



# Banca Popolare di Sondrio

## PRESS RELEASE

### **BANCA POPOLARE DI SONDRIO RENEWS PARTNERSHIP OF BANCASSURANCE WITH ARCA VITA AND UNIPOL**

The Board of Directors of Banca Popolare di Sondrio SpA, meeting today, resolved to renew the bancassurance partnership with Arca Vita SpA and its subsidiaries Arca Assicurazioni SpA and Arca Vita International DAC, strengthening the partnership with Unipol Group and BPER that began in 2010. Consequently, the relevant contracts were signed.

Over the years, the alliance has enabled the bank to consolidate its presence in the insurance sector, expanding the range of life and non-life products offered to customers, with Arca Vita SpA establishing itself as a reference operator for Italian community banks with a strong territorial vocation.

As of this year, the partnership is extended to UniSalute, a Unipol Group company with a leading position in the market for health products, thus further enhancing the commercial offerings of the Bank.

The agreements will last for five years and take effect on January 1, 2023.

“We are very pleased with this partnership, now more than a decade old and today further enriched with health products: it contributes to expanding the product catalog for our customers and the value we generate, in line with the Industrial Plan. The agreement reached allows us to enhance the value of our Company - Arca Vita, in which we hold about 15 percent - and to benefit from the very important contribution of know-how of Unipol, our industrial partner.” said **Mario Alberto Pedranzini, Managing Director and General Manager of Banca Popolare di Sondrio.**

Gatti Pavesi Bianchi Lodovici and Oliver Wyman acted as legal and financial advisor to Banca Popolare di Sondrio, respectively, as part of the partnership renewal negotiations.

Sondrio, 22<sup>nd</sup> December 2022

BANCA POPOLARE DI SONDRIO

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