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Testo del comunicato

Vedi allegato.

MEDIOBANCA

MEDIOBANCA
BOARD OF DIRECTORS' MEETING

Milan, 11 May 2018

MEDIOBANCA

Financial statements for nine months ended 31/3/18 approved

Mediobanca: healthy growth and sustainability at the heart of the MB business model

Nine-month results deliver best ever results by revenues and profit

Revenues up 9% to €1.8bn, with net interest income up 6% and fees up 14%
GOP[1] up 19% to €813m
Net profit up 11% to €682m
ROTE at 10%

Robust Group franchise developing

Wealth Management: net deposits up €3.2bn in nine months

driven by strengthening of CheBanca! financial advisors' network (FAs now 203) and organic growth (appeal of MBPB project, launch of new Cairn products)
Revenues up 16% to €384m, half of which fees (90% of which recurring)
TFAs up 22% to €63bn, net profit €51m, ROAC 12%

Consumer Banking: excellent results as the "new normal"

Revenues up 4% to €744m, net profit up 21% to €240m, ROAC 30%

CIB: fees at their highs (€75m generated in Q3)

due to enhanced client coverage, productivity and diversification;
Improved capital allocation following AIRB adoption, ROAC 15%

HF: A&L optimization process now complete

LCR ratio down to approx. 160% (31/12/17: 190%), net interest loss cut by half

Capital generation capability and asset quality remains high

CET1 up 100 bps to 13.9%[2] (AIRB added 140 bps, RAM acquisition absorbed 30 bps)
Cost of risk down 33 bps to 59 bps
NPLs down to 4.8% of total gross and 2.2% of total net loan books
Coverage ratios up to 56%
Texas ratio 13%

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1) Gross operating profit net of loan loss provisions.
2) Internal calculation which differs from that stated in the Common Reporting (COREP), as it includes the profit for the period (not subject to authorization pursuant to Article 26 of the CRR) which accounts for approx. 30 bps of CET1. Full application of CRR rules, in particular the right to include the entire AFS reserve in the calculation of CET1, and the Assicurazioni Generali investment weighted at 370%.

MEDIOBANCA

At a Board meeting held today with Renato PAGLIARO in the Chair, the Directors of Mediobanca approved the Mediobanca Group's financial statements for the period ended 31 March 2018, as illustrated by Chief Executive Officer Alberto NAGEL.

Consolidated results

In the first nine months of the financial year, the Mediobanca Group delivered a **net profit of €681.9m, up 11.1%** on last year (31/3/17: €613.9m). This result reflects the ongoing consolidation of acquisitions in Wealth Management (the newly acquired RAM Active Investments has been included since the start of March), plus a healthy performance by all other divisions, Consumer Banking in particular. Revenues for the third quarter exceeded €600m for the first time, while for the nine months they were up 8.6%, from €1,656.8m to €1,800.1m. The main income items performed as follows:

- **Net interest income rose by 6.2%**, from €955.1m to €1,014.2m, driven by the performances of both Consumer Banking (up 6.1%, from €613.3m to €650.7m) and Wealth Management (up 6.3%, from €178.4m to €189.7m); the loss made by the Holding Functions division continued to decrease, from €65.4m to €30.7m, due to the positive trend in the cost of funding which basically offset the lower profitability on customer loans in Wholesale Banking (which decreased from €189.3m to €152m);

- **Net treasury income grew** from €105.4m **to €124.4m**, at the top end of levels seen in recent years, driven by client trading;

- **Net fee and commission income increased by 13.6%** (from €401.9m **to €456.6m**), due to a higher contribution from the Wealth Management division (up 29.2%, from €143.5m to €185.4m), reflecting the expanded area of consolidation (with Banca Esperia fully consolidated plus the acquisition of RAM, which added €4.3m); CIB remained at last year's high levels (which included an outstanding Q3 performance in capital markets), on the back of higher business volumes in corporate finance and specialty finance;

- The **contribution from Assicurazioni Generali** and other equity investments **increased** from €194.4m **to €204.9m**, reflecting the contribution of Assicurazioni Generali during the third quarter (which added €84m), and representing an improvement quarter-on-quarter.

Operating costs rose by 12.5%, from €722.9m to €813.3m (€2.1m of which attributable to RAM), solely as a result of the increased area of consolidation (on a like-for-like basis the increase would have been just 2%). Costs increased in the Consumer Banking, Specialty Finance and Private Banking divisions because of the growth in the business, in contrast with the efficiencies recorded by CheBanca! following the Barclays' integration.

Loan loss provisions decreased by 30.1%, from €248.1m to €173.5m, reflecting a cost of risk of 59 bps, due to writebacks in Wholesale Banking (€44.1m for the nine months, including €7.6m in Q3), plus further improvement in the retail risk profile (with Consumer Banking near to its all-time low at 201 bps).

Operating profit thus increased by 18.6%, from €685.8m to €813.3m.

The net profit for the nine months also includes €95.9m of net gains (mainly realized in relation to the sale of the Atlantia equity stake, in Q1), only in part offset by the contribution to resolution and deposit guarantee schemes (€36.7m, against €78.4m), €26.3m of which recorded in Q3 as the ordinary contribution to the Single Resolution Fund.

Turning to the **balance-sheet data**, total assets rose from €72.1bn to €72.9bn, driven by the increases in loans and advances to customers and banking book securities. Compared to 31 December 2017:

- **Loans and advances to customers were up from €39.6bn to €40.2bn** in particular in Wholesale Banking (up 2.5%) and the Consumer Banking division (up 1.7%). Non-performing exposures decreased from €892.3m to €865.2m, due to collections; their share of loans and advances declined to 2.2% (2.3%) and the coverage ratios increased to 56.1% (from 55%). Net bad loans totalled €144.1m and represent 0.4% of the total loan book (basically flat). The item did not include NPLs owned by MBCredit Solutions, whose stock increased slightly in the quarter, from €267.8m to €272.3m;

- **Funding rose from €47.4bn to €48.3bn**, due to the issuance of five bonds, €500m of which deriving from the former Futuro securitization (salary-backed finance) and €600m in foreign currency; CheBanca! retail funding rose from €13.1bn to €13.3bn;

- **Banking book bonds increased from €7.6bn to €7.8bn**, due to the increase in non-Italian government bonds;

- **Net treasury assets increased slightly, from €5.1bn to €5.4bn**, on higher gross loans of €10bn (€8.5bn) and lower treasury financial assets (down from €10.1bn to €8.5bn) attributable to the reduction in the activity with customers with equities as underlying instrument;

- **TFAs (Total Financial Assets) for the Wealth Management division increased from €58.4bn to €62.9bn**, mainly due to the addition of RAM (€4.2bn, most of which concentrated in systematic equity funds), plus **net new money of €1.5bn (for a total of €3.2bn in the nine months)**, partly offset by the market effect. Mediobanca Private Banking and the product factories contributed €19.2bn, CheBanca! €21.2bn, Cairn Capital €3.4bn, and Compagnie Monégasque de Banque €10bn.

