

July 2017



# **H1 2017 RESULTS & BUSINESS UPDATE**

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# H1 2017 Group Results

	H117	H116	Change
Entry fees	44.3	34.8	+28%
Management fees	475.8	408.1	+17%
Performance fees	88.7	82.7	+7%
Banking service fees	42.7	40.6	+5%
Other fees	19.2	17.0	+13%
<b>Commission income</b>	<b>670.8</b>	<b>583.1</b>	<b>+15%</b>
Net interest income	94.3	121.8	-23%
Net income on investments at fair value	8.4	(15.4)	n.s.
<b>Net financial income</b>	<b>102.8</b>	<b>106.4</b>	<b>-3%</b>
Insurance revenues ex U-L commissions	17.5	11.2	+57%
Equity contribution	6.6	5.5	+19%
Net income on other investments	36.9	15.4	+139%
<i>o/w Impairment on loans</i>	<i>(8.8)</i>	<i>(8.6)</i>	<i>+3%</i>
Other revenues	14.9	12.0	+24%
Acquisition costs	(260.9)	(223.3)	+17%
Other commission expenses	(32.5)	(28.1)	+15%
<b>CONTRIBUTION MARGIN</b>	<b>556.1</b>	<b>482.1</b>	<b>+15%</b>
G&A expenses	(255.8)	(249.7)	+2%
Contribution to SRF, DGS & similar	(31.5)	(5.7)	n.s.
Amortisation & depreciation	(17.5)	(14.9)	+17%
Provisions for risks & charges	(22.3)	(14.7)	+52%
<b>TOTAL COSTS</b>	<b>(327.0)</b>	<b>(284.9)</b>	<b>+15%</b>
<b>PROFIT BEFORE TAX</b>	<b>229.0</b>	<b>197.2</b>	<b>+16%</b>
Income tax	(32.6)	(26.9)	+21%
<b>NET INCOME</b>	<b>196.4</b>	<b>170.3</b>	<b>+15%</b>

## 5 Income Statement Salient Points

### YoY comparison



H1 2017  
Group

#### **Entry Fees** (€ 10 mn higher YoY)

reflected higher gross inflows into Mutual Funds, especially into PIRs in Q2, rendering the decline in front fees less evident

#### **Management Fees** (€ 68 mn higher YoY)

reflected a strong increase in average assets due to notable inflows into Mutual Funds

#### **Net Interest Income** (€ 27 mn lower YoY)

due to lower yields, as expected vs. a very strong H1 16

#### **Net Income on Investments at FV** (€ 24 mn higher YoY)

increase in the yield curve positively impacted derivatives hedging fixed-rate mortgages no longer on our books

#### **Net Income on Other Investment** (€ 22 mn higher YoY)

benefitted from capital gains on the sale of the stake in Banca Esperia. H1 16 also included capital gains on the sale of CartaSi & Visa Europe shareholdings

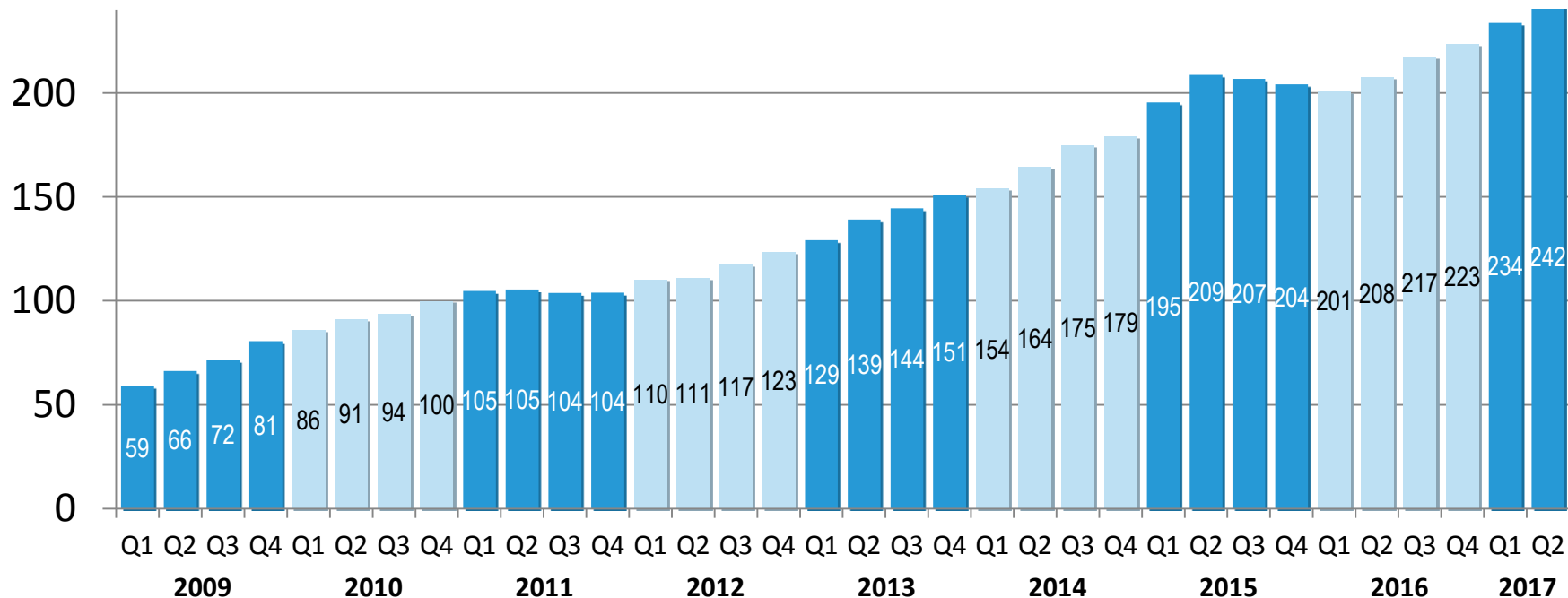
#### **Contribution to SRF, DGS & similar** (€ 26 mn higher YoY)

totalled 5 times the amount in H1 last year due to the final write-down of our investment in the Atlante 1 fund (for a total write-down of 92%)

#### **Provisions for Risk & Charges** (€ 8 mn higher YoY)

returned to normal levels vs. H1 16 which benefitted from the freeing-up of some provisions connected to inherited lawsuit in Spain

	Q116	Q216	Q316	Q416	Q117	Q217
Entry fees	17.6	17.2	17.8	18.0	19.8	24.5
Management fees	200.5	207.6	217.2	223.4	233.6	242.2
Performance fees	50.4	32.2	75.3	77.6	66.8	21.9
Banking service fees	20.4	20.2	19.7	21.1	21.8	20.9
Other fees	8.1	8.9	8.6	9.2	9.2	10.0
<b>Commission income</b>	<b>297.1</b>	<b>286.0</b>	<b>338.7</b>	<b>349.2</b>	<b>351.3</b>	<b>319.4</b>
Net interest income	61.6	60.2	59.5	47.5	45.0	49.4
Net income on investments at fair value	(10.6)	(4.8)	(2.2)	8.8	1.6	6.8
<b>Net financial income</b>	<b>51.0</b>	<b>55.4</b>	<b>57.4</b>	<b>56.3</b>	<b>46.6</b>	<b>56.2</b>
Insurance revenues ex U-L commissions	7.4	3.7	7.1	9.6	9.4	8.2
Equity contribution	0.6	4.9	16.2	5.0	0	6.6
Net income on other investments	(3.3)	18.7	0.3	6.5	(2.4)	39.2
<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>	<i>(4.9)</i>
Other revenues	5.7	6.4	6.2	8.1	7.0	7.9
Acquisition costs	(110.4)	(113.0)	(121.2)	(135.8)	(128.5)	(132.4)
Other commission expenses	(13.5)	(14.6)	(15.1)	(15.6)	(15.8)	(16.7)
<b>CONTRIBUTION MARGIN</b>	<b>234.6</b>	<b>247.5</b>	<b>289.5</b>	<b>283.2</b>	<b>267.6</b>	<b>288.4</b>
G&A expenses	(117.3)	(132.3)	(108.1)	(139.2)	(124.8)	(131.0)
Contribution to SRF, DGS & similar	(4.3)	(1.4)	(7.9)	(32.4)	(12.7)	(18.8)
Amortisation & depreciation	(7.2)	(7.7)	(7.8)	(9.7)	(8.5)	(9.0)
Provisions for risks & charges	(12.5)	(2.2)	(12.5)	(3.4)	(10.3)	(12.0)
<b>TOTAL COSTS</b>	<b>(141.3)</b>	<b>(143.7)</b>	<b>(136.3)</b>	<b>(184.7)</b>	<b>(156.3)</b>	<b>(170.8)</b>
<b>PROFIT BEFORE TAX</b>	<b>93.3</b>	<b>103.9</b>	<b>153.2</b>	<b>98.5</b>	<b>111.4</b>	<b>117.7</b>
Income tax	(20.2)	(6.7)	(18.5)	(10.0)	(26.5)	(6.1)
<b>NET INCOME</b>	<b>73.2</b>	<b>97.1</b>	<b>134.7</b>	<b>88.5</b>	<b>84.9</b>	<b>111.5</b>



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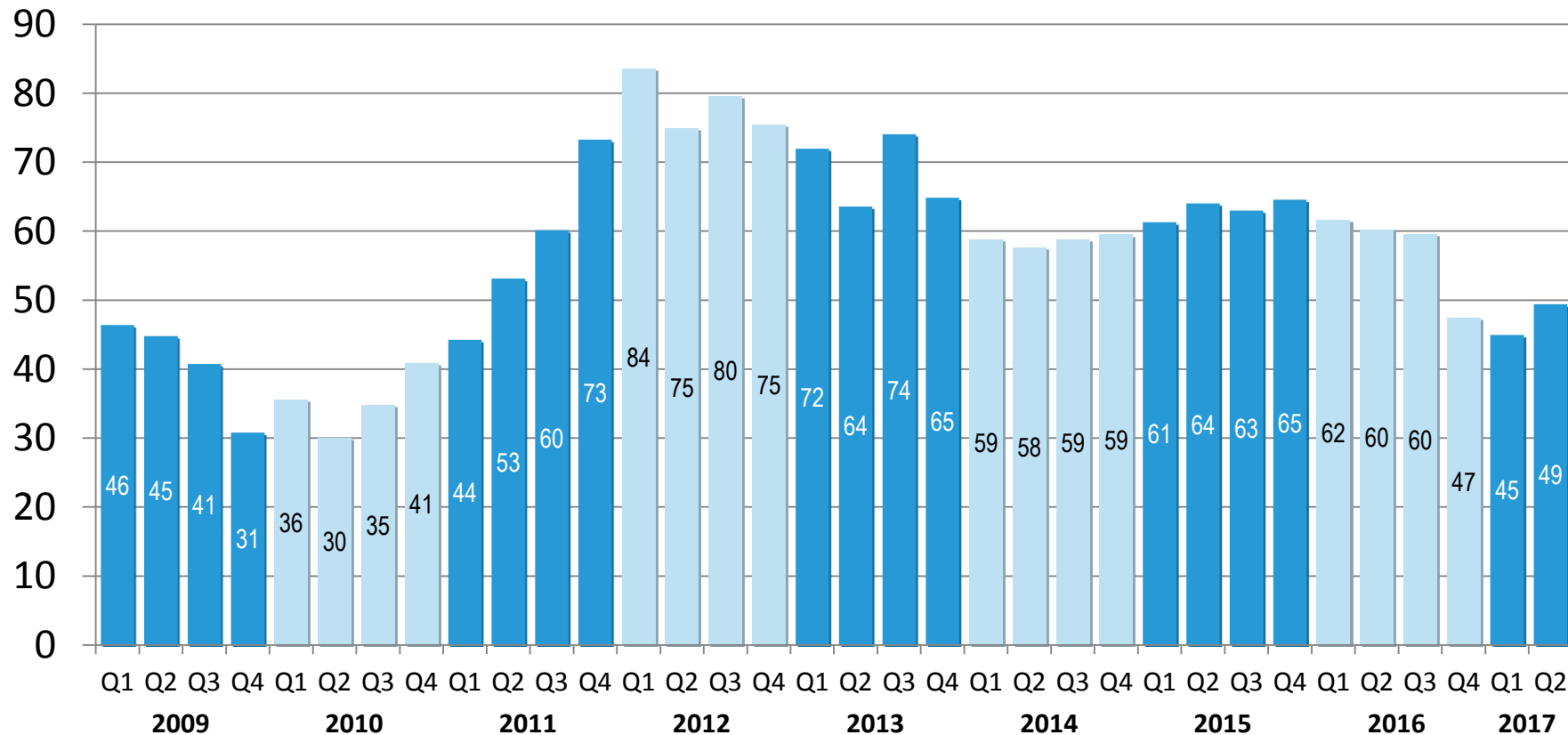
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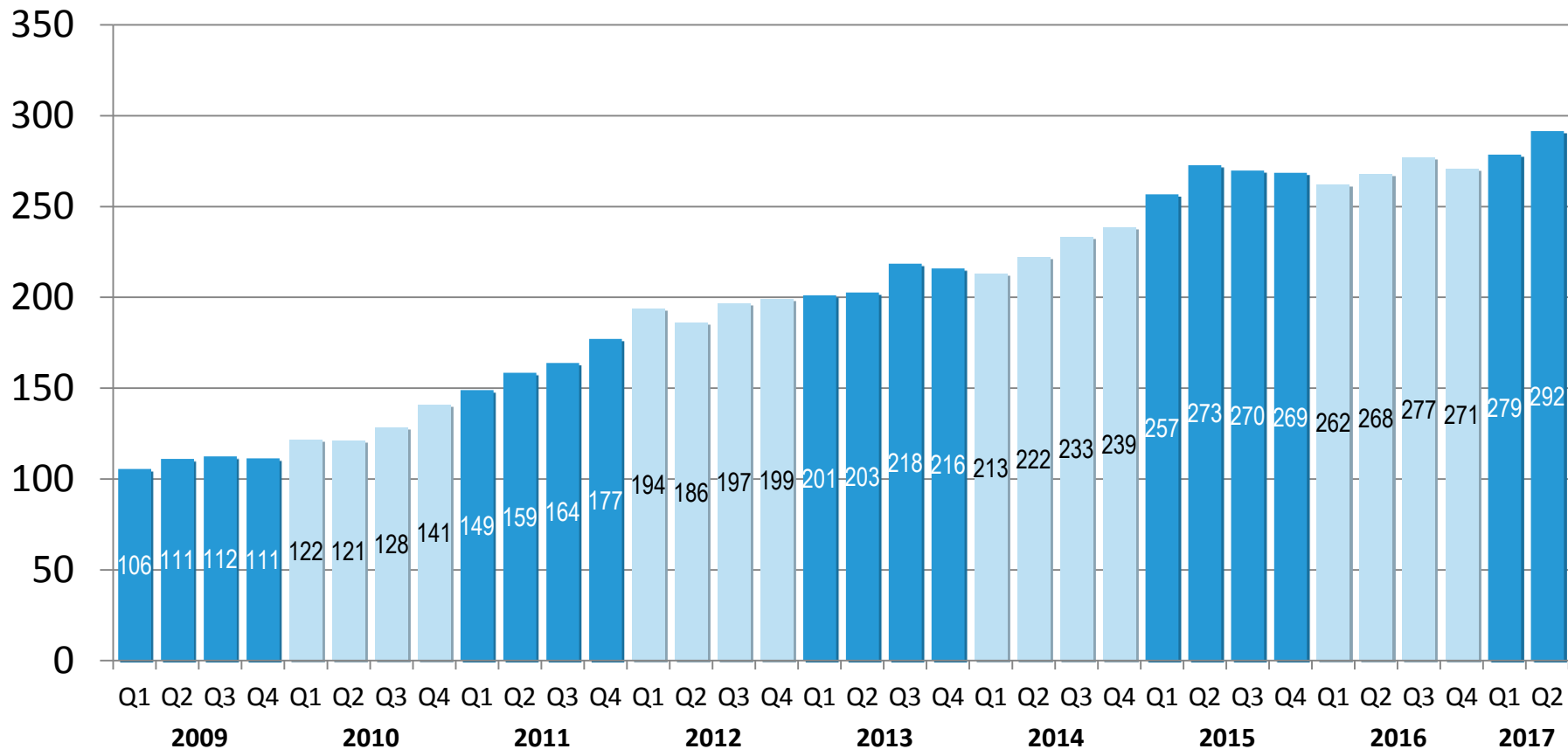
Yearly bps on average assets

