



CONSOLIDATED INTERIM REPORT ON OPERATIONS

**THREE MONTHS ENDED SEPTEMBER 30, 2018
(THIRD QUARTER 2018)**

Prepared according to IAS/IFRS

Unaudited

Gruppo MutuiOnline S.p.A. (in breve Gruppo MOL S.p.A. o MOL Holding S.p.A.)

Sede Legale: Via F. Casati, 1/A - 20124 Milano, Italy

Sede Operativa: Via Desenzano, 2 - 20146 Milano, Italy

Tel +39.02.8344.1 - Fax +39.02.91.39.08.63 - internet: www.gruppomol.it

C.F. e P.I. 05072190969 - REA 1794425 - CCIAA 05072190969

Capitale Sociale Euro 1.012.354,01 Interamente Versato

INDEX

1. GOVERNING BODIES AND OFFICERS AS OF SEPTEMBER 30, 2018	3
2. ORGANIZATIONAL STRUCTURE	4
3. CONSOLIDATED FINANCIAL STATEMENTS.....	6
3.1. Income statement.....	6
3.1.1. <i>Quarterly consolidated income statement</i>	6
3.1.2. <i>Consolidated income statement for the three months ended September 30, 2018 and 2017</i>	7
3.1.3. <i>Consolidated income statement for the nine months ended September 30, 2018 and 2017</i>	8
3.2. Balance sheet.....	9
3.2.1. <i>Consolidated balance sheet as of September 30, 2018 and December 31, 2017</i>	9
3.2.2. <i>Consolidated balance sheet as of September 30, 2018 and June 30, 2018</i>	10
3.3. Net financial position.....	11
3.3.1. <i>Net financial position as of September 30, 2018 and December 31, 2017</i>	11
3.3.2. <i>Net financial position as of September 30, 2018 and June 30, 2018</i>	12
4. EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS.....	13
4.1. Accounting principles and general valuation criteria.....	13
4.2. Consolidation area.....	13
4.3. Comments to the most significant changes in the consolidated financial statements.....	14
4.3.1. <i>Income statement</i>	14
4.3.2. <i>Balance sheet</i>	14
4.3.3. <i>Net financial position</i>	15
4.4. Segment reporting	15
4.4.1. <i>Revenues by Division</i>	15
4.4.2. <i>Operating income by Division</i>	16
5. DIRECTORS' REPORT ON OPERATIONS AND SIGNIFICANT EVENTS.....	16
5.1. Evolution of the Italian residential mortgage market.....	16
5.2. Broking Division Performance.....	17
5.3. BPO Division Performance.....	17
6. DECLARATION OF THE MANAGER RESPONSIBLE FOR PREPARING THE COMPANY'S FINANCIAL REPORTS.....	19

1. GOVERNING BODIES AND OFFICERS AS OF SEPTEMBER 30, 2018

BOARD OF DIRECTORS

Chairman of the Board	Marco Pescarmona ^{(1) (3) (5) (7)}
Chief Executive Officer	Alessandro Fracassi ^{(2) (3) (5)}
Directors	Anna Maria Artoni ⁽⁴⁾
	Fausto Boni
	Chiara Burberi ⁽⁴⁾
	Matteo De Brabant ⁽⁴⁾
	Klaus Gummerer ⁽⁴⁾
	Valeria Lattuada ^{(4) (6)}
	Marco Zampetti

STATUTORY AUDITORS

Chairman of the Board	Stefano Gnocchi
Active Statutory Auditors	Paolo Burlando
	Francesca Masotti
Substitute Statutory Auditors	Raffaele Garzone
	Barbara Premoli

INDEPENDENT AUDITORS EY S.p.A.

COMMITTEES

Audit and Risk Committee

Chairman	Chiara Burberi
	Klaus Gummerer
	Marco Zampetti

Remuneration and Share Incentive Committee

Chairman	Matteo de Brabant
	Anna Maria Artoni
	Klaus Gummerer

Committee for Transactions with Related Parties

Chairman	Valeria Lattuada
	Matteo de Brabant
	Klaus Gummerer

- (1) The Chairman is the Company's legal representative.
(2) The Chief Executive Officer legally represents the Company, dis-jointly from the Chairman, within the limits of the delegated powers.
(3) Member of the Executive Committee.
(4) Independent non-executive Director.
(5) Holds executive offices in some Group companies.
(6) Lead Independent Director.
(7) Executive Director in charge of overseeing the Internal Control System.