- **CET1 ratio up from 12.9% to 13.9%** with full application of CRR and the Assicurazioni Generali investment being weighted at 370%, and including the profit for the nine months[3] (net of the estimated payout). The increase is due to the first **adoption of internal models for calculating RWAs in the Large Corporate portfolio** (which added 140 bps), **only in part offset by the acquisition of RAM Active Investments SA** (which absorbed 30 bps, representing goodwill, seed capital and the delivery of treasury stocks as a partial method of payment). **The total capital ratio increased from 16.2% to 17.3%.**

- During the third quarter, the ratings agency **Moody's** assigned Mediobanca the following ratings: **Baa1 as long-term issuer rating, with stable outlook**, A3 as long-term deposit rating with negative outlook, and P-2 as short-term deposit rating; all represent the highest levels assigned to an Italian bank and are higher than those assigned to the Republic of Italy.

The third quarter, with record revenues of €630m, was marked by acceleration in the Wealth Management business, a growing contribution from Consumer Banking, and a good performance in fees by CIB, while net interest income remained solid, with the Assicurazioni Generali contribution recovering. The main items performed as follows:

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3) Internal calculation which differs from that stated in the Common Reporting (COREP), as it includes the profit for the period (not subject to authorization pursuant to Article 26 of the CRR) which accounts for approx. 30 bps of CET1. Full application of CRR rules, in particular the right to include the entire AFS reserve in the calculation of CET1, and the Assicurazioni Generali investment weighted at 370%.

- **AUM up to €36.5bn** (30/6/17: €30bn; 31/12/17: €31.5bn), **on the back of healthy organic growth** due to enhanced distribution, **plus the consolidation of RAM**;

- **Net fees up 8% to €165m**, driven in particular by CIB (fees up 18% Q.o.Q. to €75m), reflecting higher diversification by business (higher fees in advisory and DCM, lower in ECM) matched by higher productivity; the Wealth Management contribution was stable despite the higher AUM, due to the less favourable market trends;

- **Assicurazioni Generali contributed €84m**, versus €32m in Q2 (the latter due to losses on disposal of certain non-core assets);

- **Net interest income rose slightly**, from €340m **to €342m**, on a solid performance in consumer credit and the recovery by Holding Functions (where the net interest loss was almost wiped out) due to the A&L optimization process (LCR down from 190% to 163%) and the gradual reduction in the cost of funding;

- **Loan loss provisions remained at the low levels** recorded in Q2 (€60m): while CIB posted net writebacks for the seventh consecutive quarter, due to repayment of certain positions; gross and net NPLs also decreased further;

- **Net profit for the three months totalled €206m**, including the €26m transfer to the SRF during the quarter.

Divisional results

1. WM: platform construction accelerating, now reflects €36.5bn in AUM, €3.2bn in NNM (for the nine months), and €384m in highly sustainable revenues; ROAC 12%

Construction of the Wealth Management platform picked up speed during the nine months. AUM/AUA climbed to €36.5bn, up €6.5bn, on organic growth (with net new money of €3.2bn) and consolidation of the newly acquired companies. The assets are split between Private Banking with €28.5bn (30/6/17: €22.9bn), and the CheBanca! Affluent & Premier segment with €7.9bn (30/6/17: €7.1bn).

Wealth Management delivered a net profit of €51.3m, higher than the €35m recorded last year (not including the one-off income of €19.6m arising from the Barclays' acquisition), due to higher revenues (up from €331.6m to €384.4m) deriving from organic growth and the expanded area of consolidation (Barclays' business, full consolidation of Banca Esperia, plus the recent addition of RAM Active Investments), only in part offset by higher operating costs (up from €265.3m to €305.9m).

Revenues of €384.4m appear to be highly sustainable, as the income is well diversified by:

- Client segment (55% Affluent, 45% Private);

- Income source: approx. 50% net interest income (€190m, up 6%) and 50% fees and commissions (€185m, up 29%). The fees in particular are 90% recurring (management and banking fees).

1.1 Affluent & Premier: FAs trebled to 203, AUM up 11% to €7.9bn, NNM of €0.8bn added in nine months (concentrated in Q3)

CheBanca! has now completed the rationalization process following its acquisition of Barclays' Italian operations, with the closure of 32 branches and the reduction in headcount (106 redundancies in the six months and more than 200 for the year). The foundations have also been set for increased growth in the future, with the bank's proprietary commercial structure enhanced and the FAs network launched (the number of advisors has now trebled to reach a total of 203).

The company's earnings and financial results for the nine months reflect the following trends:

- Revenues were up 7.5%, from €201.2m to €216.2m (€72.5m of which in Q3), driven by higher fees (up 13.1% to €57m), 90% of which are recurring (management and banking fees). Operating costs also rose, by 0.9% (from €172.2m to €173.8m, €59.3m of which in Q3), but like-for-like would show a reduction of 6.7% due to synergies arising from the merger and integration of the Barclays' business unit. Loan loss provisions fell from €14.6m to €12.1m (€3.8m for Q3), due to the improved risk on mortgage loans. A net profit of €22.2m was posted, higher than the €3.6m recorded last year (if the one-off gain linked to the Barclays' acquisition is not included);

- Direct funding remained stable at €13.3bn, while indirect funding rose from €7.1bn to €7.9bn, reflecting the strengthening of the distribution network, including through the addition of the FAs (who contributed approx. 65% of the net new money). Customer loans (mortgages to households) rose from €7.5bn to €7.9bn, on new loans of €1,124.1m (€841.4m). Non-performing items decreased from €180.6m to €167.1m, representing 2.1% of the loan book with a coverage ratio of 51.2% (47.8%); net bad loans amounted to €97.1m (1.2% of the loan book), with a coverage ratio of 59.8% (56.4%).

