BANCA MEDIOLANUM S.P.A.

2000 Annual Report Accounts





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BANCA MEDIOLANUM S.P.A.

FINANCIAL STATEMENTS AT DECEMBER 31, 2000



BANCA MEDIOLANUM S.P.A. Head office: Basiglio - Milano 3 - Palazzo Meucci Share Capital L. 375.000.000.000 i.v. Social Security number and Milan Business Registry: 02124090164 Tax number 10698820155

Officers of the Company

| BOARD OF DIRECTORS | Ennio Doris | President and Chief Executive Officer |
|------------------------|-------------------------------------|---------------------------------------|
| | Luigi Del Fabbro | Director |
| | Giuseppe Lalli | Director |
| | Edoardo Lombardi | Director |
| | Antonio Maria Penna | Director |
| | Giovanni Pirovano | Director |
| | Carlos Javier Tusquets Trias de Bes | Director |
| | | |
| BOARD OF STATUTORY | Arnaldo Mauri | President |
| AUDITORS | Adriano Angeli | Statutory Auditor |
| | Pierfelice Benetti Genolini | Statutory Auditor |
| | Franco Colombo | Substitute Statutory Auditor |
| | Francesca Meneghel | Substitute Statutory Auditor |
| | | |
| GENERAL DIRECTOR | Giovanni Pirovano | |
| | | |
| Secretary of the Board | Sebastiano Unali | |
| | | |
| INDEPENDENT AUDITORS | Arthur Andersen S.p.A. | |
| | | |



The company's entire share capital was represented by proxy by the sole shareholder Mediolanum S.p.A at the Extraordinary Shareholders' meeting where the assembly unanimously approved to convert the share capital from 375,000,000,000 Lira to 195,000,000 Euro by utilising the extraordinary reserve of 2,572,650,000 Lira. The new share capital of 195,000,000 Euro was allotted into 195,000,000 shares at a nominal value of 1 Euro each.

The Shareholders unanimously deliberated the following:

- to approve the Report of the Board of Directors on Operations;
- to approve the financial statements for the year as at December 31, 2000;
- to allocate operating profit of 11,178,732,012 Lira as follows:
- 558,936,600 Lira to the legal reserve;
- 10,619,795,412 Lira to the extraordinary reserve;
- to confirm Mr. Giuseppe Lalli and Carlos Javier Tusquets Trias de Bes as members of the board, nominated as per art. 2386 c.c. at the Board of Directors meeting of October 25, 2000, until the approval of the financial statements as at December 31, 2002;
- to increase the number of members of the Board of Directors from 7 to 9, and to appoint Mr. Paolo Gualtieri and Mr. Alfio Noto as Directors until the approval of the financial statements as at December 31, 2002;
- to review the annual emolument to the Board of Directors and to the Board of Auditors.

Ordinary and extraordinary Shareholders' Meeting of April 10, 2001

SUMMARY OF DELIBERATIONS

Directors' report on the financial statements as of December 31, 2000

Dear Shareholders,

The year 2000 closed with a net profit for the period amounting to 11,179 million Lira (8,370 million Lira in 1999) after operating income taxation of Lira 7,811 million (7,123 million Lira in 1999). This can be regarded as a highly satisfactory result in relation to the ongoing expansion policies of Banca Mediolanum, which, on the one hand entailed large-scale investments and significant growth in the sales network, and on the other, the development of external lines through the acquisition of the majority interest in the Spanish banking group Fibanc Inversiones S.A., based in Barcelona.

In this third consecutive full year of activity, the company has consolidated and greatly enhanced the services and access channels offered to an ever increasing number of customers.

The activity, which is solely centered on the supply of financial services to households and based on innovative, multi-channel technologies, was further enhanced with new Internet-based services, such as on-line trading.

At year end, the sales network relied on no less than 5,181 global advisors, of which 1,463 were hired during the period under review.

Banca Mediolanum attained remarkable sales levels, rising constantly throughout the year, partly as a result of a successful advertising campaign which strengthened the "brand" of Banca Mediolanum, whose level of perception among the general public is now comparable to that of the most prestigious Italian banks.

As of December 31, 2000 current accounts totalled 219,144 (1999: 144,053) worth a total of 3,026 billion Lira (1999: 2,215 billion Lira).

Assets reached 4,306.6 billion Lira (1999: 2,445.8 billion Lira). Securities of third parties administered at market prices were 4,951.8 billion Lira (1999: 3,098 billion Lira), and customers with securities in safekeeping totalled 90,682 (1999: no. 50,828).

Fund management services amounted to 1,416.7 billion Lira (1999: 451.8 billion Lira).

Commission income was 600 billion Lira, thus an increase of 51.9 % over 1999 (395 billion Lira).



The brokerage margin reached the significant amount of 206.8 billion Lira, thus a 56.4 % increase over the previous year (132,2 billion Lira).

In spite of the very good rates granted to customers on current accounts, interest margins attained were 38.6 billion Lira (+30.4 % over 29.6 billion Lira in 1999).

During the year 2000, the number of employees of Banca Mediolanum was further increased as a consequence of a higher operating volume, going from 293 at 31.12.99 to 678 as of 31.12.2000. This increase was specifically related to the strengthening of the Call Centre structure.

Apart from the positive results attained, the year 2000 featured substantial investments and remarkable technical and organisational efforts which involved all the Bank personnel, thus enabling an ample and consistent growth of the structure as a whole, both at an administrative and commercial level.

Corporate assets were strengthened thanks to an increase in share capital in March 2000, taking it from 35 billion Lira to 50 billion Lira.

Then, following the acquisition of the Spanish holding Fibanc Inversiones S.A., a further increase was approved which brought share capital to 500 billion Lira, of which 250 billion Lira was paid-up in August 2000, thus bringing paid-in share capital to 300 billion Lira.

Capital was reinforced during the first months of 2001 by a further 75 billion Lira payment, thus confirming the willingness of the sole shareholder Mediolanum S.p.A. to continue to guarantee adequate support of the growth of Banca Mediolanum.





THE REFERENCE MARKET

In the United States the pace of production activities, after an acceleration from the second half of 1999 to the first six months of 2000, slowed down during the second half of the year. The growth rate in the first six months was approximately 6%, whereas in the third quarter it fell to 2.2%. The pace of private investments dropped from 13% in the first six months to 3%. Corporate profit dropped for the first time since 1998. The inflation rate was 3.4%.

In 2000, the 11 member countres in Europe registered an average GDP increase of one percentage point higher than the previous year (3.4% in 2000). In Europe, the growth of exports, investments and consumer durables had triggered a fast increase in both production and employment halfway through 1999. The inflation rate of the Euro zone was 2.3%.

As for exchange rates, the year was characterized by the weakness of the Euro against the US dollar and the yen. Between 1999 and 2000, the value of the Euro vis-à-vis the US dollar passed from 1.066 to 0.924, thus a depreciation of 13.3%; the loss against the Yen was even more marked, going from 121.3 to 99.5, a depreciation of 18%.

In Italy, the GDP growth rate settled at 2.7%. The expansion phase of the economy reached a peak during the first quarter (+3.1%), then gradually declined during the second and third quarters, with rates of 2.8% and 2.6%, respectively. During the fourth quarter, the growth rate rose again to 2.7%, a performance in contrast to the Euro countries average. Growth in Italy was driven by rising exports and a favourable investment cycle, whereas the contribution of private consumer spending was not as significant.

The trade balance had a surplus of only 4,302 billion Lira, thus sharply declining over 1999 values, which was 25,784. This decline is attributable to the deteriorating terms of trade and higher energy costs. The rise in crude oil prices was the factor contributing the most to the soaring inflation rate, which topped 2.8% during the year 2000.

Throughout most of the year, the action of the European Central Bank was intended to keep the money suppy under control in order to minimise pressure exerted on prices by rising cost of oil and the exchange rate weakness against the US dollar, whereas the Federal Reserve, from mid-year onwards, inverted its restrictive policy in an effort to prevent a dramatic slowing of the economic growth rate. The narrowing of the gap between European and US official rates – from 2.5% to 1.75% during 2000 - was replicated in money markets. Three-month Euribor rates in the Euro area rose constantly until October (topping 5.14%), then started declining in the last two months of the year.

During the first half of the year, the broadest measure of money supply - M3 rose by an average 5.9%; during the second six months, liquidity dropped due to a rise in short-term rates, registering a growth rate of 5.2%.

Among the M3 components, the growth rate of loans to the private sector remained at high levels throughout the year (9.6%), whereas loans to public administration dropped steadily. Increasing bond issues on the part of nonfinancial concerns confirmed the dynamic nature of the production sector.

The Euro area is characterized by a large-scale presence of banking institutions despite the process of consolidation under way in the banking sector - at year end there were 342 fewer monetary and financial institutions than at year end 1999, whereas in Italy there was a decrease of 29 units in the same period, and 295 during the last decade.

The rationalisation process was also aided by the high level of macroeconomic aggregates, which in Italy was accompanied by a steady increase in bank lending, totalling 1,523,000 billion Lira, a 12.9% growth rate.

Bank deposits and savings totalled 1,390,000 billion Lira (including new net inflows of 34,559 billion Lira), thus with an annual growth of 2.55% as compared to 2.87% as at December 1999. This amount was the result of an annual variation of 7.77% in bank bonds, while resident customer deposits remained basically unchanged.

Overall sales from the Italian and foreign mutual funds industry sold by Italian Groups totalled 844,000 billion Lira in the year 2000, whereas net sales were 57,327 billion Lira, positive for stock and balanced funds, and negative for bond and money market mutual funds.

In the two-year period 1999-2000, declining bond prices encouraged the funnelling of savings towards stock funds. Also because of the differing fiscal treatment, many Italian banking groups widely opted to pronote Irish and Luxembourg funds.

Good results were also obtained in relation to pensions and insurance, with overall sales topping 82,500 billion Lira, giving an 18% increase over the previous year.

As far as markets are concerned, The Italian Stock Exchange showed positive trends, better than most international stock exchanges: the MIB index registered a growth of 5.4% at year end.

The Italian market also outperformed the NYSE (-9.4%); as for the New Market, NUMEX recorded -25.5% as compared to -38.3% of NASDAQ.

THE ITALIAN FINANCIAL MARKET



The spanish Financial market

During the year 2000 the Spanish economy registered steady growth, with a 3.8% rise in the GDP and a 4% rise in the consumer price index.

These figures highlight an increasingly dynamic domestic demand, coming from moderate progress in both consumption and formation of capital. In terms of classes of activity, industry and services registered slacker growth rates as compared with the energy production and construction sectors. The unemployment rate at year end was 13.6% as compared to the 8.7% European average. The private sector rose by 4%, whereas the public sector by 2.6%.

The shortfall in the trade balance was approximately Euro 32,500 million, against a credit balance for the capital account and the tourism sector of approximately 31,000 million Euro.

In the money markets, interest rates negotiated on the secondary market of 10-year state securities dropped more than 20 basis points during the period under review, ranging from 4.8% to 5.2%.

In terms of the market, the general index of the Madrid Stock Exchange recorded an average annual drop of 12.7%; likewise, IBEX35 dropped by 21.7% in the same period.

Mutual funds recorded negative net sales of 42,282 billion Lira, on total assets under administration exceeding 354,292 billion Lira.

Bank inflows – at a system level – increased by more than 81,000 Lira, mainly in relation to direct sales to customers (of which over 45,000 billion Lira come from term-deposits), thus enabling loans to be granted to customers in excess of 66,000 billion Lira, as well as a reduction in interbank liabilities of more than 16,000 billion Lira.

INFORMATION ON OPERATIONS

The year 2000 was characterised by important events for Banca Mediolanum, both in relation to significant enhancements on the asset side and the development of the main distribution channels, and to the outset of international development through the acquisition of the Spanish banking group Fibanc Inversiones S.A.

In a fast-growing and rapidly evolving market characterised by major competitive pressures, Banca Mediolanum achieved constantly rising results, which accented its abilities to strengthen its position and to gain market share. Before getting into details about the evolution in economic and asset aggre-

gates and management projects implemented at various levels, we would like to summarise the main results characterising the financial statements for 2000. The balance sheet highlights:

• a significant increase in direct sales to on demand customers (+ 36.6% over the previous year), associated with an even greater increase in the overall volume of securities under administration (+ 59.8% over the previous year)

• the investment of such inflows in index-linked or short-term securities and on the interbank side, emphasizing in particular the management of the market and exchange rate risks, with very limited lending to customers;

• an increase in intangible assets due to the development and strengthening of IT structures associated with technological channels;

• the issuing of a five-year subordinated loan fully placed with customers;

• a share capital increase from 35 billion Lira (end of 1999) to 300 billion Lira. The income statement highlights:

• a very satisfactory interest margin, attributable to the financial margin between customer sales and investments in securities and interbank deposits (+ 30.4% over the previous year);

• very strong brokerage margins (+ 84.3% compared to a year earlier) resulting from a remarkable rise in the sales of banking, financial and insurance products;

• the containment of operating costs, in spite of higher expenditure associated with an increase in the number of staff needed for an adequate operating structure;

• an increase in profit for the period (33.3% higher than the previous year) enabling development plans to be pursued;

• the expenditure for an advertising campaign (33 billion Lira) which resulted in the strengthening of the Banca Mediolanum brand among the general public;

• major IT investments, particularly in relation to the launching of the on-line trading.

The outcome of these developments - satisfactory operating results and asset strengthening of last July - testify to the success reached by the bank, with exemplary profitability indicators and operating volumes that allow Banca Mediolanum to be ranked among the major Italian banks.

THE CUSTOMERS



The placing of financial and insurance products

Current accounts at year end were approximately 220,000 (of which 95,000 are also on-line current accounts), corresponding to approximately 327,000 holders.

There were approximately 746,000 customers in total, including those holding only mutual funds or insurance policies.

Gross sales from mutual funds (including fund management services) totalled 6,333 billion Lira (1999: 4,765.4 billion Lira).

The placing of Irish funds significantly contributed to the increase in sales volume.

The Life business confirmed the good performance of the previous years. New production registered a 30.6% rise, going from 1,569 billion Lira in 1999 to 2,049 billion Lira in 2000. Recurring premiums grew by 65.2%.

THE MANAGEMENT OF ASSETS AND LIABILITIES



Net customer inflows (31.12. 00 3,026.1 billion Lira) were indexed to the 3month Euribor rate for half of the volume, whereas particularly advantageous rates (up to 5%) were applied to the other half.

During the year, a subordinate "Banca Mediolanum 2000-2005 T.V." loan was issued for 25 million Euro and fully subscribed by customers.

Direct customer inflows were totally invested in short-term lending - that is, interbanking and securities. The portfolio is not in 'tied-up' investments, and consists of short-term government bonds and primary bank Euribor-indexed bonds, with a financial duration of 0.3 years. Assets at year end totalled 1,118.7 billion Lira (1999: 592.2 billion Lira).

The 2,580.2 billion Lira (1999: 1,668.7 billion Lira) lent to banks consisted almost exclusively of deposits with a one day to six month duration. At year end, liable interbank deposits from banks totalled 543.3 billion Lira.

There was virtually no substantial credit, rate, exchange rate or counterdebtor risks to Bank assets.

