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#### **PRIVILEGED INFORMATION**

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

Madrid, 21 October 2022





# 9M 2022 Results

Presentation for analysts and investors

21 October 2022







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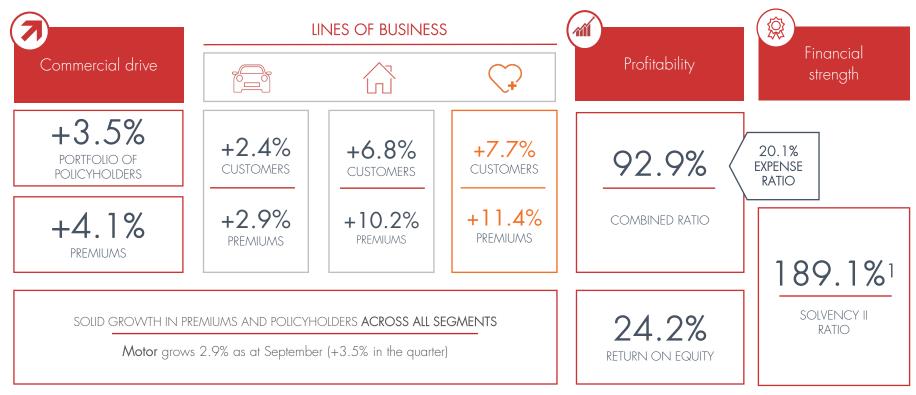


# Highlights for the period

# 9M 2022 Results



Fundamentals intact, but performance not immune to inflationary pressure



<sup>1.</sup> Includes the second interim dividend for the year of 22.3 million euro



# Context

# Motor Segment | \*\*





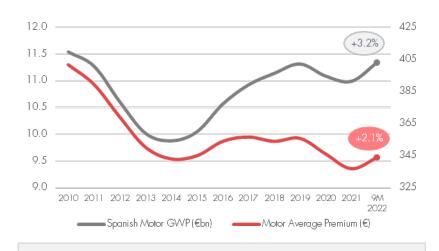
A change of trend within the sector is under way, though there is still a long way to go

#### STRONG INFLATION 1 Consumer Price Index (CPI) Industrial Price Index (IPRI) 12.0% -50.0% 10.0% 40.0% 30.0% 8.0% 6.0% 20.0% 4.0% 10.0% 0.0% -10.0% -20.0% -2.0% 2018 2019 2020 2021 2022

- Inflation remains very high
- Repair costs at all-time highs

——CPI (left axis)

#### TREND IN REVENUES AND AVERAGE PREMIUM 2



Price increases for almost all new business written, with still a long way to go

--- IPRI (right axis)

<sup>1.</sup> Source: INE (latest figures available at September 2022)

<sup>2.</sup> Sources: ICEA (latest figures available at September 2022), FIVA. 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 September 2022

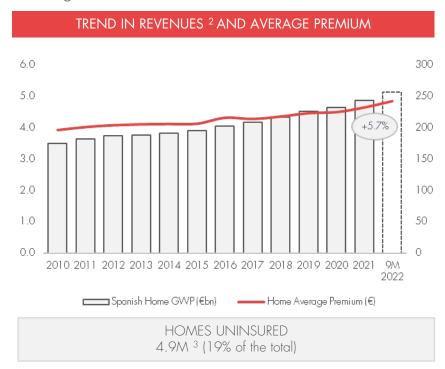
# Home Segment | 🖟



Segment revenues up 5.7% in the year to August, with prices rising across most of the sector







<sup>1.</sup> Source: INE (latest available figures at July 2022)

<sup>2.</sup> Source: ICEA (latest available figures at September 2022). Internal calculations on the average premium in the sector by dividing revenues by homes insured

<sup>3.</sup> Total estimated homes insured at year-end 2022, considering an average increase over the last five years. Ministry of Transport, Mobility and Urban Agenda

# Health Segment | 🙀



## Inflow of new customers slowing



- Turnover continues to show significant growth
- Rising healthcare costs and hospital tariffs



Slowdown in the growth of new policyholders

Source: ICEA (Healthcare, latest available figures at September 2022)

Source: ICEA (Healthcare, latest available figures at June 2022)



# 9M 2022 Results

# Group results



Solid technical performance, though not immune to a context of rampant inflation. We continue to improve our efficiency

