

May 9, 2017



Q1 2017 RESULTS & BUSINESS UPDATE

Q1 2017 Group Results

3

Q1 2017 Domestic Market Results

13

Q1 2017 Foreign Markets Results

33

Business Update

38

Mediolanum Facts

54



Q1 2017 Group Results

	Q117	Q116	Change
Entry fees	19.8	17.6	+13%
Management fees	233.6	200.5	+16%
Performance fees	66.8	50.4	+32%
Banking service fees	21.8	20.4	+7%
Other fees	9.2	8.1	+14%
Commission income	351.3	297.1	+18%
Net interest income	45.0	61.6	-27%
Net income on investments at fair value	1.6	(10.6)	n.s.
Net financial income	46.6	51.0	-9%
Insurance revenues ex U-L commissions	9.4	7.4	+26%
Equity contribution (Mediocredito & Banca Esperia)	0	0.6	n.s.
Net income on other investments	(2.4)	(3.3)	-28%
<i>o/w Impairment on loans</i>	<i>(4.0)</i>	<i>(4.0)</i>	<i>-1%</i>
Other revenues	7.0	5.7	+24%
Acquisition costs	(128.5)	(110.4)	+16%
Other commission expenses	(15.8)	(13.5)	+17%
CONTRIBUTION MARGIN	267.6	234.6	+14%
G&A expenses	(124.8)	(117.3)	+6%
Contribution to SRF, DGS & similar	(12.7)	(4.3)	+197%
Amortisation & depreciation	(8.5)	(7.2)	+19%
Provisions for risks & charges	(10.3)	(12.5)	-18%
TOTAL COSTS	(156.3)	(141.3)	+11%
PROFIT BEFORE TAX	111.4	93.3	+19%
Income tax	(26.5)	(20.2)	+31%
NET INCOME	84.9	73.2	+16%

5 Income Statement Salient Points

YoY comparison



Q1 2017
Group

Entry Fees (€ 2 mn higher YoY)

reflected higher gross inflows into Mutual Funds, yet pricing still trending down

Management Fees (€ 33 mn higher YoY)

highest quarter ever, thanks to strong inflows & positive markets

Performance Fees (€ 16 mn higher YoY)

much stronger YoY, particularly thanks to the markets in February

Net Interest Income (€ 17 mn lower YoY)

suffered from lower investment income & reduction in bond portfolio

Net Income on Investments at FV (€ 12 mn higher YoY)

recuperated due to the recovery of the yield curve positively impacting derivatives hedging fixed-rate mortgages no longer on our books

Acquisition costs (€ 18 mn higher YoY)

reflected much higher inflows into Mutual Funds & commission income

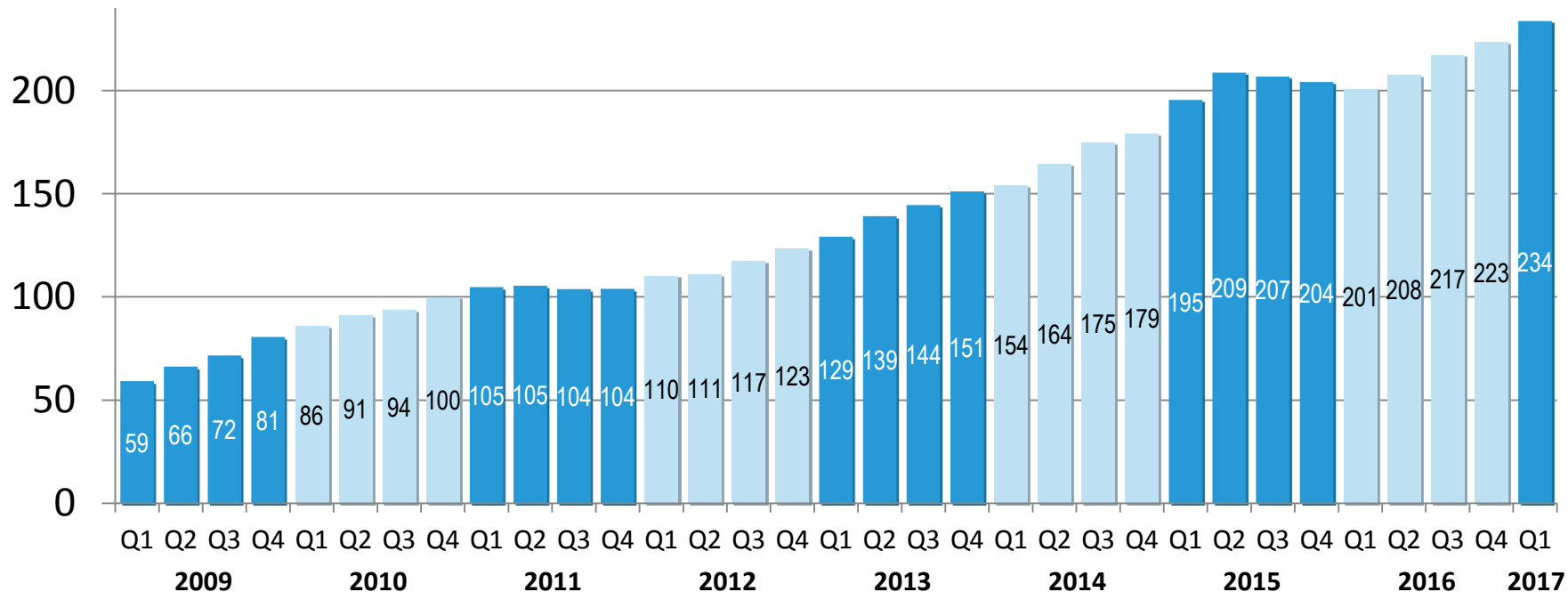
G&A expenses (€ 7 mn higher YoY)

inflated by a different timing of planned expenses vs. last year

Contribution to SRF, DGS & similar (€ 8 mn higher YoY)

included an additional 13% write-down (total write-down now 55%) of our 40 mn investment in Atlante fund on top of standard contributions

	Q116	Q216	Q316	Q416	Q117
Entry fees	17.6	17.2	17.8	18.0	19.8
Management fees	200.5	207.6	217.2	223.4	233.6
Performance fees	50.4	32.2	75.3	77.6	66.8
Banking service fees	20.4	20.2	19.7	21.1	21.8
Other fees	8.1	8.9	8.6	9.2	9.2
Commission income	297.1	286.0	338.7	349.2	351.3
Net interest income	61.6	60.2	59.5	47.5	45.0
Net income on investments at fair value	(10.6)	(4.8)	(2.2)	8.8	1.6
Net financial income	51.0	55.4	57.4	56.3	46.6
Insurance revenues ex U-L commissions	7.4	3.7	7.1	9.6	9.4
Equity contribution (Mediocredito & Banca Esperia)	0.6	4.9	16.2	5.0	0
Net income on other investments	(3.3)	18.7	0.3	6.5	(2.4)
<i>o/w Impairment on loans</i>	<i>(4.0)</i>	<i>(4.5)</i>	<i>(0.6)</i>	<i>(1.9)</i>	<i>(4.0)</i>
Other revenues	5.7	6.4	6.2	8.1	7.0
Acquisition costs	(110.4)	(113.0)	(121.2)	(135.8)	(128.5)
Other commission expenses	(13.5)	(14.6)	(15.1)	(15.6)	(15.8)
CONTRIBUTION MARGIN	234.6	247.5	289.5	283.2	267.6
G&A expenses	(117.3)	(132.3)	(108.1)	(139.2)	(124.8)
Contribution to SRF, DGS & similar	(4.3)	(1.4)	(7.9)	(32.4)	(12.7)
Amortisation & depreciation	(7.2)	(7.7)	(7.8)	(9.7)	(8.5)
Provisions for risks & charges	(12.5)	(2.2)	(12.5)	(3.4)	(10.3)
TOTAL COSTS	(141.3)	(143.7)	(136.3)	(184.7)	(156.3)
PROFIT BEFORE TAX	93.3	103.9	153.2	98.5	111.4
Income tax	(20.2)	(6.7)	(18.5)	(10.0)	(26.5)
NET INCOME	73.2	97.1	134.7	88.5	84.9



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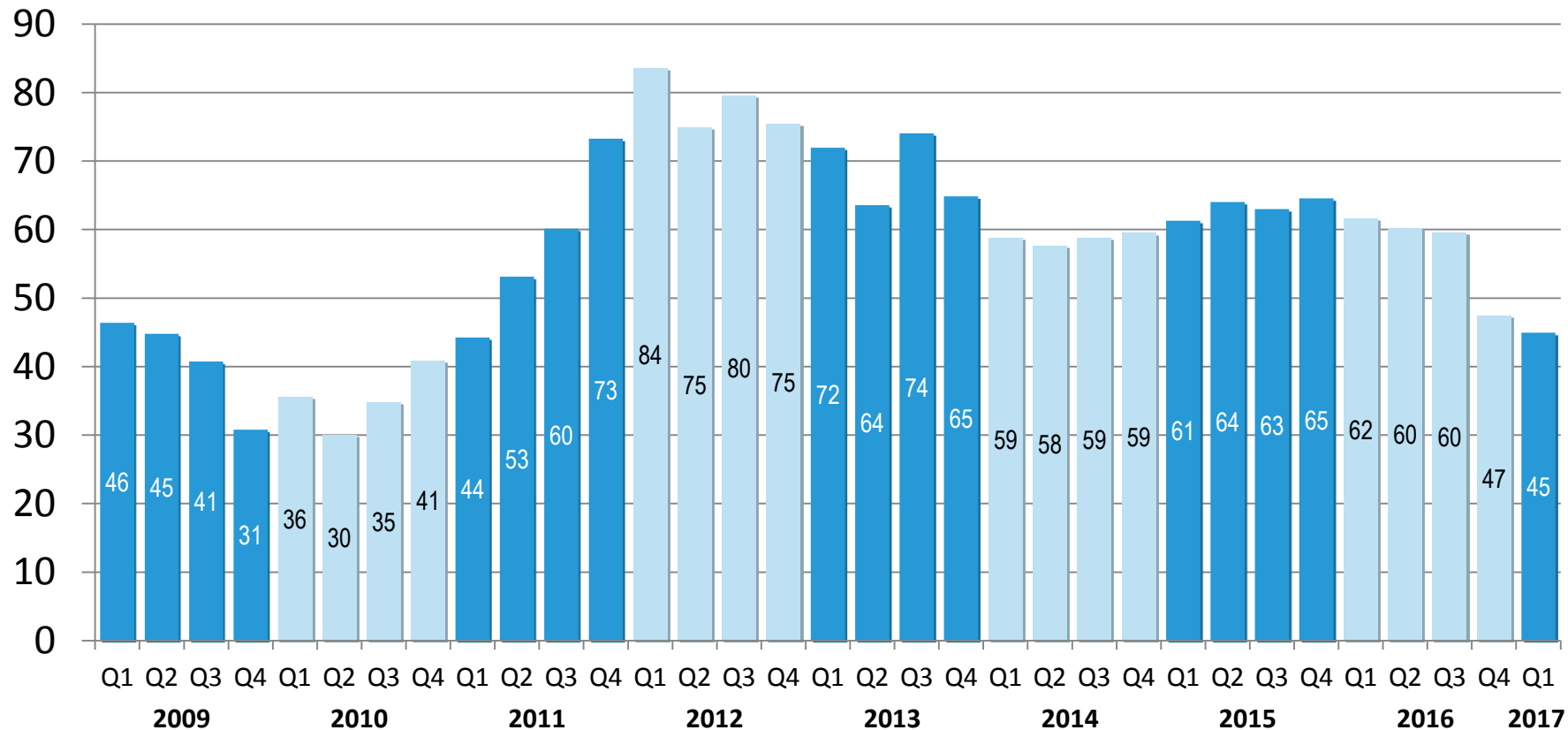
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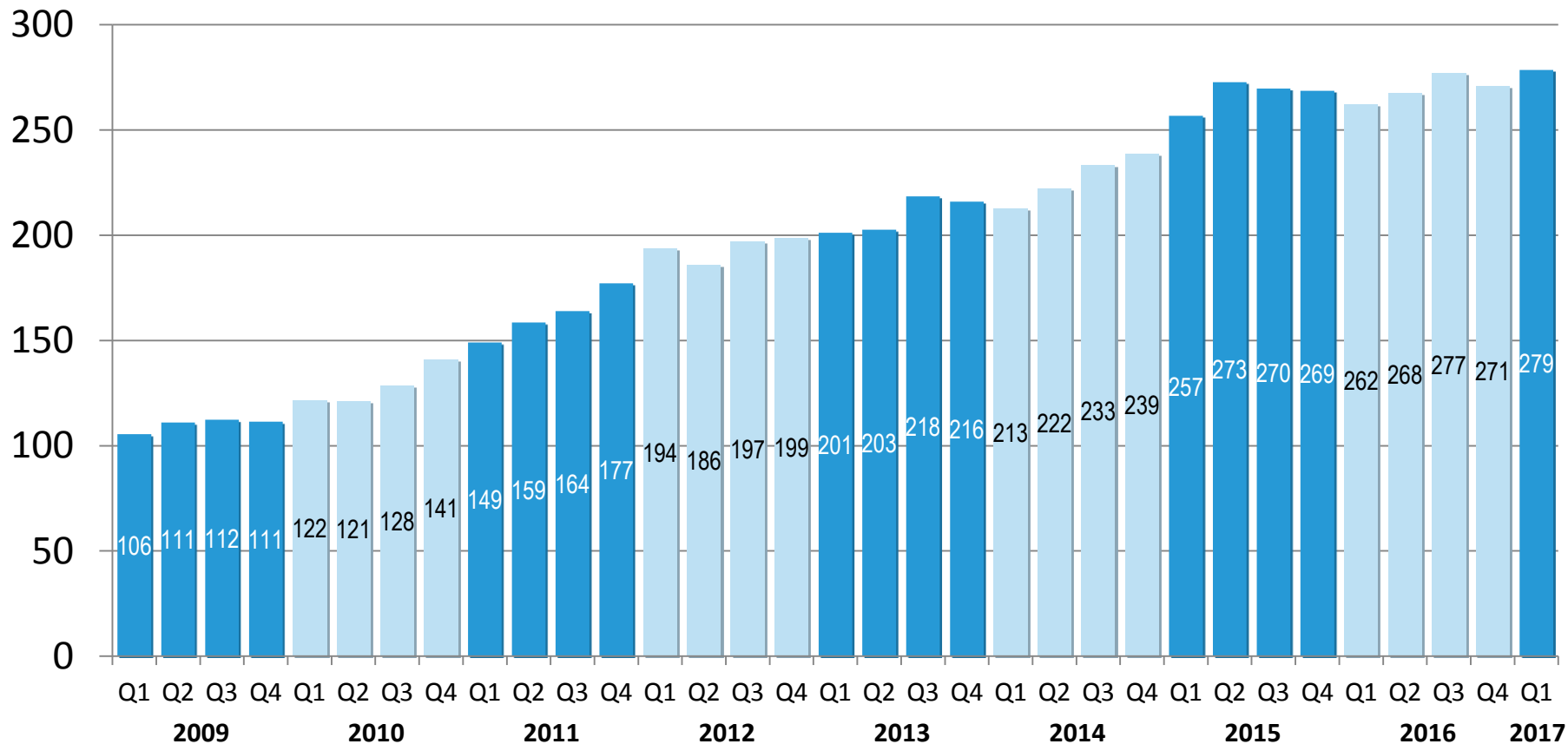
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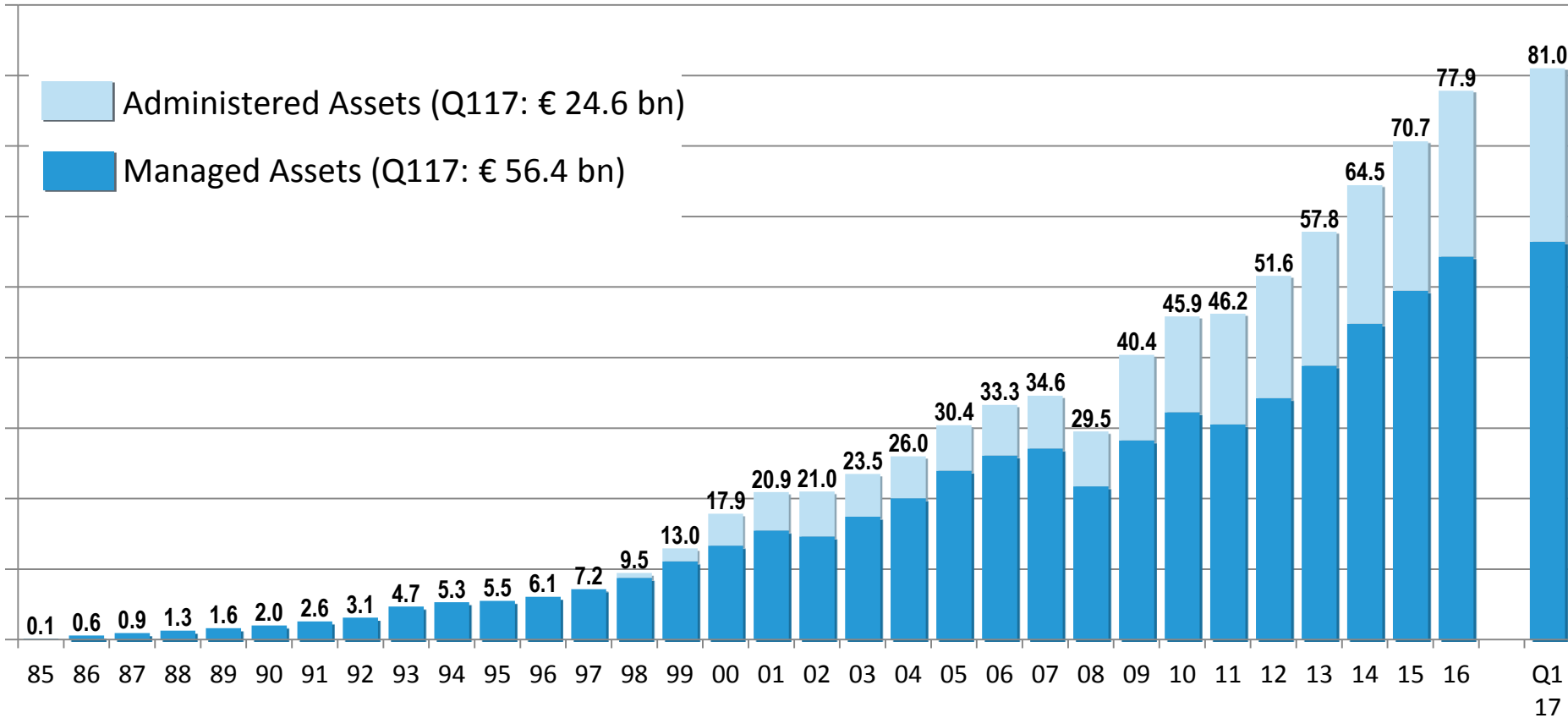
Yearly bps on average assets