Moreover, the deliberate short duration made it possible to promptly take advantage of the rise in rates during the year 2000, which positively influenced interest margins in spite of the policy of high returns on customer inflows. As at December 31, 2000, lending to customers totalled 56.7 billion Lira (1999: 50.5 billion Lira) and consisted mainly of current account credit lines to private customers with investments in products or services placed by the bank. The average amount of these credit lines was 22 million Lira.

Placement of home loans continued in collaboration with Abbey National Bank. At the end of 2000, there were 2,862 loans granted totalling 419 billion Lira.

Indirect inflows (securities custody and administration) increased during the year by more than 1,853 billion Lira, passing from 3,098.6 Lira to 4,951.8 billion Lira. This figure includes managed accounts of 57.3 billion Lira.

Managed accounts in fund units under the name of Chorus grew by 213.5%, from 451.8 billion Lira to 1,416.7 billion Lira.

LENDING **TO CUSTOMERS**

INDIRECT INFLOWS AND STOCK/FUND MANAGEMENT SERVICES



In spring 2000, Banca Mediolanum enabled its customers to make trades on the stock exchange through the Internet, launching the on-line trading option. Initially on the Italian market (April 2000), this option was then extended to the main foreign markets (first months of 2001). At the end of 2000, there were approximately 20,000 active traders.

Retail orders negotiated on the Italian markets totalled 884,852 in the year 2000 (1999: 250,171). Overall transactions on the Italian stock exchange markets totalled 14,941 billion Lira.

During 2000, Banca Mediolanum was among the banks taking part in the highest number of Initial Public Offerings on the Italian market (43 out of 47).

The new automated system of application form collection enabled us to collect 164,879 offer applications, of which 18,257 came directly through the Internet.

SECURITIES ACTIVITIES

THE SALES NETWORK



MEDIOLANUM POINT The network of financial advisors increased dramatically in 2000 (39.3% more than a year earlier), reaching a total number of 5,181 at year end. Of these, 3,018 were financial consultants (mostly coming from the banking sector, with high-profile professional qualifications) and 2,163 were insurance agents. The territorial distribution of financial advisors with over 662 administrative offices enabled the Bank to provide thorough coverage of Italy.

A new kind of Financial Advisor office was designed, "Punto Mediolanum" (Mediolanum Point), with a standard layout and a coordinated image among the various features.

Mediolanum Points, of which the first few were inaugurated towards the end of the year, are usually located on the ground floor, facing the street, and easily accessible.

Some of the points are to be equipped with ATM cash machines. Approximately 60 Mediolanum Points will be opened during 2001.

TRAINING THE NETWORK

2000 was characterised by extensive training efforts to enhance the knowledge of banking underlying the structure.

The training resources available to the network, both in quality and quantity terms, can further the development of the network itself, thanks to the technology (corporate TV and remote-training) and the utilisation of specialized educational tools designed by a dedicated group at headquarters (the training and development staff, numbering approximately 40 people) and managed by a fully-staffed line management structure.

The following data highlights the main training tools utilised:

• corporate intranet, for both info dissemination and training: 15,000 pages at the end of 2000, with approximately 46,000 'hits' per month;

• classes: 17,375 days/person (year 2000).

The quality and quantity of these training activities - which, in our opinion, by far exceeds market standards - is also indicated by the notable results of the latest session of qualifying exams for Financial Consultant (October 2000) where the percentage of Banca Mediolanum applicants passing was 51% (523 candidates passed) as against a national average of 42%. The main efforts of the year 2000 involved:

• in terms of information systems, the review of all the procedures in order to ascertain their compatibility, or plan their updating for the transformation to the Euro as of 1/1/02;

• bringing existing services - direct banking via telephone, TV and the Internet - in line with the goal of guaranteeing excellent service to a steadily rising number of customers;

• the development and testing of new telephone and Internet services dedicated to customers, within the framework of a project intended to broaden the offer of bank products and services to a "multi-channel" perspective;

• the complete 'computerisation' of the sales network, who are now fully connected to the headquarters by means of personal computers, and the implementation of the electronic flow of data and operations;

• the rationalisation of the administrative management processes for the products of the Group that are placed by the network of financial advisors and insurance agents, in order to constantly enhance quality and efficiency. Among other things, a model for the management of purchases and assets was integrated with the accounting system;

• the preparation of the procedures needed to manage the new products in the areas of managed savings, insurance policies and bank products.

During the year, investments were made for the development of the Internet banking and on-line trading options for a total amount of approximately 30 billion Lira.

Enhancing the level of service of the information system the call centre relies on so as to increasingly satisfy customer requirements, entailed investments of around 28 billion Lira. The current capacity of the Call Centre will be able to support future volume growth.

During 2000, Banca Mediolanum staff grew larger as a consequence of the higher operational volumes:

Human resources

| | 31.12.99 | 31.12. 00 | Change | Average age |
|---------------------------|----------|-----------|--------|-------------|
| Managers | 2 | 7 | + 5 | 43 |
| Executive middle managers | 28 | 7 | - 21 | 39.5 |
| Clerical personnel | 263 | 664 | + 401 | 27 |
| Total | 293 | 678 | + 385 | 27.3 |

Most resources are channelled to the Call Centre area, where all the young new-hires start their job, as well as to the Customer Administration area and the Stockbroking area. THE ORGANISATION AND PRODUCTION PROCESSES A special focus is put on the constant training of new-hires, as well as on the development of team work capabilities.

Thanks to the careful planning of the development of human resources, people working in the Call Centre in previous years have the opportunity to continue on to other corporate functions, thus encouraging their professional growth. Women account for 60.9% of total employees.

Majority Interest in Fibanc Inversiones s.a.

Within the framework of a strategic plan for expanding the corporate activities to foreign countries, at the beginning of October, Banca Mediolanum obtained all authorisation needed from the supervisory authorities involved to stipulate a contract, underwritten on July 21, 2000, for purchasing 66.33% of the share capital of Fibanc Inversiones S.A., a banking Group based in Barcelona (Spain), for 236.9 billion Lira.

The Fibanc group mainly operates through a bank (Banco de Finanzas e Inversiones S.A.), a mutual fund management company and a pension fund management company, a stockbrokerage company, a trust company and a consultancy firm operating in the real estate sector. The Fibanc Group has 18 branches in major Spanish cities, and a sales network of 317 outside agents and 127 branch employees. Fibanc provides customer access to the on-line banking and on-line trading option through a web site of its own.

The Fibanc Group relies on an asset management company in Andorra (AND) and on a company in Buenos Aires which operates as a business representative and which may be the springboard for future development in Latin America.

Fibanc assets under administration totalled 4,092 billion Lira as at 31.12.00, of which 358 billion Lira related to direct sales.

The Fibanc Group net profit for the period 21.07.00 to 31.12.00 totalled 4.808 billion Lira.

MINORITY INTERESTS Pursuing the goal of increasing its presence in the institutional sector, the Bank continued to acquire small scale interests in companies providing services to the banking and financial sectors, both at a national and European level. Along with the investments in the companies MTS SpA, SWIFT s.c., e-MID SpA, already made at the end of 1999, a stake was acquired in the companies SIA SpA and CEDEL International SA (Lux). Moreover, 0.2% of the share capital in the associated company Mediolanum International SA (Lux) was also acquired.

During the year, share capital was first taken from 35 to 50 billion Lira (March 2000), and subsequently the Shareholders' Meeting decided (July 2000) on a greater increase, bringing it to 500 billion Lira, of which 250 billion Lira was paid-up. Therefore, as of 31.12.00, the paid-up share capital of Banca Mediolanum totalled 300 billion Lira. Shareholders' equity at the end of the period amounted to 330.9 billion Lira.

ASSETS



On February 16, 2001, as a consequence of the contribution of 75 billion Lira on the part of the sole Shareholder Mediolanum S.p.A., the share capital was increased from 300 to 375 billion Lira.

Banca Mediolanum undertook to fully subscribe a capital increase in Banco de Finanzas e Inversiones S.A. for a total amount of 2,000 million Pesetas (approximately 23.2 billion Lira). This operation should be concluded by June 2001.

In March 2001, the interest held in FIBANC S.A. was increased 69.92% through the acquisition of stakes held by minor shareholders, which entailed a further investment of 12.5 billion Lira.

In February 2001, a new version of the Chorus fund, a managed account of funds, was launched featuring new risk profiles.

The Irish funds Challenge and Top Managers, distributed by Banca Mediolanum, were also enhanced by new compartments.

As for the insurance sector, a new version of the product Europension was launched: Tax Benefit, a product satisfying the requirements of the new fiscal legislation which allows deductibility of payments made to Individual Pension Plans.

In spite of the unfavourable financial market trends, the first quarter highlighted a positive trend in direct and indirect sales relating to both funds and policies. Life business sales were favourable, as were the growth of bank current accounts and the response of customers to both financial and pension products.

SIGNIFICANT **POST-PERIOD EVENTS**

OUR THANKS In conclusion, we wish to sincerely thank all Shareholders, the Global Advisors and all Employees for their extensive commitment throughout the year under review.

We also wish to thank the Bank of Italy – from the Governor of the Executive Board, the Supervisory Body and the Management of the Milan branch – for the valuable and constant support provided during the execution of our work, as well as CONSOB (National Commission for Listed Companies and the Stock Exchange), A.B.I. (Italian Banking Association), the Italian Exchange Office, the Treasury Ministry and Assoreti, which followed the activity of Banca Mediolanum with complete attention and professionalism, providing Banca Mediolanum with competant support and precious points of reference. We would also like to once again thank our Customers for the trust put in us, assuring that we will continue to commit ourselves to pursuing the development of Banca Mediolanum while satisfying the efficiency, solidity and profitability requirements.

Dear Shareholders,

The financial statements of your Company, that we submit you for approval along with this accompanying Report, show net profit for the period 11,178,732,012 of Lira, that we suggest be allocated as follows: 558,936,600 Lira to the Legal Reserve; 10,619,795,412 Lira to the Extraordinary Reserve.

Basiglio, March 14, 2001

For the Board of Directors The Chairman and Chief Executive Officer Ennio Doris BANCA MEDIOLANUM S.P.A.

FINANCIAL STATEMENTS AT DECEMBER 31, 2000

Balance sheet

Assets

| Lira | | 31/12/00 | 31/12/99 |
|------|-----------------------------------------------|-------------------|-------------------|
| 10. | Cash and deposits with central banks | | |
| | and post offices | 1,380,955,583 | 897,400,363 |
| 20. | Treasury bills and similar bills eligible for | | |
| | refinancing with central banks | 192,143,084,358 | 87,680,968,290 |
| 30. | Due from banks | 2,580,271,578,522 | 1,668,700,569,572 |
| | a) repayable on demand | 243,593,029,230 | 229,175,723,044 |
| | b) other | 2,336,678,549,292 | 1,439,524,846,528 |
| 40. | Loans to customers | 56,678,069,956 | 50,506,672,090 |
| 50. | Bonds and other debt securities | 926,632,881,283 | 504,480,381,32 |
| | a) public entities | 595,307,490,841 | 389,714,145,92 |
| | b) banks | 318,233,811,769 | 112,904,077,650 |
| | c) financial institutions | 13,091,578,673 | 1,862,157,756 |
| 60. | Shares, quotas and other forms of capital | 46,526,438 | 84,715,70 |
| 70. | Equity investments | 323,204,649 | 117,265,353 |
| 80. | Investments in Group companies | 236,910,105,295 | |
| 90. | Intangible fixed assets | 51,694,886,012 | 13,999,868,80 |
| | including: | | |
| | - start-up costs | 274,500,866 | 508,031,569 |
| | - goodwill | - | 291,874 |
| 100. | Tangible fixed assets | 61,957,584,899 | 35,298,716,010 |
| 130. | Other assets | 166,775,821,034 | 67,542,518,193 |
| 140. | Accrued income and prepaid expenses | 31,829,038,302 | 16,568,757,39 |
| | a) accrued income | 27,528,426,136 | 15,969,412,55 |
| | b) prepaid expenses | 4,300,612,166 | 599,344,84 |
| OTA | L ASSETS | 4,306,643,736,331 | 2,445,877,833,10 |

| ira | | 31/12/00 | 31/12/99 |
|------|----------------------------------------|-------------------|-------------------|
| 10 | Due to banks | 543,340,120,083 | 23,830,384,546 |
| 10. | | 12,565,159,591 | 23,830,384,340 |
| | a) repayable on demand | | |
| 00 | b) time deposits or with notice period | 530,774,960,492 | 23,652,506,185 |
| 20. | Due to customers | 3,026,094,241,014 | 2,214,958,977,539 |
| | a) repayable on demand | 2,973,594,047,492 | 2,115,220,846,090 |
| | b) time deposits or with notice period | 52,500,193,522 | 99,738,131,449 |
| 50. | Other liabilities | 326,972,935,646 | 119,178,662,945 |
| 60. | Accrued expenses and deferred income | 1,872,519,407 | 1,932,366,890 |
| | a) accrued expenses | 1,845,026,261 | 1,932,366,890 |
| | b) deferred income | 27,493,146 | - |
| 70. | Provision for employee termination | | |
| | indemnities | 3,727,901,059 | 2,590,688,256 |
| 80. | Provision for risks and charges | 25,225,742,400 | 13,561,958,220 |
| | b) taxation | 10,568,135,000 | - |
| | c) other allowances | 14,657,607,400 | 13,561,958,220 |
| 90. | Provision for possible loan losses | 64,000,000 | 64,000,000 |
| 110. | Subordinated liabilites | 48,406,750,000 | - |
| 120. | Share capital | 300,000,000,000 | 35,000,000,000 |
| 140. | Reserves | 19,760,794,710 | 26,391,187,286 |
| | a) legal reserve | 2,496,341,990 | 2,077,861,619 |
| | d) other reserves | 17,264,452,720 | 24,313,325,667 |
| 170. | Net income (loss) for the year | 11,178,732,012 | 8,369,607,424 |
| OTA | L SHAREHOLDERS' EQUITY AND LIABILITIES | 4,306,643,736,331 | 2,445,877,833,106 |

Shareholders' Equity and Liabilities

| GUARANTEES AND COMMITMENTS | | |
|----------------------------|----------------|----------------|
| 10. Guarantees given | 576,400,000 | 499,750,000 |
| include | | |
| - acceptances | - | - |
| - other guarantees | 576,400,000 49 | 99,750,000 |
| 20. Commitments | 78,327,855,001 | 14,170,136,054 |
| | | |

