

MEDIOBANCA

3Q19/9M results as at 31 March 2019

9M RESULTS MARKED BY GROWTH

Milan, 9 May 2019



MEDIOBANCA

AGENDA

Section 1. Group results as at March 2019

Section 2. Messier Maris & Associés

Section 3. Closing remarks

Annexes

1. Quarterly segmental reporting tables
2. Glossary



MEDIOBANCA

GROWTH PATH CONTINUES

9M results as at March 2019

Section 1

9M results show record high revenues, GOP and ROTe

Growth in TFAs (to €68bn, up 8% YoY) supported by €5.1bn of NNM in last 9M

Growth in loans (to €43bn up 8% YoY)

Growth in funding (to €52bn, up 8% YoY, NSFR at 107%) with cost under control

Growth in revenues (to €1,884m, up 5% YoY) with NII (up 3%) and client trading (up 21%) higher, fees resilient

Growth in GOP risk adj. (up 7% YoY to €870m)

Net profit at €626m - ROTe 10%

Last 3M results impacted by conflicting factors:

markets bounced back, but capital markets activity has been soft and households risk adverse

Revenues slowed (down 5% QoQ to €607m), costs of funding, of risk and efficiency preserved

High capital generation: CET1 ratio up to 14.3%¹ (by 40bps QoQ)

Strong TFAs growth (up 5% QoQ with €1.7bn NNM in last 3M), loans up (1% QOQ)

Asset quality improved further (gross NPLs/loans down to 4.2%, Texas ratio down to 12%)

MREL requirements target fully addressed (MREL target at 21.4% of RWA vs. MREL liabilities/RWA at 40%)

Mediobanca accretive value cycle fostered further by MMA partnership

1. Managerial calculation as at March 19 differs from that stated in the Common Reporting (COREP), as it includes the result for the period (not subject to authorization pursuant to Article 26 CRR), which accounts for approx. 25bps of CET1, the application of Danish Compromise (see glossary for details), which accounts for approx. 120bps of CET1 and not deducting approx. 20bps of IFRS9.



STRONG ACHIEVEMENTS ON ASSET AND LIABILITIES SIDE...

9M results as at March 2019

Section 1

GROWTH IN LOANS and NII

- ◆ **Loan book up to €43bn (up 8% YoY and 1% QoQ)**
 - ◆ WM: mortgages up 9% (new loans up 10%)
 - ◆ Consumer: loans up 5%, with selected new business (up 5%) and margins resilient
 - ◆ WB: loans up 9%, margin pressure ongoing, lower repayments offsetting selective new business
- ◆ **NII: up 3% YoY, down in 3Q19** (down 3% QoQ but up 1% QoQ vs last year) **due to seasonal factors and higher liquidity (pre-funding)**

FUNDING INCREASED FY20 PRE-FUNDING UNDERWAY

- ◆ **Funding up 8% to €52bn (up 2% QoQ)**
 - ◆ WM deposits at €23bn, up 25% YoY and 6% QoQ
 - ◆ Bonds at €19bn, stable QoQ with €2.6bn maturities refinanced @145bps (vs @ 200bps of expired)
 - ◆ TLTRO at €4bn (only 10% of loan book), with maturities well spread and starting from June20
- ◆ **CoF under control: down to 80bps** (below FY18 90bps)
- ◆ **LCR at 186%, NSFR at 107%**

GROWTH in TOTAL FINANCIAL ASSETS

- ◆ **WM: TFA up 5% QoQ to €68bn, €5.1bn NNM in 9M19 and €1.7bn in 3Q19**
 - ◆ Affluent: €2.3bn NNM in 9M and €1.3bn in 3Q (60:40 due to prop and FA network); TFAs at €25bn
 - ◆ Private/AM: €2.8bn NNM in 9M and almost €0.5bn in 3Q; TFAs at €43bn

STRONG CAPITAL and LOW RISK PROFILE

- ◆ **CET1 up 40bps QoQ to 14.3%¹ in part due to AIRB benefits on mortgage portfolio** (40bps or RWAs lower by €1.5bn), including Danish Compromise¹
- ◆ **Asset quality further improved:** NPL/Ls down to 4.2% gross and 1.8% net, Texas ratio down to 12%
- ◆ Unencumbered ECB eligible assets at €11bn
- ◆ **MREL eligible liabilities** at 40% of RWAs **well above MREL requirement target** of 21.4%

1. Managerial calculation as at March 19 differs from that stated in the Common Reporting (COREP), as it includes the result for the period (not subject to authorization pursuant to Article 26 CRR), which accounts for approx. 25bps of CET1, the application of Danish Compromise (see glossary for details), which accounts for approx. 120bps of CET1 and not deducting approx. 20bps of IFRS9.



...MATCHED WITH SIZEABLE INVESTMENTS IN DISTRIBUTION...

9M results as at March 2019

Section 1

WEALTH MANAGEMENT: ROAC 18%

- ◆ **Affluent:** sales force up to 750 professionals
- ◆ FAs network up to 319 (288 at Dec.18, and up 5x since June16)
- ◆ Proprietary franchise further strengthened (431)
- ◆ **Private:** positive collaboration with IB, MBPB on the most important money motion events in Italy
- ◆ **CMB:** Francesco Grosoli appointed as new CEO

CONSUMER BANKING: ROAC 31%

- ◆ **Branch network up to 196** (up 12%, 21 new branches opened in the last 12m, 18 of which run by agents)
- ◆ **Digital channel** representing 10% of new directly distributed personal loans
- ◆ **Robust new business up to €5.4bn** (up 5%), mainly driven by special purpose (up 13%), cars (up 11%), salary-backed (up 3%) and personal loans (up 2%)

CORPORATE & INVESTING BANKING: ROAC 15%

- ◆ **Messier Maris et Associés partnership established**, to reinforce M&A franchise
- ◆ CIB capital light revenues up by 30%
- ◆ slightly EPS-accretive (based on FY18 Group net profit of €864m)
- ◆ Specialty Finance: **NPLs purchase ongoing**

PRINCIPAL INVESTING: ROAC 15%

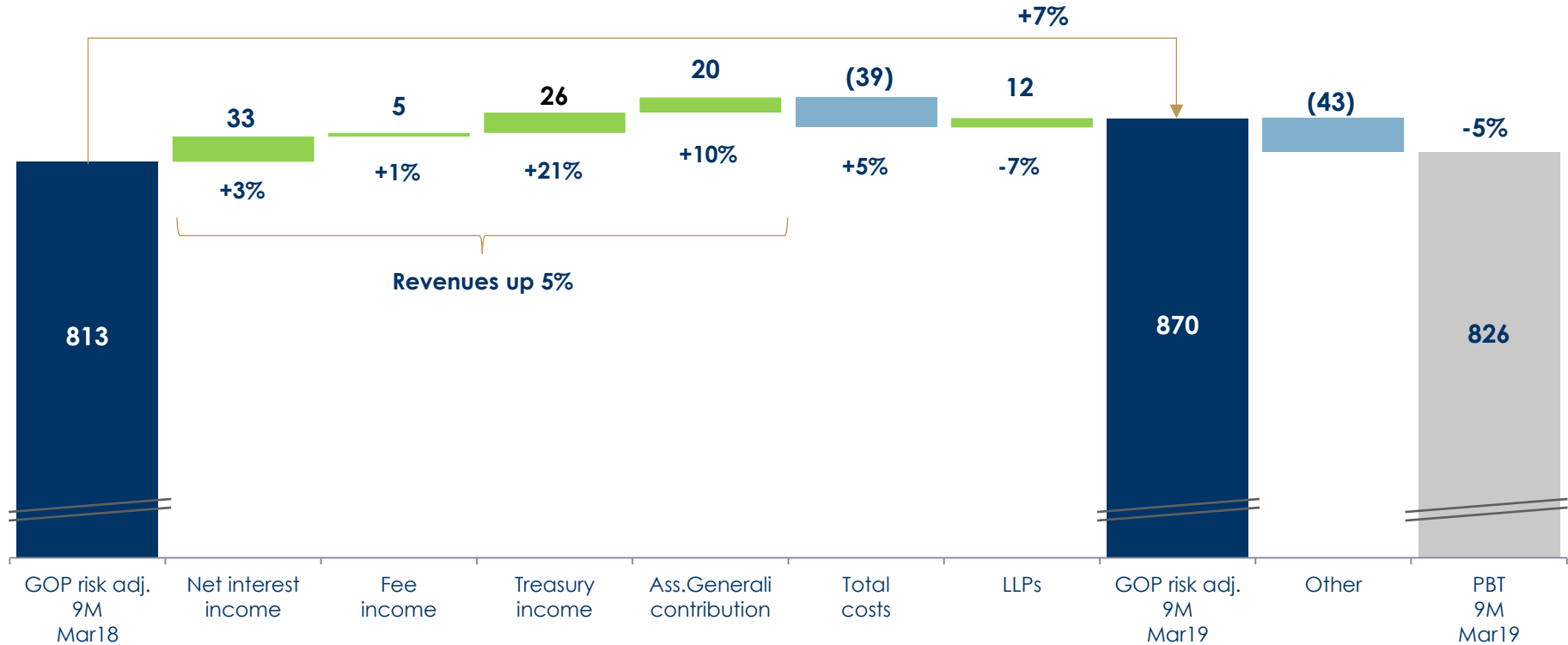
- ◆ **NAV growing:** up 6% to €3.3bn
- ◆ **Net profit at high levels** (€219m) due to solid AG contribution, also without gains on disposals
- ◆ **Regulation positive:** Danish compromise extended to Dec. 2024

... DROVE 7% INCREASE IN GOP...