Thousand euro	9M 2022	9M 2021	% var. 22/21
Gross written premiums (GWP)	710,701	682,638	4.1%
Earned premiums, net of reinsurance	669,797	658,532	1.7%
Technical result	47,447	89,609	-47.1%
Financial result	26,023	22,107	17.7%
Profit/(loss) before tax	77,182	115,077	-32.9%
Income tax	(18,872)	(28,784)	-34.4%
Profit/(loss) after tax	58,310	86,293	-32.4%
	9M 2022	9M 2021	p.p. var
Loss ratio	72.8%	65.9%	6.9 p.p
Expense ratio	20.1%	20.5%	-0.4 p.p
Combined ratio	92.9%	86.4%	6.5 p. <sub>l</sub>

#### **PREMIUMS**

Solid growth across all lines of business Motor grows 2.9% as at September (+3.5% in the quarter)

#### TECHNICAL RESULT

Outstanding expense ratio

Cost of claims impacted by inflation and higher frequency vs. previous year

#### FINANCIAL RESULT

We realised currency gains in the quarter as the US dollar rallied

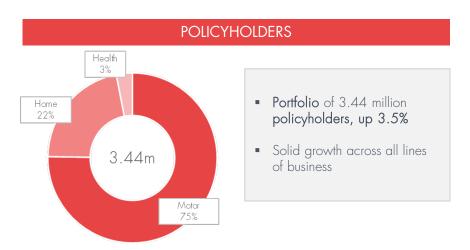
#### **CUSTOMERS**

We continue to grow with excellent retention rates

# Premiums and policyholders



All segments show solid growth, with the Motor segment reflecting a gradual change of trend



	Policyholders			
Thousands	9M 2022	9M 2021	% var.	
Motor	2,589	2,527	2.4%	
Home	746	698	6.8%	
Health	106	98	7.7%	
Total	3,440	3,324	3.5%	

# PREMIUMS Health 3% Notor gains 2.9% Excellent performance by the Home and Health segments Notor 82%

	Gioss willien pieniiunis			
Thousand euro	9M 2022	9M 2021	% var.	
Motor	579,419	563,301	2.9%	
Home	106,896	97,045	10.2%	
Health	23,304	20,913	11.4%	
Other	1,082	1,379	-21.5%	
Total	710,701	682,638	4.1%	

Gross written promiums

<sup>1.</sup> Customers in the "Other" segment amount to 5 and 4 thousand at September 2021 and 2022, respectively.

# Motor Segment |





## Motor gains momentum

#### **PRFMIUMS**



- Excellent retention rate
- The portfolio of policyholders gains 2.4%

#### COMBINED RATIO



- Excellent and steadily improving expense ratio (17.4%)
- Vigorous cost inflation has had an immediate impact on the industry while premiums have a longer cycle
- Combined ratio 4.5 p.p. below the sector (96.4% in 2Q)<sup>2</sup>

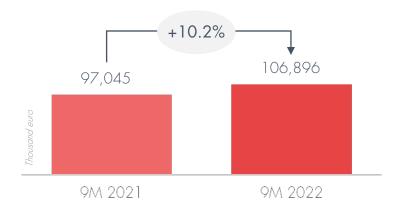
<sup>1.</sup> Growth of the Motor segment: 3.19% Source: ICEA, September 2022 2. Combined ratio of the Motor segment for the market as a whole: 96.4%. Source: ICEA, June 2022

# Home Segment | [ ]



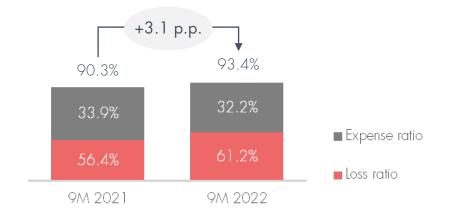
# Double-digit growth

#### **PREMIUMS**



- Growth 4.5 p.p. above the market<sup>1</sup>
- Rising average premiums and excellent retention performance
- The portfolio of policyholders gains 6.8%

#### COMBINED RATIO



- Expense ratio 1.8 p.p. below the market (34% in Q2) and gradually pulling away
- Loss ratio mainly affected by frequency of water and glass damage

<sup>1.</sup> Growth of the Home segment: 5.68%. Source: ICEA, September 2022 2. Combined ratio of the Home segment for the market as a whole: 93.8%. Source: ICEA, June 2022

# Health Segment | 🗘

**PREMIUMS** 



# Growth slowing while we continue to improve our technical result

## provin slovning willie we commute to improve our recrimed resur



- Policyholders up by 7,565 (+7.7%)
- Premium growth at 3.8 p.p. above the market<sup>1</sup>