2. ORGANIZATIONAL STRUCTURE

Gruppo MutuiOnline S.p.A. (the “**Company**” or the “**Issuer**”) is the holding company of a group of firms (the “**Group**”) with a leadership position in the Italian market for the online comparison, promotion and intermediation of products provided by financial institutions and e-commerce operators (main websites: www.mutuonline.it, www.prestitionline.it, www.segugio.it and www.trovaprezzi.it) and in the Italian market for the provision of complex business process outsourcing services for the financial and insurance sectors.

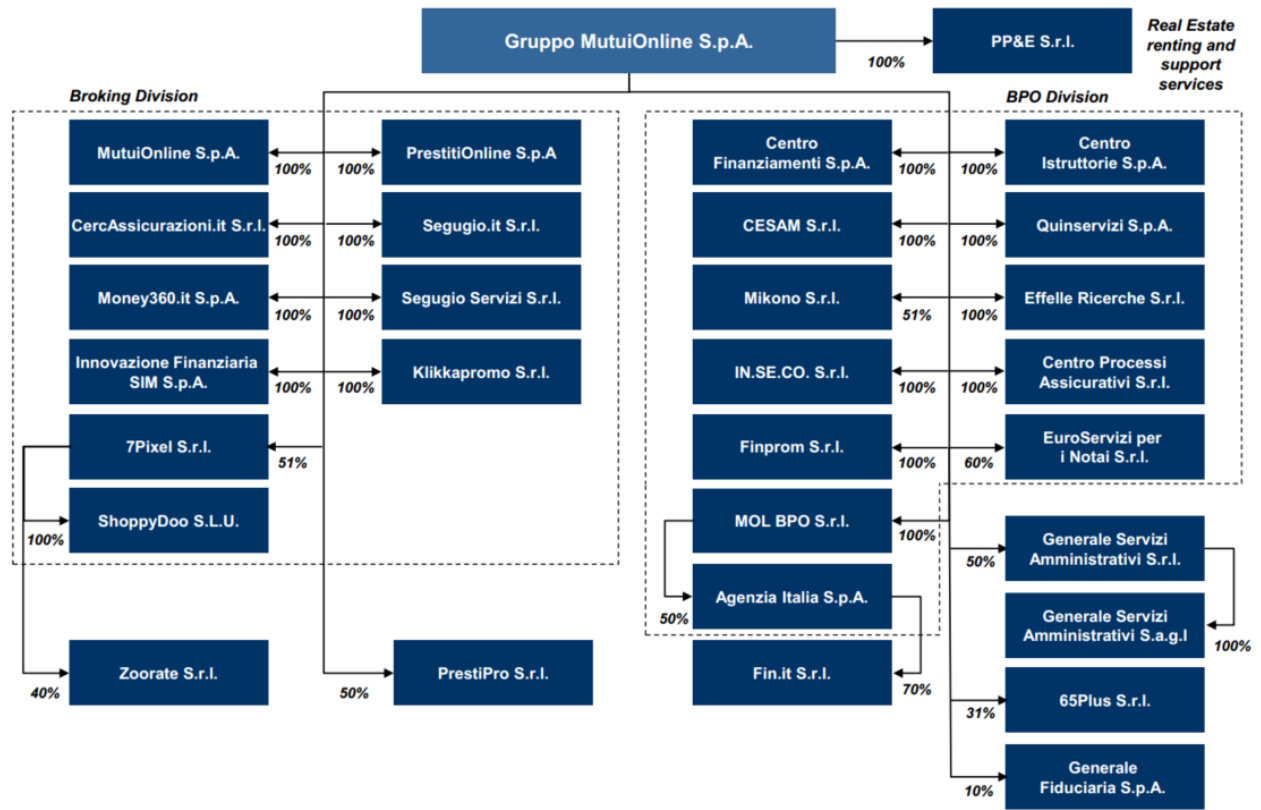
The Issuer operates through the following wholly-owned subsidiaries:

- MutuiOnline S.p.A., Money360.it S.p.A., PrestitiOnline S.p.A., CercAssicurazioni.it S.r.l., Segugio.it S.r.l., Segugio Servizi S.r.l., 7Pixel S.r.l., ShoppyDoo S.L.U. (a company with registered office in Spain), Klikkapromo S.r.l. and Innovazione Finanziaria SIM S.p.A.: companies operating in the market for the online comparison, promotion and intermediation of products provided by financial institutions and e-commerce operators to retail consumers; together they represent the **Broking Division** of the Group;
- Centro Istruttorie S.p.A., Centro Finanziamenti S.p.A., Quinservizi S.p.A., CESAM S.r.l., Mikono S.r.l., Effelle Ricerche S.r.l., Centro Processi Assicurativi S.r.l., EuroServizi per i Notai S.r.l., IN.SE.CO. S.r.l., MOL BPO S.r.l., Agenzia Italia S.p.A., and Finprom S.r.l. (a company with registered office in Romania): companies operating in the Italian market for the provision of complex business process outsourcing services for the financial sector; together they represent the **BPO** (i.e. Business Process Outsourcing) **Division** of the Group;
- PP&E S.r.l.: a company providing real estate renting and support services to the other Italian subsidiaries of the Issuer.