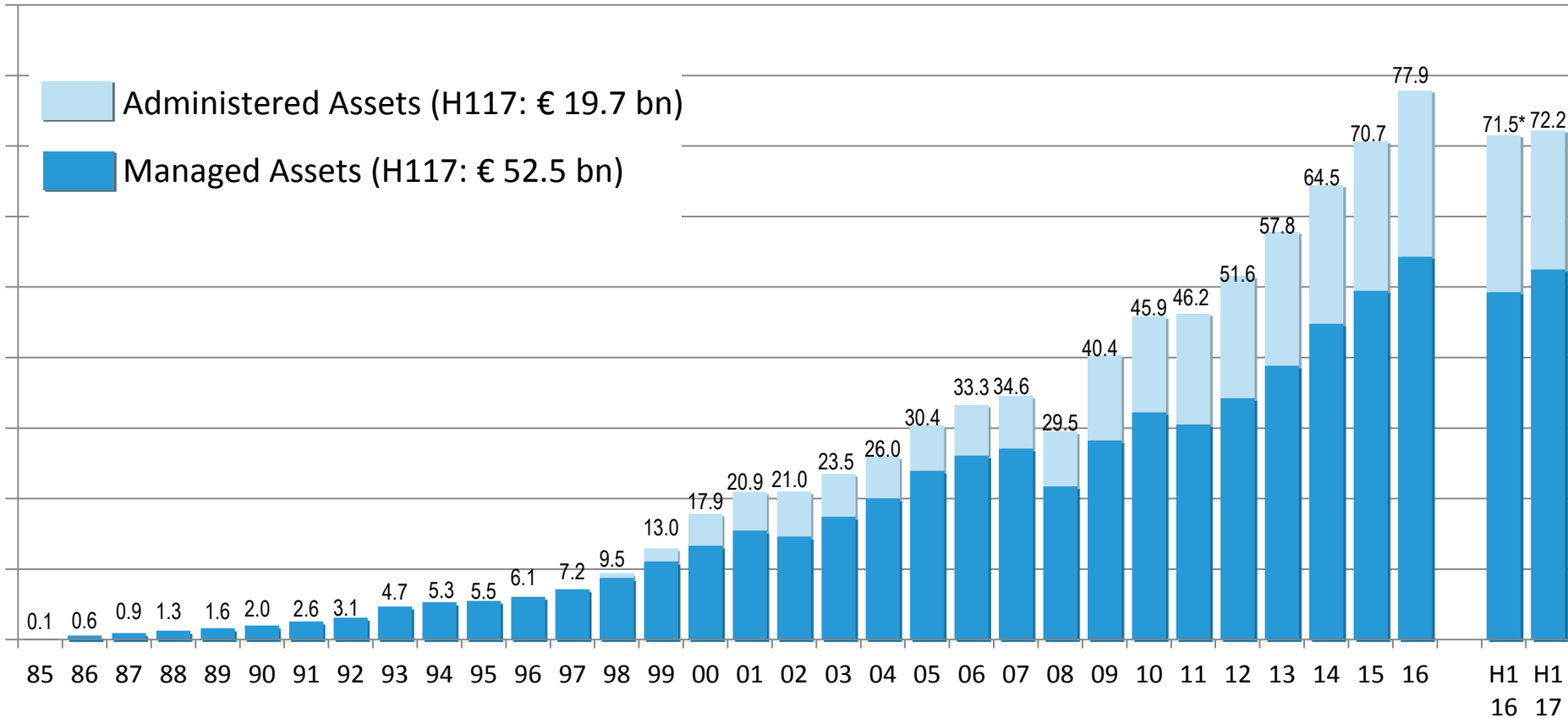




# Quarterly Recurring Revenues

## Commission Income from Mgmt Fees + NII (€ mn)





\* H116 included €8.4 bn of Banca Esperia assets, not present in H117

# 11 Assets under Administration/Management

€ mn



H1 2017  
Group

	30/06/17	31/12/16	Change	30/06/16	Change
Mutual Funds & U-L Policies	47,159.8	44,200.6	+7%	39,763.6	+19%
'Freedom' Life Policies	212.1	233.8	-9%	385.4	-45%
Other Life Insurance products	1,391.8	1,524.9	-9%	1,596.7	-13%
Banking	18,489.6	18,383.8	+1%	17,369.2	+6%
<b>Italy – Banca Mediolanum</b>	<b>67,253.4</b>	<b>64,343.1</b>	<b>+5%</b>	<b>59,114.8</b>	<b>+14%</b>
Mutual Funds & U-L Policies	2,854.6	2,474.7	+15%	2,093.0	+36%
Other Insurance Products	145.5	174.5	-17%	201.7	-28%
Banking	1,346.7	1,231.2	+9%	1,221.4	+10%
<b>Spain – Banco Mediolanum</b>	<b>4,346.8</b>	<b>3,880.3</b>	<b>+12%</b>	<b>3,516.1</b>	<b>+24%</b>
Mutual Funds & U-L Policies	445.8	420.3	+6%	384.5	+16%
Other Insurance Products	20.3	23.9	-15%	25.0	-19%
Banking	142.4	147.0	-3%	114.9	+24%
<b>Germany – B. A. Lenz &amp; Gamax</b>	<b>608.4</b>	<b>591.2</b>	<b>+3%</b>	<b>524.4</b>	<b>+16%</b>
<b>Italy – Banca Esperia (Mediolanum's share)</b>	<b>0</b>	<b>9,039.5</b>	<b>n.s.</b>	<b>8,364.9</b>	<b>n.s.</b>
<b>TOTAL AUA/AUM</b>	<b>72,208.6</b>	<b>77,854.1</b>	<b>-7%</b>	<b>71,520.2</b>	<b>+1%</b>

H117

Q117

## GROUP CAPITAL RATIOS

Total Capital Ratio*	21.9%	20.1%
<b>Common Equity Tier 1 Ratio</b>	<b>21.9%</b>	<b>20.1%</b>

<b>Total Regulatory Capital Held</b>	<b>1,929</b>	<b>1,909</b>
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Required Capital – Banks *	721	789
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Solvency Capital Requirements – Insurance companies	706	705
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<b>Total Required Capital</b>	<b>1,427</b>	<b>1,494</b>
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<b>EXCESS CAPITAL</b>	<b>502</b>	<b>415</b>
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\* As per SREP, BMED required capital amounts to 11% (minimum Total Capital Ratio) of consolidated RWA (€ 7,208 mn as at 30/06/2017), excluding stakes in insurance companies



# H1 2017 Domestic Market Results

	H117	H116	Change
Entry fees	38.1	28.7	+33%
Management fees	446.4	385.3	+16%
Performance fees	82.8	78.2	+6%
Banking service fees	30.9	30.7	+1%
Other fees	18.2	16.0	+14%
<b>Commission income</b>	<b>616.5</b>	<b>538.8</b>	<b>+14%</b>
Net interest income	89.4	113.1	-21%
Net income on investments at fair value	8.3	(15.6)	n.s.
<b>Net financial income</b>	<b>97.6</b>	<b>97.5</b>	<b>+0%</b>
Insurance revenues ex U-L commissions	11.2	6.5	+72%
Equity contribution	6.6	5.5	+19%
Net income on other investments	37.1	7.1	+426%
<i>o/w Impairment on loans</i>	<i>(8.5)</i>	<i>(8.0)</i>	<i>+7%</i>
Other revenues	13.2	10.5	+26%
Acquisition costs	(239.6)	(206.0)	+16%
Other commission expenses	(21.9)	(19.4)	+13%
<b>CONTRIBUTION MARGIN</b>	<b>520.7</b>	<b>440.5</b>	<b>+18%</b>
G&A expenses	(228.3)	(225.2)	+1%
Contribution to SRF, DGS & similar	(30.4)	(4.9)	n.s.
Amortisation & depreciation	(16.0)	(13.9)	+15%
Provisions for risks & charges	(21.9)	(20.9)	+5%
<b>TOTAL COSTS</b>	<b>(296.5)</b>	<b>(264.9)</b>	<b>+12%</b>
<b>PROFIT BEFORE TAX</b>	<b>224.2</b>	<b>175.7</b>	<b>+28%</b>
Income tax	(30.3)	(23.3)	+30%
<b>NET INCOME</b>	<b>194.0</b>	<b>152.4</b>	<b>+27%</b>

	Q116	Q216	Q316	Q416	Q117	Q217
Entry fees	14.3	14.4	15.4	15.2	16.8	21.4
Management fees	189.5	195.8	204.6	210.2	219.4	227.0
Performance fees	47.6	30.6	71.2	73.8	62.7	20.1
Banking service fees	15.7	15.0	13.9	14.9	16.1	14.9
Other fees	7.7	8.3	8.2	8.8	8.8	9.5
<b>Commission income</b>	<b>274.7</b>	<b>264.2</b>	<b>313.3</b>	<b>322.9</b>	<b>323.7</b>	<b>292.9</b>
Net interest income	56.9	56.2	54.4	44.6	42.5	46.9
Net income on investments at fair value	(10.6)	(5.0)	(2.2)	8.7	1.5	6.7
<b>Net financial income</b>	<b>46.3</b>	<b>51.2</b>	<b>52.2</b>	<b>53.3</b>	<b>44.0</b>	<b>53.6</b>
Insurance revenues ex U-L commissions	5.3	1.2	4.4	7.4	6.1	5.1
Equity contribution	0.6	4.9	16.2	5.0	0	6.6
Net income on other investments	(3.2)	10.2	0.5	4.4	(2.3)	39.4
<i>o/w Impairment on loans</i>	(3.8)	(4.1)	(0.4)	(3.9)	(3.9)	(4.7)
Other revenues	5.1	5.4	5.6	7.0	6.4	6.8
Acquisition costs	(101.8)	(104.2)	(112.8)	(126.0)	(118.1)	(121.5)
Other commission expenses	(9.4)	(10.0)	(10.0)	(10.2)	(10.9)	(11.1)
<b>CONTRIBUTION MARGIN</b>	<b>217.7</b>	<b>222.8</b>	<b>269.4</b>	<b>263.8</b>	<b>248.9</b>	<b>271.8</b>
G&A expenses	(104.5)	(120.7)	(95.0)	(125.5)	(110.3)	(118.0)
Contribution to SRF, DGS & similar	(3.9)	(0.9)	(7.5)	(32.1)	(12.2)	(18.2)
Amortisation & depreciation	(6.7)	(7.2)	(7.2)	(9.0)	(7.8)	(8.2)
Provisions for risks & charges	(12.2)	(8.7)	(12.5)	(2.5)	(10.1)	(11.8)
<b>TOTAL COSTS</b>	<b>(127.3)</b>	<b>(137.6)</b>	<b>(122.2)</b>	<b>(169.1)</b>	<b>(140.3)</b>	<b>(156.2)</b>
<b>PROFIT BEFORE TAX</b>	<b>90.4</b>	<b>85.3</b>	<b>147.2</b>	<b>94.7</b>	<b>108.6</b>	<b>115.6</b>
Income tax	(19.2)	(4.0)	(17.2)	(8.8)	(25.2)	(5.1)
<b>NET INCOME</b>	<b>71.1</b>	<b>81.2</b>	<b>130.0</b>	<b>85.9</b>	<b>83.5</b>	<b>110.5</b>

	H117	H116	Change
One-time commissions	41.3	38.0	+9%
Ongoing commissions	154.6	129.7	+19%
<b>Total commissions</b>	<b>195.9</b>	<b>167.7</b>	<b>+17%</b>
Incentives on individual net inflows	22.7	18.2	+24%
Contests & bonuses	6.9	4.5	+51%
Reimbursement of costs for customer events	5.5	6.2	-11%
<b>Total incentives &amp; bonuses</b>	<b>35.1</b>	<b>29.0</b>	<b>+21%</b>
<b>Costs related to the agency agreement</b>	<b>8.7</b>	<b>9.3</b>	<b>-7%</b>
<b>TOTAL ACQUISITION COSTS</b>	<b>239.6</b>	<b>206.0</b>	<b>+16%</b>



	H117	H116	Change
↓ directly into Mutual Funds	+2,128.8	+840.0	+153%
↓ through 'MyLife' U-L policy	+473.7	+367.7	+29%
↓ through other U-L policies	+0.8	+179.3	-100%
<b>Mutual Funds Inflows</b>	<b>+2,603.3</b>	<b>+1,386.9</b>	<b>+88%</b>
Other Life Insurance policies	-165.9	-179.9	-8%
<b>Managed Assets Inflows</b>	<b>+2,437.4</b>	<b>+1,207.0</b>	<b>+102%</b>
3rd-party Structured Bonds	-156.9	-82.9	+89%
<b>Managed Assets incl. Structured Bonds</b>	<b>+2,280.5</b>	<b>+1,124.2</b>	<b>+103%</b>
Cash deposits	-256.0	+1,552.6	n.s.
Repurchase agreements	+31.2	+43.1	-28%
Mediolanum bonds	-26.8	-28.3	-5%
Other securities under custody	-37.1	+231.1	n.s.
<b>Administered Assets Inflows</b>	<b>-288.7</b>	<b>+1,798.5</b>	<b>n.s.</b>
'Freedom' Life Policies (change in assets)	-24.1	-117.7	-80%
<b>Administered Assets incl. 'Freedom' acct.</b>	<b>-312.8</b>	<b>+1,680.8</b>	<b>n.s.</b>
<b>BANCA MEDIOLANUM</b>	<b>+1,967.7</b>	<b>+2,804.9</b>	<b>-30%</b>
<b>BANCA ESPERIA (Mediolanum's share)</b>	<b>0</b>	<b>+132.6</b>	<b>n.s.</b>
<b>TOTAL NET INFLOWS</b>	<b>+1,967.7</b>	<b>+2,937.6</b>	<b>-33%</b>

# Mutual Funds

## Net Inflows by Product

€ mn



	H117	H116	Change
'Best Brands' funds of funds (IRL)	+352.5	+618.9	-43%
'Challenge' mutual funds (IRL)	-168.2	+3.9	n.s.
'Fondi Italia' mutual funds (ITA)	+1,232.2	+57.6	n.s.
3rd-party stand-alone funds	+659.4	+175.8	+275%
Other	+52.8	-16.2	n.s.
<b>DIRECT NET INFLOWS INTO MUTUAL FUNDS</b>	<b>+2,128.8</b>	<b>+840.0</b>	<b>+153%</b>
'MyLife' U-L policy	+473.7	+367.7	+29%
Other U-L policies	+0.8	+179.3	-100%
<b>TOTAL NET INFLOWS INTO MUTUAL FUNDS</b>	<b>+2,603.3</b>	<b>+1,386.9</b>	<b>+88%</b>

# Mutual Funds

## Gross Inflows by Product

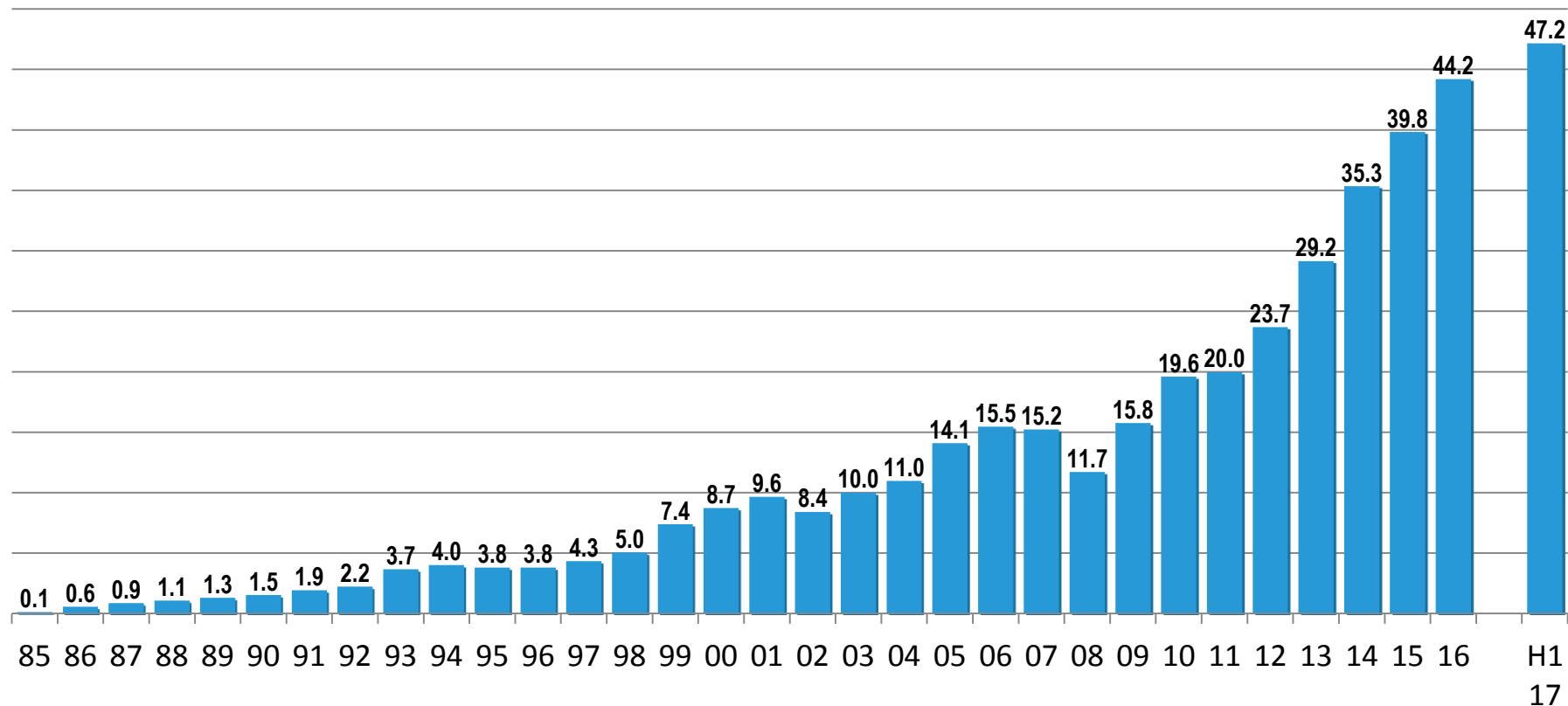
€ mn



	H117	H116	Change
'Best Brands' funds of funds (IRL)	2,058.7	1,558.5	+32%
'Challenge' mutual funds (IRL)	208.8	251.6	-17%
'Fondi Italia' mutual funds (ITA)	2,389.2	560.1	+327%
3rd-party stand-alone funds	825.9	219.5	+276%
Other	93.5	12.0	n.s.
<b>DIRECT GROSS INFLOWS INTO MUTUAL FUNDS</b>	<b>5,576.0</b>	<b>2,601.7</b>	<b>+114%</b>
'MyLife' U-L policy	720.7	508.5	+42%
Other U-L policies	507.7	616.0	-18%
<b>TOTAL GROSS INFLOWS INTO MUTUAL FUNDS</b>	<b>6,804.5</b>	<b>3,726.2</b>	<b>+83%</b>