Income statement

| Lira | | 31. | /12/00 | 31/12/99 |
|------|---------------------------------------------|------------------|--------|-------------------|
| 10. | Interest income and similar revenues | 127,592,07 | 6,706 | 55,789,748,739 |
| | including | | | |
| | - loans to customers | 4,053,940,467 | 1,2 | 36,593,254 |
| | - debt securities | 38,455,795,424 | 21,8 | 12,118,437 |
| 20. | Interest expense and similar charges | (88,988,96 | 5,868) | (26,176,082,092) |
| | including | | | |
| | - deposits from customers | (77,650,07 | 6,788) | (21,977,985,701) |
| | - securities issued | (626,46 | 5,637) | - |
| 30. | Dividends and other revenues | 67 | 7,695 | - |
| | a) from shares, quotas and other forms of c | apital 67 | 7,695 | - |
| 40. | Commission income | 600,573,52 | 7,277 | 395,253,762,368 |
| 50. | Commission expense | (408,136,46 | 0,901) | (293,058,635,421) |
| 60. | Profits (Losses) on financial transactions | 1,780,80 | 2,073 | 991,365,502 |
| 70. | Other operating income | 29,052,50 | 1,207 | 17,215,975,034 |
| 80. | Administrative costs | (157,494,15 | 7,131) | (100,061,259,137) |
| | a) payroll | (35,126,44 | 6,957) | (17,746,730,175) |
| | including | | | |
| | - wages and salaries | (26,581,787,603) | (13,2 | 17,249,857) |
| | - social security charges | (6,812,558,942) | (3,6 | 23,750,233) |
| | - termination indemnities | (1,732,100,412) | (9 | 05,730,085) |
| | b) other | (122,367,71 | 0,174) | (82,314,528,962) |
| 90. | Adjustments to tangible and intangible | | | |
| | fixed assets | (25,028,26 | 3,829) | (13,235,306,968) |
| 100. | Provisions for risks and charges | (3,737,87 | 4,984) | (6,101,136,669) |
| 110. | Other operating expenses | (55,073,95 | 4,169) | (17,785,488,294) |
| 120. | Adjustments to loans and provisions | | | |
| | for guarantees and commitments | (1,937,05 | 8,751) | (548,709,965) |
| 130. | Write-back of adjustments to loans and pro | ovisions | | |
| | for guarantees and commitments | 196,85 | 7,266 | - |
| 170. | Income (Loss) from operating activities | 18,799,70 | 6,591 | 12,284,233,097 |
| 180. | Extraordinary income | 5,152,90 | 7,426 | 3,984,493,047 |
| 190. | Extraordinary charges | (4,962,39 | 6,442) | (775,927,816) |
| 200. | Extraordinary income (loss), net | 190,51 | 0,984 | 3,208,565,231 |
| 220. | Income taxes for the year (Loss) | (7,811,48 | 5,563) | (7,123,190,904) |
| 230. | NET INCOME (LOSS) FOR THE YEAR | 11,178,73 | 2,012 | 8,369,607,424 |
| | | | | |

The financial statements are presented in accordance with the requirements of Law Decree No. 87/92, which specifies provisions for the drawing up of financial statements for financial and banking organizations, and with the guidelines and instructions established by the Governor of the Bank of Italy in Provision of January 16, 1995 and successive amendments.

The Notes to the Financial Statements are intended to illustrate, analyse and in some cases integrate balance sheet data, and provide the information required in Section V of Legislative Decree No. 87/92. Moreover, the Notes provide all additional information considered necessary for the purposes of giving a true and accurate picture thereof, even when not required by specific laws.

We hereby acknowledge that these financial statements comply with the accounting results, and that the latter cover all the operations performed by the Company.

By virtue of the acquisition of the majority interest in the Spanish holding Fibanc Inversiones S.A., concluded on October 24, 2000, consolidated financial statements were drawn up for the two companies as at December 31, 2000.

Alongside the aforementioned financial statements and in compliance with the provisions set forth in Article 24 of Legislative Decree No. 87/92, Banca Mediolanum S.p.A. prepared the consolidated financial statements of the financial and banking organizations which, though not controlled by the latter, operate in line with the guidelines thereof.

In accordance with the provisions established in Article. 26, clause 4, of the aforementioned Legislative Decree, Banca Mediolanum S.p.A. is regarded as the parent company and will therefore prepare the consolidated financial statements as at December 31, 2000, which are presented in comparison with financial statements as at December 31, 1999.

The valuation criteria used for the preparation of the financial statements closed as at December 31, 2000, in line with the provisions established in Section IV of Legislative Decree No. 87/92, were not changed from the criteria used for the preparation of the financial statements closed as at December 31, 1999.

Notes to the financial statements as at December 31, 2000

FORM AND CONTENT OF FINANCIAL STATEMENTS

Part A Valuation criteria

Section 1 Valuation Criteria

LOANS, GUARANTEES Loans are reported at their estimated realizable value. There were no write-AND COMMITMENTS downs on a lump-sum basis for the year under review. "Repurchase agreements" are treated as deposit-taking or lending transactions, and recorded as receivables and payables for the spot amount received or advanced. Income and charges consisting of coupons matured on securities and the transaction price differential are entered in the Income Statement under interest. Guarantees given are entered at the value of the commitment undertaken. Commitments for securities to be received or delivered are included on the basis of the settlement price and, for the other values, of the contractual amount specified. Bonds and other debt securities which are not currently fixed assets are SECURITIES AND "OFF-BALANCE SHEET" TRANSACTIONS accounted for if recorded at the lower value of the purchase cost, determined (EXCLUDING FOREIGN CURRENCY TRANSACTIONS) TRADING PORTFOLIO using the weighted average method, adjusted to account for the accrued portion of premiums or discounts to the par value, arising when the securities are subscribed, and the relevant market price, represented by the average of the prices in the most significant markets in the last operating month. For unlisted securities, market price as of December 2000 for similar securities in terms of duration and rate structure was used. Unlisted securities without a reference price were valued at purchase cost. Investments in financial fixed assets are valued at purchase cost and historic **EQUITY INVESTMENTS** exchange rate, and written down in the event of their permanent depreciation. Assets and liabilities denominated in foreign currencies are translated into Lira using end-of-year "spot exchange" rates as assessed by the Bank of Italy. ASSETS AND LIABILITIES IN FOREIGN CURRENCY (INCLUDING "Off-balance sheet" transactions are valued using "spot exchange" rates at the "OFF-BALANCE SHEET" TRANSACTIONS) end of the year in case of spot transactions still not settled, and using end-ofyear "forward" rates for maturities corresponding to those on the relative contracts in case of transactions related to "forward" contracts.

Tangible assets are stated at purchase cost including related charges and,TANGIBLE FIXED ASSETSexcept those with a unit value exceeding 1 million Lira which are fully depre-
ciated during the year of acquisition, they are automatically depreciated on a
straight-line basis using rates which reflect their useful lives.

Maintenance expenditure that does not increase the value of assets is expensed as incurred.

Intangible fixed assets are registered upon authorisation of the Board of Auditors and automatically amortized using rates which reflect their useful lives. Criteria for the determination of the annual amortisation quotas are analysed in Section 4 of these Notes to the financial statements. Per Act No. 342 of November 21, 2000 (see "fiscal annex to financial law 2000"), it is specified that no economic revaluation was made on tangible, intangible and financial fixed assets.

These reflect adjustments to match costs and revenues to the two or more accounting periods to which they relate, on an accrual basis. OTHER POLICIES ACCRUALS AND DEFERRALS

Deposits are recorded at their par value.

This provision covers employees' liabilities for termination indemnities accrued, in accordance with current legislation (Article 2120 of the Italian Civil Code) and labour agreements. This liability is subject to annual adjustment based on official indices.

These provisions cover likely losses, the timing and extent of which cannot be determined at the closing of the accounting period. Provisions reflect a realistic estimate of expected losses on the basis of the information available.

Revenues and expenses are recorded on an accrual basis.

Leasing costs are posted in the income statement according to the pro-rata method.

Taxes are recorded on the basis of the taxable income in accordance with current tax laws, taking into account any available exemptions, tax relief and credits.

"Prepaid taxes", calculated on the basis of provisions for the year under review whose exemption is deemed certain in the following years, were deducted from the fiscal burden for the year, with the related counter-item under "other assets". INTANGIBLE FIXED ASSETS

DEPOSITS

PROVISION FOR EMPLOYEE TERMINATION INDEMNITIES

PROVISION FOR RISKS AND CHARGES

REVENUES AND EXPENSES

LEASED GOODS

TAXES

The tax relief provided for by legislative Decree 153/99 (the so-called Ciampi Law) was not applicable due to failure to fulfil the requirements thereof.

SECTION 2 ADJUSTMENTS AND PROVISIONS RECORDED FOR FISCAL PURPOSES

VALUE ADJUSTMENTS EXCLUSIVELY MADE IN ACCORDANCE TO FISCAL LAWS

PROVISIONS EXCLUSIVELY MADE IN ACCORDANCE TO FISCAL LAW Not made.

Not made

These Notes to the financial statements are in millions of Lira.

Part B Balance sheet Information

Assets

Cash and deposits with central banks and post offices *Cash and deposits with central banks and post offices,* amounting to 1,381 million Lira, consists of the cash box balance, both in Lira and foreign currency at the Milano 3 branch, and the cash holdings at the four ATMs located in the headquarters premises and in offices of Banca Mediolanum financial consultants in Padova and Alpignano (Turin). The balance of the post-office account in the Milan office is also included.

Section 1 Loans

1.1 Item 30 "due from banks" in detail

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------------|----------|----------|
| a) due from central banks | 1,016 | 8,193 |
| b) bills eligible for refinancing with central banks | 0 | 0 |
| c) repurchase agreements | 0 | 46,725 |
| d) securities lending contracts | 0 | 0 |

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------------------------------------------|-----------|-----------|
| Repayable on demand: | | |
| Current accounts for services provided | 35,871 | 23,221 |
| Active current accounts with banks | 21,360 | 1,437 |
| Current accounts with banks – non-resident accounts - | 11,865 | 240 |
| Demand deposit accounts – residents - | 139,411 | 204,277 |
| Demand deposit accounts – non-resident accounts - | 35,086 | 0 |
| Total | 243,593 | 229,175 |
| Other loans: | | |
| Other receivables for services | 3,677 | 816 |
| Time deposit accounts – residents - | 1,310,040 | 975,686 |
| Time deposit accounts – non residents - | 1,022,961 | 416,298 |
| Repurchase agreements | 0 | 46,725 |
| Total | 2,336,678 | 1,439,525 |

Repayable on demand relates to the balance of reciprocal current accounts with credit institutions.

The increase in "current accounts with banks - non-resident accounts" refers to the significant movements in current accounts opened at Clearstream Banking S.A. relating to the increased settlement activity of transactions in foreign securities carried out on behalf of our customers.

With reference to bank deposits and savings with ordinary customers, the Compulsory Reserve vis-à-vis Bank of Italy for the period 24.12.00 to 23.01.01, amounts to 55,290 million Lira.

The item "other receivables for services" relates mainly to commission income vis-à-vis credit institutes for "home mortgages" to customers, as well as to commission income resulting from credit card operations and from the placing of securities (Initial Public Offering). This item also includes 1,936 million Lira relating to the granting of a "pool loan" to a credit organization, entailing no current account settlement.

1.2 Breakdown of item 40 "Loans to customers"

Trade accounts are frequently analysed by the Bank by means of IT tools. The largest amounts are subject to specific and close examination, taking into account the balance trends, the account operations, as well as the creditworthiness of the debtor also in relation to the overall investment made in financial products of the Group.

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------------|----------|----------|
| a) bills eligible for refinancing with central banks | 0 | 0 |
| b) repurchase agreements | 0 | 31,951 |
| c) securities | 0 | 0 |
| | | |

| Lira in millions | 31.12.00 | 31.12.99 |
|----------------------|----------|----------|
| Current accounts | 28,106 | 12,235 |
| Other financing | 28,545 | 38,256 |
| Non-performing loans | 27 | 16 |
| Total | 56,678 | 50,507 |

"Other financing" includes loans to financial consultants and ordinary customers. It also includes pool financing operations (22,458 million Lira) in which the bank took part.

1.3 Secured loans to customers

| Lira in millions | 31.12.00 | 31.12.99 |
|--------------------------------------|----------|----------|
| a) loans secured by mortgages | 359 | 378 |
| b) loans secured by: | | |
| 1. cash deposits | 0 | 0 |
| 2. securities | 0 | 0 |
| 3. other assets | 0 | 0 |
| c) loans secured by guarantees from: | | |
| 1. Governments | 0 | 0 |
| 2. other public agencies | 0 | 0 |
| 3. banks | 0 | 0 |
| 4. other parties | 4,978 | 4,309 |
| Total | 5,337 | 4,687 |

1.4 Non-performing loans (including interest on non-performing loans)

Problem loans arranged out on the basis of a careful evaluation of counterdebtors, where the possibility of full recovery requires that the terms of repayment are extended.

The classifying of non-performing loans is made using prudential criteria whenever a credit is deemed, even in part, ineligible.

| Gross Exposure | Total adjustments | Net Exposure |
|----------------|---------------------------|------------------------------------------------|
| | | |
| 462 | 435 | 27 |
| 791 | 393 | 398 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 56,253 | 0 | 56,253 |
| | 462 791 0 0 0 | 462 435 791 393 0 0 0 0 0 0 0 0 |

Dynamics of doubtful loans

| Causes/categories Lira in millions | Non-performing Ioans | Problem loans | Loans under restructuring | Restructured Ioans | Loans subject to Country risk |
|---------------------------------------|-------------------------|------------------|---------------------------|-----------------------|----------------------------------|
| A. Initial gross exposure | | | | | |
| as at 31/12/99 | 377 | 388 | | | |
| A1. including interest | | | | | |
| on non-performing lo | bans 11 | 0 | | | |
| B. Increases | 219 | 792 | | | |
| B1. inflows from | | | | | |
| performing loans | 38 | 557 | | | |
| B2. interest on | | | | | |
| non-performing loan | s 15 | 0 | | | |
| B3. transfers from other | | | | | |
| doubtful loan catego | | 0 | | | |
| B4. other increases | 81 | 235 | | | |
| C. Decreases | 134 | 389 | | | |
| C1. outflows to performi | | 0 | | | |
| C2. cancellations | 15 | 0 | | | |
| C3. amounts collected | 119 | 304 | | | |
| C4. amounts following sa | | 0 | | | |
| C5. transfers to other do | | | | | |
| loan categories | 0 | 85 | | | |
| C6. other decreases | 0 | 0 | | | |
| D. Final gross exposure | | 704 | | | |
| as at 31/12/00 | 462 | 791 | | | |
| D1. including interest on | | 0 | | | |
| non-performing loan | s 26 | 0 | | | |

Dynamics of total adjustments

| Causes/categories Non-p | erforming Ioans | | Loans under restructuring | Loans subject to Country risk | Performing Ioans |
|---------------------------------------------------|--------------------|-----|---------------------------|----------------------------------|---------------------|
| A. Initial total adjustments | | | | | |
| as at 31/12/99 A1. including interest | 361 | 184 | | | |
| on non-performing loa | ns 11 | 0 | | | |
| B. Increases | 159 | 321 | | | |
| B1. adjustments | 108 | 321 | | | |
| B1.1 including interest | | | | | |
| on non-performing loa | ins 15 | 0 | | | |
| B2. uses of allowance | | | | | |
| for possible loan losses | | | | | |
| B3. transfers from other | | | | | |
| loan categories | 51 | | | | |
| B4. other increases | | | | | |
| C. Decreases | 85 | 112 | | | |
| C1. write-back of adjustme | nts 7 | 8 | | | |
| C 1.1. including interest on non-performing lo | 0.00 | | | | |
| 1 9 | 0115 | | | | |
| C 2. values recovery on collection | 16 | 53 | | | |
| C 2.1. including: interest | 10 | 55 | | | |
| on non-performing lo | anc | | | | |
| C3. cancellations | 62 | | | | |
| C4. transfers to other | 02 | | | | |
| loan categories | | 51 | | | |
| C5. other decreases | | 51 | | | |
| D. Final total adjustments | | | | | |
| as at 31/12/00 | 435 | 393 | | | |
| D1. including interest | | 0.0 | | | |
| on non-performing loa | ns 26 | 0 | | | |

1.5 Interest on non-performing loans

Interest on non-performing loans included in non-performing loans totalled 26 million Lira.

