



**MEDIOLANUM**

GRUPPO MEDIOLANUM

**9M 2002**

**9M 2002 Reclassified Results**





**MEDIOLANUM**

GRUPPO MEDIOLANUM

**Ennio Doris**

**Chief Executive Officer**

## Mediolanum's performance is less dependent upon the market environment

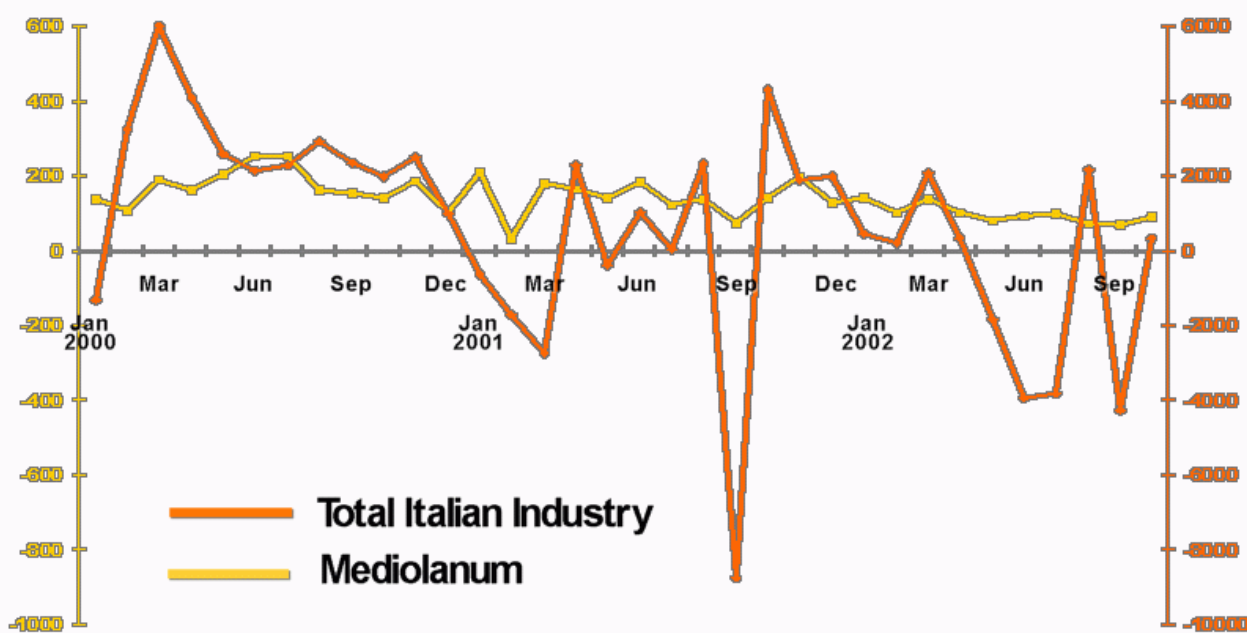
Mediolanum's Strategy & Model  
built with  
"anti-seismic" criteria



responsive to the shocks & jolts  
of tumultuous times  
not just the "easy" times

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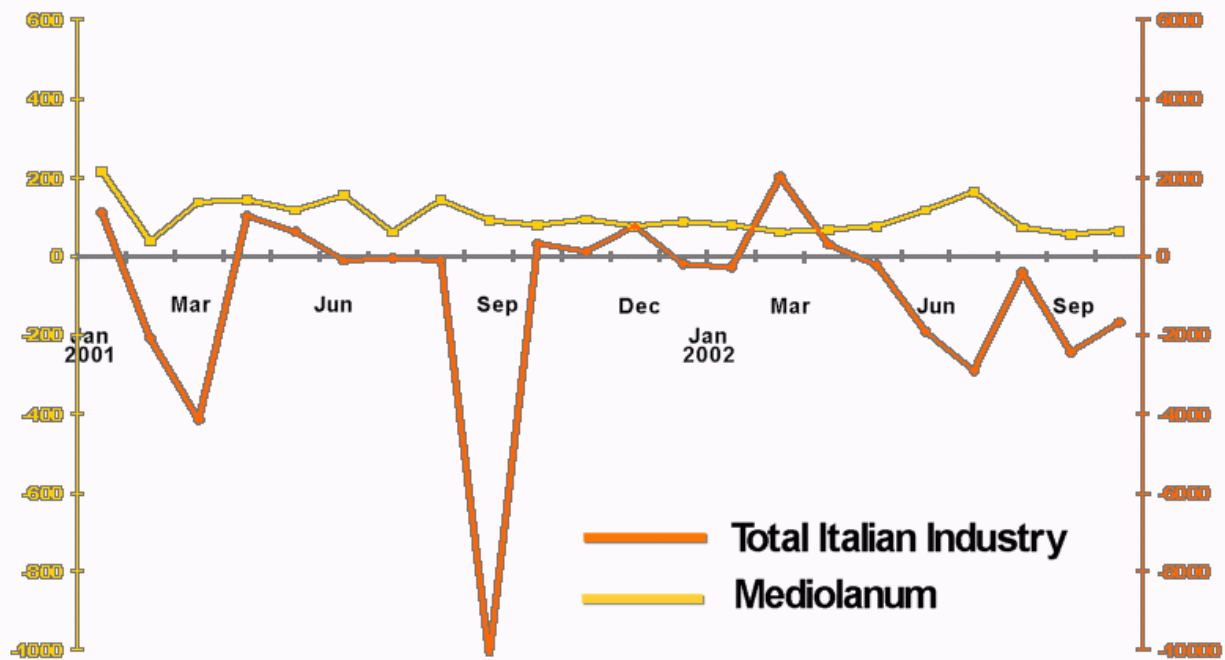
## Net Inflows into Mutual Funds\* always positive & consistent



\* including Managed Accounts & Unit-linked policies  
Source: Assogestioni

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## Net Inflows into Equity Mutual Funds\* differentiates Mediolanum even more



\* including Managed Accounts & Unit-linked policies  
Source: Assogestioni





**MEDIOLANUM**

GRUPPO MEDIOLANUM

**Alessandra Lanzone**

**Investor Relations**

## **9M 2002 Reclassified Results Agenda**

- ▶ **Core Business Results**
- ▶ **Consolidated Results**
- ▶ **New Ventures Results & Outlook**
- ▶ **Operational Progress**



**9M 2002 Reclassified Results  
Mediolanum Group**

**Core Business**



## Core AuA were able to mitigate market effect thanks to strong net inflows

| Euro million                | 30.09.02        | 30.09.01        | Change        |
|-----------------------------|-----------------|-----------------|---------------|
| Life Reserves               | 6,634.5         | 6,131.8         | +8.2%         |
| Mutual Funds & M.A          | 8,254.1         | 8,443.2         | -2.2%         |
| Bank Deposits               | 5,550.0         | 3,979.3         | +39.5%        |
| Institutional Assets        | 477.3           | 407.6           | +17.1%        |
| Consolidation Adjustments   | -2,953.2        | -2,797.2        | +5.6%         |
| <b>CORE BUSINESS ASSETS</b> | <b>17,962.7</b> | <b>16,164.7</b> | <b>+11.1%</b> |

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## Net Inflows consistently positive though M.F weaker than 9M 01 record

| Euro million                | 9M 2002        | 9M 2001        | Change        |
|-----------------------------|----------------|----------------|---------------|
| ▶ Mutual Funds & M.A.       | 433.6          | 765.6          | -43.4%        |
| ▶ Life Policies             | 879.6          | 696.5          | +26.3%        |
| <b>Managed Savings</b>      | <b>1,313.2</b> | <b>1,462.1</b> | <b>-10.2%</b> |
| ▶ Securities                | 405.4          | 445.5          | -9.0%         |
| ▶ Cash                      | 608.7          | 556.5          | +9.4%         |
| ▶ Repurchase Agreements     | 59.8           | 16.2           | +269.1%       |
| <b>Administered Savings</b> | <b>1,073.9</b> | <b>1,018.2</b> | <b>+5.5%</b>  |
| <b>TOTAL NET INFLOWS</b>    | <b>2,387.1</b> | <b>2,480.3</b> | <b>-3.8%</b>  |