9M results as at March 2019

Section 1

MB Group 9M19 gross operating profit after LLPs by source (€m)



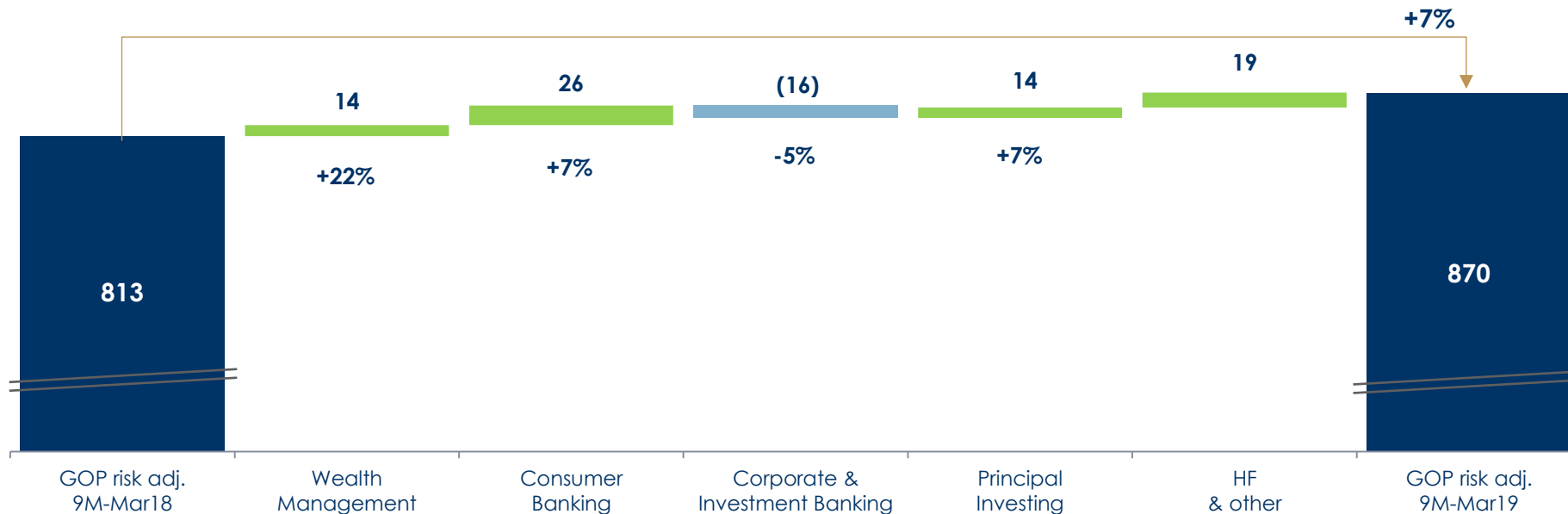
- ◆ **Group GOP up 7% YoY to €870m, driven by 5% revenue growth**, higher writebacks in WB and lower LLPs in Consumer Banking
- ◆ PBT down 5% YoY to €826m due merely to the absence of gains on equity disposals (€94m capital gains in 9M18 on former AFS shares)

...WITH POSITIVE CONTRIBUTIONS BY ALMOST ALL DIVISIONS

9M results as at March 2019

Section 1

MB Group operating profit by division (9M, €m)



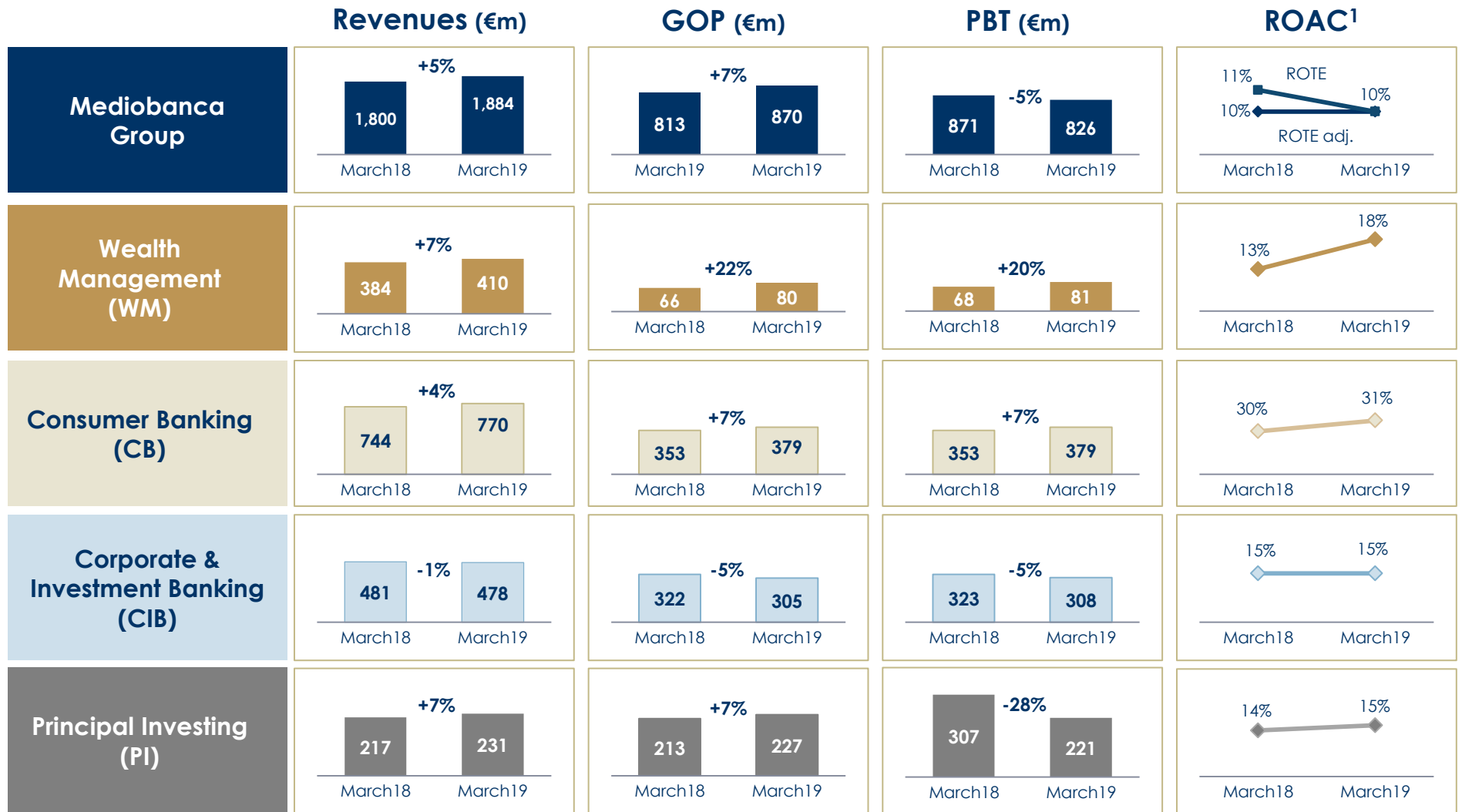
◆ **9M GOP up 7%:**

- ◆ **WM: GOP up 22% with strong NNM in Affluent/Premier and Private segments and low dependence on performance fees** offsetting negative market performance in 1H18 and low customer risk appetite
- ◆ **Consumer Banking: GOP up 7% on higher volumes and cost of risk at low levels (183bps)**
- ◆ **PI: GOP up 7%, with 9M18 AG higher contribution**
- ◆ **HF & other: GOP up by €19m on higher trading results and cost of funding under control**



GROUP ROTE @10% WITH CET1 @14.3% (UP40BPS YOY)

ALL DIVISIONS WITH HIGH-DOUBLE DIGIT ROAC



1) ROAC adjusted: based on average allocated K = 9% RWAs. RWAs are calculated with STD, apart from CIB corporate portfolio calculated with AIRB in FY18 and mortgages portfolio since 3Q19. Gains/losses from AFS disposals, impairments and positive/negative one-off items excluded, normalized tax rate = 33% , 25% for PB

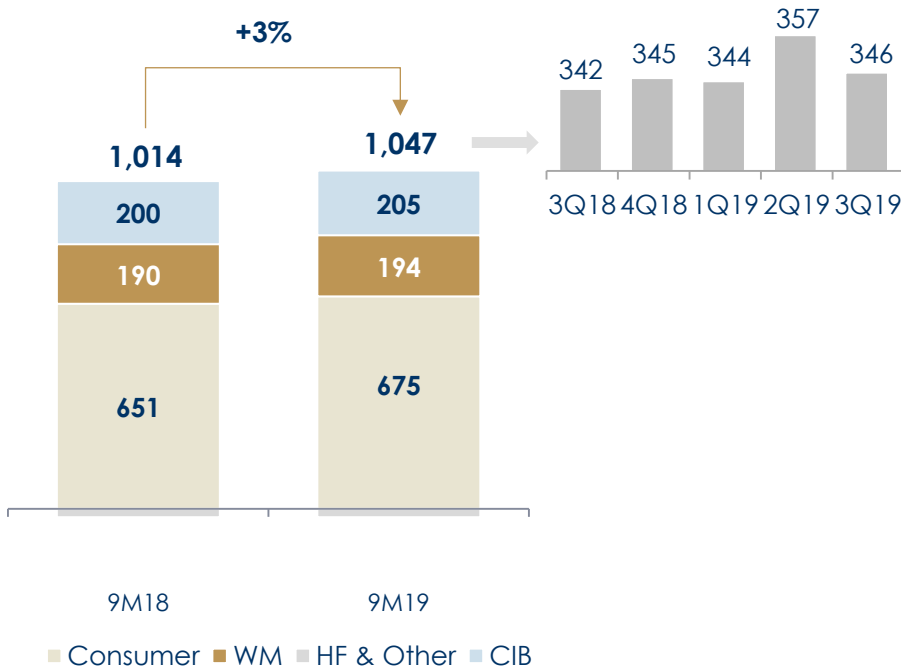


LONG-TERM GROWTH CONTINUING: NII UP 3%

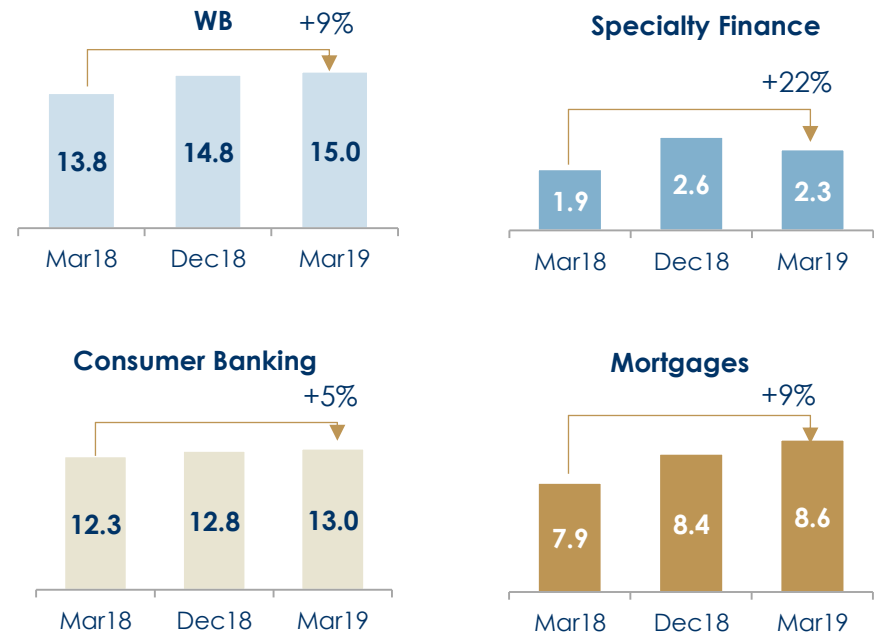
9M results as at March 2019

Section 1

NII by division (€m)



Loans by division (€bn)



- ◆ NII up 3% YoY on growing retail business
- ◆ 3Q NII came back to normalized level despite
 - ◆ prefunding FY20 started
 - ◆ abundant liquidity in HF
 - ◆ margin pressure in CIB ongoing

