

EBA – Company Profile

Reserved document



 **EUROPEAN[®]**
BROKERS
ASSICURAZIONI

1

CHI SIAMO

"Only those who have a goal to achieve have a way ahead"



WHO WE ARE

A reference point in insurance brokerage unique in its kind, able to provide to its customers high level services in perfect harmony with the evolutionary dynamics of market and with their search of satisfaction.

European Brokers Assicurazioni is the concrete answer to a need of sector renewal, to a strong feeling of insecurity and disorientation towards an abundance of offers, to a stronger need of professionalism and independence.

VISION

We believe that the broker has a key role in the actual process of renovation of the insurance sector: it is the concrete answer to a need of professionalism and seriousness and an essential link between Client and Insurance Company.

We don't sell policies but solutions to security needs.

We do not limit ourselves to contract analysis but we extend our work and our advice to any aspect related to risk management.

"If there is a risk we help you neutralize it".



MISSION

Invest huge energy and resources every day to build a new insurance culture;

Involve our customers in choosing the most suitable products for their needs;

Grow our company by using team work;

Conserve values and human relations;

Communicate constantly with our stakeholders;

Search "total quality" in each step of our service;

Innovate processes and products both radically and incrementally;

VALUES

Customers: are our biggest value.

Excellence: our organization always look forward to a continuous improvement.

Innovation: anticipate need trying to predict them

Collaborators: stimulating professional skills.

Responsibility: we consciously assume the consequences of our choices on a personal and professional level.

Communication: is the key element of our corporate strategy.

Our numbers

"The value of a result lies in the way reach it"



EBA Foundation

CRIBIS
Prime Company

RATING AZIENDA



FAILURE SCORE
AZIENDA



Portfolio

- 130 mln € brokered premiums
- 9,4 mln € total revenues
- > 20.000 handled contracts
- > 1.500 Companies in portfolio
- > 280 Brokers on all national territory (Wholesale division)

Market

- > 300 Agreements with primary insurance Companies
- > 60 Primary International Insurance Groups represented
- Lloyd's Broker, Lloyd's Coverholder, Lloyd's Correspondent
- 3 websites B2C dedicated to the on-line selling of insurance products
- 1 website B2B
- EBA is authorized to operate in right of establishment in UK – United Kingdom
- EBA is authorized to operate in FOS in the following countries: Spain, Portugal, France, Austria, Romania, Malta, Germany, Netherlands and Bulgaria.

Where are we (Italy)



"Building the future "

EBA Locations

Rome – Via Ludovisi 16
Milan – Piazzale Susa 1

Cagliari – Via G. Mazzini 30
Genova - Piazza della Vittoria, 15
Naples – Via Marina 20
Palermo – Via della Libertà 201
Perugia - Via Mario Angeloni, 62
Pescara – Via De Gasperi 8
Rome 2 – Via Val Cannuta 50,52
Sassari – Via Don Minzoni 30
Sorrento - Via degli Aranci, 99
Turin – Via Stampatori 21
Viterbo – Via Antonio Pacinotti 17,19



European Brokers is present throughout Italy with a network of over 280 brokers which cover the main cities of our country.

WEB

 www.ebrokers.it

 www.facebook.com/europeanbrokersassicurazioni

 www.twitter.com/europeanbrokers

 <https://it.linkedin.com/company/european-brokers-assicurazioni>

 <https://www.instagram.com/europeanbrokers/>



GBN Worldwide The World's Insurance Network®

EBA is a founder member of GBN Worldwide, an eco-system of leading members of the (re)insurance and risk management community open by application to (re)insurance brokers, (re)insurers, risk managers and individual insurance professionals, as well as disciplines affiliated with the industry.

Through our GBN membership, we have partners in over 170 countries to support the placement and servicing of our international business. This includes access to the Lloyd's Market and relationships with global and local re/insurers.

www.gbnworldwide.com



The Structure.