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## GPW were very strong thanks to SP AP still weak vs. last year's boom

| Euro million   | 9M 2002        | 9M 2001        | Change        |
|--|----------------|----------------|---------------|
| ▶ U-L Pension Plans ( <i>Europension</i> )               | 23.8           | 45.2           | -47.3%        |
| ▶ U-L Pension Plans ( <i>Tax Benefit *</i> )             | 39.7           | 60.8           | -34.7%        |
| ▶ U-L Investment Pol. ( <i>Life Funds</i> )              | 20.7           | 18.1           | +14.4%        |
| ▶ Open Pension Funds                                     | 0.0            | 0.5            | ---           |
| <b>Recurring Policies (AP)</b>                           | <b>84.2</b>    | <b>124.6</b>   | <b>-32.4%</b> |
| ▶ Trad./ Group / Invest. Policies                        | 7.6            | 18.6           | -59.1%        |
| ▶ Unit-linked Pol. ( <i>Life Funds &amp; Oro Funds</i> ) | 173.0          | 222.3          | -22.2%        |
| ▶ Index-linked Policies ( <i>DiPiù</i> )                 | 871.5 **       | 345.8          | +152.0%       |
| <b>Single Premium Policies (SP)</b>                      | <b>1,052.1</b> | <b>586.7</b>   | <b>+79.3%</b> |
| <b>Total New Business</b>                                | <b>1,136.3</b> | <b>711.3</b>   | <b>+59.8%</b> |
| ▶ Pension Plans in-force                                 | 413.7          | 343.8          | +20.3%        |
| ▶ Investment Policies in-force                           | 65.4           | 35.9           | +82.2%        |
| <b>Total Business in-force</b>                           | <b>479.1</b>   | <b>379.7</b>   | <b>+26.2%</b> |
| <b>TOTAL GROSS PREMIUMS</b>                              | <b>1,615.4</b> | <b>1,091.0</b> | <b>+48.1%</b> |

\* PIP

\*\* of which 251 mn Euro comes from transformation

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## 'My Pension' gives customer flexibility, and focuses advisor on the sale of an annuity

- ▶ Flexible service for pension plan launched September 19
- ▶ Designed to accommodate uncertainty in the future:
  - how the law evolves
  - how an individual's income or situation evolves
- ▶ Allows policyholder to choose 1 x per year to invest in:
  - 'Tax Benefit' version  
(tax advantages during capital accumulation phase) OR
  - 'Europension' version  
(lighter tax during annuity distribution phase) OR
  - combination of both
- ▶ Expected to ramp up recurring premiums in Q4

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## Market climate limited Gross Inflows into new MF - MA fared better

| Euro million                          | 9M 2002        | 9M 2001        | Change        |
|---------------------------------------|----------------|----------------|---------------|
| ▶ Equity Funds                        | 133.8          | 202.7          | -34.0%        |
| ▶ Bond Funds                          | 40.6           | 65.0           | -37.5%        |
| ▶ Monetary Funds                      | 83.2           | 67.6           | +23.1%        |
| <b>Italy-based Funds</b>              | <b>257.6</b>   | <b>335.3</b>   | <b>-23.2%</b> |
| ▶ Equity Funds                        | 279.4          | 606.7          | -53.9%        |
| ▶ Protected Funds                     | 0.4            | 0.8            | -50.0%        |
| ▶ Bond & Monetary Funds               | 182.9          | 145.1          | +26.1%        |
| <b>Ireland-based Funds</b> (ex "Mix") | <b>462.7</b>   | <b>752.6</b>   | <b>-38.5%</b> |
| <b>'Mix' Accounts</b>                 | <b>619.5</b>   | ---            | -16.8%        |
| <b>Managed Accounts</b>               | <b>508.0</b>   | <b>1,355.8</b> |               |
| <b>TOTAL GROSS INFLOWS*</b>           | <b>1,847.8</b> | <b>2,443.7</b> | <b>-24.4%</b> |

\* Retail sales of Mutual Funds & Managed Account

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## 59 months of net increases in Bank Accounts and in Primary Customers

|  | 30.09.02       | vs. | 30.09.01    |
|--|----------------|-----|-------------|
| <b>Active Bank Accounts</b>                      | <b>330,200</b> |     | <b>+17%</b> |
| <b>Primary Account Holders</b><br>(unduplicated) | <b>752,200</b> |     | <b>+9%</b>  |

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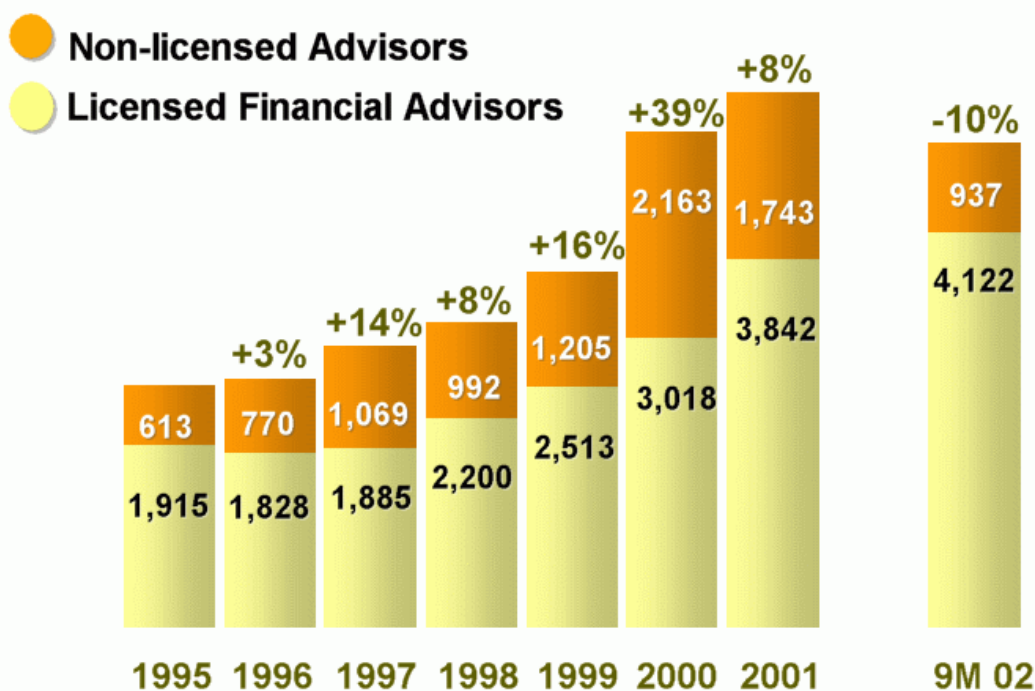


## Sales Network went down but productivity remained the same: Quality improves!

|                                   | 30.09.02     | 30.09.01     | Change       |
|-----------------------------------|--------------|--------------|--------------|
| ▶ Licensed Financial Advisors     | 4,122        | 3,755        | +9.8%        |
| ▶ Non-licensed Financial Advisors | 937          | 1,862        | -49.7%       |
| <b>Banca Mediolanum*</b>          | <b>5,059</b> | <b>5,617</b> | <b>-9.9%</b> |
| * o/w Financial Executives        | 868          | 869          | -0.1%        |
| <b>Partner Time</b>               | <b>1,320</b> | <b>1,255</b> | <b>+5.2%</b> |
| <b>TOTAL NETWORK</b>              | <b>6,379</b> | <b>6,872</b> | <b>-7.2%</b> |

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## Non-licensed now at non-boom time level Licensed continue to grow



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## Economic Results are rewarding in large part due to strong premiums

| Euro million             | 9M 2002     | 9M 2001     | Change       |
|--------------------------|-------------|-------------|--------------|
| Total Revenues           | 1,838.8     | 1,298.9     | +41.6%       |
| Profit before Tax & E.I. | 100.6       | 105.1       | -4.3%        |
| Extraordinary Items      | 2.3         | ---         | ---          |
| Profit before Tax        | 102.9       | 105.1       | -2.1%        |
| Income Tax               | -22.2       | -25.3       | -12.3%       |
| <b>NET PROFIT</b>        | <b>80.7</b> | <b>79.8</b> | <b>+1.1%</b> |

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## An improved profit level was achieved despite two Major Obstacles

- 1. The crisis in Life insurance yield on traditional reserves**
- 2. The erosion of Mutual Funds net asset value**

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## Profit from Life decreased due to negative contribution from traditional reserves...

| Euro million   | 9M 2002 | 9M 2001 | Change |
|----------------|---------|---------|--------|
| Life Insurance | 53.4    | 73.9    | -27.7% |



... the related Net Investment Income was close to zero this year

temporary situation and is expected to improve next year ...

|                          |       |       |       |
|--------------------------|-------|-------|-------|
| PROFIT BEFORE TAX & E.I. | 100.6 | 105.1 | -4.3% |
|--------------------------|-------|-------|-------|

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## Life Investment Income was close to zero in 9M 2002 due to three facts

- ▶ returns achieved with government bonds hit an all-time-low this year
- ▶ we used an abnormally high level of liquidity to cover the running down of traditional reserves
- ▶ in traditional policies we have to retrocede to the policyholders on average 80% of the return generated in the reserves with a one-year delay.