# Mutual Funds AUM Trend

€ bn – including U-L assets



# Mutual Funds

## Assets under Management

€ mn

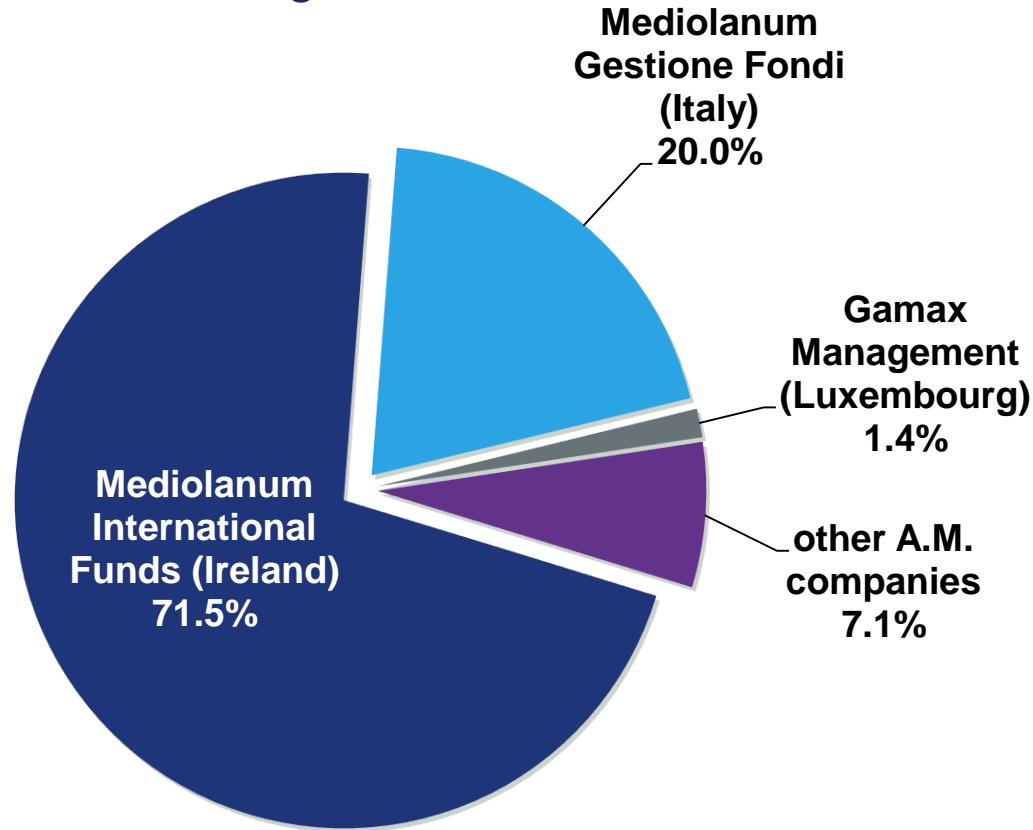


	30/06/17	31/12/16	Change	30/06/16	Change
'Best Brands' funds of funds (IRL)	19,390.0	18,643.4	+4%	16,646.5	+16%
'Portfolio' funds of funds (IRL)	330.6	370.0	-11%	359.9	-8%
'Challenge' mutual funds (IRL)	13,969.7	14,137.0	-1%	12,900.6	+8%
Funds of Hedge Funds (IRL)	73.2	90.0	-19%	103.4	-29%
'Fondi Italia' mutual funds (ITA)	8,844.5	7,395.7	+20%	6,921.3	+28%
'Real estate' fund (ITA)	309.7	311.9	-1%	312.3	-1%
3rd-party stand-alone funds	1,883.3	1,163.6	+62%	786.1	+140%
Other	923.3	822.6	+12%	808.3	+14%
<i>Adj. for own mutual funds in FoFs &amp; Managed accts.</i>	<i>(423.7)</i>	<i>(441.1)</i>	<i>-4%</i>	<i>(427.7)</i>	<i>-1%</i>
'MyLife' U-L policy	4,827.3	4,278.4	+13%	3,689.7	+31%
Other U-L policies	12,351.9	12,421.4	-1%	11,272.5	+10%
<i>Adj. for own mutual funds in U-L policies</i>	<i>(15,320.0)</i>	<i>(14,992.4)</i>	<i>+2%</i>	<i>(13,609.3)</i>	<i>+13%</i>
<b>ASSETS IN MUTUAL FUNDS &amp; U-L</b>	<b>47,159.8</b>	<b>44,200.6</b>	<b>+7%</b>	<b>39,763.6</b>	<b>+19%</b>

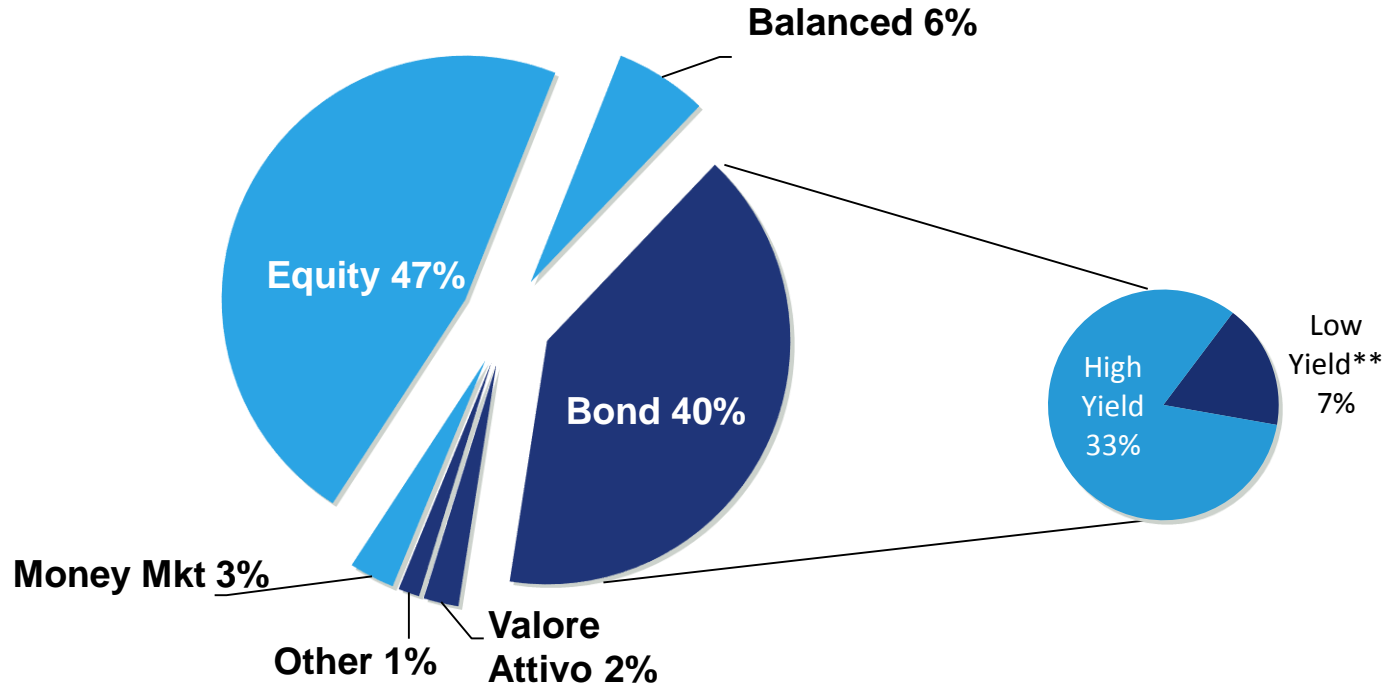
# Mutual Funds

## Assets by A.M. company

as at 30/06/2017 – including U-L assets



# Mutual Funds Assets\* by category as at 30/06/2017 – 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



	30/06/17	31/12/16	Change	30/06/16	Change
Cash Deposits	15,284.1	15,541.1	-2%	14,407.4	+6%
Repurchase agreements	31.2	0	n.s.	43.1	-28%
Mediolanum bonds	89.9	115.3	-22%	125.1	-28%
3rd-party structured bonds	482.5	642.7	-25%	725.8	-34%
Other securities	2,601.9	2,084.8	+25%	2,067.9	+26%
<b>BANKING ADMINISTERED ASSETS</b>	<b>18,489.6</b>	<b>18,383.8</b>	<b>+1%</b>	<b>17,369.2</b>	<b>+6%</b>



	Q217	Q117
<b>Total Cost of Funding</b>	<b>0.27%</b>	<b>0.37%</b>
Retail Cost of Funding	0.32%	0.38%
<b>Total Interest Income</b>	<b>1.13%</b>	<b>1.19%</b>
Retail Interest Income	2.06%	2.16%
<b>TOTAL SPREAD</b>	<b>0.85%</b>	<b>0.82%</b>
Spread on Retail	1.74%	1.78%

	Liabilities	Assets
<b>Retail</b>	<b>15,468</b>	<b>7,024</b>
<b>Treasury</b>	<b>4,236</b>	<b>13,017</b>
o/w interbank / intra-group deposits & repos	1,524	221
o/w ECB refinancing	0	0
o/w MTS refinancing	2,712	431
o/w securities (bonds)		12,366
<b>Other liabilities / assets</b>	<b>2,694</b>	<b>2,357</b>
<b>TOTAL</b>	<b>22,398</b>	<b>22,398</b>

**Operating Liquidity (24hr) : € 10,012 mn**

	30/06/17	31/12/16	Change	30/06/16	Change
Mortgages	5,370	5,210	+3%	4,960	+8%
Personal & Commercial Loans	1,351	1,267	+7%	1,192	+13%
Lines of credit	292	378	-23%	404	-28%
<b>Total Loans</b>	<b>7,013</b>	<b>6,855</b>	<b>+2%</b>	<b>6,557</b>	<b>+7%</b>

## % on total loans

### B.Mediolanum

### Italian Banks\*

Gross non-performing Loans

1.62%

16.3%

as at 31/03/2017

Net non-performing Loans

0.87%

9.4%

as at 31/12/2016

H117

FY16

H116

## Mortgage Portfolio

Total Value	5,370	5,210	4,960
Average rate	1.87%	2.08%	2.20%
Average initial LTV	57%	57%	58%

## New Business

Total amount granted	446	991	476
Average rate	1.42%	1.52%	1.63%
Average amount granted	135	142	142
Average initial LTV	57%	59%	61%

# Mediolanum Group Bond Portfolio

€ mn – as at 30/06/2017



	Mediolanum Group		Banca Mediolanum		Mediolanum Vita	
	Book value	AD	Book Value	AD	Book Value	AD
Italian Govies	<b>13,987</b>	<b>1.2</b>	12,931	0.9	942	3.9
Italian Financials	<b>404</b>	<b>2.8</b>	182	1.6	214	3.8
Spanish Govies	<b>641</b>	<b>1.3</b>	626	1.3	15	3.3
Spanish Financials	<b>5</b>	<b>7.3</b>	0	0.0	5	7.3
Core Europe Govies*	<b>-308</b>	<b>1.5</b>	-319	1.5	0	0.0
Greek Govies	<b>0</b>	<b>0.0</b>	0	0.0	0	0.0
Portuguese, Irish Govies	<b>0</b>	<b>0.0</b>	0	0.0	0	0.0
Other Financials	<b>60</b>	<b>1.1</b>	50	0.2	9	5.8
Other Corporate	<b>27</b>	<b>4.6</b>	0	0.0	24	4.7
Other ABS	<b>3</b>	<b>2.1</b>	3	2.1	0	0.0
<b>TOTAL</b>	<b>14,819</b>	<b>1.2</b>	<b>13,473</b>	<b>1.0</b>	<b>1,209</b>	<b>3.9</b>

AD = average duration weighted by absolute nominal value

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

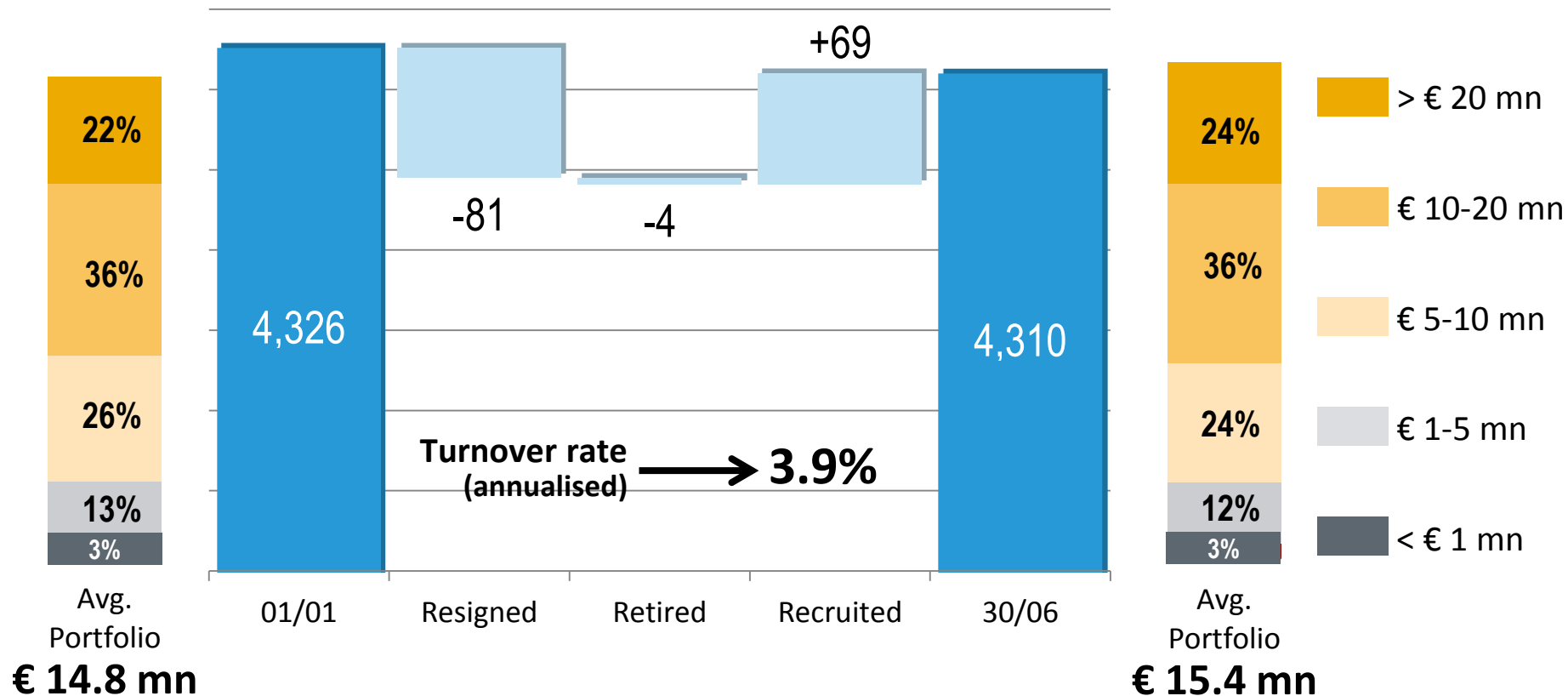
# Insurance

## Life – Policyholders' Assets

€ mn



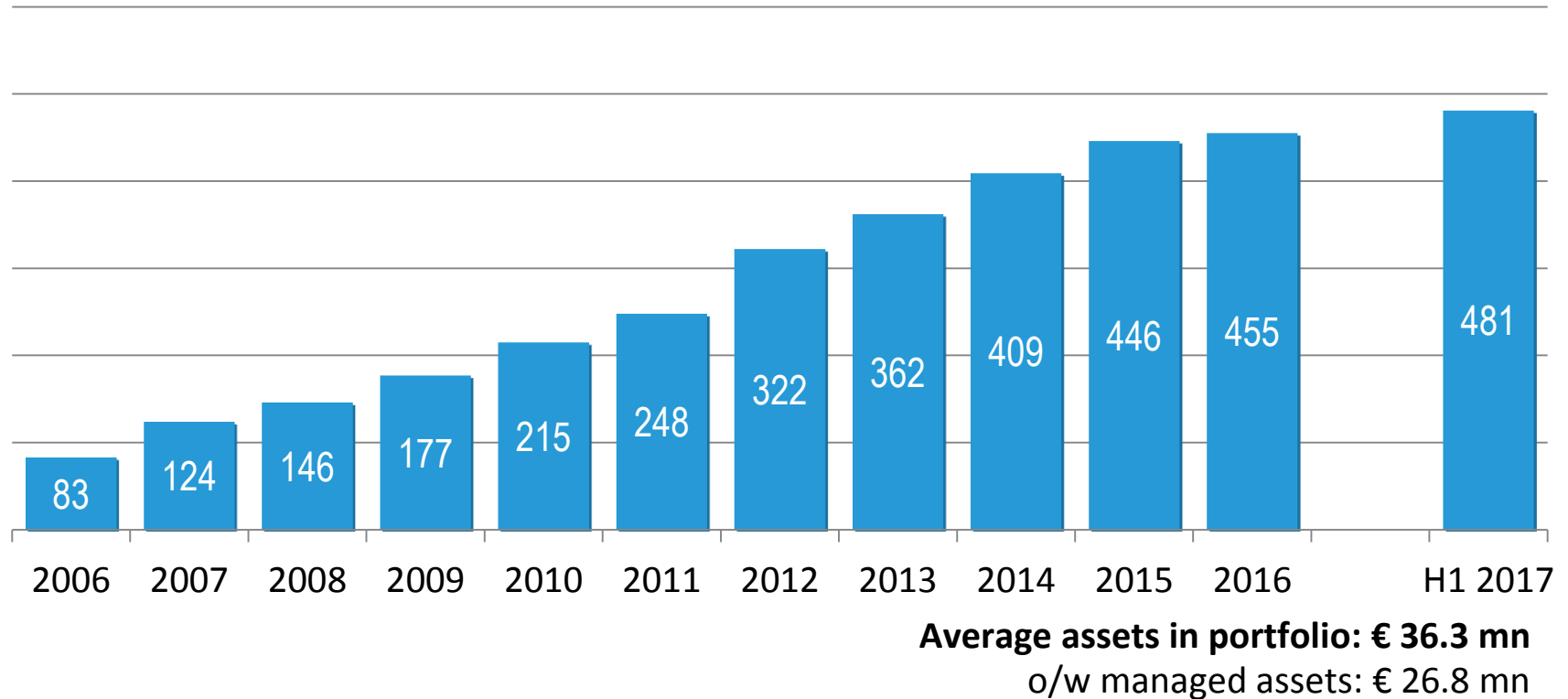
	30/06/17	31/12/16	Change	30/06/16	Change
<b>Traditional</b>	<b>1,375.1</b>	<b>1,346.6</b>	<b>+2%</b>	<b>1,332.6</b>	<b>+3%</b>
<b>Index-linked</b>	<b>16.7</b>	<b>178.3</b>	<b>-91%</b>	<b>264.0</b>	<b>-94%</b>
Unit-linked pension plans	5,985.7	5,936.8	+1%	5,319.8	+13%
Unit-linked endowment policies	3,743.4	3,830.0	-2%	3,593.6	+4%
Unit-linked investment policies	7,450.1	6,933.1	+7%	6,048.7	+23%
<b>Unit-linked</b>	<b>17,179.2</b>	<b>16,699.8</b>	<b>+3%</b>	<b>14,962.1</b>	<b>+15%</b>
<i>o/w equity</i>	<i>60.9%</i>	<i>62.8%</i>	<i>-3%</i>	<i>61.5%</i>	<i>-1%</i>
<b>LIFE ASSETS (EX-'FREEDOM')</b>	<b>18,571.0</b>	<b>18,224.7</b>	<b>+2%</b>	<b>16,558.8</b>	<b>+12%</b>
<b>'Freedom' Life policies</b>	<b>212.1</b>	<b>233.8</b>	<b>-9%</b>	<b>385.4</b>	<b>-45%</b>



