

APPENDICE

DIAPOSITIVE

Relazione di Mr. Martin Roberts

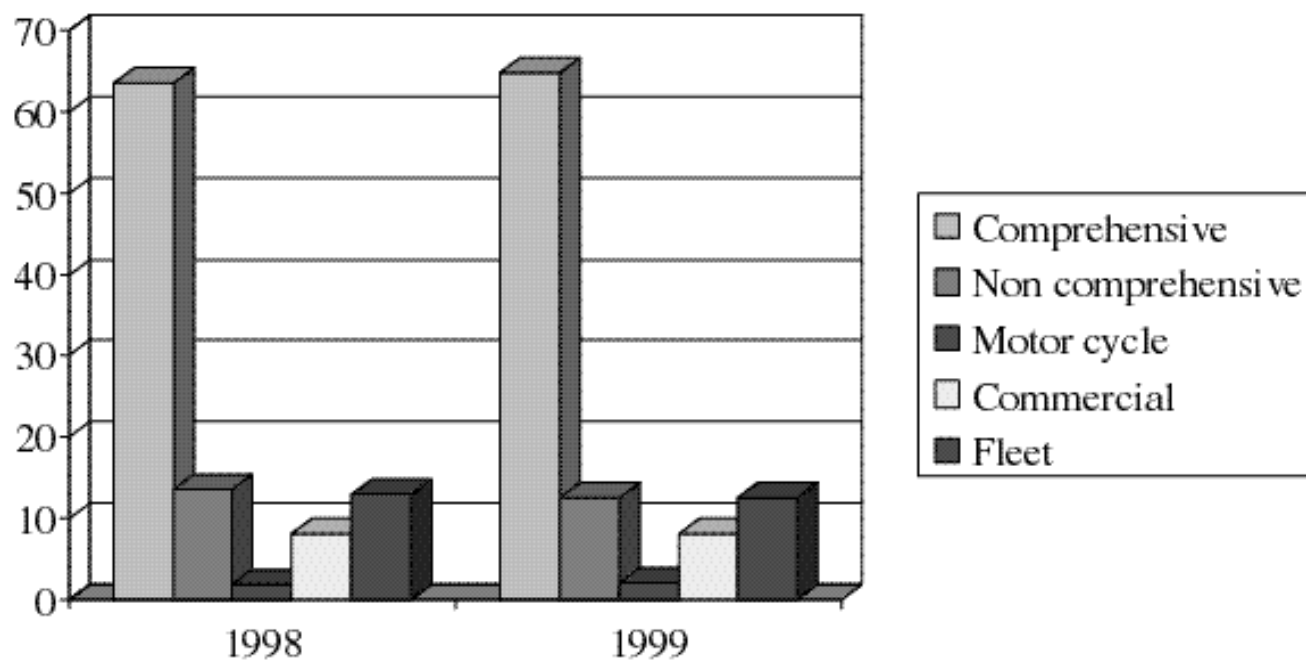
Director Insurance Financial Services Authority-Insurance Division