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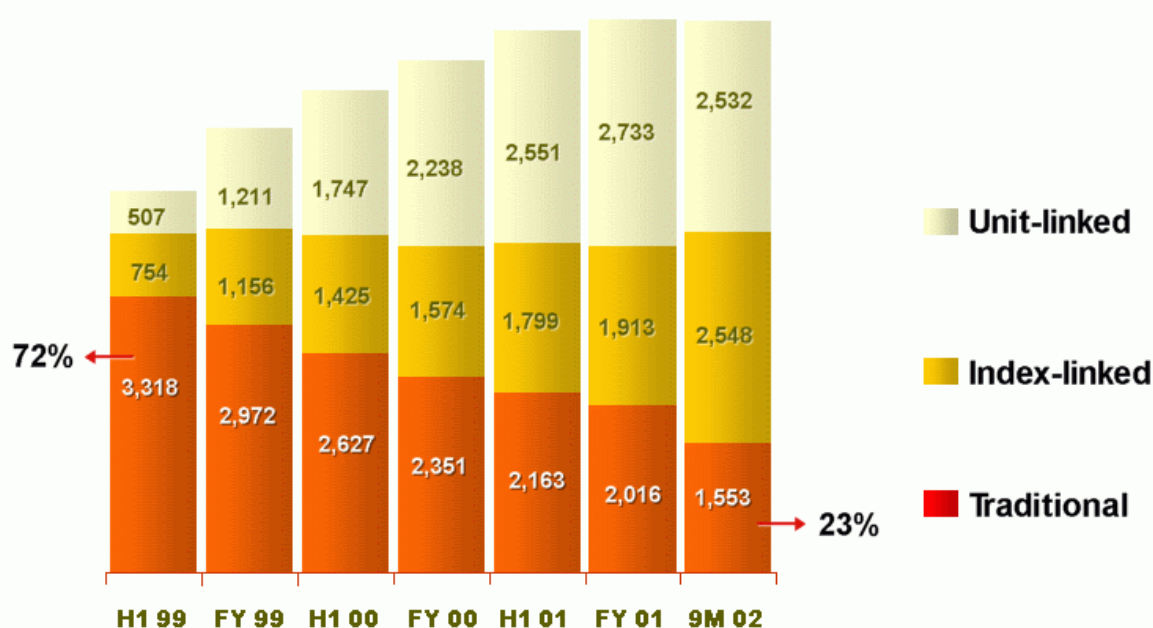
## Lower Net Investment Income from Life impacted Net Profit a negative 10%

| Euro million                                      | 9M 2002     | 9M 2001     | Change        |
|---|-------------|-------------|---------------|
| Investment Income - Life                          | 55.9        | 86.5        | -35.4%        |
| Adjustments to the value of financial investments | -10.4       | -13.2       | -21.2%        |
| Adjusted Invest. Income - Life                    | 45.5        | 73.3        | -37.9%        |
| Policyholders' Interest                           | -44.9       | -59.1       | -24.0%        |
| <b>Net Invest. Income - LIFE</b>                  | <b>0.6</b>  | <b>14.2</b> | <b>-95.8%</b> |
| <b>Net Invest. Income - OTHER</b>                 | <b>-3.9</b> | <b>-3.6</b> | <b>+8.3%</b>  |
| <b>Interest paid on Investments</b>               | <b>8.4</b>  | <b>6.0</b>  | <b>+40.0%</b> |
| <b>NET INVESTMENT INCOME</b>                      | <b>5.1</b>  | <b>16.6</b> | <b>-69.3%</b> |

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## We are accelerating the running down of Traditional Life Reserves

Euro million



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## An improved profit level was achieved despite two Major Obstacles

1. The crisis in Life insurance yield on traditional reserves
2. The erosion of Mutual Funds net asset value

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## Profit decrease from MF was mitigated by positive net inflows & margin increase

| Euro million                        | 9M 2002      | 9M 2001      | Change       |
|-------------------------------------|--------------|--------------|--------------|
| Life Insurance                      | 53.4         | 73.9         | -27.7%       |
| Mutual Funds                        | 30.9         | 34.5         | -10.4%       |
| <b>PROFIT BEFORE TAX &amp; E.I.</b> | <b>100.6</b> | <b>105.1</b> | <b>-4.3%</b> |

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## Commission Income from MF was unchanged despite lower assets ...

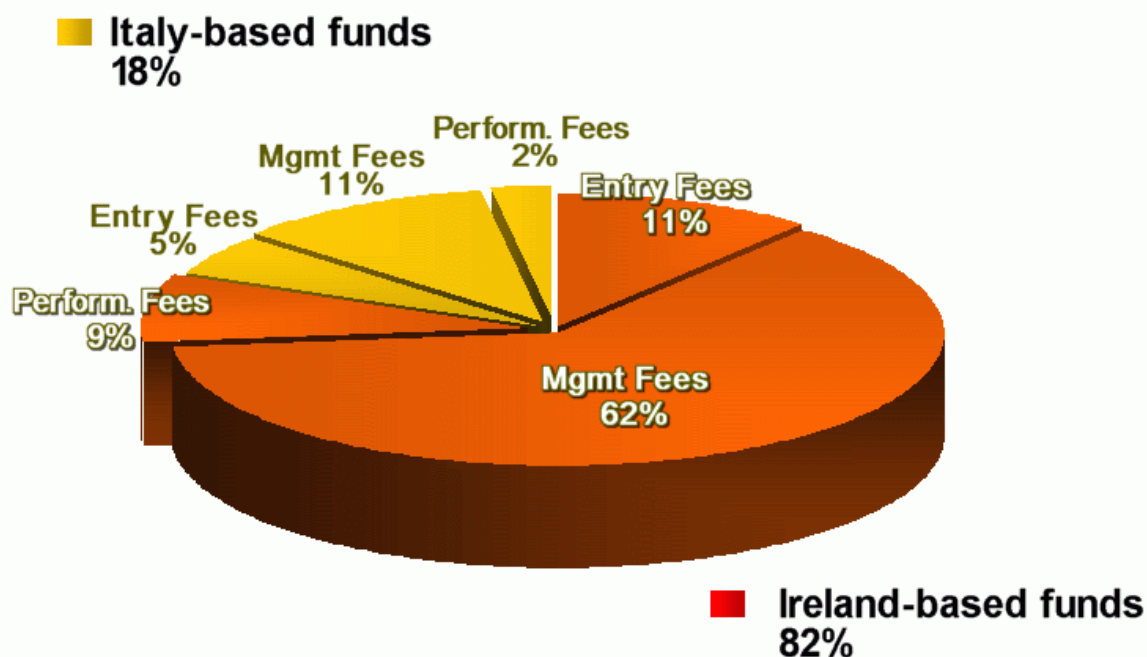
| Euro million   | 9M 2002      | 9M 2001      | Change       |
|--|--------------|--------------|--------------|
| Entry Fees   | 23.8         | 36.2         | -34.3%       |
| Management Fees  | 111.4        | 102.6        | +8.6%*       |
| <p>when Service Fees from M.A.* are included management fees increase by 12%**</p> |              |              |              |
| Performance Fees   | 16.5         | 12.6         | +31.0%       |
| <b>TOTAL COMMISSION INCOME</b>   | <b>151.7</b> | <b>151.4</b> | <b>+0.2%</b> |

\* for Service Fees, see Bank Revenues

\*\* 132.1 vs. 117.7 mn Euro = +12.2%


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## Commission Income from MF generated in Ireland is continuously increasing



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## Profit from MF business decreased ... ... but margins are increasing

| Euro million  | 9M 2002      | 9M 2001      | Change       |
|---|--------------|--------------|--------------|
| Life Insurance  | 53.4         | 73.9         | -27.7%       |
| Mutual Funds  | 30.9         | 34.5         | -10.4%       |
|  <p>the strategic introduction of no-load products dampened entry fees, but margins are healthier and increasing substantially</p> |              |              |              |
| <b>PROFIT BEFORE TAX &amp; E.I.</b>   | <b>100.6</b> | <b>105.1</b> | <b>-4.3%</b> |

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## Profit from Bank business is now significantly positive

| Euro million                        | 9M 2002      | 9M 2001      | Change       |
|-------------------------------------|--------------|--------------|--------------|
| Life Insurance                      | 53.4         | 73.9         | -27.7%       |
| Mutual Funds                        | 30.9         | 34.5         | -10.4%       |
| Bank Business                       | 13.8         | -3.3         | n.s.         |
| (excl. Adv. Investments)            | 19.0         | 5.5          | n.s.         |
| Other Operations                    | 2.5          | -0.0         | n.s.         |
| <b>PROFIT BEFORE TAX &amp; E.I.</b> | <b>100.6</b> | <b>105.1</b> | <b>-4.3%</b> |