Quarterly Recurring Revenues

Commission Income from Mgmt Fees + NII (€ mn)





11 Assets under Administration/Management

€ mn



Q1 2017
Group

	31/03/17	31/12/16	Change	31/03/16	Change
Mutual Funds & U-L Policies	46,000.7	44,200.6	+4%	39,143.1	+18%
'Freedom' Life Policies	236.6	233.8	+1%	437.6	-46%
Other Life Insurance products	1,514.0	1,524.9	-1%	1,655.9	-9%
Banking	18,972.2	18,383.8	+3%	17,086.3	+11%
Italy – Banca Mediolanum	66,723.4	64,343.1	+4%	58,322.8	+14%
Mutual Funds & U-L Policies	2,700.4	2,474.7	+9%	2,020.2	+34%
Other Insurance Products	165.9	174.5	-5%	216.7	-23%
Banking	1,235.4	1,231.2	+0%	1,246.0	-1%
Spain – Banco Mediolanum	4,101.8	3,880.3	+6%	3,482.9	+18%
Mutual Funds & U-L Policies	441.8	420.3	+5%	378.4	+17%
Other Insurance Products	21.2	23.9	-11%	25.5	-17%
Banking	141.9	147.0	-3%	96.5	+47%
Germany – B. A. Lenz & Gamax	605.0	591.2	+2%	500.5	+21%
Italy – Banca Esperia (Mediolanum's share)	9,582.2	9,039.5	+6%	8,547.6	+12%
TOTAL AUA/AUM	81,012.4	77,854.1	+4%	70,853.9	+14%

Q117

FY16

GROUP CAPITAL RATIOS

Total Capital Ratio	20.1%	20.0%
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Common Equity Tier 1 Ratio	20.1%	20.0%
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Total Regulatory Capital Held	1,909	1,884
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Required Capital – Banks *	789	942
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Solvency Capital Requirements – Insurance companies*	705	705
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Total Required Capital	1,494	1,647
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EXCESS CAPITAL	415	237
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* As per SREP, BMED required capital amounts to 11% (minimum Total Capital Ratio) of consolidated RWA (€ 7,810 mn as at 31/03/2017), excluding stakes in insurance companies



Q1 2017 Domestic Market Results

	Q117	Q116	Change
Entry fees	16.8	14.3	+18%
Management fees	219.4	189.5	+16%
Performance fees	62.7	47.6	+32%
Banking service fees	16.1	15.7	+3%
Other fees	8.8	7.7	+14%
Commission income	323.7	274.7	+18%
Net interest income	42.5	56.9	-25%
Net income on investments at fair value	1.5	(10.6)	n.s.
Net financial income	44.0	46.3	-5%
Insurance revenues ex U-L commissions	6.1	5.3	+14%
Equity contribution (Mediobanca & Banca Esperia)	0	0.6	n.s.
Net income on other investments	(2.3)	(3.2)	-27%
<i>o/w Impairment on loans</i>	(3.9)	(3.8)	+1%
Other revenues	6.4	5.1	+26%
Acquisition costs	(118.1)	(101.8)	+16%
Other commission expenses	(10.9)	(9.4)	+16%
CONTRIBUTION MARGIN	248.9	217.7	+14%
G&A expenses	(110.3)	(104.5)	+6%
Contribution to SRF, DGS & similar	(12.2)	(3.9)	+210%
Amortisation & depreciation	(7.8)	(6.7)	+16%
Provisions for risks & charges	(10.1)	(12.2)	-17%
TOTAL COSTS	(140.3)	(127.3)	+10%
PROFIT BEFORE TAX	108.6	90.4	+20%
Income tax	(25.2)	(19.2)	+31%
NET INCOME	83.5	71.1	+17%

	Q116	Q216	Q316	Q416	Q117
Entry fees	14.3	14.4	15.4	15.2	16.8
Management fees	189.5	195.8	204.6	210.2	219.4
Performance fees	47.6	30.6	71.2	73.8	62.7
Banking service fees	15.7	15.0	13.9	14.9	16.1
Other fees	7.7	8.3	8.2	8.8	8.8
Commission income	274.7	264.2	313.3	322.9	323.7
Net interest income	56.9	56.2	54.4	44.6	42.5
Net income on investments at fair value	(10.6)	(5.0)	(2.2)	8.7	1.5
Net financial income	46.3	51.2	52.2	53.3	44.0
Insurance revenues ex U-L commissions	5.3	1.2	4.4	7.4	6.1
Equity contribution (Mediobanca & Banca Esperia)	0.6	4.9	16.2	5.0	0
Net income on other investments	(3.2)	10.2	0.5	4.4	(2.3)
<i>o/w Impairment on loans</i>	(3.8)	(4.1)	(0.4)	(3.9)	(3.9)
Other revenues	5.1	5.4	5.6	7.0	6.4
Acquisition costs	(101.8)	(104.2)	(112.8)	(126.0)	(118.1)
Other commission expenses	(9.4)	(10.0)	(10.0)	(10.2)	(10.9)
CONTRIBUTION MARGIN	217.7	222.8	269.4	263.8	248.9
G&A expenses	(104.5)	(120.7)	(95.0)	(125.5)	(110.3)
Contribution to SRF, DGS & similar	(3.9)	(0.9)	(7.5)	(32.1)	(12.2)
Amortisation & depreciation	(6.7)	(7.2)	(7.2)	(9.0)	(7.8)
Provisions for risks & charges	(12.2)	(8.7)	(12.5)	(2.5)	(10.1)
TOTAL COSTS	(127.3)	(137.6)	(122.2)	(169.1)	(140.3)
PROFIT BEFORE TAX	90.4	85.3	147.2	94.7	108.6
Income tax	(19.2)	(4.0)	(17.2)	(8.8)	(25.2)
NET INCOME	71.1	81.2	130.0	85.9	83.5

	Q117	Q116	Change
One-time commissions	19.5	18.4	+6%
Ongoing commissions	76.0	63.7	+19%
Total commissions	95.5	82.0	+16%
Incentives on individual net inflows	9.8	7.1	+37%
Contests & bonuses	2.8	2.3	+21%
Reimbursement of costs for customer events	3.5	3.3	+6%
Total incentives & bonuses	16.0	12.7	+26%
Costs related to the agency agreement	6.5	7.0	-7%
TOTAL ACQUISITION COSTS	118.1	101.8	+16%

	Q117	Q116	Change
↓ directly into Mutual Funds	+763.1	+391.1	+95%
↓ through 'MyLife' U-L policy	+208.8	+145.5	+44%
↓ through other U-L policies	+4.9	+67.6	-93%
Mutual Funds Inflows	+976.8	+604.2	+62%
Other Life Insurance policies	-37.4	-93.3	-60%
Managed Assets Inflows	+939.4	+510.9	+84%
3rd-party Structured Bonds	-82.5	-42.3	+95%
Managed Assets incl. Structured Bonds	+856.9	+468.6	+83%
Cash deposits	+86.2	+1,186.1	-93%
Repurchase agreements	+22.5	+30.2	-26%
Mediolanum bonds	-13.0	-14.0	-7%
Other securities under custody	+79.8	+117.2	-32%
Administered Assets Inflows	+175.6	+1,319.5	-87%
'Freedom' Life Policies (change in assets)	+1.6	-65.5	n.s.
Administered Assets incl. 'Freedom' accts.	+177.2	+1,254.0	-86%
BANCA MEDIOLANUM	+1,034.1	+1,722.6	-40%
BANCA ESPERIA (Mediolanum's share)	+143.5	+34.6	+315%
TOTAL NET INFLOWS	+1,177.6	+1,757.2	-33%

Mutual Funds

Net Inflows by Product

€ mn



	Q117	Q116	Change
'Best Brands' funds of funds (IRL)	+239.6	+309.2	-23%
'Challenge' mutual funds (IRL)	-76.0	+17.8	n.s.
'Fondi Italia' mutual funds (ITA)	+316.2	+16.6	n.s.
3rd-party stand-alone funds	+272.2	+49.5	+450%
Other	+11.1	-2.0	n.s.
DIRECT NET INFLOWS INTO MUTUAL FUNDS	+763.1	+391.1	+95%
'MyLife' U-L policy	+208.8	+145.5	+44%
Other U-L policies	+4.9	+67.6	-93%
TOTAL NET INFLOWS INTO MUTUAL FUNDS	+976.8	+604.2	+62%

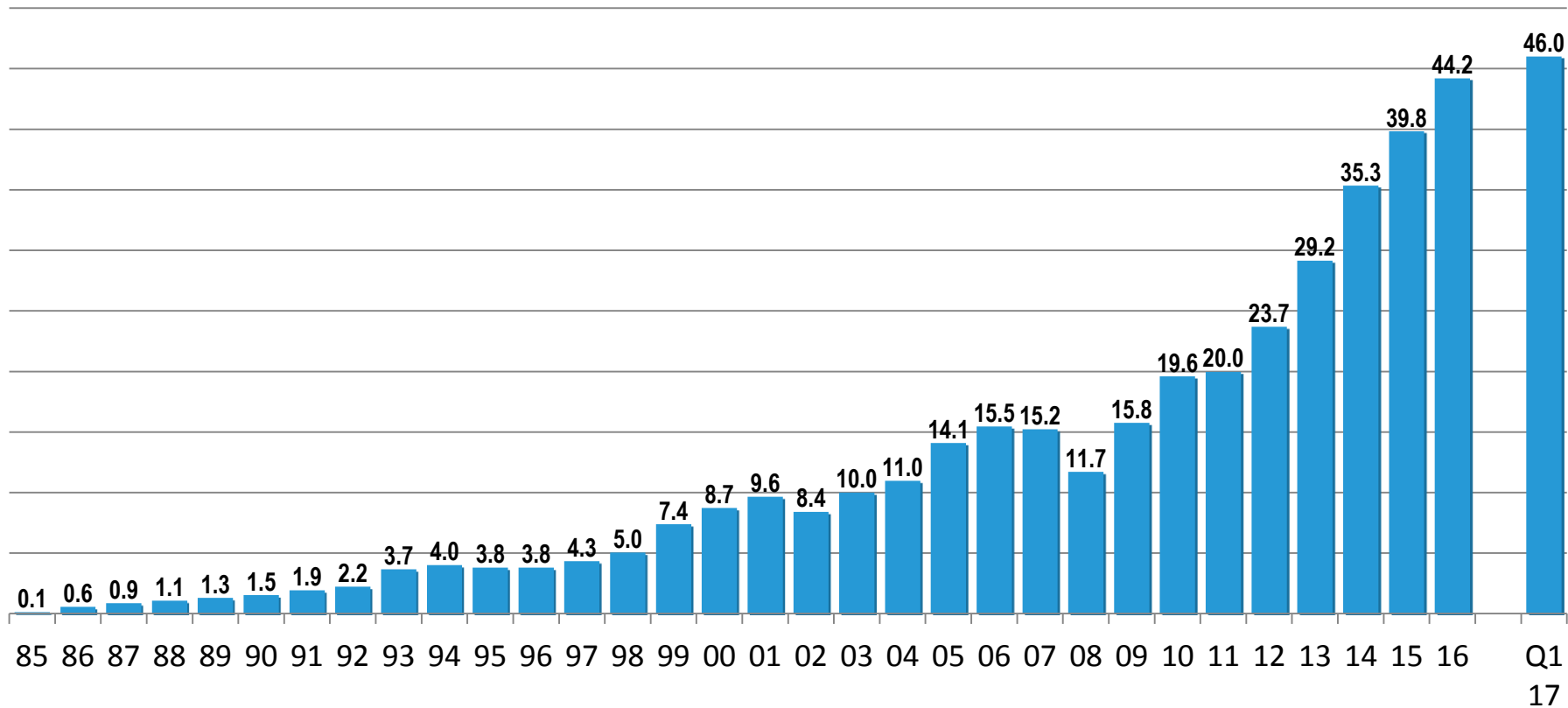
Mutual Funds

Gross Inflows by Product

€ mn



	Q117	Q116	Change
'Best Brands' funds of funds (IRL)	1,079.4	753.9	+43%
'Challenge' mutual funds (IRL)	106.5	137.3	-22%
'Fondi Italia' mutual funds (ITA)	763.5	277.2	+175%
3rd-party stand-alone funds	348.4	69.4	+402%
Other	28.6	7.6	+278%
DIRECT GROSS INFLOWS INTO MUTUAL FUNDS	2,327.0	1,245.3	+87%
'MyLife' U-L policy	330.8	217.6	+52%
Other U-L policies	261.9	287.0	-9%
TOTAL GROSS INFLOWS INTO MUTUAL FUNDS	2,919.7	1,749.9	+67%



Mutual Funds

Assets under Management

€ mn

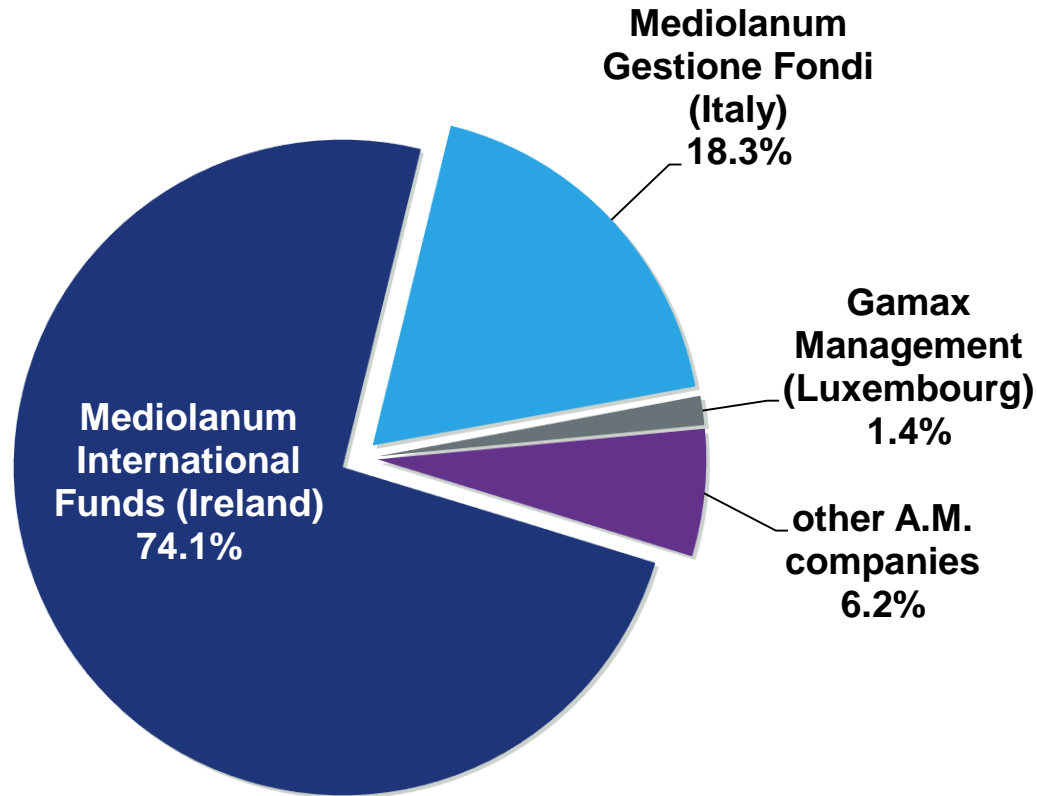


	31/03/17	31/12/16	Change	31/03/16	Change
'Best Brands' funds of funds (IRL)	19,346.6	18,643.4	+4%	16,257.8	+19%
'Portfolio' funds of funds (IRL)	345.3	370.0	-7%	365.0	-5%
'Challenge' mutual funds (IRL)	14,347.2	14,137.0	+1%	12,893.6	+11%
Funds of Hedge Funds (IRL)	83.8	90.0	-7%	111.6	-25%
'Fondi Italia' mutual funds (ITA)	7,893.1	7,395.7	+7%	6,887.9	+15%
'Real estate' fund (ITA)	307.9	311.9	-1%	310.5	-1%
3rd-party stand-alone funds	1,489.1	1,163.6	+28%	678.4	+119%
Other	852.5	822.6	+4%	787.4	+8%
<i>Adj. for own mutual funds in FoFs & Managed accts.</i>	<i>(428.3)</i>	<i>(441.1)</i>	<i>-3%</i>	<i>(437.8)</i>	<i>-2%</i>
'MyLife' U-L policy	4,584.2	4,278.4	+7%	3,475.6	+32%
Other U-L policies	12,597.4	12,421.4	+1%	11,199.6	+12%
<i>Adj. for own mutual funds in U-L policies</i>	<i>(15,418.2)</i>	<i>(14,992.4)</i>	<i>+3%</i>	<i>(13,386.5)</i>	<i>+15%</i>
ASSETS IN MUTUAL FUNDS & U-L	46,000.7	44,200.6	+4%	39,143.1	+18%

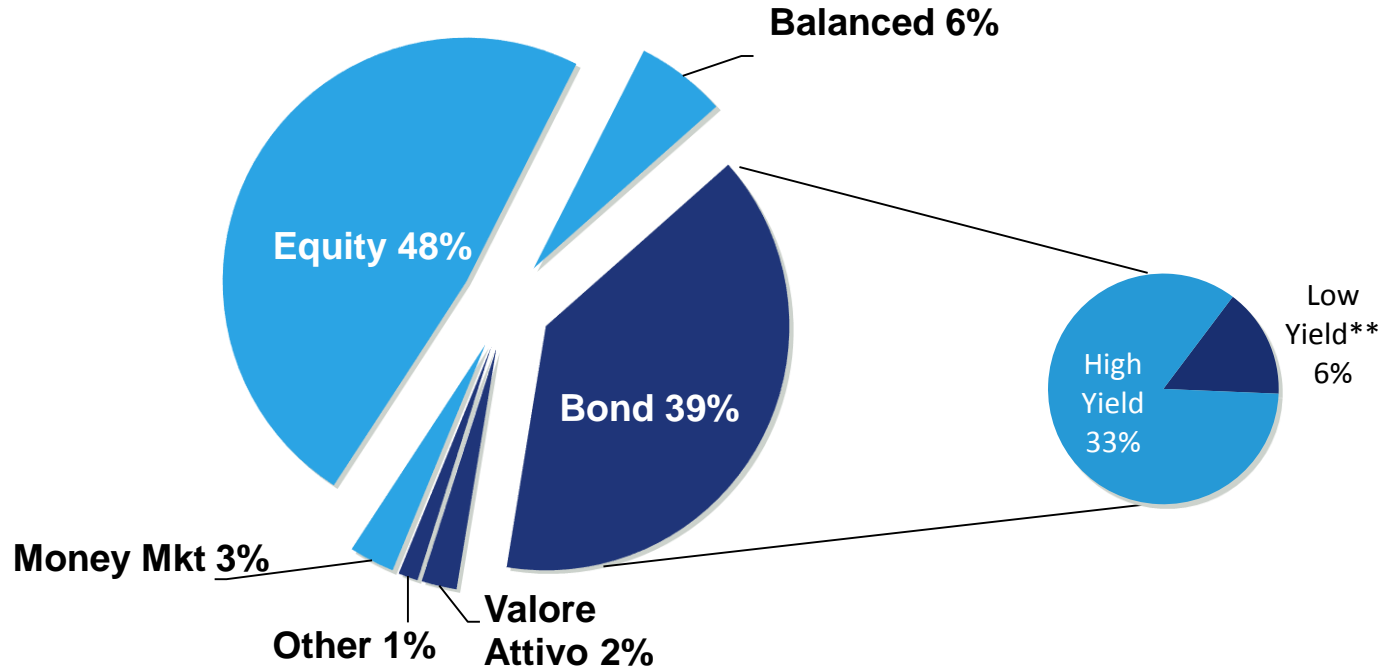
Mutual Funds

Assets by A.M. company

as at 31/03/2017 – including U-L assets



Mutual Funds Assets* by category as at 31/03/2017 – including U-L assets



* Flexible funds are classified according to their equivalent risk level

** 'Low Yield Bond' segment includes Euro-zone + Japan govies

Banking Assets under Administration

€ mn



	31/03/17	31/12/16	Change	31/03/16	Change
Cash Deposits	15,636.8	15,541.1	+1%	14,040.9	+11%
Repurchase agreements	22.5	0	n.s.	30.2	-26%
Mediolanum bonds	103.7	115.3	-10%	140.5	-26%
3rd-party structured bonds	554.5	642.7	-14%	816.1	-32%
Other securities	2,654.7	2,084.8	+27%	2,058.6	+29%
BANKING ADMINISTERED ASSETS	18,972.2	18,383.8	+3%	17,086.3	+11%

