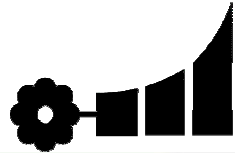


**Q1 2004**

**Reclassified  
Results**



2

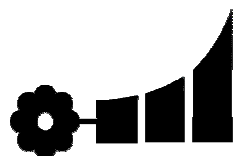


**Alessandra Lanzone**

**Head of Investor Relations**

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3



**Ennio Doris**

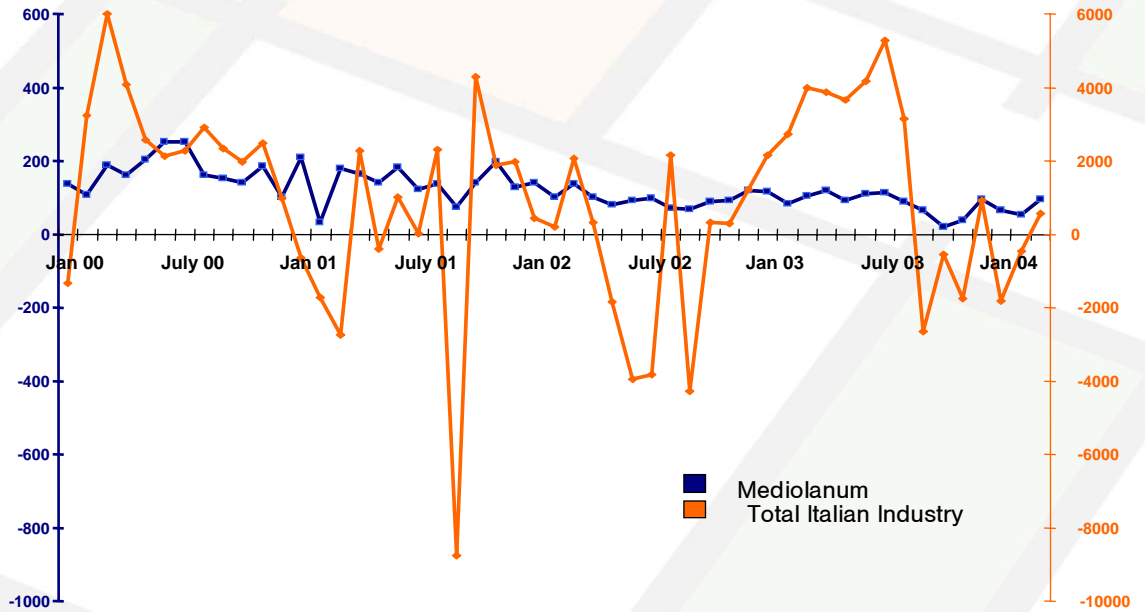
**Chief Executive Officer**



4

## Net Inflows into Mutual Funds\*

€ mn

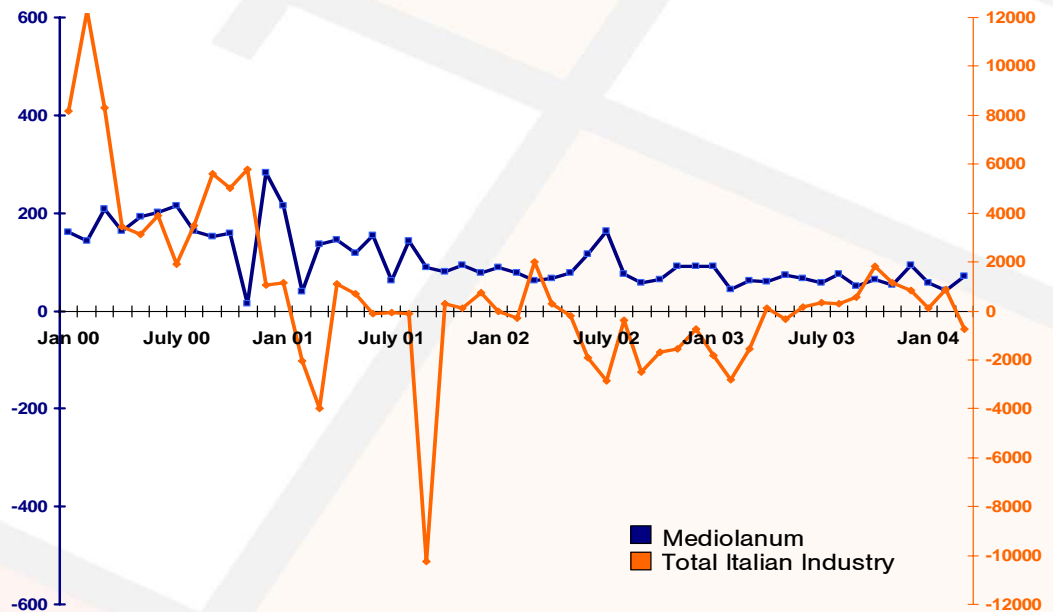


\* Including Managed Accounts & Unit-linked policies  
Source: Assogestioni

5

## Net Inflows into Equity Mutual Funds\*

€ mn



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



6

## Agenda

- ✓ Group Consolidated Results
- ✓ Core Business
- ✓ New Ventures
- ✓ Key Projects



## Q1 2004 Reclassified Results

## Group Consolidated

8

## Net Profit

€ mn

	Q1 04	Q1 03	Change
Total revenues	689.9	494.4	+39.5%
Total costs	(632.9)	(466.5)	+35.7%
Net investment income	5.3	2.8	+88.3%
<b>Profit before Tax &amp; E.I.</b>	<b>62.3</b>	<b>30.7</b>	<b>+103.0%</b>
Extraordinary items	(0.1)	(3.7)	n.s.
<b>Profit before Tax</b>	<b>62.2</b>	<b>27.0</b>	<b>+130.4%</b>
Tax	(15.7)	(8.9)	+75.9%
Profit from minority interests	0.0	0.0	n.s.
<b>NET PROFIT</b>	<b>46.6</b>	<b>18.1</b>	<b>+157.2%</b>



9

## Net Profit in Detail

€ mn

	Q1 04	Q1 03	Change
Net Premiums written	569.8	404.4	+40.9%
Commission income	78.1	49.3	+58.4%