1.2 HNWI & Private & AM: substantial organic growth (NNM of €2.4bn in nine months, €0.8bn in Q3), driven by new coverage model and launch of new products; RAM acquisition completed

With the merger of Banca Esperia into Mediobanca S.p.A. completed in December 2017, the organizational and coverage structure of the new Mediobanca Private Banking division has been revamped to provide an integrated private-investment banking offering. This has translated to an increase in AUM with the same number of bankers, and a healthy pipeline of investment banking deals in the mid cap segment.

Enhancement of the product factories continues, with new heads recruited for Mediobanca SGR (domestic platform) and MAAM (alternative asset management non-domestic platform), plus the launch of new asset allocation products with a view to generating synergies with the Group's distribution networks. In the alternative asset management segment, the acquisition of RAM Active Investments was completed in March 2018. RAM is a specialist player in systematic equity fund management, with AUM of €4.2bn and a product/channel platform complementary to that of Cairn (AUM €3.2bn, predominantly in illiquid credit products).

Earnings and financial results by this segment for the nine months reflect the following trends:

- Total revenues were up 29%, from €130.4m to €168.2m, with net fees and commissions of €128.5m (€93.2m), 85% of which recurrent (management and banking fees). The increase in operating costs (up 41.9%, from €93.1m to €132.1m) is chiefly due to extraordinary costs totalling €6.5m (Banca Esperia integration and CMB IT systems renovation). A net profit of €29.1m was delivered, slightly down on last year (€31.4m) as a result of the non-recurring components (lower performance fees and one-off costs);

- AUM and AUA in the nine months climbed to €28.5bn (30/6/17: €22.9bn), while deposits were stable at €4.8bn. The growth reflects the addition of RAM Active Investments (€4.2bn) and net new money of €2.4bn (€0.8bn of which in Q3), offset in part by the Q3 negative market performance. MB Private Banking has AUM/AUA of €14.3bn (30/6/17: €13.7bn), CMB €6.8bn (stable), and Cairn €3.2bn (30/6/17: €2.5bn).

- Of the net profit posted by the division, MB Private Banking (which includes the product factories) contributed €8m, on revenues of €64.8m (down 2.8%) and costs totalling €53.1m; CMB €22.6m, on revenues of €70.6m and costs totalling €45,2m; and Spafid €0.1m; while the newly-acquired RAM Active Investments added a net profit of €1.5m in just one month, on revenues of €4.3m and costs of €2.1m.

2. Consumer credit: excellent results sequence continues, with another €80m net profit for Q3 added to make €240m for the nine months; ROAC 30%

Compass delivered outstanding results, with robust growth in new loans supported by the distribution channels being strengthened, resilient margins, and a reducing cost of risk. Asset quality has remained consistently at the highest international standards, due to the policy of regular sales of bad debts, while the provisioning policy is already aligned with the criteria recently introduced for European banks.

Compass reported a net profit of €239.8m for the nine months, up 21% on the €198.1m posted last year, due to higher revenues (up 4.1%, from €714.5m to €743.8m) and lower loan loss provisions (down 16.8%). The Q3 profit of €80.3m was in line with the two previous quarters, driven by growth in volumes (up 5%), with risk levels near all-time lows. Higher lending volumes generated a 6.1% increase in net interest income (from €613.3m to €650.7m), which offset the reduction in net fees (down 8%, from €101.2m to €93.1m) due to higher *rappel* commissions being payable to distribution partners. Operating costs were virtually unchanged, up just 1.3% (from €206.7m to €209.3m). Loan loss provisions decreased by 16.8%, from €217.8m to €181.3m, reflecting a cost of risk of 201 bps (259 bps).

The increase in loans and advances to customers also continued, which at end-March totalled €12,307.2m (€12,097.5m), on new loans for the period totalling €5,158.6m (up 6.8%, from €4,832.2m) concentrated in personal and special purpose loans. Net NPLs declined from €189.4m to €186.2m (1.5% of the loan book), due to higher coverage ratios and after sales on the market of €129.1m. Net bad loans of €14.3m represent 0.1% of total loans (unchanged), with a coverage ratio of 93.5%.

3. Corporate & Investment Banking: more diversified, lower capital absorption, ROAC 15%

Corporate and Investment Banking delivered a net profit of €216m, bearing out last year's result (on the back of an outstanding quarterly performance in the capital markets segment almost impossible to repeat). The enhanced productivity (due to improved client coverage and a partial overhaul of the teams of bankers) and the diversification of revenues (with an increased contribution from Specialty Finance and DCM) offset the anticipated reduction in equity capital market operations. The good performance in terms of cost of risk, linked to the excellent asset quality of the division's portfolio, offset the reduction in net interest income due to the reduction in credit spreads. With net profit flat, ROAC increased from 13% to 15% due to the reduced capital absorption following validation of the AIRB models for the large corporate segment (approx. €5bn lower in terms of RWAs, risk density down from 100% to approx. 60%).

3.1. Wholesale Banking: high fees in Q3

The Wholesale Banking division delivered a slightly lower profit for the nine months than last year, down 4.1%, from €200.2m to €192m. Revenues were 10.3% lower, and the reduction was only partly offset by higher writebacks on non-performing and forborne assets of €44.1m (€11.1m). The main income items performed as follows:

- Net interest income declined by 19.7%, from €189.3m to €152m, reflecting the lower profitability of loans arising from credit spreads tightening and from the average higher rating of new loans disbursed, on a basically stable cost of funding;

- Net treasury income increased by 5.1%, from €86.1m to €90.5m, and reflects capital market solutions activity and the results of the proprietary trading portfolio;

- Net fee and commission income fell by 7.7%, from €167.3m to €154.5m, due to a reduced contribution from equity capital market activity of €33.3m (€58.8m, which last year included on particularly significant transaction). Conversely, fee income earned by Corporate Finance operations rose from €37.6m to €39.9m, and from Debt Capital Market activity from €11.8m to €23m (with over fifty deals managed); in Q3 net fees rose by 35% to €65m.

Operating costs were virtually stable, at €154.6m, whereas loan loss provisions reflect net writebacks deriving from collections of certain non-performing or forborne positions totalling €45m (€7.6m in Q3).

Loans to customers increased by 2.5% (from €13.4bn to €13.8bn) on an increase of 6.8% in new loans to €5.3bn. The domestic Italian share of the loan book was cut to less than half of the portfolio, with loans to UK and Spanish clients rising accordingly.