In addition, the Issuer holds a 50% stake of the share capital of the joint venture Generale Servizi Amministrativi S.r.l., a 31% stake of the share capital of 65Plus S.r.l., a 50% stake of the share capital of the joint venture PrestiPro S.r.l. and a 10% stake of the share capital of Generale Fiduciaria S.p.A.. Finally, the Group holds, by means of the subsidiary 7Pixel S.r.l., a 40% stake of the share capital of Zoorate S.r.l..

On April 16, 2018, the Issuer acquired from the Finanziaria Internazionale group a participation equal to 50% of the share capital of Agenzia Italia S.p.A., a company with a leadership position in the provision of outsourced services for leasing and long-term rental operators. The total consideration paid for the acquisition, which provides governance rights allowing a full consolidation in the Group results, is equal to Euro 25,000 thousand. The acquisition was carried out through MOL BPO S.r.l., a newly incorporated subsidiary of the Issuer.

Finally, it is worth pointing out that following such transaction, the Group indirectly holds a participation in Fin.it S.r.l., a company owned at 70% by Agenzia Italia S.p.A.. Nevertheless, based on the shareholders’ agreement, the Group currently does not exercise control over Fin.it S.r.l.. Therefore, such participation is evaluated with the equity method.



3. CONSOLIDATED FINANCIAL STATEMENTS

3.1. Income statement

3.1.1. Quarterly consolidated income statement

<i>(euro thousand)</i>	Three months ended				
	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017
Revenues	43,885	47,638	37,770	40,673	33,457
Other income	1,196	972	609	1,074	667
Capitalization of internal costs	158	346	202	250	186
Services costs	(17,527)	(16,903)	(13,986)	(13,909)	(12,537)
Personnel costs	(14,109)	(15,512)	(12,052)	(13,788)	(10,866)
Other operating costs	(1,210)	(1,536)	(1,266)	(1,253)	(1,056)
Depreciation and amortization	(1,426)	(1,556)	(1,561)	(1,856)	(1,726)
Operating income	10,967	13,449	9,716	11,191	8,125
Financial income	137	94	9	49	37
Financial expenses	(324)	(607)	(254)	(227)	(149)
Income/(Losses) from investments	110	64	(118)	(188)	(24)
Income/(Expenses) from financial assets/liabilities	(214)	(21)	(799)	(210)	(6)
Net income before income tax expense	10,676	12,979	8,554	10,615	7,983
Income tax expense	(2,438)	(2,530)	(2,408)	(2,585)	(2,436)
Net income	8,238	10,449	6,146	8,030	5,547

3.1.2. Consolidated income statement for the three months ended September 30, 2018 and 2017

<i>(euro thousand)</i>	Three months ended		Change	%
	September 30, 2018	September 30, 2017		
Revenues	43,885	33,457	10,428	31.2%
Other income	1,196	667	529	79.3%
Capitalization of internal costs	158	186	(28)	-15.1%
Services costs	(17,527)	(12,537)	(4,990)	39.8%
Personnel costs	(14,109)	(10,866)	(3,243)	29.8%
Other operating costs	(1,210)	(1,056)	(154)	14.6%
Depreciation and amortization	(1,426)	(1,726)	300	-17.4%
Operating income	10,967	8,125	2,842	35.0%
Financial income	137	37	100	270.3%
Financial expenses	(324)	(149)	(175)	117.4%
Income/(Losses) from participations	110	(24)	134	558.3%
Income/(Expenses) from financial assets/liabilities	(214)	(6)	(208)	-3466.7%
Net income before income tax expense	10,676	7,983	2,693	33.7%
Income tax expense	(2,438)	(2,436)	(2)	0.1%
Net income	8,238	5,547	2,691	48.5%
Attributable to:				
Shareholders of the Issuer	8,255	5,288	2,967	56.1%
Minority interest	(17)	259	(276)	-106.6%

