Consolidated Results as at 30 June 2024

REVO Insurance Group

Verona, 6 August 2024

REVO

01

Strategic update

01 Strategic update

Main corporate events 1 H 2024

REVO continues apace with the rollout of its Business Plan:

- **Increase in premiums generated by the broker channel** (50% of total GWP) and by REVO UW relationships**;**
- **Enhancement of the offer** with new products;
- **The number of parametric policies more than tripled** compared with the first half of 2023;
- Continued **investment in technology**, with the launch of projects in the field of **artificial intelligence**;
- **Release of new OverX modules**, with significant operational benefits for intermediaries and end customers;
- Continued recruitment initiatives with the inclusion of **new roles in the areas of Underwriting and Data & Artificial Intelligence**;
- **S&P** rating upgrade **from "BBB+ positive" to "A- stable"** and confirmation of **Standard Ethics EE (strong) rating;**
- Analysis undertaken in preparation for the finalisation of the first **ESG Strategic Plan** planned for the end of the year;
- Expansion of the REVO Iberia team with the appointment of **heads of Operations, Market Management and Suretyship.**

02

Consolidated Results as at 30 June 2024

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MAIN KPIs - IFRS 17

Gross written premiums in the third quarter of €153.1 million (up 52.5% compared with the same period of 2023)

	IFRS 17		
	1H 2024	1H 2023	Δ
Insurance revenues	105.1	65.2	+ 61.1%
Adjusted operating profit [1]	16.8	13.2	+ 27.4%
Net profit	9.4	6.3	+ 49.6%
Adjusted net profit [1]	11.2	8.1	+ 38.8%
Gross loss ratio [2]	29.4%	31.1%	- 1.7 p.p.
Combined ratio [3]	84.9%	81.2%	+3.7 p.p.

Adjusted OPA
208.5%

Solvency II ratio of 200.4%, in line with the Plan's ambitions

1 - Adjusted IFRS 17 = including recurring investment income and expenses and commissions paid by REVO Udw to the network, excluding depreciation of tangible assets, settlement of severance indemnities, one-off costs, costs for financial debts, VoBA and LTIP.
2 - Gross loss ratio IFRS 17 = (gross claims incurred by direct and indirect business) / (gross insurance revenue before commissions and VoBA)
3 – Combined ratio IFRS 17 = (Costs of insurance services provided + reinsurance result) / (Insurance revenues before VoBA)

02 Consolidated Results as at 30 June 2024

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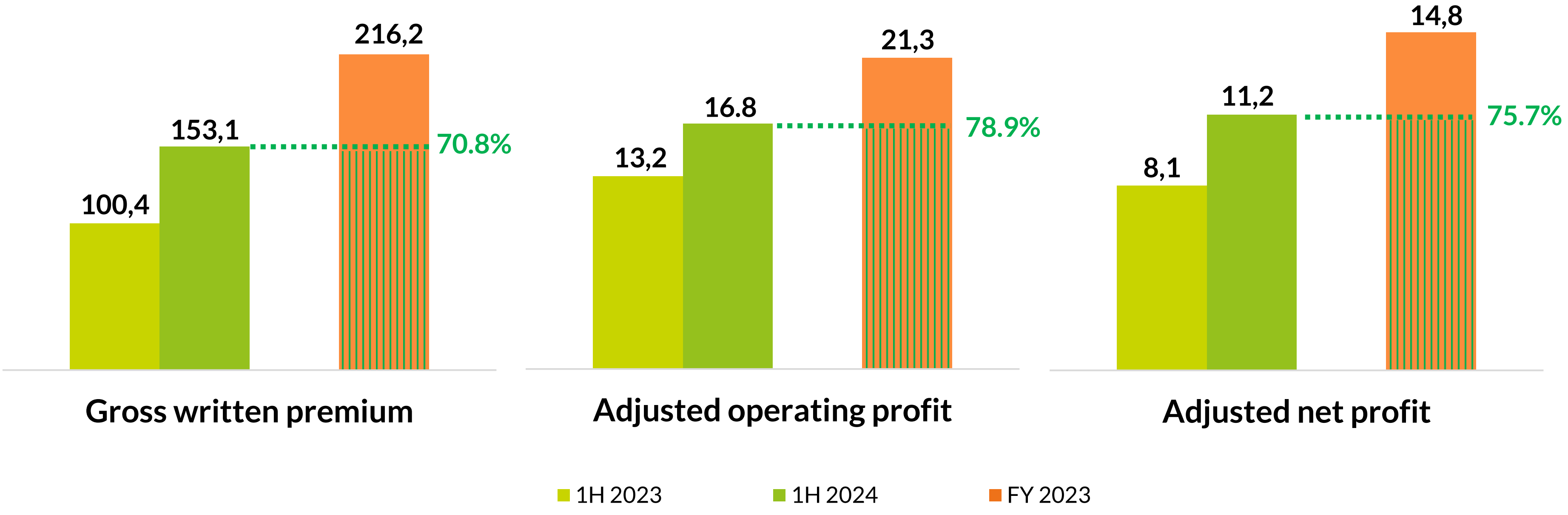
Progress of key REVO economic KPIs – IFRS 17

