



Generali Country Italia, Fiat Chrysler Automobiles Italy and FCA Bank strengthen their partnership on mobility

- New digital insurance and Internet of Things services to offer connected-car customers a new personalized experience
- Generali, FCA Bank and Leasys sign a Europe-wide agreement to distribute insurance services for vehicles of the FCA group
- New initiative to develop products and services for electric cars

From real-time coaching designed to improve driving style, to instant insurance which will allow (over the course of 2020) all of the services to help meet specific customer needs. Less than a year after they announced their agreement, **Generali Country Italia, Fiat Chrysler Automobiles Italy and FCA Bank** have strengthened their strategic and commercial partnership in Italy and the main European markets with the presentation today at the Hadid Tower in Milan of their new digital IoT (Internet of things) services for connected-car customers. The new offer will be ready by the end of the year.

The meeting was attended by **Marco Sesana**, Country Manager and CEO of Generali Italia and Global Business Lines, **Pietro Gorlier**, FCA Chief Operating Officer for the EMEA region and Global Head of Mopar, **Giacomo Carelli**, Chief Executive Officer and General Manager of FCA Bank Group, and **Francesco Bardelli**, CEO of Generali Jeniot and Chief Business Transformation Officer of Generali Italia, who **signed the agreements implementing the strategic and commercial partnership** and also presented the new services.

The partnership will be extended to the insurance plans for the cars of the Leasys's fleet (a FCA Bank Group company specialized in short, medium and long term rental and peer-to-peer car sharing). Moreover, it will also include the distribution of car insurance policies by FCA Bank at the FCA dealer network, not only for connected cars, but also for all other types of cars, and will apply to the following European markets:

1. As far as Leasys is concerned, more than 90,000 FCA vehicles will be insured by Generali
2. In Germany, France and Poland, the partnership between Generali and FCA Bank will offer car insurance plans to retail clients

A new initiative has also been launched for development throughout 2020 of products and services specifically tailored for electric vehicles, such as electric-car insurance and services to facilitate recharging.

Marco Sesana, Country Manager and CEO of Generali Italia and Global Business Lines, stated: *“Less than a year ago, we joined FCA to create an Italian axis for the first connected-mobility ecosystem and to develop innovative solutions and services for today’s new forms of mobility. We want to ensure the movement of people, not just cars. Thanks to our intensive work with FCA, we are already in a position to propose to customers in Italy and in the main European markets an offer guaranteeing a new experience, tailored to their individual driving styles and lifestyles. With this new approach to mobility, we aim to beat the target of 2.5 million connected customers by 2021.”*

Pietro Gorlier, Chief Operating Officer at FCA for the EMEA region & Global Head of Mopar, commented: *“For FCA, the initiative announced today is part of the new global “ecosystem” for connected vehicles announced last April, which will improve the online capabilities of our vehicles worldwide. In addition to providing an ideal technical environment for electric vehicles, the platform will also support FCA’s range of mobility services, including mileage pricing options and insurance policies based on actual vehicle use distributed by FCA Bank through the Group’s dealer network.”*

Giacomo Carelli, Chief Executive Officer & General Manager of FCA Bank Group, stated: *“The partnership with Generali marks the start of a collaboration enabling FCA Bank to broaden its offer with liability insurance policies in Italy at flexible tariffs based on car use and driving style, and motor policies in other important European countries, for a wider offer of cost-effective innovative services. Group clients will also have access to Leasys’s mobility solutions, from short-, medium- and long-term rentals to peer-to-peer car sharing, through the entire network of Generali agencies.”*

Francesco Bardelli, CEO of Generali Jeniot and Chief Business Transformation Officer of Generali Italia, stated: *“Through this partnership we are providing our expertise in advanced analytics and connected insurance with services that enrich and customize the mobility experience of FCA connected customers. At Generali Italia we are redesigning the insurance business, by building ecosystems with industrial partners, with the aim of offering our clients increasingly personalized, innovative and integrated services.”*

Based on the pooled experience and know-how of the companies, the new plans and services are designed to meet changing needs as customers turn increasingly to use-based consumer models.

Innovative insurance plans - FCA Bank will distribute Genertel liability insurance plans based on driving style and actual vehicle usage through the FCA group’s dealer network.

Digital IoT services - The services will be linked to driver behaviour and vehicle use, and will be activated through the FCA App in the Generali environment. They include:

- **Style** designed to help customers improve their driving style and become more responsible;
- **Status** to certify the state of the vehicle when the customer wishes to sell it;
- **Timeline** providing information such as the exact speed of the vehicle at a precise moment.
- **Aware** if the vehicle moves away from a pre-specified area: e.g., when the vehicle is used by the owner's children, or parked in areas with limitations and restrictions (i.e., street cleaning, markets);
- **Find** to help the driver locate their parked car;
- **Tableau** to keep the vehicle in perfect condition, with remote checks on fuel consumption and tyre pressure;
- **My trips** to manage trips via the app and add personal notes on the itinerary.

Instant Insurance - During 2020, the offer will be enhanced for FCA Bank to provide innovative instant insurance services tailored to specific requirements monitored through real-time connectivity. Key examples are: travel policies that can be activated near stations/airports, policies for the protection of sports activities on arrival at ski resorts, emergency towing on motorways.

Integrated services for Generali and FCA customers - These services include the possibility for Generali Italia agencies to propose long-term rental offers on FCA vehicles through Leasys, the FCA Bank mobility and long-term rental company, as well as dedicated services such as maintenance and FCA warranty extensions for Generali customers.

Synergies between the Generali Country Italia and the FCA authorized body shop networks will promote use of FCA authorized shops for vehicle repairs and FCA original spare parts.

Milan, October 3rd, 2019

Generali Italia

Generali Italia is the best known insurer in Italy and leader in the insurance market with premiums totalling more than 23 billion euro, 10 million customers, a widespread network of over 40 thousand distributors, in addition to online and bancassurance channels, 13 thousand employees, more than 16 billion services provided per year, 120 billion euro of

assets under management. The Generali Italia group includes Alleanza Assicurazioni, Das, Genagricola, Genertel and Genertellife, Generali Welion and Generali Jeniot.

FCA

Fiat Chrysler Automobiles (FCA) is a global automotive manufacturer that designs, develops, manufactures and markets vehicles under a range of brands including Abarth, Alfa Romeo, Chrysler, Dodge, Fiat, Fiat Professional, Jeep®, Lancia, Ram and Maserati. It also provides after-sales services and spare parts under the Mopar brand and operates in the components and production systems sectors under the Comau and Teksid brands. FCA has almost 200,000 employees worldwide. For more information on FCA, please visit www.fcagroup.com

FCA Bank

FCA Bank S.p.A. is a bank mainly engaged in car financing, with the aim of also meeting all mobility requirements through its subsidiary Leasys S.p.A. It is a 50/50 joint venture of FCA Italy S.p.A., a company of the global car manufacturer Fiat Chrysler Automobiles N.V. and Crédit Agricole Consumer Finance, a company of the Crédit Agricole group leader in consumer credit. FCA Bank S.p.A. supplies financial products to support sales of prestigious car brands in Italy and Europe. The credit, leasing, rental and mobility financing programs provided by FCA Bank S.p.A. are specifically designed for sales networks, private customers and corporate fleets. FCA Bank S.p.A. is present in 17 European countries and in Morocco, either directly or through branches. As at 30 June 2019, FCA Bank managed a loan portfolio of approximately 27.7 billion euro.