	Q117	Q416
Total Cost of Funding	0.37%	0.44%
Retail Cost of Funding	0.38%	0.52%
Total Interest Income	1.19%	1.30%
Retail Interest Income	2.16%	2.21%
TOTAL SPREAD	0.82%	0.86%
Spread on Retail	1.78%	1.69%

	Liabilities	Assets
Retail	15,829	6,908
Treasury	3,719	12,979
o/w interbank / intra-group deposits & repos	1,398	584
o/w ECB refinancing	0	0
o/w MTS refinancing	2,320	354
o/w securities (bonds)		12,042
Other liabilities / assets	2,659	2,320
TOTAL	22,207	22,207

Operating Liquidity (24hr) : € 10,614 mn

Banking Credit Quality

€ mn – as at 31/03/2017



	31/03/17	31/12/16	Change	31/03/16	Change
Mortgages	5,271	5,210	+1%	4,838	+9%
Personal & Commercial Loans	1,274	1,267	+1%	1,144	+11%
Lines of credit	363	378	-4%	417	-13%
Total Loans	6,908	6,855	+1%	6,399	+8%

% on total loans

B.Mediolanum

Italian Banks*

Gross non-performing Loans

1.53%

16.2%

as at 31/12/2016

Net non-performing Loans

0.81%

9.4%

as at 31/12/2016

Q117

FY16

Q116

Mortgage Portfolio

Total Value	5,271	5,210	4,838
Average rate	1.91%	2.08%	2.27%
Average initial LTV	57%	57%	58%

New Business

Total amount granted	206	991	217
Average rate	1.42%	1.52%	1.73%
Average amount granted	136	142	143
Average initial LTV	61%	59%	62%

Mediolanum Group Bond Portfolio

€ mn – as at 31/03/2017



	Mediolanum Group		Banca Mediolanum		Mediolanum Vita	
	Book value	AD	Book Value	AD	Book Value	AD
Italian Govies	13,772	1.07	12,672	0.85	955	3.97
Italian Financials	409	2.93	185	1.89	217	3.86
Spanish Govies	615	1.40	600	1.35	15	3.54
Spanish Financials	5	7.36	0	0.00	5	7.36
Core Europe Govies*	-147	1.65	-147	1.65	0	0.00
Greek Govies	0	0.00	0	0.00	0	0.00
Portuguese, Irish Govies	0	0.00	0	0.00	0	0.00
Other Financials	61	1.22	50	0.16	10	6.17
Other Corporate	27	5.02	0	0.00	25	5.18
Other ABS	3	2.19	3	2.19	0	0.0
TOTAL	14,745	1.16	13,363	0.90	1,227	4.00

AD = average duration weighted by absolute nominal value

* includes: Austria, Belgium, Finland, France, Germany, Luxembourg & Holland

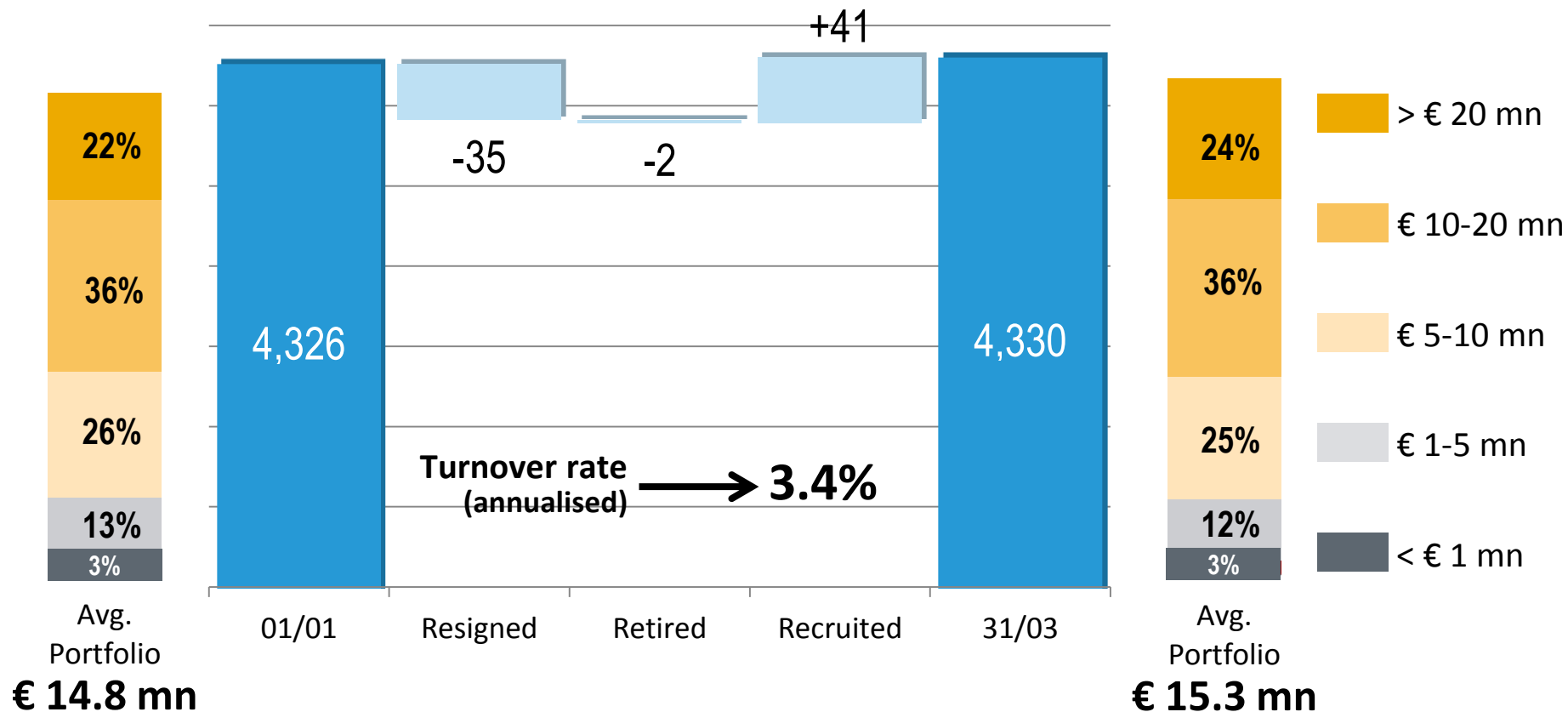
Insurance

Life – Policyholders' Assets

€ mn



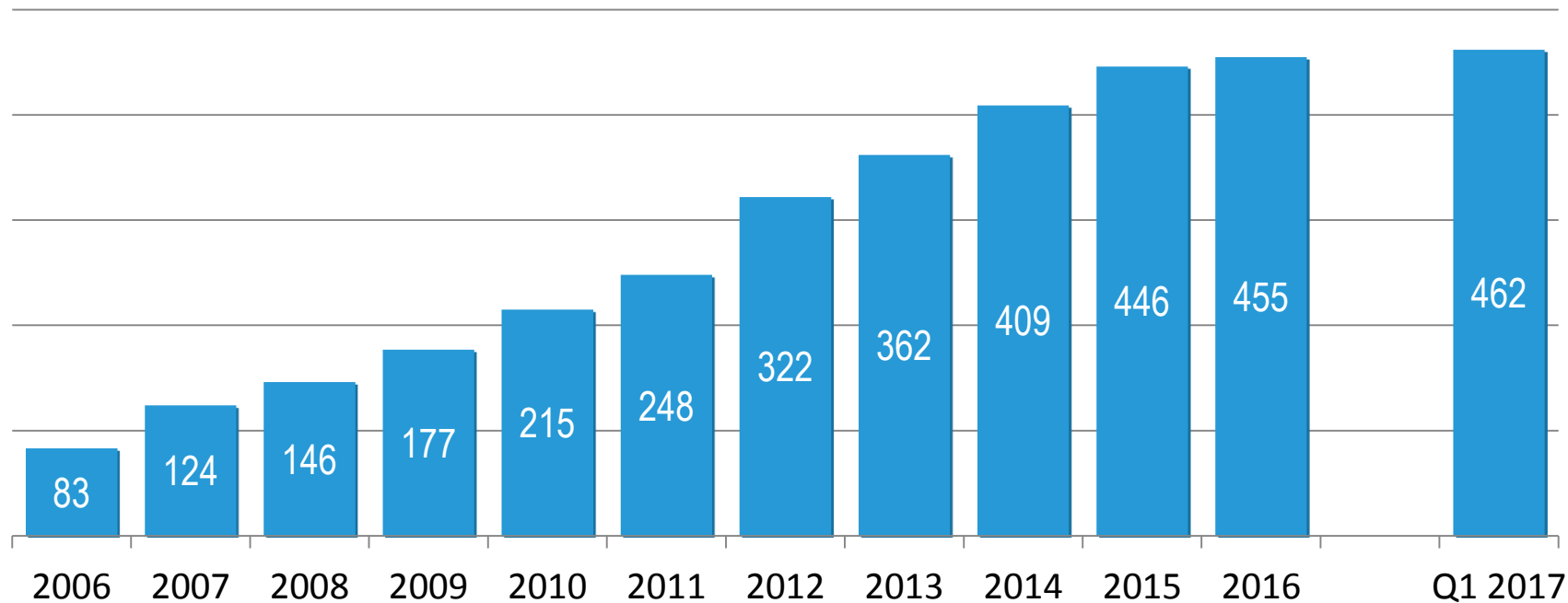
	31/03/17	31/12/16	Change	31/03/16	Change
Traditional	1,363.8	1,346.6	+1%	1,315.7	+4%
Index-linked	150.2	178.3	-16%	340.2	-56%
Unit-linked pension plans	6,059.3	5,936.8	+2%	5,265.1	+15%
Unit-linked endowment policies	3,862.4	3,830.0	+1%	3,648.6	+6%
Unit-linked investment policies	7,259.9	6,933.1	+5%	5,761.6	+26%
Unit-linked	17,181.6	16,699.8	+3%	14,675.3	+17%
<i>o/w equity</i>	<i>61.0%</i>	<i>62.8%</i>	<i>-3%</i>	<i>60.8%</i>	<i>+0%</i>
LIFE ASSETS (EX-'FREEDOM')	18,695.6	18,224.7	+3%	16,331.1	+14%
'Freedom' Life policies	236.6	233.8	+1%	437.6	-46%



Banca Mediolanum

Focus on 'Private Bankers'*

as at 31/03/2017



Average assets in portfolio: € 36.2 mn
o/w managed assets: € 26.3 mn

* 'Private Bankers' are a subset of Family Bankers who mainly deal with affluent & HNW customers



Q1 2017 Foreign Markets Results

	Q117	Q116	Change	vs.FY16
Net Income	3.8	5.4	-29%	
Managed Assets	2,866.4	2,236.9	+28%	+8%
Administered Assets	1,235.4	1,246.0	-1%	+0%
Total Assets	4,101.8	3,482.9	+18%	+6%
Gross Inflows into Managed Assets	350.4	229.2	+53%	
Net Inflows into Managed Assets	+158.2	+114.7	+38%	
Net Inflows into Administered Assets	+19.8	-64.9	n.s.	
Total Net Inflows	+177.9	+49.8	+258%	
Family Bankers (Mediolanum model)	848	760	+12%	+2%
Traditional agents	33	34	-3%	-0%
Total Sales Network	881	794	+11%	+1%
Total Customers	112,108	104,822	+7%	+2%

	Q117	Q116	Change	vs.FY16
Net Income	(2.4)	(3.3)	-27%	
Managed Assets	463.0	403.9	+15%	+4%
Administered Assets	141.9	96.5	+47%	-3%
Total Assets	605.0	500.5	+21%	+2%
Gross Inflows into Managed Assets	15.9	16.4	-3%	
Net Inflows into Managed Assets	+0.6	+8.4	-93%	
Net Inflows into Administered Assets	-5.0	+3.8	n.s.	
Total Net Inflows	-4.4	+12.2	n.s.	
Total Sales Network	50	61	-18%	-9%
Total Customers	5,444	4,940	+10%	+0%

	Q117	Q116	Change	vs.FY16
Net Income	(3.2)	(3.6)	-13%	
Managed Assets	263.2	221.2	+19%	+4%
Administered Assets	141.9	96.5	+47%	-3%
Total Assets	405.2	317.7	+28%	+1%
Gross Inflows into Managed Assets	14.3	15.2	-6%	
Net Inflows into Managed Assets	+2.9	+11.6	-75%	
Net Inflows into Administered Assets	-5.0	+3.8	n.s.	
Total Net Inflows	-2.1	+15.4	n.s.	
Total Sales Network	50	61	-18%	-9%
Total Customers	5,444	4,940	+10%	+0%

	Q117	Q116	Change	vs.FY16
Net Income	0.7	0.3	+130%	
Assets under Management	199.8	182.7	+9%	+5%
Gross Inflows	1.6	1.2	+41%	
Net Inflows	-2.3	-3.2	-29%	



Business Update

Banca Mediolanum

April 2017 Net Inflows

€ mn



	Apr'17	YTD '17	YTD '16
Managed Assets	+494	+1,353	+724
<i>o/w Mutual Funds, U-L & Managed Accounts</i>	+558	+1,535	+897
Administered Assets	-54	+120	+1,499
Italy – Banca Mediolanum Total Net Inflows	+439	+1,474	+2,223
Managed Assets	+50	+208	+139
<i>o/w Mutual Funds & U-L</i>	+55	+228	+155
Administered Assets	-9	+11	-66
Spain – Banco Mediolanum Total Net Inflows	+41	+219	+73
Managed Assets	+1	+2	+12
<i>o/w Mutual Funds & U-L</i>	+1	+6	+13
Administered Assets	-2	-7	+12
Germany – B.A. Lenz & Gamax Total Net Inflows	-1	-6	+23
Managed Assets	+545	+1,563	+874
<i>o/w Mutual Funds, U-L & Managed Accounts</i>	<i>+614</i>	<i>+1,768</i>	<i>+1,065</i>
Administered Assets	-66	+124	+1,445
GROUP TOTAL NET INFLOWS	+480	+1,687	+2,320

Italian Sales Networks Ranking by Net Inflows

€ thousands - totals by Group

	Jan-Mar 2017		
	Total Net Inflows	o/w Managed Assets	o/w Mutual Funds*
Banca Fideuram (incl. Sanpaolo)	2,213,625	3,347,326	2,094,440
Banca Generali	1,839,449	1,559,675	652,082
Allianz Bank	1,289,333	1,037,472	1,013,065
Finacobank	1,245,967	839,838	443,977
Azimut	1,158,143	909,439	581,629
Banca Mediolanum	1,087,505	939,110	976,093
UBI (IW Bank)	358,794	129,954	117,152
BNP Paribas	311,946	241,095	212,981
Monte dei Paschi di Siena (Widiba)	186,220	147,866	137,627
Deutsche Bank (Finanza & Futuro)	185,487	97,771	32,200
Credem	141,962	164,636	152,328
Consultinvest	17,920	15,649	5,968

*including those underlying Unit-Linked policies & Managed Accounts

source: Assoreti

Italian Sales Networks Ranking by Net Inflows

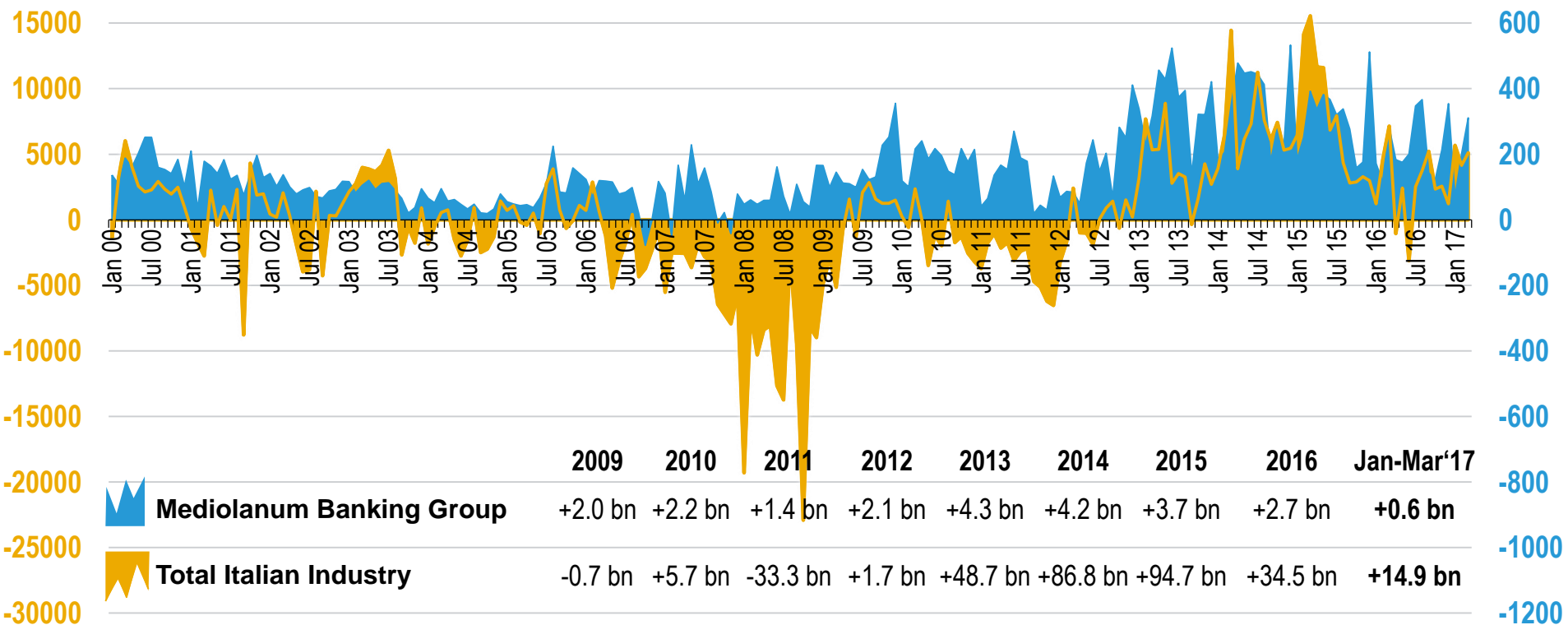
€ thousands - totals by Group



	2016		
	Total Net Inflows	o/w Managed Assets	o/w Mutual Funds*
Banca Fideuram (incl. Sanpaolo)	7,801,425	2,563,184	858,741
Banca Generali	5,677,429	3,966,945	1,914,658
Banca Mediolanum	5,641,108	3,334,936	3,600,029
Fincobank	4,338,158	1,802,170	1,376,108
Allianz Bank	3,324,127	2,466,241	2,338,079
Azimut	3,169,891	2,439,604	1,647,390
BNP Paribas	1,235,111	751,704	717,083
UBI (IW Bank)	713,032	346,466	312,577
Credem	666,111	411,254	314,875
Deutsche Bank (Finanza & Futuro)	626,317	506,638	83,599
Monte dei Paschi di Siena (Widiba)	144,518	125,817	118,300
Consultinvest	- 1,578	- 3,835	15,239
Banca Pop. Vicenza (Banca Nuova)	- 161,292	- 77,874	-72,962