UK Motor Insurance Market Review

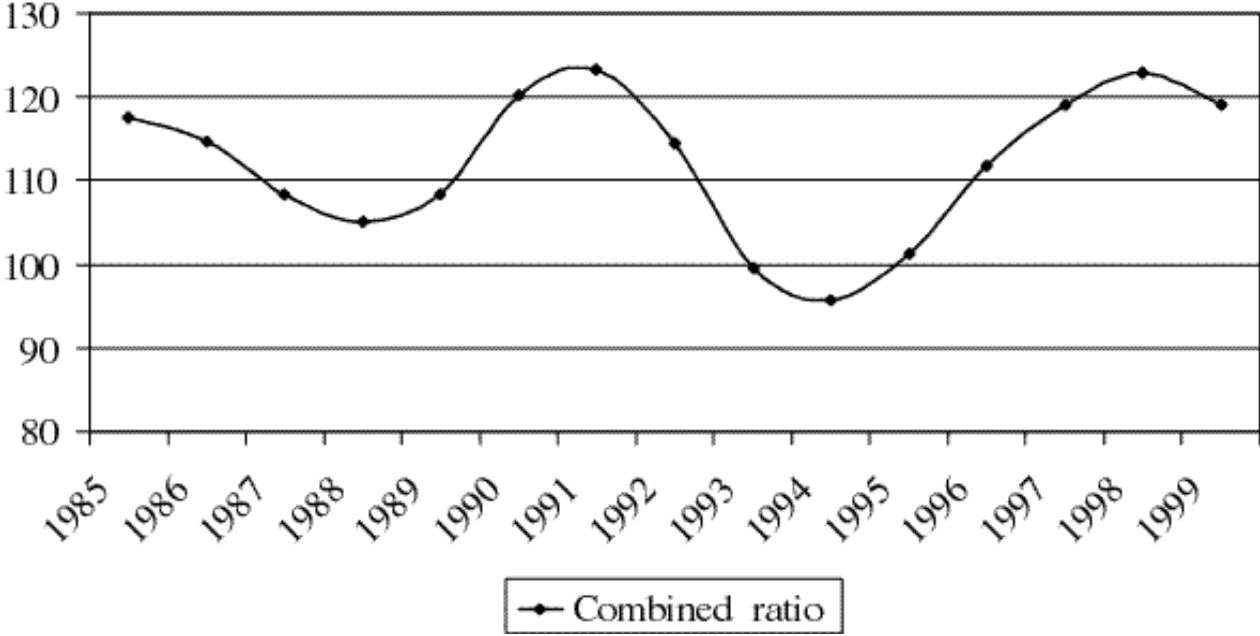
Tab. 1 Standard Covers in the UK.

- | | |
|--|--|
| <ul style="list-style-type: none">■ Comprehensive.<ul style="list-style-type: none">■ Passenger Liability.■ Third Party Liability.■ Fire.■ Theft.■ Own Vehicle repair costs.■ Emergency Hospital charges. | <ul style="list-style-type: none">■ Non-Comprehensive.<ul style="list-style-type: none">■ Passenger Liability.■ Third Party Liability.■ (Fire.)■ (Theft.)■ Emergency Hospital charges. |
|--|--|

Graf. 1 Vehicle years reported (%).