# Banca Mediolanum

## Focus on 'Private Bankers'\*

as at 30/06/2017



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





# H1 2017 Foreign Markets Results

	H117	H116	Change	vs.FY16
Net Income excluding non-recurring items	7.7	10.5	-26%	
Net impact of settlement of past (inherited) litigation	0	4.8	n.s.	
<b>Net Income</b>	<b>7.7</b>	<b>15.3</b>	<b>-49%</b>	
Managed Assets	3,000.1	2,294.7	+31%	+13%
Administered Assets	1,346.7	1,221.4	+10%	+9%
<b>Total Assets</b>	<b>4,346.8</b>	<b>3,516.1</b>	<b>+24%</b>	<b>+12%</b>
<b>Gross Inflows into Managed Assets</b>	<b>690.1</b>	<b>479.7</b>	<b>+44%</b>	
Net Inflows into Managed Assets	+307.8	+210.6	+46%	
Net Inflows into Administered Assets	+31.0	-84.8	n.s.	
<b>Total Net Inflows</b>	<b>+338.8</b>	<b>+125.8</b>	<b>+169%</b>	
Family Bankers (Mediolanum model)	849	807	+5%	+2%
Traditional agents	33	34	-3%	-0%
<b>Total Sales Network</b>	<b>882</b>	<b>841</b>	<b>+5%</b>	<b>+2%</b>
<b>Total Customers</b>	<b>113,734</b>	<b>106,269</b>	<b>+7%</b>	<b>+4%</b>

	H117	H116	Change	vs.FY16
Net Income excluding non-recurring items	(5.3)	(5.8)	-8%	
Net impact of sale of VISA EU shares	0	8.4	n.s.	
<b>Net Income</b>	<b>(5.3)</b>	<b>2.6</b>	<b>n.s.</b>	
Managed Assets	466.1	409.6	+14%	+5%
Administered Assets	142.4	114.9	+24%	-3%
<b>Total Assets</b>	<b>608.4</b>	<b>524.4</b>	<b>+16%</b>	<b>+3%</b>
<b>Gross Inflows into Managed Assets</b>	<b>35.2</b>	<b>34.5</b>	<b>+2%</b>	
Net Inflows into Managed Assets	+4.2	+17.6	-76%	
Net Inflows into Administered Assets	-4.6	+22.3	n.s.	
<b>Total Net Inflows</b>	<b>-0.4</b>	<b>+39.9</b>	<b>n.s.</b>	
<b>Total Sales Network</b>	<b>50</b>	<b>65</b>	<b>-23%</b>	<b>-9%</b>
<b>Total Customers</b>	<b>5,457</b>	<b>5,134</b>	<b>+6%</b>	<b>+0%</b>

	H117	H116	Change	vs.FY16
Net Income excluding non-recurring items	(6.6)	(6.4)	+3%	
Net impact of sale of VISA EU shares	0	8.4	n.s.	
<b>Net Income</b>	<b>(6.6)</b>	<b>2.0</b>	<b>n.s.</b>	
Managed Assets	266.6	225.2	+18%	+5%
Administered Assets	142.4	114.9	+24%	-3%
<b>Total Assets</b>	<b>408.9</b>	<b>340.1</b>	<b>+20%</b>	<b>+2%</b>
<b>Gross Inflows into Managed Assets</b>	<b>29.9</b>	<b>25.9</b>	<b>+15%</b>	
Net Inflows into Managed Assets	+7.5	+18.0	-58%	
Net Inflows into Administered Assets	-4.6	+22.3	n.s.	
<b>Total Net Inflows</b>	<b>+2.9</b>	<b>+40.3</b>	<b>-93%</b>	
<b>Total Sales Network</b>	<b>50</b>	<b>65</b>	<b>-23%</b>	<b>-9%</b>
<b>Total Customers</b>	<b>5,457</b>	<b>5,134</b>	<b>+6%</b>	<b>+0%</b>

	H117	H116	Change	vs.FY16
<b>Net Income</b>	<b>1.3</b>	<b>0.7</b>	<b>+93%</b>	
<b>Assets under Management</b>	<b>199.5</b>	<b>184.4</b>	<b>+8%</b>	<b>+5%</b>
<b>Gross Inflows</b>	<b>5.3</b>	<b>8.6</b>	<b>-38%</b>	
<b>Net Inflows</b>	<b>-3.3</b>	<b>-0.4</b>	<b>n.s.</b>	



# Business Update

# Banca Mediolanum

## June 2017 Net Inflows

€ mn



	Jun '17	YTD '17	YTD '16
Managed Assets	+390	+1,2281	+1,124
<i>o/w Mutual Funds, U-L &amp; Managed Accounts</i>	+510	+2,603	+1,387
Administered Assets	-154	-313	+1,681
<b>Italy – Banca Mediolanum Total Net Inflows</b>	<b>+236</b>	<b>+1,968</b>	<b>+2,805</b>
Managed Assets	+62	+308	+211
<i>o/w Mutual Funds &amp; U-L</i>	+63	+347	+238
Administered Assets	+8	+31	-85
<b>Spain – Banco Mediolanum Total Net Inflows</b>	<b>+70</b>	<b>+339</b>	<b>+126</b>
Managed Assets	+2	+4	+18
<i>o/w Mutual Funds &amp; U-L</i>	+2	+9	+20
Administered Assets	0	-5	+22
<b>Germany – B.A. Lenz &amp; Gamax Total Net Inflows</b>	<b>+2</b>	<b>0</b>	<b>+40</b>
<b>Managed Assets</b>	<b>+454</b>	<b>+2,592</b>	<b>+1,352</b>
<i><b>o/w Mutual Funds, U-L &amp; Managed Accounts</b></i>	<i><b>+575</b></i>	<i><b>+2,960</b></i>	<i><b>+1,645</b></i>
<b>Administered Assets</b>	<b>-146</b>	<b>-286</b>	<b>+1,618</b>
<b>GROUP TOTAL NET INFLOWS</b>	<b>+308</b>	<b>+2,306</b>	<b>+2,971</b>

# Italian Sales Networks Ranking by Net Inflows

€ thousands - totals by Group

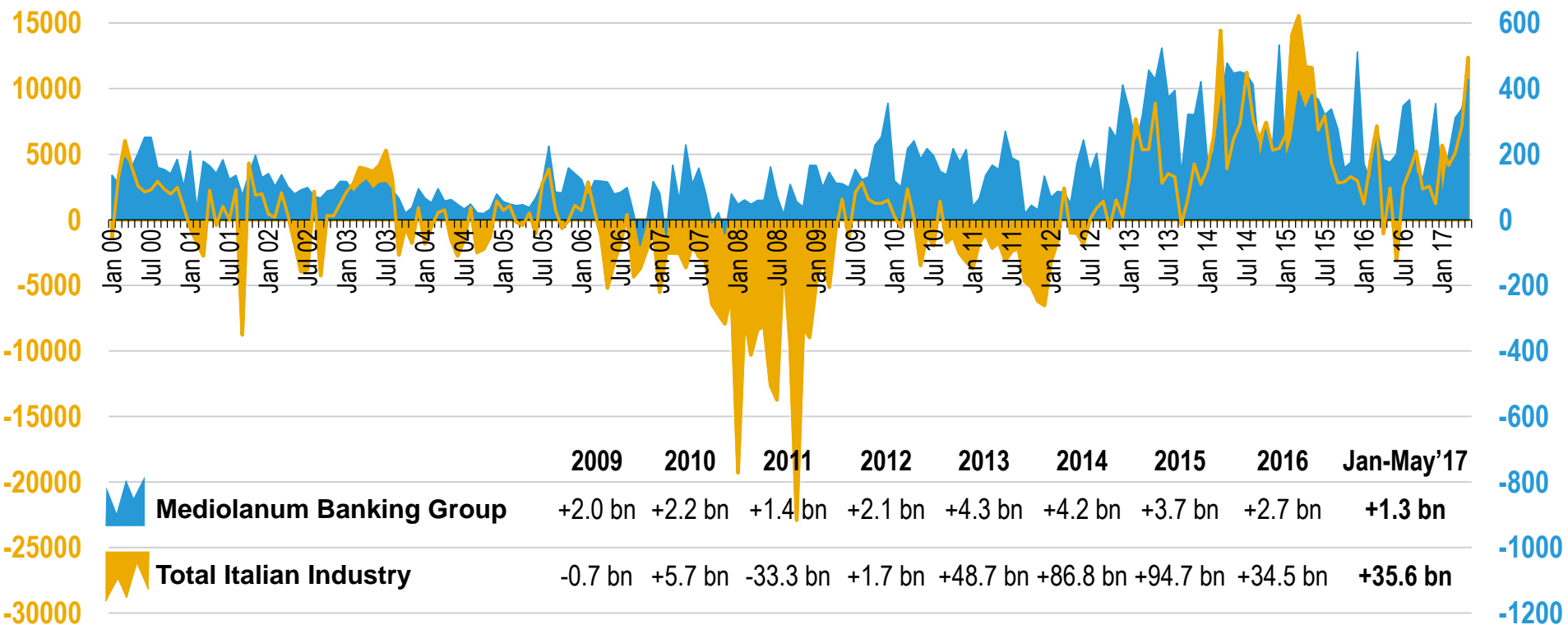


	Jan - May 2017		
	Total Net Inflows	o/w Managed Assets	o/w Mutual Funds*
Banca Fideuram (incl. Sanpaolo)	4,220,054	5,595,525	3,647,711
Banca Generali	3,200,256	2,816,744	1,231,605
Finecobank	2,216,040	1,452,960	814,686
Allianz Bank	1,980,378	1,777,111	1,697,589
<b>Banca Mediolanum</b>	<b>1,663,152</b>	<b>1,930,071</b>	<b>2,073,153</b>
Azimut	1,359,902	1,057,984	766,091
UBI (IW Bank)	553,044	203,313	192,473
BNP Paribas	453,121	351,761	316,630
Deutsche Bank (Finanza & Futuro)	325,103	158,519	64,665
Credem	290,100	253,157	235,349
Monte dei Paschi di Siena (Widiba)	254,477	171,435	154,123
Consultinvest	11,983	9,836	8,739

\*including those underlying Unit-Linked policies & Managed Accounts

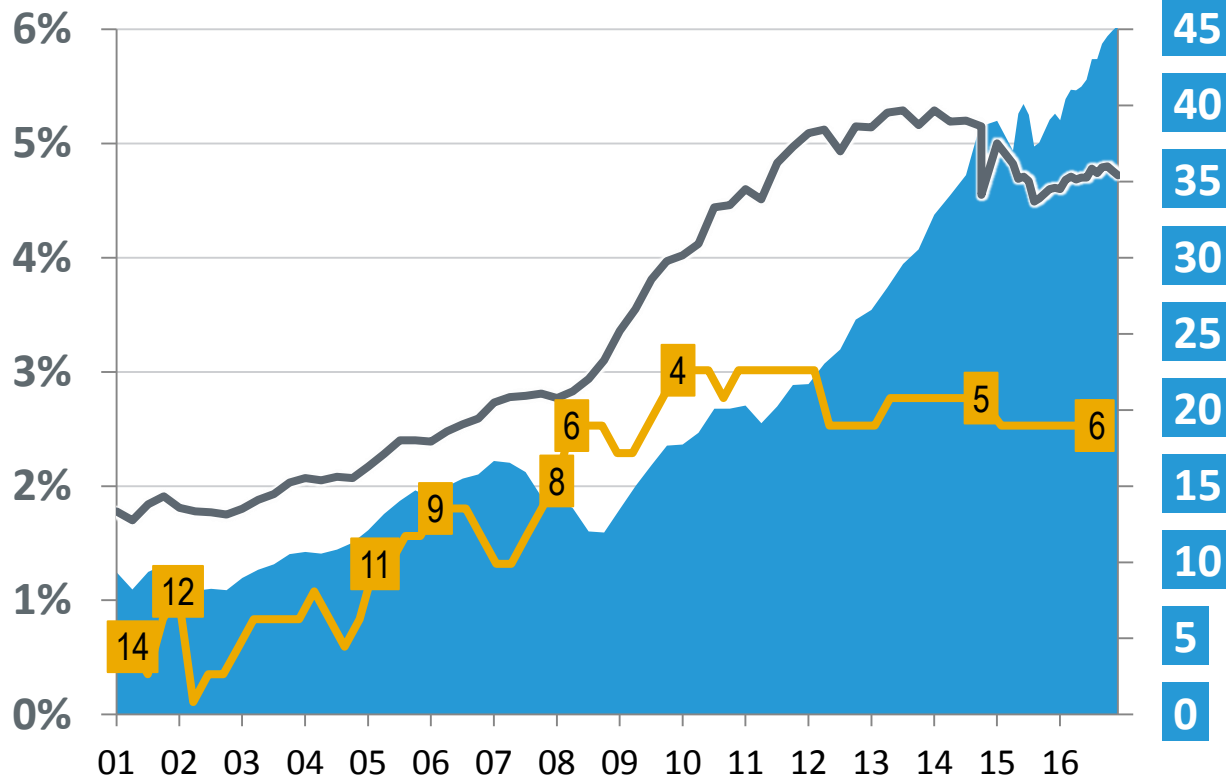
source: Assoreti





\* including those underlying Unit-Linked policies & Managed Accounts

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



## Market Share - May 2017

Intesa Sanpaolo	19.7%
Pioneer	9.0%
Generali	8.0%
Blackrock	6.6%
Anima	6.3%
<b>6 Mediolanum</b>	<b>4.7%</b>
Azimut	3.4%
Amundi	3.2%
UBI Banca	3.1%
JP Morgan	3.1%
Arca	2.8%
Invesco	2.4%
Pictet	2.4%
Fidelity	2.2%
Deutsche A&W Mgmt.	2.1%

# Mediolanum Asset Management Companies Net Average Return

As at 30/06/2017 – NAV-weighted average on a monthly basis



	Net return	Ranking*
Year-to-date	<b>1.79%</b>	3
1-year	<b>7.72%</b>	2
2-year	<b>1.72%</b>	9
3-year	<b>9.70%</b>	2
4-year	<b>18.88%</b>	2
5-year	<b>26.19%</b>	3
Since March 2009 (market low)	<b>70.80%</b>	2

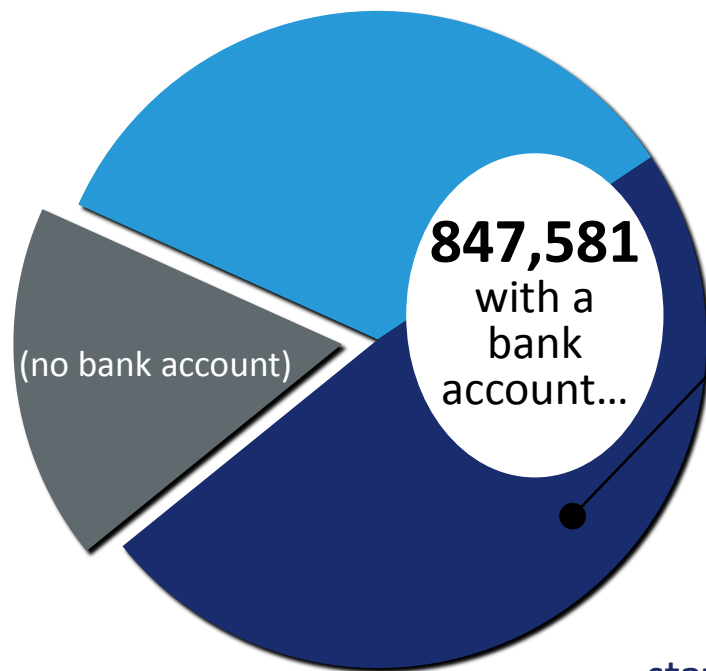
Calculations are performed on the published unit value, which is net of management and performance fees, for all funds of each A.M. group with publicly available data.

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

**1,010,315** primary account holders:



**...60%** of which  
use Mediolanum as their primary  
banking institution

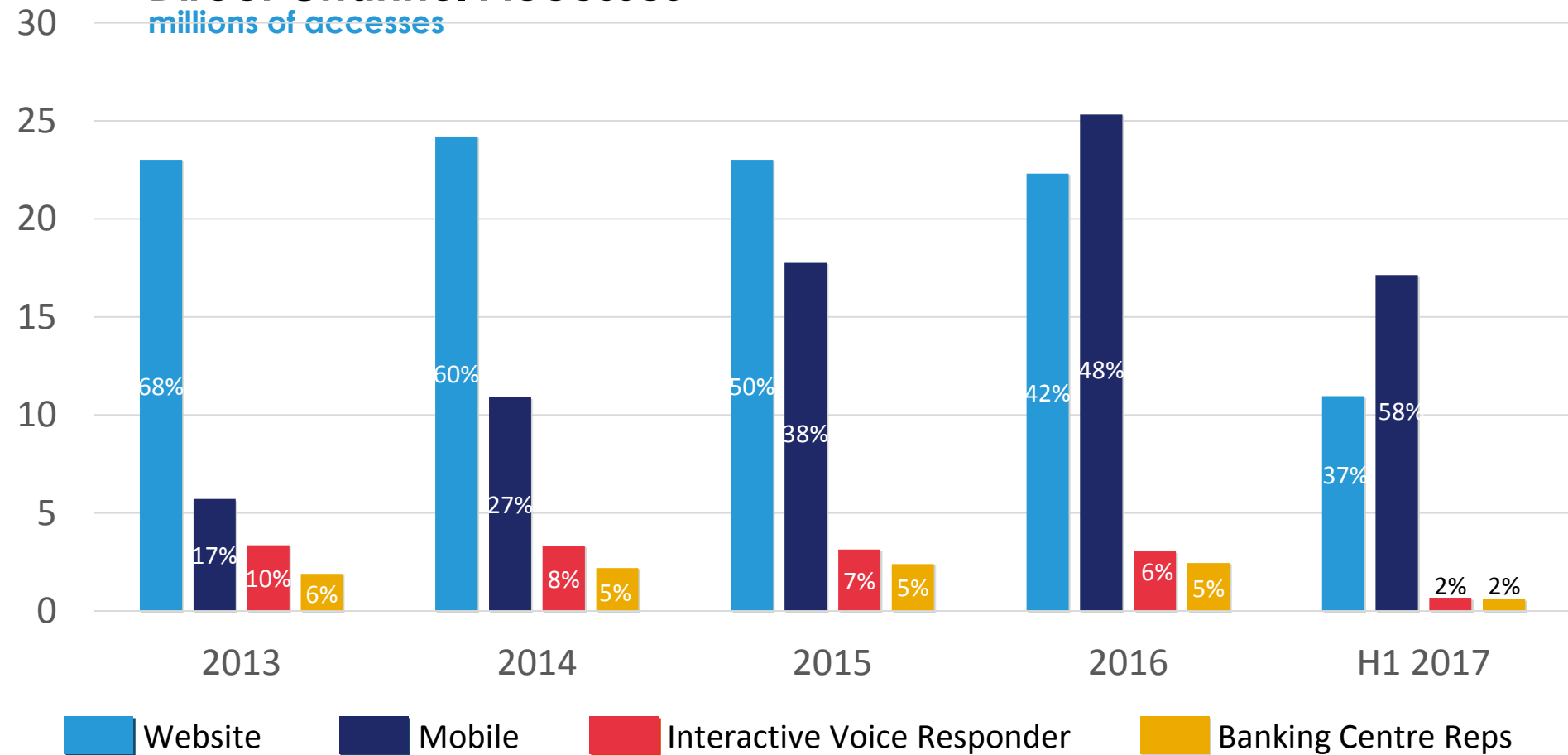
508,071 vs. 479,140 as at 31/12/2016

In a 2016 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\*  
(€15.2 bn in total assets as at 30/06/2017)