The first half of 2024 was very solid in terms of numbers, not only compared to the same period in the previous year, but also in terms of the numbers generated during the entire 2023 financial year



Progress is becoming evident in all the main plan KPIs: REVO has entered an operational growth phase

02 Consolidated Results as at 30 June 2024

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1H 2024 top line trend – Breakdown by LoB

Gross premiums written at 30 June 2024 of €153.1 million, suretyships at approximately 28.6%

LoB	1H 2024	%	1H 2023	%	Δ
Suretyship	43,750	28.6%	40,363	40.2%	+8.4%
Property	30,578	20.0%	11,164	11.1%	1.7 x
Marine	13,423	8.8%	6,035	6.0%	1.2 x
Engineering	10,817	7.1%	10,085	10.0%	+7.3%
Prof. Indemnity	9,482	6.2%	4,540	4.5%	1.1 x
Agro	8,447	5.5%	13,585	13.5%	-37.8%
Aviation	7,000	4.6%	1,525	1.5%	3.6 x
Casualty	5,836	3.8%	2,286	2.3%	1.6 x
Land Vehicles	5,575	3.6%	446	0.4%	11.5x
Personal Accident	5,377	3.5%	3,812	3.8%	+41.1%
D&O	2,439	1.6%	1,734	1.7%	+40.7%
MedMal	2,429	1.6%	-	-	-
Parametric	220	0.1%	138	0.1%	+59.4%
Other	7,698	5.0%	4,648	4.6%	+65.6%
Total	**153,071**	**100.0%**	**100,361**	**100.0%**	**52.5%**

Growing suretyships (accelerating in the second quarter);

Opportunities **in Property** seized;

Progress in **Marine** (including post-reform);

Greater selection in **Agro**;

Significant underwriting of Avio policies;

Exposure to **MedMal niches**;

Pieces tripled in Parametric.

The broker channel has now reached approximately 50% of the total production

02 Consolidated Results as at 30 June 2024

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IFRS 17 operating performance

Impact[1] on insurance revenues before commissions and VoBA

	HY 2024	HY 2023	Δ p.p.
Loss Ratio	29.4%	31.1%	-1.7
Acquisition Ratio	16.9%	18.0%	-1.1
Cost Ratio	21.3%	24.6%	-3.3
Incidence of reinsurance	17.3%	8.7%	-8.6

All key profitability ratios are improving vs 1H 2023:

- **Loss ratio** decreasing despite a sluggish 2023 (positive current trend)
- **Overall acquisition ratio** further declining, partly due to increased exposure to the broker world
- **Cost ratio** significantly improving, in continuity with FY 2023

Main factors driving the increase in reinsurance incidence:

- Lower revenues due to a **review of commissions** in July 23 (impact 3.2 p.p.)
- **Increased premium assignment**, including for the use of additional hedges (tactical opportunities in the property market), with costs in excess of 3.8 p.p.