SECTION 2 2.3 Trading securities

This item includes securities in the portfolio which are not fixed assets since they are not specifically regarded as part of corporate assets as steady investments.

As at December 31, 2000, the securities portfolio is as follows:

| Lira in millions Items/values | Book value | Market value |
|-------------------------------------------------|------------|--------------|
| 1. Debt securities | | |
| 1.1 Government securities | | |
| - traded on regulated markets | 785,343 | 785,352 |
| - unlisted | 2 | 2 |
| 1.2 Other securities | | |
| - traded on regulated markets | 236,458 | 236,667 |
| - unlisted | 96,973 | 97,085 |
| 2. Shares, quotas and other forms of capital | | |
| traded on regulated markets | 46 | 46 |
| - unlisted | 0 | 0 |
| Total | 1,118,822 | 1,119,152 |
| | | |

For securities traded on regulated markets, the market value corresponds to the exact price at period end; for unlisted securities, the market trends of similar securities were referred to.

Movements during the period are summarised in the following table:

2.4 Annual changes of trading portfolio

| Lira | in millions | |
|------|---------------------------------------------|-----------|
| А. | Initial amount | 592,246 |
| В. | Increases | 1,831,098 |
| B1. | Purchases | 1,824,799 |
| | - debt securities | |
| | + Government securities | 640,167 |
| | + other securities | 901,983 |
| | - Shares, quotas and other forms of capital | 282,649 |
| B2. | Write-backs and revalutations | 255 |
| B3. | Transfers from the investment portfolio | 0 |
| B4. | Other changes | 6,044 |
| C. | Decreases | 1,304,522 |
| C1. | Sales and principal repayments | 1,302,053 |
| | - Debt securities | |
| | + Government securities | 329,641 |
| | + other securities | 688,927 |
| | - Shares, quotas and other forms of capital | 283,485 |
| C2. | Adjustments | 2,469 |
| СЗ. | Transfers to the investment portfolio | 0 |
| C5. | Other changes | 0 |
| D. | Year end amount | 1,118,822 |

Item B4 "other changes" includes issuing premiums and revenues resulting from divestments and principal repayments.

3.1 Main investments

During the period under review, the Spanish holding company Fibanc Inversiones S.A. was acquired. The interest value is inclusive of accessory charges.

| Lira in millions Company value | Head office | Shareholders' equity | Profit (Loss) | % holding | Balance-sheet |
|----------------------------------------------------|-------------|----------------------|---------------|-----------|---------------|
| A. Subsidiary companies Fibanc Inversiones S.A. | | 24,245 | 1,372 | 66.33 | 236,910 |

The list of companies controlled by the subsidiary Fibanc Inversiones S.A. as

at 31/12/00 is as follows:

| Lira in millions Company | Head office | Shareholders' equity | Activity |
|--------------------------------|-----------------------|-------------------------|------------------------------|
| Banco de Finanzas e Inversion | es S.A. Barcelona | Lire 49,237 | Banking |
| Ges Fibanc SGIIC S.A. | Barcelona | Lire 5,998 | Management of mutual funds |
| Fibanc S.A. | Barcelona | Lire 1,008 | Financial advisory company |
| Fibanc Pensiones S.A. S.G.F.P. | Barcelona | Lire 2,373 | Management of pension funds |
| Fibanc Faif S.A. | Barcelona | Lire 127 | Financial consulting company |
| Fibanc Valores AVB S.A. | Barcelona | Lire 1,771 | Stockbrokerage company |
| Andino AVB S.A. | Madrid | Lire 9,634 | Stockbrokerage company |
| Fibanc International S.A. | Luxembourg | Lire 351 | Investment advisory service |
| Fibanc Services Inc. | British Virgin Island | Lire 41 | Management of mutual funds |
| Fibanc Argentina | Buenos Aires | Lire 77 | Business representatives |
| Ranking Capital S.A. (*) | Andorra | Lire 740 | Asset management services |

(*) Fibanc Inversiones S.A. holds 50% of voting rights.

3.2 Amounts due to and from Group companies

The following table details amounts due to and from the companies belonging to the Mediolanum Group (parent company: Mediolanum S.p.A.) and the companies falling within the consolidation area of Banca Mediolanum S.p.A.

SECTION 3 EQUITY INVESTMENTS

| Lira | a in millions | 31.12.2000 |
|------|---------------------------------------------------|------------|
| a) | Assets | |
| | 1. Due from banks | 0 |
| | Including | |
| | - subordinated | 0 |
| | 2. Due from financial institutions | 4,829 |
| | Including | |
| | - subordinated | 0 |
| | 3. Due from other customers | 39,932 |
| | Including | |
| | - subordinated | 0 |
| | Bonds and other debt securities | 0 |
| | Including | |
| | - subordinated | 0 |
| b) | Liabilities | |
| | 1. Due to banks | 98 |
| | 2. Due to financial institutions | 28,719 |
| | 3. Due to other customers | 212,058 |
| | 4. Securities issued | 0 |
| _ | 5. Subordinated liabilities | 14,649 |
| C) | Guarantees and commitments | |
| | 1. Guarantees given | 0 |
| | 2. Commitments | 0 |

3.3 Amounts due to and from subsidiaries (which are not Group companies)

No significant assets/liabilities to report.

3.4 Breakdown of item 70 "Equity investments"

The breakdown of equity investments as at December 31, 2000 is as follows:

| Company | Share capital | % holding | Book value |
|-------------------------------|--------------------|-----------|------------|
| S.WI.F.T. s.c. | BEF 439,605,000 | 0.0011 | 3 |
| M.T.S. S.p.A | LIT 27,000,000,000 | 0.118 | 44 |
| e- MID S.p.A. | EUR 6,000,000 | 0.833 | 97 |
| CEDEL Int. S.A. | USD 78,507,000 | 0.006369 | 160 |
| Mediolanum International S.A. | EUR 500,000 | 0.2 | 2 |
| S.I.A. S.p.A. | EUR 18,123,683.76 | 0.01 | 17 |

| Lira | Lira in millions | |
|------|----------------------------------------------------------------------------|----------|
| a) | In banks 1. traded on regulated markets 2. unlisted | 0 0 |
| b) | In financial institutions 1. traded on regulated markets 2. unlisted | 0 0 |
| c) | Other 1. traded on regulated markets 2. unlisted | 0 323 |

3.5 Breakdown of item 80 "Investments in Group companies"

The breakdown of equity investments as at December 31, 2000 is as follows:

| Cor | npany | Share capital | % holding | Book value |
|------|---------------------------|-------------------|-----------|--------------|
| Fib | anc Inversiones S.A. | PTS 1,140,000,000 | 66.33 | Lire 236,910 |
| | | | | |
| Lira | a in millions | | | 31.12.2000 |
| a) | In banks | | | |
| | 1. traded on regulated n | narkets | | 0 |
| | 2. unlisted | | | 0 |
| b) | In financial institutions | | | |
| | 1. traded on regulated n | narkets | | 0 |
| | 2. unlisted | | | 236,910 |
| c) | Other | | | |
| | 1. traded on regulated n | narkets | | 0 |
| | 2. unlisted | | | 0 |

3.6.1 Investments in Group companies

Lira in millions

| A. Initial amount | 0 |
|-------------------------|---------|
| | 0 |
| B. Increases | |
| B1. Purchases | 236,910 |
| B2. Write-backs | 0 |
| B3. Revaluations | 0 |
| B4. Other changes | 0 |
| C. Decreases | |
| C1. Sales | 0 |
| C2. Adjustments | 0 |
| including | |
| - permanent write-downs | 0 |
| C3. Other changes | 0 |
| D. End-of-year amount | 236,910 |
| E. Total revaluations | 0 |
| F. Total adjustments | 0 |

3.6.2 Other investments

| Lira in millions | |
|-------------------------|-----|
| A. Initial amount | 117 |
| B. Increases | |
| B1. Purchases | 206 |
| B2. Write-backs | 0 |
| B3. Revaluations | 0 |
| B4. Other changes | 0 |
| C. Decreases | |
| C1. Sales | 0 |
| C2. Adjustments | 0 |
| including | |
| - permanent write-downs | 0 |
| C3. Other changes | 0 |
| D. End-of-year amount | 323 |
| E. Total revaluations | 0 |
| F. Total adjustments | 0 |

Section 4 TANGIBLE AND INTANGIBLE FIXED ASSETS

4.1 Annual changes in tangible fixed assets

Office furniture

Tangible assets under construction

| Lira | in millions | | |
|--------------------|-----------------------------|---------------------------|---------------------|
| А. | Initial amount | | 35,299 |
| В. | Increases | | |
| B1. | Purchases | | 34,509 |
| B2. | Write-backs | | |
| B3. | Revaluations | | |
| B4. | Other changes | | 39 |
| C. | Decreases | | |
| C1. | Sales | | (9) |
| C2. | Adjustments | | |
| | (a) depreciations | | (7,880) |
| | (b) permanent write-downs | | |
| C3. | Other changes | | |
| D. | End-of-year amount | | 61,958 |
| Ε. | Total revaluations | | |
| F. | Total adjustments | | |
| | (a) depreciations | | 18,028 |
| | (b) permanent write-downs | | |
| Lira | in millions | Net assets as at 31.12.00 | Depreciation rate % |
| Var | ious equipment | 1,764 | 15 |
| Buildings | | 25,906 | 3 |
| Personal computers | | 27,766 | 20 |
| Alarms | | 97 | 30 |
| Other peripherals | | 2,427 | 25 |
| | fice fittings | 619 | 15 |
| Otł | ner means of transportation | 217 | 25 |
| | - | | |

The item "tangible assets under construction" relates to tangible goods purchased at the end of the period but not yet utilised.

696

2,466

12 0

It should be noted that tangible assets with a unit value exceeding 1 million Lira were fully depreciated during the period, totalling 1,383 million Lira, and that for assets exceeding this value purchased during the period, applicable rates were halved so as to take into account their limited utilisation.

4.2 Annual changes in intangible fixed assets

| Lira in millions | |
|---------------------------|----------|
| A. Initial amount | 14,000 |
| B. Increases | |
| B1. Purchases | 54,882 |
| B2. Write-backs | |
| B3. Revaluations | |
| B4. Other changes | |
| C. Decreases | |
| C1. Sales | |
| C2. Adjustments | |
| (a) depreciations | (16,986) |
| (b) permanent write-downs | (162) |
| C3. Other changes | (39) |
| D. End-of-year amount | 51,695 |
| E. Total revaluations | |
| F. Total adjustments | |
| (a) depreciation | 38,198 |
| (b) permanent write-downs | 174 |

Amortisation criteria used are as follows:

| Start-up and expansion costs | | | |
|-------------------------------------------------------------|---------|--|--|
| Improvements on leased goods | 5 years | | |
| Other multiannual costs (software /trademarks/commission on | | | |
| fund management services) | 3 years | | |

There was also a significant increase in intangible fixed assets during the year under review, aimed at bringing technical, operating and logistic facilities up to an adequate level for the development of operations.

Increases for the year include 5,139 million Lira relating to commission payable to financial consultants for marketing the product "Chorus" (Managed Accounts in Funds), which was capitalised as it is a "no load" product.

Further details about the breakdown and movements in the individual tangible and intangible fixed asset categories are provided in Attachments 1 and 2 to these Notes. (see attached)

5.1 Breakdown of item 130 "other assets"

OTHER ASSETS

SECTION 5

This item is detailed and compared with balances as at December 31, 1999, as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|----------------------------------------------------|----------|----------|
| Due from financial consultants | 1,252 | 792 |
| Commission income receivable | 45,478 | 31,455 |
| Receivables "being recovered" | 209 | 495 |
| Advance payments to employees and co-workers | 330 | 227 |
| Due from fiscal authorities | 15,815 | 9,761 |
| Due from affiliates | 394 | 141 |
| Due from Fininvest/Fininvest-Doris Group companies | 659 | 907 |
| Advances to suppliers | 885 | 500 |
| Guarantee deposits | 1,742 | 1,012 |
| Other receivables | 100,011 | 22,252 |
| Τοται | 166,775 | 67,542 |

"Commission income receivable" includes amounts receivable for selling the products and services of the affiliated companies Mediolanum S.p.A., Mediolanum Gestione Fondi S.G.R.p.A. and Mediolanum International Funds Ltd.

This item is detailed and compared with balances as at December 31, 1999, as follows:

| 31.12.00 | 31.12.99 |
|----------|-------------------------------------------------|
| 39,443 | 22,039 |
| 397 | 2,159 |
| 4,333 | 5,647 |
| 0 | 35 |
| 626 | 915 |
| 27 | 52 |
| 652 | 608 |
| 45,478 | 31,455 |
| | 39,443 397 4,333 0 626 27 652 |

"Other" mainly includes receivables relating to commissions for the placement of securities.

"Receivables being recovered" refers to the payment of compensation to customers for damages arising from illegal acts by former financial consultants, against whom action for recourse has been taken.

This amount, stated at its par value of 4,092 million Lira integrated by the allowance for doubtful receivables of 3,883 million Lira, represents the presumed realisable value, taking into account the insurance coverage against such risks through a policy with a primary insurance company.
"Due from fiscal authorities" is summarised and compared with values of the previous year in the following table:

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------------------------------------|----------|----------|
| Payment of direct taxes | 15,711 | 9,606 |
| Advance on employee termination indemnities | | |
| (including interest) Law 662 /96 | 60 | 112 |
| Corporate tax 1992 (including interest) | 27 | 26 |
| Refund of proportional tax on premium operation | 17 | 17 |
| Total | 15,815 | 9,761 |

"Payment of direct taxes" refers to amounts due from fiscal authorities for the advance payment of IRAP tax during the period under review, and for amounts receivable for withholding taxes on commissions collected during 2000.

"Due from affiliates" and "due from Fininvest, Fininvest-Doris Group companies" relates to the following companies:

| Lira in millions | 31.12.00 | 31.12.99 |
|--------------------------------------|----------|----------|
| Mediolanum Group: | | |
| Mediolanum Vita S.p.A. | 206 | 71 |
| Mediolanum Gestione Fondi S.G.R.p.A. | 45 | 1 |
| Mediolanum S.p.A. | 57 | 69 |
| Mediolanum State Street S.G.R.p.A | 27 | 0 |
| Mediolanum Comunicazione S.r.I. | 20 | 0 |
| PI Distribuzione S.r.I. | 2 | 0 |
| Partner Time S.p.A. | 37 | 0 |
| Total | 394 | 141 |
| Fininvest Group: | 0 | 0 |
| Fininvest and Doris Groups | | |
| - Porto Rafael Residence S.r.I. | 581 | 829 |
| - Mediolanum Assicurazioni S.p.A. | 78 | 78 |
| Total | 659 | 907 |

"Advances to suppliers" primarily includes amounts granted on signing contracts for the supply of services.