- ◆ Group loans up 8% YoY to €43.3bn with a positive YoY performance by all divisions
- ◆ Strong rating profile in WB, selective business
- ◆ Expanded activity in Consumer (€5.4bn of new business, up 5%) and Specialty Finance (€1.4bn GBV of NPLs acquired in 9M19, factoring loan book up 21% to €2bn)

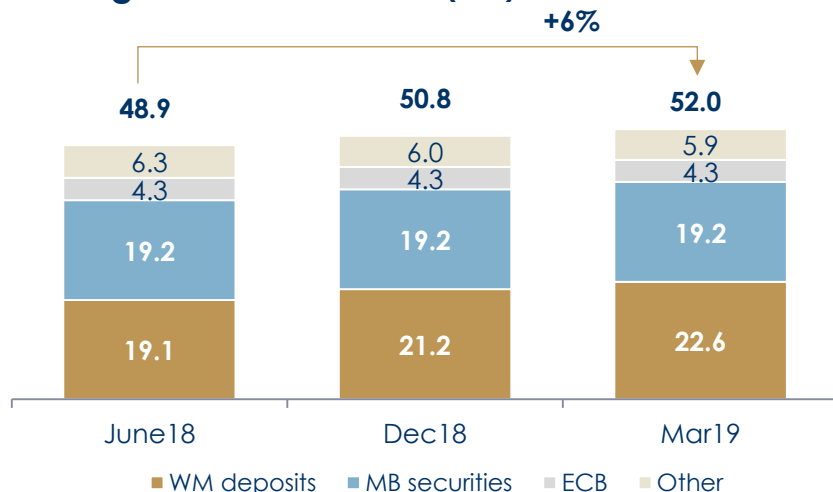


FUNDING PLAN COMPLETED AND COF UNDER CONTROL

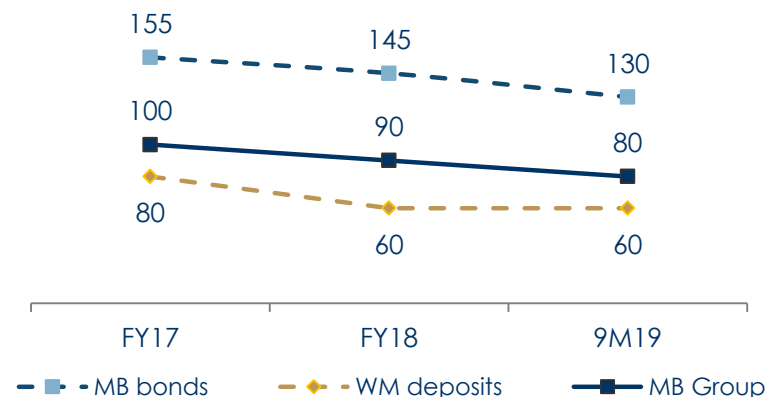
9M results as at March 2019

Section 1

Funding stock breakdown (€bn)



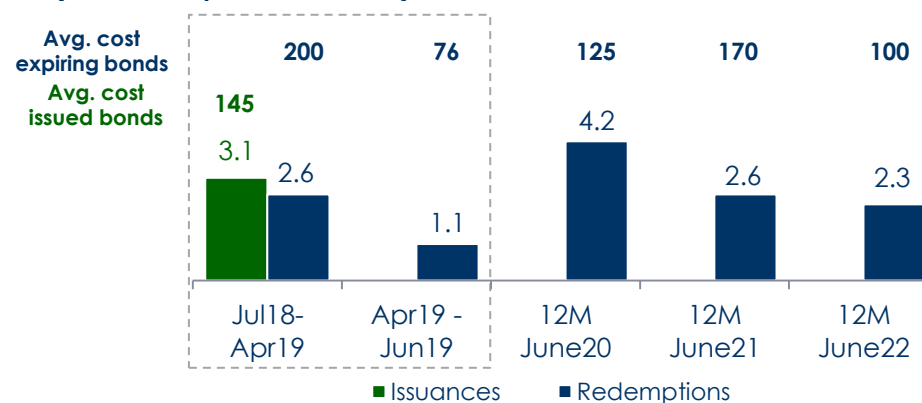
Avg. cost of funding trend (bps vs Eur3M)



◆ **Funding stock growth ongoing: up to €52bn in last 9M**

- ◆ WM deposits up €3.5bn to €22.6bn
- ◆ €2.6bn bonds expired (@200bps), €3.1bn refinanced (@145bps, including €0.5bn April issuance) through a mixture of ABS, covered and senior bonds
- ◆ Group CoF reduced (from 90bps to 80bps) unchanged even in 3Q, due to past expensive bond issues maturing and efficient blend of funding tools used (ABS and secured financing)
- ◆ **FY19 funding plan already completed, pre-funding of FY20 maturities underway**

MB securities issuances and redemptions
(€bn, CoF bps vs Euribor3M)

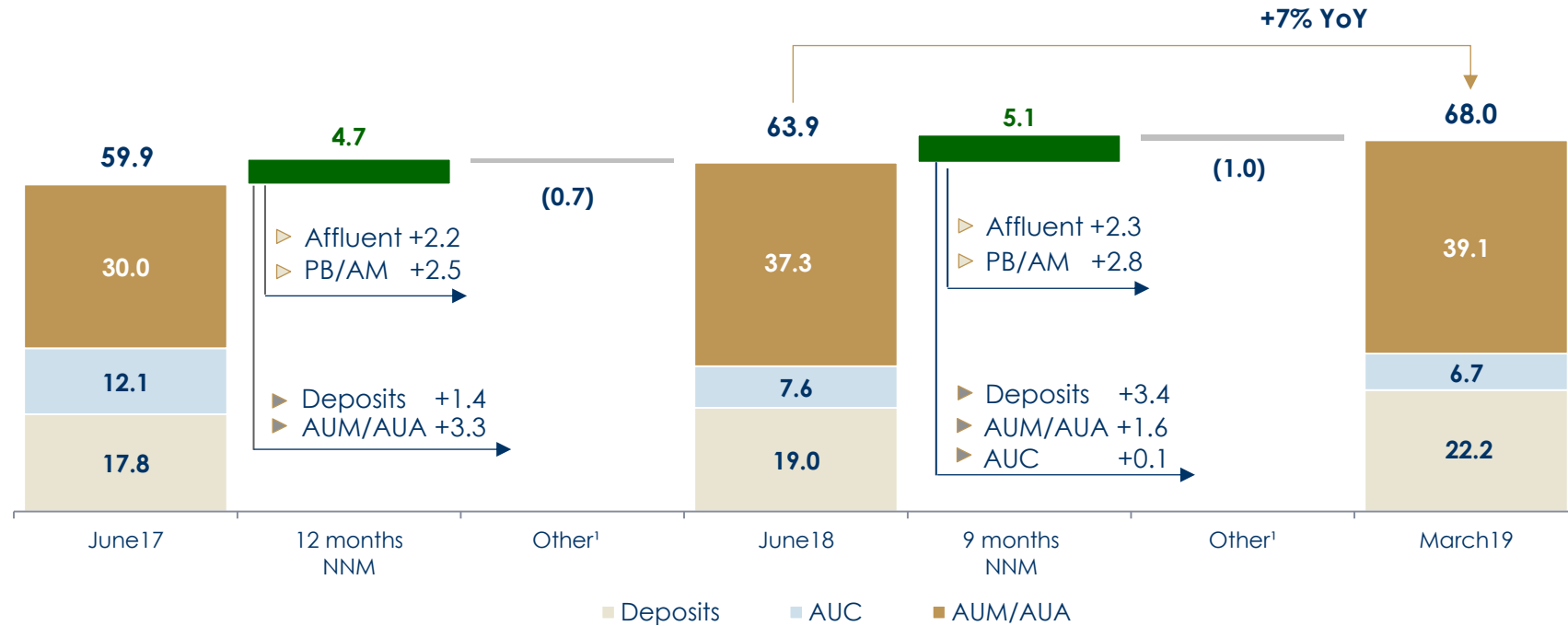


WM: STRONG NNM (€5BN IN 9M), TFAS UP 7% SINCE JUNE18

9M results as at March 2019

Section 1

Group TFAs trend (€bn)



◆ TFA up to €68bn in 9m (up 7%) due to:

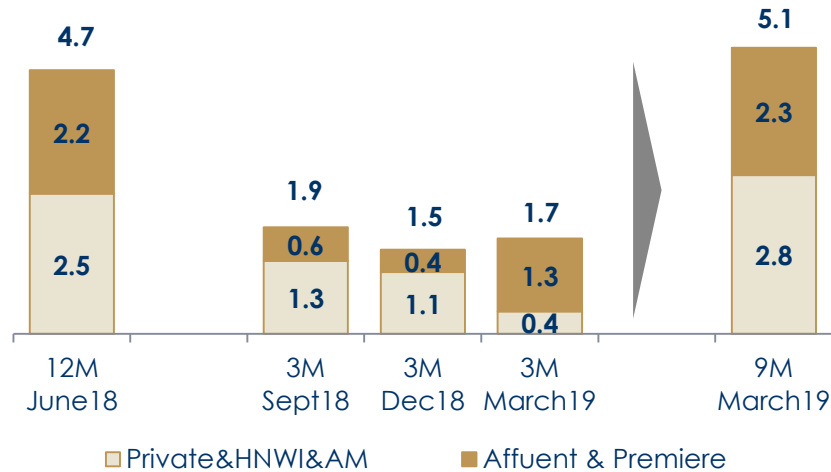
- ◆ €5.1bn NNM in 9M19 (vs €4.7bn in 12M FY18), ow €1.7bn in 3Q
- ◆ reduction of the negative market effect to €1.0bn (the positive market effect of the Q has offset by almost 2/3 the negative effect as at the end of December)
- ◆ Deposit growth remains strong, both in Affluent and Private

€5.1BN NNM IN 9M DESPITE ADVERSE MARKETS IN FIRST HALF

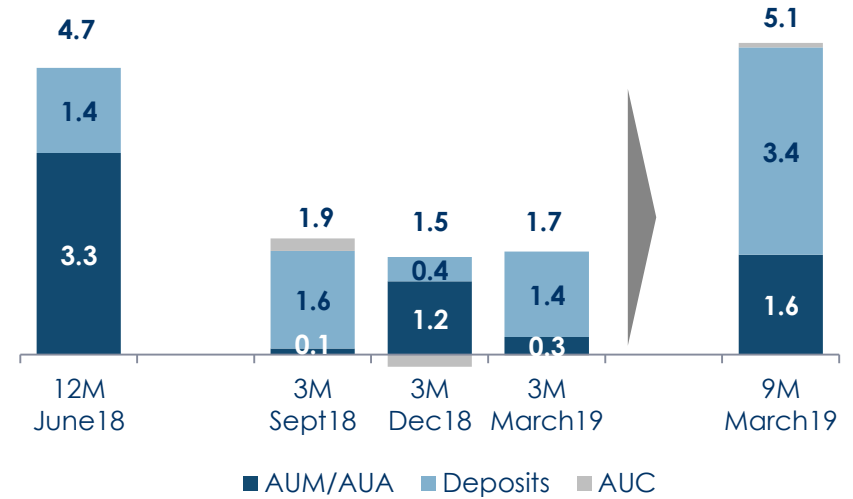
9M results as at March 2019

Section 1

Group TFAs NNM by customer segment (€bn)



