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#### **OTHER RELEVANT INFORMATION**

Please find attached the Company's first semester 2022 results presentation for analysts and investors, which will be presented during today's webcast.

Madrid, 22 July 2022



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# 6M 2022 Results

Presentation for analysts and investors

22 July 2022



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# Highlights for the period

Línea Directa Aseguradora, S.A

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## 6M 2022 Results

In an uncertain and hyperinflationary environment, we continue to defend one of the best technical results in the sector







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# Context

Línea Directa Aseguradora, S.A.





#### Sector premiums timidly back into positive territory amid strong cost inflation

### SUPERINFLATION



- Prices remain very high, extraordinarily so in the case of energy and commodities
- Repair costs and tariffs on the rise

#### TREND IN REVENUES AND AVERAGE PREMIUM



• Average premium begins to show a modest change in trend

Sources: Faconauto, MSI, FIVA, ICEA (latest figures available at June 2022). Internal calculations on the average premium in the sector by dividing revenues by insured vehicles. Premiums written are the annual projection based on the figure at June 2022.

# Home Segment |



Property purchases have continued at a good pace despite higher borrowing costs



1. Source: INE (latest available figures at May 2022). January – May 2022 accumulated percentage change vs. previous year

2. Source: ICEA (latest available figures at June 2022).

3. Total estimated housing stock at year-end 2022, considering an average increase over the last five years. Ministry of Transport, Mobility and Urban Agenda

# Health Segment | 📿

Outstanding growth in industry turnover



#### SEGMENT REVENUES 1



• The segment continues to report significant growth

- Rising healthcare costs and hospital tariffs
- 1. Source: ICEA (Healthcare, latest available figures at June 2022)
- 2. Source: ICEA (Healthcare, latest available figures at March 2022)



POLICYHOLDERS<sup>2</sup>

Millions of policyholders

• The growth slows down



# 6M 2022 Results

Línea Directa Aseguradora, S.A

#### Results presentation 6M 2022 / 1

# Group results

## Solid and profitable growth

Thousand euro	6M 2022	6M 2021	% var. 22/21
Gross written premiums (GWP)	474,789	456,465	4.0%
Earned premiums, net of reinsurance	441,739	435,993	1.3%
Technical result	44,051	63,139	-30.2%
Financial result	18,380	12,795	43.6%
Profit/(loss) before tax	65,251	77,618	-15.9%
Income tax	(16,275)	(19,408)	-16.1%
Profit/(loss) after tax	48,976	58,210	-15.9%
	6M 2022	6M 2021	p.p. var.
Loss ratio	70.2%	65.3%	4.9 p.p
Expense ratio	19.8%	20.2%	-0.4 p.p
Combined ratio	90.0%	85.5%	4.5 p.p
	0 405		2.00
Clients (thousands)	3,425	3,300	3.8%

PREMIUMS

Solid growth across all lines of business

#### TECHNICAL RESULT

Contained cost of claims amid high inflation (+2.1p.p. in the quarter)

Remarkable six months in terms of efficiency and control of expenses

#### FINANCIAL RESULT

We realised capital gains in mutual funds prior to the entry into force of IFRS 9 with the aim of reducing P&L volatility

#### CUSTOMERS

We continue to grow with excellent retention rates



# Premiums and policyholders

The portfolio continues to grow strongly





	Policyholders				
Thousands	6M 2022	6M 2021	% var.		
Motor	2,581	2,516	2.6%		
Home	738	688	7.2%		
Health	106	96	10.7%		
Total	3,425	3,300	3.8%		

1. Customers in the "Other" segment amount to 5 and 4 thousand at June 2021 and 2022, respectively.

	81%						
Gross written premiums							
Thousand eurc	6M 2022	6M 2021	% var.				
Motor	383,206	373,701	2.5%				
Home	71,667	64,779	10.6%				
Health	18,848	16,622	13.4%				
Other	1,068	1,363	-21.6%				
Total	474,789	456,465	4.0%				



Excellent combined ratio in a hyperinflationary environment

PREMIUMS



- Strong policy growth (+2.6%)
- Superb retention rate
- Premium growth above the market

1. Growth of the Motor segment: 2.35% Source: ICEA, June 2022

2. Combined ratio of the Motor segment for the market as a whole: 96.1%. Source: ICEA, March 2022

COMBINED RATIO



- Combined ratio 6.8 p.p. below the sector (96.1% in 1Q)<sup>2</sup>
- Excellent expense ratio (17.3%)
- The claims ratio begins to reflect cost inflation in a still competitive pricing environment (+3.5 p.p. in the quarter)





