

## **Italian market report from CSA Consulenze e Servizi Aziendale.**

CSA Consulting and Company Services is a team of professionals and specialists, led by Mr. Maurizio Ratti, that deals with the evaluation, optimization and management of corporate risks, significantly reducing the potential impact of risk on the client's bottom line.

CSA manages the relationship between the customer and insurance companies both in terms of insurance and risk management management and in the settlement of claims.

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### **Updated Italian Insurance general market information**

For the last complete accounting year 2023:

The overall premiums in the Italian and foreign, direct and indirect, portfolio net of reinsurance amounted to €136.0 billion.

The aggregated figure is the result of the life sector premiums amounting to: €92.6 billion, and the non-life sector premiums amounting to: €43.4 billion.

Incurred claims, overall market, defined as amounts paid and the changes in provisions against payable amounts net of recoveries, amounted to €113.2 billion.

The combined ratio for the 2023 accident year worsened considerably (104.4%) against 91.1% in 2022), due to an increase in claims costs.

Sector employment: at the end of 2023 the italian insurance industry's managerial and nonmanagerial staff numbered around 50,000

## Insurance Distribution trends

Agents still lead the way in overall distribution while brokers for large and middle market commercial placements (source IVASS). Online business has yet to make a material impact on distribution.

Classes	YEAR 2023							
	Agents	Brokers <sup>(1)</sup>	Bank branches <sup>(2)</sup>	Financial salesmen	Direct sales <sup>(*)</sup>	Direct remote sales		Total
						Telephone	Internet	
Motor liability	85.1	4.2	2.4	0.0	0.6	1.2	6.5	100.0
Land vehicle insurance	75.9	7.3	8.6	0.2	3.3	0.8	3.8	100.0
<b>Total Motor</b>	<b>82.8</b>	<b>5.0</b>	<b>3.9</b>	<b>0.1</b>	<b>1.3</b>	<b>1.1</b>	<b>5.8</b>	<b>100.0</b>
Accident and Sickness	50.8	11.7	18.0	1.4	17.2	0.3	0.6	100.0
Transports <sup>(3)</sup>	32.2	64.5	0.2	0.0	2.9	0.1	0.1	100.0
Property <sup>(4)</sup>	74.0	11.3	11.1	0.3	2.0	0.3	0.9	100.0
General liability	78.3	12.3	6.9	0.1	2.2	0.1	0.1	100.0
Credit and suretyship	69.2	21.3	5.1	0.0	4.4	0.0	0.0	100.0
<b>Total Non-Motor</b>	<b>65.7</b>	<b>13.4</b>	<b>12.2</b>	<b>0.6</b>	<b>7.3</b>	<b>0.2</b>	<b>0.6</b>	<b>100.0</b>
<b>TOTAL NON-LIFE</b>	<b>72.9</b>	<b>9.8</b>	<b>8.7</b>	<b>0.4</b>	<b>4.8</b>	<b>0.6</b>	<b>2.8</b>	<b>100.0</b>

  

Classes	YEAR 2022							
	Agents	Brokers <sup>(1)</sup>	Bank branches <sup>(2)</sup>	Financial salesmen	Direct sales <sup>(*)</sup>	Direct remote sales		Total
						Telephone	Internet	
Motor liability	85.1	3.9	2.4	0.0	0.6	1.3	6.7	100.0
Land vehicle insurance	77.1	6.6	8.5	0.3	2.4	0.9	4.3	100.0
<b>Total Motor</b>	<b>83.2</b>	<b>4.5</b>	<b>3.8</b>	<b>0.1</b>	<b>1.0</b>	<b>1.2</b>	<b>6.2</b>	<b>100.0</b>
Accident and Sickness	52.0	10.8	17.6	1.5	17.1	0.4	0.7	100.0
Transports <sup>(3)</sup>	31.6	65.6	0.2	0.0	2.6	0.1	0.1	100.0
Property <sup>(4)</sup>	73.5	11.2	11.6	0.3	2.0	0.4	1.1	100.0
General liability	79.3	11.3	6.6	0.1	2.5	0.1	0.1	100.0
Credit and suretyship	69.5	22.5	4.6	0.0	3.3	0.0	0.0	100.0
<b>Total Non-Motor</b>	<b>66.0</b>	<b>12.9</b>	<b>12.2</b>	<b>0.6</b>	<b>7.3</b>	<b>0.3</b>	<b>0.7</b>	<b>100.0</b>
<b>TOTAL NON-LIFE</b>	<b>73.3</b>	<b>9.3</b>	<b>8.6</b>	<b>0.4</b>	<b>4.6</b>	<b>0.7</b>	<b>3.0</b>	<b>100.0</b>

## Obligatory Natural Catastrophe insurance

The entry into force of the obligation for Italian companies (commercial entities) to have an insurance policy to cover damage caused by catastrophic events has been postponed to 31 March 2025, with the approval of the Council of Ministers.

Given the initially scheduled start date of 31 December 2024, it is already possible for companies to take out insurance.

This requirement applies to both immovable and movable property, including machinery and stored goods.

The measure was designed to support companies in dealing with extreme natural events. The main objective is twofold: to promote prevention and to strengthen the resilience of companies in the face of damage resulting from natural disasters. In this way, the aim is to ensure production continuity even in critical situations.

In 2025, Italy has introduced several **new regulations impacting mobility**, focusing on enhancing road safety and managing transportation more effectively.

One peculiarity of the new regulations are E-Scooter Regulations. Due to a significant rise in e-scooter-related accidents—3,365 injuries and 21 fatalities in 2023, up from 2,929 injuries and 16 deaths in 2022—Italy has implemented stricter rules for e-scooter usage:

- **Mandatory Helmets:** All e-scooter riders are now required to wear helmets.
- **Insurance and Registration:** E-scooters must be insured and display license plates.
- **Usage Restrictions:** E-scooters are prohibited from operating in cycle lanes, pedestrian zones, and non-urban roads.
- **Parking Regulations:** Stricter fines have been introduced for improper parking of e-scooters.

## **M&A**

Broker consolidation continues in Italy with several acquisitions and mergers taking place over the last 6 months. CSA Consulting and Company Solutions, Wide, Ardonagh, Edge, GB Sapri, PIB, Private Broking, Emmbe, GEAS, Mansutti, Mediass, Solari, Seabridge were all active in the Italian M&A arena during 2024 and the beginning of 2025

## **Medical Malpractice Insurance**

Ministerial Decree No. 232 of 15 December 2023 introduced new regulations on medical liability insurance in Italy, implementing the provisions of the Gelli-Bianco Law (Law No. 24/2017). This decree, published in the Official Journal on 1 March 2024, came into force on 16 March 2024.

The Gelli-Bianco Law introduces a revolution in the liability structures of the healthcare sector. It has been in force for a few years now, beginning in April 2017. In order for it to be fully applicable to healthcare professional policies, implementing regulations have been awaited for almost 7 years.

In fact after many years of debate, discussion and modifications the full impact of the Medical Malpractice decree 232/2023 known as the Gelli Bianco Law was made fully operational in March 2024.

The key points of this decree:

- It limits healthcare liability to gross negligence only for healthcare professionals working in public and private facilities.
- In order for liability to be limited to gross negligence, the doctor-patient relationship must be extra-contractual.
- It involves healthcare facilities in the first instance in the event of medical liability.

- *It forces the entire sector (employee and non-employee) to obtain professional liability insurance, at least for gross negligence.*
- Guidelines and best practices become an essential element for the assessment of liability.
- *Direct action towards the Insurers of the hospital structure and/or healthcare workers.*