Group TFAs NNM by product (€bn)



- ◆ **€5.1bn NNM in 9M19, above FY18 run rate, driven by both Affluent/Private segments**
 - ◆ **CheBanca!: €2.3bn with raising capacity accelerating sharply**, well balanced between FAs network and proprietary sales force
 - ◆ **PB: €2.8bn**, due to rebranding, synergies with IB and hiring of bankers

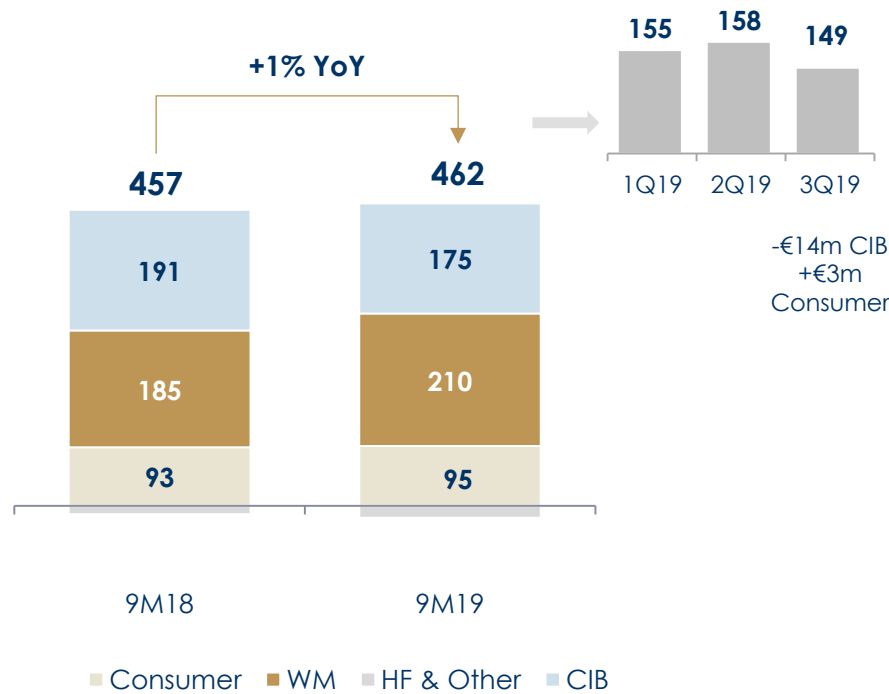
- ◆ **NNM well diversified between AUM/AUA and deposits, with 3Q showing sound deposit inflows**
 - ◆ AUA/AUM: €1.6bn
 - ◆ Deposits: €3.4bn

FEES RESILIENT, WEALTH MANAGEMENT AND CIB ADVISORY UP

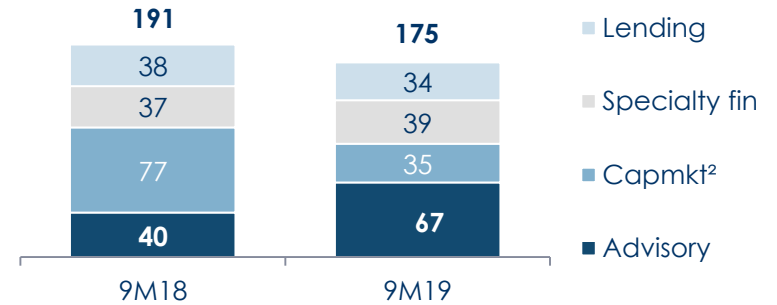
9M results as at March 2019

Section 1

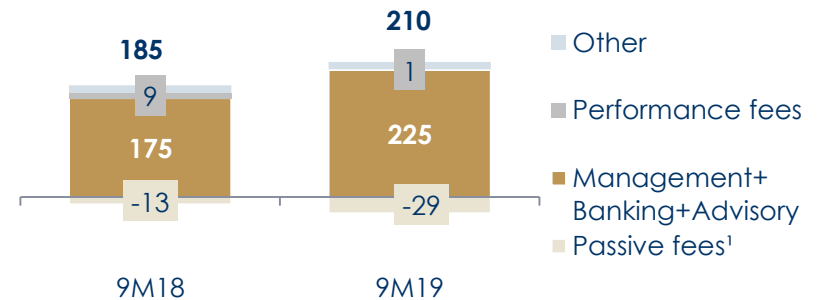
Group fees by division (9M, €m)



CIB fees by product (€m)



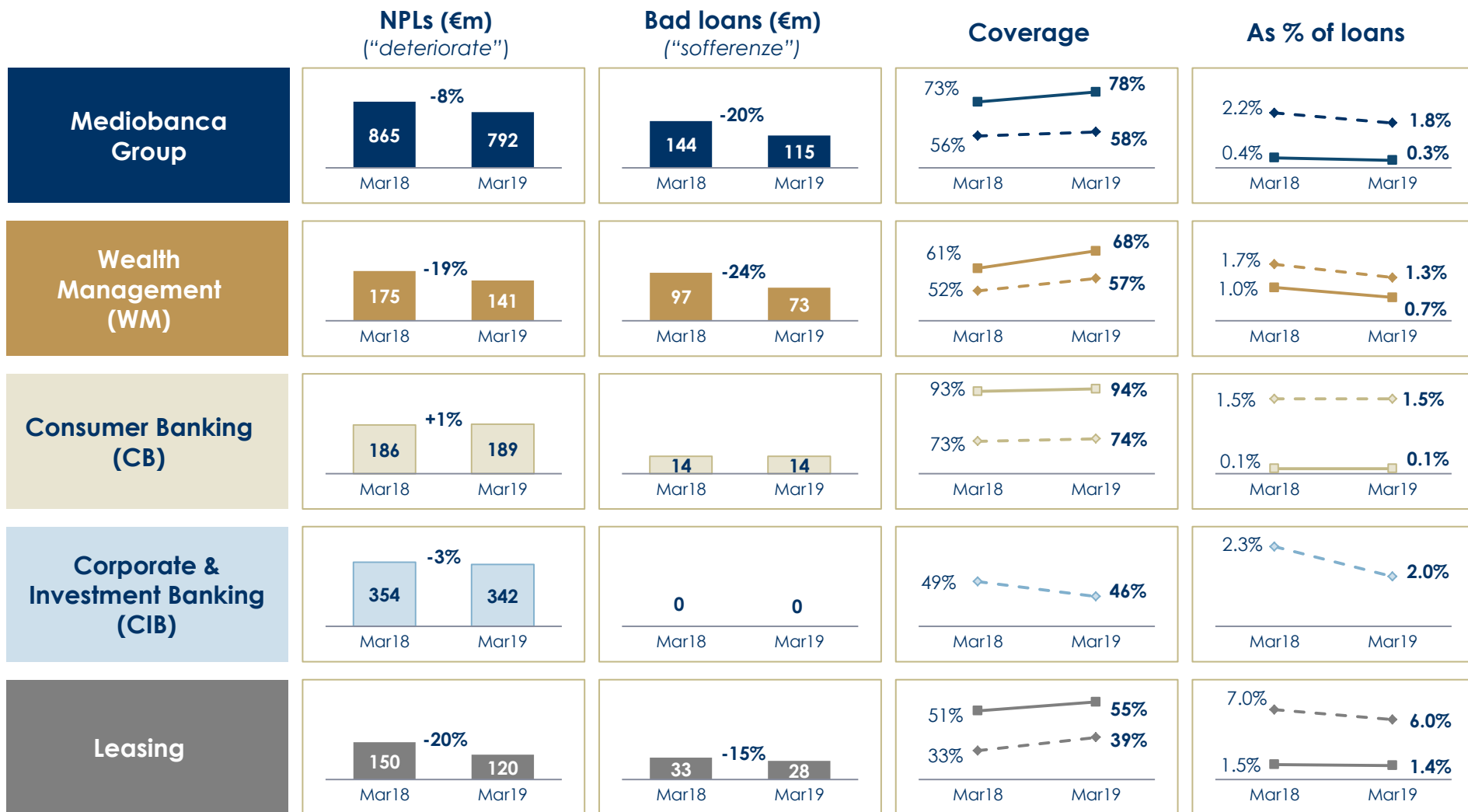
WM fees by source (€m)



- ◆ **WM – with €210m of fees – is now the main contributor to Group fees (44%). Strong growth in FTAs still not fully represented in fee trend, due to persistent risk aversion, lack of performance fees and fees paid to acquire FAs**
- ◆ **CIB:** lower fees in 3Q due to soft capital market activity not fully offset by healthy advisory trend, notably in mid cap business which now represents **20% of CIB corporate advisory fees**
- ◆ **Consumer Banking: sound trend** confirmed in 9M and in 3Q

ASSET QUALITY AND COVERAGE RATIOS IMPROVED FURTHER...