#### Double-digit growth and excellent combined ratio

PREMIUMS





- Growth twice that of the market (+5.1%)<sup>1</sup>
- Excellent performance in retention and policy growth (+7.2%)

- Combined ratio 4.4 p.p. below the market (94.4%)<sup>2</sup>
   Mild atmospheric events in the quarter (£0.9 mp.ys)
- Mild atmospheric events in the quarter (€0.9 mn vs. €2.1 mn in 2Q 2021)



# Health Segment | 📿

#### Health continues to improve its technical result

PREMIUMS



- Policyholders up by 10,291 (+10.7%)
- Premium growth at 5.9 p.p. above the market (+7.5%)<sup>1</sup>

#### COMBINED RATIO



- Strict risk selection
- The expense ratio has been adjusted to take into account a lower first half expense deferral (unadjusted ratios fall to 42.1% and 32.2% at 6M 2021 and 2022, respectively)

1. Growth of the Health segment, sanitary assistance: 7.54%. Source: ICEA, June 2022

## Management ratios



	Loss ratio		Expense ratio			Combined ratio			
	6M 2022	6M 2021	p.p. var.	6M 2022	6M 2021	p.p. var.	6M 2022	6M 2021	p.p. var.
Motor	72.0%	66.0%	5.9 p.p	17.3%	17.7%	-0.3 p.p	89.3%	83.7%	5.6 р.р
Home	57.4%	57.5%	-0.1 p.p	32.6%	33.8%	-1.2 p.p	90.0%	91.2%	-1.3 p.p
Health	98.9%	105.3%	-6.3 p.p	32.2%	42.1%	-9.9 p.p	131.2%	147.4%	-16.2 p.p
Other	2.8%	4.7%	-1.9 p.p	42.2%	26.8%	15.4 p.p	45.0%	31.5%	13.5 р.р
Total	70.2%	65.3%	4.9 р.р	19.8%	20.2%	-0.4 p.p	90.0%	85.5%	4.5 р.р

Loss ratio	<ul> <li>Outstanding performance in Motor in an environment of rising compensations and repair costs (+3.5 p.p. in the quarter)</li> <li>Health reflects its continuous improvement and risk selection</li> </ul>
Expense ratio	<ul> <li>The Health segment reflects the deferral of expenses in the first half of the year, which will normalise over the rest of the year</li> </ul>
Combined ratio	<ul> <li>Operational resilience and excellent combined ratio in a hyperinflationary environment</li> </ul>

# Combined ratio: loss ratio



#### Remarkable performance in a hyperinflationary environment



% over earned premiums net of reinsurance	6M 2022	6M 2021	Var.	+3.8%
Claims incurred in the year (ex- atmospherics)	(309,305)	(282,830)	9.4%	INCREASE IN THE PORTFOLIO In a market that is still competitive in Motor
Atmospherics	(913)	(2,055)	-55.6%	
Claims incurred for the year	(310,218)	(284,885)	8.9%	COST INFLATION Personal injury and repair costs on
LOSS RATIO	70.2%	65.3%	4.9 p.p	the rise
Thousand euro	6M 2022	6M 2021	Var.	QUIET ON THE ATMOSPHERIC
Direct	(884)	(3,853)	(2,969)	FRONT
Reinsurance	(28)	1,799	1,827	(0.9 mn vs. 2.1 mn in 2Q 2021)
NET ATMOSPHERICS	(913)	(2,055)	(1,142)	,

# Combined ratio: expenses



#### Excellent quarter with a notable improvement in efficiency and cost control



% over earned premiums net of reinsurance	6M 2022	6M 2021	% var	
	0/11 2022	0/11/2021	70 V ai	
Net operating expenses	(94,279)	(97,485)	-3.3%	GREATER EFFICIENCY IN ACQUIRING AND RETAINING POLICIES
Acquisition expenses	(84,217)	(86,582)	-2.7%	STRICT CONTROL OF OVERHEADS
Administrative expenses	(12,525)	(13,708)	-8.6%	
Reinsurance commissions and profit participation	2,463	2,805	-12.2%	
Profit sharing	(235)	(172)	36.6%	We remain firmly committed to DIGITALISATION AND
Other technical revenue and expenses	7,044	9,688	-27.3%	TECHNOLOGY
EXPENSE RATIO	19.8%	20.2%	-0.4 p.p	

## Financial result



We realised capital gains in mutual funds prior to the entry into force of IFRS 9

