

## PRESS RELEASE

### CATTOLICA ASSICURAZIONI ENDS ITS AGENCY NETWORK TOUR AND MEETS MORE THAN 1000 AGENTS

***The Agents Tour 2019 - Ready for Life, organised by the Cattolica Assicurazioni Distribution and Professional Channels Department, came to a close yesterday. More than 1,000 agents took part over the three legs: Naples, Rome and Milan***

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Verona, 3 April 2019. With the third and final leg in Milan, at the Palazzo del Ghiaccio, yesterday Cattolica Assicurazioni brought the *Agents Tour 2019 - Ready for Life* to a close. Starting on 26 March at the Stazione Marittima in Naples, the tour continued with the mid-way event in Rome at the Salone delle Fontane on 29 March. The meetings promoted by the Distribution and Professional Channels Department at Cattolica Assicurazioni, led by Marco Lamola, involved more than 1,000 agents with the intention of presenting the results achieved by the agency network in 2018, and outlining the guidelines for 2019 to be pursued with the Company's support.

Following a video message with a greeting from the Chief Executive Officer of the Cattolica Assicurazioni Group, Alberto Minali, the first part of the day saw the two General Managers, Carlo Ferraresi and Valter Trevisani, take the floor. For their own areas of responsibility, each presented the activities and actions that the Company is bringing about to improve the agency service. The Cattolica Management team then took to the stage, meeting for the first time at an agent event, to illustrate the journey of profitable growth that the Departments had undertaken to the benefit of the agencies and Customers. Nazareno Cerni, Vice General Director and Non-Auto Insurance Director, focused on CattRe and the Specialty Lines; Luigi Barcarolo, Head of Auto Insurance and Insurance Analytics and Business Architecture, outlined the data from the TPL sector 2018 and the prospects of the Connected Car 2019; Carlalberto Crippa, Head of Digital Distribution & New Markets, illustrated how the Cattolica App functions as a tool to support the agencies in managing the relationship with the end Customer and introduced the Customer Community project; Piero Fusco, Head of the Religious and No Profit Organisations Business Unit, defined the Company's prospects for religious organisations and the third sector; Alberto Guidi, Chief Claim Officer, spoke about the restructuring of the Claims Department; Daniele Maffei, Director of the Life and Welfare Department, defined the priorities for 2019; lastly, Marketing Director Francesco Minelli explained the IDD opportunities, the priorities for 2019 and how marketing supports the agency network.

Figures, objectives, initiatives and tools were the protagonists of the second part of the day, during which Marco Lamola handed over the baton to the Area Managers: Salvatore Rapisarda for Naples, Paolo Coratti for Rome and Roberto Dinoi for Milan. The three managers underlined the strong points and areas for improvement in their own networks. The usual focus on individuals did not go amiss, with prizes awarded to the agents who stood out in 2018, and the celebration of those who have dedicated 20, 30 and 40 years of their career to Cattolica Assicurazioni.

## **CONTACTS**

### **Media Relations Manager**

Erminia Frigerio (Mob. +39 337/1165255)  
[erminia.frigerio@cattolicaassicurazioni.it](mailto:erminia.frigerio@cattolicaassicurazioni.it)

### **Press Officer**

Pietro Moneta (Mob. +39 337/1176726)  
[pietro.moneta@cattolicaassicurazioni.it](mailto:pietro.moneta@cattolicaassicurazioni.it)

### **Local Media Manager**

Angelo Cipriani (Mob. +39 347/5074052)  
[angelo.cipriani@cattolicaassicurazioni.it](mailto:angelo.cipriani@cattolicaassicurazioni.it)

### **Press Officer**

Camilla Pisani (Mob. +39 335/7138669)  
[camilla.pisani@cattolicaassicurazioni.it](mailto:camilla.pisani@cattolicaassicurazioni.it)