NPLs DOWN AS STOCK AND AS % OF LOANS (4.2% GROSS AND 1.8% NET)

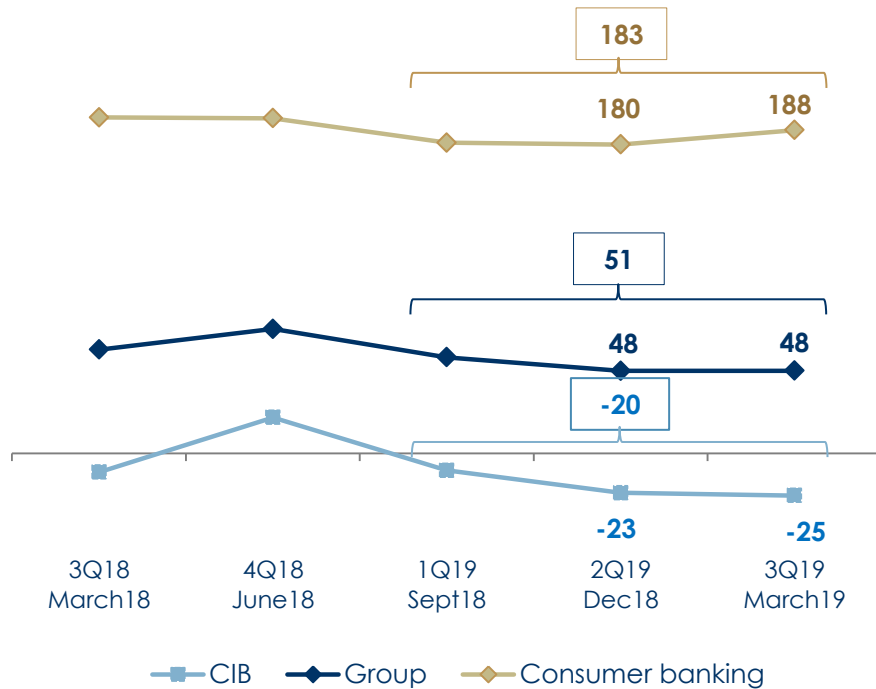


...KEEPING CoR AT LOWEST-EVER LEVEL (48BPS IN LAST Q)

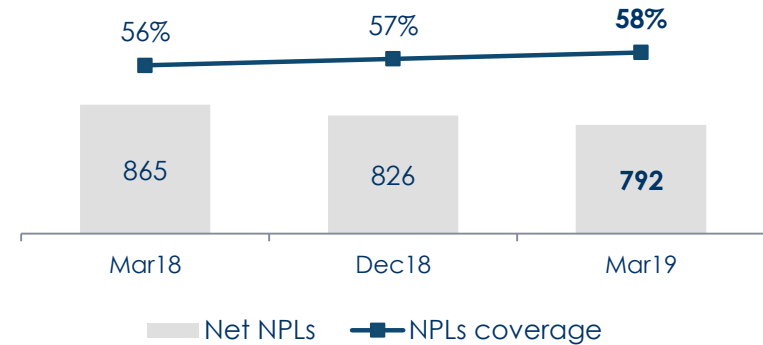
9M results as at March 2019

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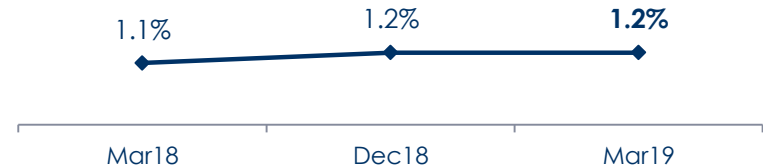
Cost of risk by division (bps)



NPLs ("deteriorate", €m) and coverage (%)



Performing loans coverage (%)



- ◆ **Group CoR confirmed in the region of 50bps** still benefitting from writebacks in WB and with stable low levels in Consumer
- ◆ **NPLs below €0.8bn, down both as stock (5% gross and 8% net YoY) and as % of loans (4.2% gross and 1.8% net); coverage up at 58%** with coverage on performing loans stable at 1.2%
- ◆ **Net bad loans at €115m (down 20% YoY) with coverage up at 78%** and stable at 0.3% of total loans

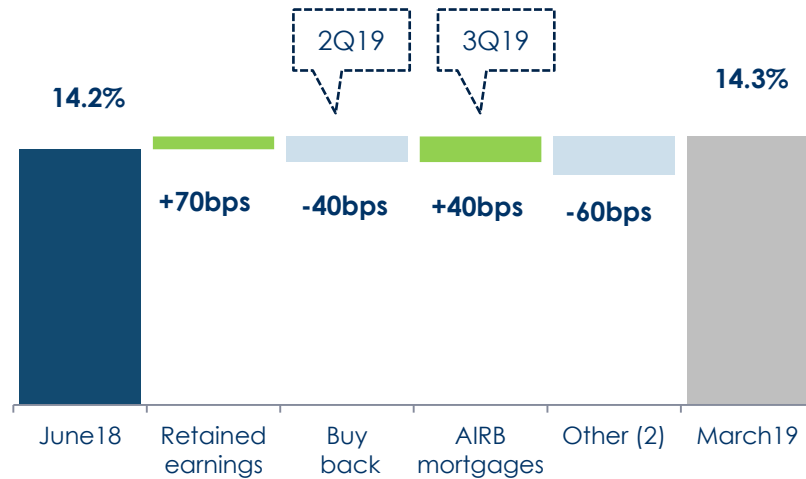


SOLID CAPITAL GENERATION/OPTIMIZATION

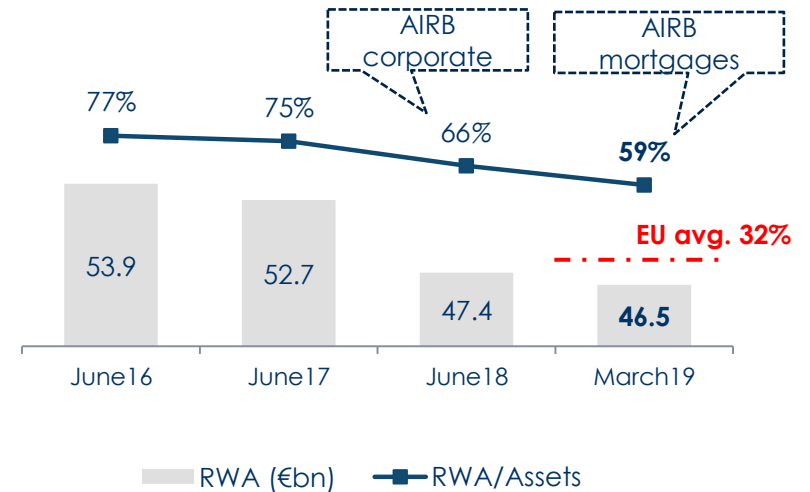
9M results as at March 2019

Section 1

CET1¹ up to 14.3%



RWA optimization ongoing in FY19



- ◆ **CET1 up to 14.3% (up 40bps QoQ and up 10bps YTD)** as at March-19 embedding Danish Compromise¹ and:
 - ◆ 40bps benefit from AIRB validation of mortgages (€1.5bn RWA reduction) in 3Q
 - ◆ 40bps deduction of buyback in 2Q
- ◆ **RWA optimization ongoing**, with **risk density down to 60%**, but still above EU averages
- ◆ **Buyback programme beginning to be used for M&A and compensation schemes**
 - ◆ as at 31 March 2019, treasury shares totalled 22.1 million (2.5% of share capital) with 15.2 million shares acquired and 1.8 million used in compensation
 - ◆ **part of treasury shares used in April 19 as payment for Messier Maris & Associés**
 - ◆ **Buyback programme to continue up to 3% of share capital until April 2020 (remaining 1.7% to be bought as at today)**

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2. Including approx.50 bps higher deduction for Ass. Generali due to Ass. Generali earnings accrued in the quarter, to be partially recovered in IVQ with AG dividend distribution

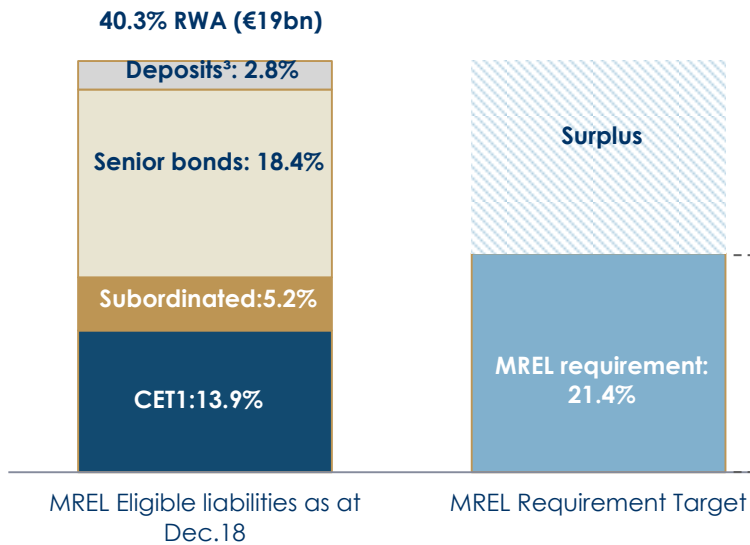


MREL NEEDS ALREADY FULLY ADDRESSED: SIZEABLE SURPLUS

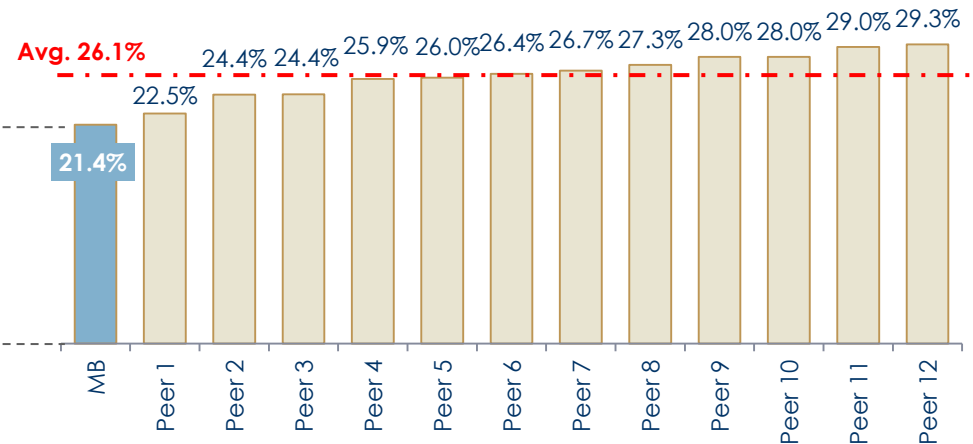
9M results as at March 2019

Section 1

MB MREL eligible liabilities vs requirement (%RWA)



MREL requirements on RWAs: MB vs European banks¹



- ◆ **Mediobanca's MREL (binding) requirement for 2019 assigned and equal to 21.4% of RWA:² one of the lowest** among those disclosed by European banks so far, due to the low P2R (1.25%) and absence of systemic buffers
- ◆ **MREL eligible liabilities ~€19bn as at Dec.18, equal to 40% of RWAs (and 27% of TLOF), with a sizeable surplus vs requirement. CET1 and Subordinated bonds as at Dec.18 equal to roughly 90% of MREL requirement; large buffer of senior bonds as MB has no subordination requirement**
- ◆ **High depositor protection**, as confirmed by deposit rating assigned (Fitch: BBB+ newly assigned, Moodys': Baa1)

1) European peers include those banks that have disclosed MREL targets so far: Allied Irish Banks, Bank of Ireland, BBVA, Belfius, Caixabank, Commerzbank, DeutscheBank, ING, KBC, Santander, SocGen, Unicredit.
 2) MREL requirement calculated based on Dec.17 data
 3) Deposits: not covered, not preferential