Average assets  
after 8 years & 3 months  
**€ 184,774**

**€ 137,347 (74%)**  
in high-margin  
managed assets products

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

**€ 47,347 (26%)**  
in administered assets

*(bank deposits & securities  
under custody)*

Average assets  
at account opening  
**€ 63,121**

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  
PIR-compliant as of April 2017

## Focus on high-remuneration deposits

Deposits in € mn as at 30/06/2017 – rates offered as at 01/07/2017

**'Freedom+' balances above € 15,000** (current offer\*: 0.05% to 0.70% according to cluster) **5,963**

**'InMediolanum' time deposits & lock-ins on current accounts** (current offer\*: 0.50% to 0.70%) **0,750**

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) **769**

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** **7,482**

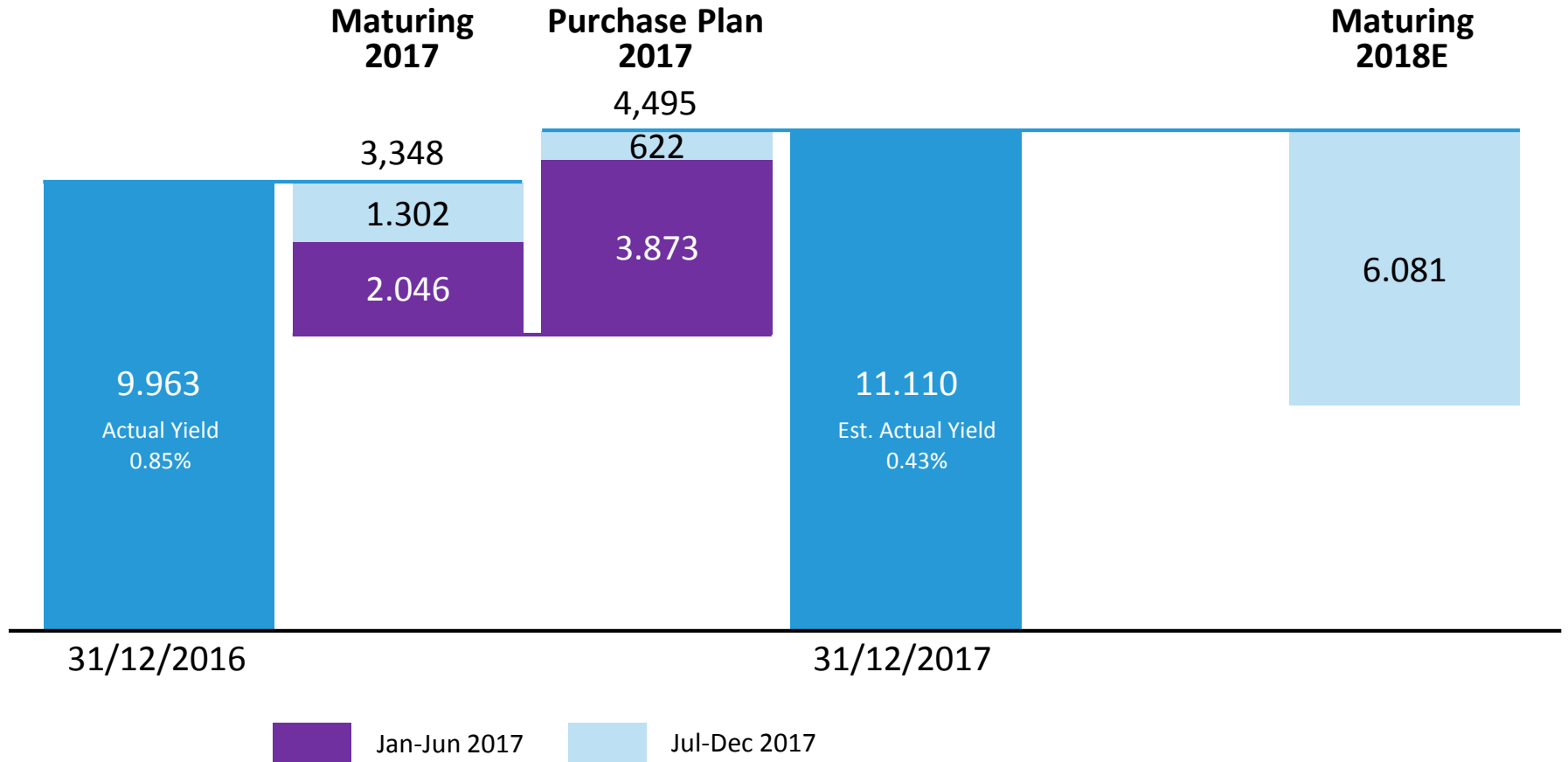
**Low- or no-remuneration deposits** **7,802**

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

**TOTAL CASH DEPOSITS** **15,284**

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



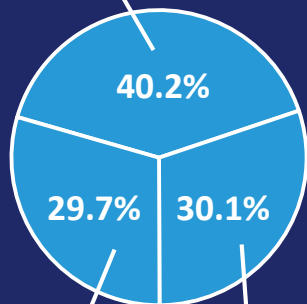




# Mediolanum Facts



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



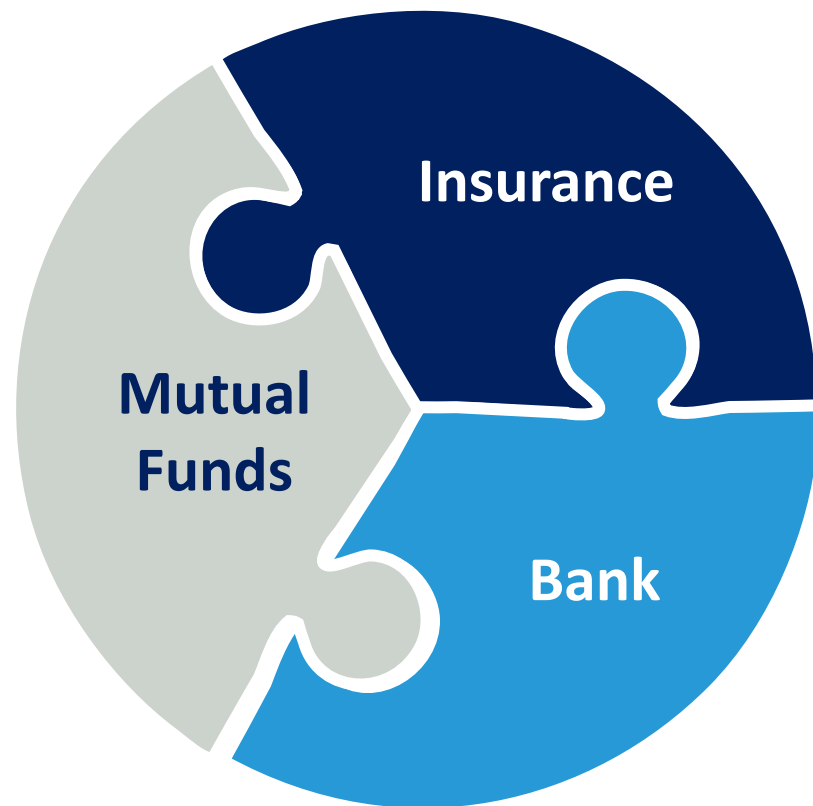
All companies  
Italy-based unless  
otherwise indicated

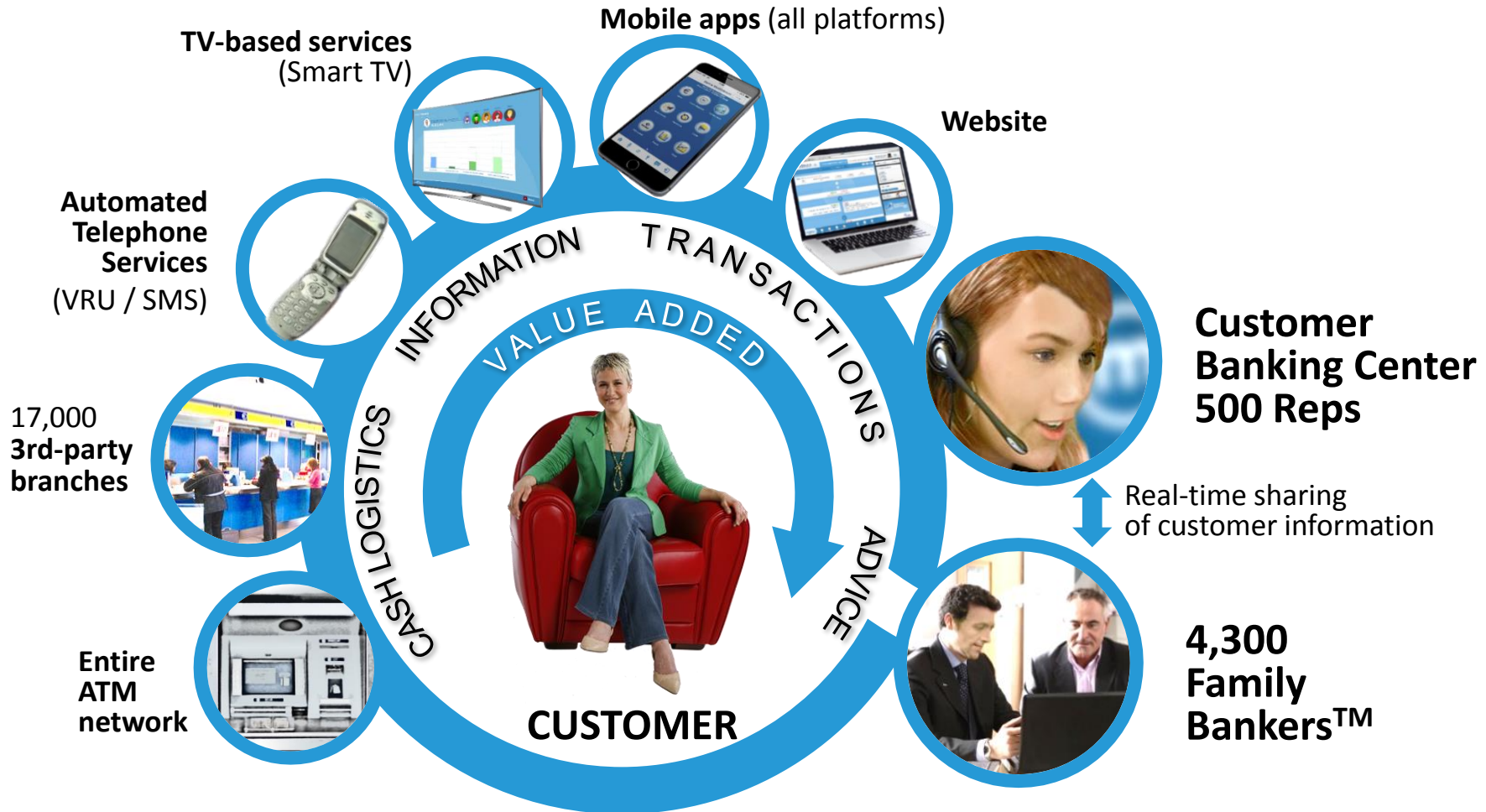
We and our Family Bankers view the company as a single entity, providing solutions that best fit the needs of the customer, whether it be in the form of a mutual fund, an insurance policy or a bank product

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

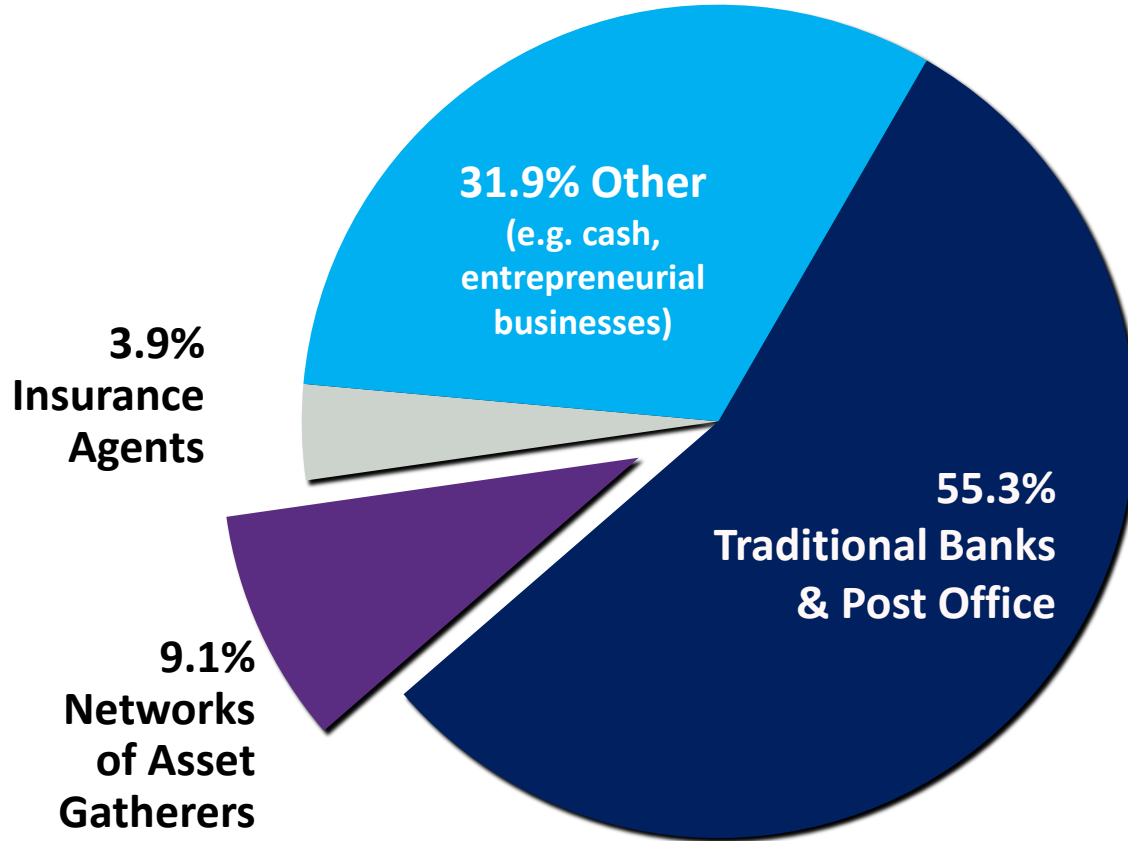
- Willing to provide professional advice anytime, anywhere
- Equally competent across all product lines
- Unlike the typical FA, offer assistance also with everyday banking needs
- Synergy, not competition, between human and direct channels



## Customers: freedom in banking

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

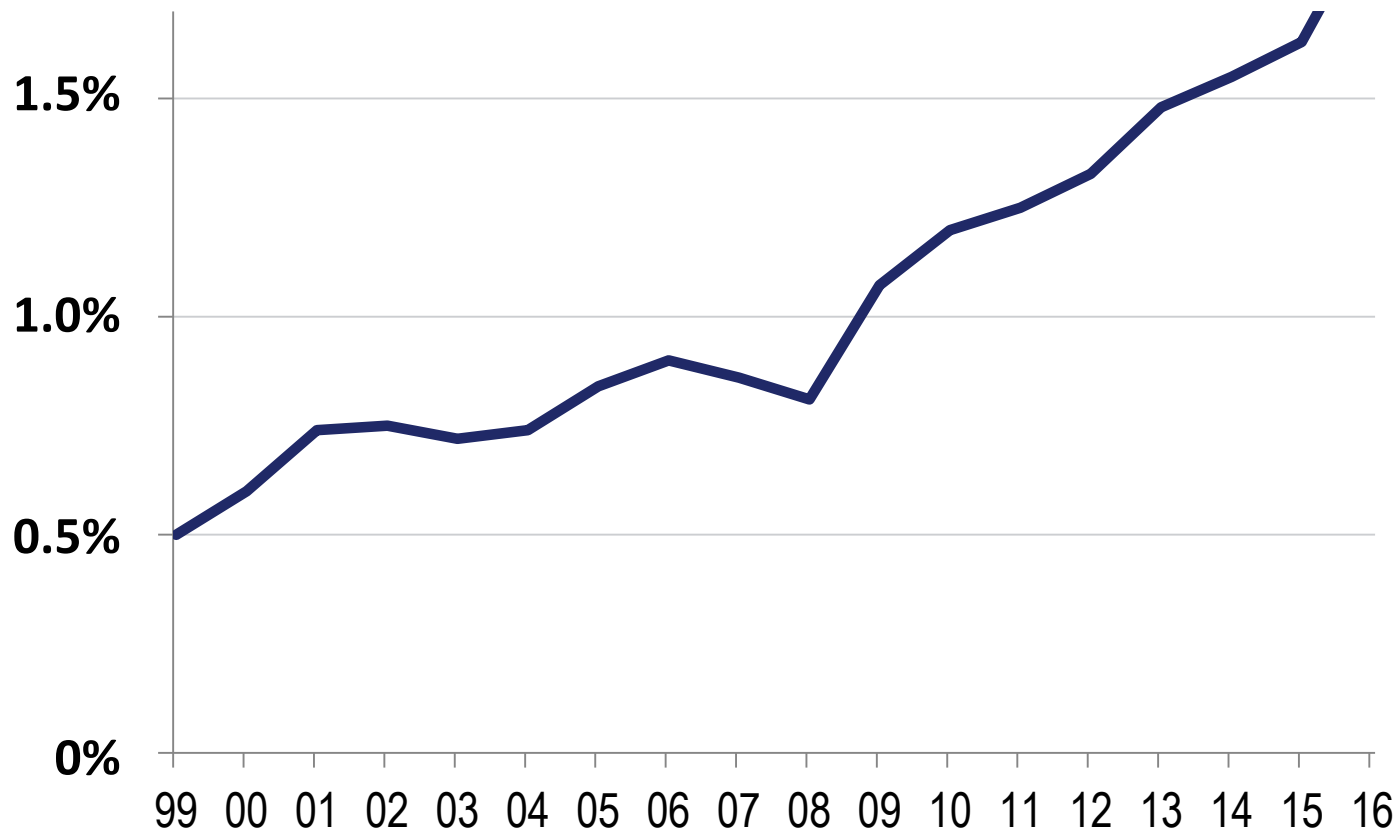
# Italian Household Financial Assets as at 31/12/2016 – real estate not included