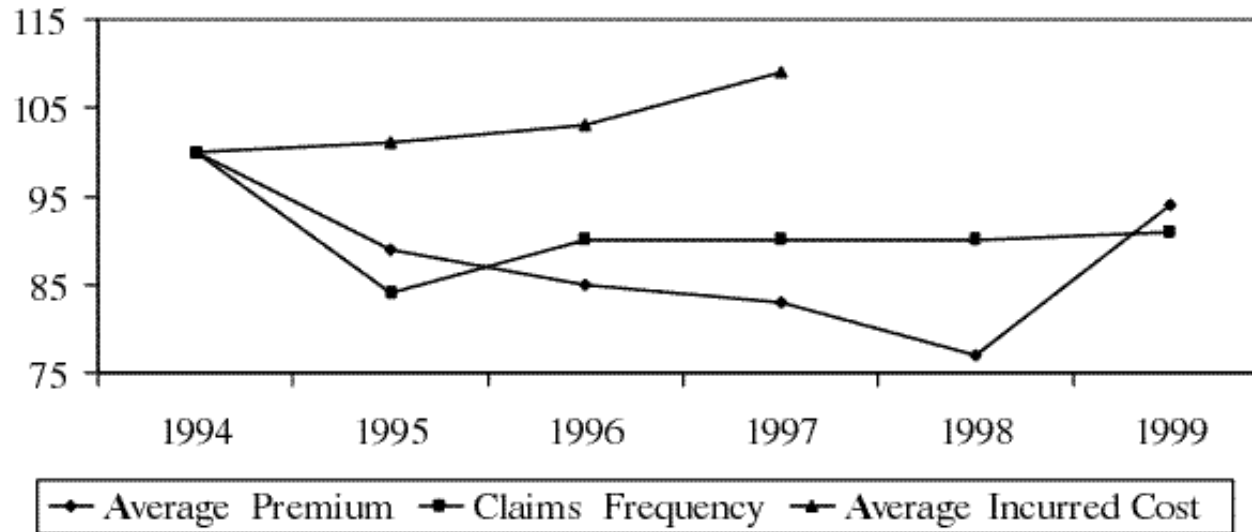


Graf. 2 UK Motor Market Results



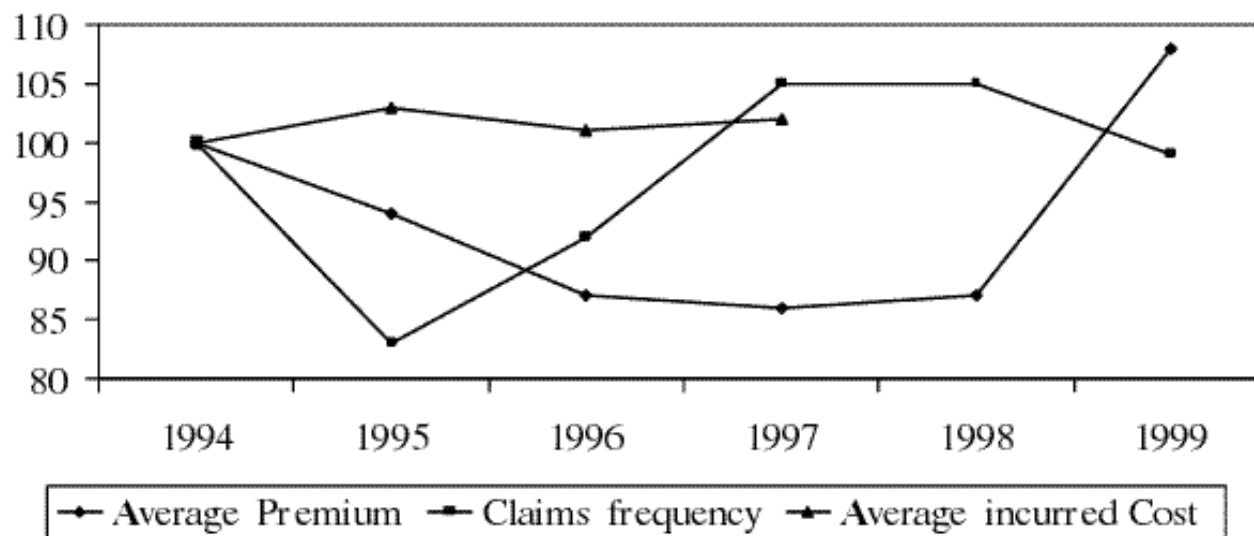
Graf. 3 Market trends

Private vehicle Comprehensive



Graf. 4 Market trends

Private Vehicle Non-Comprehensive.