Bank revenues	38.0	32.4	+17.3%
Other revenues/commissions	4.0	8.3	-51.8%
<b>Total Revenues</b>	<b>689.9</b>	<b>494.4</b>	<b>+39.5%</b>
Net change in reserves	(509.8)	(353.2)	+44.3%
Acquisition costs	(54.5)	(45.1)	+20.8%
G&A expenses	(53.5)	(50.8)	+5.3%
Amortisation/depreciation	(15.1)	(17.4)	-13.2%
<b>Total Costs</b>	<b>(632.9)</b>	<b>(466.5)</b>	<b>+35.7%</b>
Net investment income	5.3	2.8	+88.3%
<b>Profit before Tax &amp; E.I.</b>	<b>62.3</b>	<b>30.7</b>	<b>+103.0%</b>
Extraordinary items	(0.1)	(3.7)	n.s.
<b>Profit Before Tax</b>	<b>62.2</b>	<b>27.0</b>	<b>+130.4%</b>
Tax	(15.7)	(8.9)	+75.9%
Profit /Loss from minority interests	0.0	0.0	n.s.
<b>NET PROFIT</b>	<b>46.6</b>	<b>18.1</b>	<b>+157.2%</b>

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## Assets under Administration

€ mn

	31/03/2004	31/03/2003	Change
Life reserves	9,097.0	6,779.3	+34.2%
Mutual funds & managed accounts	10,668.8	8,256.4	+29.2%
Bank deposits	4,489.9	4,978.8	-9.8%
Institutional assets	164.2	165.7	-0.9%
Consolidation adjustments	(4,080.3)	(2,917.9)	+39.8%
<b>Core Business Assets</b>	<b>20,339.6</b>	<b>17,262.3</b>	<b>+17.8%</b>
Spain	1,965.9	1,835.9	+7.1%
Germany	604.7	402.2	+50.3%
Banca Esperia*	1,672.3	1,250.9	+33.7%
Mediolanum Private	14.7	7.5	+96.7%
<b>New Ventures Assets</b>	<b>4,257.6</b>	<b>3,496.5</b>	<b>+21.8%</b>
<b>AUA</b>	<b>24,597.2</b>	<b>20,758.8</b>	<b>+18.5%</b>