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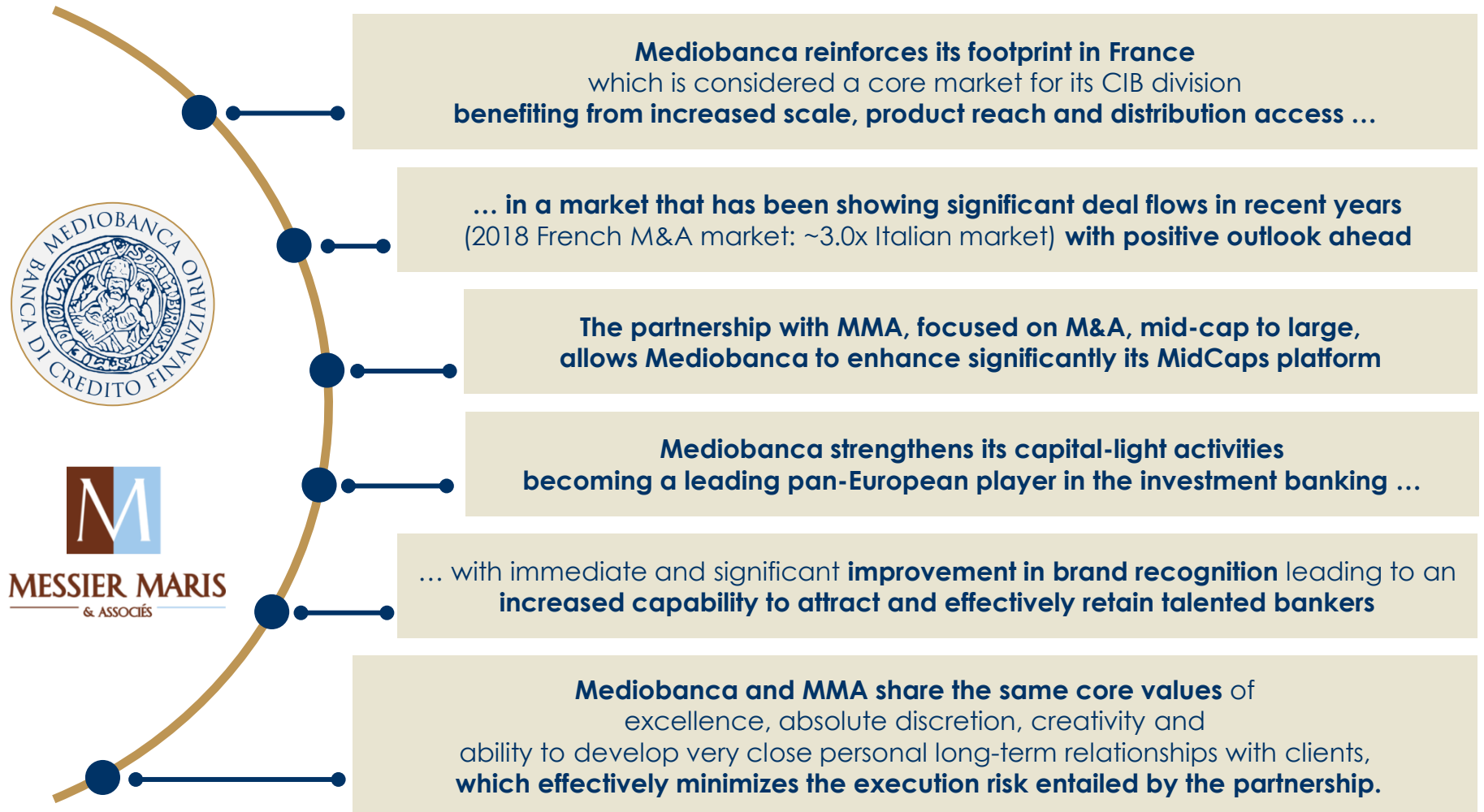


MEDIOBANCA

MB ENHANCING IB FOOTPRINT IN FRANCE AS A THIRD PIVOTAL MARKET BEYOND ITALY AND IBERIA

Messier Maris & Associés

Section 2



OVERVIEW OF MESSIER MARIS & ASSOCIÉS

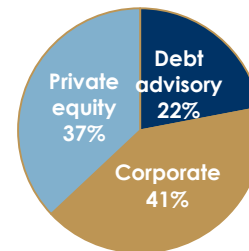
Company overview

- Established in 2010 by Jean-Marie Messier and Erik Maris, **Messier Maris & Associés is one of the top three French Corporate Finance franchises** with a very large, international and recurrent customer base.
- The scope of the company is “old fashioned” investment banking, **mainly focused on M&A, mid-cap to large, corporate and PE, coupled with a debt advisory and financing team** as well as debt restructuring activity.
- The company is **headquartered in Paris**, France and employs 40 people. **The company is also supported by 3 advisors, focused on the consumer, tech and health sectors.**
- Messier Maris & Associés has advised on more than 200 successful transactions** and relies on a widely-recognized quality team of professionals and the loyalty of its clients.

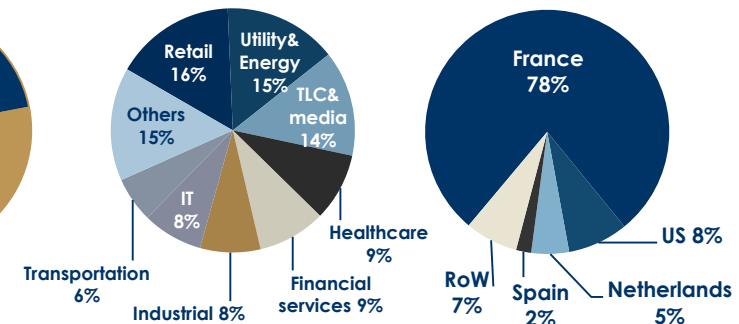
Focus on client base

Corporates	<ul style="list-style-type: none"> Recurrent clients are key to the corporate franchise creating a flow of mid-size transactions Core fields include TMT, Energy, FIG, French State related activities
Private Equity	<ul style="list-style-type: none"> Dedicated team for networking with the PE community for mid-size to large PE funds Active both on buy and sell side
Financing (including debt advisory)	<ul style="list-style-type: none"> Financing team key for most PE transactions Strong autonomous debt advisory (unbundled from M&A)
Restructuring	<ul style="list-style-type: none"> Strong presence in the French restructuring market Partnership in the US with Jim Millstein, ex-chief restructuring officer of Timothy Geithner between 2008 to 2012

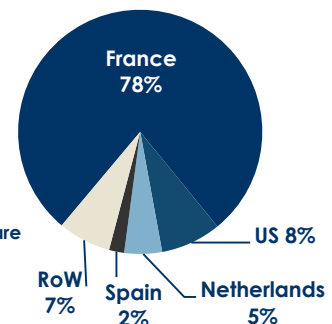
Deals by type (last 3Y, by #)



Deals by industry (last 3Y, by #)



Deals by geography (last 3Y, by #)



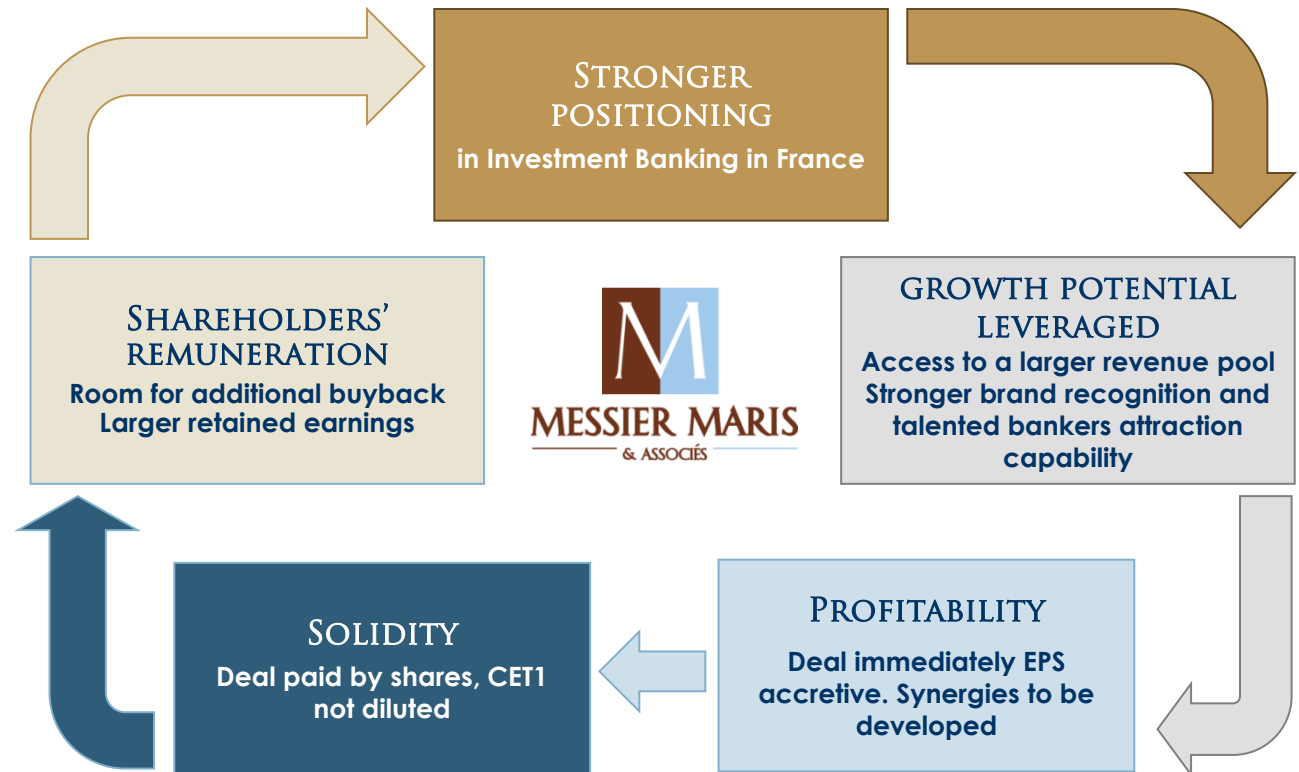
CF FIREPOWER DOUBLED WITH EPS ACCRETIVE DEAL TO FOSTER MB ACCRETIVE VALUE CYCLE

Another disciplined investment, with limited K absorption, representing a significant potential growth opportunity for the Group

Impact on MB Group:

- ◆ **Group fees and CIB revenues up by 8%** (based on net fees as at end-June 2018)
- ◆ **fee pool generated by capital light IB products up by roughly 30%**
- ◆ **no material impact on K** (transaction paid using part of the treasury shares acquired from the ongoing buyback programme)
- ◆ **slightly EPS-accretive** (based on FY18 Group net profit of €864m)

MMA's founding partners, Jean-Marie Messier and Erik Maris will continue to lead the firm, fully engaged with MB in furthering its development, and more broadly Mediobanca's CIB activity



