PRESS RELEASE

Banco Desio and Italiana Assicurazioni: a ten-year strategic partnership to expand the life insurance sector offering

Milan, 17 April 2025 – **Banco di Desio e della Brianza S.p.A.** announces the signing of a strategic partnership with **Italiana Assicurazioni S.p.A.**, a company belonging to the **Reale Group**, one of the leading insurance groups operating in Italy with a strong international presence.

The agreement entails a preferential commercial collaboration lasting 10 years, aimed at integrating and complementing Banco Desio's current insurance product offering with innovative and highly competitive solutions. The proposed portfolio will include the main types of IBIP products, including Class I, Class III and Multi-class, providing clients with greater investment diversification and solutions designed to meet their needs for security and returns.

The choice of Italiana Assicurazioni follows an in-depth and detailed competitive selection process involving more than a dozen of the main national and European insurance companies active in the Life insurance sector. Italiana's proposal stood out for the high quality of its product range, the innovation of the insurance solutions offered, and for an efficient, reliable service model that integrates perfectly with Banco Desio's operations, all for the benefit of the Group's customers.

The evolution of Banco Desio's insurance offering will enable the bank to propose solutions characterised by high returns for customers and excellent service levels. To this end, strategic actions have been identified to optimise the service and operational model, with targeted investments in the evolution of IT architecture, the digitisation of applications supporting the network, and the creation of a specialised team dedicated to bancassurance.

The synergy between Banco Desio and Italiana Assicurazioni is based on a perfect strategic complementarity, the result of significant collaborative efforts, thanks to their shared focus on the customer, local presence, Italy-based governance, and in-depth knowledge of the target market.

With this initiative, Banco Desio further strengthens its development strategy in the Life insurance sector, in line with its business plan and with the aim of offering ever more complete, personalised and high-performing solutions.

Alessandro Decio, Chief Executive Officer of Banco Desio, stated: "*We are grateful for the interest we have received and very satisfied with the agreement reached with Reale Group. This partnership represents an important step forward in our bancassurance strategy; we are a Bank strongly focused on growth and customer care, and we are confident that we have found the right partner who shares these values and ambitions. There are great opportunities for a Bank like ours that always strives to identify the best solutions for its customers, and Italiana Assicurazioni, a partner of high standing, has believed in our growth ambitions, sharing with us the desire to create long-term value by offering our clients high-value products and services that effectively meet their investment and protection needs.*"

Luca Filippone, General Manager of Reale Group, commented: *"The agreement between Banco Desio and Italiana Assicurazioni marks a significant milestone for Reale Group and attests to the strength and effectiveness of our insurance model, enriched by the shared fundamental values between our organisations. We are pleased with the outcome of this process, which allows us to seize a strategic development opportunity, expanding access to insurance solutions in an increasingly dynamic and demanding market. A solid and deeply rooted institution in the local area, Banco Desio is the ideal partner to lay the foundations for a long-term relationship, creating value for all the stakeholders involved."*

Luca Colombano, General Manager of Italiana Assicurazioni, said: *"We are proud to be able to announce this ten-year partnership with Banco Desio, with whom we had already embarked on a growth journey, leveraging the synergies of geographical positioning, supported by decision-making structures entirely based in Italy. Thanks to this strengthened collaboration, we are offering innovative solutions in the Life and Investment sectors, designed to meet the protection and wealth growth needs of our customers. Our goal is to enhance and strengthen the multi-channel sales model, characteristic of Italiana Assicurazioni, by providing effective and customised insurance tools, with a view to qualified and long-term consulting."*

BANCO DI DESIO E DELLA BRIANZA S.P.A. Established in 1909 and listed on the Milan Stock Exchange since 1995, today Banco Desio is a modern multi-product banking Group oriented towards the future in keeping with its own traditions, with strong territorial roots and an organisational structure focused on offering high quality services to its customers, including through digital channels. The Banco Desio Group operates in Northern and Central Italy and Sardinia, with a distribution network of 277 branches and approximately 2,400 employees. It operates in the consumer credit sector through Fides S.p.A. and Dynamica Retail S.p.A., finance companies that specialise in salary-backed loans. It operates through distribution agreements with leading national and international parties in the assets under management and "bancassurance" areas. It has total assets of over Euro 18 billion.

Reale Group is an international Group operating in Italy, Spain, Chile and Greece through its Parent Company – Società Reale Mutua di Assicurazioni, the largest Italian mutual insurance company, and its Subsidiaries. It offers solutions and protection to over 5 million customers in the insurance, banking, real estate and services fields. With more than 4,400 employees in Italy, Spain, Chile and Greece, Reale Group demonstrates one of the highest levels of market solidity, as evidenced by a solvency ratio (Solvency II), calculated according to the Group's Partial Internal Model, of 326.6% (YE2024).

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