3.2. Specialty Finance: positive momentum continuing

The positive momentum in this segment continues, with appealing growth rates in both factoring and NPL portfolio management.

This division reported a sharp increase of 36% in net profit for the nine months, from €17.4m to €23.7m, due to higher volumes. MBFacta reported a profit of €11.1m (€5.3m), managing factoring volumes of €2.7bn, while MBCredit Solutions posted a bottom line of €12.6m (€12.1m), on a NPL portfolio of €272.3m (versus €75.9m as at 31 March 2017).

Revenues were up 30.7%, from €64.5m to €84.3m, reflecting the following performances:

- Net interest income was up sharply by 45.2%, from €33m to €47.9m, split between MBFacta (up from €25.4m to €27.6m) and MBCredit Solutions (up from €7.6m to €20.3m);

- Net fee and commission income grew from €31.5m to €36.6m, on income deriving from higher collections on the NPL portfolio totalling €19.3m (€12.6m), €4.5m of which booked in the third quarter.

Operating costs were up 25.4%, from €24.8m to €31.1m, due exclusively to credit recovery activity in relation to the higher volumes and to the performance of the NPLs portfolio. Loan loss provisions rose from €17.5m to €17.9m with just €3.3m set aside in Q3.

Loans and advances to customers were up 16% year-on-year to €1,904.2m, but down quarter-on-quarter from €2,028.7m, due to seasonal factors affecting ordinary factoring (€1,257.6m, as against €1,466.6m), whereas instalment factoring increased from €294.4m to €374.4m. No significant acquisitions of NPLs were made during Q3.

4.1 Principal Investing: NAV growing, no stake disposals in Q3

This division, which brings together all the Group's equity investments, saw no significant stake disposals in Q3. AFS securities declined from €659.5m to €472.2m, following sales of €250.1m (chiefly the Atlantia stake during Q1), redemptions by funds totalling €96m (€60m of which seed capital), and investments amounting to €115m (€106m of which seed capital).

The nine months under review closed with a slightly lower net profit than last year, down from €320m to €295.1m, due to lower gains on disposals of AFS securities of €94m (€138.6m), only in part offset by higher gains on the equity valuation of Assicurazioni Generali (up from €194.1m to €204.9m) and by dividends received (€17m, compared with €8m).

The book value of the Assicurazioni Generali investment rose during the three months from €3,146m to €3,259.1m, after profits of €84m (more than doubled quarter-on-quarter) and adjustments to equity of €29.2m, €37m of which related to AFS securities.

The market value of the equity investment portfolio as at end-March 2018 had risen to €3.6bn (NAV 4% higher Y.o.Y.).

5. Holding Functions: LCR optimization (now 160%) keeps loss down to €121m

The improving trend compared to the last year continues: the loss was cut from €178.8m to €120.8m, after lower contributions to resolution funds (from €78.4m to €36.7m), which in the third quarter involved only the ordinary contribution to the Single Resolution Fund (€26.3m). Total income improved to minus €11.8m (31/03/17: minus €46.3m), due to a reduction in the negative balance on treasury operations (where the loss was cut from €101m to €64.2m). Operating costs, up 8.7%, reflect the expanded scope of central functions and IT projects.

The division comprises:

- Group Treasury and ALM, which delivered a loss of €52m, much improved on last year's €84.2m loss, driven by the cut in net interest expense (from €101m to €64.2m); while the cost of funding stood at 85 bps (31/3/17: 103 bps);

- Leasing, which delivered a stable net profit of €3.5m, following the reduction in loan loss provisions (from €9.1m to €5.7m), plus transfers to risks provisions totalling €2m. Total revenues were basically flat, declining from €36m to €35.4m, after new loans for the nine months totalling €304m (31/3/17: €316m). Net non-performing exposures decreased from €157.4m to €150.4m, and represented 7% of loans with a coverage ratio of 32.9% (32.2%). Bad loans closed at €32.8m (€31m), and represented 1.5% of total loans, with a coverage ratio of 51.4% (51.7%).

Milan, 11 May 2018

Investor Relations

Tel. no.: (0039) 02-8829.860/647

jessica.spina@mediobanca.com

luisa.demaria@mediobanca.com

matteo.carotta@mediobanca.com

Media Relations

Tel. no.: (0039) 02-8829.8829.627/319

lorenza.pigozzi@mediobanca.com

stefano.tassone@mediobanca.com

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1. Restated consolidated profit and loss accounts

Mediobanca Group (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	955.1	1,014.2	6.2%
Net treasury income	105.4	124.4	18.0%
Net fee and commission income	401.9	456.6	13.6%
Equity-accounted companies	194.4	204.9	5.4%
Total income	**1,656.8**	**1,800.1**	**8.6%**
Labour costs	(363.6)	(408.9)	12.5%
Administrative expenses	(359.3)	(404.4)	12.6%
Operating costs	**(722.9)**	**(813.3)**	**12.5%**
Gains (losses) on AFS, HTM & LR	141.5	95.9	-32.2%
Loan loss provisions	(248.1)	(173.5)	-30.1%
Provisions for other financial assets	(6.1)	0.0	n.m.
Other income (losses)	(55.9)	(38.7)	-30.8%
Profit before tax	**765.3**	**870.5**	**13.7%**
Income tax for the period	(148.9)	(186.1)	25.0%
Minority interest	(2.5)	(2.5)	n.m.
Net profit	**613.9**	**681.9**	**11.1%**