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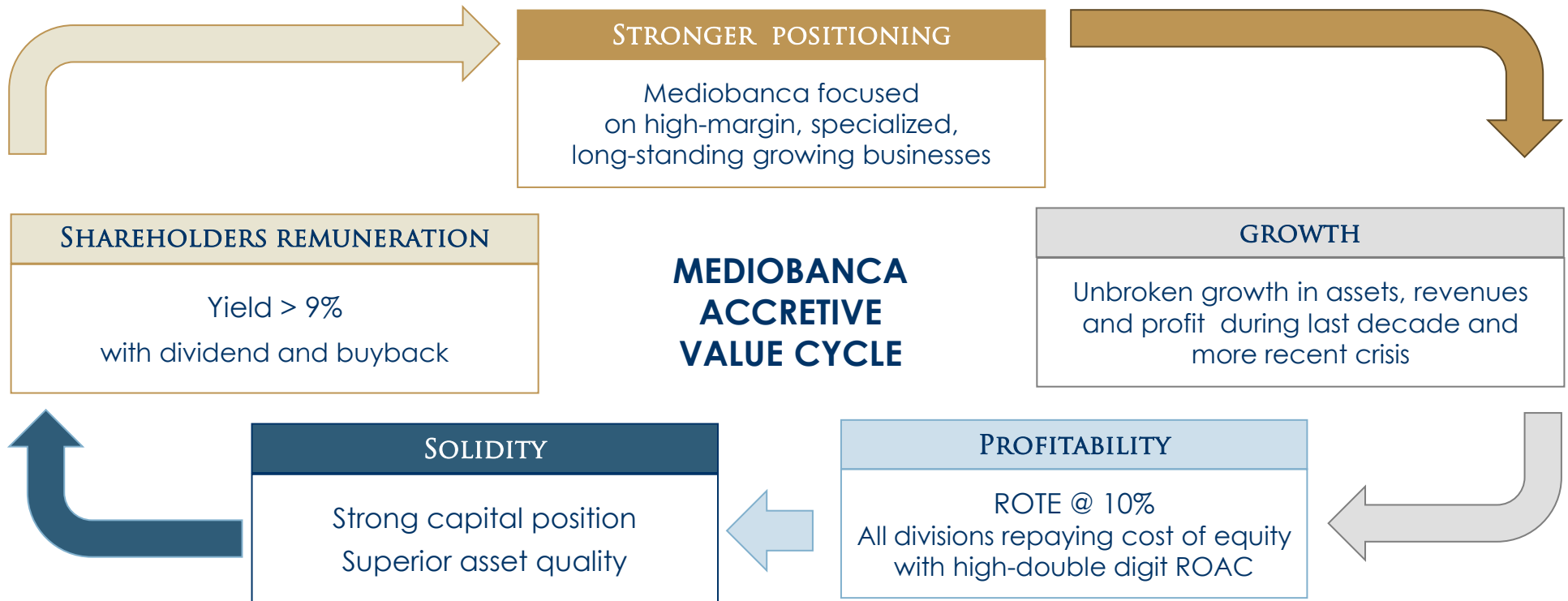
MEDIOBANCA

GROWTH PATH CONTINUES

Closing remarks

Section 3

Solid growth achieved in revenues (up 5%), GOP (up 7%) and capital (up 40bps) due also to good business diversification. NII generation driven by Consumer Banking Fees from Wealth Management offset soft quarterly CIB capital markets activity. Partnership with MMA further enhances MB accretive value cycle



DIVISIONAL RESULTS

Annex 1



MEDIOBANCA GROUP P&L

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	1,884	1,800	5%	607	639	638	619	630
Net interest income	1,047	1,014	3%	346	357	344	345	342
Fee income	462	457	1%	149	158	155	166	165
Net treasury income	151	124	21%	53	57	41	33	39
Equity accounted co.	225	205	10%	59	68	98	75	84
Total costs	(853)	(813)	5%	(291)	(290)	(271)	(302)	(280)
Labour costs	(428)	(409)	5%	(145)	(144)	(138)	(149)	(138)
Administrative expenses	(425)	(404)	5%	(146)	(146)	(134)	(153)	(142)
Loan loss provisions	(161)	(174)	-7%	(52)	(51)	(59)	(74)	(60)
GOP risk adjusted	870	813	7%	264	298	308	244	290
Impairments, disposals	(6)	96	n.s.	5	(15)	4	1	2
Non recurring (SRF contribution)	(37)	(39)	-4%	(26)	(11)	0	(20)	(28)
PBT	826	871	-5%	243	272	312	225	264
Income taxes & minorities	(200)	(189)	6%	(67)	(67)	(66)	(43)	(58)
Net result	626	682	-8%	176	205	245	182	206
Cost/income ratio (%)	45	45	-	48	45	43	49	44
Cost of risk (bps)	51	59	-8bps	48	48	56	72	60
ROTE (%)	10	10	-					

MEDIOBANCA GROUP A&L

9M results as at March 2019

Annex 1

€bn	Mar19	Dec18	June18	Mar18	Δ QoQ ¹	Δ YoY ¹
Funding	52.0	50.8	48.9	48.3	+2%	+8%
Bonds	19.2	19.2	19.2	19.7	-	-3%
Direct deposits (retail&PB)	22.6	21.2	19.1	18.1	+6%	+25%
ECB	4.3	4.3	4.3	4.3	-	-
Others	5.9	6.0	6.3	6.2	-2%	-5%
Loans to customers	43.3	42.9	41.1	40.2	+1%	+8%
CIB	17.3	17.4	16.1	15.7	-	+11%
Wholesale	15.0	14.8	14.0	13.8	+1%	+9%
Specialty Finance	2.3	2.6	2.1	1.9	-10%	+22%
Consumer	13.0	12.8	12.5	12.3	+2%	+5%
WM	11.0	10.7	10.4	10.1	+3%	+9%
Mortgage	8.6	8.4	8.1	7.9	+3%	+9%
Private banking	2.4	2.3	2.3	2.2	+2%	+9%
Leasing	2.0	2.0	2.1	2.1	-2%	-7%
Treasury and securities at FV	14.2	13.3	13.3	13.8	+7%	+3%
RWAs	46.5	47.5	47.4	47.3	-2%	-2%
Loans/Funding ratio	83%	85%	84%	83%		
CET1 ratio (%)²	14.3	13.9	14.2	13.9		
TC ratio (%)²	17.8	17.4	18.1	17.3		

1) YoY=Mar19/Mar18; QoQ=Mar19/Dec18
 1. Managerial calculation as at March 19 differs from that stated in the Common Reporting (COREP), as it includes the result for the period (not subject to authorization pursuant to Article 26 CRR), which accounts for approx. 25bps of CET1, and the application of Danish Compromise (see glossary for details), which accounts for approx. 120bps of CET1; COREP phase-in 31/3/19 CET1 @12.8% without full deduction of IFRS9 (approx. 20bps)



WEALTH MANAGEMENT RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	410	384	+7%	137	137	136	142	129
Net interest income	194	190	+2%	66	64	64	66	63
Fee income	210	185	+13%	69	71	70	73	64
Net treasury income	5	9	-42%	2	2	2	3	2
Total costs	(322)	(306)	+5%	(107)	(109)	(106)	(111)	(105)
Loan provisions	(7)	(13)	-46%	(0)	(3)	(4)	(4)	(4)
GOP risk adjusted	80	66	+22%	30	25	25	27	20
Other	1	2		1	0	-0	-1	1
Income taxes & minorities	(25)	(17)	+53%	(10)	(7)	(8)	(8)	(6)
Net profit	56	51	+9%	20	19	17	18	15
Cost/income ratio (%)	79	80	-1pp	78	80	79	78	82
LLPs/Ls (bps)	8	17	-9bps	1	10	15	15	16
Loans (€bn)	11.0	10.1	+9%	11.0	10.7	10.5	10.4	10.1
TFA (€bn)	68.0	62.9	+8%	68.0	64.6	65.3	63.9	62.9
of which AUM/AUA (€bn)	39.1	36.5	+7%	39.1	37.0	37.7	37.3	36.5
of which AUC (€bn)	6.7	8.3	-20%	6.7	6.7	7.3	7.6	8.3
of which deposits (€bn)	22.2	18.1	+23%	22.2	21.0	20.3	19.0	18.1
RWA (€bn)	4.3	5.8	-25%	4.3	5.7	5.8	5.8	5.8

AFFLUENT & PREMIERE: CHEBANCA! RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	220	216	+2%	74	74	72	76	73
Net interest income	157	159	-1%	53	52	53	53	52
Fee income	62	57	+9%	21	22	19	23	20
Total costs	(175)	(174)	+1%	(59)	(57)	(58)	(62)	(59)
Labour costs	(79)	(75)	+5%	(27)	(26)	(26)	(28)	(26)
Administrative expenses	(96)	(99)	-3%	(33)	(31)	(32)	(34)	(34)
Loan provisions	(9)	(12)	-25%	(2)	(3)	(4)	(4)	(4)
GOP risk adjusted	37	30	+20%	13	14	10	10	9
Other	(0)	0		0	-0	-0	0	-0
Income taxes	(13)	(8)	+54%	(5)	(4)	(4)	(5)	(3)
Net result	24	22	+8%	8	10	6	6	6
Cost/income ratio	79	80	-1pp	80	77	81	81	82
LLPs/Ls (bps)	15	21	-6bps	9	15	20	22	19
TFA (€bn)	24.9	21.2	+17%	24.9	23.3	23.2	22.6	21.2
of which AUM/AUA (€bn)	9.8	7.9	+23%	9.8	8.9	8.7	8.4	7.9
of which deposits (€bn)	15.2	13.3	+14%	15.2	14.4	14.5	14.2	13.3
Loans (€bn)	8.6	7.9	+9%	8.6	8.4	8.2	8.1	7.9
RWAs (€bn)	2.4	3.8	-36%	2.4	3.9	3.8	3.7	3.8

PRIVATE BANKING RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	189	168	+12%	63	63	64	65	56
Net interest income	37	31	+19%	13	12	12	12	11
Fee income	148	129	+15%	49	49	50	51	44
Net treasury income	5	9	-45%	1	2	2	3	2
Total costs	(148)	(132)	+12%	(48)	(51)	(48)	(49)	(46)
GOP risk adjusted	44	36	+23%	17	12	15	16	10
Other	1	2		1	1	0	-1	1
Income taxes & minorities	(13)	(9)		(5)	(3)	(5)	(4)	(3)
Net profit	32	29	+10%	12	9	11	12	9
Cost/income ratio (%)	78	79	-1pp	76	82	76	76	82
TFA (€bn)	43.1	41.6	+4%	43.1	41.3	42.2	41.3	41.6
CMB	10.4	10.0	+4%	10.4	10.0	10.1	10.0	10.0
MBPB	21.4	19.2	+12%	21.4	19.7	20.5	19.1	19.2
Cairn Capital	3.9	3.4	+14%	3.9	3.9	3.4	3.5	3.4
RAM	3.5	4.2	-17%	3.5	3.8	4.1	4.1	4.2
Spafid	3.9	4.8	-20%	3.9	3.9	4.1	4.5	4.8