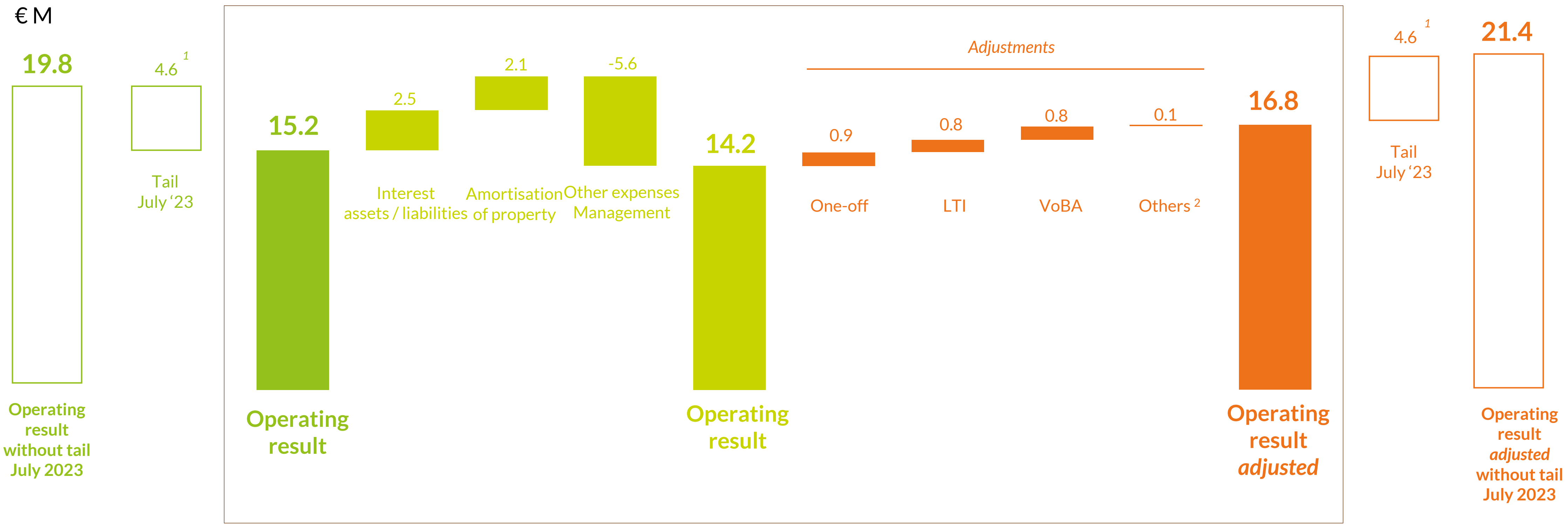
Half-year figures include a further strengthening of the IBNR reserve by € 3.5M

1 –For the definition of indicators, see the relevant section of the presentation