2. Quarterly profit and loss accounts

Mediobanca Group	Esercizio 16/17				Esercizio 17/18		
(€m)	I Q 30/09/16	II Q 31/12/16	III Q 31/03/17	IV Q 30/06/17	I Q 30/09/17	II Q 31/12/17	III Q 31/03/18
Net interest income	314.2	321.4	319.5	332.7	331.7	340.4	342.1
Net treasury income	31.8	32.0	41.6	15.9	38.7	46.7	39.0
Net commission income	106.0	130.8	165.1	120.7	138.3	152.9	165.4
Equity-accounted companies	78.1	58.1	58.2	69.5	89.7	31.5	83.7
Total income	**530.1**	**542.3**	**584.4**	**538.8**	**598.4**	**571.5**	**630.2**
Labour costs	(107.3)	(123.8)	(132.5)	(152.4)	(129.9)	(141.1)	(137.9)
Administrative expenses	(105.3)	(127.1)	(126.9)	(148.4)	(125.8)	(136.8)	(141.8)
Operating costs	**(212.6)**	**(250.9)**	**(259.4)**	**(300.8)**	**(255.7)**	**(277.9)**	**(279.7)**
Gains (losses) on AFS equity	112.0	9.7	19.8	27.1	89.4	5.0	1.5
Loan loss provisions	(90.6)	(93.1)	(64.4)	(68.6)	(54.6)	(58.6)	(60.3)
Provisions for other fin. assets	(5.9)	(2.0)	1.8	(1.8)	(1.3)	0.9	0.4
Other income (losses)	(4.8)	(21.4)	(29.7)	(46.0)	(5.1)	(5.3)	(28.3)
Profit before tax	**328.2**	**184.6**	**252.5**	**148.7**	**371.1**	**235.6**	**263.8**
Income tax for the period	(56.7)	(36.2)	(56.0)	(22.8)	(69.1)	(59.5)	(57.5)
Minority interest	(0.8)	(0.9)	(0.8)	10.4	(1.1)	(0.7)	(0.7)
Net profit	**270.7**	**147.5**	**195.7**	**136.3**	**300.9**	**175.4**	**205.6**

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3. Restated balance sheet

Mediobanca Group (€m)	31/03/2017	30/06/2017	31/12/2017	31/03/2018
Assets				
Financial assets held for trading	10,235.8	7,833.9	10,105.0	8,491.7
Treasury financial assets	9,968.7	9,435.1	8.540.7	9,955.9
AFS equities	734.7	786.1	498.3	519.2
Banking book securities	8,441.7	8,357.7	7,605.7	7,840.9
Customer loans	37,153.0	38,190.9	39,612.4	40,203.0
Corporate	*13,505.3*	*12,840.0*	*13,438.3*	*13,769.8*
Specialty Finance	*1,158.8*	*1,641.0*	*2,028.7*	*1,904.2*
Consumer credit	*11,464.5*	*11,750.3*	*12,097.5*	*12,307.2*
Mortgages	*7,421.1*	*7,513.2*	*7,710.0*	*7,883.7*
Private banking	*1,265.0*	*2,172.9*	*2,161.8*	*2,191.3*
Leasing	*2,338.3*	*2,273.5*	*2,176.1*	*2,146.8*
Equity investments	3,318.6	3,036.5	3,185.7	3,298.5
Tangible and intangible assets	797.6	857.8	855.9	1,032.4
Other assets	2,006.3	1,947.5	1,686.0	1,581.6
Total assets	**72,656.4**	**70,445.5**	**72,089.7**	**72,923.2**
Liabilities				
Funding	49,178.9	49,120.6	47,382.5	48,330.1
MB bonds	*19,636.2*	*19,301.5*	*18,802.8*	*19,732.5*
Retail deposits	*13,742.2*	*13,353.3*	*13,078.4*	*13,307.0*
Private Banking deposits	*3,523.7*	*4,482.0*	*5,088.1*	*4,774.3*
ECB	*6,008.0*	*5,854.1*	*4,344.6*	*4,339.5*
Banks and other	*6,268.8*	*6,129.7*	*6,068.6*	*6,176.8*
Treasury financial liabilities	5,440.2	4,037.2	6,870.2	6,286.0
Financial liabilities held for trading	6,919.5	5,920.6	6,699.5	6,715.4
Other liabilities	1,701.1	1,919.9	1,609.3	1,761.5
Provisions	259.9	255.6	219.9	216.2
Net equity	9,156.8	9,191.6	9,308.3	9,614.0
Minority interest	92.9	82.7	84.9	86.5
Profit for the period	613.9	750.2	476.3	681.9
Total liabilities	**72,656.4**	**70,445.5**	**72,089.7**	**72,923.2**
CET 1 capital	6,853.4	7,017.3	6,718.7	6,561.9
Total capital	8,748.3	8,879.0	8,462.8	8,161.2
RWA	52,239.9	52,708.2	52,109.2	47,290.4

4. Consolidated shareholders' equity

Net equity (€m)	31/03/2017	30/06/2017	31/03/2018
Share capital	438.6	440.6	443.1
Other reserves	7,037.7	7,046.7	7,566.4
Valuation reserves	973.7	871.4	836.1
- of which: AFS securities	*335.5*	*319.4*	*188.1*
cash flow hedge	*(36.4)*	*(44.3)*	*(11.4)*
equity investments	*676.1*	*598.6*	*663.4*
Minority interest	92.9	82.7	86.5
Profit for the period	613.9	750.2	681.9
Total Group net equity	**9,156.8**	**9,191.6**	**9,614.0**

Ratios (%) and per share data (€)

Mediobanca Group	31/03/2017	30/06/2017	31/12/2017	31/03/2018
Total assets / Net equity	7.9	7.7	7.7	7.6
Loans / Funding	0.8	0.8	0.8	0.8
CET1 ratio1	13.1	13.3	12.9	13.9
Total capital1	16.8	16.9	16.2	17.3
S&P Rating	BBB-	BBB-	BBB	BBB
Fitch Rating	BBB+	BBB	BBB	BBB
Moody's Rating				Baa1
Cost / Income	43.6	46.6	45.6	45.2
Bad Loans (sofferenze)/Loans ratio (%)	0.4	0.4	0.4	0.4
EPS	0.70	0.85	0.54	0.76
BVPS	10.4	10.4	10.4	10.6
DPS		0.37		
No. shares (m)	877.2	881.2	884.1	894.9