"Guarantee deposits" includes a guarantee deposit to the Equalization and Guarantee Fund (1,056 million Lira) for the settlement of securities in cash and the execution of purchase and sale contracts.

"Other receivables" includes, apart from 64,110 million Lira relating to sundry items, basically referring to securities transactions which were regularly settled during the first months of 2001, 8,462 million Lira relating to the use of services by customers not yet falling due and 6,405 million Lira relating to the accounting for "prepaid" taxes for provisions made during the year 2000 (3,687 million Lira), which are expected to be utilised for tax relief purposes in the following years.

Due from fiscal authorities for prepaid taxes

| Lira | a in millions | |
|------|--------------------------------------|-------|
| 1. | Initial amount | 6,951 |
| 2. | Increases | |
| 2.1 | Prepaid taxes incurred in the year | 3,687 |
| 2.2 | ? Other increases | 0 |
| 3. | Decreases | |
| 3.1 | Prepaid taxes eliminated in the year | 930 |
| 3.2 | ? Other decreases | 3,303 |
| 4. | Year end amount | 6,405 |

"Other decreases" relates to the adjustment of the "prepaid taxes" allowance that was necessary in relation to the new direct tax rates introduced in 2001, as well as to the corporate income tax 'soft' rate pursuant to Law 133/99 ("Visco relief").

"Other receivables" of 6,471 million Lira also includes the results of the evaluation of transactions related to forward contracts in foreign currency.

5.2 Breakdown of item 140 "accrued income and prepaid expenses"

Item Accrued income is analysed as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|---------------------------------------------|----------|----------|
| Interest income - banks | 14,167 | 6,888 |
| Income from repurchase agreement with banks | | |
| and ordinary customers | 0 | 230 |
| Interest on securities | 12,857 | 4,843 |
| Other | 504 | 4,008 |
| Total | 27,528 | 15,969 |

"Prepaid expenses" includes insurance premium quotas of 354 million Lira, rents payable of 15 million Lira, 36 million Lira referring to the National Guarantee Fund for future years and other deferrals of 3,895 million Lira for sundry services accrued during the year 2001.

5.4 Breakdown of subordinated assets

No subordinated assets are accounted for.

6.1 Analysis of item 10 "due to banks"

| Lira in millions | 31.12.00 | 31.12.99 |
|---------------------------------|----------|----------|
| a) Repurchase agreements | 486,241 | 4,290 |
| b) securities lending contracts | 0 | 0 |

Due to banks "repayable on demand" relates to "overnight" deposits of less than two working days.

Due to banks "time deposits or with notice period" relates to time deposits with banks of 44,534 million Lira and repurchase agreements of 486,241 million Lira with the European Central Bank.

6.2 Analysis of item "due to customers"

| Lira in millions | 31.12.00 | 31.12.99 |
|---------------------------------|----------|----------|
| a) repurchase agreements | 52,500 | 99,738 |
| b) securities lending contracts | 0 | 0 |

Breakdown of item 70 "allowance for employee termination indemnities"

Section 7 Allowances

Movements for the year are highlighted in the following table:

| Lira in millions | |
|----------------------------------------------------|-------|
| Balance as at 31.12.99 | 2,591 |
| Quota accrued and included in the Income statement | 1,732 |
| Allowance transferred from other Group companies | 5 |
| Allowance transferred to other Group companies | (3) |
| Indemnities paid out during the year | (455) |
| Advance payments made during the year | (142) |
| Balance as at 31.12.00 | 3,728 |

7.1 Breakdown of sub-item 90 "allowance for possible loan losses"

This allowance includes allocations made in previous years in relation to possible risks, solely for tax relief purposes.

7.2 Variation in "allowance for possible loan losses"

No changes occurred during the period under review.

Breakdown of sub-item 80 (b) "tax payable fund"

During 2000, provisions for direct taxes were made to the related fund. The amount allocated reflects the "best estimate" of the future tax burden, and is adequate to ensure the relevant coverage.

SECTION 6 DEBTS

| Lira in millions Provision | Balance as at 31.12.99 | Allocations during the year | Other changes | Utilisation | Balance as at 31.12.00 |
|-------------------------------|---------------------------|-----------------------------|---------------|-------------|------------------------|
| IRPEG tax provision | 0 | 6,826 | 0 | 0 | 6,826 |
| IRAP tax provision | 0 | 3,742 | 0 | 0 | 3,742 |

7.3 Breakdown of sub-item 80 (c) "Allowance for risks and charges - other"

The following table details the composition and movements in the reserve under review:

| Lira in millions Provision | Balance as at 31.12.99 | Provisions for the year | Other changes | Utilisation | Balance as at 31.12.00 |
|---------------------------------|---------------------------|-------------------------|------------------|-------------|---------------------------|
| Staff loyalty provision | 366 | 177 | 0 | (45) | 498 |
| Portfolio indemnities provision | 3,818 ו | 1,296 | (1,219) | (330) | 3,565 |
| Provision against agents' | | | | | |
| illegal acts | 5,263 | 1,500 | 0 | 0 | 6,763 |
| Allowance for agents' | | | | | |
| leaving indemnities | 1,348 | 719 | (212) | (23) | 1,832 |
| "Prize contest" fund | 21 | 46 | 0 | (39) | 28 |
| Settlement of transit items | 745 | 0 | 0 | (745) | 0 |
| Customer indemnity for | | | | | |
| electronic transactions | 2,000 | 0 | 0 | (28) | 1,972 |
| Total | 13,561 | 3,738 | (1,431) | (1,210) | 14,658 |

"Staff loyalty provision" relates to a contractual obligation vis-à-vis professionals supporting and backing up the sales network. This agreement establishes the allocation of a portion of their remuneration to be paid when the relationship is terminated, provided that such staff do not provide their services to competitors.

"Portfolio indemnities provision" relates to a commitment established by the general terms and conditions of the contract governing the relationship with financial consultants and the payment of an indemnity in the event of termination of the relationship. The settlement of these indemnities is subject to a non-competition agreement on the part of the leaving consultants.

Other changes relate to the transfer of out-of-period revenues for financial consultants' indemnities for breach of non-competition agreement.

"Provision against agents' illegal acts" relates to the payment of compensation by the Company to indemnify damage caused to Customers as a consequence of illicit behaviour by people operating on behalf of the Company. Provisions to this fund were made since the insurance policy covering such risks has an exclusion amount for claims made.

Provisions for the year under review totalled 1,500 million Lira, fully covering possible claims below the insurance exclusion amount agreed.

"Allowance for agents' leaving indemnities" covers leaving indemnities accrued to financial consultants who reached the age of retirement as established by ENASARCO (National Board for the Assistance to Commercial Agents and Representatives), in compliance with the agents' collective agreement.

Other changes relate to the transfer of out-of-period revenues for financial consultants' indemnities for contractual breach.

"Settlement of transit items" was established the previous year in order to deal with a number of items that were still unrecoverable after the extensive work of recovery and scheduling of all the outstanding transactions in relation to the initial period of activity of the Bank. This fund was fully utilised during 2000 to cover all the outstanding transactions highlighted by the analysis.

"Customer indemnity for electronic transactions" was established in the previous year to cover risks associated with customer transactions through the telephone or other electronic channels.

"Prize contest allowance" covers the estimated burden of premiums accrued and not yet distributed, within the framework of prize contests vis-à-vis customers.

Share capital

Share capital, fully subscribed and paid-up, amounts to 300,000,000,000 Lira and consists of 300,000,000 ordinary shares with a par value of 1,000 Lira each.

Changes in the composition of shareholders' equity

Changes in the composition of shareholders' equity are summarised in Attachment 3. (see attached)

Subordinated liabilities

During the year, a subordinated bonded loan was issued with a variable threemonthly rate, indexed to the three-month Euribor rate plus a 0.125% spread. The five-year loan was issued for a par value of 25,000,000 Euro starting September 28, 2000 and falling due September 28, 2005. Repayment will Section 8 Share Capital, Reserves, Reserve for general Banking Risks and Subordinated liabilities occur in accordance with an annual sinking plan totalling 1/5 of the par value.

Total capital and capital requirements as at December 31, 2000

| Lira in millions | | |
|---------------------------------------------------|----------|----------|
| Categories/values | 31.12.00 | 31.12.99 |
| A. Total capital | 81,119 | 40,807 |
| A.1.Tier 1 capital | 279,244 | 40,760 |
| A.2.Tier 2 capital | 38,785 | 47 |
| A.3.Amounts to be deducted | 236,910 | 0 |
| B. Capital requirements | | |
| B.1. Credit risks | 66,379 | 32,500 |
| B.2. Market risks | 9,544 | 2,168 |
| of which: | | |
| trading portfolio risk | 9,242 | 2,168 |
| - foreign exchange risk | 302 | 0 |
| B.3. Other capital requirements | | 0 |
| B.4. Total capital requirements | 75,923 | 34,668 |
| C. Risk-weighted assets and capital ratios | | |
| C.1. Risk-weighted assets * | 949,038 | 433,350 |
| C.2. Tier 1 capital/risk-weighted assets | 29,42 % | 9,41 % |
| C.3. Tier 1 + tier 2 capital/risk-weighted assets | 8,55 % | 9,42 % |

 $(\mbox{*})$ Total capital requirements multiplied by the reciprocal quantity of the minimum compulsory coefficient for credit risk

SECTION 9 OTHER ITEMS OF LIABILITY

This item is analysed as follows:

9.1 Breakdown of item 50 "other liabilities"

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------------------------|----------|----------|
| Due to suppliers | 47,201 | 17,824 |
| Commercial payables to affiliated companies | 2,966 | 1,906 |
| Commercial payables to Fininvest/Fininvest-Doris Group companies | 4,138 | 692 |
| Due to consultants, professionals, directors and auditors | 1,118 | 427 |
| Due to tax authorities | 22,992 | 8,023 |
| Due to financial consultants | 85,174 | 63,184 |
| Due to social security entities | 5,098 | 2,111 |
| Indemnity for agency relationship termination | 4,495 | 3,232 |
| Due to employees | 1,702 | 1,049 |
| Other payables | 152,088 | 20,731 |
| Τοται | 326,972 | 119,179 |

"Due to suppliers" relates to the supply of materials and services for normal activities; the increase over the previous year (28,112 million Lira) is partly due to the significant purchase of tangible and intangible fixed assets carried out during the last part of the year under review.

"Commercial payables to affiliated companies" and "Commercial payables to Fininvest/Fininvest-Doris Group companies" relate to services provided by the following companies:

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------------------------------|----------|----------|
| Mediolanum Group: | | |
| Mediolanum S.p.A. | 1,104 | 1,101 |
| Mediolanum State Street S.G.R.p.A. | 0 | 51 |
| Mediolanum Gestione Fondi S.G.R.p.A. | 305 | 197 |
| Mediolanum Comunicazione S.r.I. | 1,520 | 430 |
| Mediolanum Vita S.p.A. | 1 | 1 |
| Partner Time S.p.A. | 4 | 4 |
| PI Distribuzione S.r.I. | 13 | 122 |
| Fibanc S.A. | 19 | 0 |
| Total | 2,966 | 1,906 |
| Fininvest Group: | | |
| Yond S.p.A. (formerly Athena 2000 S.p.A.) | 5 | 29 |
| Mediaset S.p.A. | 53 | 51 |
| Società Europea Edizioni S.p.A. | 9 | 4 |
| Publitalia '80 S.p.A. | 2,618 | 274 |
| Jumpy S.p.A. | 420 | 0 |
| Edilnord Gestioni S.p.A. | 164 | 0 |
| Alba Servizi S.p.A. | 0 | 84 |
| Total | 3,269 | 442 |
| Fininvest and Doris Groups | | |
| Porto Rafael Residence S.r.I. | 15 | 44 |
| Mediolanum Assicurazioni S.p.A. | 854 | 206 |
| Total | 869 | 250 |

"Due to consultants and professionals" relates to services received and paid at their natural expiration; this item also includes amounts due to Directors and Auditors for remuneration of the year, totalling 125 million Lira.

"Taxes payable" is as follows:

| Lira in millions | 31.12.2000 |
|-------------------------------------------------------|------------|
| Adjustment virtual stamp | 4,669 |
| Adjustment of special tax on stock exchange contracts | 141 |
| VAT | 68 |
| Local taxes | 23 |
| Substitute tax and sundry withholding taxes | 18,091 |
| Total | 22,992 |

"Due to financial consultants" refers to commission accrued as at the balancesheet date for the in-home sale of stocks, shares, securities, products and services. These were almost entirely settled during the first months of 2001. "Due to social security entities" refer to amounts due to social security entities for employees (1,654 million Lira) as well as financial consultants and insurance agents (3,444 million Lira).

"Indemnity for agency relationship termination" relates to financial consultants' accruals for this purpose. This amount was paid to Mediolanum Vita S.p.A. on 31/03/01, in compliance with the terms and conditions established by the industry association agreements.

"Due to employees" relate to amounts due for overtime work, expense accounts to be settled, as well as to payables for holidays and leaves of absence accrued as at December 31, 2000, but not yet utilized.

"Other payables", totalling 152,088 million Lira, includes, among others, 35,086 million Lira referring to the guarantee deposit created at Banco Santander Central Hispano by the previous shareholders of the subsidiary company Fibanc Inversiones S.A., replacing collateral security (bank surety-ship) to the investment acquisition contract which were not settled at year end. Moreover, it includes items that were not regularly closed during the first months of 2001 of 116,206 Lira of which 46,019 million Lira relate to the settlement of foreign securities and 54,732 million Lira to money transfers awaiting settlement.

9.2 Breakdown of item 60 "accrued expenses and deferred income"

Accrued expenses of 1,107 million Lira relate to the portion of interest receivable on deposits with other credit institutes accrued during the period under review.

Moreover, it includes 738 million Lira of charges accrued from the year's closing date on repurchase agreements and "hot money" transactions with ordinary customers.

Item "deferred credits" includes deferred credits pertaining to swap and outright operations.

10.1 Breakdown of item 10 "guarantees given"

| Lira in millions | 31.12.2000 |
|---------------------------------------|------------|
| a) Commercial guarantees | 576 |
| b) Financial guarantees | 0 |
| c) Assets set aside in guarantee | 0 |
| · · · · · · · · · · · · · · · · · · · | |

10.2 Breakdown of item 20 "commitments"

| Lira in millions | 31.12.2000 |
|---------------------------------------------------------------|------------|
| a) Commitment to allocate funds (certain to be called on) | 56,677 |
| b) Commitment to allocate funds (not certain to be called on) | 21,651 |

9,145 million Lira of the amount of point b relates to the maximum commitment that can be undertaken vis-à-vis the Interbank Fund for Deposits Protection and 12,506 million Lira relates to the commitment to purchase the minority stake in subsidiary company Fibanc Inversiones S.A., corresponding to 3.588% of the capital.

10.3 Assets set aside in guarantee of own debts

Government securities for 55 billion Lira are kept at the Bank of Italy in guarantee of possibile current account overdrafts resulting from day to day operations relating to the real-time gross settlement of payments (Bi-Rel).

Moreover, securities for an overall amount of 149 billion Lira are kept at Clearstream Banking S.A. in guarantee of currency security settlement transactions.