GBN Worldwide is a global insurance “Think Tank” and eco-system comprised of 100+ independent financial services companies with a physical presence in more than 175 countries. Our members are leading insurance and risk management professionals transacting over \$12Billion USD in premium (2021) with nearly 190,000 team members worldwide.

Members include:

- Direct and Wholesale Insurance Brokers
- Insurance and Reinsurance Companies
- Managing General Agents & Managing General Underwriters
- Specialty “Niche” Services

About Us

In addition to our member companies, our network is open by invitation to individual professionals affiliated with the industry. These individuals are hand-picked, reputable leaders in their field who wish to collectively embrace the global conversation of risk.

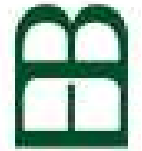
Diapositiva 7

SG1

Silvia Giusti; 12/10/2021

London Market & Global Presence

La struttura  **GBN**





The WELFLIFE Assistance Fund (CASSA WELFLIFE) pursues the main purpose of promoting, creating and providing social and/or health care benefits to its Beneficiaries.

The Assistance Fund:

- Is regulated by its own Statute and its own Regulations;
- Responds to the Shareholders' Meeting;
- Is managed by a Board of Directors;
- Uses EUROPEAN BROKERS as a reference broker;
- Is registered in the registry of the Health Funds;



The WELFLIFE fund was established as a non-profit association and makes use of professionals with many years of experience and specific know-how in health care and insurance risk coverages.

WELFLIFE operates in the market by offering both standard options and customized solutions to the specific needs of companies or organizations. As part of the standard coverage, a wide range of health options is offered, modulated according to the services offered and the assistance contribution is available.



An aerial night view of London, showing the River Thames, St Paul's Cathedral, and various city buildings illuminated by lights.

2

Our Business Model

Towards a new approach in risk management



The new Business Model



The reference context

Risk is quickly **changing** due to different reasons:

- ✓ A **world context** in rapid e **unpredictable** evolution (political, economic, environmental, technological, ...)
- ✓ A **growing opening of the Italian system abroad** (de-localization of plants, international partnerships, commercial presence, ...)
- ✓ Introduction of new **communication technologies**, information and work
- ✓ Introduction of new **rules** that involve investments in various sectors for risk prevention (for example banks, insurance companies, healthcare, utilities, ...)
- ✓ The need for **more evolved customers** for a greater culture in risk management and prevention (company functions, skilled resources, investments in tools, ...)

Companies must be able to face, manage and prevent increasingly complex risks in the future.

The new Business Model



From intermediaries to risk advisors

European Brokers today offers customer assistance to manage **all risks cost and not just insurance ones.**

Our MISSION:

Yesterday

Assist Client in choosing the most suitable insurance coverage

Today

Assist Client in managing all company's risks

Support Client in rationalizing all risks costs

The new Business Model



A new customized sales model

Yesterday

Traditional sale of insurance to cover risks

Other consultancy services or after-sales accessories compared to the main products

