



## Italmobiliare Capital Market Day



**Andrea Sabia**

**Founder and CEO of Bene Assicurazioni since 2016**

Previously founder and CEO of Tua Assicurazioni (now part of Allianz Group)

30 years of experience in the insurance industry

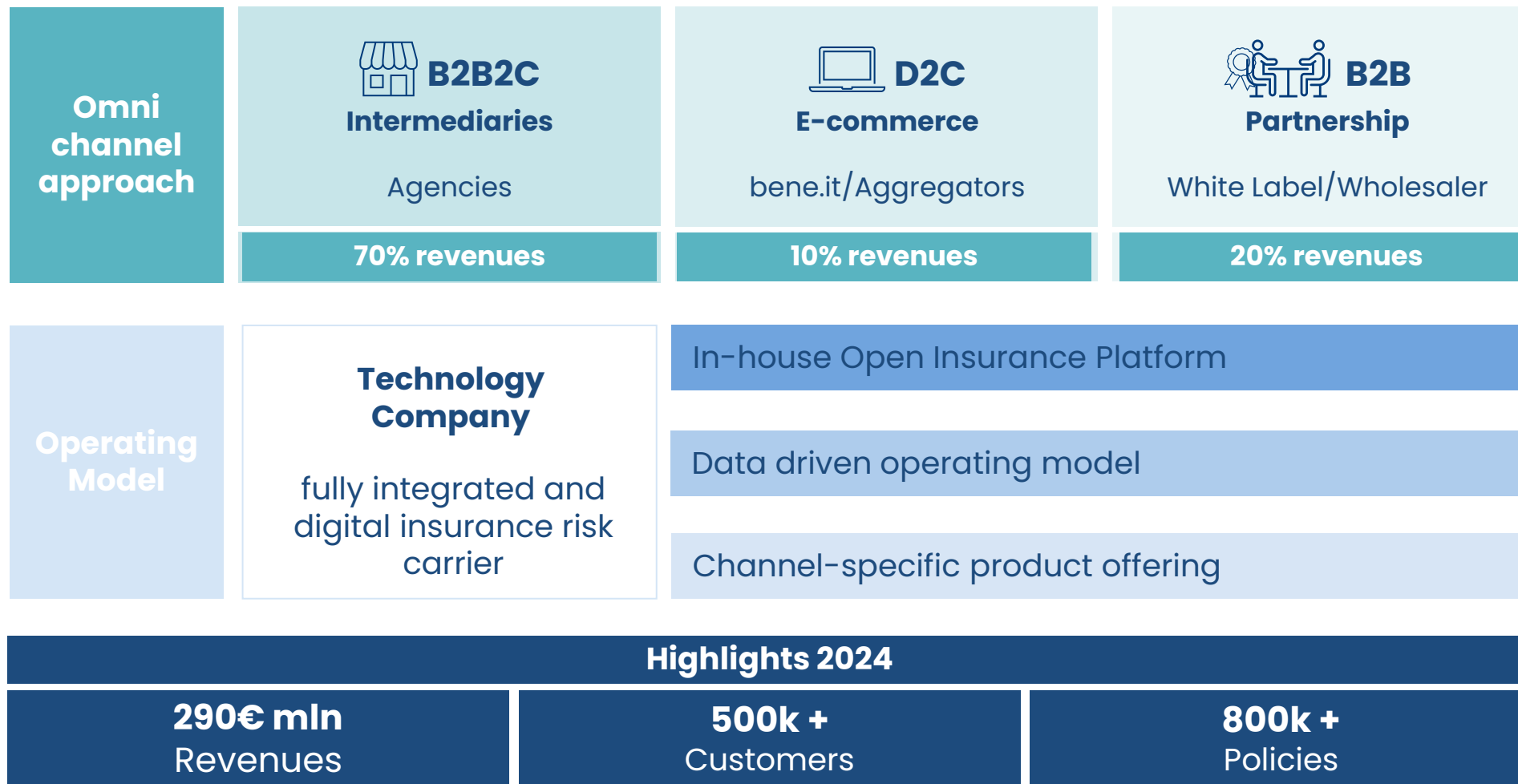


Bene Assicurazioni S.p.A. – Società Benefit

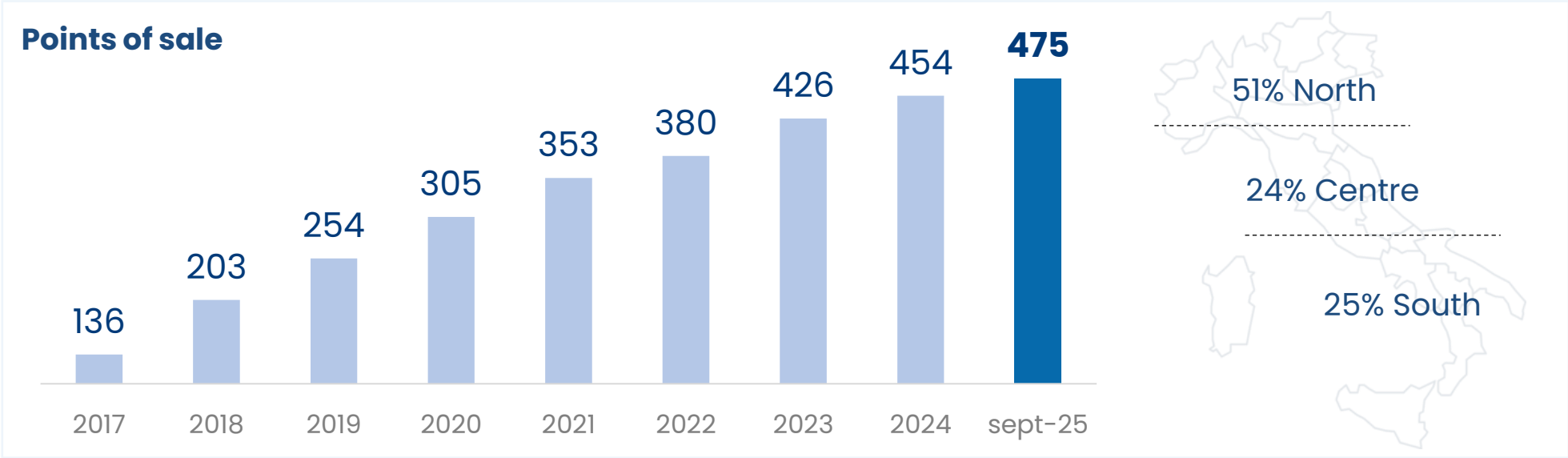


# Bene Assicurazioni at a glance

## A rising star in the insurance market



# Agency network development



**Key success factors**



Channel  
Trust driven



Digitally enabled



Focus on small  
urban areas

**Target customers:** families, professionals and small business

# Innovative products

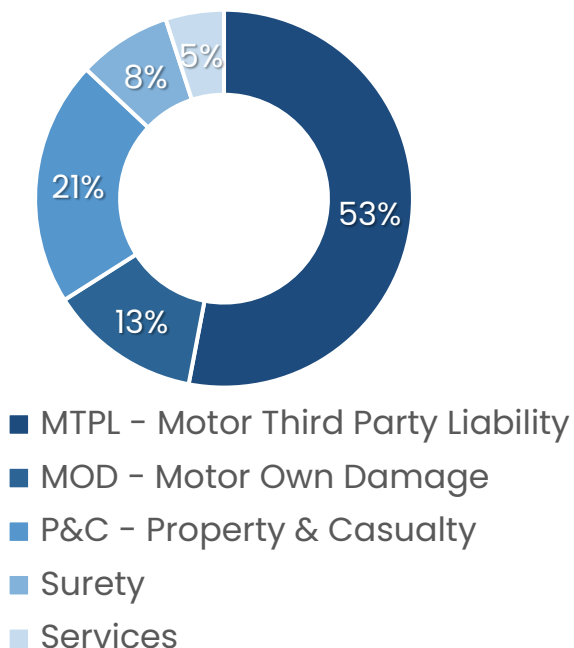
## Focused on retail business

Mobility
<ul style="list-style-type: none"> <li>• Cars &amp; Vans</li> <li>• Autofit</li> <li>• Standard Motor Ins. Policy</li> <li>• Travels</li> </ul>

Personal
<ul style="list-style-type: none"> <li>• Home</li> <li>• Building Insurance</li> <li>• Accidents</li> <li>• Health</li> <li>• Pet</li> </ul>

Commercial & Business
<ul style="list-style-type: none"> <li>• Business</li> <li>• Welfare</li> <li>• Professional – D&amp;O</li> <li>• Surety</li> <li>• Natural Catastrophes</li> </ul>

### Business Mix



### Omnichannel Company

<b>Intermediaries</b> B2B2C	Products for retail customers, everyday needs, and small business owners.
<b>E-commerce</b> D2C	Instant products for everyday online customer needs (Motor, Travel, Pet...)
<b>Partnership</b> B2B	Products that are tailor-made to fit every partner requirement

# Bene as a Benefit Company

## — Generating long-term value beyond business

### Product

1. Bring to market responsible and **transparent insurance products** and services that provide **real value to customers**.
2. Promote the **social importance of insurance** by spreading insurance culture and ethical practices.
3. Contribute actively to **technological and process innovation in the insurance industry**.