Own securities, sold in the form of repurchase agreements to ordinary customers, totalled 538 billion Lira at a par value. Section 10 Guarantees and commitments

10.5 Forward transactions

| Type of transaction | Hedging Dealing | Other |
|--------------------------------------------|-----------------|-------|
| 1. Buy and sell | | |
| 1.1 Securities | | |
| - purchases | 11,368 | |
| - sales | 8,536 | |
| 1.2 Currency | | |
| - currency against currency | 46 | |
| purchases against Euro | 582 | |
| - sales against Euro | 4,233 | |
| 2. Deposits and loans | | |
| - to be made | 45,309 | |
| 3. Derivative contracts | | |
| 3.1 With exchange of principal | | |
| b) currency | | |
| purchases against Euro | 4,101 | |
| sales against Euro | 148,909 | |
| 3.2 Without exchange of principal | | |
| b) other instruments | | |
| - purchases | 310 | |

"Other instruments" includes the overall amount referring to the purchase of a structured financial instrument.

Section 11 Concentration and DISTRIBUTION OF THE ASSETS AND LIABILITIES

11.1 Concentration of risk: significant exposure

| Lira in millions | 31.12.2000 |
|------------------|------------|
| a) amount | 40,073 |
| b) number | 4 |

11.2 Distribution of loans to customers by principal economic sector

| Lira in millions | 31.12.2000 |
|-----------------------------|------------|
| a) Government | 0 |
| b) other public agencies | 0 |
| c) non-financial businesses | 72 |
| d) financial institutions | 22,512 |
| e) family-owned businesses | 0 |
| f) other operators | 34,094 |
| Total | 56,678 |

11.3 Distribution of loans to resident non-financial and personal businesses

| Lira in millions | 31.12.2000 |
|----------------------------------------------------|------------|
| a) sector 73 - other services for sale - | 50 |
| b) other sectors (068) hotel and catering services | 15 |

11.4 Distribution of guarantees given, by principal sectors of counterparts

| Lira in millions | 31.12.2000 |
|-----------------------------|------------|
| a) Government | 0 |
| b) other public agencies | 0 |
| c) banks | 0 |
| d) non-financial businesses | 10 |
| e) financial institutions | 0 |
| f) family-owned businesses | 0 |
| g) other operators | 566 |

11.5 Geographic breakdown of assets and liabilities:

| Lira in millions Items/Countries | Italy | Other E.U. countries | Other countries |
|-------------------------------------|-----------|----------------------|-----------------|
| 1. Assets | | | |
| 1.1 Due from banks | 1,510,359 | 1,046,458 | 23,454 |
| 1.2 Loans to customers | 56,678 | 0 | 0 |
| 1.3 Securities | 1,098,079 | 17,794 | 2,949 |
| Total | 2,665,116 | 1,064,252 | 26,403 |
| 2. Liabilities | | | |
| 2.1 Due to banks | 542,988 | 352 | 0 |
| 2.2 Due to customers | 3,026,094 | 0 | 0 |
| 2.3 Securities issued | 0 | 0 | 0 |
| 2.4 Other accounts | 48,407 | 0 | 0 |
| Total | 3,617,489 | 352 | 0 |
| 3. Guarantees and commitments | 63,974 | 14,832 | 98 |

11.6 Maturities of assets and liabilities

| Items/residual duration | | | Est | tablished duratior | ı | | | Unspe- cified duration |
|------------------------------|--------------|-------------------|------------------------------|-----------------------|-------------------|---------------|-----------------|------------------------------|
| | | | | | 1 year 5 years | Over | 5 years | |
| | on demand | Up to 3 months | between 3 to 12 months | fixed rate | indexed rate | Fixed rate | indexed rate | |
| 1. Assets | | | | | | | | |
| 1.1 Treasury bills eligible | | | | | | | | |
| for refinancing | 2 | 6.184 | 17 | 24.722 | 126.564 | 13 | 34,641 | |
| 1.2 Due from banks | 243,593 | 2,296,208 | 38,725 | | | | | 176 |
| 1.3 Loans to customers | 28,106 | 23,014 | 2,672 | | 2,609 | | 250 | 27 |
| 1.4 Bonds and other | | | | | | | | |
| debt securities | 179 | 8,642 | 38,510 | 10,335 | 608,515 | 5,082 | 255,370 |) |
| Total | 271,880 | 2,334,048 | 79,924 | 35,057 | 737,688 | 5,095 | 290,261 | 472 |
| 1.5 "Off-balance sheet" | | | | | | | | |
| transactions | | 53,463 | 3,919 | 5,716 | 189 | 853 | 244 | 828 |
| 2. Liabilities | | | | | | | | |
| 2.1 Due to banks | 12,565 | 530,775 | | | | | | |
| 2.2 Due to customers | 2,945,594 | 80,500 | | | | | | |
| 2.3 Securities issued | | | | | | | | |
| - bonds | | | | | | | | |
| - certificates of deposit | | | | | | | | |
| - other securities | | | | | | | | |
| 2.4 Subordinated liabilities | 10,055 | | | 38,352 | | | | |
| Total | 2,968,214 | 611,275 | | 38,352 | | | | |
| 2.5 "Off-balance sheet" | | | | | | | | |
| transactions | 9 | 56,232 | 1,198 | 5,592 | 364 | 747 | 246 | 824 |

11.7 Assets and liabilities in foreign currency

| Lira | a in millions | 31.12.2000 |
|------|-----------------------|------------|
| a) | assets | |
| | 1) due from banks | 137,663 |
| | 2) loans to customers | 0 |
| | 3) securities | 1,869 |
| | 4) equity investments | 0 |
| | 5) other | 159 |
| b) | liabilities | |
| | 1) due to banks | 254 |
| | 2) due to customers | 58 |
| | 3) securities issued | 0 |
| | 4) other | 0 |

Section 12 Management and brokerage on behalf of third parties

12.1 Securities Transactions

| Lira | in millions | 31.12.2000 |
|------|-------------|------------|
| a) | purchases | |
| | 1) settled | 11,266,098 |
| b) | sales | |
| _ | 1) settled | 11,279,629 |

12.2 Managed accounts

Total assets under administration (1,474,125 million Lira) consists of securities not issued by the bank, of which 1,416,794 million Lira relate to units of mutual funds managed by group companies for the "Chorus" product (managed accounts in funds).

Securities are stated at market value.

12.3 Custody and administration of securities

| ira in millions | |
|---------------------------------------------------------------|-----------|
| h) third-party securities held in deposit | |
| (excluding managed accounts of 1,116,680 Lira) | 4,581,548 |
| 1. securities issued by the Bank | 20,809 |
| 2. other securities | 4,560,739 |
| b) third-party securities deposited with third parties | 4,578,156 |
|) Portfolio securities deposited with third parties | 978,700 |

Amounts are at par value.

Own securities, at a par value of 149 miliardi Lira, are kept in safe custody at the Bank of Italy and Clearstream Banking S.A., as described in point 10.3 "assets set aside in guarantee of own debts". (see attached)

1.1 Breakdown of item 10 "interest income and similar revenues"

| Lira in millions | 31.12.00 | 31.12.99 |
|-----------------------------------------------------------------------|----------|----------|
| a) on amounts due from banks | 85,040 | 32,718 |
| of which: | | |
| - deposits with central banks | 1,948 | 676 |
| b) on loans to customers | 4,054 | 1,237 |
| of which: | | |
| loans with third party funds under administration | 0 | 0 |
| c) on debt securities | 38,455 | 21,812 |
| d) other interest income | 43 | 23 |
| e) positive differentials on "hedging" transactions | 0 | 0 |
| Total | 127,592 | 55,790 |

Part C Income statement information

Section 1 Interest

1.2 Breakdown of item 20 "interest expense and similar charges"

| Lira in millions | 31.12.00 | 31.12.99 |
|--------------------------------------------------------------|----------|----------|
| a) on amounts due to banks | 10,712 | 4,198 |
| b) on amounts due to customers | 77,651 | 21,978 |
| c) on other securities issued | | |
| of which: | | |
| - on certificates of deposit | | |
| d) on loans with third party funds under administration | 0 | 0 |
| e) on subordinated liabilities | 626 | 0 |
| f) negative differentials on "hedging" transactions | 0 | 0 |
| Total | 88,989 | 26,176 |

1.3 Analysis of item 10 "interest income and similar revenues"

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------------------|----------|----------|
| a) on foreign currency assets | 1,236 | 24 |
| Total | 1,236 | 24 |

1.4 Analysis of item 20 "Interest expense and similar charges"

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------|----------|----------|
| a) on foreign currency liabilities | 18 | 0 |
| Total | 18 | 0 |

| Section 2 |
|-------------|
| COMMISSIONS |

2.1 Breakdown of item 40 "commission income"

| Lira in millions | 31.12.00 | 31.12.99 |
|----------------------------------------------------------|----------|----------|
| a) Guarantees given | | |
| b) Collection and payment services | 111 | 50 |
| c) Management, dealing and consultancy services | | |
| 1. dealing in securities | 31,268 | 13,200 |
| 2. dealing in currency | 0 | 0 |
| 3. managed accounts | 15,156 | 1,895 |
| 4. custody and administration of securities | 3,515 | 2,018 |
| 5. placement of securities | 3,882 | 4,540 |
| 6. consultancy services | 0 | 0 |
| 7. "in-home" sales of securities, financial products | | |
| and services | 451,340 | 294,605 |
| 8. order intake | 516 | 0 |
| d) Tax collection services | 0 | 0 |
| e) Other services | 94,785 | 78,946 |
| Total | 600,573 | 395,254 |

The increase over the year 1999 (205,319 million Lira) was due to a significant increase in securities trading.

The increase in commissions relating to the distribution of mutual funds and insurance policies was due to the development of sales volume, together with the renegotiation of contracts governing business relations with product companies.

Item "other services" mainly relates to commissions for the upkeep of mutual funds and insurance policies. This item also includes commissions resulting from the "home mortgage" and credit card operations.

Subscription and maintenance commissions relating to O.I.C.R. quotas are contractually governed by trade agreements with the affiliated companies Mediolanum Gestione Fondi S.G.R.p.a. and Mediolanum International Funds Ltd. During the year, the trading of O.I.C.R shares of the companies Anima S.G.R.p.a. and Fleming Fund Management (Luxembourg) S.A. was started.

Within the framework of the placement activities without prior subscription or future contract purchase, nor guarantee towards the issuer, as regulated by Legislative Decree No. 58/98 Consolidation Act on Financial Brokerage, efforts were put in place to promote and sell insurance products and services by virtue of the mandate conferred by the parent company Mediolanum S.p.A.. Commission relating to the sale of insurance policies of the companies Mediolanum Vita S.p.A. and Mediolanum Assicurazioni S.p.A. are broken down as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------|----------|----------|
| LIFE Business | 265,230 | 161,692 |
| NON-LIFE Business | 8,690 | 8,250 |
| Total | 273,920 | 169,942 |

2.2 Breakdown of item 50 "commission expense"

| Lira in millions | 31.12.00 | 31.12.99 |
|---------------------------------------------|----------|----------|
| a) Collection and payment services | 1,119 | 441 |
| b) Management and brokerage services | | |
| 1. dealing in securities | | |
| 2. dealing in currency | | |
| 3. managed accounts | | |
| 4. custody and administration of securities | 79 | 25 |
| 5. placement of securities | | |
| 6. "in-home" sales of financial securities, | | |
| products and services | 352,200 | 255,211 |
| c) other services | 54,738 | 37,382 |
| Total | 408,136 | 293,059 |

The increase over the previous year (115,077 million Lira) is strictly related to the increase in commission income which represents the basis for calculating the amounts accrued by the sales network.

Commission expenses is analysed and compared with previous year's values:

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------------------------|----------|----------|
| Commission on the sale of stocks, shares and securities, | | |
| products and services | 352,200 | 255,211 |
| Maintenance commissions | 42,125 | 28,355 |
| Other commissions | 4,391 | 2,222 |
| Social Security contributions | 3,864 | 3,137 |
| Indemnity for agency relationship termination quota for the year | 4,557 | 3,287 |
| Sundry allowances settled during the year | 999 | 847 |
| Total | 408,136 | 293.059 |

3.1 Breakdown of item 60 "profits (losses) on financial transactions"

| Lire millions Items/Operations | Operations on securities | Currency operations | Other operations |
|------------------------------------------|--------------------------|---------------------|------------------|
| A1. Revaluations | 255 | | |
| A2. Write-downs | (2,469) | | |
| B Other profits (losses) | 3,888 | 107 | |
| Total | 1,674 | 107 | |
| 1. Government bonds | (1,156) | | |
| 2. Other debt securities | 2,521 | | |
| 3. Other forms of capital | 309 | | |
| Security derivatives | 0 | | |

Section 3 Profits and losses on Financial transactions

Section 4 Administrative costs

The breakdown of item 80 Administrative costs is analysed as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|-------------------------------------------|----------|----------|
| Payroll | 35,126 | 17,747 |
| Purchases of sundry consumables | 3,571 | 2,468 |
| Various consultancy and outsourcing | 25,357 | 19,676 |
| Network staff | 25,235 | 19,049 |
| Management personnel seconded from parent | | |
| and affiliated companies | 3,299 | 1,319 |
| Postal, telephone, telex expenses | 13,573 | 9,453 |
| Taxes other than on income | 13,575 | 8,683 |
| Leases and rentals | 4,443 | 3,991 |
| Insurance | 1,891 | 1,739 |
| EDP services | 8,838 | 7,137 |
| Directors' and Auditors' remuneration | 624 | 590 |
| Membership fees | 785 | 299 |
| Expenses for maintenance and repairs | 5,619 | 2,249 |
| Other sundry services | 15,558 | 5,661 |
| Total | 157,494 | 100,061 |

Following is the breakdown of the main items analysed and relevant changes: "Payroll": these costs are detailed in the Income Statement. The significant increase of 17,379 million Lira since 1999 reflects the increase in corporate staff and is detailed as follows:

4.1 Average number of employees by category

| | 31.12.00 | 31.12.99 |
|---------------------|----------|----------|
| (a) Managers | 3 | 2 |
| (b) Officials | 15 | 25 |
| (c) Other employees | 508 | 243 |

"Various consultancy and outsourcing" relates to the costs incurred for consultancy and services, broken down as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|--------------------------------------------------|----------|----------|
| Legal and notary services | 1,757 | 421 |
| EDP consultancy | 13,410 | 9,276 |
| Corporate TV technical and professional services | 6,898 | 5,553 |
| Other services | 3,292 | 4,426 |
| Total | 25,357 | 19,676 |

"EDP consultancy" relates to consultancy and EDP services carried out by the personnel of external companies. The relevant rise in costs, totalling 4,134 million Lira over the previous year, refers to higher charges generated by the design and maintenance of programmes governing the technical architecture of Banca Mediolanum S.p.A. "Technical and professional services" relates to services provided by the affiliated company Mediolanum Comunicazione S.r.l. for the production of TV programmes broadcast by the corporate TV circuit, aimed at providing training and information to the sales network.

"Network staff" comprises the amounts that refer to remuneration to collaborators involved in the control, coordination and training of the sales network. The increase of remuneration to "Network staff" over the previous years came from the trend in revenues which provide the statistical basis for determining this remuneration.