FINANCIAL RESULT

Thousand euro	6M 2022	6M 2021	% var.				
Investment income	36,794	22,769	61.6%	Income	Income		
Investment expenses	(18,414)	(9,974)	-84.6%	FIXED	EQUITIES <sup>3</sup>	INVESTMENT PROPERTIES	
Financial result	18,380	12,795	43.6%	INCOME 2			
of which realised gains (losses):	4,498	74	5952.3%				
Fixed income	1,238	(456)	-371.2%	7.5mn	2.2MN	2.2mn	
Equity instruments	<b>3</b> ,260	531	514.3%	(12.5%)	+24.8%	(O.1%)	
Impairments		-	-				
We unwound the interest rate sw and underlying bonds to generc capital gains of €1 mn		equities and n	ealised returr nutual funds nd 17%				

1. The interest rate swap and the underlying government bonds with a nominal value of €50 million are recognised under income and expense on investments, with opposite sign, and are netted against each other

2. Does not include fixed income accruals and swaps

3. Does not include Economic Interest Groupings

## Investment portfolio Low risk profile is key



#### PORTFOLIO COMPOSITION



#### PROFITABILITY (Rolling 12)<sup>1</sup>

(%)	6M 2022	6M 2021	var. p.p
Fixed income	2.61%	2.16%	+0.45 p.p
Equity instruments	9.28%	1.17%	+8.12 p.p
Investment property	6.41%	6.36%	+0.05 p.p
Total average return	3.93%	2.30%	+1.63 p.p
Portfolio return (ex net realised gains)	2.71%	2.45%	+0.26 p.p

OTHER METRICS				
	6M 2022	6M 2021		
Fixed income duration	4.04	4.04		
Fixed income modified duration	4.23%	4.01%		

OTUED METRICO

1. Income recognised in the statement of profit or loss over the last 12 months divided by assets under management (fixed income and equity portfolios and investment property). Includes capital gains and losses realised and impairment losses.

2. The rolling 12-month profitability on equity instruments of 9.28% is mainly due to the repurchase of private equity fund units in the second half of 2021 and realised gains of equity mutual funds in the first half of 2022 prior to the entry into force of IFRS 9.

(\*) Off-balance sheet capital gains on investment property and property for own use amount to €22.1 million before tax.

Solvency II





Solvency own funds walk 3M 2022 – 6M 2022



1. Solvency ratio and eligible own funds refer to Línea Directa Aseguradora stand-alone.

Solvency II



	6M 2022	3M 2022		
SCR Market	97,305	118,080		<ul> <li>(+) Lower exposure to equities (-18.5 mn)</li> </ul>
SCR Counterparty	11,847	13,889	MARKET	<ul> <li>(+) Symmetric adjustment (1.4% at March 2022)</li> </ul>
SCR Health	3,257	3,277	SCR	vs5.34% at June 2022)
SCR Non-Life	162,056	160,370		
BSCR	215,498	229,340		
SCR Operational	27,393	27,265	COUNTERPARTY SCR	<ul> <li>(+) Lower exposure to cash</li> </ul>
Deferred tax adjustment	(60,723)	(64,151)		
SCR	182,169	192,454	HEALTH SCR	<ul> <li>In line with business performance</li> </ul>
Eligible own funds Solvency II	376,449	375,489		
· · · · · ·	7	Thousand euro	NON-LIFE SCR	<ul><li>(-) Increase in premiums</li><li>BEL for Motor reserves stable</li></ul>
Solvency II ratio	207%	195%	OPERATIONAL SCR	<ul> <li>In line</li> </ul>

Breakdown of required capital – SCR

#### HIGHLIGHTS

1. Solvency ratio and eligible own funds refer to Línea Directa Aseguradora stand-alone

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#### For more information:

Beatriz Izard beatriz.izard@lineadirecta.es

Mark Brewer mark.brewer@lineadirecta.es

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# Thank you



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# Appendices

Línea Directa Aseguradora, S.A

## Consolidated balance sheet



#### Assets

#### Thousand euro

Assets	6M 2022	12M 2021	% var.
Cash and cash equivalents	102,517	115,788	-11.5%
Available-for-sale financial assets	767,715	864,978	-11.2%
Equity instruments	132,892	153,963	-13.7%
Debt securities	634,823	711,015	-10.7%
Loans and receivables	120,230	120,615	-0.3%
Reinsurers' share of technical provisions	23,580	20,153	17.0%
Property, plant and equipment and investment property	109,456	110,721	-1.1%
Investment property	65,068	65,457	-0.6%
Property, plant and equipment	44,388	45,264	-1.9%
Intangible assets	14,064	14,121	-0.4%
Other assets	130,725	122,102	7.1%
Total assets	1,268,287	1,368,478	-7.3%