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## Bank Revenues increased due to service margin & reduction in interest rates paid

| Euro million                           | 9M 2002     | 9M 2001     | Change        |
|--|-------------|-------------|---------------|
| <b>Interest Spread</b>                 | 18.8        | 22.4        | -16.1%        |
| ▶ <b>Securities</b>                    | 9.8         | 9.7         | +1.0%         |
| ▶ <b>Managed Accounts</b> service fees | 20.7        | 15.0        | +38.0%        |
| ▶ <b>Other Services</b>                | 17.8        | 13.4        | +32.8%        |
| <b>Service Margin</b>                  | 48.3        | 38.1        | +26.8%        |
| <b>TOTAL BANK REVENUES</b>             | <b>67.1</b> | <b>60.5</b> | <b>+10.9%</b> |

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## Benefits paid & Change in Reserves are under control

| Euro million  | 9M 2002        | 9M 2001      | Change        |
|---|----------------|--------------|---------------|
| ▶ <b>Claims &amp; Maturities</b>                            | 186.3          | 160.4        | +16.1%        |
| ▶ <b>Surrenders</b>   | 548.2 *        | 251.9        | +117.6%*      |
| <b>Benefits paid</b>  | <b>734.5</b>   | <b>412.3</b> | <b>+78.1%</b> |
| <b>Change in Reserves</b><br>(less Policyholders' interest) | <b>721.9</b>   | <b>505.5</b> | <b>+42.8%</b> |
| <b>TOTAL</b>  | <b>1,456.4</b> | <b>917.8</b> | <b>+58.7%</b> |

\* 196.0 mn Euro net of transformation = - 22.2%

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## Surrenders of Investments Policies net of transformation are down 27% YoY

| Euro million                               | 9M 2002                    | 9M 2001        |
|--|----------------------------|----------------|
| <b>Traditional Investment Policies</b>     | <b>262.7</b>               | <b>121.5</b>   |
| <b>Average Reserves</b>                    | <b>420.6</b>               | <b>626.0</b>   |
| <b>% of Reserves</b>                       | <b>62.5%<sup>(1)</sup></b> | <b>19.4%</b>   |
| <b>Unit-linked Investment Policies</b>     | <b>27.9</b>                | <b>3.7</b>     |
| <b>Average Reserves</b>                    | <b>608.7</b>               | <b>411.9</b>   |
| <b>% of Reserves</b>                       | <b>4.6%</b>                | <b>0.9%</b>    |
| <b>Surrenders of Investment Policies *</b> | <b>290.6</b>               | <b>125.2</b>   |
| <b>Average Total Reserves</b>              | <b>1,029.2</b>             | <b>1,037.8</b> |
| <b>% of Reserves</b>                       | <b>28.2%<sup>(2)</sup></b> | <b>12.1%</b>   |

\* excluding Index-linked & 'Pull in our Nets'

(1) 13.5% excl. surrenders of Tradit. Invest. Pol. (Oro & Oro Money) switched into Index-linked

(2) 8.8% excl. surrenders of Tradit. Invest. Pol. (Oro & Oro Money) switched into Index-linked

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## Surrender rate of Unit-linked Pension Plans remains stable and low at 1.1%

| Euro million                                | 9M 2002                    | 9M 2001        |
|---|----------------------------|----------------|
| <b>Traditional Pension Plans</b>            | <b>218.8</b>               | <b>64.1</b>    |
| <b>Average Reserves</b>                     | <b>1,318.2</b>             | <b>1,561.4</b> |
| <b>% of Reserves</b>                        | <b>16.6%<sup>(1)</sup></b> | <b>4.1%</b>    |
| <b>Unit-linked Pension Plans</b>            | <b>21.4</b>                | <b>18.8</b>    |
| <b>Average Reserves</b>                     | <b>1,993.6</b>             | <b>1,748.6</b> |
| <b>% of Reserves</b>                        | <b>1.1%</b>                | <b>1.1%</b>    |
| <b>Surrenders of Indiv. Pension Plans *</b> | <b>240.2</b>               | <b>82.9</b>    |
| <b>Average Total Reserves</b>               | <b>3,311.8</b>             | <b>3,309.9</b> |
| <b>% of Reserves</b>                        | <b>7.3%<sup>(2)</sup></b>  | <b>2.5%</b>    |

\* excluding Group policies

(1) 4.0% excl. surrenders of Tradit. Pension Plans switched into Unit/Index-linked

(2) 2.3% excl. surrenders of Tradit. Pension Plans switched into Unit/Index-linked

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## Costs reflect the flexibility of our strategy & the tight control we have on business

| Euro million                                  | 9M 2002 | 9M 2001 | Change |
|---|---------|---------|--------|
| Claims, Benefits paid,<br>Changes in Reserves | 1,456.4 | 917.8   | +58.7% |
| Recov. from Reinsurance                       | -12.0   | -13.1   | -8.4%  |
| Acquisition Costs<br>(Commission Expense)     | 141.3   | 152.6   | -7.4%  |
| G&A Expenses                                  | 120.8   | 118.3   | 2.1%   |
| Advertising Expenses                          | 5.2     | 9.2     | -43.5% |
| Depreciation                                  | 31.4    | 26.2    | +19.8% |

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## All of Mediolanum's Core areas of Business are

healthy & well-positioned  
to take full advantage  
of the eventual  
turnaround of the markets

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# 9M 2002 Reclassified Results Mediolanum Group

**Consolidated**



## Impact of investments in New Ventures pulled Consolidated Net Profit down

| Euro million                   | 9M 2002     | 9M 2001     | Change        |
|--------------------------------|-------------|-------------|---------------|
| Total Revenues                 | 1,889.2     | 1,330.3     | +42.0%        |
| Profit before Tax & E.I.       | 64.2        | 91.8        | -30.1%        |
| Extraordinary Items            | 4.5         | 0.1         | n.s.          |
| Profit before Tax              | 68.7        | 91.9        | -25.2%        |
| Income Tax                     | -18.8       | -23.4       | -19.7%        |
| Profit from Minority Interests | +0.4        | -0.1        | n.s.          |
| <b>CONSOLIDATED NET PROFIT</b> | <b>50.3</b> | <b>68.4</b> | <b>-26.5%</b> |

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## The incorporation of New Ventures assets brought AuA up to 21 mn

| Euro million                | 30.09.02        | 30.09.01        | Change        |
|-----------------------------|-----------------|-----------------|---------------|
| Life Reserves               | 6,634.5         | 6,131.8         | +8.2%         |
| Mutual Funds & M.A.         | 8,254.1         | 8,443.2         | -2.2%         |
| Bank Deposits               | 5,549.3         | 3,979.3         | +39.5%        |
| Institutional Assets        | 477.3           | 407.6           | +17.1%        |
| Consolidation Adjustments   | -2,953.2        | -2,797.2        | +5.6%         |
| <b>Core Business Assets</b> | <b>17,962.7</b> | <b>16,164.7</b> | <b>+11.1%</b> |
| Spain                       | 1,709.3         | 1,953.8         | -12.5%        |
| Germany                     | 442.0           | ---             | ---           |
| Banca Esperia *             | 796.2           | ---             | ---           |
| Mediolanum Private          | 7.5             | ---             | ---           |
| <b>New Ventures Assets</b>  | <b>2,955.0</b>  | <b>1,953.8</b>  | <b>+51.2%</b> |
| <b>CONSOLIDATED TOTAL</b>   | <b>20,924.8</b> | <b>18,118.5</b> | <b>+15.5%</b> |

\* Mediolanum Group's share (48.5%)

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# 9M 2002 Reclassified Results & Outlook Mediolanum Group

## New Ventures





## NV generated a Loss mainly due to start-up costs & adjustment to value of securities

| Euro million  | 9M 2002     | 9M 2001    | Change      |
|---|-------------|------------|-------------|
| Spain   | -2.6        | 0.5        | n.s.        |
| Germany   | -1.1        | ---        | ---         |
| Banca Esperia & Mediolanum Private                  | -3.0        | ---        | ---         |
| <b>Net Operating Profit / Loss</b>                  | <b>-6.7</b> | <b>---</b> | <b>n.s.</b> |
| Net Adjustment to the Value of Financial Investment | -3.1        | ---        | n.s.        |
| <b>N.V. NET PROFIT / LOSS *</b>                     | <b>-9.8</b> | <b>0.5</b> | <b>n.s.</b> |

\* share of Profit pertaining to the Mediolanum Group

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## Net Consolidated Effect of NV

| Euro million  | 9M 2002      | 9M 2001      | Change         |
|---|--------------|--------------|----------------|
| Net Operating Profit / Loss*                        | -6.7         | 0.5          | n.s.           |
| Net Adjustment to the Value of Financial Investment | -3.1         | ---          | n.s.           |
| Goodwill Depreciation                               | -15.3        | -8.1         | +88.9%         |
| Interest paid on Investments                        | -5.3         | -3.8         | +39.5%         |
| <b>N.V. NET EFFECT</b>                              | <b>-30.4</b> | <b>-11.4</b> | <b>+166.7%</b> |