3.1.3. Consolidated income statement for the nine months ended September 30, 2018 and 2017

<i>(euro thousand)</i>	Nine months ended		Change	%
	September 30, 2018	September 30, 2017		
Revenues	129,293	112,122	17,171	15.3%
Other income	2,777	1,852	925	49.9%
Capitalization of internal costs	706	699	7	1.0%
Services costs	(48,416)	(41,316)	(7,100)	17.2%
Personnel costs	(41,673)	(35,962)	(5,711)	15.9%
Other operating costs	(4,012)	(3,621)	(391)	10.8%
Depreciation and amortization	(4,543)	(5,223)	680	-13.0%
Operating income	34,132	28,551	5,581	19.5%
Financial income	240	121	119	98.3%
Financial expenses	(1,185)	(624)	(561)	89.9%
Income/(Expenses) from participations	56	(20)	76	380.0%
Income/(Expenses) from financial assets/liabilities	(1,034)	(30)	(1,004)	-3346.7%
Net income before income tax expense	32,209	27,998	4,211	15.0%
Income tax expense	(7,376)	(8,506)	1,130	-13.3%
Net income	24,833	19,492	5,341	27.4%
Attributable to:				
Shareholders of the Issuer	24,320	18,887	5,433	28.8%
Minority interest	513	605	(92)	-15.2%

3.2. Balance sheet

3.2.1. Consolidated balance sheet as of September 30, 2018 and December 31, 2017

<i>(euro thousand)</i>	As of		Change	%
	September 30, 2018	December 31, 2017		
ASSETS				
Intangible assets	98,999	49,611	49,388	99.6%
Property, plant and equipment	16,251	14,683	1,568	10.7%
Associates measured with equity method	2,388	1,986	402	20.2%
Non-current financial assets held to maturity	3,385	-	3,385	N/A
Deferred tax assets	-	1,676	(1,676)	-100.0%
Other non-current assets	597	603	(6)	-1.0%
Total non-current assets	121,620	68,559	53,061	77.4%
Cash and cash equivalents	93,925	76,569	17,356	22.7%
Current financial assets held to maturity	-	920	(920)	-100.0%
Trade receivables	73,770	45,523	28,247	62.0%
Contract work in progress	-	305	(305)	-100.0%
Tax receivables	7,735	805	6,930	860.9%
Other current assets	5,859	3,635	2,224	61.2%
Total current assets	181,289	127,757	53,532	41.9%
TOTAL ASSETS	302,909	196,316	106,593	54.3%
LIABILITIES AND SHAREHOLDERS' EQUITY				
Equity attributable to the shareholders of the Issuer	90,987	80,042	10,945	13.7%
Minority interest	8,863	8,350	513	6.1%
Total shareholders' equity	99,850	88,392	11,458	13.0%
Long-term debts and other financial liabilities	123,484	25,262	98,222	388.8%
Provisions for risks and charges	1,528	1,467	61	4.2%
Defined benefit program liabilities	12,996	11,170	1,826	16.3%
Deferred tax liabilities	8,763	-	8,763	N/A
Other non current liabilities	2,426	2,446	(20)	-0.8%
Total non-current liabilities	149,197	40,345	108,852	269.8%
Short-term debts and other financial liabilities	13,274	30,052	(16,778)	-55.8%
Trade and other payables	20,749	15,784	4,965	31.5%
Tax payables	383	889	(506)	-56.9%
Other current liabilities	19,456	20,854	(1,398)	-6.7%
Total current liabilities	53,862	67,579	(13,717)	-20.3%
TOTAL LIABILITIES	203,059	107,924	95,135	88.1%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	302,909	196,316	106,593	54.3%

3.2.2. Consolidated balance sheet as of September 30, 2018 and June 30, 2018

<i>(euro thousand)</i>	As of		Change	%
	September 30, 2018	June 30, 2018		
ASSETS				
Intangible assets	98,999	99,684	(685)	-0.7%
Property, plant and equipment	16,251	15,970	281	1.8%
Associates measured with equity method	2,388	2,276	112	4.9%
Non-current financial assets held to maturity	3,385	3,606	(221)	-6.1%
Other non-current assets	597	601	(4)	-0.7%
Total non-current assets	121,620	122,137	(517)	-0.4%
Cash and cash equivalents	93,925	89,332	4,593	5.1%
Current financial assets held to maturity	-	880	(880)	-100.0%
Trade receivables	73,770	77,642	(3,872)	-5.0%
Tax receivables	7,735	5,330	2,405	45.1%
Other current assets	5,859	4,417	1,442	32.6%
Total current assets	181,289	177,601	3,688	2.1%
TOTAL ASSETS	302,909	299,738	3,171	1.1%
LIABILITIES AND SHAREHOLDERS' EQUITY				
Equity attributable to the shareholders of the Issuer	90,987	84,230	6,757	8.0%
Minority interest	8,863	9,055	(192)	-2.1%
Total shareholders' equity	99,850	93,285	6,565	7.0%
Long-term debts and other financial liabilities	123,484	117,433	6,051	5.2%
Provisions for risks and charges	1,528	1,436	92	6.4%
Defined benefit program liabilities	12,996	12,603	393	3.1%
Deferred tax liabilities	8,763	6,358	2,405	37.8%
Other non current liabilities	2,426	2,422	4	0.2%
Total non-current liabilities	149,197	140,252	8,945	6.4%
Short-term debts and other financial liabilities	13,274	21,362	(8,088)	-37.9%
Trade and other payables	20,749	22,896	(2,147)	-9.4%
Tax payables	383	1,012	(629)	-62.2%
Other current liabilities	19,456	20,931	(1,475)	-7.0%
Total current liabilities	53,862	66,201	(12,339)	-18.6%
TOTAL LIABILITIES	203,059	206,453	(3,394)	-1.6%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	302,909	299,738	3,171	1.1%