**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:**  
**€ 4,168 bn**

**1.87%**

on a total of  
€ 4,012 bn reported  
by Banca d'Italia  
as at 31/12/2016



57 A 'real' Bank with a Solid Set of Numbers  
as at 30/06/2017

ROE

20.9%

10 Y avg. 2007- 2016

CET1

21.9%

Retail Deposits

€ 15.5 bn

Retail Credit Book

€ 7 bn

% Gross NPLs

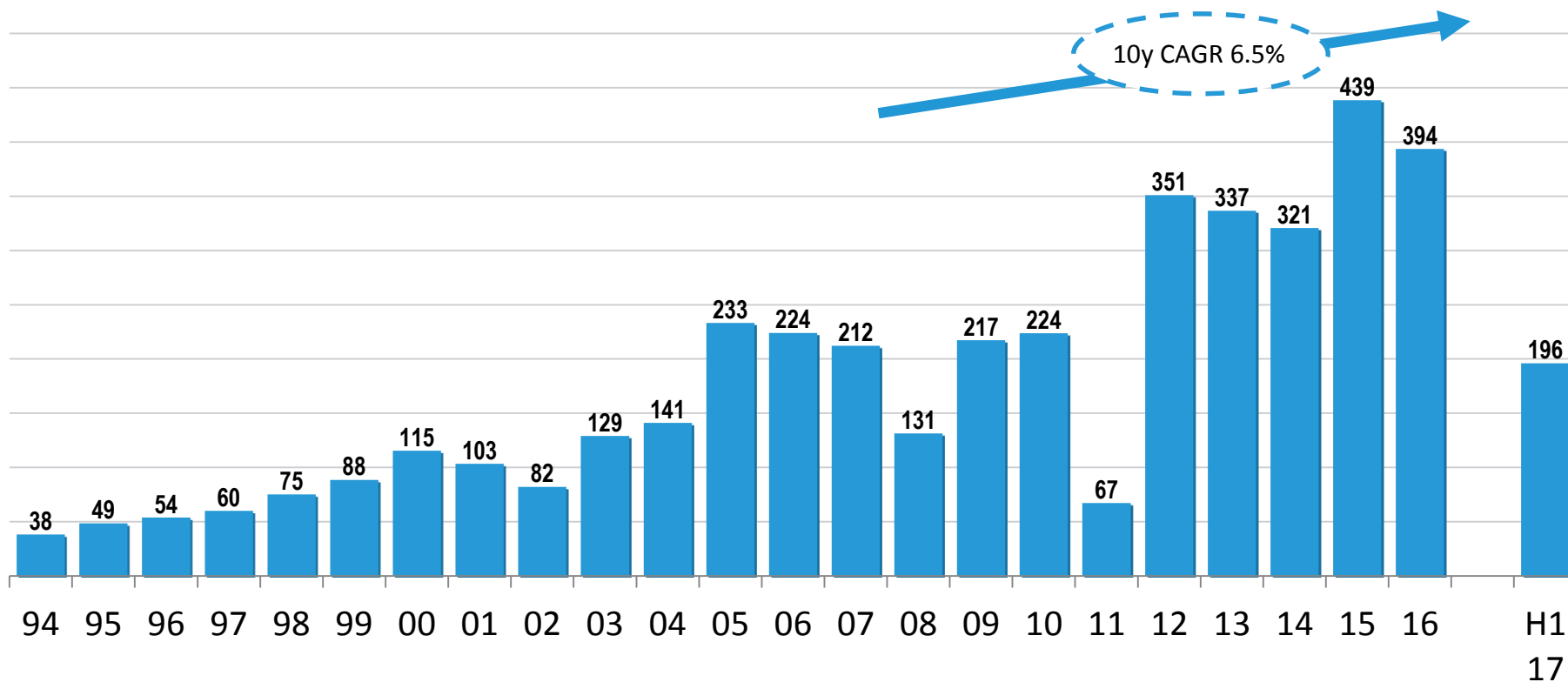
1.62%

vs 16.3% Italian Banks\*

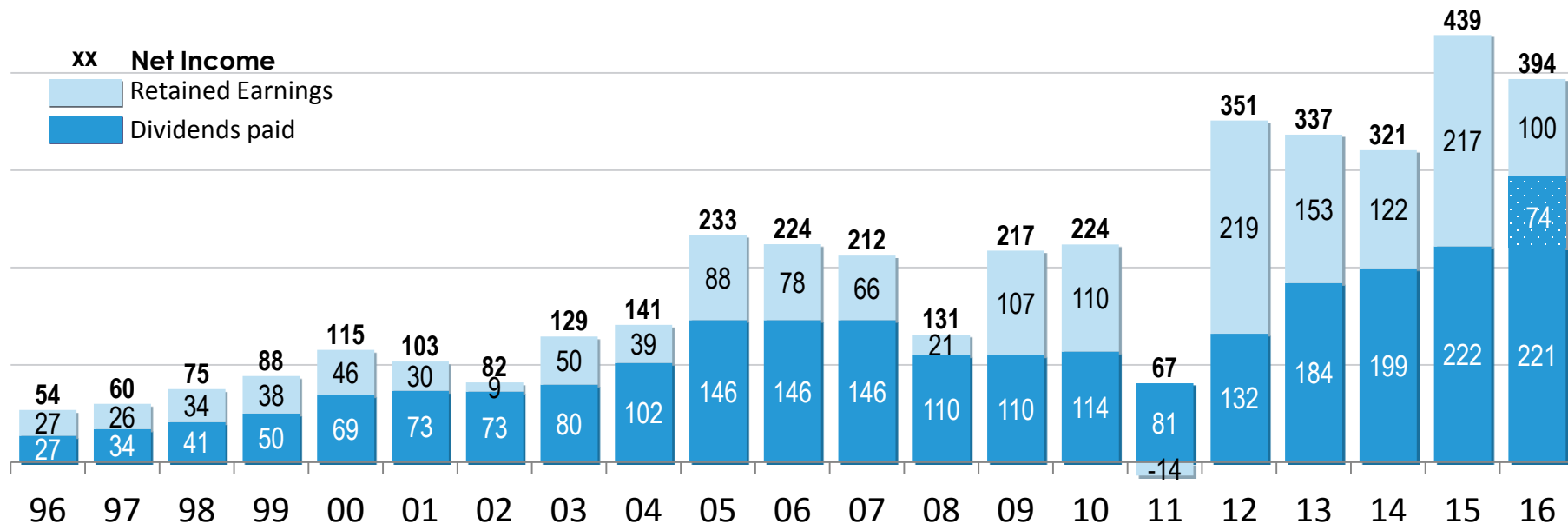
% Net NPLs

0.87%

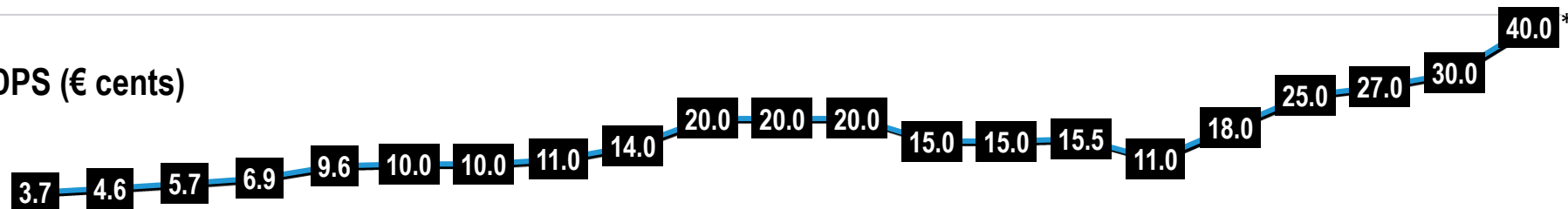
vs 9.4% Italian Banks\*



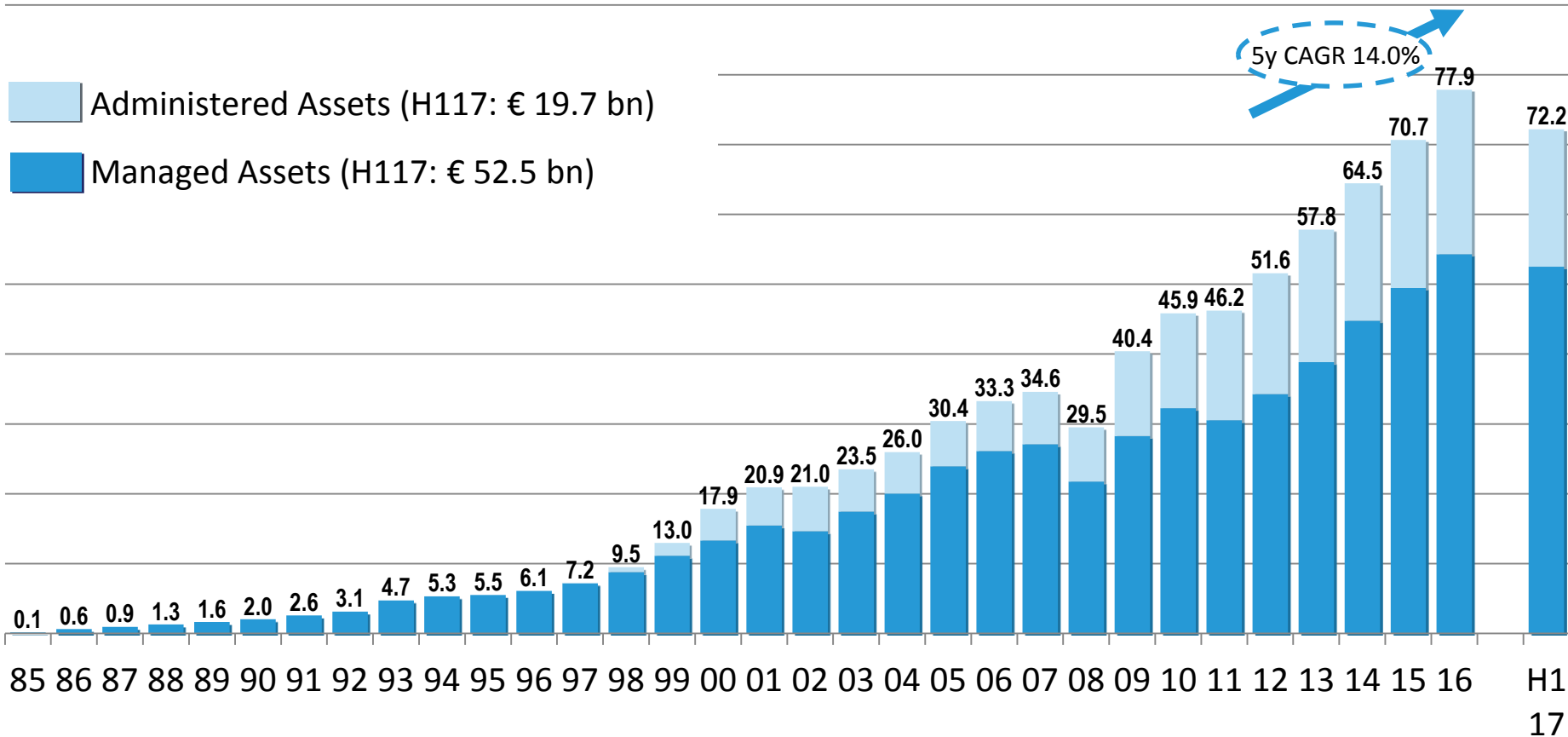
2008 & 2010: adjusted net income excluding effects of 'Lehman Brothers' operation



## DPS (€ cents)



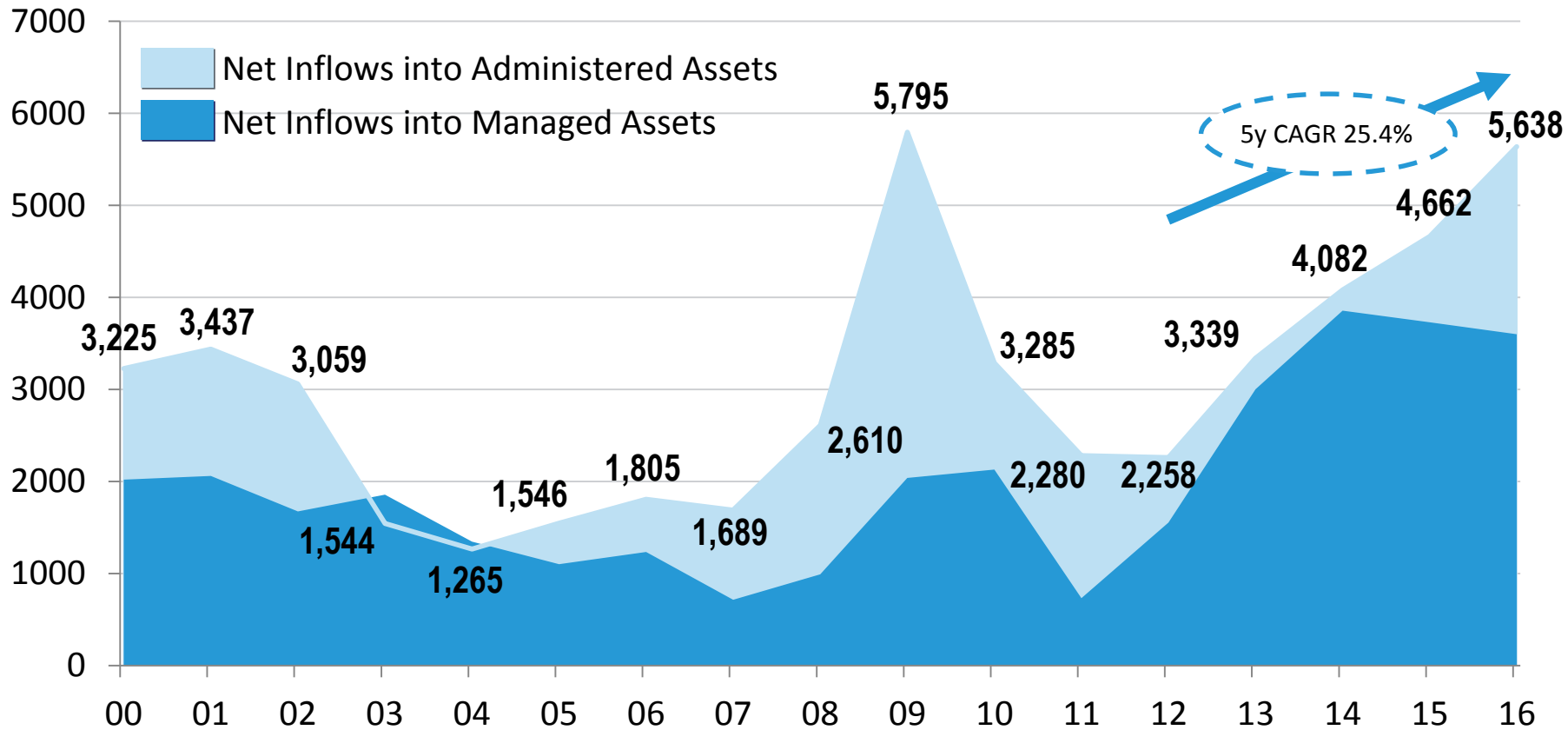
\*including 10 eurocents connected to Banca Esperia's sale