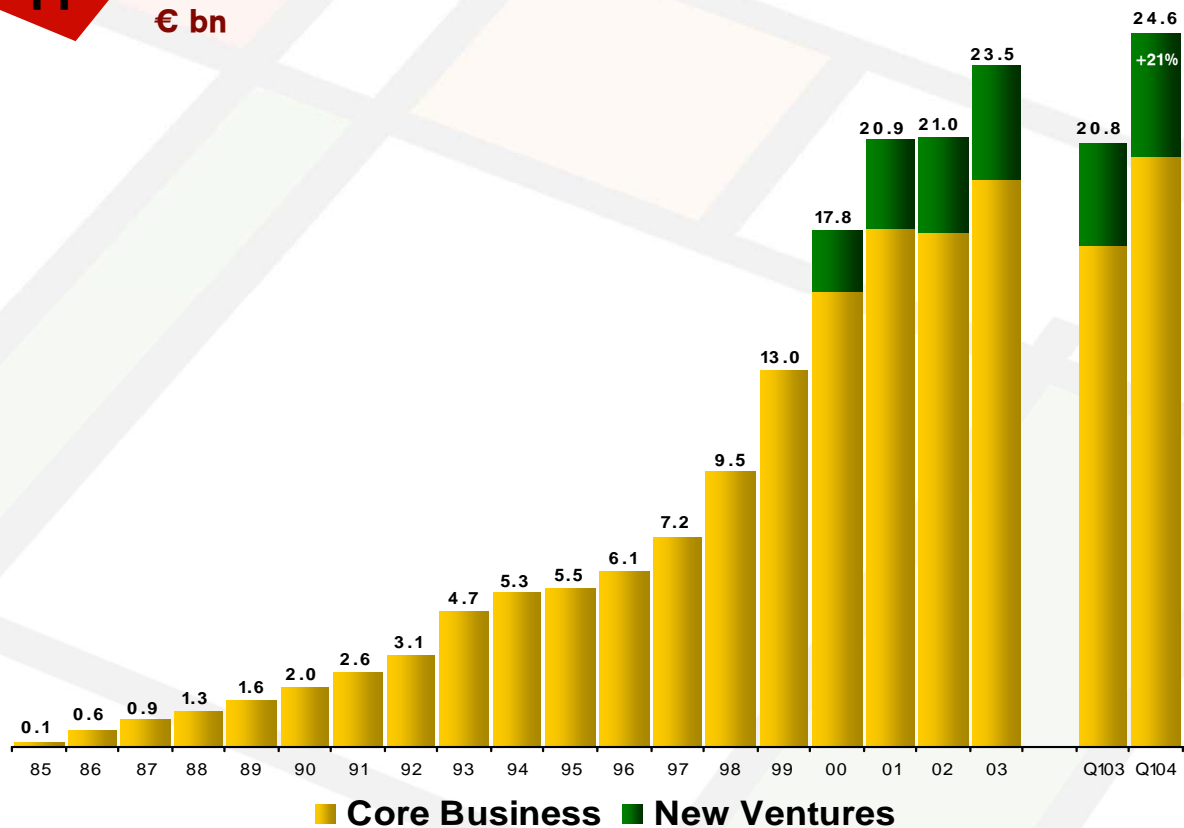
\* Mediolanum Group's share (48.5%)



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## AUA Trends

€ bn



12

## Net Inflows

€ mn

	Q1 04	Q1 03	Change
Life policies	386.6	245.3	+57.6%
Mutual funds & managed accounts	179.4	355.5	-49.5%
<b>Managed Savings</b>	<b>566.0</b>	<b>600.8</b>	<b>-5.8%</b>
<b>Administered Savings</b>	<b>(7.7)</b>	<b>71.2</b>	<b>n.s.</b>
<b>NET INFLOWS</b>	<b>558.3</b>	<b>672.0</b>	<b>-16.9%</b>