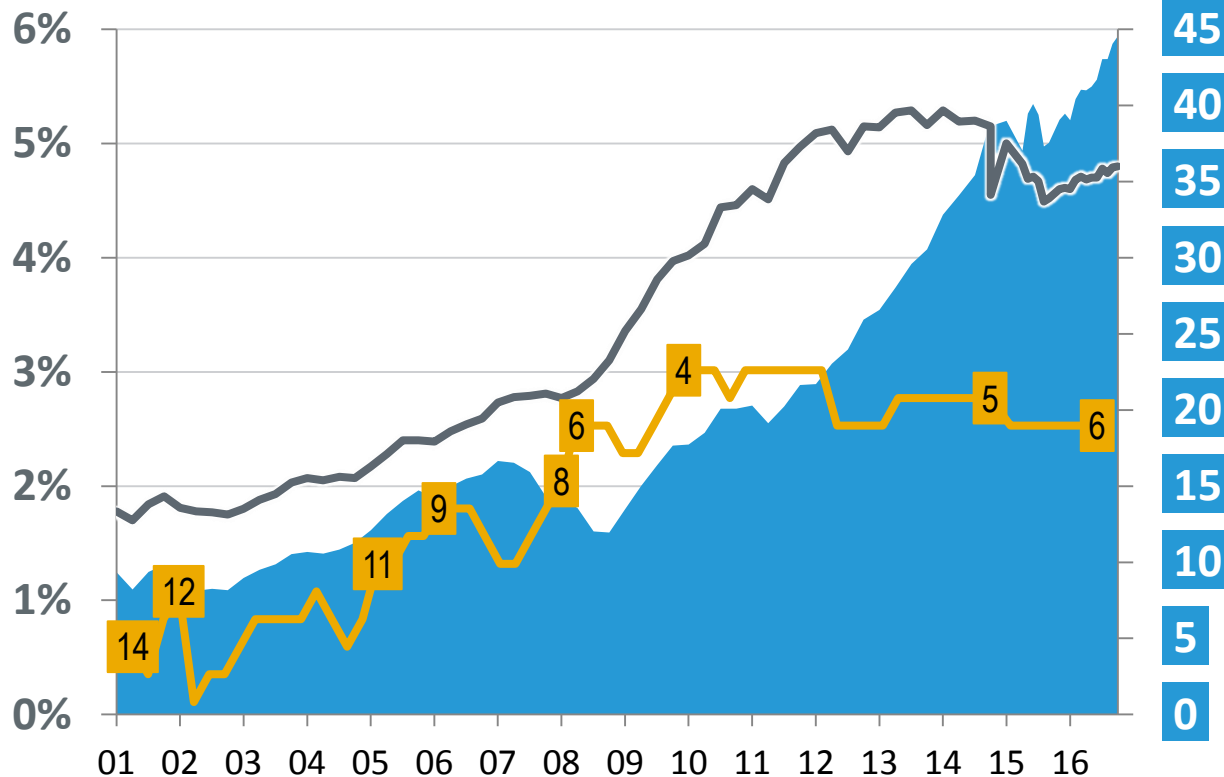
*including those underlying Unit-Linked policies & Managed Accounts

source: Assoreti



* including those underlying Unit-Linked policies & Managed Accounts

source: Assogestioni monthly reports; total figures integrated with quarterly reports



Market Share - Mar. 2017	
Intesa Sanpaolo	19.9%
Pioneer	9.4%
Generali	7.7%
Blackrock	6.4%
Anima	6.4%
6 Mediolanum	4.8%
Azimut	3.5%
UBI Banca	3.2%
JP Morgan	3.1%
Amundi	2.9%
Arca	2.9%
Invesco	2.3%
Pictet	2.3%
Fidelity	2.1%
Deutsche A&W Mgmt.	2.1%

Mediolanum Asset Management Companies

Net Average Return

As at 28/02/2017 – NAV-weighted average on a monthly basis



	Net return	Ranking*
Year-to-date	2.17%	2
1-year	10.77%	2
2-year	0.66%	7
3-year	13.61%	2
4-year	18.22%	2
5-year	25.40%	2
Since March 2009 (market low)	71.43%	2

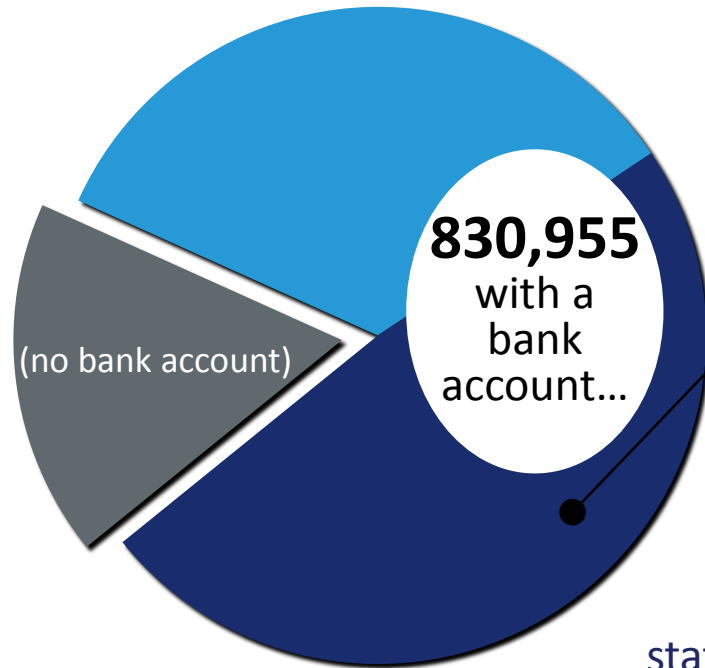
Calculations are performed on the published unit value, which is net of management and performance fees, for all funds of each A.M. group with publicly available data.

It is well known that customer behaviour can have a greater impact on investment return than fund performance, as it can result in inflows/outflows at inappropriate times. This impact is best captured with a NAV-weighted average on a monthly basis.

*Ranking includes: Allianz (including Pimco), Anima, Arca, Amundi, Azimut, Banca Generali, Banco Popolare, BNP Paribas, Credem, Fideuram (also included in Intesa Sanpaolo), Intesa Sanpaolo, Banca Mediolanum, UBI Banca, Unicredit.

Source: Mediolanum, based on Morningstar Direct data

999,046 primary account holders:



...59% of which
use Mediolanum as their primary
banking institution

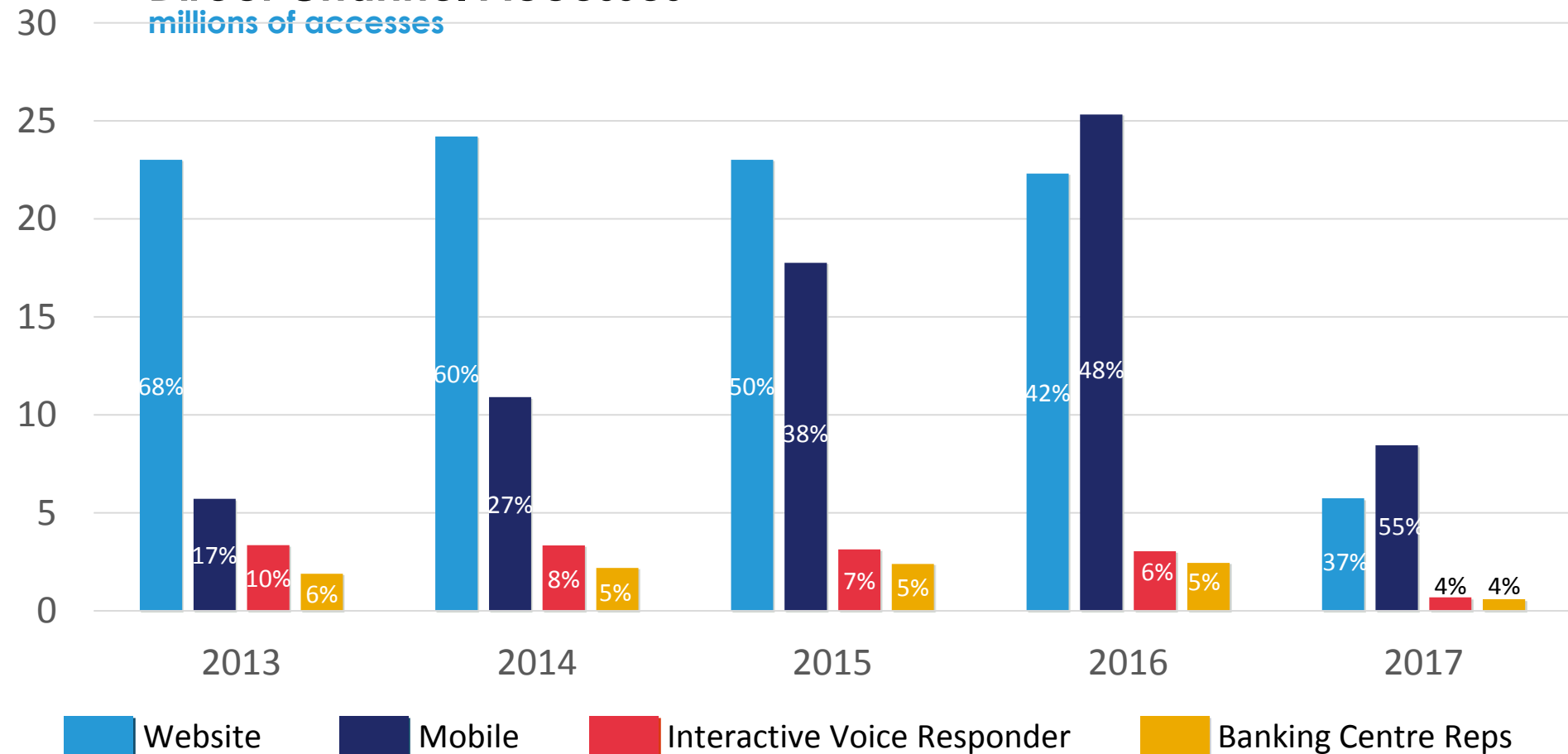
493,655 vs. 479,140 as at 31/12/2016

In a 2015 survey,
39% of Mediolanum customers with a bank account
stated they don't have a relationship with any other bank

Banca Mediolanum

Direct Channel Accesses

millions of accesses



Cross-selling into managed products

Per-capita asset growth of 'Freedom' account holders*
(€13.2 bn in total assets as at 31/03/2017)



Average assets
after 96 months
€ 190,019

€ 140,585 (74%)
in high-margin
managed assets products

*(Life products, mutual funds,
3rd-party structured bonds)*

€ 49,434 (26%)
in administered assets

*(bank deposits & securities
under custody)*

Average assets
at account opening
€ 63,463

1 11 21 31 41 51 61 71 81 91 Months after acct. opening

*all households who opened a 'Freedom' or 'Freedom+' as their first current account with Mediolanum, excluding those with a balance permanently below € 15,000

- Individual Saving Plans introduced by 2017 Budget Law (inspired by UK ISA & French PEA)
- Exemptions on Capital Gains & Inheritance Tax (Tax exemptions begin only after 5 years of investments)
- Tax exemptions up to € 30k investment per year (max € 150k overall)
- Only 1 PIR per individual. All benefits are lost if the customer changes Asset Management company
- At least 70% invested in Italian companies, o/w 30% in Italian SMEs (not listed in FTSE MIB)
- Italian companies can be financed through equity (if listed) or debt

Targeting new inflows through

Mediolanum

Flessibile Sviluppo Italia

Italy-based flexible fund launched in 2013
PIR-compliant as of March 2017

Mediolanum

Futuro Italia

Italy-based equity fund launched in 1994
to be PIR-compliant in mid-April

	2008	2016
HNW Customers (€ 2+ mn)	146	1,153
AUM (€ mn)	730	6,066



a full range of services to meet the needs of the most demanding customers

Wealth Planning: optimisation of financial resources, structuring family governance

Asset Protection: generational handover, succession planning, wealth preservation

Corporate & Business Advisory: extraordinary financial operations, search for financial partners, business expansion, total or partial acquisition /sale of company

Investment Advisory: highly specialised, constant analysis and advice re: investments in art & real estate

'Mediolanum Fiduciaria' Trust: confidentiality & simplification in the management of family assets

Asset Protection; Generational Handover; Optimisation of Financial Resources



Studio Dell'Apa Zonca e Associati
Via A. Locatelli, 4 - 20124 Milano
Tel. 02 6699241
info@studiodellapazonca.it

Pirola
Pennuto
Zei
& Associati
studio di consulenza
tributaria e legale



CLEARY
GOTTLIEB

Corporate & Business Advisory



SIM
INTEGRÆ



Real Estate Consultancy



Art Advisory



Sotheby's

Trust Advisory



- Managed account designed for HNW individuals (min. investment € 250k)
- Invests in Mediolanum funds, 3° party funds, securities & ETFs
- Allows for a high level of flexibility, diversification and multiple investment styles & strategies
- Tax optimization on capital gains/losses



'Strategica' – min 70% (3 investment styles, 9 strategies):

- **Income:** 4 strategies with different equity exposures (10% to 70%) providing quarterly income
- **Control:** 3 strategies focusing on controlling max potential losses (max VaR 4%, 6% or 10%)
- **Growth:** 2 strategies (40% & 80% equity exposure) investing in global markets & sectors with a mid/long-term growth prospects

'Opportunità' (2 investment styles, 9 strategies):

- **Opportunity:** 3 strategies where asset managers have broader mandate to exploit opportunities across financial & real assets securities
- **Top Selection** (max 30% of total investment): customers chose among 6 strategies from a selection of Mediolanum & 3° party funds

Focus on high-remuneration deposits

Deposits in € mn as at 31/03/2017 – rates offered as at 01/04/2017

'Freedom+' balances above € 15,000 (current offer*: 0.05% to 0.70% according to cluster) **6,034**

'InMediolanum' time deposits & lock-ins on current accounts (current offer*: 0.50% to 0.70%) **1,175**

Launched May 2011 as an aggressive move to acquire customers & assets.

First product openable online by customer autonomously.

'Double Chance' accounts (current offer*: 1.00% to 2.25% according to asset class & duration) **763**

Temporary accounts with gradual automatic transfer of balance to a managed product.

The benefit of dollar-cost averaging with a high yield on yet-to-be-invested assets.

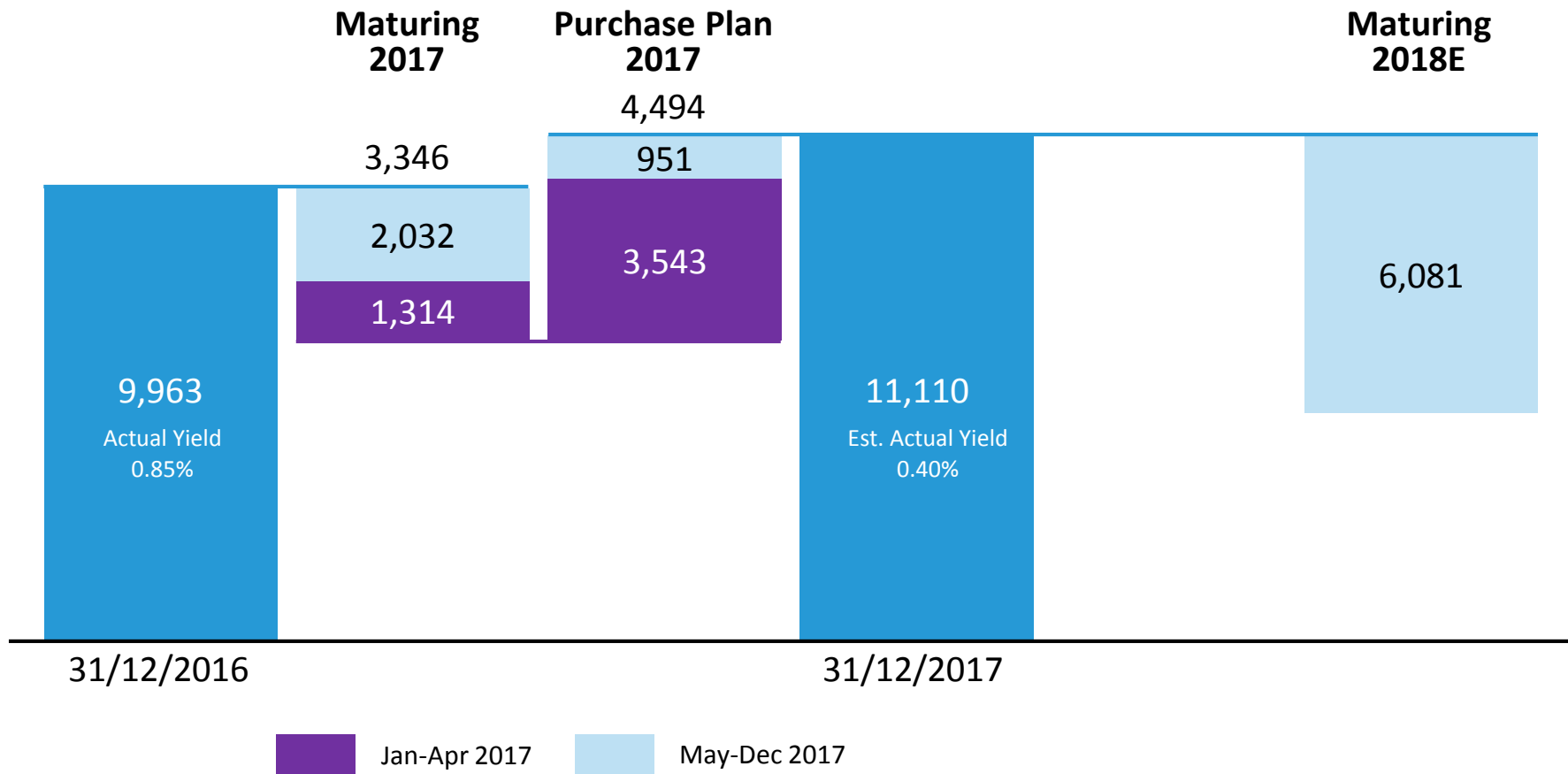
Total high-remuneration deposits **7,972**