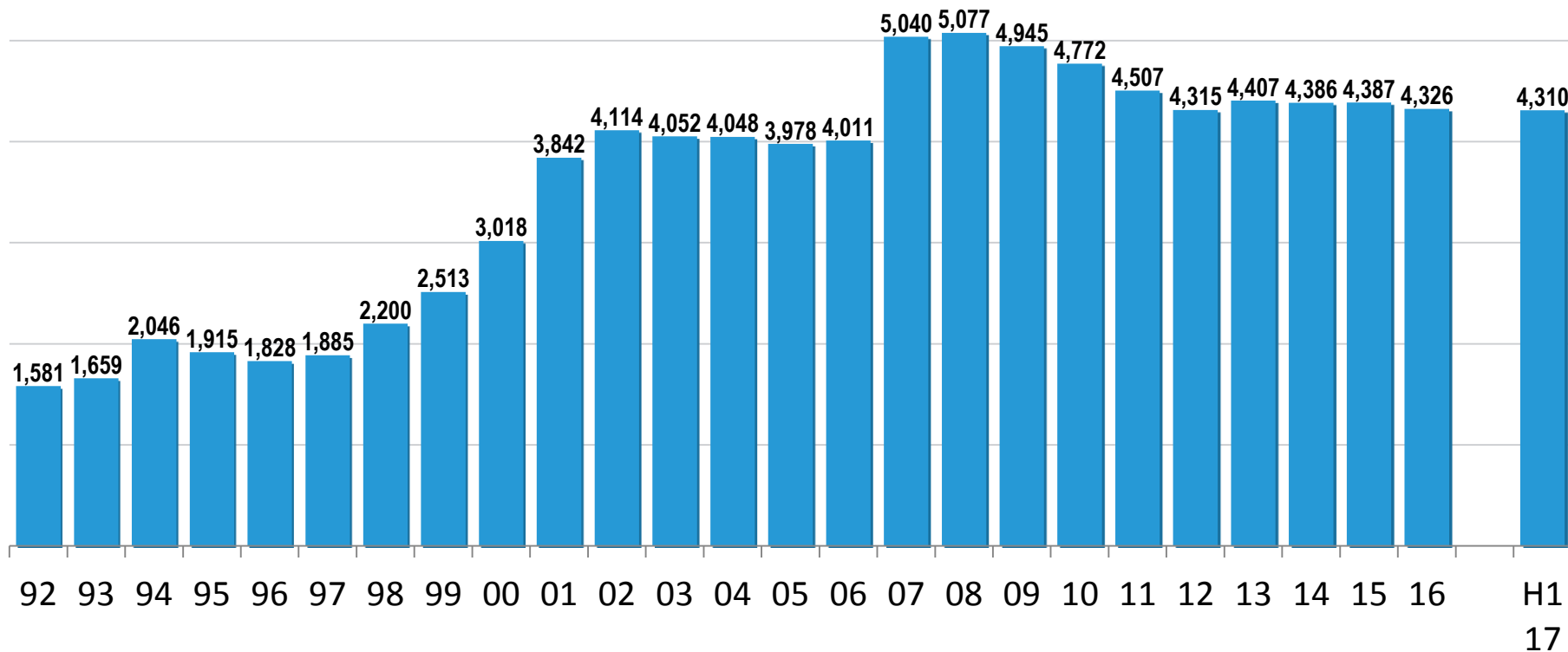
# Banca Mediolanum

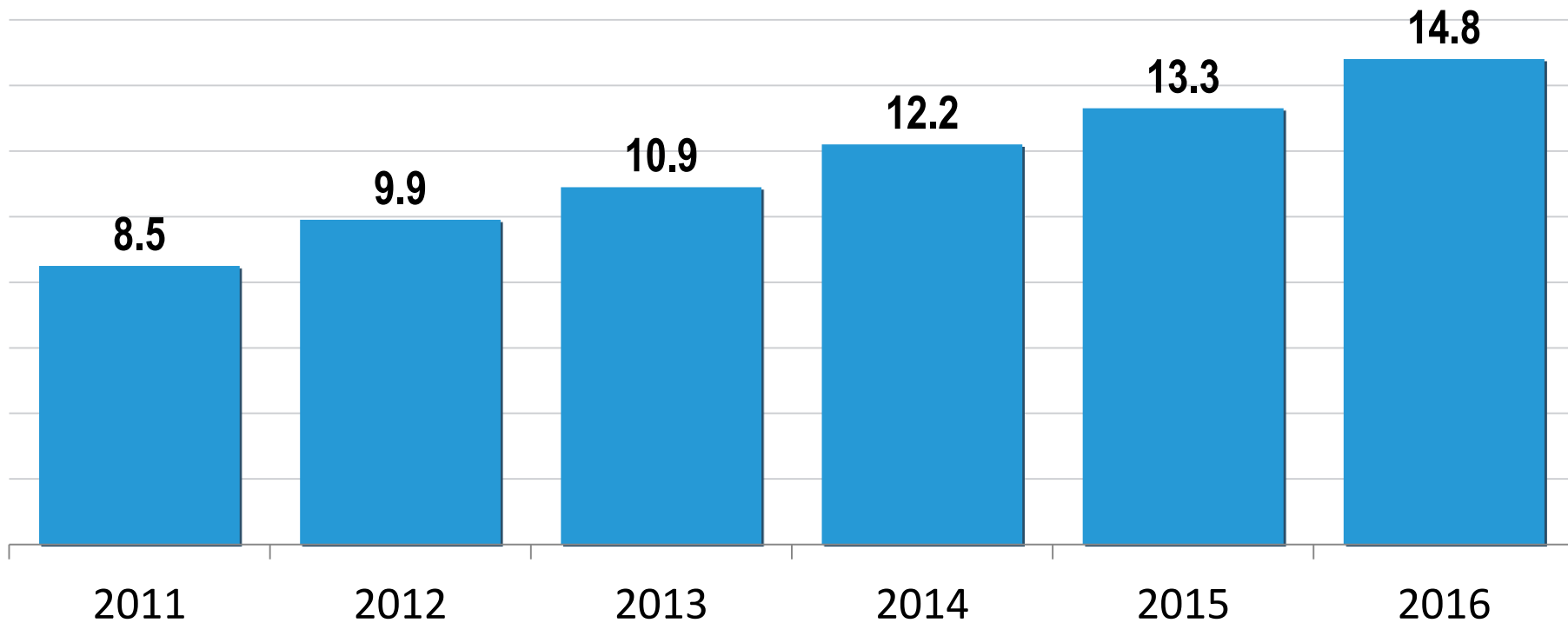
## Total Net Inflows Trend

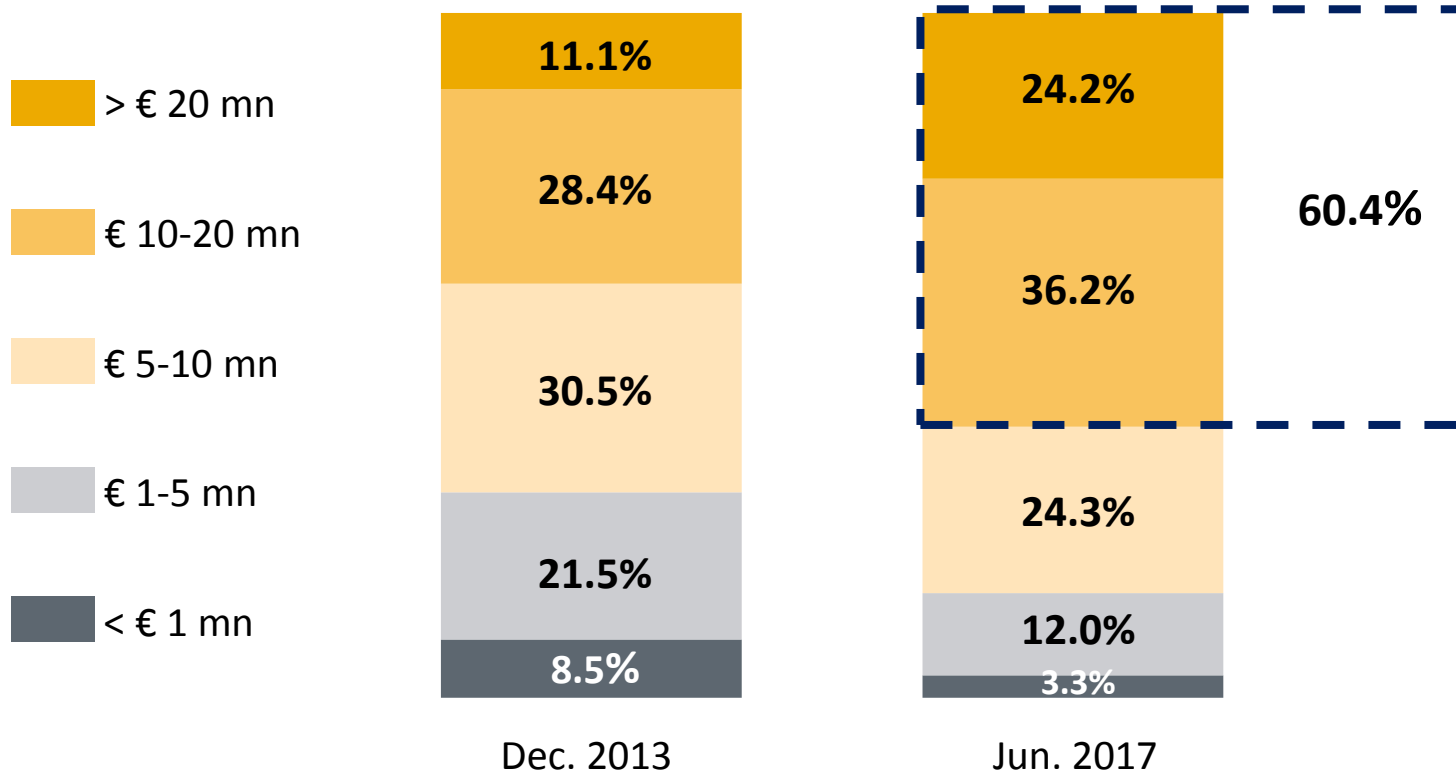
€ mn



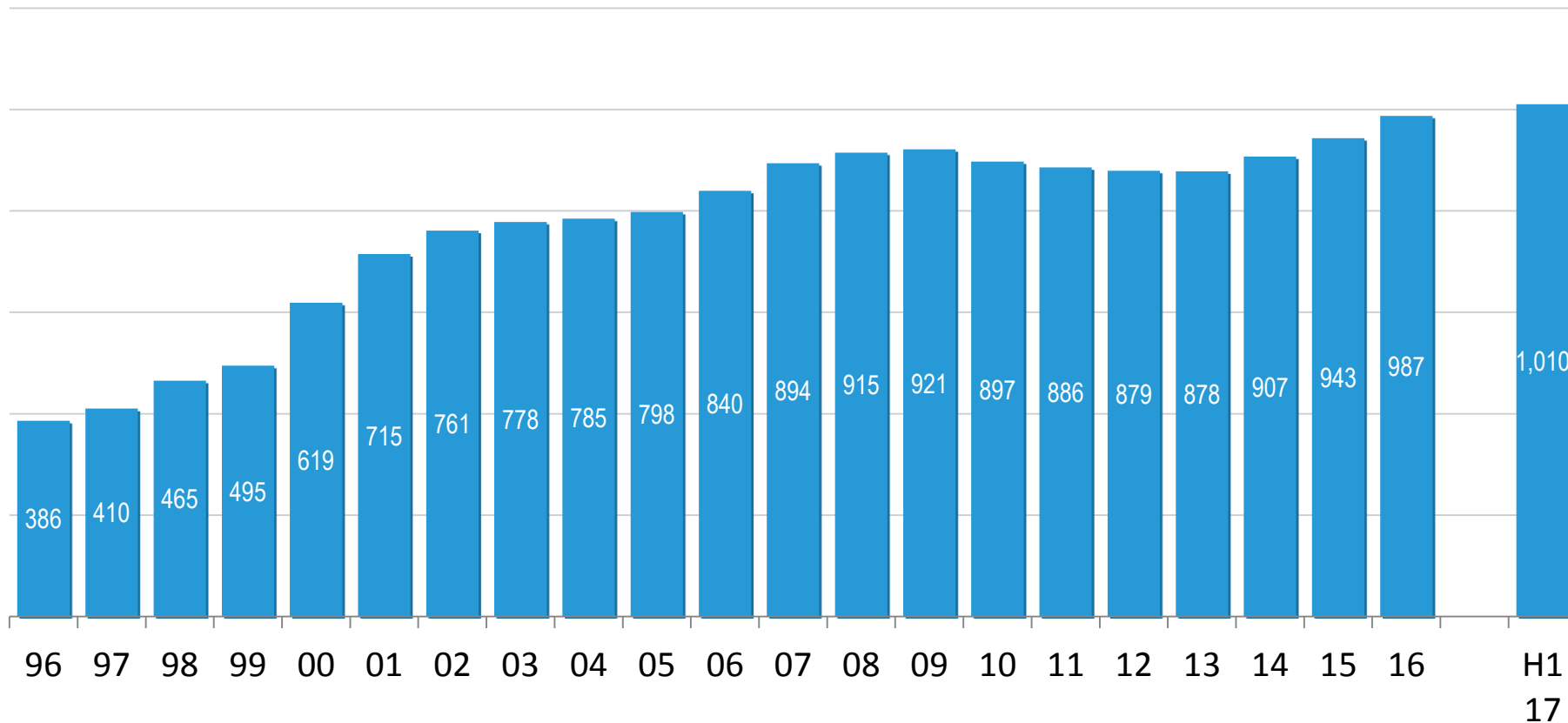
# Banca Mediolanum Family Banker® Network Licensed Financial Advisors