Commission All-inclusive
Doesn't value separately additional services

Today

Risk Assessment

Risk Strategy

Risk placement on insurance market

Design and implementation of tools

Administrative management of contracts and claims

Training on risk

Brokerage fee

Consulting fee

Management fee

Success fee

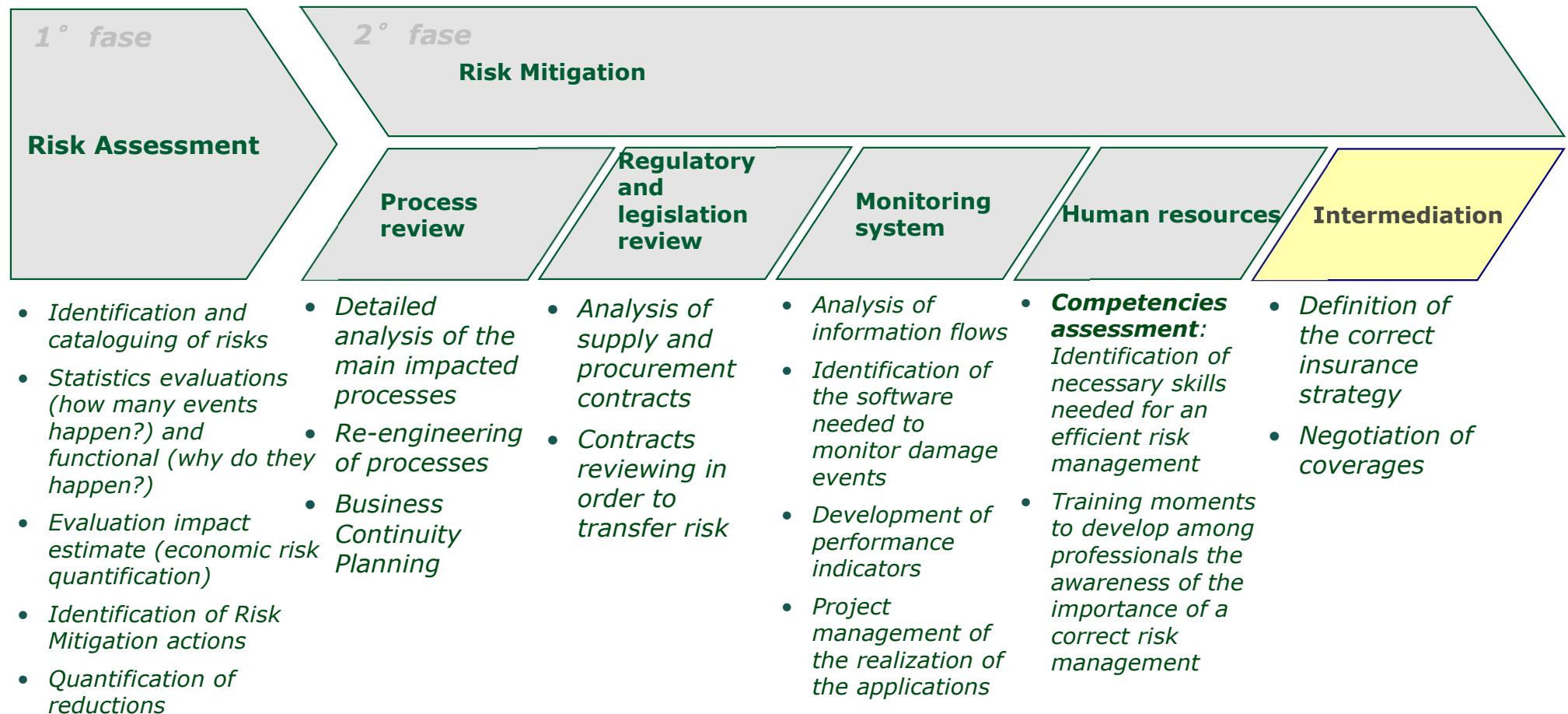
Create value with risk management



A modular approach

The target of the approach is to **reduce the operationa cost of the risk** for the Bank

The methology would allow to be be **compliant with the Basel 2 approach.**



Our specialty lines



Bond



Credit



Engineering



Public Entities



Fleets



Marine & Cargo



Medical Malpractice



Motor



Professional Liability



Welfare & Social Security

3

EB FINANCE

We support Italian companies with liquidity facilities



EB FINANCE – Is a unique offer



Facilities to support Italian Companies

SIMEST leads Italian Companies along the whole internalization cycle, from the first evaluation of opening to a new market till the growing with new direct investments

FACILITATED LOANS

Participation of small-medium companies to fairs, exhibitions and system missions

Viability studies

Increasing programs of Extra UE markets

Capitalization of small-medium export

Technical assistance programs

Temporary Export Manager

E-Commerce

EQUITY INVESTMENTS

Participation to the capital of extra UE Companies + interest rate + shareholder loan