"Managing personnel seconded from parent company" includes the charging of costs that relate to managing personnel by the parent company Mediolanum S.p.A.

The increase in "Postal, telephone, telex expenses" relates to the increase in the telephone banking activities.

| Lira in millions | 31.12.00 | 31.12.99 |
|-----------------------------------------------------------|----------|----------|
| Stamp duty | 13,447 | 8,563 |
| Other taxes (ICI[property tax], local taxes, other taxes) | 128 | 120 |
| Total | 13,575 | 8,683 |

The breakdown of "non-income taxes" follows:

"Stamp duty": the increase over the previous year is due to the increase in the number of current accounts and securities deposits with customers and from the broadening of the banking and financial transaction base to which this tax is applicable.

"Insurance" relates to the burden incurred for insurance premiums providing coverage against the following risks:

| Lira in millions | 31.12.00 | 31.12.99 |
|-----------------------------------------|----------|----------|
| Accidents to financial consultants | 581 | 474 |
| Damage to customers due to illegal acts | 1,148 | 1,081 |
| Others | 162 | 184 |
| Τοται | 1,891 | 1,739 |

"Other sundry services" includes the provision of sundry services, among which "information provider" costs (2,691 million Lira), "outsourcing" and temporary work services (2,219 million Lira), Stock Exchange CED services (Lire 1,172 million).

SECTION 5 ADJUSTMENTS, WRITE-BACKS AND PROVISIONS

Item 100 Allowance for risks and charges is analysed as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------|----------|----------|
| Allowance for consultants' leaving indemnities | 1,296 | 1,576 |
| Staff loyalty provision | 177 | 105 |
| Provision against agents' illegal acts | 1,500 | 1,250 |
| Allowance for agents' leaving indemnities | 719 | 400 |
| Allocation to sundry provisions | 46 | 2,770 |
| Total | 3,738 | 6,101 |

The character of the above allowances is discussed in item 80 (c) of the Balance Sheet, to which reference should be made.

| | 5.1 Item 120 "Adjustments to | loans and provisions f | for guarantees and | commitments" |
|--|------------------------------|------------------------|--------------------|--------------|
|--|------------------------------|------------------------|--------------------|--------------|

| Lira in millions | 31.12.00 |
|-----------------------------------------------------------|----------|
| a) adjustments to loans | 1,937 |
| including | |
| lump sum adjustments for Country risk | - |
| other lump sum adjustments | - |
| b) provisions for guarantees and commitments | - |
| including | |
| lump sum adjustments for Country risk | - |
| other lump sum adjustments | |
| Total | 1,937 |

This item includes provisions to the allowance for doubtful receivables relating to illegal acts by former financial consultants.

This also includes the write-down of "problem loans with doubtful outcome" (Lire 321 million) and the write-down of "credits overdue" (159 million Lira).

Section 6 Other income statement items

6.1 Breakdown of item 70 "other income statement items"

This item is detailed as follows and compared with balances as at December 31, 1999:

| Lire millions | 31.12.00 | 31.12.99 |
|---------------------------------------------------------------|----------|----------|
| Recharge of costs to financial consultants | 843 | 1,448 |
| Recharge of costs to parent and affiliated companies | 1,309 | 568 |
| Recharge of sundry costs to employees | 158 | 84 |
| Recovery of stamp duty/special tax on stock exchange dealings | 12,969 | 8,367 |
| Recharge of sundry costs to customers | 12,574 | 6,749 |
| Other sundry revenues | 1,200 | 0 |
| Total | 29,053 | 17,216 |

The item "Recharge of sundry costs to customers" relates to the expense charge for "account holding", to the costs charged to current accounts with an average deposit lower than the level established by the bank for relief purposes and to the fees charged to current account holders operating through the Internet.

Recharge of costs to parent and affiliated companies, along with the other associated economic items are detailed in Attachment 4. (see attached)

6.2 Breakdown of item 110 "other operating expenses"

This item, compared with the previous year's values, is analysed as follows:

| Lira in millions | 31.12.00 | 31.12.99 |
|------------------------------------------------|----------|----------|
| Leasing contracts | 14 | 1,649 |
| Advertising and promotion | 33,450 | 3,228 |
| Convention organisation | 5,469 | 4,650 |
| Market research | 280 | 517 |
| Travel expenses | 348 | 222 |
| Entertainment expenses, presents and donations | 471 | 720 |
| Professional training of financial consultants | 6,113 | 2,508 |
| Search and selection of financial consultants | 690 | 2,078 |
| Company canteen | 2,033 | 936 |
| Training/search and selection of employees | 888 | 501 |
| Other expenses | 5,318 | 776 |
| Total | 55,074 | 17,785 |

The significant increase registered with respect to the previous year mainly relates to costs incurred by the company for the advertising campaign shown throughout the year on the main TV networks and in the major newspapers and weekly magazines.

The item "other sundry costs" also includes the financial burden incurred following an agreement with the company Bayerische S.I.M.P.a., in accordance with which a number of financial consultants and insurance agents of this stock brokerage joined the sales network of the Bank.

The detail of *other operating* expenses charged by affiliated companies is provided in Attachment 4.

6.3 Breakdown of item 180 "extraordinary income"

This item includes 896 million Lira and relates to the entitled refund of the "loyalty provision" indemnity not redeemed by agents due to a breach of the non-competition clause expressly included in the contract.

Moreover, it includes 4,256 million Lira for non-operating income resulting from indemnities to agents accrued in previous years, and no longer paid as a consequence of the breach of the non-competition agreement (1,431 million Lira), as well as from a review of the accounting items revealing the elimination of commission accrued in previous years which was not claimed by agents who have left the company (1,653 million Lira).

6.4 Breakdown of item 190 "extraordinary charges"

This item includes 3,303 million Lira relating to the adjustment in the "prepaid taxes" provision, which was necessary considering the new direct tax rates applicable as of 2001, as well as to the soft rate applicable on corporate income pursuant to Law 133/99 ("Visco relief").

This item also includes 1,651 million Lira relating to contingent liabilities and the systemisation of accounting entries.

SECTION 7 OTHER INCOME STATEMENT INFORMATION

7.1 Geographic breakdown of revenues

The territorial breakdown in the sales of products and services generating commission income during the period under review is analysed as follows (the percentage data on overall sales is broken down in the eight commercial areas):

| Friuli-Venezia-Giulia | 21% |
|-------------------------------------------------|-----|
| Lombardy | 20% |
| Emilia Romagna and Tuscany | 20% |
| Marches, Abruzzo, Molise, Umbria | 8% |
| Latium, Sardinia | 10% |
| Piedmont, Valle D'Aosta | 9% |
| Sicily, Calabria, Campania, Apulia, Basilicata, | 11% |
| Liguria | 1% |
| | |

220. Taxes on net income for the period

This item relates to the annual fiscal burden on profit for the year, and is compared with values for the previous year.

| Lira in millions | 31.12.00 | 31.12.99 |
|-----------------------------------------------|----------|----------|
| 1. Current IRPEG tax[Corporate tax] | 13,293 | 8,067 |
| Current IRAP tax [Regional manufacturing tax] | 3,742 | 2,063 |
| 2. Changes in prepaid IRPEG tax | (2,278) | (2,906) |
| Change in prepaid IRAP tax | (478) | (101) |
| 3. Changes in deferred taxes | 0 | 0 |
| 4. IRPEG income tax for the year | 4,548 | 5,161 |
| IRAP tax on income for the year | 3,264 | 1,962 |

With reference to the Corporate Income Tax (IRPEG) for the year under review, tax relief was applied pursuant to Law 133/99 ("Visco relief") which resulted in a decrease of the above tax of 6,467 million Lira.

230. Profit for the period

Net profit for the period totalled 11,179 million Lira (1999: 8,370 million Lira).

1.1 Payments

The Board of Directors and the Board of Statutory Auditors are made up of 7 and 3 members, respectively. Remuneration for the period totalled 623,970,662 Lira, broken down as follows:

Lira in millions

| (a) Directors | 517 |
|------------------------|-----|
| (b) Statutory Auditors | 107 |

1.2 Loans and guarantees given

As at the date of the drawing up of financial statements there are no outstanding amounts due from directors and auditors, or guarantees issued to the benefit thereof.

This is the company that draws up the consolidated financial statements of the Group to which this company belongs:

Section 2 Parent company

PART D

OTHER

SECTION 1

INFORMATION

DIRECTORS AND STATUTORY AUDITORS

2.1 Name:Mediolanum S.p.A.2.2 Head office:Basiglio (MI) - Palazzo Meucci Milano 3

Consolidated financial statements pursuant to Article 24 of Legislative Decree 27.01.92 No. 27

As already pointed out, Banca Mediolanum S.p.A. has drawn up the consolidated financial statements as at December 31, 2000 of the financial and credit organizations which operate in line with the guidelines of the latter, in its quality as parent company pursuant to Article 26, clause 4 of Legislative Decree 87/92.

Attachments

The following attachments contain ancillary information to those contained in the Notes to the financial statements and are to be regarded as an integral part thereof.

- Analysis of changes in intangible fixed assets
- Analysis of changes in tangible fixed assets
- Analysis of changes in shareholders' equity for the years closing as at December 31, 2000 and December 31, 1999
- Statement of profits and costs towards parent, subsidiary and affiliated companies
- Reconciliation of cash flows for the years 2000 and 1999
- Reconciliation between theoretical tax liabilities and those accounted for.

For the Board of Directors The Chairman and Chief Executive Officer Ennio Doris BANCA MEDIOLANUM S.P.A.

ATTACHMENTS



Analysis of changes in intangible fixed assets at december 31, 2000

| Opening situation | | | |
|-------------------|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Historic cost | Accum. amortis. | Balance 31.12.1999 | Additions |
| 604 | (359) | 245 | 60 |
| 609 | (505) | 104 | 0 |
| 366 | (206) | 160 | 0 |
| ed: | | | |
| 26,267 | (19,068) | 7,199 | 25,623 |
| 103 | (86) | 17 | 64 |
| ervices 1,942 | (647) | 1,295 | 5,139 |
| 29 | (22) | 7 | 65 |
| 16 | (4) | 12 | 9 |
| 918 | (354) | 564 | 906 |
| 4,397 | 0 | 4,397 | 23,016 |
| 35,251 | (21,251) | 14,000 | 54,882 |
| | cost 604 609 366 ed: 26,267 103 ervices 1,942 29 16 918 4,397 | Historic cost Accum. amortis. 604 (359) 609 (505) 366 (206) ed: 26,267 (19,068) 103 (86) ervices 1,942 (647) 29 (22) 16 (4) 918 (354) 0 | Historic cost Accum. amortis. Balance 31.12.1999 604 (359) 245 609 (505) 104 366 (206) 160 ed: 26,267 (19,068) 7,199 103 (86) 17 ervices 1,942 (647) 1,295 29 (22) 7 16 (4) 12 918 (354) 564 4,397 0 4,397 |

ATTACHMENT 2

Analysis of changes in tangible fixed assets at december 31, 2000

| Lira in millions | Opening situation | | | |
|---------------------------------------------|-------------------|--------------------|-----------------------|-----------|
| Tangible assets | Historic cost | Accum. amortis. | Balance 31.12.1999 | Additions |
| Buildings | 27,905 | (1,970) | 25,935 | 687 |
| Various equipment | 1,747 | (625) | 1,122 | 965 |
| with a unit value lower than Lire 1 million | 333 | (333) | 0 | 265 |
| Alarms | 124 | (62) | 62 | 81 |
| with a unit value lower than Lire 1 million | 16 | (16) | 0 | 1 |
| Other peripherals | 711 | (235) | 476 | 2,423 |
| with a unit value lower than Lire 1 million | 170 | (170) | 0 | 66 |
| Office furniture | 557 | (183) | 374 | 414 |
| with a unit value lower than Lire 1 million | 1,419 | (1,419) | 0 | 790 |
| Office fittings | 969 | (352) | 617 | 160 |
| with a unit value lower than Lire 1 million | 66 | (66) | 0 | 7 |
| Personal computers | 10,321 | (3,799) | 6,522 | 25,755 |
| with a unit value lower than Lire 1 million | 899 | (899) | 0 | 215 |
| Other means of transportation | 104 | (46) | 58 | 214 |
| Assets under construction | 133 | 0 | 133 | 2,466 |
| Total | 45,474 | (10,175) | 35,299 | 34,509 |

| Movements for the | period | Closing situation | | | | |
|-------------------|------------|-------------------|-------------|------------------|--------------------|-----------------------|
| Net disposals | Reclassif. | Depreciation | Write-downs | Historic cost | Accum. amortis. | Balance 31.12.2000 |
| | | | | | | |
| 0 | 0 | (133) | 0 | 664 | (492) | 172 |
| 0 | 0 | (104) | 0 | 609 | (609) | 0 |
| 0 | 0 | (58) | 0 | 366 | (264) | 102 |
| 0 | 4 225 | (12.001) | 0 | F/ 11F | (22.040) | 22.077 |
| 0 | 4,225 | (13,981) | 0 | 56,115 | (33,049) | 23,066 |
| 0 | 0 | (31) | 0 | 167 | (117) | 50 |
| (162) | 0 | (2,293) | (162) | 6,880 | (2,901) | 3,979 |
| 0 | 0 | (17) | 0 | 94 | (39) | 55 |
| 0 | 0 | (5) | 0 | 25 | (9) | 16 |
| 0 | 0 | (364) | 0 | 1,824 | (718) | 1,106 |
| 0 | (4,264) | 0 | 0 | 23,149 | 0 | 23,149 |
| (162) | (39) | (16,986) | (162) | 89,893 | (38,198) | 51,695 |
| | | | | | | |

| Movements for the | period | | | Closing situation | | |
|-------------------|------------|--------------|-------------|-------------------|--------------------|-----------------------|
| Net disposals | Reclassif. | Depreciation | Write-downs | Historic cost | Accum. amortis. | Balance 31.12.2000 |
| 0 | 133 | (849) | | 28,725 | (2,819) | 25,906 |
| (3) | 0 | (320) | | 2,709 | (945) | 1,764 |
| 0 | 0 | (265) | | 598 | (598) | 0 |
| 0 | 0 | (46) | | 205 | (108) | 97 |
| 0 | 0 | (1) | | 17 | (17) | 0 |
| 0 | 0 | (472) | | 3,134 | (707) | 2,427 |
| 0 | 39 | (105) | | 275 | (275) | 0 |
| 0 | 0 | (92) | | 971 | (275) | 696 |
| 0 | 0 | (790) | | 2,209 | (2,209) | 0 |
| 0 | 0 | (158) | | 1,129 | (510) | 619 |
| 0 | 0 | (7) | | 73 | (73) | 0 |
| (1) | 0 | (4,510) | | 36,061 | (8,295) | 27,766 |
| 0 | 0 | (215) | | 1,111 | (1,111) | 0 |
| (5) | 0 | (49) | | 303 | (86) | 217 |
| 0 | (133) | 0 | | 2,466 | 0 | 2,466 |
| (9) | 39 | (7,879) | | 79,986 | (18,028) | 61,958 |
| | | | | | | |