5. Profit-and-loss figures/balance-sheet data by division

9m – March 18 (€m)	CIB	Consumer	WM	PI	Holding Functions	Group
Net interest income	199.9	650.7	189.7	(5.3)	(30.7)	1,014.2
Net treasury income	90.3	0.0	9.3	17.2	7.5	124.4
Net fee and commission income	191.1	93.1	185.4	0.0	11.4	456.6
Equity-accounted companies	0.0	0.0	0.0	204.9	0.0	204.9
Total income	**481.3**	**743.8**	**384.4**	**216.8**	**(11.8)**	**1,800.1**
Labour costs	(101.2)	(71.9)	(145.9)	(2.8)	(87.2)	(408.9)
Administrative expenses	(84.5)	(137.4)	(160.0)	(0.7)	(37.2)	(404.4)
Operating costs	**(185.7)**	**(209.3)**	**(305.9)**	**(3.5)**	**(124.4)**	**(813.3)**
Gains (losses) on disposal of AFS shares	0.0	0.0	1.9	94.0	0.0	95.9
Loan loss provisions	25.9	(181.3)	(12.5)	0.0	(5.7)	(173.5)
Provisions for other financial assets	1.2	0.0	0.0	(0.8)	(0.1)	0.0
Other income (losses)	0.0	0.0	0.0	0.0	(38.7)	(38.7)
Profit before tax	**322.7**	**353.2**	**67.9**	**306.5**	**(180.7)**	**870.5**
Income tax for the period	(107.0)	(113.4)	(16.4)	(11.4)	62.2	(186.1)
Minority interest	0.0	0.0	(0.2)	0.0	(2.3)	(2.5)
Net profit	**215.7**	**239.8**	**51.3**	**295.1**	**(120.8)**	**681.9**
Loans and advances to Customers	15,674.0	12,307.2	10,075.0	0.0	2,146.8	40,203.0
RWAs	20,031.4	11,769.4	5,759.2	5,877.0	3,853.4	47,290.4
No. of staff	588	1,422	1,880	12	787	4,689

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Profit-and-loss figures/balance-sheet data by division

9m – March 17 (€m)	CIB	Consumer	WM	PI	Holding Functions	Group
Net interest income	222.3	613.3	178.4	(5.3)	(65.4)	955.1
Net treasury income	86.1	0.0	9.7	7.5	6.2	105.4
Net fee and commission income	198.8	101.2	143.5	0.0	12.9	401.9
Equity-accounted companies	0.0	0.0	0.0	194.1	0.0	194.4
Total income	**507.2**	**714.5**	**331.6**	**196.3**	**(46.3)**	**1,656.8**
Labour costs	(98.3)	(69.1)	(130.3)	(2.7)	(81.0)	(363.6)
Administrative expenses	(79.1)	(137.6)	(135.0)	(0.5)	(33.4)	(359.3)
Operating costs	**(177.4)**	**(206.7)**	**(265.3)**	**(3.2)**	**(114.4)**	**(722.9)**
Gains (losses) on disposal of AFS shares	0.0	0.0	3.4	138.6	0.0	141.5
Loan loss provisions	(6.4)	(217.8)	(15.2)	0.0	(9.1)	(248.1)
Provisions for other financial assets	(1.7)	0.0	(1.8)	(0.9)	(2.4)	(6.1)
Other income (losses)	0.0	0.0	21.3	0.0	(80.2)	(55.9)
Profit before tax	**321.7**	**290.0**	**74.0**	**330.8**	**(252.4)**	**765.3**
Income tax for the period	(104.1)	(91.9)	(19.4)	(10.8)	76.1	(148.9)
Minority interest	0.0	0.0	0.0	0.0	(2.5)	(2.5)
Net profit	**217.6**	**198.1**	**54.6**	**320.0**	**(178.8)**	**613.9**
Loans and advances to Customers	14,664.1	11,464.5	9,165.5	0.0	2,338.6	37,153.0
RWAs	23,441.1	11,411.1	5,516.5	7,602.8	4,268.4	52,239.9
No. of staff	577	1,398	1,905*	11	777	4,523

* Including 146 staff of Banca Esperia, not included in Group total.

6. Corporate & Investment Banking

Corporate & Investment Banking (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	222.3	199.9	-10.1%
Net treasury income	86.1	90.3	4.9%
Net fee and commission income	198.8	191.1	-3.9%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**507.2**	**481.3**	**-5.1%**
Labour costs	(98.3)	(101.2)	3.0%
Administrative expenses	(79.1)	(84.5)	6.8%
Operating costs	**(177.4)**	**(185.7)**	**4.7%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	(6.4)	25.9	n.m.
Provisions for other financial assets	(1.7)	1.2	n.m.
Other income (losses)	0.0	0.0	n.m.
Profit before tax	**321.7**	**322.7**	**0.3%**
Income tax for the period	(104.1)	(107.0)	2.8%
Minority interest	0.0	0.0	n.m.
Net profit	**217.6**	**215.7**	**-0.9%**
Loans and advances to customers	14,664.1	15,674.0	6.9%
No. of staff	577	588	1.9%
RWAs	23,441.1	20,031.4	-14.5%
Cost/income ratio (%)	35.0%	38.6%	
Bad loans (*sofferenze*)/loans ratio (%)	0.0	0.0	

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6.1 Wholesale Banking

Wholesale banking (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	189.3	152.0	-19.7%
Net treasury income	86.1	90.5	5.1%
Net fee and commission income	167.3	154.5	-7.7%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**442.7**	**397.0**	**-10.3%**
Labour costs	(87.0)	(88.9)	2.2%
Administrative expenses	(65.6)	(65.7)	0.2%
Operating costs	**(152.6)**	**(154.6)**	**1.3%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	11.1	44.1	n.m.
Provisions for other financial assets	(1.7)	0.9	n.m.
Other income (losses)	0.0	0.0	n.m.
Profit before tax	**299.5**	**287.4**	**-4.0%**
Income tax for the period	(99.3)	(95.4)	-3.9%
Minority interest	0.0	0.0	n.m.
Net profit	**200.2**	**192.0**	**-4.1%**
Loans and advances to customers	13,505.3	13,769.8	2.0%
No. of staff	354	353	-0.3%
RWAs	22,316.0	18,068.1	-19.0%
Cost/income ratio (%)	34.5%	38.9%	
Bad loans (*sofferenze*)/loans ratio (%)	0.0	0.0	

6.2 Specialty Finance

Specialty Finance (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	33.0	47.9	45.2%
Net treasury income	0.0	(0.2)	n.m.
Net fee and commission income	31.5	36.6	16.2%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**64.5**	**84.3**	**30.7%**
Labour costs	(11.3)	(12.3)	8.8%
Administrative expenses	(13.5)	(18.8)	39.3%
Operating costs	**(24.8)**	**(31.1)**	**25.4%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	(17.5)	(18.2)	4.0%
Provisions for other financial assets	0.0	0.3	n.m.
Other income (losses)	0.0	0.0	n.m.
Profit before tax	**22.2**	**35.3**	**59.0%**
Income tax for the period	(4.8)	(11.6)	n.m.
Minority interest	0.0	0.0	n.m.
Net profit	**17.4**	**23.7**	**36.2%**
Loans and advances to customers	1,158.8	1,904.2	64.3%
Of which factoring	*1,082.9*	*1,631.7*	50.7%
Of which credit management	*75.9*	*272.5*	n.m.
No. of staff	223	235	5.4%
RWAs	1,125.1	1,963.3	74.5%
Cost/income ratio (%)	38.4%	36.9%	
Bad loans (*sofferenze*)/loans ratio (%)	0.3	0.0	