\* share of Profit pertaining to the Mediolanum Group

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## Spain - The engine is 'up-and-running'

- ▶ Mediolanum model now in place and functional
- ▶ Multi-channel system launched Sept. 17 with state-of-the art Call Centre, Telephone, Teletext and Internet



since Sept. 17:

over 500 new multi-channel bank customers acquired

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## Spain - Steadily building a commission-based Sales Network

| Euro million                                | 30.09.02   | 30.09.01   | Change         |
|---|------------|------------|----------------|
| ▶ Commercial Agents & Employees - Old model | 140        | 151        | -7.3%          |
| ▶ Financial Advisors - Mediolanum model     | 239        | 0          | ---            |
| <b>Sales Network</b>                        | <b>379</b> | <b>151</b> | <b>+151.0%</b> |
| <b>Introducers</b>                          | <b>261</b> | <b>266</b> | <b>-1.9%</b>   |
| <b>TOTAL NETWORK SPAIN</b>                  | <b>640</b> | <b>417</b> | <b>+53.5%</b>  |

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## Spain - The engine is 'up-and-running'

- ▶ Ireland-based Unit and Index-linked single premium policies introduced on the Spanish market



5.5 mn Euro of Index-linked sold  
in just over one month

- ▶ A number of other products to follow, including new Ireland-based mutual funds

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## Spain - Results dampened by peak one-off investment-related costs

| Euro million  | 9M 2002     | 9M 2001    | Change      |
|---|-------------|------------|-------------|
| Total Revenues                                      | 39.3        | 31.4       | +25.2%      |
| Net Adjustment to the Value of Financial Investment | -0.9        | ---        | ---         |
| Profit before Tax                                   | -4.3        | 0.9        | n.s.        |
| Income Tax  | 1.0         | -0.3       | n.s.        |
| Profit from Minority Interests                      | 0.2         | -0.1       | n.s.        |
| <b>NET PROFIT / LOSS *</b>                          | <b>-3.1</b> | <b>0.5</b> | <b>n.a.</b> |

\* share of Profit / Loss pertaining to the Mediolanum Group

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## Germany - Bankhaus August Lenz: investing to replicate our model

- ▶ Outsourcing system defined
- ▶ Staffing of key personnel underway
- ▶ Recruitment of exclusive advisors progressing well



**16 supervisors already in place  
bringing advisors along with them**

- ▶ Distribution of Ireland-based Mutual Funds and Life products planned for beginning of December
- ▶ Full line of banking products to follow

45

## Banca Esperia - Results are significant Expecting to break even in early 2003

Euro million

|                             | 30.12.01 | 30.09.02 |
|-----------------------------|----------|----------|
| Assets under Administration | 1,036    | 1,642    |
| % in Managed Assets         | 96.5%    | 85.2%    |
| Gross Inflows               | 207      | 1,282    |
| Customers                   | 150      | 748      |
| Private Bankers             | 10       | 23       |

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**2002 Operational Progress  
Mediolanum Group**

**Core Business  
Progress**






## **Operational Progress - 'My Pension' supported by strong marketing effort**

- ▶ series of long-length TV commercials on air at end of October
- ▶ innovative campaign using Mediolanum Channel to present 'My Pension' at advisor sponsored groups meetings

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**12,500 clients/prospects involved in the first event**

- ▶ proactive use of Call Centre operators and of the Internet channel to promote 'My Pension'

---



**6,000 clients/prospects asked for additional info**

- ▶ our CRM system identified campaign target

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## **Operational Progress - Transformation of Traditional Life products continues**

- ▶ Transformation of Traditional Investment Policies ('Oro' & 'Oromoney')
- ▶ Transformation of the remaining Traditional Pension Plans ('Completa') close to maturity

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## **Operational Progress**

### **Other Projects**

- ▶ **Continuation of the switch from unbundled mutual funds into wrap products**
- ▶ **Developing a project to boost mortgage sales**



# H1 2002 Reclassified Results Mediolanum Group

**9M 2002**  
additional slides



## 9M 2002 Profit by Business Line

| Euro million                        | 9M 2002      | 9M 2001      | Change       |
|-------------------------------------|--------------|--------------|--------------|
| Life Insurance                      | 53.4         | 73.9         | -27.7%       |
| Mutual Funds                        | 30.9         | 34.5         | -10.4%       |
| Bank Business                       | 13.8         | -3.3         | n.s.         |
| (excl. Adv. Investments)            | 19.0         | 5.5          | n.s.         |
| Other Operations                    | 2.5          | -0.0         | n.s.         |
| <b>PROFIT BEFORE TAX &amp; E.I.</b> | <b>100.6</b> | <b>105.1</b> | <b>-4.3%</b> |

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## 9M 2002 Total Revenues

| Euro million                    | 9M 2002        | 9M 2001        | Change        |
|---------------------------------|----------------|----------------|---------------|
| Premium Income                  | 1,615.4        | 1,091.0        | +48.1%        |
| Reinsurance ceded               | -7.0           | -8.9           | -21.3%        |
| Commission Income               | 151.7          | 151.4          | +0.2%         |
| Bank Revenues                   | 67.1           | 60.5           | +10.9%        |
| Other Commissions<br>& Revenues | 11.6           | 4.9            | +136.7%       |
| <b>TOTAL REVENUES</b>           | <b>1,838.8</b> | <b>1,298.9</b> | <b>+41.6%</b> |

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## 9M 2002 Commission Income - Mutual Funds

| Euro million                   | 9M 2002      | 9M 2001      | Change        |
|--------------------------------|--------------|--------------|---------------|
| <b>Entry Fees</b>              | <b>23.8</b>  | <b>36.2</b>  | <b>-34.3%</b> |
| o/w Irish Funds                | 16.5         | 25.9         | -36.3%        |
| <b>Management Fees</b>         | <b>111.4</b> | <b>102.6</b> | <b>+8.6%*</b> |
| o/w Irish Funds                | 94.7         | 78.3         | +20.9%        |
| <b>Performance Fees</b>        | <b>16.5</b>  | <b>12.6</b>  | <b>+31.0%</b> |
| o/w Irish Funds                | 12.8         | 4.7          | +172.3%       |
| <b>TOTAL COMMISSION INCOME</b> | <b>151.7</b> | <b>151.4</b> | <b>+0.2%</b>  |

\* +12.2% when Service Fees from M.A. are included  
(132.1 vs. 117.7 mn Euro = +12.2%)

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## 9M 2002 Adjusted Premium Income

| Euro million                         | 9M 2002      | 9M 2001      | Change        |
|--------------------------------------|--------------|--------------|---------------|
| <b>Recurring Policies</b>            | <b>84.2</b>  | <b>124.6</b> | <b>-32.4%</b> |
| <b>Single Premium Policies x1/10</b> | <b>105.2</b> | <b>58.7</b>  | <b>+79.2%</b> |
| <b>NEW BUSINESS 'APE' *</b>          | <b>189.4</b> | <b>183.3</b> | <b>+3.3%</b>  |

\* Annual Premium Equivalent

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## 9M 2002 Net Investment Income Breakdown

| Euro million                                      | TOTAL       | Life        | Other      |
|---|-------------|-------------|------------|
| Investment Income                                 | 53.4        | 55.9        | -2.5       |
| Adjustments to the value of financial investments | -11.8       | -10.4       | -1.4       |
| Interest paid on Investments                      | 8.4         | 0.0         | 8.4        |
| <b>Adjusted Inv. Income</b>                       | <b>50.0</b> | <b>45.5</b> | <b>4.5</b> |
| Policyholders' Interest                           | -44.9       | -44.9       | 0.0        |
| <b>NET INVESTMENT INCOME</b>                      | <b>5.1</b>  | <b>0.6</b>  | <b>4.5</b> |

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## 9M 2002 Life Reserves

| Euro million                             | 31.09.02        | 31.09.01        | Change       |
|--|-----------------|-----------------|--------------|
| ▶ Traditional                            | 1,552.9         | 2,075.6         | -25.2%       |
| ▶ Index-linked                           | 2,548.8         | 1,769.5         | +44.0%       |
| ▶ Unit-linked                            | 2,532.8         | 2,286.7         | +10.8%       |
| <b>Life Reserves</b>                     | <b>6,634.5</b>  | <b>6,131.8</b>  | <b>+8.2%</b> |
| <b>Life Reserves in own Mutual Funds</b> | <b>-2,595.3</b> | <b>-2,508.0</b> | <b>+3.5%</b> |