#### COMBINED RATIO



Strict risk selection

<sup>1.</sup> Growth of the Health segment, sanitary assistance: 7.64%. Source: ICEA, September 2022



# Management ratios



		Loss ratio			Expense ration	)		Combined rat	io
	9M 2022	9M 2021	p.p. var.	9M 2022	9M 2021	p.p. var.	9M 2022	9M 2021	p.p. var.
Motor	74.5%	67.0%	7.6 p.p	17.4%	17.7%	-0.3 p.p	91.9%	84.7%	7.2 p.p
Home	61.2%	56.4%	4.9 p.p	32.2%	33.9%	-1.7 p.p	93.4%	90.3%	3.1 p.p
Health	91.0%	98.7%	-7.7 p.p	49.6%	54.1%	-4.5 p.p	140.6%	152.8%	-12.2 p.p
Other	4.0%	3.6%	0.4 p.p	46.3%	38.7%	7.6 p.p	50.3%	42.3%	8.0 p.p
Total	72.8%	65.9%	6.9 p.p	20.1%	20.5%	-0.4 p.p	92.9%	86.4%	6.5 p.p

Loss ratio

- Particularly in the Motor segment, the ratio reflects instant cost inflation while premiums have a longer cycle
- Increase in claims frequency in the Motor and Home segments compared to the previous year

Expense ratio

Excellent performance within a strategy of strict expense control

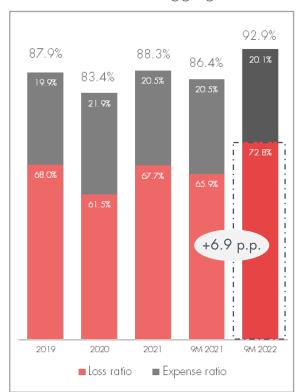
Combined ratio

Operational resilience though not immune to prevailing market conditions

# Combined ratio: loss ratio

# linea directa

# Premiums earned lagging behind the loss ratio



% over earned premiums net of reinsurance	9M 2022	9M 2021	% var
Claims incurred for the year	(487,814)	(434,205)	12.3%
Motor	(418,306)	(374,663)	11.6%
Home	(58,937)	(49,774)	18.4%
Health	(10,535)	(9,731)	8.3%
Other	(36)	(37)	-2.7%
LOSS RATIO	72.8%	65.9%	6.9 p.p

MOTOR	% IMPACT DISTRIBUTION		
	Average cost Frequency		
9M '22 vs '21	47%	53%	
3Q '22 standalone vs '21	89%	11%	

MOTOR is enduring rapid cost inflation while premiums earned have a longer cycle (+0.3% 9M).

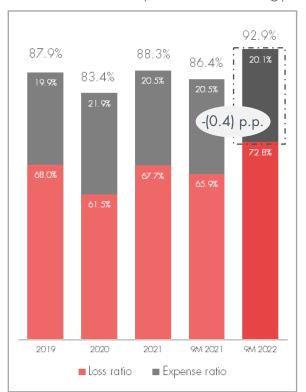
HOME	% IMPACT DISTRIBUTION		
	Average cost	Frequency	
9M '22 vs '21	24%	76%	
3Q '22 standalone vs '21	35%	65%	

Thousand eur

# Combined ratio: expenses

# linea directa

# We continue to pursue our strategy of efficiency and strict cost control



% over earned premiums net of reinsurance	9M 2022	9M 2021	% var
Net operating expenses	(146,456)	(149,806)	-2.2%
Acquisition expenses	(130,853)	(133,334)	-1.9%
Administrative expenses	(18,890)	(20,326)	-7.1%
Reinsurance commissions and profit participation	3,287	3,854	-14.7%
Profit sharing	(353)	(387)	-8.8%
Other technical revenue and expenses	12,273	15,476	-20.7%
EXPENSE RATIO	20.1%	20.5%	-0.4 p.p

**GREATER EFFICIENCY IN RETAINING POLICIES** STRICT CONTROL OF **OVERHEADS** We remain firmly committed to DIGITALISATION AND **TECHNOLOGY** 