Low- or no-remuneration deposits **7,665**

Includes 'Freedom' & 'Freedom+' assets below € 15,000 and all other current accounts

TOTAL CASH DEPOSITS **15,637**

* Actual impact on Net Interest Income depends upon average rates offered during the year

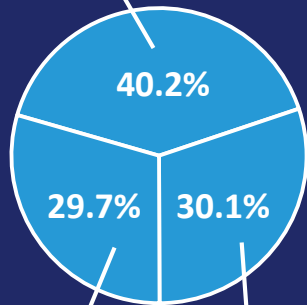




Mediolanum Facts



Doris Group



Free Float

Fininvest

Approximate data

BANKING

100%


**Banco
Mediolanum**

**Bankhaus
August Lenz**
**Mediolanum
Fiduciaria**

ASSET MANAGEMENT

100%

(direct & indirect
ownership)
**Mediolanum
Gestione Fondi**

100% Banca Mediolanum

**Gamax
Management**

100% Banca Mediolanum


**Mediolanum
International Funds**
92% Banca Mediolanum
5% Banco Mediolanum
3% Bankhaus A. Lenz
**Mediolanum
Gestion S.A.**

100% Banco Mediolanum

INSURANCE

100%


Mediolanum Vita

**Mediolanum
International Life**
**Mediolanum
Assicurazioni**

OTHER

100%

**Mediolanum
Comunicazione**

3.4% (directly & through Mediolanum Vita)

Mediobanca

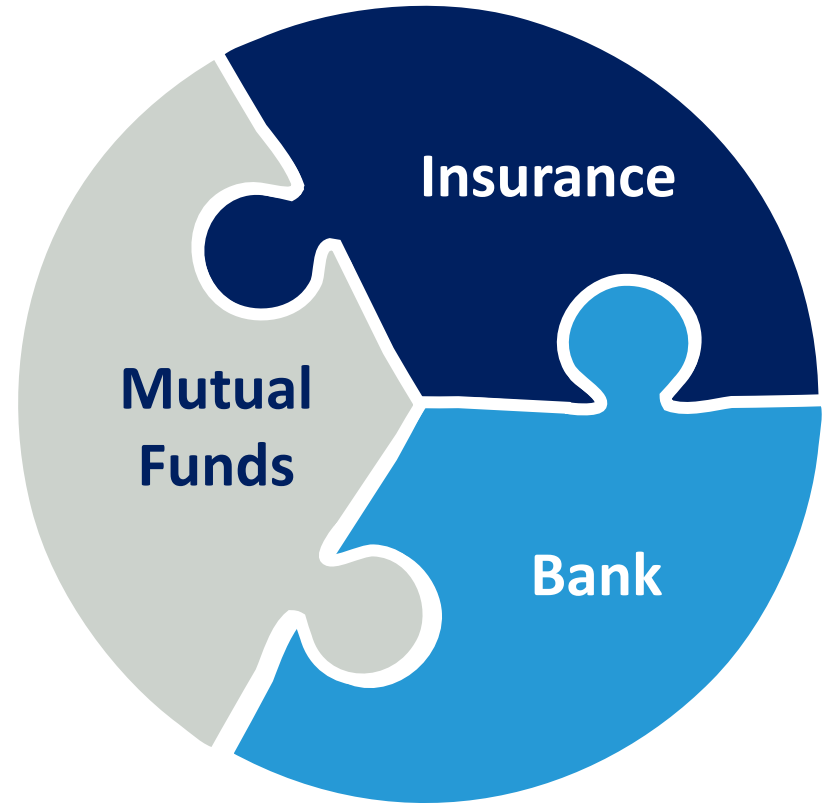
**All companies
Italy-based unless
otherwise indicated**

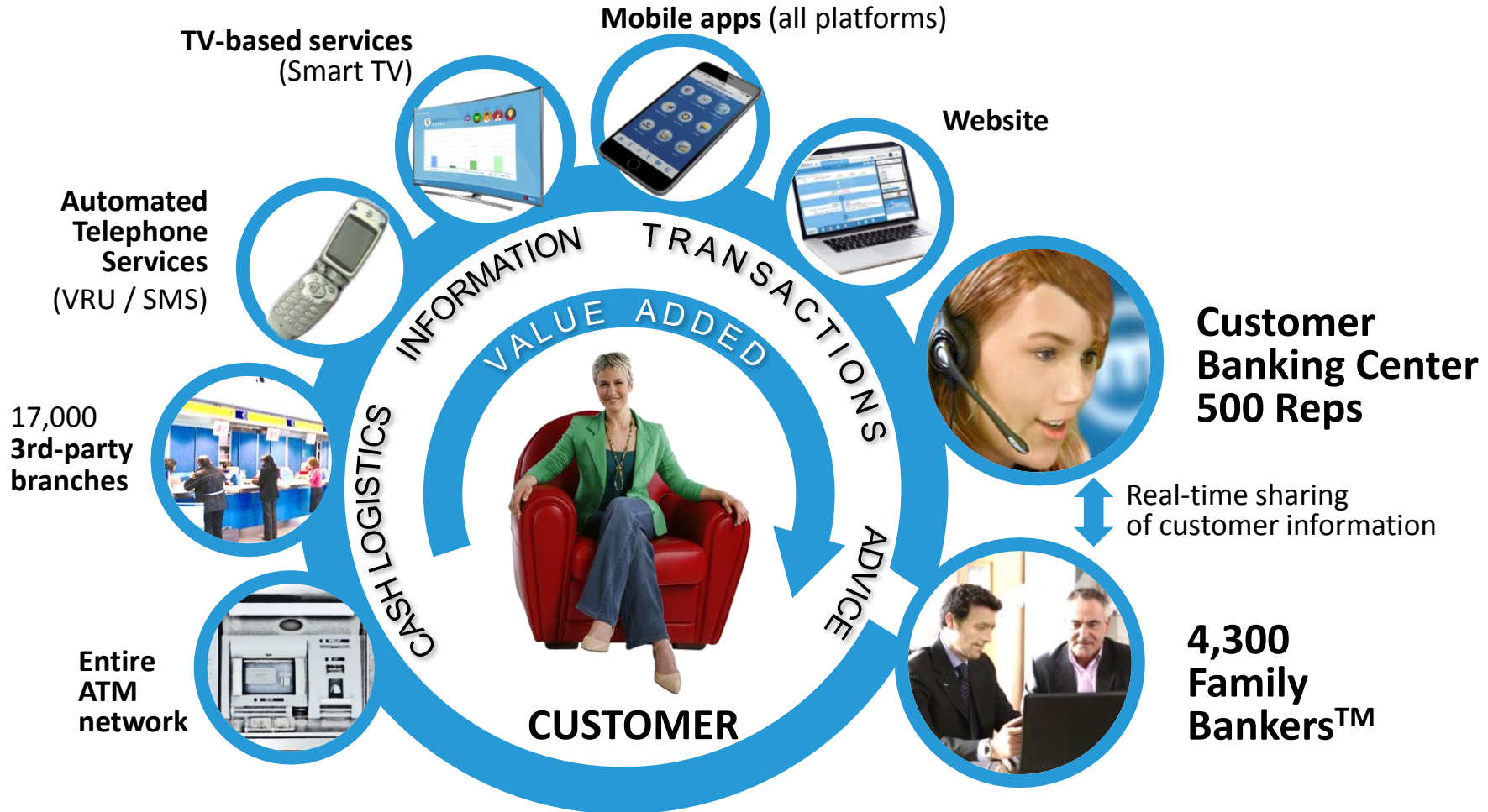
We and our Family Bankers view the company as a single entity, providing solutions that best fit the needs of the customer, whether it be in the form of a mutual fund, an insurance policy or a bank product

The Bank (est. 1997) has a special role as the place where customer savings are naturally built

It is also where service quality is more readily appreciated & compared

Therefore, it represents the mandatory point of entry for all new customers









Family Bankers: the human touch

Self-employed tied agents with entrepreneurial approach

Extensively trained to tackle every household financial need

Share Mediolanum's view that banking services are an effective acquisition & retention tool

Compensated even for operations performed by customers through direct channels

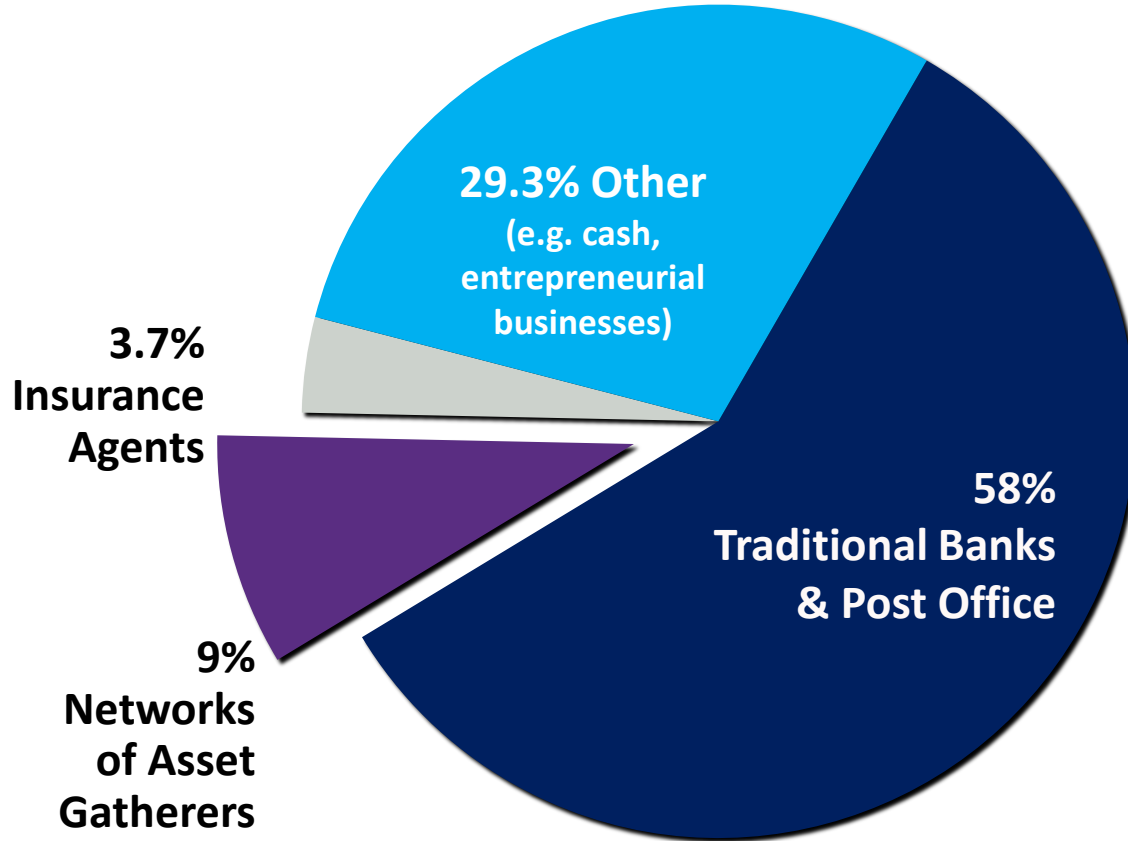
- 
 Willing to provide professional advice anytime, anywhere
- 
 Equally competent across all product lines
- 
 Unlike the typical FA, offer assistance also with everyday banking needs
- 
 Synergy, not competition, between human and direct channels



Customers: freedom in banking

Top-quality and valuable direct banking services associated with a human relationship

Italian Household Financial Assets as at 30/09/2016 – real estate not included

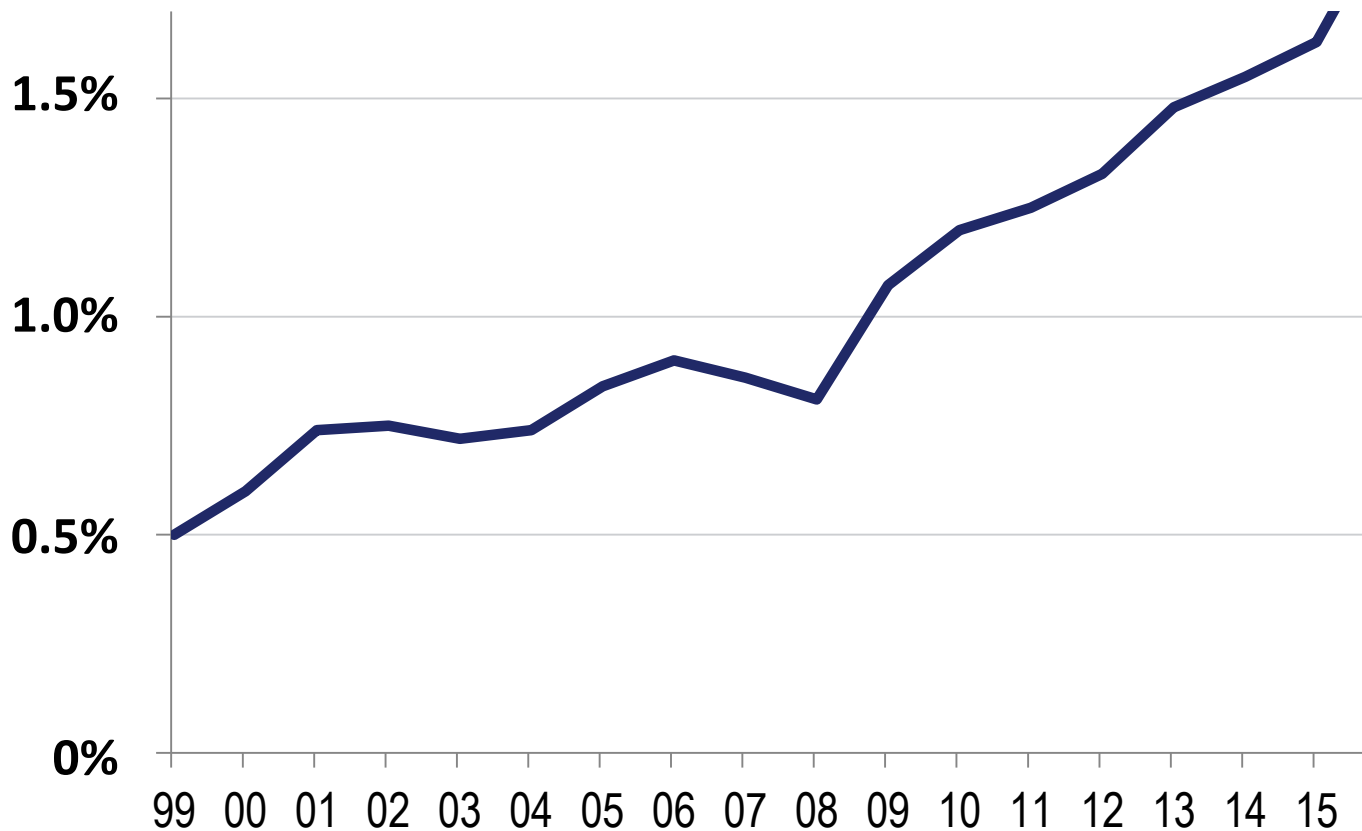


Network of Asset Gatherers have only 9% of the huge Italian HH financial assets market, although recognised as best-in-class in terms of personal service & advice, and largely immune to capital, credit quality & reputational issues

