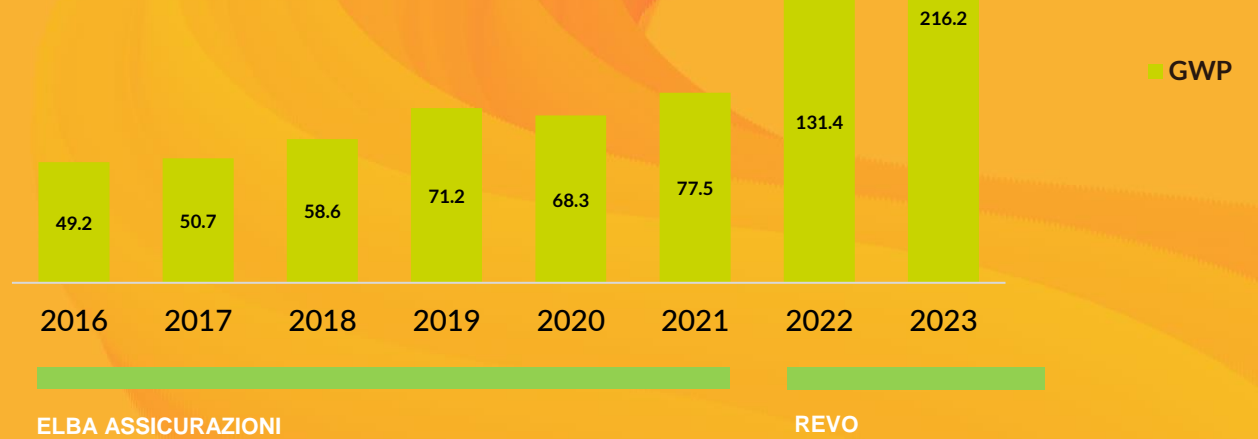
Premiums breakdown by job



KPI
FY 2023



REVO Insurance: a path of growth



REVO Insurance - IFRS

Accounting data €	FY 2023	FY 2022
GWP	216,239	131,388
Net Income Adjusted	14,800	10,753
Main regulatory ratio		
Group Solvency II Ratio	212.0%	269.3%

Data as of 31.12.2023

Share Ownership

COMPOSITION



- 76.093 % Free Float
- 6.899 % Fondazione Cariverona
- 6.824 % SCOR SE
- 6.824 % Vittoria Assicurazioni S.p.A.
- 3.36 % Own shares

RATING

STANDARD & POOR'S

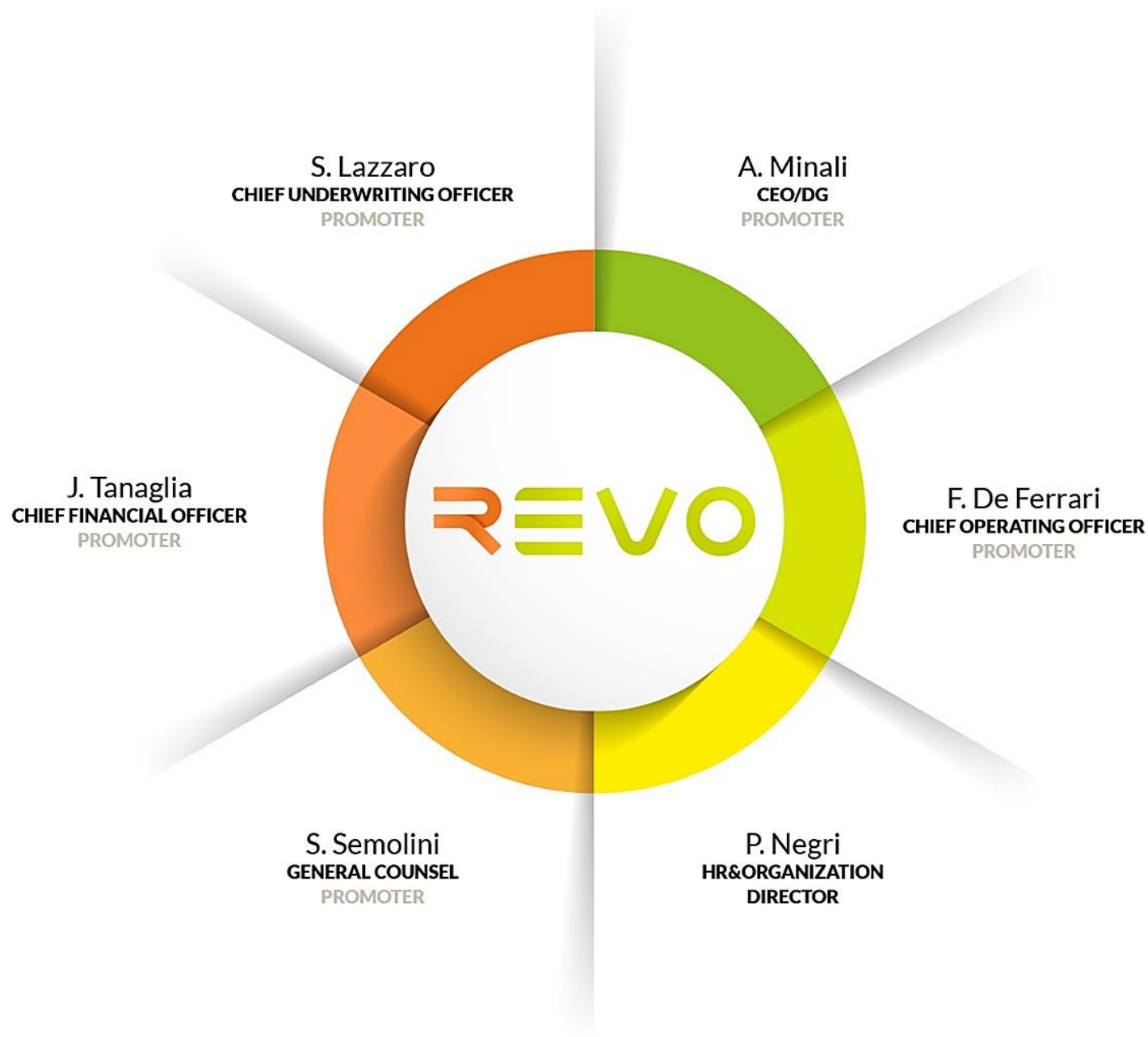
A- Stable

SOLVENCY II

SOLVENCY II RATIO

212.0 %

Management Team



Corporate Governance

BoD Member	Position	Independence according to D.Lgs. 58/1998 (TUF)	Independence according to Corporate Governance Code	Internal Control and Risk Committee	Appointments and Remuneration Committee	Related Parties Committee	Environmental, Social and Governance (ESG) Committee
Antonia Boccadoro*	Chairwoman	Yes	Yes				✓
Alberto Minali	Chief Executive Officer	No	No				✓
Ezio Bassi*	Director	Yes	Yes		✓		✓
Elena Biffi*	Director	Yes	Yes	✓		✓	
Claudio Giraldi	Director	Yes	Yes	✓	✓		
Elena Pistone*	Director	Yes	Yes		✓	✓	✓
Martino Meneghini	Director	Yes	Yes	✓		✓	

* Committee Chairman

Antonia Boccadoro
Chairwoman of Environmental, Social and Governance Committee

Elena Pistone
Chairwoman of Related Parties Committee

Ezio Bassi
Chairman of Appointments and Remuneration Committee

Elena Biffi
Chairwoman of Internal control and Risk Committee



43% of the BoD is represented by women

REVO

WWW.REVOINSURANCE.COM