#### Liabilities and Equity

#### Thousand euro

Liabilities and Equity	6M 2022	12M 2021	% var.
Debt and accounts payable	129,654	175,406	-26.1%
Hedging derivatives	-	9,447	-100.0%
Technical provisions	747,273	738,158	1.2%
Provision for unearned premiums	470,194	449,740	4.5%
Provision for unexpired risks	3,280	3,280	0.0%
Provision for claims	273,799	285,138	-4.0%
Non-technical provisions	22,033	22,133	-0.5%
Other liabilities	40,365	45,059	-10.4%
Total liabilities	939,325	990,203	-5.1%
Equity	340,540	334,909	1.7%
Valuation adjustments	(11,578)	43,366	-126.7%
Total equity	328,962	378,275	-13.0%

# Statement of profit or loss by segment



Statement of profit or loss – Motor Segment			
Thousand euro	6M 2022	6M 2021	% var.
Gross written premiums (GWP)	383,206	373,701	2.5%
Premiums earned, net of reinsurance	370,371	370,806	-0.1%
Claims incurred, net of reinsurance	(266,484)	(244,740)	8.9%
Net operating expenses	(71,468)	(75,358)	-5.2%
Other technical expenses and income	7,286	9,882	-26.3%
Technical result	39,705	60,590	-34.5%

0/11/2022	6M 2021	p.p. var.
72.0%	66.0%	5.9 p.p
17.3%	17.7%	-0.3 p.p
89.3%	83.7%	5.6 p.p
2,581	2,516	65
	17.3%	72.0%       66.0%         17.3%       17.7%         89.3%       83.7%

Statement of profit or loss – Home Segment			
Thousand euro	6M 2022	6M 2021	% var.
Gross written premiums (GWP)	71,667	64,779	10.6%
Premiums earned, net of reinsurance	63,021	58,166	8.3%
Claims incurred, net of reinsurance	(36,183)	(33,435)	8.2%
Net operating expenses	(20,405)	(19,550)	4.4%
Other technical expenses and income	(121)	(91)	33.0%
Technical result	6,312	5,090	24.0%

	6M 2022	6M 2021	p.p. var.
Loss ratio	57.4%	57.5%	-0.1 p.p
Expense ratio	32.6%	33.8%	-1.2 p.p
Combined ratio	90.0%	91.2%	-1.3 p.p
Clients (thousands)	738	688	50

## Statement of profit or loss by segment



Statement of profit or loss – Health Segment			(+)	
Thousand euro	6M 2022	6M 2021	% var.	
Gross written premiums (GWP)	18,848	16,622	13.4%	
Premiums earned, net of reinsurance	7,610	6,342	20.0%	
Claims incurred, net of reinsurance	(7,530)	(6,678)	12.8%	
Net operating expenses	(2,330)	(2,567)	-9.2%	
Other technical expenses and income	(121)	(103)	17.5%	
Technical result	(2,371)	(3,006)	-21.1%	

	6M 2022	6M 2021	p.p. var.
Loss ratio	98.9%	105.3%	-6.3 p.p
Expense ratio	32.2%	42.1%	-9.9 p.p
Combined ratio	131.2%	147.4%	-16.2 p.p
Clients (thousands)	106	96	10

Statement of profit or loss – Other	Insurance Bi	usinesses	
Thousand euro	6M 2022	6M 2021	% var.
Gross written premiums (GWP)	1,068	1,363	-21.6%
Premiums earned, net of reinsurance	737	679	8.5%
Claims incurred, net of reinsurance	(21)	(32)	-34.4%
Profit sharing and premiums refunds	(235)	(172)	36.6%
Net operating expenses	(76)	(1O)	660.0%
Other technical revenues and expenses	-	-	
Technical result	405	465	-12.9%
	6M 2022	6M 2021	p.p. var.
Loss ratio	2.8%	4.7%	-1.9 p.p
Expense ratio	42.2%	26.8%	15.4 p.p
Combined ratio	45.0%	31.5%	13.5 p.p
Clients (thousands)	4	5	(1)

1. The Other insurance businesses segment mainly shows the travel insurance business for holders of Bankinter cards under 10 collective policies not included in the customer figure, as well as a payment protection policy in run-off