Traditional Banks still hold nearly 6x more

Total HH Assets:
€ 4,012 bn

Italian Household Financial Assets Banca Mediolanum's Market Share

**1.85%**

on a total of
€ 4,012 bn reported
by Banca d'Italia
as at 30/09/2016

61 A 'real' Bank with a Solid Set of Numbers

as at 31/03/2017



ROE

20.9%

10 Y avg. 2007- 2016

CET1

20.1%

Retail Deposits

€ 15.8 bn

Retail Credit Book

€ 6.9 bn

% Gross NPLs

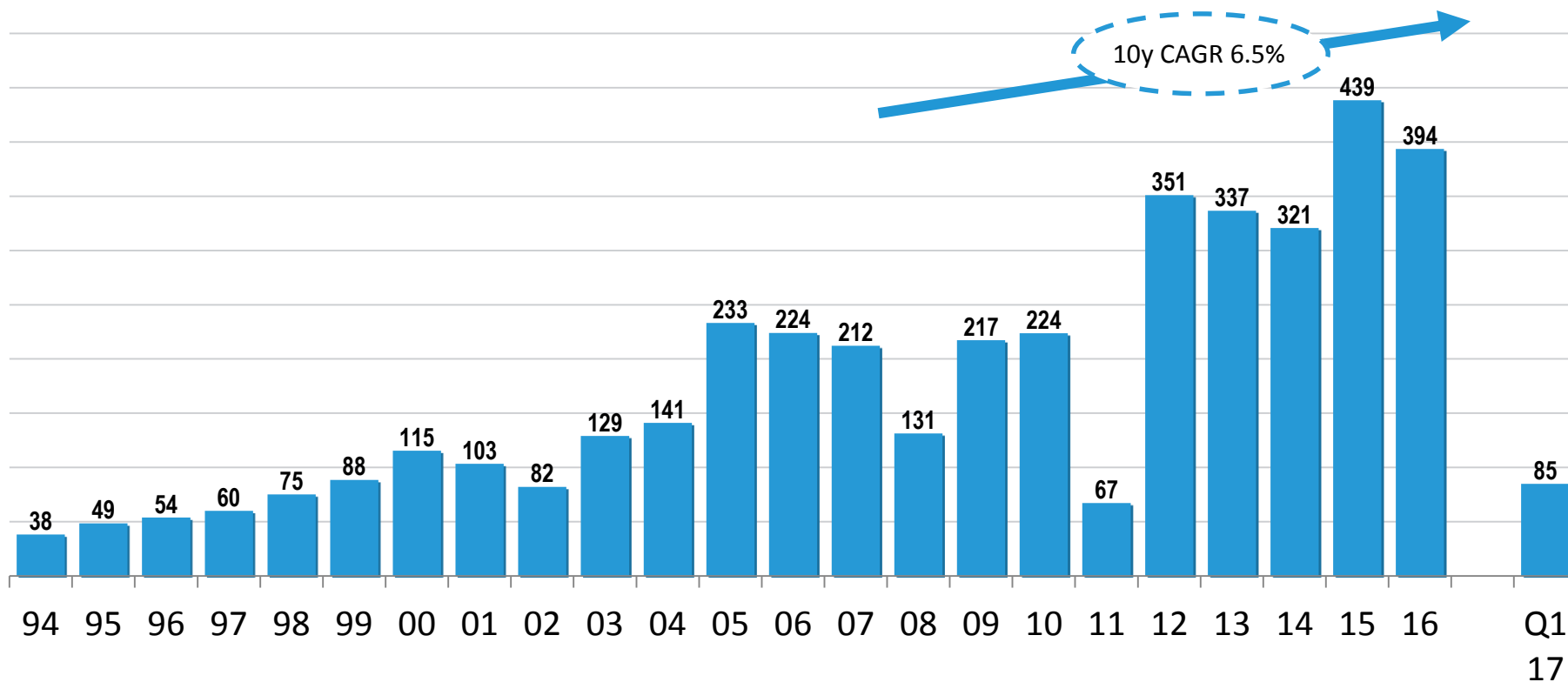
1.53%

vs 16.2% Italian Banks*

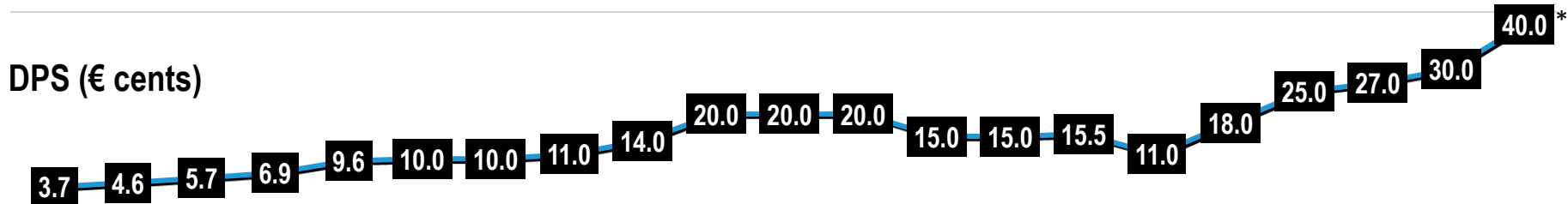
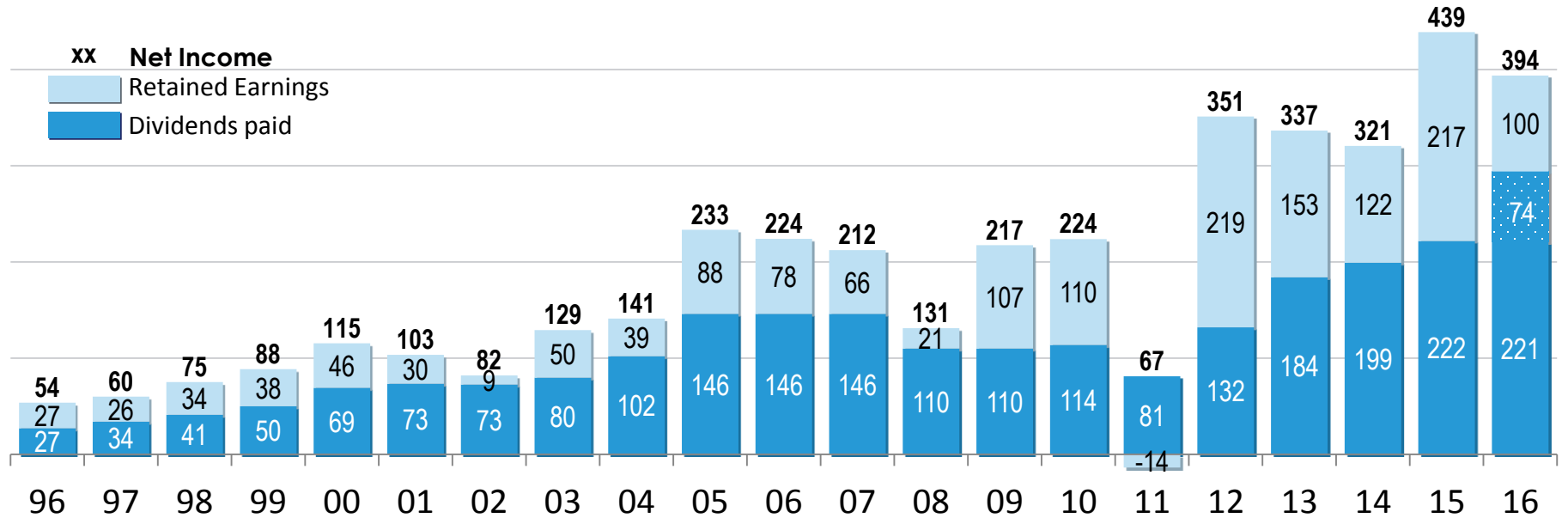
% Net NPLs

0.81%

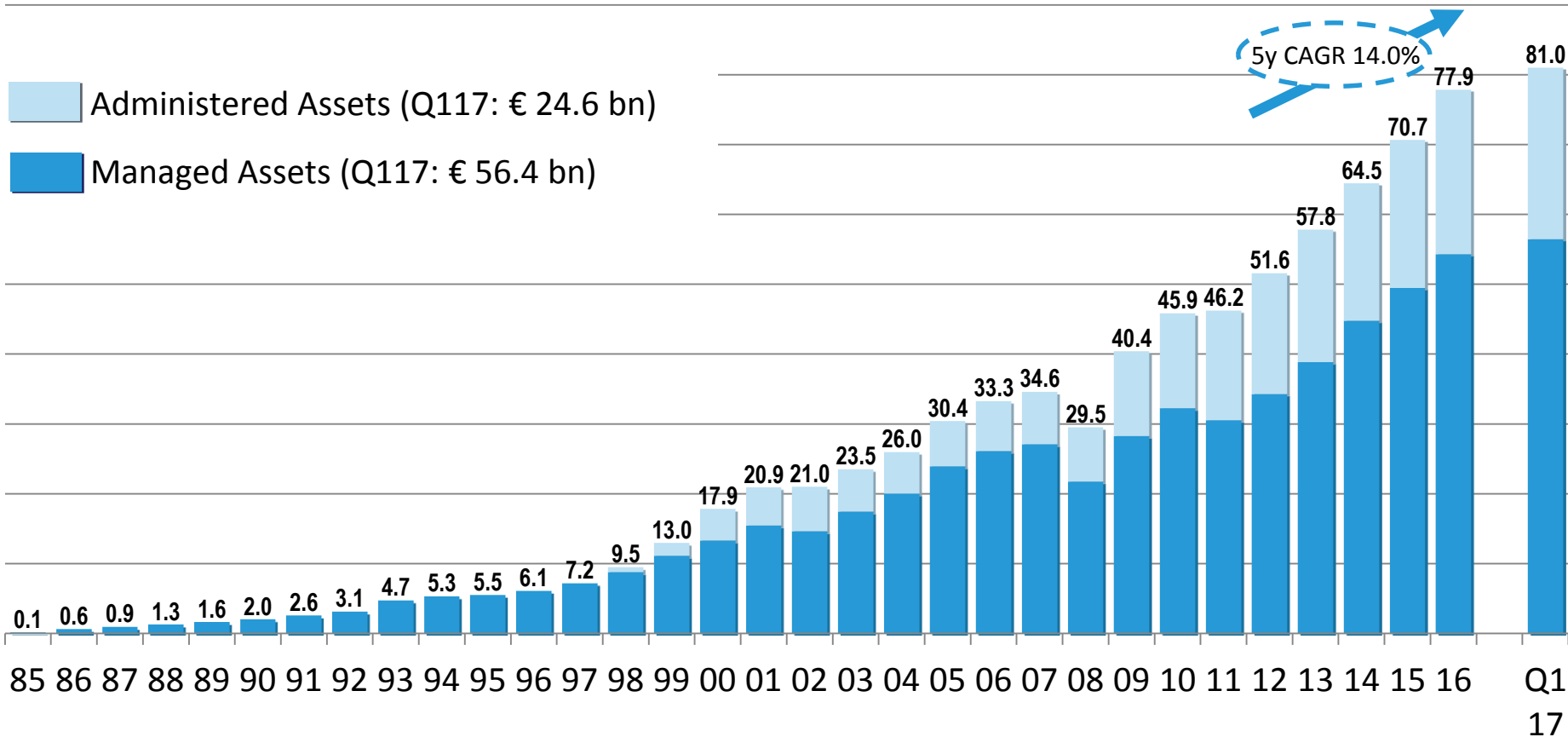
vs 9.4% Italian Banks*



2008 & 2010: adjusted net income excluding effects of 'Lehman Brothers' operation



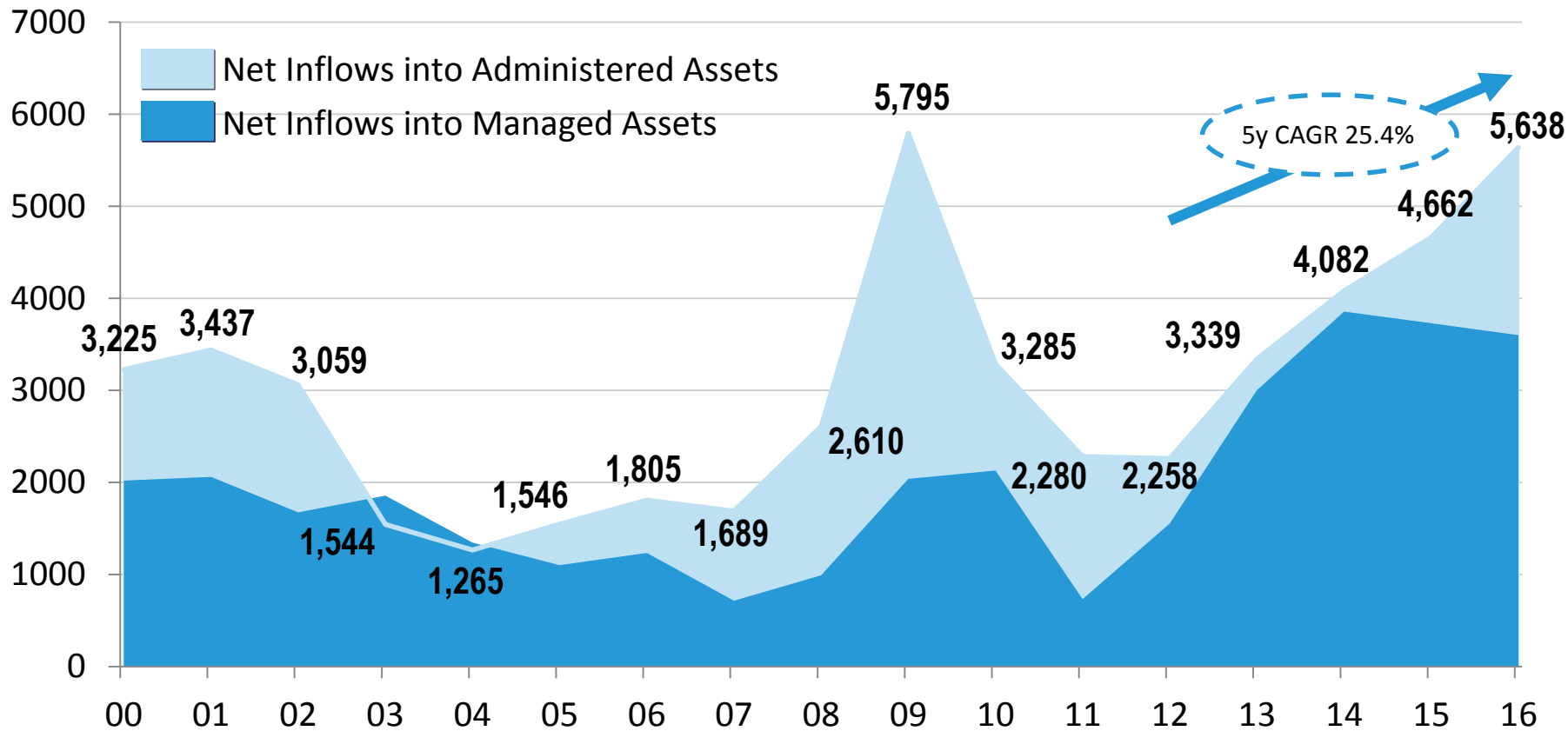
*including 10 eurocents connected to Banca Esperia's sale