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## 9M 2002 Mutual Fund & Managed Accounts Assets

| Euro million                          | 31.09.02       | 31.09.01       | Change        |
|---------------------------------------|----------------|----------------|---------------|
| ▶ Equity Funds                        | 918.1          | 1,249.0        | -26.5%        |
| ▶ Bond Funds                          | 388.8          | 499.1          | -22.1%        |
| ▶ Monetary Funds                      | 218.6          | 214.4          | +2.0%         |
| <b>Italy-based Funds</b>              | <b>1,525.5</b> | <b>1,962.5</b> | <b>-22.3%</b> |
| ▶ Equity Funds                        | 3,687.1        | 4,297.0        | -14.2%        |
| ▶ Protected Funds                     | 100.2          | 109.6          | -8.6%         |
| ▶ Bond & Monetary Funds               | 1,734.7        | 1,646.8        | +5.3%         |
| <b>Ireland-based Funds (ex "Mix")</b> | <b>5,522.0</b> | <b>6,053.4</b> | <b>-8.8%</b>  |
| <b>Mix Accounts</b>                   | <b>1,132.2</b> | <b>298.6</b>   | +47.2%        |
| <b>Managed Accounts</b>               | <b>1,871.8</b> | <b>1,742.4</b> |               |
| M.A. in own Mutual Funds              | -1,797.4       | -1,613.7       | +11.4%        |
| <b>CONSOLIDATED TOTAL</b>             | <b>8,254.1</b> | <b>8,443.2</b> | <b>-2.2%</b>  |

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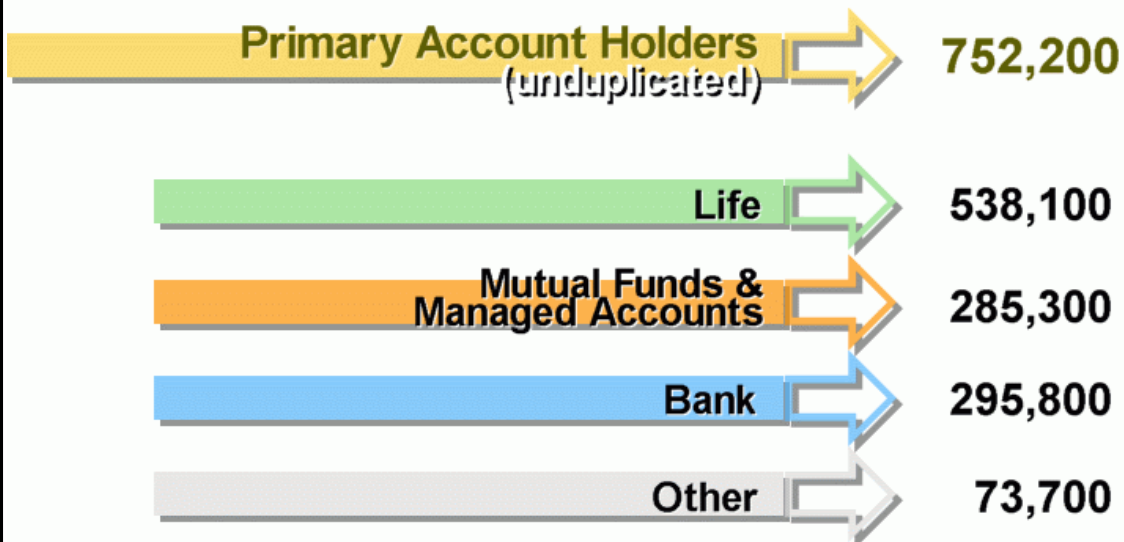
## 9M 2002 Bank Deposits

| Euro million              | 31.09.02       | 31.09.01       | Change        |
|---------------------------|----------------|----------------|---------------|
| Cash under Deposits       | 2,683.9        | 1,900.6        | +41.2%        |
| Securities under Deposits | 1,727.9        | 1,564.9        | +10.4%        |
| Repurchase Agreements     | 1,121.7        | 488.0          | +129.9%       |
| Subordinated Loans        | 16.5           | 25.8           | -36.0%        |
| <b>TOTAL</b>              | <b>5,550.0</b> | <b>3,979.3</b> | <b>+39.5%</b> |

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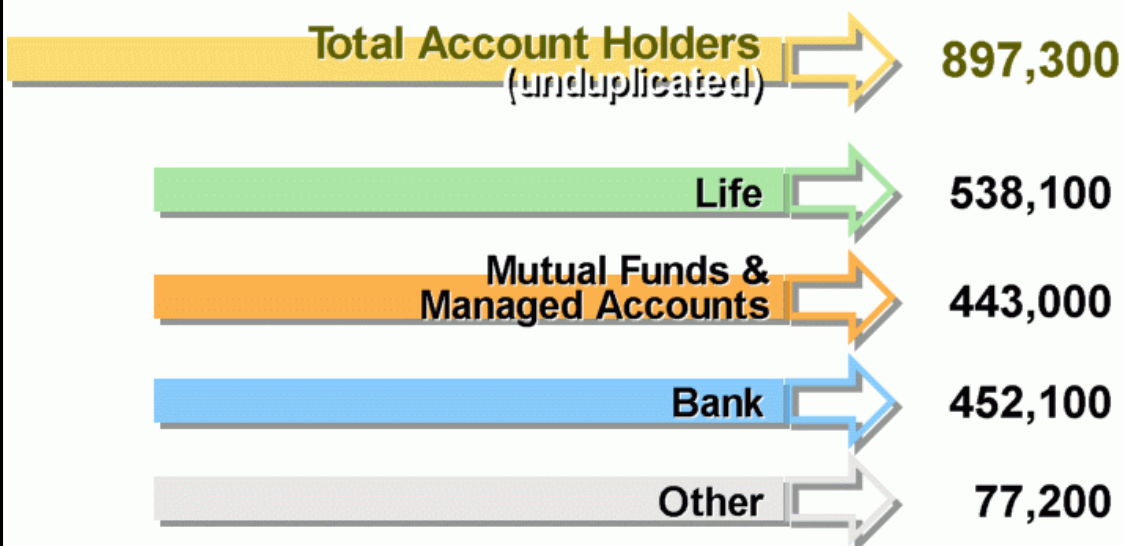


## Mediolanum Customer Base as at 30.09.02



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## Mediolanum Customer Base as at 30.09.02



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## 9M 2002 Surrenders \*

Euro million

### Surrenders of Individual Pension Plans

Average Reserves

% of Reserves

### Surrenders of Investment Policies

Average Reserves

% of Reserves

9M 2002

9M 2001

240.2

82.9

3,311.8

3,309.9

7.3% <sup>(1)</sup>

2.5%

290.6

125.2

1,029.2

1,037.8

28.2% <sup>(2)</sup>

12.1%

### Total Surrenders \*\*\*

Average Total Reserves

% of Reserves

530.8

208.1

4,341.0

4,347.7

12.2%

4.8%

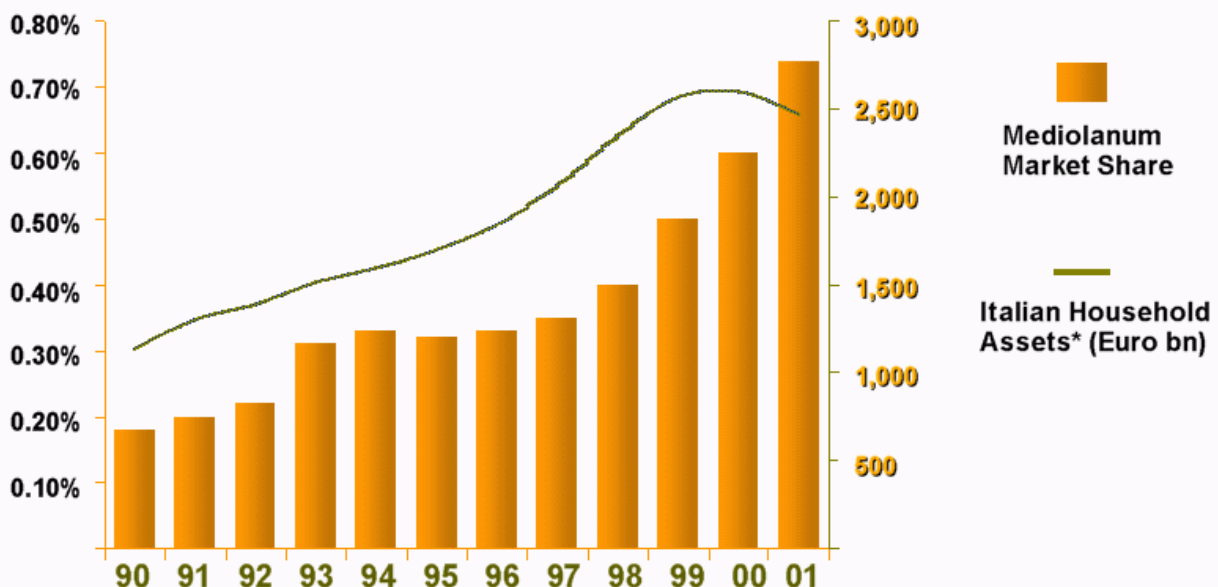
\* excluding Index-linked & Group policies