3.3. Net financial position

The following net financial position is calculated according with CONSOB communication N. DEM/6064293 dated July 28, 2006.

3.3.1. Net financial position as of September 30, 2018 and December 31, 2017

<i>(euro thousand)</i>	As of		Change	%
	September 30, 2018	December 31, 2017		
A. Cash and cash equivalents	93,925	76,569	17,356	22.7%
B. Other cash equivalents	-	-	-	N/A
C. Financial assets held to maturity or for trading	3,385	920	2,465	267.9%
D. Liquidity (A) + (B) + (C)	97,310	77,489	19,821	25.6%
E. Current financial receivables	1,225	-	1,225	N/A
F. Bank borrowings	(2,176)	(3)	(2,173)	N/A
G. Current portion of long-term borrowings	(11,098)	(30,049)	18,951	-63.1%
H. Other short-term borrowings	-	-	-	N/A
I. Current indebtiness (F) + (G) + (H)	(13,274)	(30,052)	16,778	-55.8%
J. Net current financial position (D) + (E) + (I)	85,261	47,437	37,824	79.7%
K. Non-current portion of long-term bank borrowings	(85,123)	(25,262)	(59,861)	237.0%
L. Bonds issued	-	-	-	N/A
M. Other non-current borrowings	(38,361)	-	(38,361)	N/A
N. Non-current indebtiness (K) + (L) + (M)	(123,484)	(25,262)	(98,222)	388.8%
O. Net financial position (J) + (N)	(38,223)	22,175	(60,398)	-272.4%

3.3.2. Net financial position as of September 30, 2018 and June 30, 2018

<i>(euro thousand)</i>	As of		Change	%
	September 30, 2018	June 30, 2018		
A. Cash and cash equivalents	93,925	89,332	4,593	5.1%
B. Other cash equivalents	-	-	-	N/A
C. Financial assets held to maturity or for trading	3,385	4,486	(1,101)	-24.5%
D. Liquidity (A) + (B) + (C)	97,310	93,818	3,492	3.7%
E. Current financial receivables	1,225	1,312	(87)	-6.6%
F. Bank borrowings	(2,176)	(4,538)	2,362	-52.0%
G. Current portion of long-term borrowings	(11,098)	(16,824)	5,726	-34.0%
H. Other short-term borrowings	-	-	-	N/A
I. Current indebtedness (F) + (G) + (H)	(13,274)	(21,362)	8,088	-37.9%
J. Net current financial position (I) + (E) + (D)	85,261	73,768	11,493	15.6%
K. Non-current portion of long-term bank borrowings	(85,123)	(79,282)	(5,841)	7.4%
L. Bonds issued	-	-	-	N/A
M. Other non-current borrowings	(38,361)	(38,151)	(210)	0.6%
N. Non-current Indebteness (K) + (L) + (M)	(123,484)	(117,433)	(6,051)	5.2%
O. Net financial position (J) + (N)	(38,223)	(43,665)	5,442	12.5%

4. EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS

4.1. Accounting principles and general valuation criteria

This consolidated interim report on operations refers to the period from July 1, 2018 to September 30, 2018 (“**third quarter 2018**”) and has been prepared pursuant to Art. 154-ter of Consolidated Finance Law, introduced by Legislative Decree 195/2007, in accordance with CONSOB Communication DEM/8041082 dated April 30, 2008.

The valuation criteria and the income statement and balance sheet structures used for the preparation of this consolidated interim report on operations are the same used for the preparation of the consolidated financial report of Gruppo MutuiOnline S.p.A. as of and for the year ended December 31, 2017, except for the adoption, starting from January, 1 2018, of the standards IFRS 15 “Revenue from contracts with customers” and IFRS 9 “Financial instruments”. Please refer to the consolidated financial report as of December 31, 2017 for a description of those standards.