Venture Capital Fund

Participation to the capital of UE Companies + shareholder loan

SUPPORT TO EXPORT

Buyer Credit

Supplier Credit



✓ Expansion of business value in Italy and Abroad

Possibility to expand its business volume both in Italy and abroad following the evaluation of the Company of solvency of new commercial partners thus representing an important sales support;

✓ Prior knowhow on credit market on potential buyers and constant monitoring on its Clients

Ability to safely face new markets and new partners with the awareness that in case of financial difficulties of Clients, an insurance coverage exists against the risk of their insolvency

✓ Improvement of rating and advantages with their relations with banks

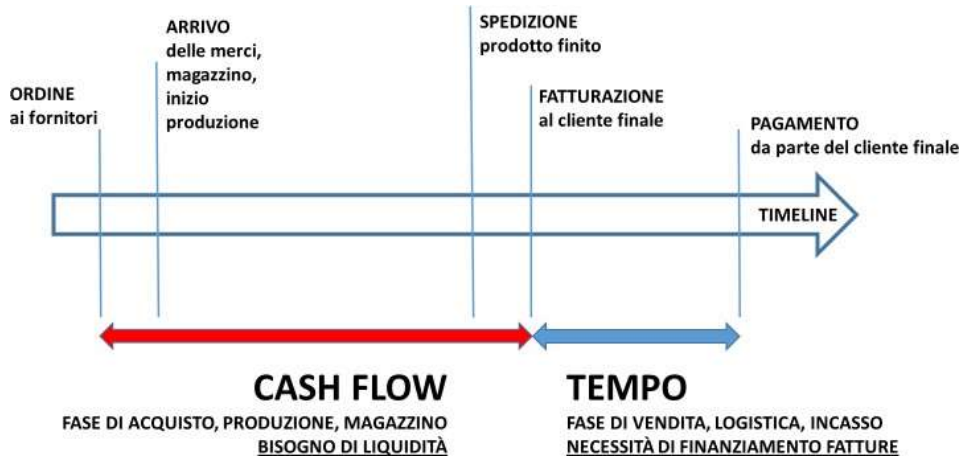
With the event of Basel II the facility of insurance coverage of commercial credits represents the mean with which Companies can improve their rating and have significant advantages in relations with banks;

✓ Worldwide credit recovery through an International Network

✓ Additional solutions

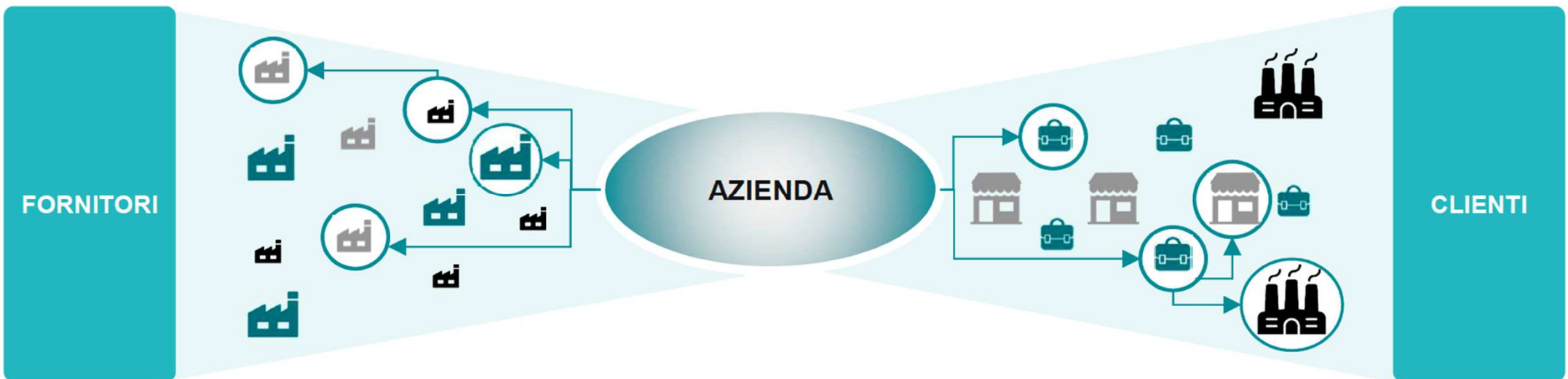
- *Factoring: short-term release of non-recourse assignments and/or non-recourse finance;*
- *Securitization*