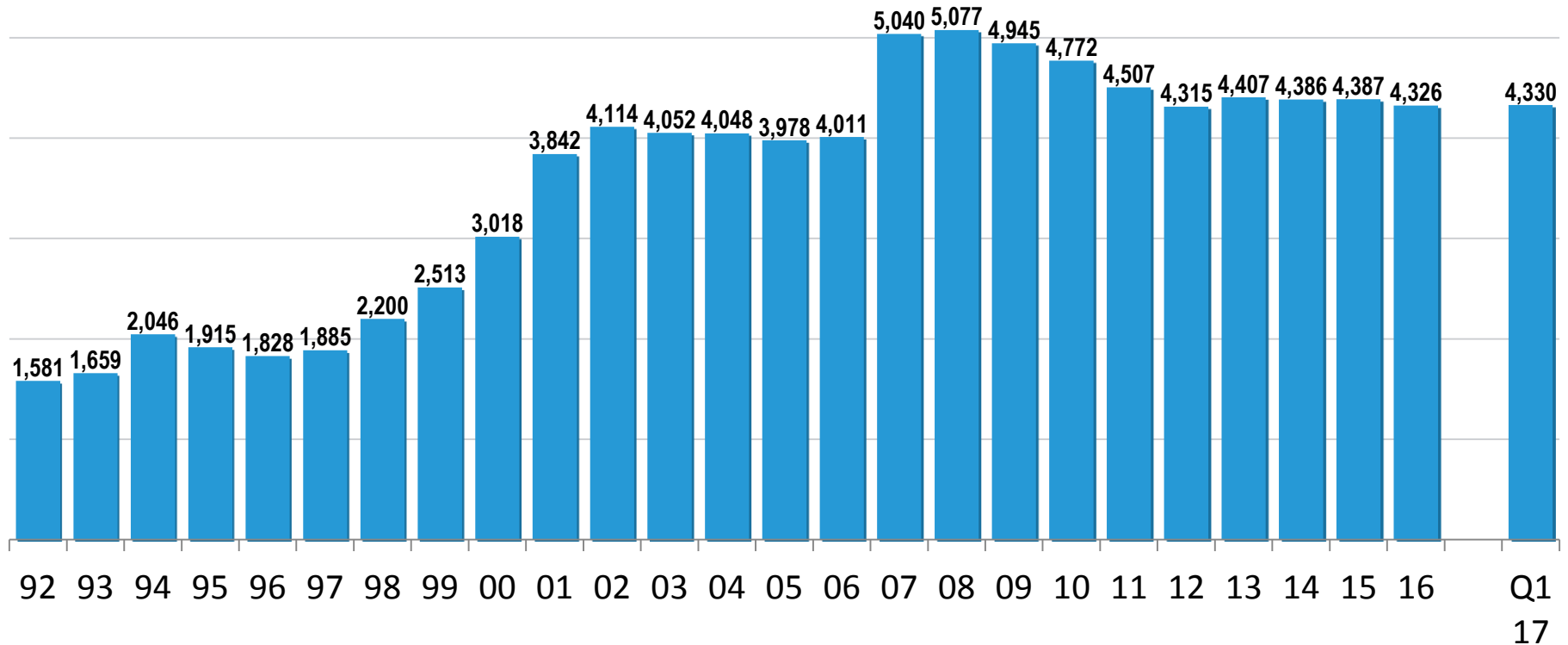
Banca Mediolanum

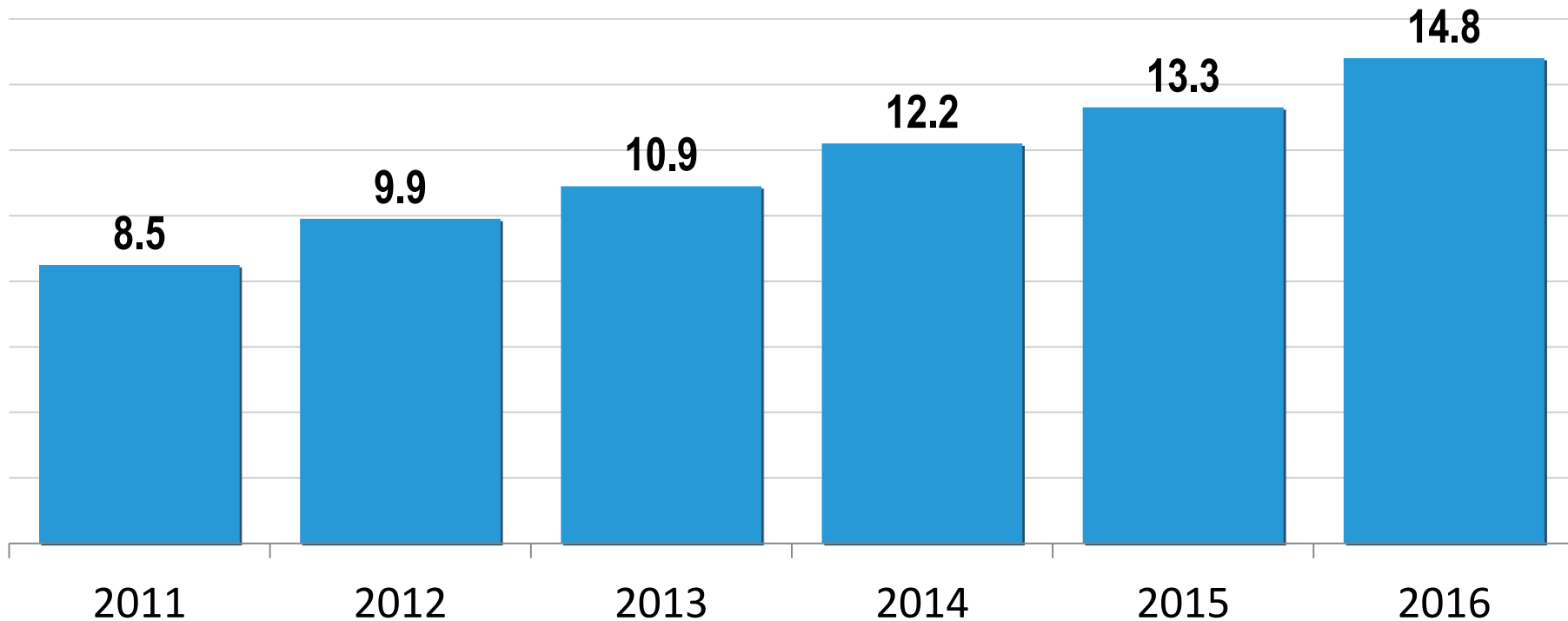
Total Net Inflows Trend

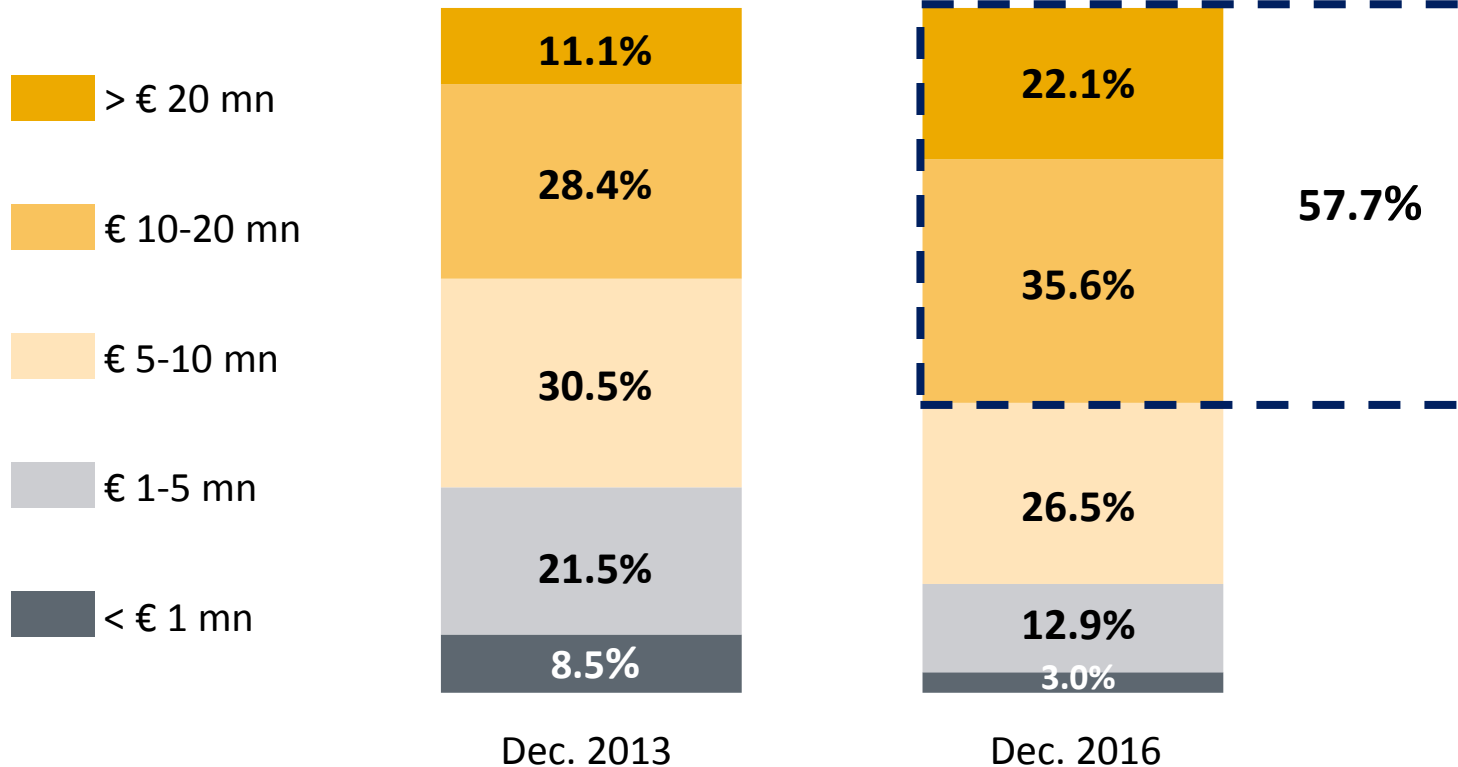
€ mn

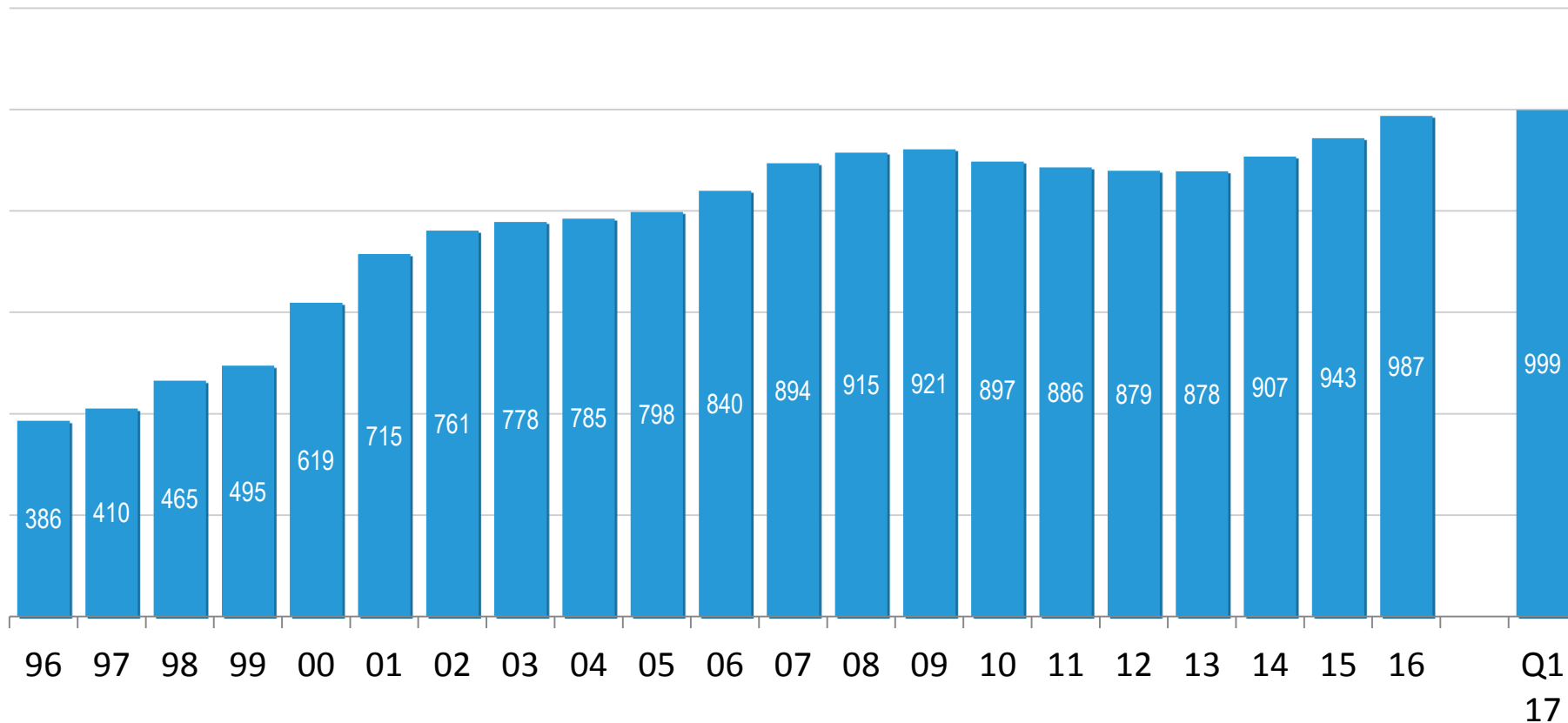


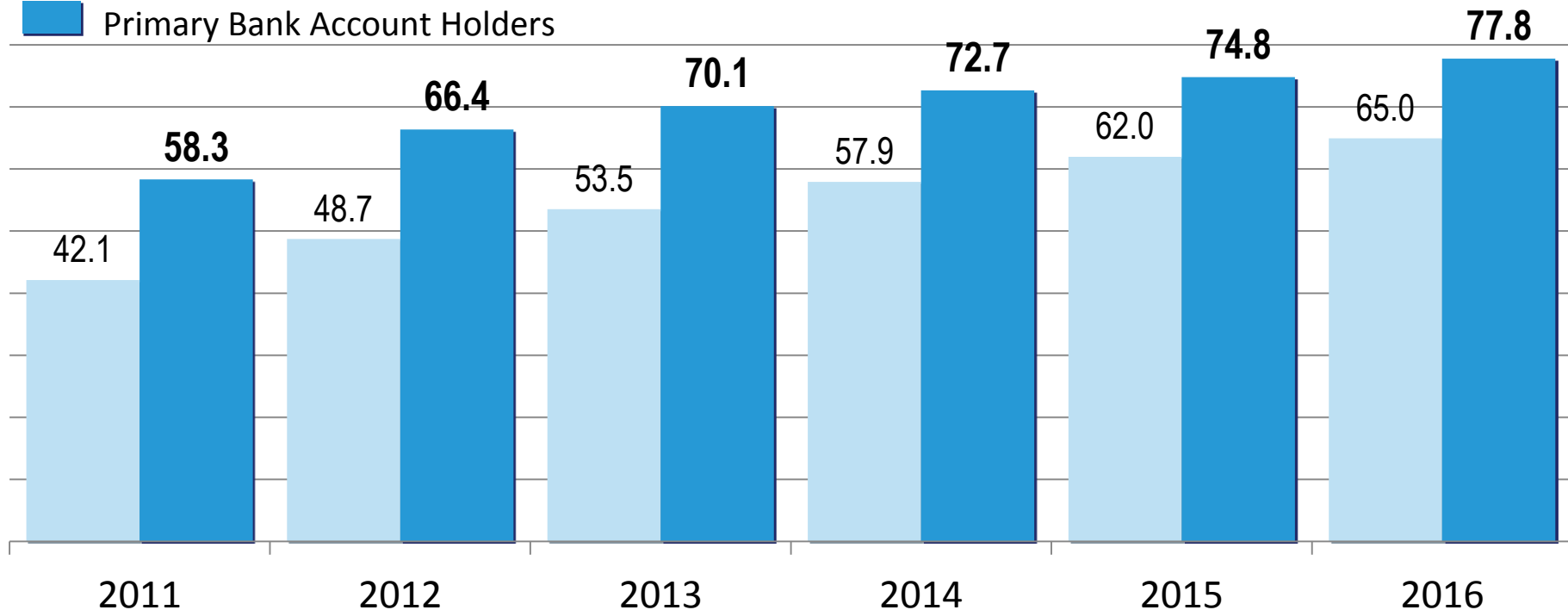
Banca Mediolanum Family Banker® Network Licensed Financial Advisors



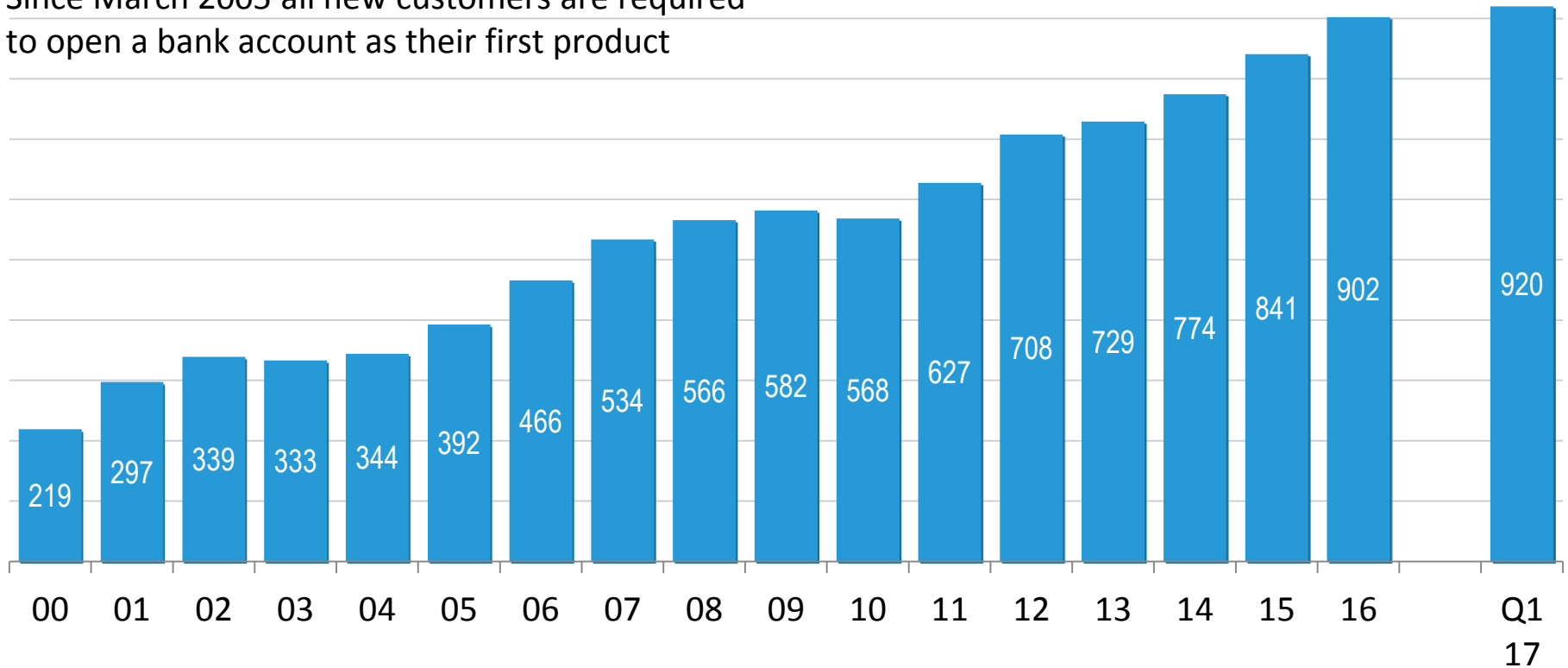


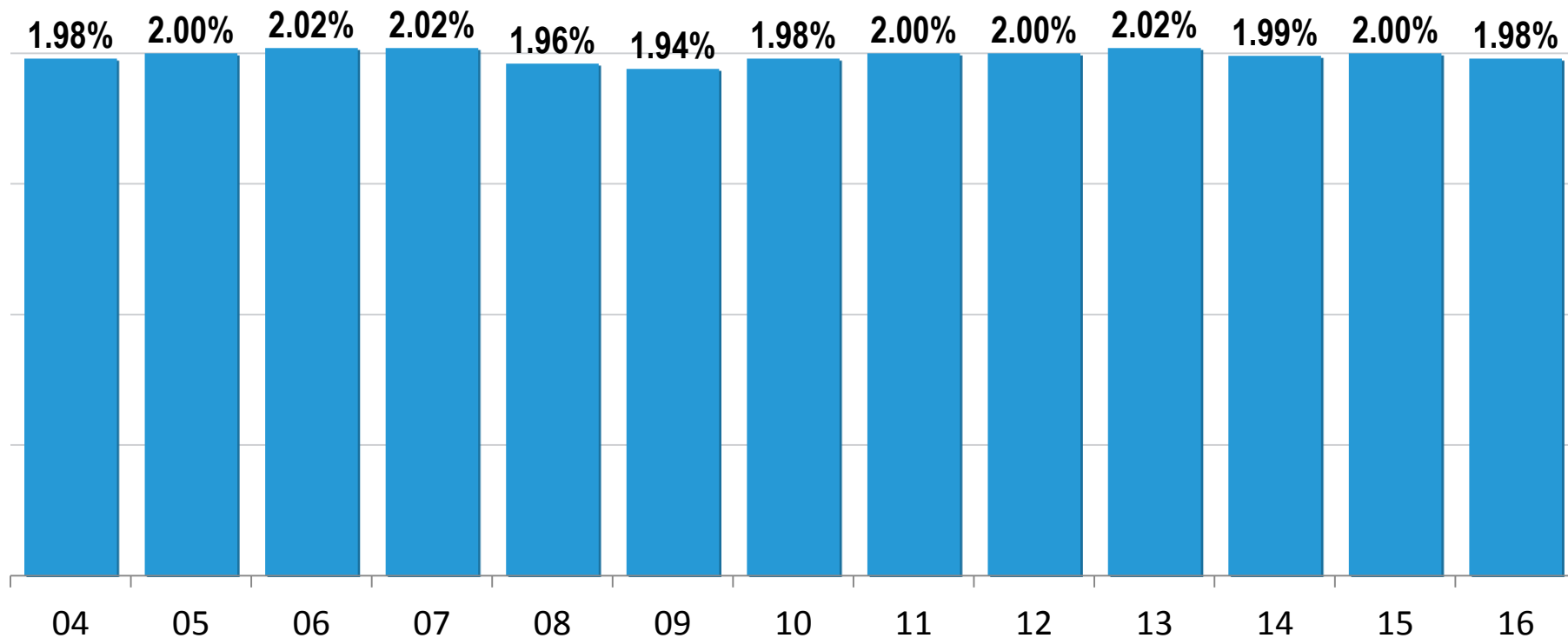




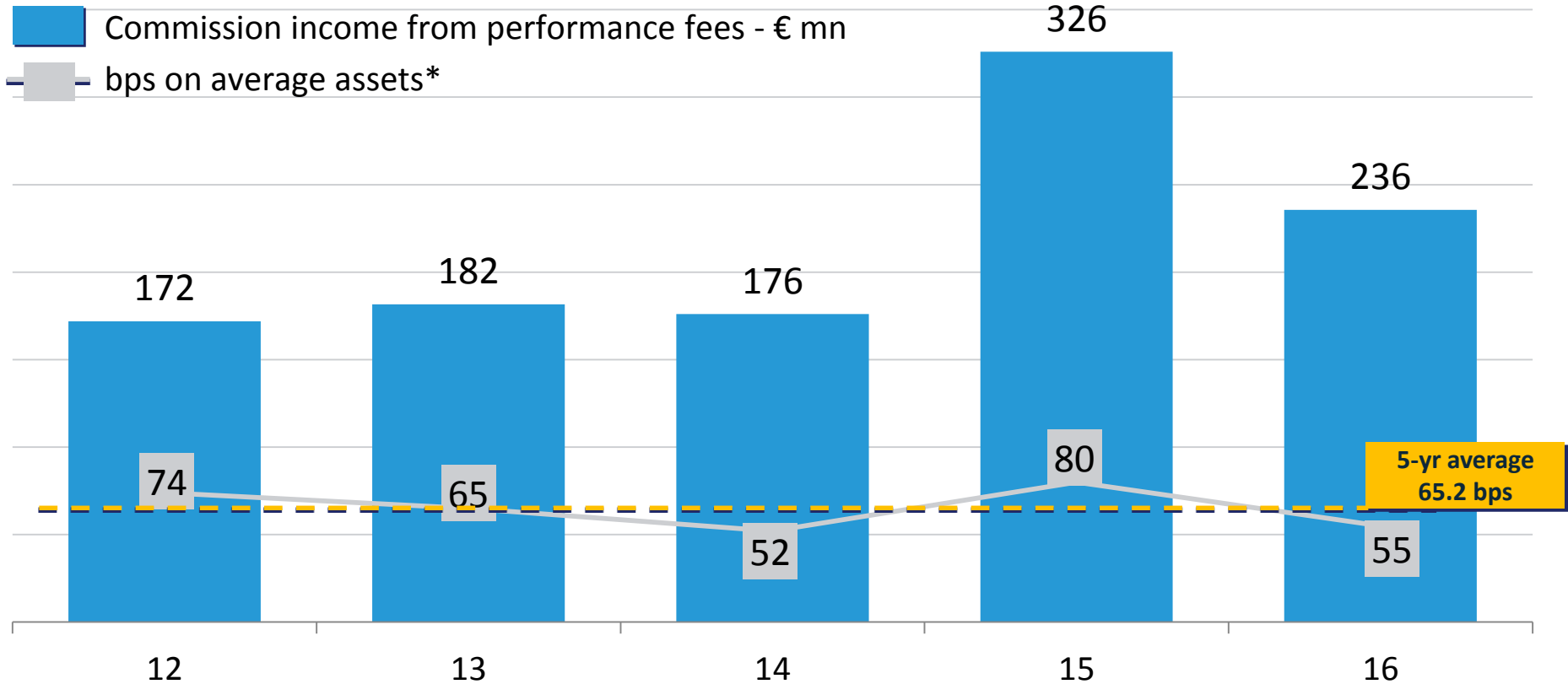
 Primary Account Holders Primary Bank Account Holders