Moreover, with the adoption of IFRS 15, the Group has opted for the application of the “Cumulative Effect Method”, according to which the cumulated effects from the application of the new standard are booked as adjustment to the opening balance of shareholders’ equity. The comparison figures are not restated while the figures for this reporting period are shown applying IFRS 15. The effects deriving from the adoption of the standard to the opening balance of shareholders’ equity are shown below:

<i>(Euro thousand)</i>	Asset Management BPO - Linearization of selling price	Mortgage BPO - Revenues according to the satisfaction of the contractual obligations	Total
Trade receivables	(344)	692	348
Contract work in progress	-	(305)	(305)
Deferred tax assets	96	-	96
Deferred tax liabilities	-	(120)	(120)
Retained earnings	248	(267)	(19)

Moreover, in addition to what is described in the consolidated financial statement as of and for the year ended December 31, 2017 regarding business combinations, the Group, based on shareholders’ agreements related to the acquisition of Agenzia Italia S.p.A., considers applicable IAS 32 rather than IFRS 10, and in any case it decided to give precedence to IAS 32 over IFRS 10, by recognizing in the consolidated financial statement the financial liability related to the put/call option over the shares not yet purchased, without recognizing non-controlling interest. According to such approach, the business combination is accounted on the basis of the assumption that the Group could get economic benefits also on shares under the put/call option. No non-controlling interest is recognized when the acquirer determines the goodwill to recognize following the acquisition.

4.2. Consolidation area

All the companies controlled by Gruppo MutuiOnline S.p.A. are consolidated in this interim report on a line-by-line basis, while associated companies are consolidated with the equity method.

The consolidation area, compared to June 30, 2018, date of reference for the consolidated half year financial report approved by the Board of Directors on September 6, 2018 and published afterwards, has not changed.

4.3. Comments to the most significant changes in the consolidated financial statements

4.3.1. *Income statement*

Revenues for the three months ended September 30, 2018 are equal to Euro 43.9 million, with an increase of 31.2% compared to the same period of the previous financial year. Revenues for the nine months ended September 30, 2018 are Euro 129.3 million, with an increase of 15.3% compared to the same period of the previous financial year. For details of the Divisions' contribution to revenues, please refer to section 4.4.1.

Services costs for the three months and the nine months ended September 30, 2018, show respectively an increase of 39.8% and 17.2% compared to the same periods of the previous financial year. Such growth is mainly due to the increase of marketing expenditures and to the enlargement of the scope of consolidation, following the acquisition of Agenzia Italia S.p.A..

Personnel costs for the three months ended and the nine months ended September 30, 2018 show respectively an increase of 29.8% and 15.9% if compared to the same periods of the previous financial year. Such growth is mainly due to the enlargement of the scope of consolidation.

Other operating costs, mainly represented by costs for non-deductible VAT, for the three months and the nine months ended September 30, 2018, show respectively an increase of 14.6% and 10.8% if compared to the same periods of the previous financial year.

Depreciation and amortization for the three months and the nine months ended September 30, 2018 show respectively a decrease of 17.4% and of 13.0% compared to the same periods of the previous financial year.

Therefore, the operating income for the three months and the nine months ended September 30, 2018 shows respectively an increase of 35.0% and 19.5% if compared to the same periods of the previous financial year.

During the three and the nine months ended September 30, 2018, the net financial result shows a negative balance mainly due to the interest costs on the outstanding loans, and to the expenses deriving from the evaluation of the financial liability for the earn out, paid during the period, for the acquisition of the participation in IN.SE.CO. S.r.l..

4.3.2. *Balance sheet*

Cash and cash equivalents as of September 30, 2018 show an increase compared to June 30, 2018, attributable to operating cash generation. Cash and cash equivalents compared to December 31, 2017 show a growth due to operating cash generation, to the loans obtained from Mediocredito Italiano S.p.A., Crédit Agricole Cariparma S.p.A. and Banca Popolare di Milano S.p.A., partially offset by the liquidity absorbed by the acquisition of 50% of share capital of Agenzia Italia S.p.A., by the payment of dividends and by the early repayment of the existing loans.

Financial liabilities as of September 30, 2018 show a significant increase compared to December 31, 2017, due to the subscription of the above-mentioned loans, and to the recognition of the estimated liability for the exercise of the put/call option for the residual participation of 50% of Agenzia Italia S.p.A., for Euro 38,361 thousand.

Intangible assets as of September 30, 2018 show a significant increase compared to December 31, 2017, mainly due to the provisional goodwill, related to the purchase of the controlling participation in Agenzia Italia S.p.A., for an amount equal to Euro 51,131 thousand.