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7. Consumer Banking

Consumer Banking (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	613.3	650.7	6.1%
Net treasury income	0.0	0.0	n.m.
Net fee and commission income	101.2	93.1	-8.0%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**714.5**	**743.8**	**4.1%**
Labour costs	(69.1)	(71.9)	4.1%
Administrative expenses	(137.6)	(137.4)	-0.1%
Operating costs	**(206.7)**	**(209.3)**	**1.3%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	(217.8)	(181.3)	-16.8%
Provisions for other financial assets	0.0	0.0	n.m.
Other income (losses)	0.0	0.0	n.m.
Profit before tax	**290.0**	**353.2**	**21.8%**
Income tax for the period	(91.9)	(113.4)	23.4%
Minority interest	0.0	0.0	n.m.
Net profit	**198.1**	**239.8**	**21.0%**
Loans and advances to customers	11,464.5	12,307.2	7.4%
New loans	4,832.2	5,158.6	6.8%
No. of branches	164	168	2.4%
No. of staff	1,398	1,422	1.7%
RWAs	11,411.1	11,769.4	3.1%
Cost/income ratio (%)	28.9%	28.1%	
Bad loans (*sofferenze*)/loans ratio (%)	0.1	0.1	

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8. Wealth Management

Wealth Management (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	178.4	189.7	6.3%
Net treasury income	9.7	9.3	-4.1%
Net fee and commission income	143.5	185.4	29.2%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**331.6**	**384.4**	**15.9%**
Labour costs	(130.3)	(145.9)	12.0%
Administrative expenses	(135.0)	(160.0)	18.5%
Operating costs	**(265.3)**	**(305.9)**	**15.3%**
Gains (losses) on AFS equity	3.4	1.9	-44.1%
Loan loss provisions	(15.2)	(12.5)	-17.8%
Provisions for other financial assets	(1.8)	0.0	n.m.
Other income (losses)	21.3	0.0	n.m.
Profit before tax	**74.0**	**67.9**	**-8.2%**
Income tax for the period	(19.4)	(16.4)	-15.5%
Minority interest	0.0	(0.2)	n.m.
Net profit	**54.6**	**51.3**	**-6.0%**
Loans and advances to customers	9,165.5	10,075.0	9.9%
New loans	841.1	1,124.1	33.6%
Total Financial Assets (TFA)	51,735.4	62,877.4	21.5%
- AUM/AUA	22,780.6	36,484.0	60.2%
- Asset under custody	11,308.7	8,323.0	-26.4%
- Deposits	17,646.1	18,070.4	2.4%
No. of staff	1,905	1,880	-1.3%
RWAs	5,516.5	5,759.2	4.4%
Cost/income ratio (%)	80.0%	79.6%	
Bad loans (sofferenze)/loans ratio (%)	1.2	1.0	

8.1 CheBanca!- Affluent/Premier

CheBanca! - Affluent/Premier (€m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg. (%)
Net interest income	150.6	158.7	5.4%
Net treasury income	0.3	0.6	n.m.
Net fee and commission income	50.3	56.9	13.1%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**201.2**	**216.2**	**7.5%**
Labour costs	(74.5)	(75.1)	0.8%
Administrative expenses	(97.7)	(98.7)	1.0%
Operating costs	**(172.2)**	**(173.8)**	**0.9%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	(14.6)	(12.1)	-17.1%
Provisions for other financial assets	(1.1)	0.0	n.m.
Other income (losses)	21.4	0.0	n.m.
Profit before tax	**34.7**	**30.3**	**-12.7%**
Income tax for the period	(11.5)	(8.1)	-29.6%
Minority interest	0.0	0.0	n.m.
Net profit	**23.2**	**22.2**	**-4.3%**
Loans and advances to customers	7,421.1	7,883.7	6.2%
New loans	841.4	1,124.1	33.6%
Total Financial Assets (TFA)	20,850.4	21,242.5	1.9%
- AUM/AUA	7,108.2	7,935.5	11.6%
-Asset under custody	0.0	0.0	n.m.
- Deposits	13,742.2	13,307.0	-3.2%
No. of branches	142	109	-23.2%
No. of staff	1,421	1,318	-7.2%
RWAs	3,441.3	3,771.7	9.6%
Cost/income ratio (%)	85.6%	80.4%	
Bad loans (*sofferenze*)/loans ratio (%)	1.4	1.2	

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8.2 Private Banking

Private Banking (€m)	9 mths	9 mths	Chg. (%)
	31/03/2017	31/03/2018	
Net interest income	27.8	31.0	11.5%
Net treasury income	9.4	8.7	-7.4%
Net fee and commission income	93.2	128.5	37.9%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**130.4**	**168.2**	**29.0%**
Labour costs	(55.8)	(70.8)	26.9%
Administrative expenses	(37.3)	(61.3)	64.3%
Operating costs	**(93.1)**	**(132.1)**	**41.9%**
Gains (losses) on AFS equity	3.4	1.9	-44.1%
Loan loss provisions	(0.6)	(0.4)	-33.3%
Provisions for other financial assets	(0.7)	0.0	n.m.
Other income (losses)	(0.1)	0.0	n.m.
Profit before tax	**39.3**	**37.6**	**-4.3%**
Income tax for the period	(7.9)	(8.3)	5.1%
Minority interest	0.0	(0.2)	n.m.
Net profit	**31.4**	**29.1**	**-7.3%**
Loans and advances to customers	1,744.4	2,191.3	25.6%
Total Financial Assets (TFA)	30,885.0	41,634.9	34.8%
-AUM/AUA	15,672.4	28,548.5	82.2%
- Asset under custody	11,308.7	8,323.0	-26.4%
-Deposits	3,903.9	4,763.4	22.0%
No. of staff	484	562	16.1%
RWA	2,075.2	1,987.6	-4.2%
Cost/income ratio (%)	71.4%	78.5%	
Bad loans (*sofferenze*)/loans ratio (%)	0.0	0.0	