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## Sales Network

	31/03/2004	31/03/2003	Change
Italy: Banca Mediolanum	4,978	4,983	-0.1%
Spain: Fibanc (Mediolanum model)	407	264	+54.2%
Spain: Fibanc (Traditional model)	64	77	-16.9%
Germany: B.A. Lenz	83	65	+27.7%
<b>Full Time Exclusive advisor</b>	<b>5,532</b>	<b>5,389</b>	<b>+2.7%</b>
Italy: Partner Time	1,337	1,379	-3.0%
Spain: Fibanc Part-Time agents	89	57	+56.1%
Germany: Gamax	577	1,032	-44.1%
<b>Part-Time / Non Exclusive advisors</b>	<b>2,003</b>	<b>2,468</b>	<b>-18.8%</b>
<b>TOTAL SALES NETWORK</b>	<b>7,535</b>	<b>7,857</b>	<b>-4.1%</b>



Core Business

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**Edoardo Lombardi**  
Chief Operating Officer

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**Q1 2004 Reclassified Results**

**Core Business**



16

**Net Profit**

€ mn

	Q1 04	Q1 03	Change
Total revenues	655.9	472.0	+39.0%
<b>Profit before Tax &amp; E.I.</b>	<b>70.4</b>	<b>41.0</b>	<b>+71.7%</b>
Extraordinary items	(0.1)	(3.8)	n.s.
<b>Profit before Tax</b>	<b>70.3</b>	<b>37.2</b>	<b>+89.0%</b>
Tax	(16.5)	(9.5)	+73.5%
<b>NET PROFIT</b>	<b>53.8</b>	<b>27.7</b>	<b>+94.3%</b>

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**Net Profit Performance Factors**

- ✓ Solid gross inflows both in life & funds businesses
- ✓ Strong commission income boosted by improving markets & strengthening of the dollar
- ✓ An increase in Net Investment Income coming from traditional reserves



18

**Assets under Administration**

€ mn

	31/03/2004	31/03/2003	Change
Life reserves	9,097.0	6,779.3	+34.2%
Mutual funds & managed accounts	10,668.8	8,256.4	+29.2%
Institutional assets	164.2	165.7	-0.9%
Consolidation adjustments	(4,080.3)	(2,917.9)	+39.8%
<b>Managed Savings Assets</b>	<b>15,849.7</b>	<b>12,283.5</b>	<b>+29.0%</b>
Bank deposits	4,489.9	4,978.8	-9.8%
<b>Administered Savings Assets</b>	<b>4,489.9</b>	<b>4,978.8</b>	<b>-9.8%</b>
<b>TOTAL AUA</b>	<b>20,339.6</b>	<b>17,262.3</b>	<b>+17.8%</b>

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**Life Reserves**

€ mn

	31/03/2004	31/03/2003	Change
Traditional Reserves	1,240.3	1,341.7	-7.6%
Index-linked Reserves	3,936.6	2,698.0	+45.9%
Unit-linked Reserves	3,920.1	2,739.6	+43.1%
<b>LIFE RESERVES</b>	<b>9,097.0</b>	<b>6,779.3</b>	<b>+34.2%</b>



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## Mutual Funds & M.A. Assets

€ mn

	31/03/2004	31/03/2003	Change
Equity funds	6,459.2	4,632.3	+39.4%
Bond funds	1,834.8	1,852.1	-0.9%
Monetary funds	822.9	620.2	+32.7%
<b>Total "unbundled" mutual funds</b>	<b>9,117.0</b>	<b>7,104.6</b>	<b>+28.3%</b>
"Elite" fund of funds	84.8	0.0	n.s.
o/w equity	50.5	0.0	n.s.
"Mix" accounts	1,379.4	1,101.3	+25.3%
o/w equity	915.1	661.8	+38.3%
"Chorus" managed accounts	1,889.7	1,733.8	+9.0%
o/w equity	1,235.9	1,044.6	+18.3%
<b>Total "bundled" mutual funds</b>	<b>3,353.9</b>	<b>2,835.1</b>	<b>+18.3%</b>
Managed accts in own mutual funds	(1,802.1)	(1,683.3)	+7.1%
<b>MUTUAL FUND &amp; MA ASSETS</b>	<b>10,668.8</b>	<b>8,256.4</b>	<b>+29.2%</b>
o/w equity	69.5%	62.9%	+10.5%