Trade receivables and liabilities as of September 30, 2018 show a growth compared to December 31, 2017, primarily due to the entry of Agenzia Italia S.p.A. into the consolidation area. The change compared to June 30, 2018 and to December 31, 2017, net of the change in the consolidation area, is not significant.

The other balance sheet items as of September 30, 2018, compared to December 31, 2017, and to June 30, 2018, do not show significant changes.

4.3.3. Net financial position

The net financial position as of September 30, 2018 shows a negative cash balance and a significant decrease compared to December 31, 2017, mainly attributable to the cash absorption for the acquisition of Agenzia Italia S.p.A., for the recognition of the estimated financial liability for the exercise of the put/call option for the residual participation of 50% of Agenzia Italia S.p.A., and for the payment of dividends, partially offset by the cash generated by operating activities.

The net financial position as of September 30, 2018 shows however an improvement if compared to June 30, 2018, due to the cash generated by operating activities in the period.

4.4. Segment reporting

The primary segment reporting is by business segments, where the two business segments identified are the Broking and BPO Divisions (the “**Divisions**”).

The following is a description of revenues and operating income by Division.

4.4.1. Revenues by Division

<i>(euro thousand)</i>	Three months ended		Change	%
	September 30, 2018	September 30, 2017		
Broking Division revenues	18,162	14,681	3,481	23.7%
BPO Division revenues	25,723	18,776	6,947	37.0%
Total revenues	43,885	33,457	10,428	31.2%

<i>(euro thousand)</i>	Nine months ended		Change	%
	September 30, 2018	September 30, 2017		
Broking Division revenues	55,353	48,795	6,558	13.4%
BPO Division revenues	73,940	63,327	10,613	16.8%
Total revenues	129,293	112,122	17,171	15.3%

Total revenues for the three months and the nine months ended September 30, 2018 increase respectively by 31.2% and 15.3% compared to the same periods of the previous financial year. Revenues of the Broking Division increase respectively by 23.7% and 13.4% in the three months and the nine months ended September 30, 2018 compared to the same periods of the previous financial year, while revenues of the BPO Division increase respectively by 37.0% and 16.8% in the three months and the nine months ended September 30, 2018 compared to the same periods of the previous financial year.

As regards the Broking Division, we highlight the revenue growth of Mortgage Broking and Insurance Broking, both in the three months and the nine months ended September 30, 2018, compared to the same periods of the previous financial year, and the contraction at a double-digit rate of the revenues of E-Commerce Price Comparison, mainly due to the drop of free organic traffic from the Google search engine.

As regards the BPO Division, the increase of revenues, both in the three months and the nine months ended September 30, 2018, compared to the same periods of the previous financial year, is mainly due to the addition of the BPO Leasing/Rental business line, following the acquisition of Agenzia Italia S.p.A., and secondly to the increase of Insurance BPO revenues, partially offset by the drop of the Mortgage BPO revenues, mainly attributable to the progressive decrease of para-notarial services related to remortgages. In this respect, it is worth pointing out that, regarding the growth of Insurance BPO revenues, such increase is related to the credit collection activities performed on behalf of insurance companies, for which the timing of payments is contractually deferred compared to the effective provision of the service, and is due to a new estimation of the implicit financial impact of such transactions.

4.4.2. Operating income by Division

The following table displays the operating income by Division for the three and the nine months ended September 30, 2018 and 2017. The allocation of the costs incurred by the Issuer and by PP&E S.r.l. for the benefit of each Division is based on the relevant Italian headcount at the end of the period.

<i>(euro thousand)</i>	Three months ended		Change	%
	September 30, 2018	September 30, 2017		
Broking Division operating income	4,494	3,279	1,215	37.1%
BPO Division operating income	6,473	4,846	1,627	33.6%
Total operating income	10,967	8,125	2,842	35.0%

<i>(euro thousand)</i>	Nine months ended		Change	%
	September 30, 2018	September 30, 2017		
Broking Division operating income	16,615	12,038	4,577	38.0%
BPO Division operating income	17,517	16,513	1,004	6.1%
Total operating income	34,132	28,551	5,581	19.5%

4.5. DIRECTORS' REPORT ON OPERATIONS AND SIGNIFICANT EVENTS

4.6. Evolution of the Italian residential mortgage market

In the third quarter 2018, the residential mortgage market is slightly up year on year, due to progressive growth of purchase mortgages, accompanied by a momentary recovery of refinancing activity.

