

## BNP Paribas Cardif in Italy: NBI and GOI growing in 2015

**The company Net Banking Income grows of 12% registering 194,3 million euros.  
The leadership in CPI and Loans on Salary Insurance is reinforced.**

- **Net Banking Income: 194,3 million euros**
- **Gross Operating Income: 114,9 million euros**
- **Gross Written Premiums: 4,524 billion euros**

BNP Paribas Cardif in Italy, one of the top ten insurance companies in the Italian market<sup>1</sup> that since 27 years develops innovative solutions in the Saving and Protection segments, registered in 2015 a growth of 12% of its Net Banking Income by reaching 194,3 million euros. Also Gross Operating Income is up 16% over the previous year, registering 114.9 million euro. Gross Written Premiums achieved 4.524 billion euro: a good result that, although in reduction to the outstanding results in 2014 (-19%), confirms 2013 performance (+2,52%).<sup>2</sup>

The growth was particularly significant in the Protection segment, where the market leading company confirmed also the leadership obtained two years ago in the Loans on Salary Insurance market, an ongoing developing business within a market that is generally consolidating.

The positive trend of 2015 confirms the ability of BNP Paribas Cardif in Italy to have been able to invest in innovation, in new services and in a more and more complete range offer, in order to better answer to the new, and future, insurance needs of its clients and to improve their customer experience

"Achieving positive results, in a still rather complex market environment, characterized by new sceneries in terms of new habits and consumer trends, of customer protection needs, of regulation and financial markets, confirms the soundness of our strategy and of our business model based on the creation of value through partnership." said **Isabella Fumagalli, CEO of BNP Paribas Cardif in Italy**. "In particular, in 2015 we decided to focus on the implementation of new services with value for clients, the digital care for example, and on the expansion of our distribution channels, by entering in new markets such as utilities and telcos. In these sectors we can, in fact, capitalize on our experience in innovation, fueled by an ongoing collaboration with startups, by testing new approaches and relationships with the digital customers through new technologies."

At a global level, BNP Paribas Cardif recorded good results for 2015 where Gross Written Premiums increased of 2%, reaching 28 billion euros, pre-tax net profit registered 1,3 billion euros (+6.8%) and Net Banking Income reached 2,3 billion euros (+5.7%).

<sup>1</sup> ANIA Ranking 2015

<sup>2</sup> All results mentioned are referred to CARDIF VITA, CARDIF RD e CARDIF VIE. CARGEAS, 50%-1 owned by BNP Paribas Cardif, is not included in this perimeter.



## **About BNP Paribas Cardif**

BNP Paribas Cardif creates innovative savings and insurance solutions designed for performance in a world shaped by the emergence of new uses and lifestyles.

A subsidiary of BNP Paribas, the company has a unique business model anchored in partnerships. BNP Paribas Cardif co-creates solutions with distributors in a variety of sectors, who then market the products to their customers.

BNP Paribas Cardif has become a recognized global specialist in personal insurance, serving 90 million clients in 36 countries with strong positions in three regions – Europe, Asia and Latin America.

With nearly 10,000 employees\*, BNP Paribas Cardif had gross written premiums of €28 billion in 2015, 59% of which was generated outside France.

*\*Headcount of legal entities managed by BNP Paribas Cardif: nearly 8,000 employees*

## **Contacts**

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