### Work

1. Create **good job opportunities** and support youth employment and inclusion.
2. Ensure a **healthy workplace** that fosters well-being and personal/professional growth for all **"Benefitter"**.
3. "Provide **workspaces that encourage sharing, collaboration, and innovation** among employees.

### Society & Community

1. Support **philanthropic initiatives** promoting emancipation projects in Africa.
2. **Spread the Benefit company culture** and foster sustainability awareness across stakeholders.

## Flagship Initiatives

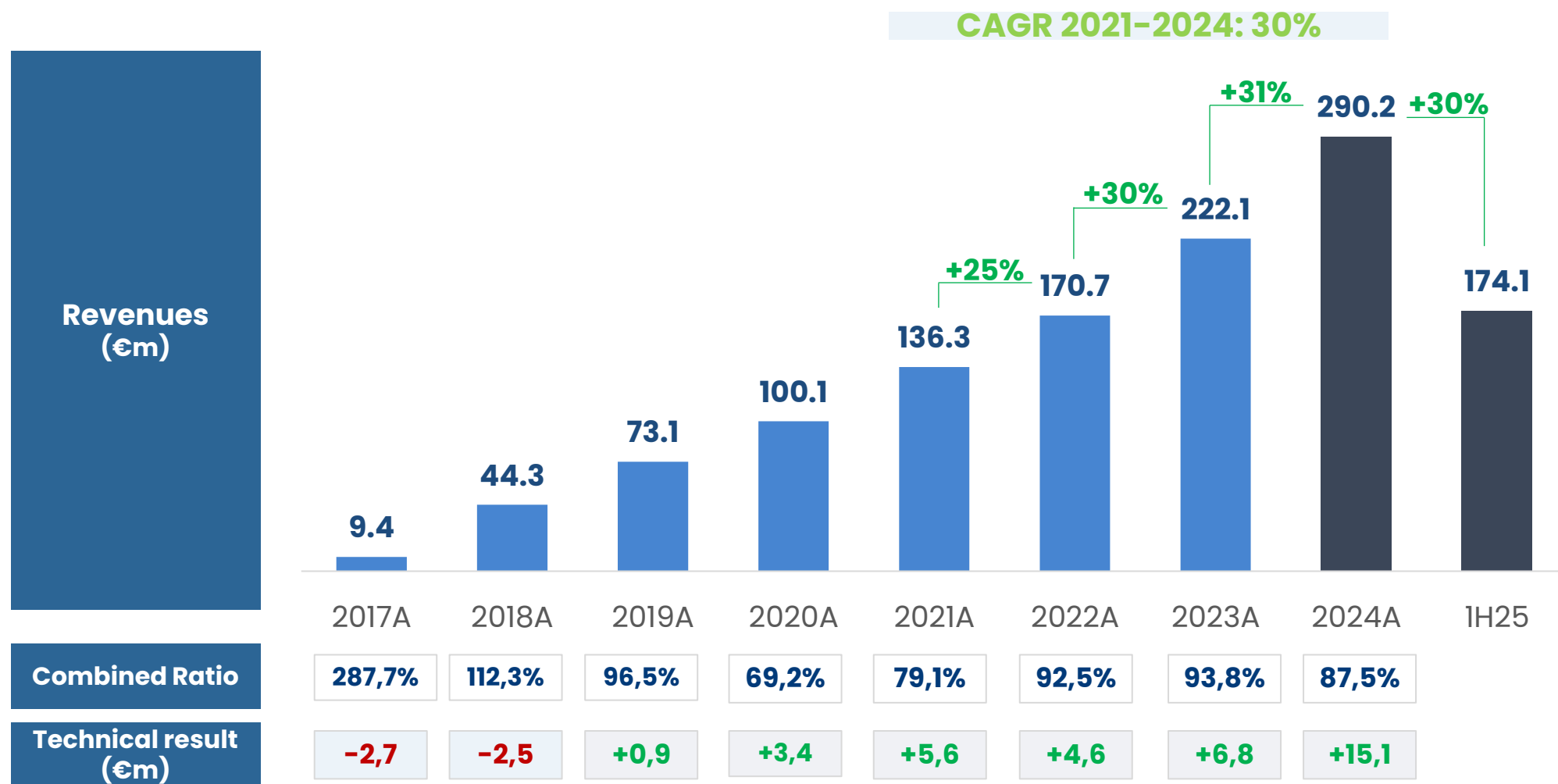
 **FarBENE Fund:** venture philanthropy supporting social impact projects in Africa (water access, entrepreneurship, education).