Since March 2005 all new customers are required to open a bank account as their first product





* including insurance commissions on U-L policies



* calculated on group average assets

Our ability to generate positive inflows also in bear markets is explained by our **customer-oriented culture** especially embodied in two specific areas:

- The **Investment strategy** we advocate to our customers, providing solutions according to an analysis of each customer's **needs** and based on the concept of '**diversification**'
- Our effective, innovative and committed **Training & Communication strategy**

Our investment strategy
explains the consistency of our inflows
& transfers 'technical performance' into 'customer performance'

- We advise our customers proposing products & services that correspond to each of their **specific needs**
- Investor needs remain fundamentally the same, they are **not influenced by market crises**
- We do not engage in stock-picking, tactical asset allocation decisions, or market-timing
- We recommend a series of **diversification criteria**, the most important being **time horizon**
- **Equity** investments are only considered for the **long term** (>10 yrs) and are diversified across the **global economy** to further reduce risk
- We strongly advise investors who have a long-term outlook to view **market crises as buying opportunities**

'Best Brands' family of **Funds of branded Funds** unveiled in April 2008

This is not the 'Open Architecture' approach

It is impossible for a private investor to choose among a supermarket-like offer of thousands of funds, if not on the very risky basis of past performance

Synergy of the best A.M. companies' expertise & pursuit of quality and Mediolanum's capacity to select & coordinate asset managers & give high quality advice to customers

Funds of **single-brand** funds (the 'Selection' series) are Mediolanum products but also carry the name of the underlying funds' asset manager

Funds of **multi-brand** funds (the 'Collection' series) do not utilise the underlying brands in the fund name, however they are used in marketing and advertising material

77 The 'Intelligent Investment Strategy' Service

launched June 2016

A long-term investment strategy (10+ yrs, € 30k+) that allows our customers to **gradually enter equity markets** in order to take advantage of the overall growth of the world economy

Designed to remove emotional barriers associated with equity investments by making rational choices at the beginning of the plan rather than during crises or volatile markets

The amount invested is first put into our 'Euro Fixed-Income A' money market fund, and then **fully shifted into Mediolanum global equity funds** over 3-4-5 years through automatic transfers 1-2 times per month

Thanks to the **Automatic Step-In/Step-Out** feature, when the **unit price of equity funds has a strong decrease*** the **transferred amount is multiplied accordingly**.

Vice versa, in the case of an extraordinary increase (+10% or 20%), the capital gains are shifted back into the money market fund

* versus each customer's average purchase price.

INTELLIGENT
INVESTMENT



STRATEGY

Equity Fund Unit Price

Instalment amount

5% to 10% decrease

X2

10% to 15% decrease

X3

15% to 20% decrease

X4

20% or more decrease

X5

'MyLife' Unit-Linked Policy

Insurance wrapper for mutual funds

launched March 2014



Addresses all needs of HNW investors

- Financial planning:** flexible, hassle-free diversification across all investment classes; access to 100+ funds (up to 40% picked from a selection of 3rd-party funds)
- Legal protection of investments:** assets cannot be seized or frozen
- Succession planning:** one or more beneficiaries, irrespective of applicable inheritance laws; can be easily modified at any time
- Tax efficiency:** capital gains tax is deferred to the time of policy liquidation. No inheritance / income tax is due on amounts received by beneficiaries

Additional features

Income drawdown

can be requested at any time; choice of duration (5-15 yrs) & frequency

Basic Death Benefit included

up to 2.5% of assets depending on age at death. Supplementary coverage also available

Mediolanum's trademark **investment optimization:**

yields over a pre-set threshold can be automatically set aside and reinvested during market drops

79 The 'Freedom' Current Account

launched March 2009, reengineered March 2012

- Launched in the wake of the Lehman Bros. bankruptcy, exploited **Mediolanum's unique situation** in terms of high liquidity & good reputation
- Designed to be the best account in the market for HNW individuals:
no remuneration of deposits **up to € 15,000**; **very appealing interest** paid **on the excess** balance
- Rate offered is **advertised in advance** for each quarter
- In the original 'Freedom', the interest was actually paid on a **Life policy** connected to the current account; this resulted in a **tax rate of 12.5% instead of 27%** for the customer
- Mediolanum's integrated structure & sophisticated software architecture allowed the entire balance to be available to the customer at any time, by **seamlessly moving money** back and forth between the bank account and the Life policy
- After tax reform of 2012 'Freedom' became '**Freedom+**' - a pure banking product
- Switching to 'Freedom+' is encouraged – delivers the same product promise, but entails **lower G&A expenses** and **capital absorption** for Mediolanum



Training & Communication: Mediolanum Corporate University



- Inaugurated March 2009
- Centralises our training know-how, in coordination with top universities, professors and individuals who are experts in the field
- Provides our Family Bankers & employees with a resource for life-long education
- Develops financial education programs dedicated to our customers & the community



A proprietary state-of-the-art tool established in 1989

Encrypted programs to train, motivate & communicate with our Family Bankers

- Financial news commented by top company executives
- Company news & product information
- Online training course support
- Inspirational thoughts for personal motivation & sales techniques



**Daily specials dedicated to crisis-related topics
were added to the ongoing programming
in 2008, 2009 & 2011**

Approximately **5,700 events** held in 2016:
local & high-level events, sports events (e.g. Giro d'Italia), talk shows, etc.

Over **234,000 customers & prospects** attending

Results are measurable:

Net inflows into managed assets of invited customers in the 3 months post-event

expenses are reimbursed to Family Bankers only if set commercial target is met (80% of the times in 2015)

Average commercial value of media coverage is also regularly tracked





UniCredit 50%

BancoPosta 23%

INTESA  **SANPAOLO** 48%



BNL
GRUPPO BNP PARIBAS 21%

mediolanum BANCA 39%

UBI  **Banca** 15%



**MONTE
DEI PASCHI
DI SIENA**
BANCA DAL 1472 29%

CheBanca!
Gruppo Mediobanca 14%

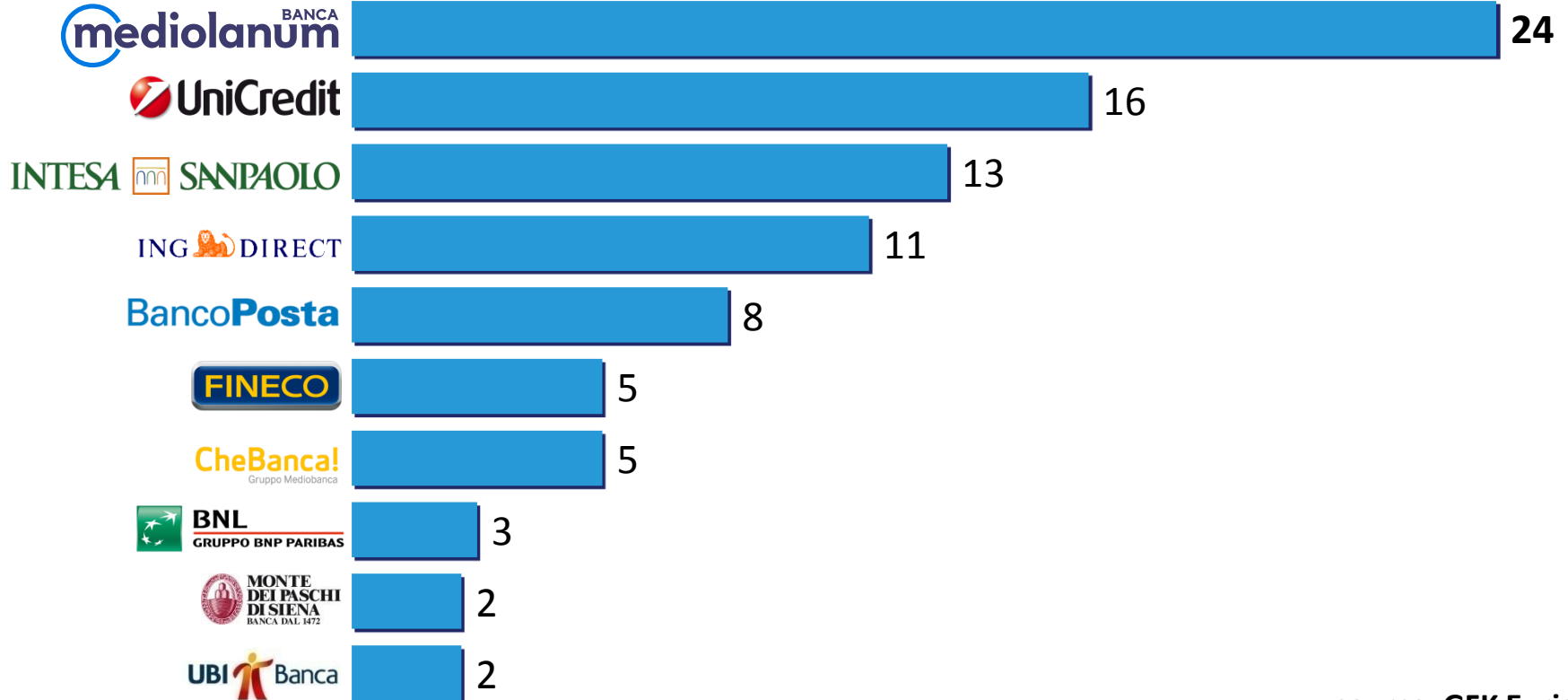
ING  **DIRECT** 25%



BCC
CREDITO COOPERATIVO 10%

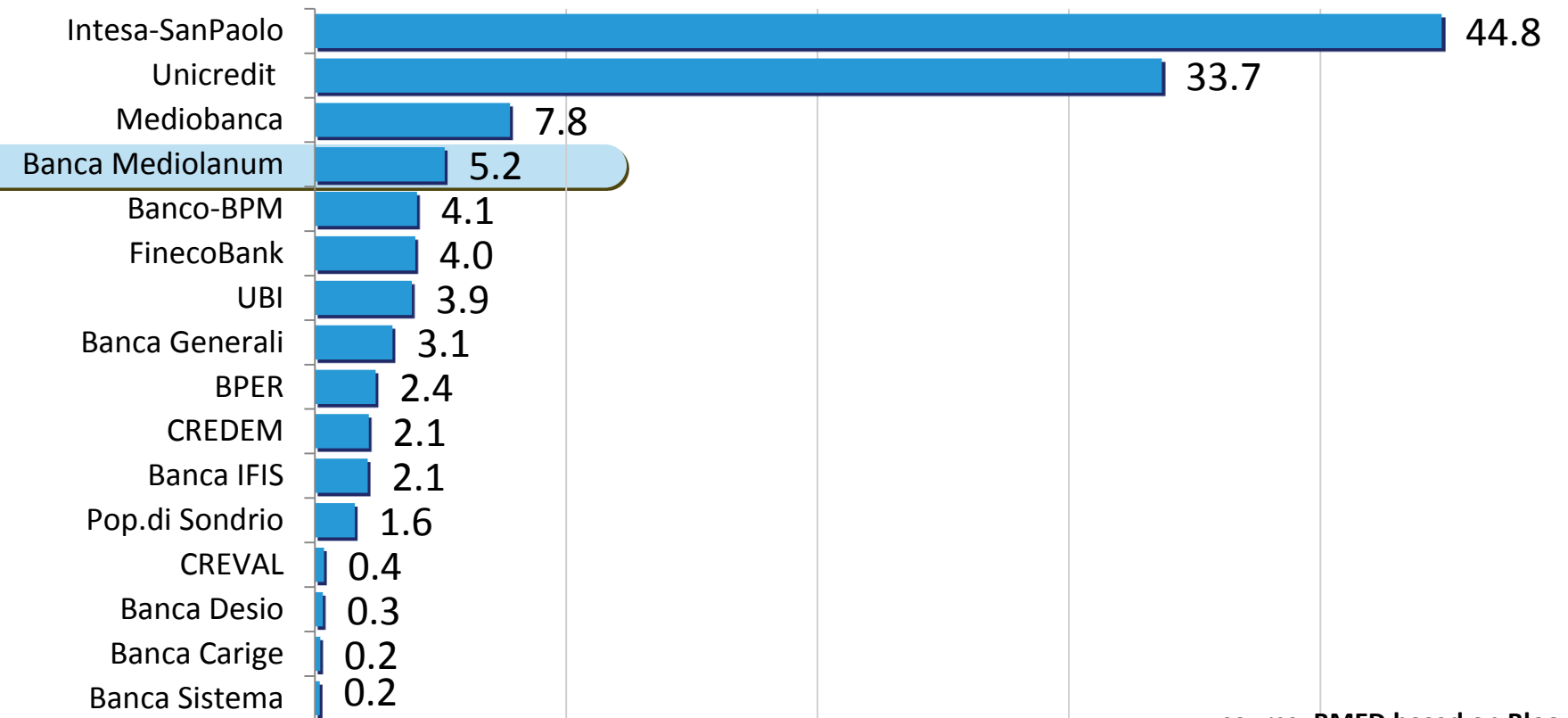
Banca Mediolanum's advertising The most memorable in the banking industry

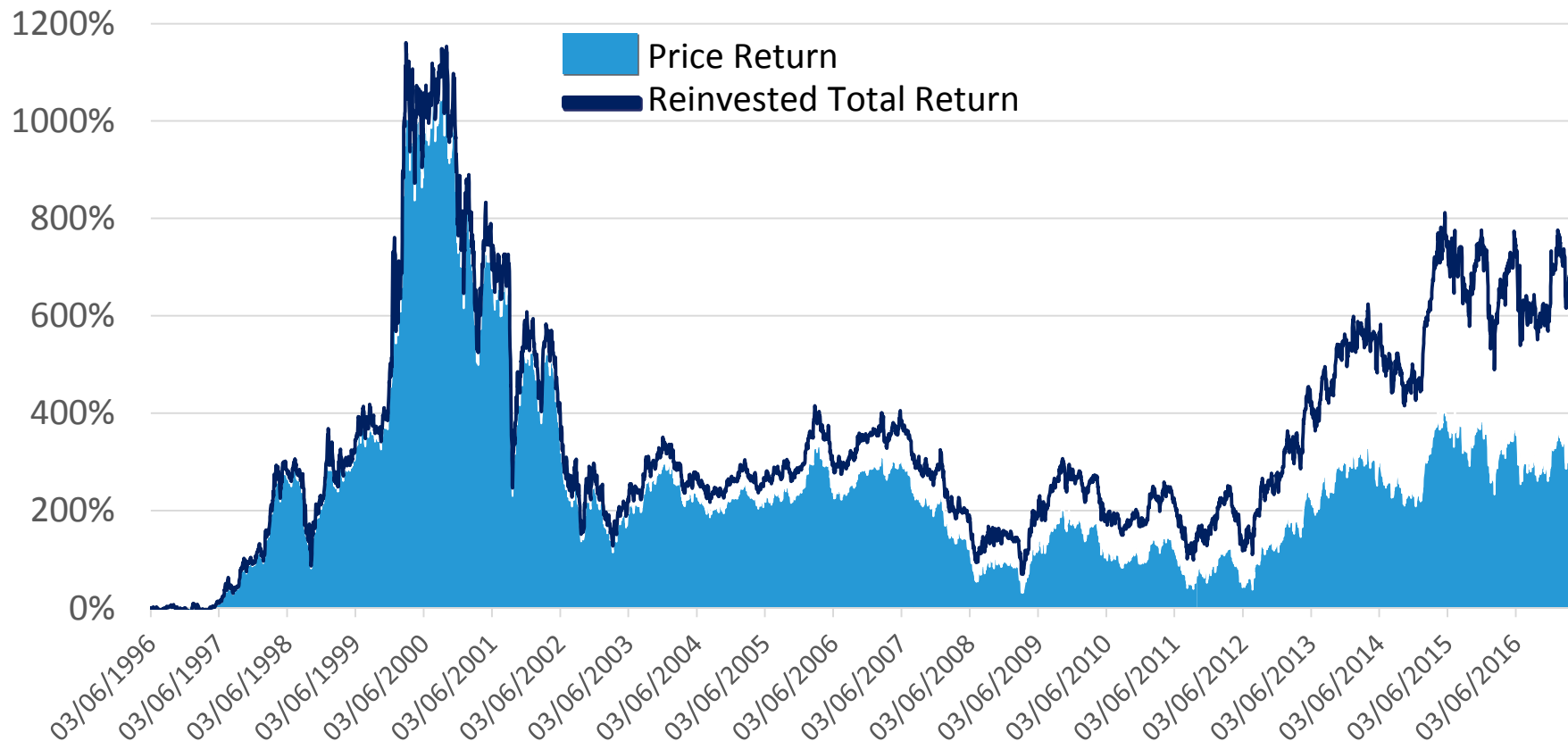
Spontaneous recall of bank advertising in Italy – Jan-Mar 2017



Ranking of Italian Banking Groups by Market Capitalisation

€ bn - as at 02/05/2017





* Total Return Index includes dividend reinvestment, June 3, 1996 – May 2, 2017

source: Datastream

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DECLARATION BY THE SENIOR MANAGER IN CHARGE OF DRAWING UP COMPANY ACCOUNTS

The undersigned, Mr. Angelo Lietti, declares, pursuant to Section 154 bis (2) of Legislative Decree 58/98 "*Testo Unico della Finanza*", that the accounting data set out in this presentation agree with the documentary records, books and accounting entries.

The senior manager in charge of drawing up Company Accounts

Angelo Lietti

Alessandra Lanzone

+39-02-9049.2039

alessandra.lanzone@mediolanum.it

Lisa Maxon

+39-02-9049.2997

lisa.maxon@mediolanum.it

Luca Pugliese

+39-02-9049.2721

luca.pugliese@mediolanum.it

Banca Mediolanum
S.p.A.

Via Francesco Sforza 15
20080 Basiglio MI – Italy

<http://www.bancamediolanum.it>