Analysis of changes in shareholders' equity years 1999 2000

| Lira in millions | Share capital | Legal reserve | Extraordinary reserve | |
|--------------------------------------------------|------------------|------------------|--------------------------|--|
| | | | | |
| Balance as at 01.01.99 | 25,000 | 2,047 | 2,568 | |
| Resolution of extraordinary meeting of 24/02/99: | | | | |
| Share capital increase | 10,000 | 0 | 0 | |
| Resolution of ordinary meeting of 26/04/99: | | | | |
| Distribution of 1998 profits: | 0 | 30 | 578 | |
| Share capital increase | 0 | 0 | 0 | |
| Result for the year 1999 | 0 | 0 | 0 | |
| Balance as at 31.12.99 | 35,000 | 2,077 | 3,146 | |
| Resolution of extraordinary meeting of 22/03/00: | | | | |
| Share capital increase | 15,000 | 0 | 0 | |
| Resolution of ordinary meeting of 21/04/00: | | | | |
| Distribution of 1999 profits: | 0 | 419 | 7,951 | |
| Resolution of extraordinary meeting of 08/08/00: | | | | |
| Share capital increase | 250,000 | 0 | 0 | |
| Result for the year 2000 | 0 | 0 | 0 | |
| Balance as at 31.12.00 | 300,000 | 2,496 | 11,097 | |

| Total shareholders' equity | Result for the year | Merger surplus | Capital contribution |
|-------------------------------|---------------------|-------------------|----------------------|
| 46,390 | 608 | 6,167 | 10,000 |
| 0 | 0 | 0 | (10,000) |
| 0 | (608) | 0 | 0 |
| 15,000 | 0 | 0 | 15,000 |
| 8,370 | 8,370 | 0 | 0 |
| 69,760 | 8,370 | 6,167 | 15,000 |
| 0 | 0 | 0 | (15,000) |
| 0 | (8,370) | 0 | 0 |
| 250,000 | 0 | 0 | 0 |
| 11,179 | 11,179 | 0 | 0 |
| 330,939 | 11,179 | 6,167 | 0 |

STATEMENT OF PROFITS AND COSTS TOWARDS PARENT, SUBSIDIARY AND AFFILIATED COMPANIES

| Lira in millions | Profits | | | | |
|-------------------------------------|----------------------|----------|-------------------------------------------------|---------|--|
| Company | Commission income | Interest | Other operating and extraordinary profits | Total | |
| Mediolanum Group | | | | | |
| Parent company: | | | | | |
| Mediolanum S.p.A. | 287,792 | 3 | 758 | 288,553 | |
| Subsidiary companies: | | | | | |
| Banco de Inversiones S.A. | | | 5 | 5 | |
| Affiliated companies: | | | | | |
| Mediolanum Vita S.p.A. | 24 | 4 | 775 | 803 | |
| Partner Time S.p.A. | | | 38 | 38 | |
| Mediolanum State Street SGR p.A. | 55 | | 74 | 129 | |
| Mediolanum Gestione Fondi SGR p.A. | 92,704 | | 10 | 92,714 | |
| Mediolanum International Funds Ltd. | 153,704 | | 114 | 153,818 | |
| PI Sistribuzione S.r.I. | | | 4 | 4 | |
| Mediolanum Fiduciaria S.p.A. | | | 1 | 1 | |
| Mediolanum Comunicazione S.r.l. | | | 22 | 22 | |
| Fininvest Group: | | | | | |
| Società Europea Edizioni S.p.A. | | | | | |
| Alba Servizi Aerotrasporti S.p.A. | | | | | |
| Edilnord Gestioni S.p.A. | | | | | |
| Mondadori Pubblicità S.p.A. | | | | | |
| II Teatro Manzoni S.p.A. | | | | | |
| Jumpy S.p.A. | | | | | |
| Arcus Immobiliare S.p.A. | | | | | |
| Promoservice Italia S.r.I. | | | | | |
| Mediaset S.p.A. | | | | | |
| Publitalia '80 S.p.A. | | | | | |
| Edilnord 2000 S.p.A. | | | | | |
| Fininvest-Doris Groups: | | | | | |
| Mediolanum Assicurazioni S.p.A. | | | 1 | 1 | |
| Total | 534,279 | 7 | 1,802 | 536,088 | |

| Other operating and extraordinary costsOther financial costsCommission expense2,9481,551 | |
|---------------------------------------------------------------------------------------------------------|--------|
| 2,948 1,551 | Total |
| 2,948 1,551 | |
| | 4,499 |
| 15 | 15 |
| 799 12,421 | 13,220 |
| 294 | 294 |
| 30 97 | 127 |
| 305 1,277 | 1,582 |
| | 0 |
| 1 13 | 14 |
| 3 | 3 |
| 4,452 6,651 24 | 11,127 |
| 12 | 12 |
| 4 | 4 |
| 164 677 | 841 |
| 246 | 246 |
| 20 | 20 |
| 350 | 350 |
| 44 | 44 |
| 560 | 560 |
| 1 | 1 |
| 2,075 9,932 | 12,007 |
| 642 | 642 |
| 1,179 22 31 | 1,232 |
| 12,654 18,459 15,714 13 | 46,840 |

Reconciliation of cash flows for the years 2000 and 1999

| Lira in millions | 31.12.2000 | 31.12.1999 |
|-------------------------------------------------------------------------------|------------|------------|
| SOURCES | | |
| Cash flow from operations for the period | | |
| Net income for the year | 11,179 | 8,370 |
| Adjustment to items without effect on liquidity: | | |
| Amortisation/depreciation for the year | 25,028 | 13,235 |
| Allocations/adjustments to allowance for risks and charges | 14,306 | 6,101 |
| Write-down (increase) of securities portfolio, net | (526,576) | (114,943 |
| (Increase) write-down of equity investments | (237,116) | (5 |
| Employee termination indemnities | 1,732 | 906 |
| Decrease (increase) of due from banks (other) and loans to customers | (903,325) | (934,071 |
| Decrease (increase) of other assets and accrued income/prepaid expenses | (114,494) | (28,240 |
| Increase (decrease) of due to banks and due to customers | 1,330,645 | 1,271,671 |
| Increase (decrease) of other liabilities and accrued expenses/deferred income | 207,734 | (12,004 |
| Cash generated from operations for the period | (190,887) | 211,020 |
| Net worth of assets transferred | 10 | 0 |
| Increase in paid-up capital | 250,000 | 15,000 |
| Subordinated liabilities | 48,407 | C |
| Increase in employee termination indemnities for transfer of personnel | 2 | 48 |
| TOTAL SOURCES | 107,532 | 226,068 |
| USES OF FUNDS | | |
| Increase in tangible and intangible fixed assets | 89,392 | 34,968 |
| Employee termination indemnities paid during the year | 597 | 309 |
| Utilisation of allowance for risks and charges | 2,642 | 676 |
| TOTAL USES OF FUNDS | 92,631 | 35,953 |
| Increase (decrease) in cash and due from banks repayable on demand | 14,901 | 190,115 |
| Cash and due from banks repayable on demand at the beginning of the year | 230,073 | 39,958 |
| Cash and due from banks repayable on demand at the end of the year | 244,974 | 230,073 |

| Lira in millions | | 31.12.2000 |
|------------------------------------------------------------|-----------------|-----------------|
| DETERMINATION OF IRPEG TAXABLE INCOME | | |
| Profit before taxes | 18,990,615,586 | |
| Theoretical fiscal liabilities 37% | | 7,026,527,767 |
| Fiscal increases | | |
| Provisions non deductible during the year | 16,254,916,689 | |
| Non-deductible Taxes and costs and/or deductible cash | 41,082,167 | |
| Non-deductible amortisation/depreciation | 93,873,502 | |
| Sundry costs non-deductible and/or deductible | | |
| in various years | 2,184,851,334 | |
| Extraordinary charges from recalculation | 0 000 174 041 | |
| of previous years' "prepaid taxes" | 3,303,174,041 | |
| Total fiscal increases | 21,877,897,733 | |
| Fiscal decreases | | |
| Utilisation of provisions made and taxed in previous years | 2,603,445,804 | |
| Previous years' "cash" deductible taxes and costs | 31,948,000 | |
| Previous years' costs deductible in various years | 131,069,611 | |
| Other decreases | 2,175,816,747 | |
| Total fiscal decreases | (4,942,280,162) | |
| TAXABLE INCOME | 35,926,233,157 | |
| Irpeg 37% | 33,720,233,137 | 13,292,705,968 |
| | | |
| Prepaid taxes for the current year | | (2,278,372,305) |
| "visco" relief for the current year | | (6,466,721,968) |
| IRPEG FOR THE CURRENT YEAR | | 4,547,611,695 |
| DETERMINATION OF IRAP TAXABLE INCOME | | |
| Value of production | 53,666,659,379 | |
| Fiscal increases | | |
| Provisions non deductible during the year | 12,530,844,105 | |
| Non-deductible Taxes and/or deductible cash | 23,415,500 | |
| Non-deductible amortisation/depreciation | 93,873,502 | |
| Sundry costs non-deductible and/or deductible | 7010101002 | |
| in various years | 5,309,731,772 | |
| Total increases | 17,957,864,879 | |
| | | |
| Fiscal decreases | 10.040.000 | |
| Previous years' taxes and costs deductible as "cash" | 18,948,000 | |
| Previous years' costs deductible in various years | 131,069,611 | |
| Other decreases | 2,175,418,736 | |
| Total fiscal decreases | (2,325,436,347) | |
| TAXABLE INCOME | 69,299,087,911 | |
| Irap 5,4% | | 3,742,151,000 |
| Prepaid taxes for the current year | | (477,879,121) |
| RAP FOR THE CURRENT YEAR | | 3,264,271,879 |

RECONCILIATION BETWEEN THEORETICAL TAX LIABILITIES AND THOSE ACCOUNTED FOR DETERMINATION OF IRPEG TAXABLE INCOME Statutory Auditors' report on the financial statements as at December 31, 2000

Dear Shareholders,

The financial statements closed at December 31, 2000, subject to your approval, were provided to us by the Board of Directors in accordance with the terms set forth in Article 2429 of the Italian Civil Code, and were examined and supervised by us in order to draw up the report established by current law.

The accounting and administrative examination established by Article 2403 of the Civil Code were performed by the Auditing Company entrusted with the task of verifying the Directors' report per Article 156 of Legislative Decree 58 of February 24, 1998, as well as with the tasks of performing periodical audits on the accounting, administrative and mandatory book-keeping procedures.

The Board of Statutory Auditors, pursuant to clause 2 of Article 153 of the abovementioned Legislative Decree 58/1998, is entrusted with the task of reporting to the Shareholders' meeting any remarks or proposals pertaining to the financial statements and approval thereof, and to perform those tasks falling within its competence.

As for the contents of the financial statements, the Notes and the report on operations, the Board of Statutory Auditors acknowledges that;

• The financial statements were drawn up in compliance according to the provisions set forth in legislative Decree No. 87 of January 27, 1992, with the provisions established by the Bank of Italy and to the formal requirements set forth by EEC Directive No. 86/75 relating to credit and financial institutions.

• Pursuant to Article 2423 of the Civil Code, the financial statements comprise the Balance Sheet, the Income Statement and the Notes to the financial statements;

• The Directors' report on operations depicts the situation of the bank and the trends both in general and in relation to the various areas in which the bank operated, including an outline of the events which occurred after the end of the period under review;

• The Notes to the financial statements provide all the detailed information regarding the assessment criteria and the Balance Sheet and Income Statement items;

• We consented to the entering of intangible fixed assets relating to multiyear charges; • There were no oportunities or grounds for a reassessment of tangible, intangible and financial fixed assets as established by Law No. 342 of November 21, 2001 (the so-called "fiscal annexure to Financial Law 2000");

• Modifictions to or deviations from the accounting principles and the evaluation criteria utilised in the previous years were not needed; the effect of advanced and deferred taxes - which, by its very nature, will have an impact on the upcoming years - is covered extensively in the Notes to the financial statements:

• The financial statements were subject to an audit, pursuant to Legislative Decree No. 58 of February 24, 1998, by the auditing company Arthur Andersen S.p.A.

The Board of Statutory Auditors made extensive reference to the contents of the above documents.

• The accounting balances associated with operations in transit typical in banking were closely monitored in order to identify any possible item or position outstanding at the end of the period, awaiting completion or finalization.

In terms of the monitoring activities that were to be conducted by the Board of Statutory Auditors, we acknowledge the following:

• We took part in the meetings of the Board of Directors and on a monthly basis gathered information from the directors on the activities carried out and the major economic, financial and balance sheet operations performed by the company, ensuring that the decisions made would be compliant with the law and the company by-laws and would not present any potential conflicts of interest, or conflict with the resolutions of the Shareholders' meeting;

· along with the General Management we have established and intensified a clear relationship with the internal control function and the administrative system, with the purpose of verifying and assessing together the adequacy of the organisational structure of the company and the compliance with the principles of proper administration and management. In doing so, we suggested the steps to be taken in order to bring the structure in line with the increasing and steady growth of corporate activities;

• We participated willingly along with the Inspector's Office and the internal control department in the verification and decisions pertaining to all the financial operations recorded pursuant to the provisions set forth in Law No 197 of July 5, 1991 and which, in compliance with Article 3, were the object of communication to the Italian Exchange Office.

• In the course of the aforementioned supervision no significant facts emerged needing to be reported to the supervisory bodies or merit mentioning herein.

Considering the above, the Board of Statutory Auditors would like to express its favourable opinion regarding the approval of the Financial Statements and its agreement with the proposal set forth and the Directors' proposal regarding the distribution of profits for the year.

> The Chairman of the Board of Statutory Auditors Arnaldo Mauri The Statutory Auditors Adriano Angeli Pierfelice Benotti Genolini



Report of the Independent Auditors pursuant to art. 156 of Legislative Decree no. 58 of February 24, 1998 (Translation from the Original issued in Italian)

Arthur Andersen SpA Via della Moscova 3 20121 Milano

To the Shareholders of Banca Mediolanum S.p.A.:

- 1. We have audited the financial statements of Banca Mediolanum S.p.A. as of and for the year ended December 31, 2000. These financial statements are the responsibility of Banca Mediolanum's Directors. Our responsibility is to express an opinion on these financial statements based on our audit.
- 2. We conducted our audit in accordance with generally accepted auditing standards in Italy as recommended by the Italian Regulatory Commission for Companies and the Stock Exchange ("Consob"). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements and are, as a whole, reliable. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the adequacy and the fairness of the accounting principles used and the reasonableness of the estimates made by the Directors. We believe that our audit provides a reasonable basis for our opinion.

For our opinion on the prior year's financial statements, which are presented for comparative purposes as required by law, reference should be made to our auditors' report dated March 28, 2000.

- 3. In our opinion, the financial statements of Banca Mediolanum S.p.A. as of and for the year ended December 31, 2000, comply with the Italian statutory provisions related to financial statements; therefore they give a true and fair view of the financial position and results of operations of the Bank.
- 4. As noted in the Notes to the financial statements as of December 31, 2000, during the year 2000 the Bank has acquired the 66.33% of equity of Fibanc Inversiones S.A., a banking group located in Barcellona, for an amount of Liras 236,9 billion.

Milan, Italy March 23, 2001

Arthur Andersen SpA

s/Umberto Lombardini - Partner

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