21

## Mutual Funds Assets by Location

as at 31/03/04



22

**Bank Deposits**

€ mn

	Q1 04	Q1 03	Change
Cash under deposit	2,585.9	2,816.6	-8.2%
Securities under deposit	1,720.4	1,984.7	-13.3%
Repurchase agreements	173.3	161.0	+7.6%
Subordinated loans	10.3	16.5	-37.6%
<b>BANK DEPOSITS</b>	<b>4,489.9</b>	<b>4,978.8</b>	<b>-9.8%</b>

23

**Net Inflows**

€ mn

	Q1 04	Q1 03	Change
Life policies	365.7	230.4	+58.7%
Mutual funds & managed accounts	56.5	138.2	-59.1%
<b>Managed Savings</b>	<b>422.2</b>	<b>368.6</b>	<b>+14.5%</b>
Securities	(145.4)	86.7	-267.7%
Cash	48.7	(55.0)	-188.6%
Repurchase agreements	(7.5)	(42.7)	-82.4%
<b>Administered Savings</b>	<b>(104.1)</b>	<b>(11.0)</b>	<b>+846.8%</b>
<b>NET INFLOWS</b>	<b>318.1</b>	<b>357.6</b>	<b>-11.1%</b>



24

**Total Revenues**

€ mn

	Q1 04	Q1 03	Change
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Premium income	549.1	395.6	+38.8%
Re-insurance ceded	(1.4)	(1.7)	-15.5%
Commission income	72.2	44.6	+62.0%
Bank revenues	32.1	30.5	+5.2%
Other commission & revenues	3.9	3.0	+30.0%

<b>TOTAL REVENUES</b>	<b>655.9</b>	<b>472.0</b>	<b>+39.0%</b>
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25

**Gross Premiums Written**

€ mn

	Q1 04	Q1 03	Change
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U-L Pension plans* (Europension, MyPension)	13.2	20.4	-35.5%
U-L Pension plans: automatic increase in premiums (1)	7.6	6.1	+24.6%
U-L Investment policies (Life Funds)	26.7	6.0	+345.6%
<b>Recurring Policies (AP)</b>	<b>47.5</b>	<b>32.5</b>	<b>+46.1%</b>

\* "discretionary increase in premiums" of 5 mn not included

Trad/Group/Investment policies	3.4	4.1	-17.1%
Unit-linked policies (Life Funds, Oro Funds)	33.9	31.5	+7.6%
Index-linked policies (Dipiù)	279.0	162.5	+71.7%
<b>Single Premium Policies (SP)</b>	<b>316.3</b>	<b>198.1</b>	<b>+59.7%</b>

<b>TOTAL NEW BUSINESS</b>	<b>363.8</b>	<b>230.6</b>	<b>+57.7%</b>
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Pension plans in-force	152.7	141.1	+8.2%
Investment policies in-force	32.6	23.9	+36.6%

<b>TOTAL IN-FORCE BUSINESS</b>	<b>185.3</b>	<b>165.0</b>	<b>+12.3%</b>
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<b>TOTAL GROSS PREMIUMS WRITTEN</b>	<b>549.1</b>	<b>395.6</b>	<b>+38.8%</b>
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(1) adjusted for the cost of living index plus "X" points



26

**Adjusted Premium Income**

€ mn

	Q1 04	Q1 03	Change
Recurring policies	47.5	32.5	+46.1%
Single premium policies x 1/10	31.6	19.8	+59.7%
<b>NEW BUSINESS APE*</b>	<b>79.1</b>	<b>52.3</b>	<b>+51.3%</b>