02 Consolidated Results as at 30 June 2024

IFRS 17 results

Adjusted operating profit component



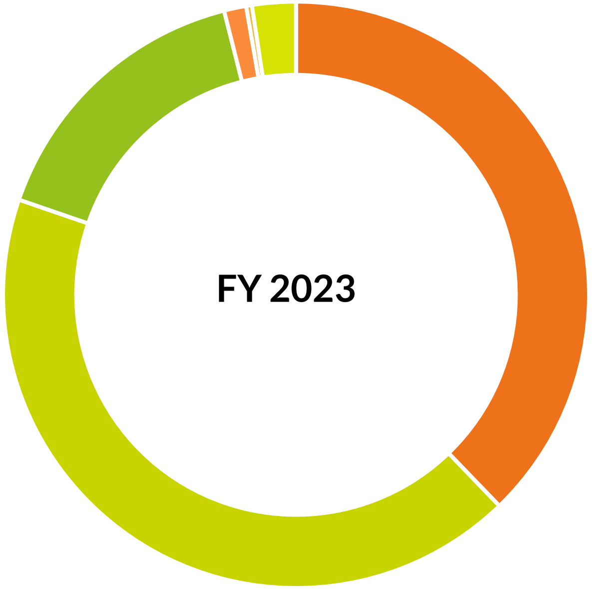
Adjusted net profit of €11.2M

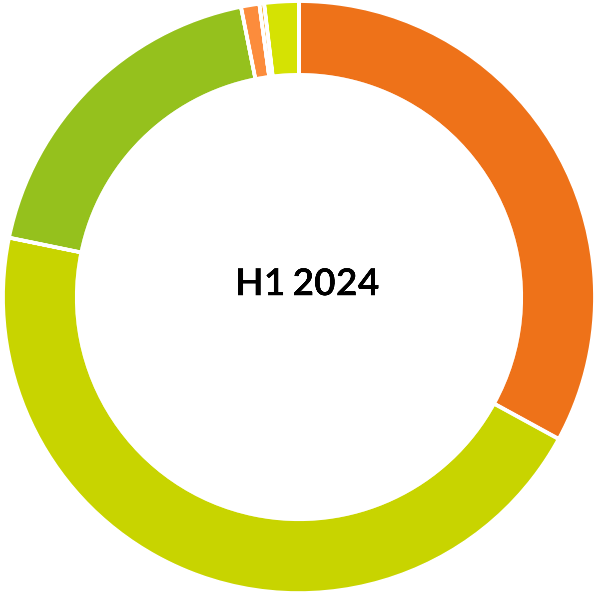
1 – Impact of lower reinsurance fees on the 2023 treaty of approximately €4.3M, plus reinstatement premium costs of €0.3M. The claims for July were fully ceded.
2 – Severance indemnities, tangible assets depreciation (non-IFRS 16), interest on loan.

02 Consolidated Results as at 30 June 2024

Investment portfolio – comparison with FY 2023

Further reduction in domestic government bonds (-4.9 p.p.) with high average portfolio rating





- Italian government bonds
- Non-Italian government bonds
- Corporate bonds
- Units in Funds
- Equity interests
- Cash