9. Principal Investing

PI (€m)	9 mths	9 mths	Chg. (%)
	31/03/2017	31/03/2018	
Net interest income	(5.3)	(5.3)	n.m.
Net treasury income	7.5	17.2	n.m.
Net fee and commission income	0.0	0.0	n.m.
Equity-accounted companies	194.1	204.9	5.6%
Total income	**196.3**	**216.8**	**10.4%**
Labour costs	(2.7)	(2.8)	3.7%
Administrative expenses	(0.5)	(0.7)	40.0%
Operating costs	**(3.2)**	**(3.5)**	**9.4%**
Gains (losses) on AFS equity	138.6	94.0	-32.2%
Loan loss provisions	0.0	0.0	n.m.
Provisions for other financial assets	(0.9)	(0.8)	-11.1%
Other income (losses)	0.0	0.0	n.m.
Profit before tax	**330.8**	**306.5**	**-7.3%**
Income tax for the period	(10.8)	(11.4)	5.6%
Minority interest	0.0	0.0	n.m.
Net profit	**320.0**	**295.1**	**-7.8%**
AFS securities	678.0	472.2	-30.4%
Equity investments	3,225.7	3,298.5	2.3%
RWA	7,602.8	5,877.0	-22.7%

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10. Holding Functions

Holding Functions (€m)	9 mths	9 mths	Chg. (%)
	31/03/2017	31/03/2018	
Net interest income	(65.4)	(30.7)	-53.1%
Net treasury income	6.2	7.5	21.0%
Net fee and commission income	12.9	11.4	-11.6%
Equity-accounted companies	0.0	0.0	n.m.
Total income	**(46.3)**	**(11.8)**	**-74.5%**
Labour costs	(81.0)	(87.2)	7.7%
Administrative expenses	(33.4)	(37.2)	11.4%
Operating costs	**(114.4)**	**(124.4)**	**8.7%**
Gains (losses) on AFS equity	0.0	0.0	n.m.
Loan loss provisions	(9.1)	(5.7)	-37.4%
Provisions for other financial assets	(2.4)	(0.1)	n.m.
Other income (losses)	(80.2)	(38.7)	-51.7%
Profit before tax	**(252.4)**	**(180.7)**	**-28.4%**
Income tax for the period	76.1	62.2	-18.3%
Minority interest	(2.5)	(2.3)	-8.0%
Net profit	**(178.8)**	**(120.8)**	**-32.4%**
Loans and advances to customers	2,338.6	2,146.8	-8.2%
Banking book securities	7,141.6	6,488.6	-9.1%
RWA	4,268.4	3,853.4	-9.7%
No. of staff	777	787	1.3%

MEDIOBANCA

11. Statement of comprehensive income

		9 mths 31/03/2017	9 mths 31/03/2018
10,	**Gain (loss) for the period**	**616.5**	**684.4**
	Other income items net of tax without passing through profit and loss	**0.6**	**2.1**
20,	Property, plant and equipment	0.0	0.0
30,	Intangible assets	0.0	0.0
40,	Defined benefit schemes	0.4	(0.8)
50,	Non-current assets being sold	0.0	0.0
60,	Share of valuation reserves for equity-accounted companies	0.2	2.9
	Other income items net of tax passing through profit and loss	**(170.7)**	**(36.8)**
70,	Foreign investment hedges	0.0	0.0
80,	Exchange rate differences	(1.5)	(1.1)
90,	Cash flow hedges	(18.8)	33.5
100,	AFS securities	(47.3)	(131.2)
110,	Non-current assets being sold	0.0	0.0
120,	Share of valuation reserves attributable to equity-accounted companies	(103.1)	61.9
130,	**Total other income items net of tax**	**(170.1)**	**(34.8)**
140,	**Comprehensive income (Heading 10 + Heading 130)**	**446.4**	**649.6**
150,	Minority interest in consolidated comprehensive income	3.7	3.1
160,	**Consolidated comprehensive income attributable to Mediobanca S.p.A.**	**442.7**	**646.5**

MEDIOBANCA

Parent company's reclassified P&L and A&L

Mediobanca S.p.A. (€ m)	9 mths 31/03/2017	9 mths 31/03/2018	Chg.%
Net interest income	55.5	70.4	26.8%
Net treasury income	102.1	116.4	14.0%
Net fee and commission income	172.2	204.7	18.9%
Dividends	0.0	5.2	n.m.
Total income	**329.8**	**396.7**	**20.3%**
Labour costs	(141.8)	(174.3)	22.9%
Administrative expenses	(103.2)	(126.9)	23.0%
Operating costs	**(245.0)**	**(301.2)**	**22.9%**
Gains (losses) on AFS equity & IAS 28	138.7	94.0	-32.2%
Loan loss provisions	10.4	44.1	n.m.
Provisions for other financial assets	(4.4)	2.3	n.m.
Impairments on stakes	(0.6)	0.0	n.m.
Other income (losses)	(62.1)	(22.5)	-63.8%
Profit before tax	**166.8**	**213.4**	**27.9%**
Income tax for the period	(27.6)	(40.7)	47.5%
Net profit	**139.2**	**172.7**	**24.1%**

Mediobanca S.p.A. (€ m)	31/03/2017	30/06/2017	31/03/2018
Assets			
Financial assets held for trading	9,352.0	7,271.3	8,470.5
Treasury financial assets	10,345.8	10,031.8	10,400.3
AFS equities	678.0	659.5	487.5
Banking book securities	10,628.7	10,764.3	11,527.2
Customer loans	25,257.0	25,226.7	25,861.0
Equity investments	2,824.2	3,057.0	3,084.0
Tangible and intangible assets	132.7	132.2	157.6
Other assets	930.2	766.1	523.7
Total assets	**60,148.6**	**57,908.9**	**60,511.8**
Liabilities			
Funding	40,998.2	41,038.2	39,975.6
Treasury financial liabilities	5,850.9	4,451.3	7,646.7
Financial liabilities held for trading	6,819.6	5,859.2	6,776.7
Other liabilities	1,213.6	1,136.4	833.6
Provisions	136.4	105.7	106.9
Net equity	4,990.7	4,999.8	4,999.6
Profit for the period	139.2	318.3	172.7
Total liabilities	**60,148.6**	**57,908.9**	**60,511.8**

As required by Article 154-bis, paragraph 2 of Italian Legislative Decree 58/98, the undersigned hereby declares that the financial information contained in this document corresponds to that contained in the company's documents, account books and ledger entries.

Head of Company Financial Reporting

Emanuele Flappini

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