\*annual premium equivalent

27

**Gross Inflows Into Mutual Funds & Managed Accounts**

€ mn

	Q1 04	Q1 03	Change
Equity funds	127.4	100.8	+26.4%
Bond funds	68.7	77.1	-10.9%
Monetary funds	142.0	130.1	+9.1%
<b>Total "unbundled" mutual funds</b>	<b>338.1</b>	<b>308.0</b>	<b>+9.8%</b>
"Elite" fund of funds	17.4	0.0	n.s.
o/w equity	11.9	0.0	n.s.
"Mix" accounts	58.8	56.9	+3.4%
o/w equity	44.6	23.4	+90.3%
"Chorus" managed accounts	37.5	41.2	-9.0%
o/w equity	16.4	17.5	-6.3%
<b>Total "bundled" mutual funds</b>	<b>113.7</b>	<b>98.1</b>	<b>+15.9%</b>
<b>TOTAL GROSS INFLOWS INTO MF &amp; MA</b>	<b>451.8</b>	<b>406.1</b>	<b>+11.3%</b>
o/w equity	200.3	141.7	+41.3%





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## Bank Accounts & Account Holders

	31/03/2004	31/03/2003	Change
Active bank accounts	331,639	335,134	-1.0%
Primary account holders (unduplicated)	780,700	757,700	+3.0%

29

## Primary Account Holders

	31/03/2004	31/03/2003	Change
Life	588,300	553,900	+6.2%
Mutual funds & managed accounts	286,400	283,000	+1.2%
Bank	298,300	300,800	-0.8%
Other	62,800	62,600	+0.3%
<b>Unduplicated Primary Account Holders</b>	<b>780,700</b>	<b>757,700</b>	<b>+3.0%</b>



30

**Total Account Holders**

	31/03/2004	31/03/2003	Change
Life	588,300	553,900	+6.2%
Mutual funds & managed accounts	437,000	436,000	+0.2%
Bank	456,200	460,000	-0.8%
Other	65,100	65,100	+0.0%
<b>Total Account Holders</b>	<b>918,700</b>	<b>900,300</b>	<b>+2.0%</b>

31

**Sales Network**

	31/03/2004	31/03/2003	Change
Licensed Financial Advisors	4,049	4,110	-1.5%
Non-Licensed Financial Advisors	929	873	+6.4%
<b>Banca Mediolanum</b>	<b>4,978</b>	<b>4,983</b>	<b>-0.1%</b>
<i>o/w financial executives</i>	795	865	-8.1%
<b>Partner Time</b>	<b>1,337</b>	<b>1,379</b>	<b>-3.0%</b>
<b>TOTAL NETWORK</b>	<b>6,315</b>	<b>6,362</b>	<b>-0.7%</b>



32

## Profit by Business Line

€ mn

	Q1 04	Q1 03	Change
Life insurance	34.8	21.5	+62.0%
Mutual funds	19.8	7.3	+171.2%
Bank business	15.7	13.5	+16.3%
Other operations	0.1	(1.3)	-107.7%
<b>PROFIT BEFORE TAX &amp; E.I.</b>	<b>70.4</b>	<b>41.0</b>	<b>+71.8%</b>

33

## Net Investment Income

€ mn

	Q1 04	Q1 03	Change
Investment income - Life	15.8	18.6	-15.1%
Adjustments to financial investments	(0.5)	(5.2)	n.s.
Adjusted investment income - Life	15.3	13.4	+14.2%
Policyholders' interest	(9.2)	(10.6)	-13.2%
<b>Net Investment Income - Life</b>	<b>6.1</b>	<b>2.8</b>	<b>+117.9%</b>
<b>Net Investment Income - other</b>	<b>(1.5)</b>	<b>(0.7)</b>	<b>n.s.</b>
Interest paid on investments	1.9	2.2	-13.6%
<b>NET INVESTMENT INCOME</b>	<b>6.5</b>	<b>4.3</b>	<b>+51.2%</b>



34

**Profit by Business Line**

€ mn

	Q1 04	Q1 03	Change
Life insurance	34.8	21.5	+62.0%
Mutual funds	19.8	7.3	+171.2%
Bank business	15.7	13.5	+16.3%
Other operations	0.1	(1.3)	-107.7%
<b>PROFIT BEFORE TAX &amp; E.I.</b>	<b>70.4</b>	<b>41.0</b>	<b>+71.8%</b>