(1) 2.3% excl. surrenders of Tradit. Pension Plans switched into Unit/Index-linked

(2) 8.8% excl. surrenders of Tradit. Invest. Pol. (Oro & Oro Money) switched into Index-linked

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## Mediolanum Market Share Growth



\* Source: Banca d'Italia

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## 9M 2002 Assets under Administration - Spain

| Euro million              | 30.09.02       | 30.09.01       | Change        |
|---------------------------|----------------|----------------|---------------|
| Life & Pension Funds      | 49.7           | 52.1           | -4.6%         |
| Mutual Funds              | 699.6          | 778.1          | -10.1%        |
| Bank Deposits             | 1,076.9        | 1,303.8        | -17.4%        |
| Institutional Assets      | 44.6           | 44.6           | 0.0%          |
| Ireland-based Assets      | 17.4           | ---            | ---           |
| Consolidation Adjustments | -180.2         | -224.8         | +19.8%        |
| <b>AUA - Spain</b>        | <b>1,708.0</b> | <b>1,953.8</b> | <b>-12.6%</b> |

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## 9M 2002 Net Effect - Spain

| Euro million  | 9M 2002      | 9M 2001      | Change        |
|---|--------------|--------------|---------------|
| Net Operating Profit *                              | -2.6         | 0.5          | n.s.          |
| Net Adjustment to the Value of Financial Investment | -0.5         | ---          | n.s.          |
| Goodwill Depreciation                               | -10.4        | -8.1         | +28.4%        |
| Interests paid for Investments                      | -3.3         | -3.2         | +3.1%         |
| <b>SPAIN NET EFFECT</b>                             | <b>-16.8</b> | <b>-10.8</b> | <b>+55.6%</b> |

\* share of Profit pertaining to the Mediolanum Group

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## 9M 2002 Sales Network - Germany

|                           | 30.09.02     | 30.09.01   | Change     |
|---------------------------|--------------|------------|------------|
| ▶ IFAs - Germany *        | 1,043        | ---        | ---        |
| ▶ IFAs - Austria *        | 200          | ---        | ---        |
| ▶ Exclusive Advisors Lenz | 8            | ---        | ---        |
| <b>TOTAL NETWORK</b>      | <b>1,251</b> | <b>---</b> | <b>---</b> |

\* advisors with sales activity in the past 6 months



**MEDIOLANUM**

GRUPPO MEDIOLANUM

**Q3 2002**

**Q3 2002 Reclassified Results**



The background of the slide is a collage of autumn leaves in various shades of yellow, orange, and red. A single, bright yellow sunflower is positioned on the right side of the slide. A solid orange horizontal bar is located in the middle-left area, containing the text 'Core Business' in white.

# Core Business

Q3 2002 Reclassified Results  
Mediolanum Group





## Q3 2002 Net Inflows

| Euro million                | Q3 2002      | vs. Q3 01     | vs. Q2 02     |
|-----------------------------|--------------|---------------|---------------|
| ▶ Mutual Funds & M.A.       | 102.4        | -54.7%        | -31.6%        |
| ▶ Life Policies             | 190.7        | -24.9%        | -46.9%        |
| <b>Managed Savings</b>      | <b>293.1</b> | <b>-38.9%</b> | <b>-61.7%</b> |
| ▶ Securities                | 81.1         | -11.2%        | -69.2%        |
| ▶ Cash                      | 79.7         | -44.1%        | -69.8%        |
| ▶ Repurchase Agreements     | 44.2         | +167.5%       | +410.3%       |
| <b>Administered Savings</b> | <b>205.0</b> | <b>+21.8%</b> | <b>-61.7%</b> |
| <b>TOTAL NET INFLOWS</b>    | <b>498.2</b> | <b>-23.2%</b> | <b>-52.3%</b> |

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## Q3 2002 Gross Premiums Written

| Euro million                                       | Q3 2002      | vs. Q3 01     | vs. Q2 02     |
|--|--------------|---------------|---------------|
| ▶ U-L Pension Plans ( <i>Europension</i> )         | 6.6          | -32.6%        | -20.8%        |
| ▶ U-L Pension Plans ( <i>Tax Benefit *</i> )       | 9.0          | -51.0%        | -32.8%        |
| ▶ U-L Investment Pol. ( <i>Life Funds</i> )        | 7.1          | -25.3%        | -1.4%         |
| ▶ Open Pension Funds                               | 0.0          | -99.0%        | -88.9%        |
| <b>Recurring Policies</b>                          | <b>22.7</b>  | <b>-39.8%</b> | <b>-21.6%</b> |
| ▶ Traditional Policies                             | 1.7          | -32.0%        | -60.5%        |
| ▶ Unit-linked Pol. ( <i>Life &amp; Oro Funds</i> ) | 42.5         | -60.5%        | -37.5%        |
| ▶ Index-linked Policies ( <i>DiPiù</i> )           | 276.2**      | +138.9%       | -0.3%         |
| <b>Single Premium Policies</b>                     | <b>320.4</b> | <b>+42.0%</b> | <b>-8.3%</b>  |
| <b>Total New Business</b>                          | <b>343.1</b> | <b>+30.2%</b> | <b>-9.3%</b>  |
| ▶ Pension Plans in force                           | 133.7        | +19.8%        | -10.9%        |
| ▶ Investment Policies in force                     | 24.6         | +75.7%        | +17.7%        |
| <b>Total Business in-force</b>                     | <b>158.3</b> | <b>+26.0%</b> | <b>-7.4%</b>  |
| <b>TOTAL GROSS PREMIUMS</b>                        | <b>501.4</b> | <b>+28.9%</b> | <b>-8.7%</b>  |

\* P I P

\*\*83 mn Euro from transformation

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## Q3 2002

### Gross Inflows into M.F. & M.A.\*

| Euro million                          | Q3 2002      | vs. Q3 01     | vs. Q2 02     |
|---------------------------------------|--------------|---------------|---------------|
| ▶ Equity Funds                        | 40.6         | -23.3%        | -8.2%         |
| ▶ Bond Funds                          | 12.7         | -30.6%        | +11.4%        |
| ▶ Monetary Funds                      | 26.0         | +43.8%        | -9.2%         |
| <b>Italy-based Funds</b>              | <b>79.3</b>  | <b>-11.2%</b> | <b>-5.9%</b>  |
| ▶ Equity Funds                        | 76.7         | -44.0%        | -18.5%        |
| ▶ Protected Funds                     | 0.1          | -68.7%        | -11.3%        |
| ▶ Bond & Monetary Funds               | 59.3         | +40.2%        | -5.7%         |
| <b>Ireland-based Funds (ex "Mix")</b> | <b>136.1</b> | <b>-24.3%</b> | <b>-70.3%</b> |
| 'Mix' Accounts                        | 91.0         | -52.0%        | -72.0%        |
| Managed Accounts                      | 60.7         |               |               |
| <b>TOTAL GROSS INFLOWS</b>            | <b>367.1</b> | <b>-37.2%</b> | <b>-52.7%</b> |

\* Retail sales

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## 9M vs. H1 2002

### Sales Network

|                                   | 30.09.02     | 31.06.02     | Change       |
|-----------------------------------|--------------|--------------|--------------|
| ▶ Licensed Financial Advisors     | 4,122        | 4,086        | +0.9%        |
| ▶ Non-licensed Financial Advisors | 937          | 1,064        | -11.9%       |
| <b>Banca Mediolanum*</b>          | <b>5,059</b> | <b>5,150</b> | <b>-1.8%</b> |
| <i>* o/w Financial Executives</i> | <i>868</i>   | <i>870</i>   | <i>-0.2%</i> |
| <b>Partner Time</b>               | <b>1,320</b> | <b>1,281</b> | <b>+3.0%</b> |
| <b>TOTAL NETWORK</b>              | <b>6,379</b> | <b>6,431</b> | <b>-0.8%</b> |

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## Q3 2002 Economic Results

| Euro million             | Q3 2002     | vs. Q3 01    | vs. Q2 02     |
|--------------------------|-------------|--------------|---------------|
| Total Revenues           | 569.4       | +25.0%       | -10.2%        |
| Profit before Tax & E.I. | 30.8        | +11.7%       | -11.8%        |
| Extraordinary Items      | 0.1         | ---          | -93.7%        |
| Profit before Tax        | 31.0        | +12.2%       | -16.4%        |
| Income Tax               | -7.6        | +46.2%       | +11.8%        |
| <b>NET PROFIT</b>        | <b>23.4</b> | <b>+4.3%</b> | <b>-22.7%</b> |