CONSUMER BANKING RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	770	744	+4%	257	256	257	252	251
Net interest income	675	651	+4%	224	227	223	218	218
Fee income	95	93	+2%	32	29	34	34	32
Total costs	(216)	(209)	+3%	(75)	(74)	(68)	(75)	(72)
Loan provisions	(175)	(181)	-4%	(61)	(57)	(57)	(61)	(60)
GOP risk adjusted	379	353	+7%	121	125	132	117	119
Income taxes	(123)	(113)	+8%	(40)	(41)	(43)	(35)	(38)
Net profit	256	240	+7%	82	85	90	76	80
Cost/income ratio (%)	28	28	-	29	29	26	30	29
LLPs/Ls (bps)	183	201	-18bps	188	180	181	195	196
New loans (€bn)	5.4	5.2	+5%	1.9	1.8	1.7	1.9	1.8
Loans (€bn)	13.0	12.3	+5%	13.0	12.8	12.6	12.5	12.3
RWAs (€bn)	12.2	11.8	+4%	12.2	12.0	11.8	11.8	11.8

CIB RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	478	481	-1%	145	174	159	150	164
Net interest income	205	200	+2%	66	70	69	66	64
Fee income	175	191	-9%	52	66	57	63	75
Net treasury income	98	90	+9%	27	38	34	20	26
Total costs	(198)	(186)	+6%	(68)	(68)	(62)	(70)	(64)
Loan loss provisions	25	26		11	10	4	(8)	4
GOP risk adjusted	305	322	-5%	88	116	101	71	104
Other	2	1		1	1	0	-2	0
Income taxes	(99)	(107)	-7%	(27)	(39)	(33)	(21)	(35)
Net result	209	216	-3%	63	78	68	49	70
Cost/income ratio (%)	41	39	+2pp	47	39	39	47	39
LLPs/Ls (bps)	-20	-23	+3bps	-25	-23	-10	21	-11
Loans (€bn)	17.3	15.7	+11%	17.3	17.4	17.2	16.1	15.7
RWAs (€bn)	20,0	20,0	-	20,0	19,8	19,7	19,5	20,0

WB RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	376	397	-5%	111	138	127	119	136
Net interest income	142	152	-6%	44	50	48	47	46
Fee income	136	155	-12%	41	50	45	53	65
Net treasury income	98	91	+9%	26	38	34	20	26
Total costs	(162)	(155)	+5%	(55)	(56)	(51)	(58)	(53)
Loan loss provisions	47	44		16	20	11	(0)	8
GOP risk adjusted	261	287	-9%	72	103	86	61	91
One-offs	2	1		1	1	0	-2	0
Income taxes	(85)	(95)	-11%	(22)	(34)	(29)	(17)	(30)
Net result	178	192	-7%	52	69	58	42	61
Cost/income ratio (%)	43	39	+4pp	49	40	40	48	39
LLPs/Ls (bps)	-43	-44	+1bps	-43	-54	-29	1	-22
Loans (€bn)	15.0	13.8	+9%	15.0	14.8	15.0	14.0	13.8
RWAs (€bn)	17,5	18,1	-3%	17,5	17,2	17,6	17,4	18,1

SPECIALTY FINANCE RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	102	84	+21%	34	36	32	30	28
Net interest income	63	48	+30%	22	20	20	20	18
Fee income and other income	39	37	+7%	12	16	12	11	10
Total costs	-36	(31)	+15%	(13)	(12)	(11)	(12)	(12)
Loan loss provisions	(22)	(18)	+22%	(6)	(10)	(6)	(8)	(3)
GOP risk adjusted	44	35	+25%	15	14	15	10	13
Income taxes	(14)	(12)		(5)	(5)	(5)	(3)	(4)
Net result	30	24	+27%	11	9	10	7	9
Cost/income ratio (%)	35	37	-2pp	38	34	33	41	41
LLPs/Ls (bps)	130	135	-5bps	90	168	120	154	67
Loans (€bn)	2.3	1.9	+22%	2.3	2.6	2.1	2.1	1.9
of which factoring (€bn)	2.0	1.6	+21%	2.0	2.2	1.8	1.9	1.6
of which NPLs (€bn)	0.4	0.3	n.m.	0.4	0.3	0.3	0.3	0.3
RWAs (€bn)	2,5	2,0	+28%	2,5	2,7	2,1	2,1	2,0

PRINCIPAL INVESTING RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	231	217	+7%	60	72	99	78	93
Gains from disposals	(7)	94	n.m.	4	(15)	4	2	0
Impairments	0	(1)	n.m.	0	0	0	(1)	-0
Net result	219	295	-26%	60	60	99	79	90
Book value (€bn)	3.7	3.8	-1%	3.7	3.7	3.7	4.0	3.8
Ass. Generali (13%)	3.1	3.3	-6%	3.1	3.0	3.1	3.2	3.3
Other investments	0.6	0.5	+37%	0.6	0.6	0.6	0.7	0.5
Market value (€bn)	4.0	3.6	+10%	4.0	3.6	3.6	3.7	3.6
Ass. Generali	3.3	3.2	+6%	3.3	3.0	3.0	2.9	3.2
RWA (€bn)	6.1	5.9	+4%	6.1	6.0	6.1	6.3	5.9

HOLDING FUNCTION RESULTS

9M results as at March 2019

Annex 1

€m	9m Mar19	9m Mar18	Δ YoY ¹	3Q19	2Q19	1Q19	4Q18	3Q18
Total income	7	(12)	n.m.	13	1	(7)	3	(1)
Net interest income	(37)	(31)	n.m.	(13)	(8)	(15)	(7)	(6)
Net treasury income	35	8	n.m.	23	8	4	6	3
Fee income	8	11	-29%	4	1	4	4	3
Total costs	(127)	(124)	+2%	(46)	(43)	(38)	(49)	(44)
Loan provisions	(5)	(6)	-12%	(2)	(1)	(2)	(1)	(1)
GOP risk adjusted	(126)	(142)	-11%	(35)	(43)	(48)	(47)	(45)
Other (incl. SRF/DGS contribution)	(40)	(39)		(28)	(12)	0	(11)	(27)
Income taxes & minorities	49	60	-18%	12	17	21	20	22
Net profit	(116)	-121	-4%	(51)	(39)	(27)	(38)	(51)
LLPs/Ls (leasing, bps)	36	34	+2bps	44	21	42	30	15
Banking book (€bn)	6.9	6.5	+6%	6.9	6.5	6.7	6.5	6.5
New loans (€bn)	0.3	0.3	+8%	0.1	0.1	0.1	0.1	0.1
Loans (€bn)	2.0	2.1	-7%	2.0	2.0	2.1	2.1	2.1
RWA	3.9	3.9		3.9	3.9	4.0	4.0	3.9

GLOSSARY

Annex 2



GLOSSARY

MEDIOBANCA BUSINESS SEGMENT

CIB	Corporate and investment banking
WB	Wholesale banking
SF	Specialty finance
CB	Consumer banking
WM	Wealth management
PI	Principal investing
AG	Assicurazioni Generali
HF	Holding functions

PROFIT & LOSS (P&L) and BALANCE SHEET

AIRB	Advanced Internal Rating-Based
ALM	Asset and liabilities management
AUA	Asset under administration
AUC	Asset under custody
AUM	Asset under management
BVPS	Book value per share
C/I	Cost /Income
CBC	Counter Balance Capacity
CET1	Common Tier Equity 1
CoF	Cost of funding
CoE	Cost of equity
CoR	Cost of risk
CRR2/ Danish Compromise/ Art.471	The EU Parliament has extended the effectiveness of the transitional arrangements until 31/12/2024 as part of the new Capital Requirement Regulation (CRR2) at the Plenary Session held on 16 April 2019 but will only come into force once it has been published in the Official Journal following approval by Ecofin (mid-May 2019)
DGS	Deposit guarantee scheme

PROFIT & LOSS (P&L) and BALANCE SHEET

DPS	Dividend per share
EPS	Earning per share
FAs	Financial Advisors
FVOCI	Fair Value to Other Comprehensive Income
GOP	Gross operating profit
Leverage ratio	CET1 / Total Assets (FINREP definition)
Ls	Loans
LLPs	Loan loss provisions
M&A	Merger and acquisitions
NAV	Net asset value
NII	Net Interest income
NNM	Net new money
NP	Net profit
NPLs	Group NPLs net of NPLs purchased by MBCS
PBT	Profit before taxes
ROAC adj.	Adjusted return on allocated capital ¹
ROTE adj.	Adjusted return on tangible equity ²
RWA	Risk weighted asset
SRF	Single resolution fund
TC	Total capital
Texas ratio	NPLs/CET1
TFA	Total financial assets ³

Notes

- 1) Adjusted return on allocated capital: average allocated $K = 9\%$ RWAs (for PI: 9% RWA + capital deducted from CET1). Gains/losses from AFS disposals, impairments and positive/negative one-off items excluded, normalized tax rate = 33%. For Private Banking normalized tax rate = 25%
- 2) Return on tangible equity: net profit excluding non-recurring items / Shareholders' equity – goodwill
- 3) AUA + AUC + AUM + direct deposits

DISCLAIMER & DECLARATION OF HEAD OF FINANCIAL REPORTING

As from this nine months results, the Mediobanca Group is adopting IFRS 9 to represent its financial instruments. The transition to the new standard has resulted in an approx. €81m reduction in net equity, chiefly due to the introduction of the new impairment model; at the regulatory capital level, the impact will be spread over the course of the next five years.

The Group has availed itself of the right not to restate the comparative data for the first year of IFRS 9 adoption on a like-for-like basis. Accordingly, the figures for FY 2017-18, stated in accordance with IAS 39, are not fully comparable. For further details and full disclosure on the effects of first-time adoption of IFRS 9, which replaces IAS 39, please refer to the document entitled "Summary of IFRS 9 accounting standard adoption" published on the Group's website at www.mediobanca.com

Disclaimer

Some declarations included in this document are forward-looking statements and are based on information available to the bank as of today. These forward-looking statements include any information other than statements of historical facts, including, without limitation, the bank's future financial position, its results of operations, strategy, plans and objectives. Forward-looking statements are subject to risks, uncertainties and other events, which may fall outside the bank's control, that may lead actual results to differ, even materially, from any projections and estimates. Because of these risks and uncertainties, readers must not place undue reliance on the fact that future results will reflect the forward-looking statements. Except where required by applicable regulations, the bank undertakes no obligation to update forward-looking statements as new information becomes available, future events or other circumstances occur.

Declaration by Head of Company Financial Reporting

As required by Article 154-bis, paragraph 2 of Italian Legislative Decree 58/98, the undersigned hereby declares that the stated accounting information contained in this report conforms to the documents, account ledgers and book entries of the company.

Head of Company Financial Reporting

Emanuele Flappini

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