35

**Commission Income**

€ mn

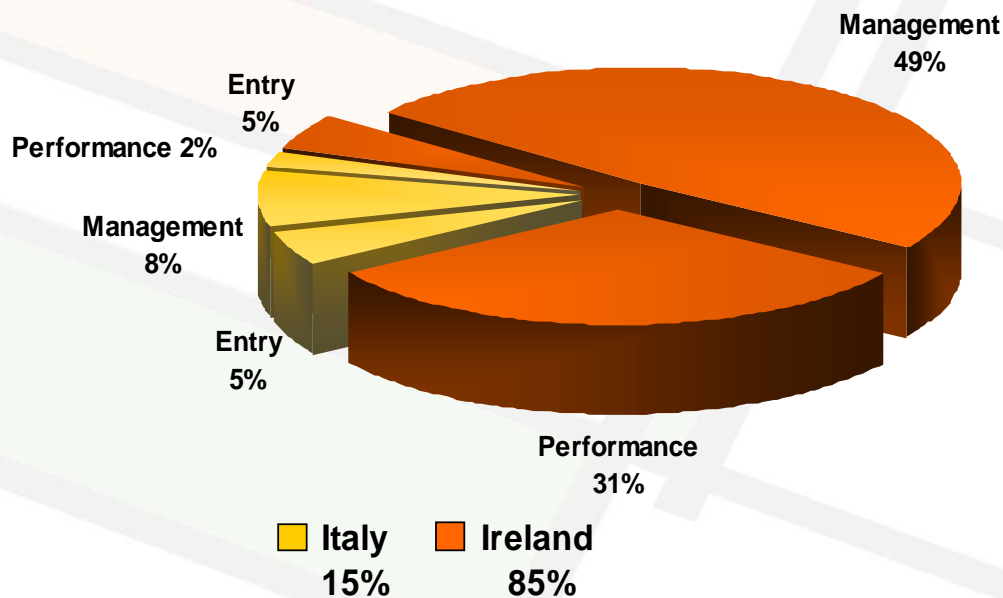
	Q1 04	Q1 03	Change
Entry fees	7.1	6.8	+5.1%
Management fees	40.8	32.5	+25.5%
Performance fees	24.3	5.3	+358.5%
<b>TOTAL COMMISSION INCOME</b>	<b>72.2</b>	<b>44.6</b>	<b>+62.0%</b>



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## Commission Income by Location

as at 31/03/2004



37

## Profit by Business Line

€ mn

	Q1 04	Q1 03	Change
Life insurance	34.8	21.5	+62.0%
Mutual funds	19.8	7.3	+171.2%
Bank business	15.7	13.5	+16.3%
Other operations	0.1	(1.3)	-107.7%
<b>PROFIT BEFORE TAX &amp; E.I.</b>	<b>70.4</b>	<b>41.0</b>	<b>+71.8%</b>



38

**Bank Revenues**

€ mn

	Q1 04	Q1 03	Change
<b>Interest Spread</b>	<b>13.3</b>	<b>15.4</b>	<b>-13.6%</b>
Securities	3.5	3.8	-7.9%
Service fees: managed accounts	5.6	5.8	-3.4%
Other services	9.7	5.5	+76.4%
<i>o/w mortgages</i>	5.5	1.7	+223.5%
<b>Service Margin</b>	<b>18.8</b>	<b>15.1</b>	<b>+24.5%</b>
<b>BANK REVENUES</b>	<b>32.1</b>	<b>30.5</b>	<b>+5.2%</b>

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**Benefits Paid & Changes in Reserves**