Duration

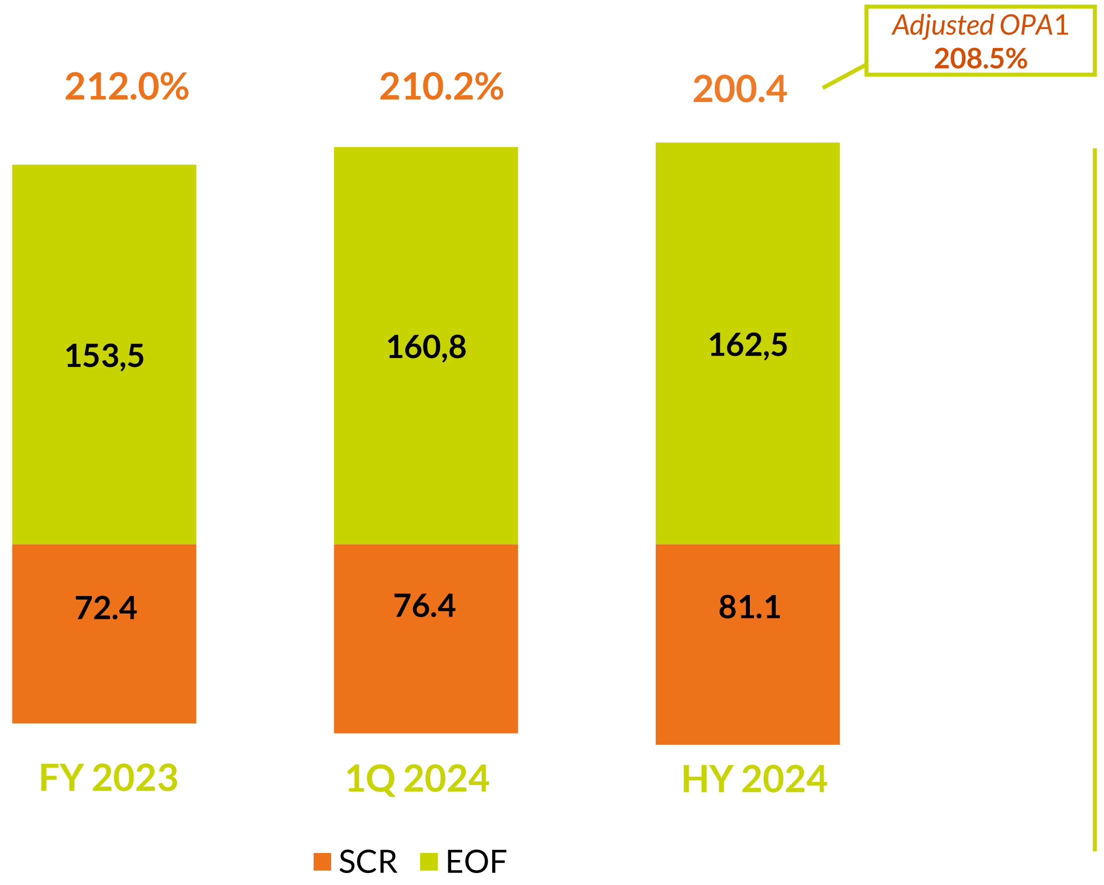
Assets	2.1
Liabilities	2.6

- Continued decline in **Italian government bonds** (32.8% vs 37.7%)
- Further **diversification** vis-à-vis **core** (45.1% vs 42.3%)
- **Corporate bonds up** (18.6% vs 15.8%), 3.1% of which are highly-rated covered (vs 1.4%)
- **Low Portfolio Duration** 2.1 years (vs 2.0)
- **Weighted Duration Gap** stable +1.3
- **Average rating** of portfolio **A**
- **Ordinary income** from the investment portfolio of €2.8M

02 Consolidated Results as at 30 June 2024

Group Solvency II ratio

Group Solvency II ratio of 200.4%



SII sensitivity ratio as at 30 June 2024

+ 50 bps risk free	**- 1.8 p.p.**
- 50 bps risk free	**+ 1.8 p.p.**
+ 50 bps Corporate spread	**- 0.4 p.p.**
+ 50 bps BTP spread	**- 0.6 p.p.**

Ratio highly resilient to market changes

1 – Solvency II ratio as at 30 June 2024 net of voluntary takeover buyback between May and June 2023 (impact of -8.1 points)

03

Indicators

03 Indicators

Definitions and main calculations

Gross loss ratio – IFRS17

A profitability indicator calculated as the ratio of claims-related expenses gross of reinsurance and insurance revenues gross of commissions and VoBA.

Gross combined ratio – IFRS17

A profitability indicator calculated as the ratio of the sum of the costs of insurance services issued and the result of reinsurance and insurance revenues gross of VoBA.

Gross cost ratio – IFRS17

A profitability indicator calculated as the ratio of total operating expenses net of amortization of intangible assets + other operating income/expenses and insurance revenues gross of commissions and VoBA.

Gross Acquisition Ratio – IFRS17

A profitability indicator calculated as the ratio of total purchase commissions to insurance revenues before commissions and VoBA.

Reinsurance cost incidence - IFRS17

Incidence of insurance revenues and expenses from reinsurance cessions and insurance revenues before commissions and VoBA.

VoBA

The Value Of Business Acquired represents the goodwill paid to acquire portfolios, the amount of which is determined by estimating the present value of the future profits of the policies in place at the time of acquisition. It consists of the difference between the carrying amount of technical provisions net of reinsurance, valued in accordance with IFRS 4 and the corresponding fair value. The VoBA is amortised on the basis of the actual life of the contracts acquired.

LTIP

The Long Term Incentive Plan is a three-year plan for a portion of the company's staff; it recognises variable share-based remuneration on reaching certain strategic objectives.

03 Indicators

Definitions and main calculations

Operating profit– IFRS17

The ordinary measure of profitability that, starting from the result of insurance services:

- includes investment income and expenses, exclusively related to accrued coupons and issue and trading differences (and therefore, write-backs and value adjustments and gains/losses on disposals are excluded, as they are non-recurring);
- includes management expenses not directly attributable to insurance contracts;
- includes costs of LTIP incentive plans;
- excludes costs related to the amortisation of intangible assets included in the insurance result.

Adjusted operating profit – IFRS17

Ordinary profitability measure which, starting from the operating result:

- excludes extraordinary costs or one-off projects;
- excludes costs of LTIP incentive plans;
- excludes VoBA depreciation and amortisation costs;
- excludes costs relating to payment of the agency severance indemnity provision, which are typically non-recurring;
- excludes the depreciation of tangible assets over the period;
- excludes possible costs for financial debts.

03 Indicators

Definitions and main calculations

Adjusted net profit – IFRS17

Ordinary net result which, starting from net profit:

- excludes extraordinary costs or one-off projects;
- excludes costs of LTIP incentive plans;
- excludes VoBA depreciation and amortisation costs;
- excludes write-backs and value adjustments and gains/losses from investments;
- excludes the depreciation of tangible assets over the period;
- excludes costs relating to payment of the agency severance indemnity provision, which are typically non-recurring;
- excludes possible costs of financial debts;
- includes the tax effect arising from the above adjustments.

Thank you.

REVO

2024