✓ Tax savings



FUNDING / REVERSE OPERATIONS

Financial - Insurance program that allows Companies to access alternative finance which is less expensive both in terms of financial costs / charges and of impact on the risk center.



Factoring



A tool to support corporate liquidity and cash flows.



Products	Client target	Characteristic
Non recourse assignment	<ul style="list-style-type: none"> Small business Corporate Large Corporate 	<ul style="list-style-type: none"> Coverage up to 100% of credit assigned FCT receives credits, manages and cashes them FCT can anticipate (normally 80%)
Non recourse finance	<ul style="list-style-type: none"> Companies which need additional lines of credit for disinvestments 	<ul style="list-style-type: none"> FCT receives credits, manages and cashes them Occasional operations are managed as long as of significant amount FCT can anticipate (normally 80%)
Import/Export	<ul style="list-style-type: none"> Import and export Companies with commercial relations towards abroad standing subjects 	<ul style="list-style-type: none"> FCT receives credits, manages and cashes them Coverage up to 100% of credit assigned Anticipation not foreseen
Indirect Factoring	<ul style="list-style-type: none"> Large Companies interested in rationalizing their passive cycle 	<ul style="list-style-type: none"> FCT regulates all debts towards suppliers who adhere to the agreement and make themselves available to sign the factoring contract It may also include "maturity" operation with deferment option for large debtor
Maturity Factoring	<ul style="list-style-type: none"> Medium large Industrial commercial companies that intend to regularize cash flows 	<ul style="list-style-type: none"> The supplier / originator obtains the certainty of financial flows with credit payments on due date or fixed date FCT grants debtors, who joined the agreement, to pay on new agreed deadlines
Management and disinvestment towards Public Entities	<ul style="list-style-type: none"> Companies that develop important volumes of annual turnovers towards public clients 	<ul style="list-style-type: none"> Technically, the product is the Domestic Factoring notified in both non-recourse assignments and/or non-recourse finance The assignment must be formalized by public deed
Sales financing	<ul style="list-style-type: none"> Companies interested in increasing the effectiveness of its indirect channels 	<ul style="list-style-type: none"> The products solves cash flow problems Allows to limit the discount margin on the price list Allows to accept Clients who do not have immediate availability
Management and disinvestment of tax credits	<ul style="list-style-type: none"> High standing Clients 	<ul style="list-style-type: none"> Transfer of direct tax credits The operation is formalized by public deed
Structured operations	<ul style="list-style-type: none"> High standing Clients 	<ul style="list-style-type: none"> Exclusively non-recourse assignments On performing loans with advance and guarantee, normally at 100% Careful selection of debtors

Credit assignment Public Administration

A tool for all those Companies that participate to public tenders



Advantages for creditor companies towards Public Administration

Inbudget - Revolving

- Liquidity creation
- Optimization of working capital management
- Improvement of balance ratios
- Outsourcing of the credit management process

Obstruction – spot transfer

- Liquidity creation
- Credit management done by a specialized team of lawyers

The disinvestment of commercial credits towards Public Administrations through securitization operations of credits coming from factoring activity allows suppliers companies to **convert a credit (expired, in litigation or even illiquid, that is difficult to demand) negotiable securities**. It is an extremely effective tool to:

- **Reduce the high impact of a non performing commercial loan in the corporate balance sheet;**
- **Expand the sources of finance alternatively to bank credits** as it allows to collect liquidity on capital markets;
- **Transfer the risk of late payment** on a wider audience of investors, always more interested in diversifying the portfolio with alternative assets.



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