Data from Assofin, an industry association which represents the main lenders active in the sector, show a year on year increase of gross new mortgage originations of 14.7% in July, of 6.6% in August and of 19.8% in September 2018, explained by growth of purchase mortgage volumes of around

10% and a stronger acceleration of mortgages with other purposes; according to the Assofin panel, mortgages for purposes different from house purchase, i.e. mainly re-financings, represent 28.0% of total gross originations in the third quarter of 2018. Data from CRIF, a company which manages the main credit bureau in Italy, show in the last months a year on year increase in the number of credit report inquiries for mortgages, equal to 4.6% in August, to 5.8% in September and to 5.7% in October 2018; nevertheless, in the first ten months of 2018 such figure is down 0.9% year on year.

For the last part of the year, we expect a continuation of the ongoing trends, with an increase of purchase mortgages together with a temporary recovery of re-mortgages. The main risk for such scenario is represented by the uncertainty about the evolution of financial markets, potentially capable to affect negatively both the supply and the demand for mortgages.

4.7. Broking Division Performance

In the third quarter, the Broking Division records strongly increasing results year on year, thanks to the positive contribution of all the business lines, with the exception of E-Commerce Price Comparison, which is contracting.

In particular, in the third quarter 2018, the activity of Mortgage Broking continues to record a strong year on year growth both in term of applications inflow and of brokered mortgages. The continuation of such trend seems to be due to the persistence of market conditions favorable to the comparison of offers by consumers.

The trend of Consumer Loan Broking shows a stabilization of year on year volumes and revenues, after the drop in the first half of the year resulting from the optimization of online marketing expenses. For the following months, it is possible to assume the continuation of such trend.

As regards Insurance Broking, in the third quarter 2018 we confirm a progressive acceleration of brokered policy volumes and related revenues. As regards the evolution of the insurance cycle, the long phase of soft market with decreasing prices seems to be over, even if clear signals of a reversal of the insurance cycle are still missing.

With regards to E-Commerce Price Comparison, we confirm the deterioration of organic traffic. The TV advertising campaign started in July 2018 amplifies as expected the worsening of the operating margin. We continue to improve the product, increasing functionality and content. We assume that the actions put in place could revert the current unfavorable trend by the first half of 2019.

Finally, the development of the other initiatives of Broking Division continues positively, with the exception of the mobile couponing activity, which is in a phase of strategic rethinking.

4.8. BPO Division Performance

Results of the BPO Division are up 16.8% year on year in the first nine months of 2018, with a level of profitability equal to 23.7%, in line with long term targets. The same trends are foreseeable also in the expected overall results in 2018.

It is worth pointing out that such positive result is due to the consolidation of Agenzia Italia S.p.A. starting from the second quarter of 2018. On the contrary, on a like-for-like basis, the Division would have shown a decrease of turnover of around 5% year on year, coherently with expectations.

Such decrease is due to the year on year contraction of Mortgage BPO, which continues in the third quarter, even if in a less pronounced way compared to the first half of the year, and whose reasons

are the contraction of the para-notary business linked to remortgages and the termination of some contracts with low profitability. We confirm for Mortgage BPO expected 2018 results lower than those of 2017, but in line with 2016.

In the third quarter 2018, CQS BPO is up year on year, keeping revenues of the first nine months of the year in line with those of the same period of 2017.

Asset Management BPO continues its slight growth, while Insurance BPO accelerates, thanks above all to the contribution of credit collection services.

The new Leasing/Rent BPO business line, consisting of Agenzia Italia S.p.A., is consolidated in the Division only starting from the second quarter of the year and it did not exist in 2017. Revenues of such company are however up double digit year on year, both in the quarter and in the nine months.

5. DECLARATION OF THE MANAGER RESPONSIBLE FOR PREPARING THE COMPANY'S FINANCIAL REPORTS

Declaration Pursuant to Art. 154/bis, Paragraph 2 – Part IV, Title III, Chapter II, Section V-bis, of Italian Legislative Decree No. 58 of 24 February 1998: “Consolidated Law on Financial Brokerage Pursuant to Articles 8 and 21 of Italian Law No. 52 of 6 February 1996”

Regarding: Consolidated interim report on operations for the three months ended September 30, 2018, issued on November 12, 2018

I, the undersigned, Francesco Masciandaro, the manager responsible for preparing the financial reports of Gruppo MutuiOnline S.p.A. hereby

CERTIFY

in accordance with the second paragraph of Art. 154-bis, Part IV, Title III, Chapter II, Section V-bis of Italian Legislative Decree No. 58 of 24 February 1998, that to the best of my knowledge, the consolidated interim report on operations for the three months ended September 30, 2018 corresponds with the accounting documents, ledgers and records.

Francesco Masciandaro

Gruppo MutuiOnline S.p.A.