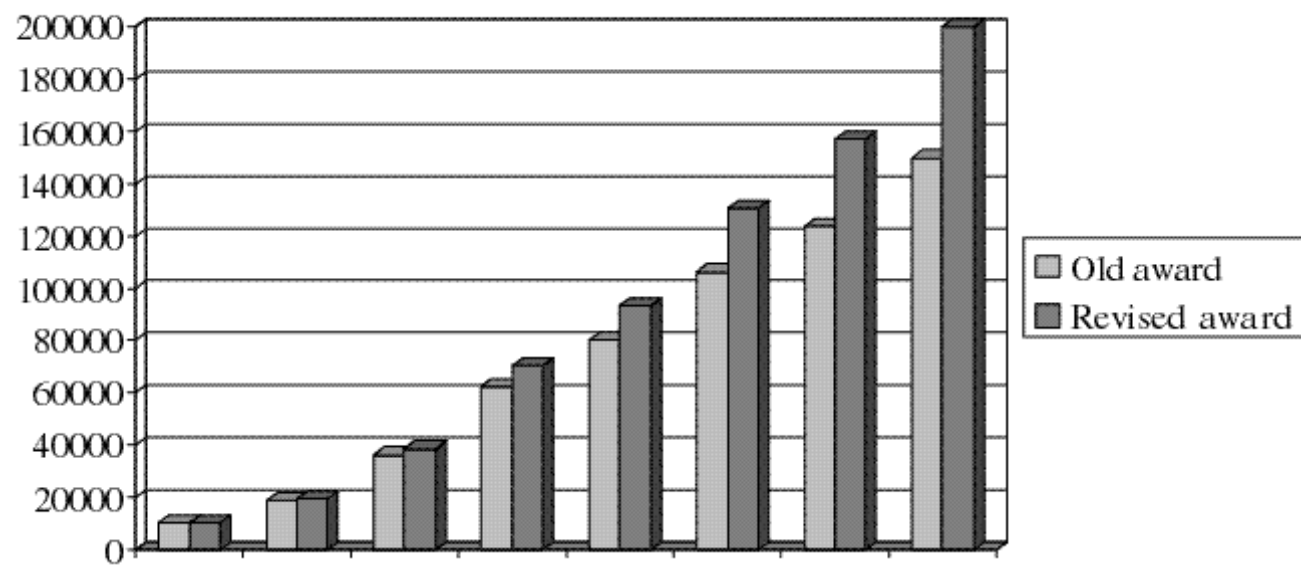
Tab. 2 Costs are rising

- Bodily Injury payments
- Material damage
- Fraud
- Contingent fee legal arrangements
- Emergency treatment costs
- Recovery of Social Security payments
- Uninsured motorists

Tab. 3 Costs associated with the Market

- Bodily Injury payments
 - Judicial recommendations
 - Medical advances and expectations
 - Rehabilitation
- Rights
 - Litigiousness

Graf. 5 Revisions of damage awards.



Tab. 4 Market distribution (now).

Direct Writers.

Direct Sales Force

High Street Brokers

Chains Broker Branches.

Broker Telesales

Brand Extenders

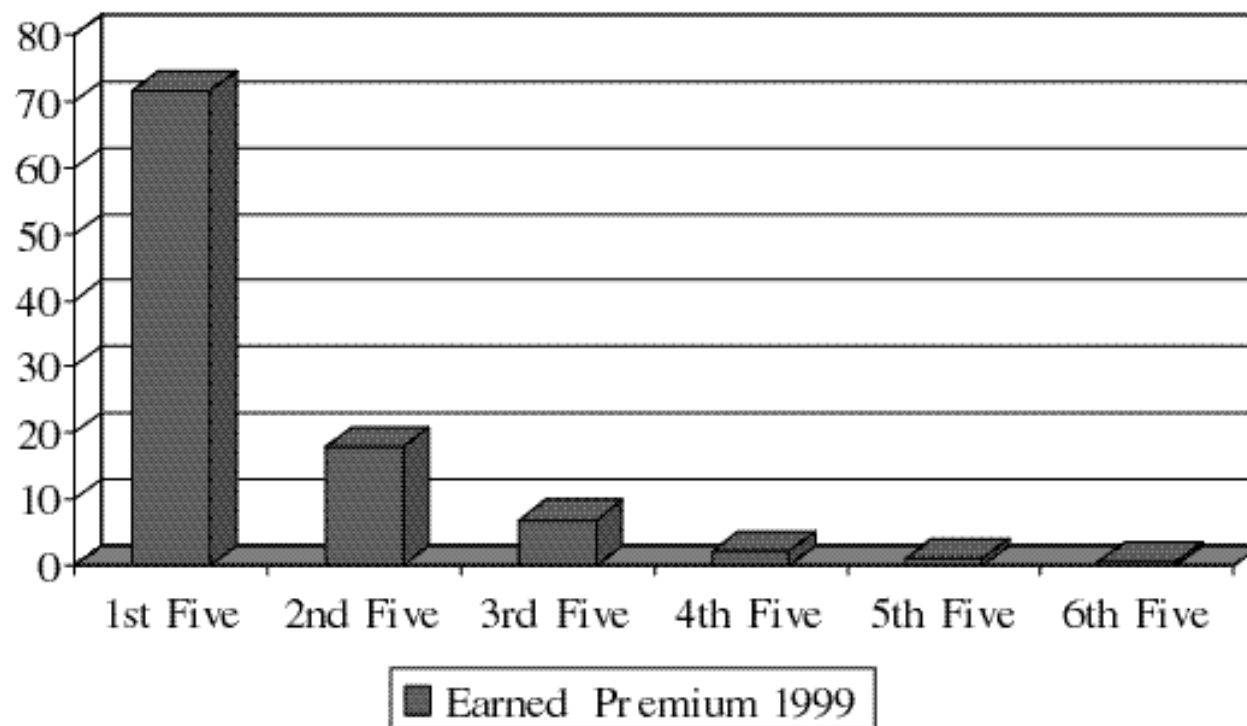
Tab. 5 Where is distribution going?