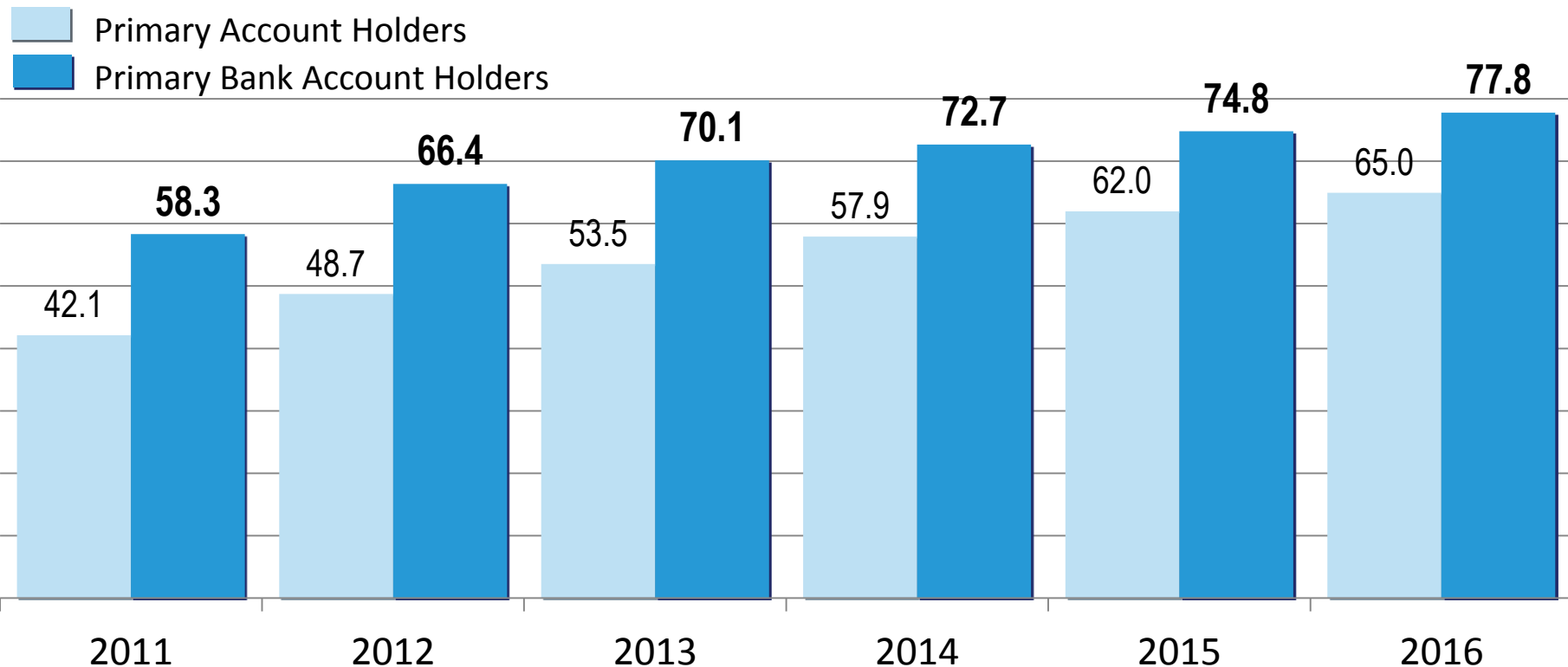




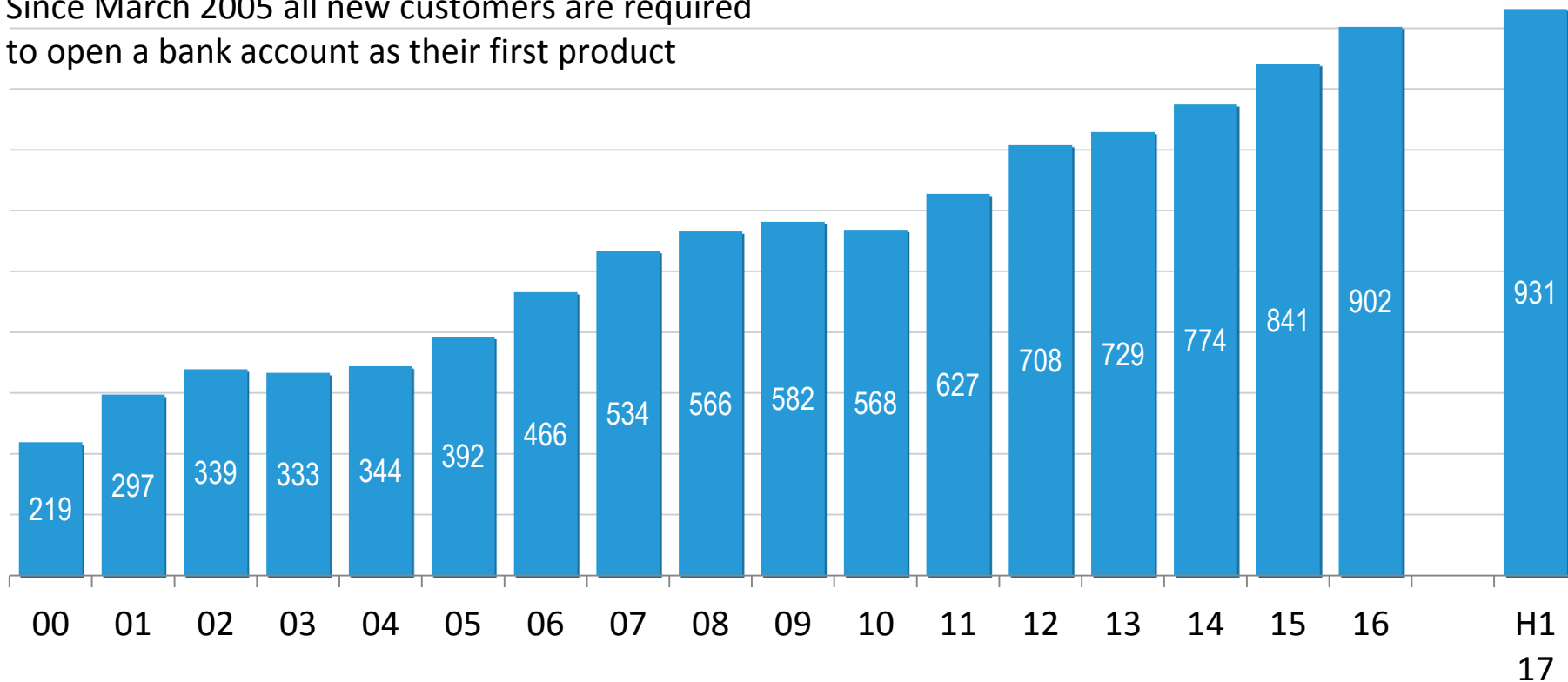
# Banca Mediolanum

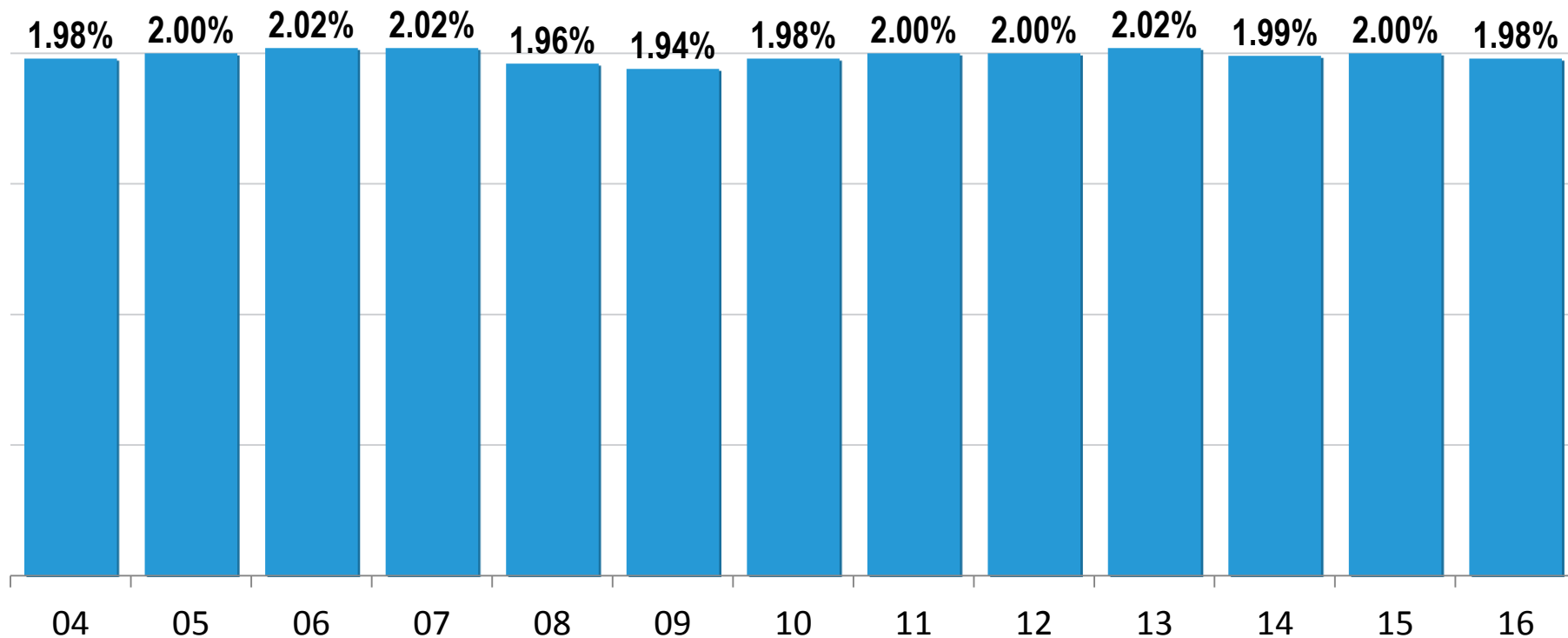
## Average Assets per Customer

€ thousands

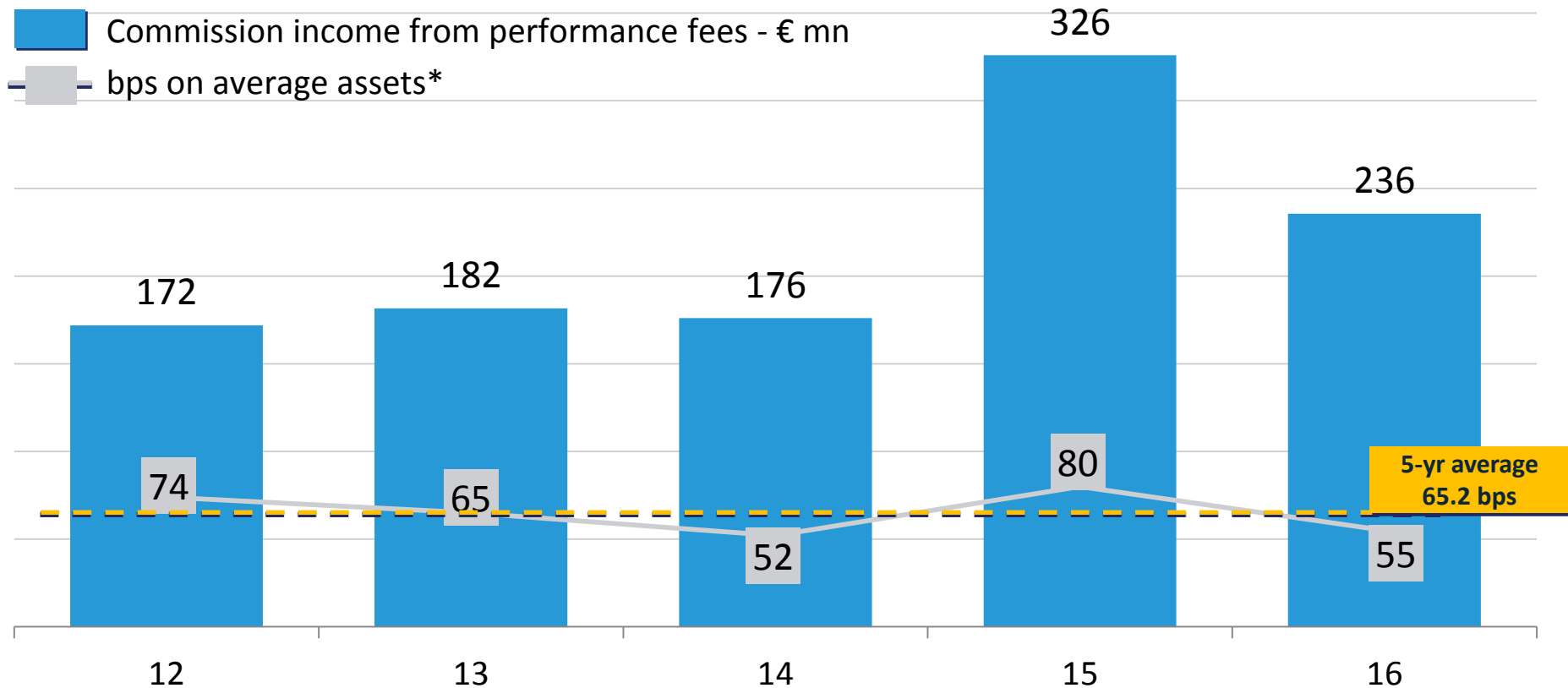


Since March 2005 all new customers are required to open a bank account as their first product





\* 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



	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



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Pirola  
Pennuto  
Zei  
& Associati  
studio di consulenza  
tributaria e legale



CLEARY  
GOTTLIEB

## Corporate & Business Advisory



SIM  
INTEGRÆ



## Real Estate Consultancy



DUFF & PHELPS  
Real Estate Advisory Group



SANTANDREA  
luxury houses

## 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

# 76 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 3<sup>rd</sup>-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

## 78 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)

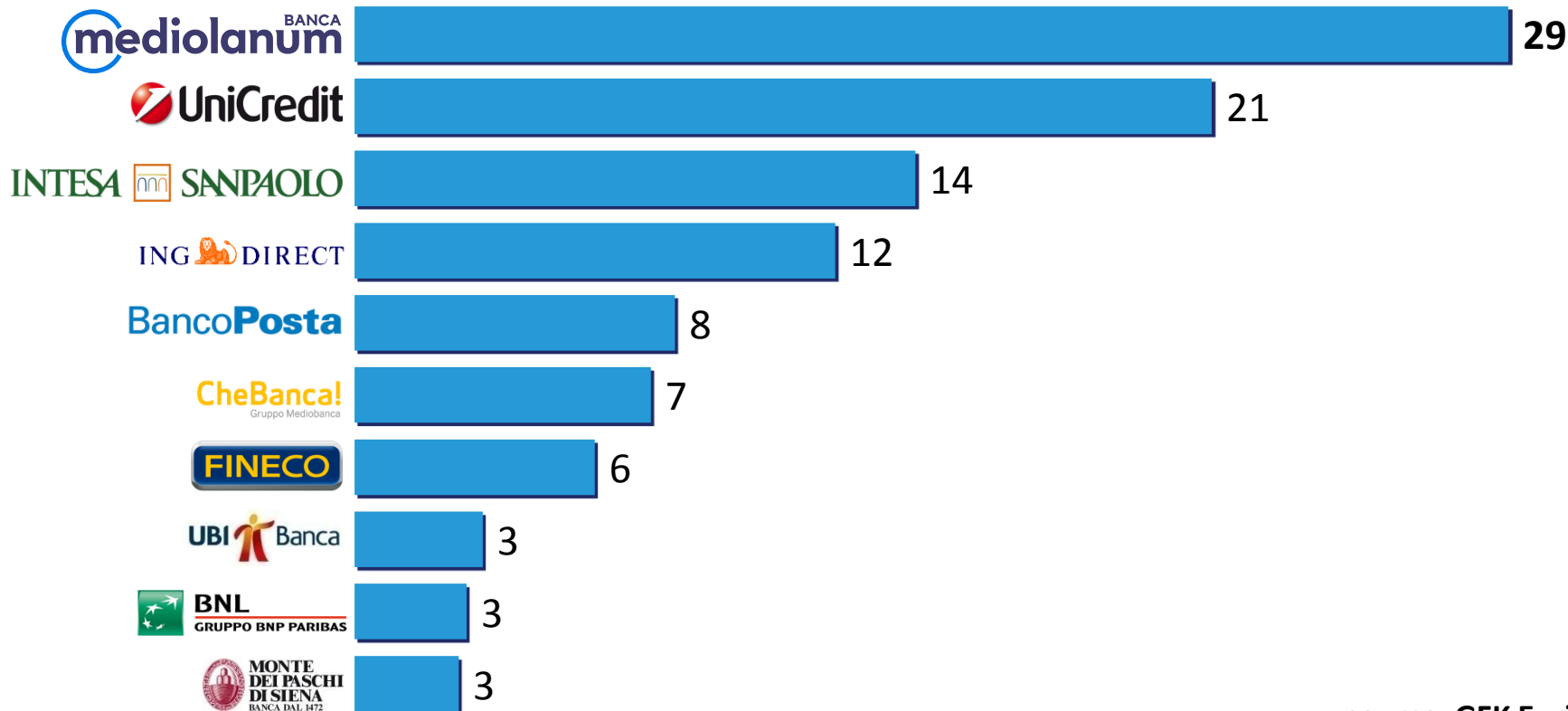
Average commercial value of media coverage is also regularly tracked



**UniCredit 57%**
**BancoPosta 24%**
**INTESA SANPAOLO 52%**
**BNL 24%**  
GRUPPO BNP PARIBAS
**mediolanum 48%**  
BANCA
**CheBanca! 20%**  
Gruppo Mediobanca
**MONTE  
DEI PASCHI  
DI SIENA 26%**  
BANCA DAL 1472
**UBI Banca 16%**
**ING DIRECT 26%**
**BCC 16%**  
CREDITO COOPERATIVO

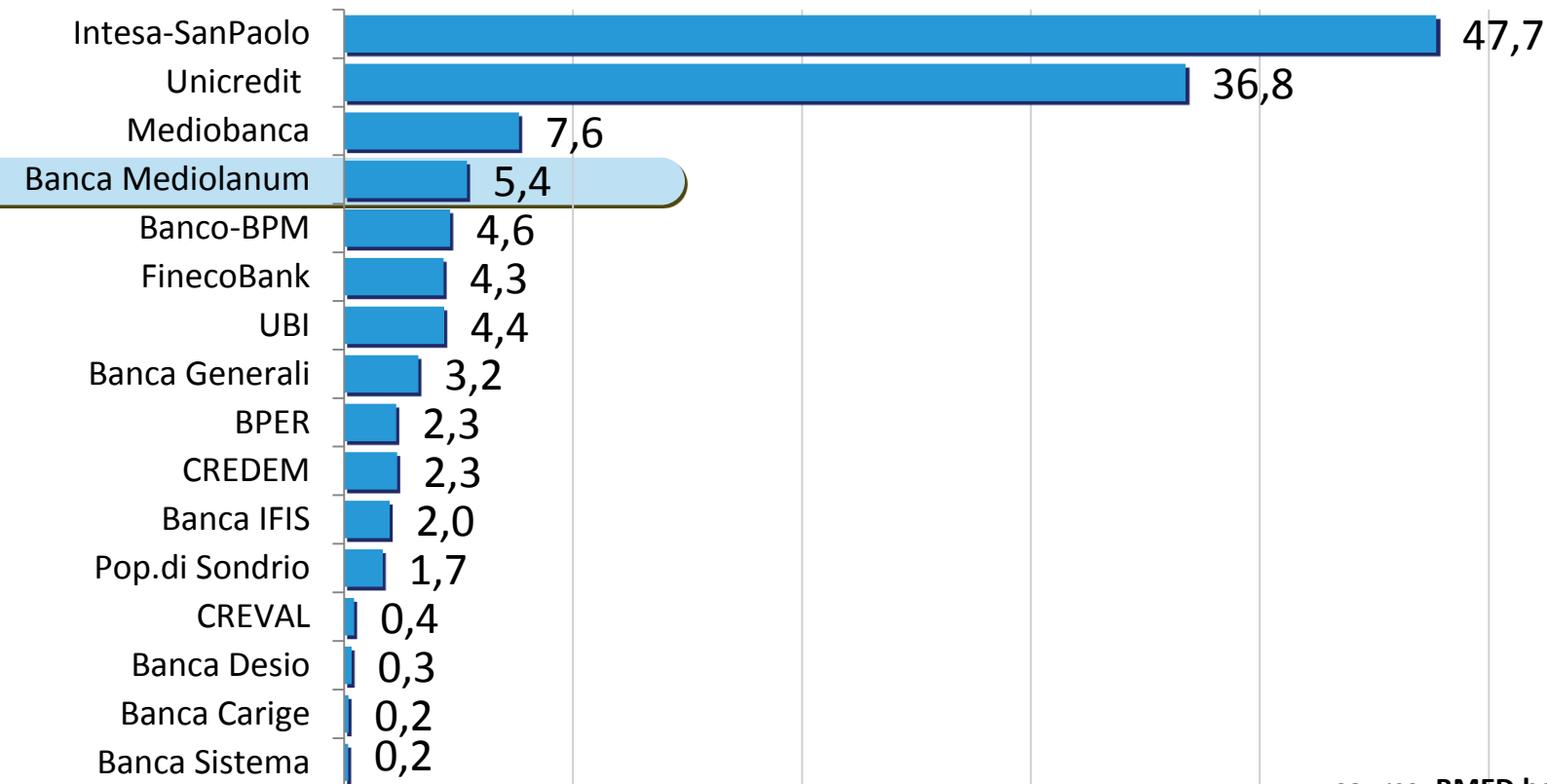
# Banca Mediolanum's advertising The most memorable in the banking industry

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

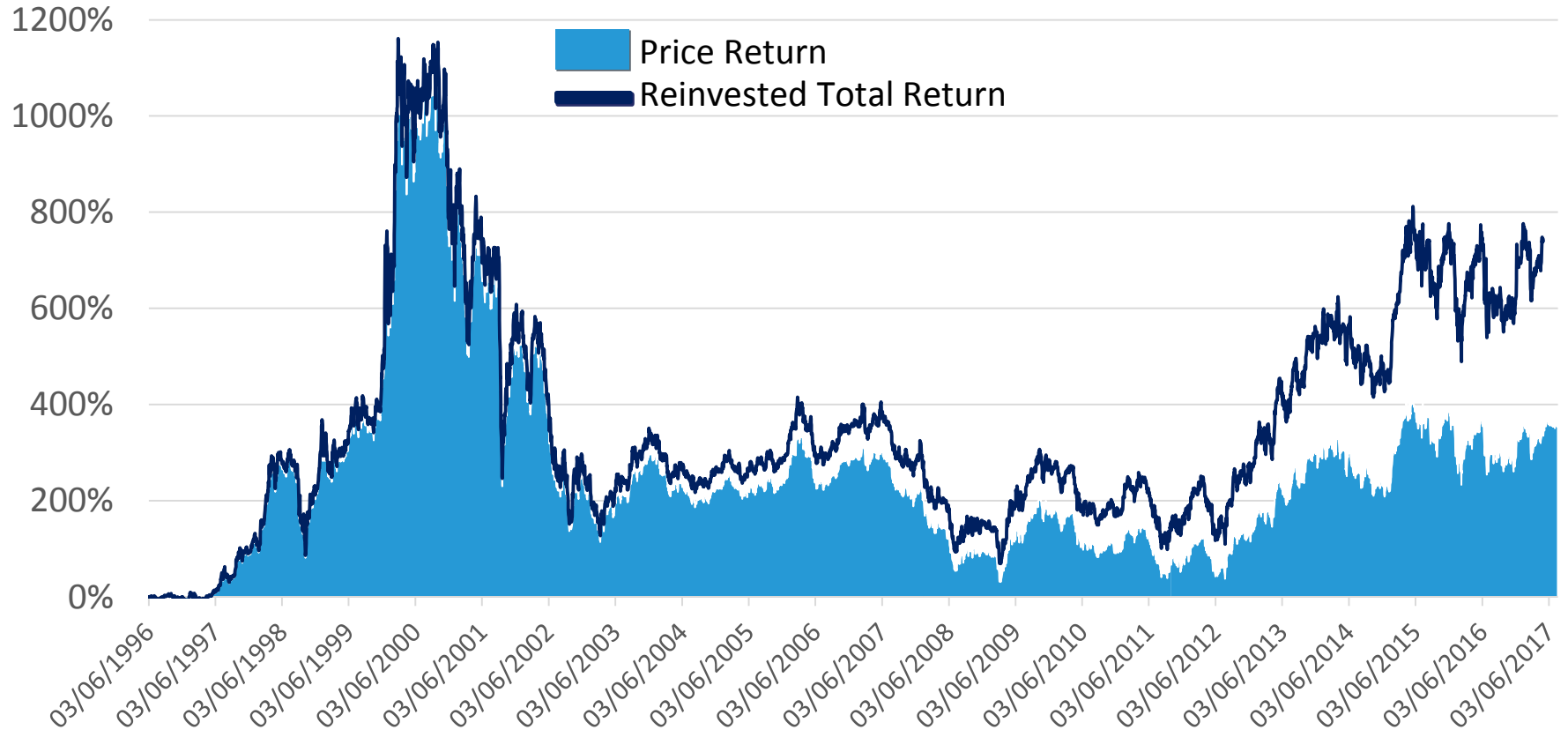


# Ranking of Italian Banking Groups by Market Capitalisation

€ bn - as at 02/05/2017



## Price Return &amp; Total Return Index\*



\* 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

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