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## Q3 2002 Profit by Business Line

| Euro million                        | Q3 2002     | vs. Q301      | vs. Q202      |
|-------------------------------------|-------------|---------------|---------------|
| Life Insurance                      | 19.6        | +4.5%         | +106.0%       |
| Mutual Funds                        | 7.5         | -6.3%         | -46.5%        |
| Bank Business                       | 5.2         | +143.7%       | -32.1%        |
| (excl. Adv. Investments)            | 6.3         | +18.3%        | -39.4%        |
| Other Operations                    | -1.4        | +5.3%         | -135.6%       |
| <b>PROFIT BEFORE TAX &amp; E.I.</b> | <b>30.9</b> | <b>+12.1%</b> | <b>-11.8%</b> |

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## Q3 2002 Total Revenues

| Euro million                    | Q3 2002      | vs. Q3 01     | vs. Q2 02     |
|---------------------------------|--------------|---------------|---------------|
| Premium Income                  | 501.4        | +28.9%        | -8.7%         |
| Reinsurance ceded               | -2.1         | -27.6%        | -22.2%        |
| Commission Income               | 44.3         | -0.4%         | -24.3%        |
| Bank Revenues                   | 21.1         | -8.3%         | -13.5%        |
| Other Commissions<br>& Revenues | 4.7          | +161.1%       | -6.0%         |
| <b>TOTAL REVENUES</b>           | <b>569.4</b> | <b>+25.0%</b> | <b>-10.2%</b> |

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## Q3 2002 Adjusted Premium Income

| Euro million                  | Q3 2002     | vs. Q3 01    | vs. Q2 02     |
|-------------------------------|-------------|--------------|---------------|
| Recurring Policies            | 22.7        | -39.8%       | -21.6%        |
| Single Premium Policies x1/10 | 32.0        | +42.0%       | -8.3%         |
| <b>NEW BUSINESS 'APE' *</b>   | <b>54.7</b> | <b>-9.2%</b> | <b>-14.3%</b> |

\* Annual Premium Equivalent

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## Q3 2002 Commission Income - Mutual Funds

| Euro million                   | Q3 2002     | vs. Q3 01     | vs. Q2 02     |
|--------------------------------|-------------|---------------|---------------|
| <b>Entry Fees</b>              | <b>6.4</b>  | <b>-23.8%</b> | <b>-25.6%</b> |
| <i>o/w Irish Funds</i>         | <i>4.1</i>  | <i>-32.8%</i> | <i>-32.8%</i> |
| <b>Management Fees</b>         | <b>34.6</b> | <b>+1.8%</b>  | <b>-12.0%</b> |
| <i>o/w Irish Funds</i>         | <i>29.7</i> | <i>+10.0%</i> | <i>-11.9%</i> |
| <b>Performance Fees</b>        | <b>3.3</b>  | <b>+57.1%</b> | <b>-68.9%</b> |
| <i>o/w Irish Funds</i>         | <i>3.1</i>  | <i>+82.4%</i> | <i>-63.5%</i> |
| <b>TOTAL COMMISSION INCOME</b> | <b>44.3</b> | <b>-0.4%</b>  | <b>-24.3%</b> |

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## Q3 2002 Bank Revenues

| Euro million  | Q3 2002     | vs. Q3 01     | vs. Q2 02     |
|---|-------------|---------------|---------------|
| <b>Interest Spread</b>                                | <b>6.0</b>  | <b>-3.2%</b>  | <b>-16.7%</b> |
| ▶ <b>Securities</b>                                   | <b>3.0</b>  | <b>+11.1%</b> | <b>-16.7%</b> |
| ▶ <b>Managed Accounts</b> <small>service fees</small> | <b>6.4</b>  | <b>-9.9%</b>  | <b>-13.5%</b> |
| ▶ <b>Other Services</b>                               | <b>5.7</b>  | <b>-18.6%</b> | <b>-8.1%</b>  |
| <b>Service Margin</b>                                 | <b>15.1</b> | <b>-10.1%</b> | <b>-12.2%</b> |
| <b>TOTAL BANK REVENUES</b>                            | <b>21.1</b> | <b>-8.3%</b>  | <b>-13.5%</b> |

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## Q3 2002 Costs

| Euro million   | Q3 2002      | vs. Q3 01     | vs. Q2 02     |
|--|--------------|---------------|---------------|
| <b>Claims, Benefits paid,<br/>Change in Reserves</b> | <b>454.3</b> | <b>+35.9%</b> | <b>-7.5%</b>  |
| <i>Recov. from Reinsurance</i>                       | <i>-3.1</i>  | <i>-31.1%</i> | <i>-11.4%</i> |
| <b>Acquisition Costs</b>                             | <b>41.5</b>  | <b>-11.9%</b> | <b>-14.4%</b> |
| <b>G&amp;A Expenses</b>                              | <b>38.4</b>  | <b>+4.9%</b>  | <b>-16.0%</b> |
| <b>Advertising Expenses</b>                          | <b>0.6</b>   | <b>-82.4%</b> | <b>-81.8%</b> |
| <b>Depreciation</b>                                  | <b>10.0</b>  | <b>+5.3%</b>  | <b>-13.0%</b> |

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## Q3 2002 Benefits paid & Change in Reserves

| Euro million  | Q3 2002      | vs. Q3 01      | vs. Q2 02      |
|---|--------------|----------------|----------------|
| <b>Benefits paid</b>  | <b>297.4</b> | <b>+110.5%</b> | <b>+61.9%</b>  |
| ▶ <b>Claims &amp; Maturities</b>                              | <b>53.2</b>  | <b>+2.1%</b>   | <b>-28.2%</b>  |
| ▶ <b>Surrenders</b>   | <b>244.2</b> | <b>+173.8%</b> | <b>+122.8%</b> |
| <b>Change in Reserves<br/>(less Policyholders' interests)</b> | <b>156.8</b> | <b>-18.7%</b>  | <b>-49.0%</b>  |
| <b>TOTAL</b>  | <b>454.2</b> | <b>+35.9%</b>  | <b>-7.5%</b>   |

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## Q3 2002

### Net Investment Income

| Euro million                                      | Q3 2002     | vs. Q3 01     | vs. Q2 02    |
|---|-------------|---------------|--------------|
| Investment Income - Life                          | 21.5        | -15.6%        | +25.2%       |
| Adjustments to the value of financial investments | -4.8        | -34.2%        | -44.7%       |
| Adjusted Invest. Income - Life                    | 16.7        | -8.3%         | +94.4%       |
| Policyholders' Interest                           | -13.0       | -30.7%        | -16.2%       |
| <b>Net Invest. Income - Life</b>                  | <b>3.7</b>  | <b>n.s.</b>   | <b>n.s.</b>  |
| <b>Net Invest. Income - Other</b>                 | <b>-3.4</b> | <b>-3.0%</b>  | <b>n.s.</b>  |
| <b>Interest paid on Investments</b>               | <b>2.9</b>  | <b>+35.4%</b> | <b>-0.1%</b> |
| <b>NET INVESTMENT INCOME</b>                      | <b>3.2</b>  | <b>n.s.</b>   | <b>n.s.</b>  |

A photograph of a ladybug with a red body and black spots, crawling on a bed of autumn leaves in shades of yellow, orange, and red. The ladybug is positioned on the right side of the frame, facing right. A semi-transparent orange banner is overlaid on the left side of the image, containing the word 'Consolidated' in white text. In the bottom left corner, there is white text that reads 'Q3 2002 Reclassified Results' and 'Mediolanum Group'. In the bottom right corner, there is a small gear icon and a signal strength indicator.

# Consolidated

Q3 2002 Reclassified Results  
Mediolanum Group

## Q3 2002 Economic Results

| Euro million                   | Q3 2002     | vs. Q3 01     | vs. Q2 02     |
|--------------------------------|-------------|---------------|---------------|
| Total Revenues                 | 580.6       | +24.9%        | -11.1%        |
| Profit before Tax & E.I.       | 14.8        | -33.6%        | -35.3%        |
| Extraordinary Items            | 1.8         | n.s           | -25.0%        |
| Profit before Tax              | 16.6        | -25.6%        | -34.3%        |
| Income Tax                     | -5.7        | +32.6%        | -9.5%         |
| Profit from Minority Interests | ---         | ---           | ---           |
| <b>CONSOLIDATED NET PROFIT</b> | <b>11.3</b> | <b>-37.6%</b> | <b>-40.2%</b> |