- Direct Writers
- High Street Brokers
- Chains Broker Branches
- Broker Telesales
- White Label Aggregators
- Interactive TV
- Internet

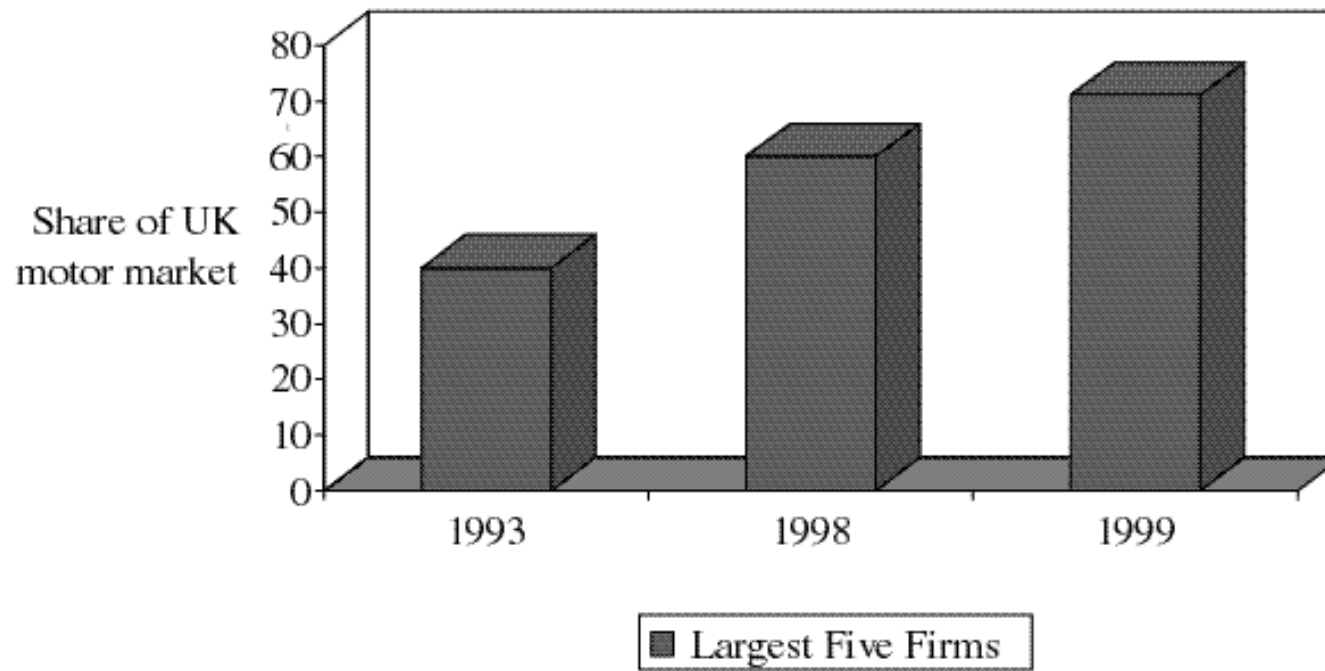
Tab. 6 The UK Motor Market

- Lloyds of London.
 - Currently 15% of the total Motor market..
- The Company Market.
 - Approximately 30 significant Groups / Companies.
- Total premium income 1998 .
 - £ 8.1bn

Graf. 6 Share of motor market.



Graf. 7 «Big Five» are getting bigger



Tab. 7 Consolidation continues

- Mergers and Acquisitions
- Withdrawals
- Retrenchment
- Company Failures