Thousand euro

# Financial result



# We have realised capital gains in foreign currencies as the US dollar rallies

#### FINANCIAL RESULT

Thousand euro	9M 2022	9M 2021	% var.
Investment income 1	51,685	39,281	31.6%
Investment expenses <sup>1</sup>	(25,662)	(17,174)	-49.4%
Financial result	26,023	22,107	1 <i>7.7</i> %
of which realised gains (losses):	7,841	4,713	66.4%
Fixed income	(467)	(1,093)	-57.2%
Equity instruments	5,103	5,799	-12.0%
Foreign currencies	3,205	7	-
Impairments	-	-	-

Income FIXED INCOME <sup>2</sup>	Income EQUITIES <sup>3</sup>	Income INVESTMENT PROPERTIES
12.9 <sub>MN</sub> (9.8%)	2.5 <sub>MN</sub> +23.1%	4.4 <sub>MN</sub> +2.3%

Financial result (ex net realised gains) +4.5%

<sup>1.</sup> 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

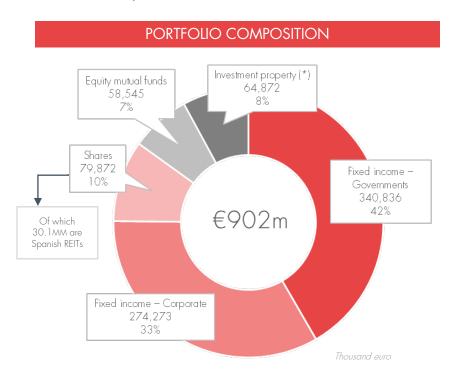
<sup>2.</sup> Does not include fixed income accruals and swaps

<sup>3.</sup> Does not include Economic Interest Groupings

# Investment portfolio

# linea directa

Portfolio composition and other metrics



## PROFITABILITY (Rolling 12)1

(%)	9M 2022	9M 2021	var. p.p
Fixed income	2.49%	2.14%	+0.35 p.p
Equity instruments	6.81%	5.02%	+1.79 p.p
Investment property	6.59%	6.53%	+0.06 p.p
Total average return	3.50%	2.85%	+0.65 p.p
Portfolio return (ex net realised gains)	2.75%	2.46%	+0.29 p.p

#### OTHER METRICS

	9M 2022	9M 2021
Fixed income duration	3.81	4.04
Fixed income modified duration	4.02%	4.01%

<sup>1.</sup> 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.

<sup>(\*)</sup> Off-balance sheet capital gains on investment property and property for own use amount to €22.3 million before tax.

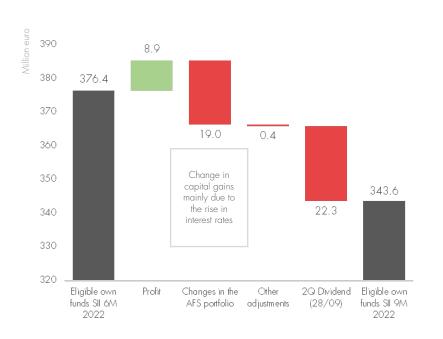
# Solvency II



#### Solvency margin



## Solvency own funds walk 6M 2022 - 9M 2022



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

# Solvency II



## Breakdown of required capital – SCR

Thousand euro	9M 2022	6M 2022
SCR Market	93,177	97,305
SCR Counterparty	10,708	11,847
SCR Health	3,733	3,257
SCR Non-Life	164,822	162,056
BSCR	214,740	215,498
SCR Operational	27,574	27,393
Deferred tax adjustment	(60,578)	(60,723)
SCR	181,735	182,169
Eligible own funds Solvency II	343,593	376,449

Solvency II ratio	189%	207%

#### **HIGHLIGHTS**

MARKET SCR

- (+) Symmetric adjustment (-8.10% at September 2022 vs. -5.34% at June 2022)
- (+) Lower exposure to foreign currencies

COUNTERPARTY SCR

• (+) Lower exposure to cash

HEALTH SCR

• In line with business performance

NON-LIFE SCR

- (-) Increase in premiums
- (-) Increase in the BEL for Motor reserves as cost of claims worsens.