 **Arte in bene corporate art** initiative fostering cultural dialogue and connecting employees, partners, and communities.

 **Local Sports Sponsorships:** promoting inclusion, healthy lifestyles, and community engagement through support of local teams.

# Bene: a growth company in a mature industry

— The company has more than doubled its business volumes since ITM's capital increase in 2021

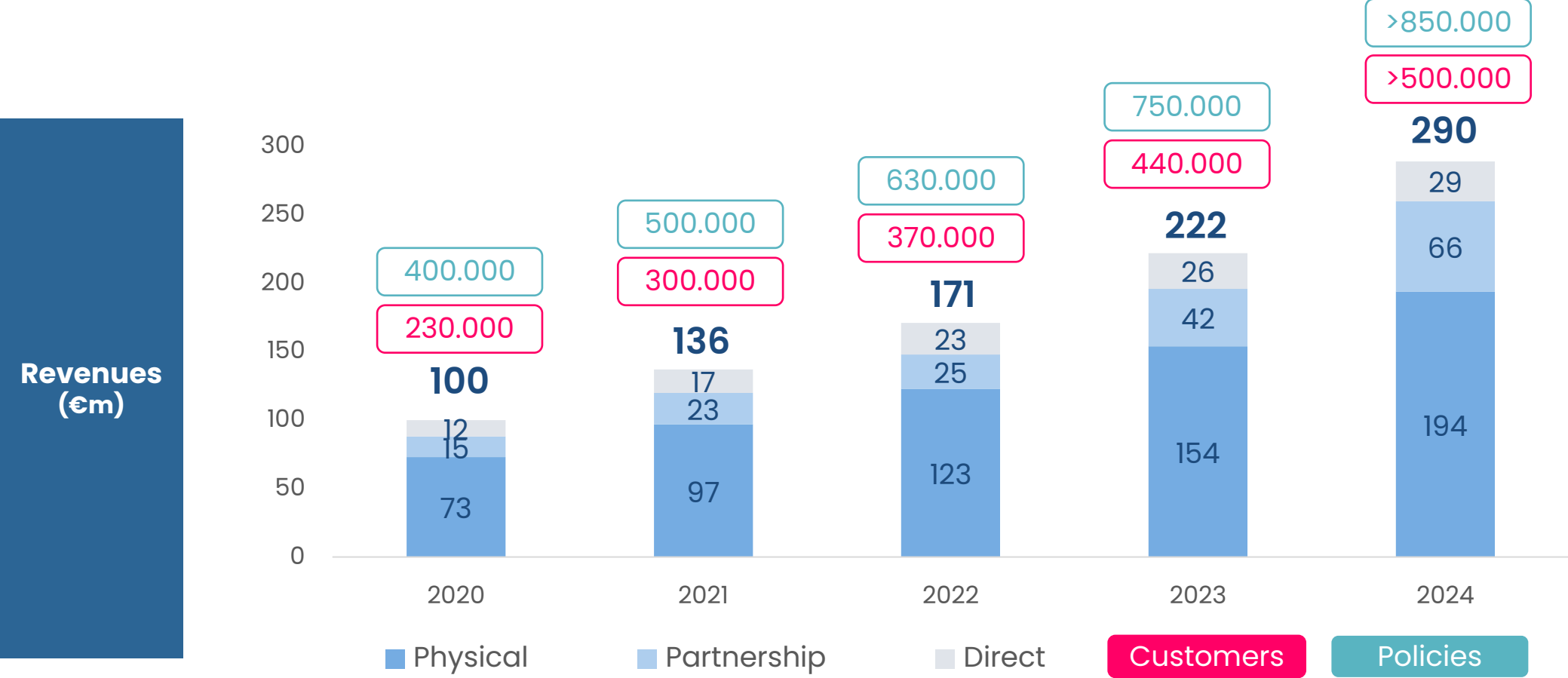


Figures updated as of June 30, 2025

ITALMOBILIARE CAPITAL MARKET DAY 2025

**Bene's growth since Italmobiliare's entry**  
— Strong organic growth in revenues and customers

x3



Figures updated as of June 30, 2025



# Bene's future strategy

— Reinforcing key strategic foundations to continue outperformance

Key Growth Pillars			
Disciplined and Targeted Execution	Technological stack	Robust Solvency Ratio	Operating Performance
Organic growth and strong <b>underwriting</b>	<b>Tech investments</b> to accelerate competitive advantages	<b>Strong capital</b> , self-funded growth, >20% ROE target on track	<b>Cost efficiency</b> driven by key tech assets

Bene's **4P**  
the pillars of our identity and growth



**Purpose**



**People**



**Passion**



**Performance**