OPERATIONAL SCR

In line

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

# resta lines talecta



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# resta linea diffecta

# Thank you





# Appendices

# Consolidated balance sheet



#### Assets

Thousand euro			
Assets	9M 2022	12M 2021	% var.
Cash and cash equivalents	84,087	115,788	-27.4%
Available-for-sale financial assets	752,025	864,978	-13.1%
Equity instruments	138,417	153,963	-10.1%
Debt securities	613,608	711,015	-13.7%
Loans and receivables	120,266	120,615	-0.3%
Reinsurers' share of technical provisions	22,101	20,153	9.7%
Property, plant and equipment and investment property	109,038	110,721	-1.5%
Investment property	64,872	65,457	-0.9%
Property, plant and equipment	44,166	45,264	-2.4%
Intangible assets	14,310	14,121	1.3%
Other assets	133,335	122,102	9.2%
Total assets	1,242,837	1,368,478	-9.2%

## Liabilities and Equity

Debt and accounts payable         109,261         175,406         -3.           Hedging derivatives         -9,447         -10	% var. -37.7%
Hedging derivatives - 9,447 -10	-37.7%
, , , , , , , , , , , , , , , , , , , ,	
Technical provisions 765.251 738.158	100.0%
	3.7%
Provision for unearned premiums 471,585 449,740	4.9%
Provision for unexpired risks 3,280 3,280	0.0%
<i>Provision for claims</i> 290,386 285,138	1.8%
Nontechnical provisions 25,432 22,133 1.	14.9%
Other liabilities 45,435 45,059	0.8%
<b>Total liabilities</b> 945,379 990,203	-4.5%
Equity 327,566 334,909 -	-2.2%
Valuation adjustments (30,108) 43,366 -16	169.4%
Total equity 297,458 378,275 -2	-21.4%

# Statement of profit or loss by segment



### Statement of profit or loss – Motor Segment



## Statement of profit or loss – Home Segment



Thousand euro	9M 2022	9M 2021	% var.
Gross written premiums (GWP)	579,419	563,301	2.9%
Premiums earned, net of reinsurance	561,078	559,350	0.3%
Claims incurred, net of reinsurance	(418,306)	(374,663)	11.6%
Net operating expenses	(110,044)	(114,752)	-4.1%
Other technical expenses and income	12,636	15,696	-19.5%
Technical result	45,364	85,632	-47.0%

Thousand euro	9M 2022	9M 2021	% var.
Gross written premiums (GWP)	106,896	97,045	10.2%
Premiums earned, net of reinsurance	96,242	88,288	9.0%
Claims incurred, net of reinsurance	(58,937)	(49,774)	18.4%
Net operating expenses	(30,785)	(29,832)	3.2%
Other technical expenses and income	(181)	(92)	97.1%
Technical result	6,339	8,590	-26.2%

	9M 2022	9M 2021	p.p. var.
Loss ratio	74.6%	67.0%	7.6 p.p
Expense ratio	17.4%	17.7%	-0.3 p.p
Combined ratio	91.9%	84.7%	7.2 p.p
Clients (thousands)	2,589	2,527	61

	9M 2022	9M 2021	p.p. var.
Loss ratio	61.2%	56.4%	4.9 p.p
Expense ratio	32.2%	33.9%	-1.7 p.p
Combined ratio	93.4%	90.3%	3.1 p.p
Clients (thousands)	746	698	47

# Statement of profit or loss by segment



### Statement of profit or loss – Health Segment



## Statement of profit or loss – Other Insurance Businesses <sup>1</sup>

Thousand euro	9M 2022	9M 2021	% var.
Gross written premiums (GWP)	23,304	20,913	11.4%
Premiums earned, net of reinsurance	11,576	9,861	17.4%
Claims incurred, net of reinsurance	(10,535)	(9,731)	8.3%
Net operating expenses	(5,563)	(5,210)	6.8%
Other technical expenses and income	(182)	(128)	41.9%
Technical result	(4,704)	(5,209)	-9.7%

	9M 2022	9M 2021	p.p. var.
Loss ratio	91.0%	98.7%	-7.7 p.p
Expense ratio	49.6%	54.1%	-4.5 p.p
Combined ratio	140.6%	152.8%	-12.2 p.p
Clients (thousands)	106	98	8

Thousand euro	9M 2022	9M 2021	% var.
Gross written premiums (GWP)	1,082	1,379	-21.5%
Premiums earned, net of reinsurance	901	1,033	-12.8%
Claims incurred, net of reinsurance	(36)	(37)	-2.7%
Profit sharing and premiums refunds	(353)	(387)	-8.8%
Net operating expenses	(64)	(12)	417.6%
Other technical revenues and expenses	-	-	-
Technical result	448	597	-24.9%
	9M 2022	9M 2021	p.p. var.
Loss ratio	4.0%	3.6%	0.4 р.р
Expense ratio	46.3%	38.7%	7.6 p.p
Combined ratio	50.3%	42.2%	8.0 p.p
Clients (thousands)	4	5	(1)

<sup>1.</sup> 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