€ mn

	Q1 04	Q1 03	Change
Claims & maturities	113.8	85.0	+33.9%
Natural surrenders	73.4	48.5	+51.3%
Surrenders from transformation	6.5	46.1	-85.9%
<b>Benefits Paid</b>	<b>193.7</b>	<b>179.6</b>	<b>+7.9%</b>
<b>Changes in Reserves</b>	<b>298.5</b>	<b>166.2</b>	<b>+79.6%</b>
<b>Recovery from reinsurance</b>	<b>(1.8)</b>	<b>(2.2)</b>	<b>-18.2%</b>
<b>BENEFITS PAID &amp; CHANGES IN RESERVES</b>	<b>490.4</b>	<b>343.6</b>	<b>+42.7%</b>



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**Surrenders\***

€ mn

	Q1 04	Q1 03	Change
<b>Surrenders from Transformation</b>	<b>6.5</b>	<b>46.0</b>	<b>-85.9%</b>
<b>Natural Surrenders*</b>	<b>58.6</b>	<b>41.5</b>	<b>+41.2%</b>
% of reserves	1.2%	1.0%	+16.6%
<b>TOTAL SURRENDERS</b>	<b>65.1</b>	<b>87.5</b>	<b>-25.6%</b>

\*excluding index-linked &amp; group policies

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**Surrenders of Investment Policies**

€ mn

	Q1 04	Q1 03	Change
<b>Surrenders of Traditional invest. pol.</b>	<b>13.8</b>	<b>17.4</b>	<b>-20.5%</b>
% of reserves	6.6%	6.7%	-2.7%
<b><i>o/w Natural Surrenders</i></b>	<b>11.9</b>	<b>8.2</b>	<b>+45.1%</b>
% of reserves	5.6%	3.1%	+80.0%
<b>Surrenders of Unit-linked invest. pol.</b>	<b>25.1</b>	<b>17.3</b>	<b>+45.1%</b>
% of reserves	2.9%	2.6%	+11.1%
<b>SURRENDERS OF INVEST. POL.*</b>	<b>38.9</b>	<b>34.7</b>	<b>+12.2%</b>
% of reserves	3.6%	3.8%	-4.0%
<b><i>o/w Natural Surrenders</i></b>	<b>37.0</b>	<b>25.5</b>	<b>+45.1%</b>
% of reserves	3.5%	2.8%	+24.7%

\* excluding group policies



42

## Surrenders of Pension Plans

€ mn

	Q1 04	Q1 03	Change
<b>Surrenders of Traditional pension plans</b>	<b>10.4</b>	<b>44.9</b>	<b>-76.7%</b>
% of reserves	1.1%	4.4%	-74.8%
<i>o/w Natural Surrenders</i>	<b>5.9</b>	<b>8.0</b>	<b>-26.3%</b>
% of reserves	0.6%	0.8%	-18.8%
<b>Surrenders of Unit-linked pension plans</b>	<b>15.7</b>	<b>8.0</b>	<b>+96.8%</b>
% of reserves	0.5%	0.4%	+42.3%
<b>SURRENDERS OF PENSION PLANS*</b>	<b>26.2</b>	<b>52.9</b>	<b>-50.5%</b>
% of reserves	0.7%	1.7%	-59.8%
<i>o/w Natural Surrenders</i>	<b>21.6</b>	<b>16.0</b>	<b>+35.3%</b>
% of reserves	0.6%	0.5%	+10.4%

\*excluding group policies

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## Costs

€ mn

	Q1 04	Q1 03	Change
Net claims, benefits paid, changes in reserves	490.4	343.6	+42.7%
Acquisition costs (commission expense)	49.3	40.3	+22.3%
G&A expenses	43.7	40.6	+7.6%
Advertising expenses	0.5	0.3	+78.0%
Depreciation & provisions	8.2	10.4	-21.2%





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## Q1 2004 Reclassified Results

## New Ventures

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## Net Profit

€ mn

	Q1 04	Q1 03	Change
Spain	0.3	0.0	n.s.
Germany: Gamax	0.7	(0.3)	n.s.
Germany: B.A. Lenz	(2.4)	(1.8)	+36.3%
Banca Esperia	0.7	(1.0)	n.s.
Mediolanum Private & Others	(0.2)	0.0	n.s.
<b>NET PROFIT/LOSS</b>	<b>(0.9)</b>	<b>(3.1)</b>	<b>-70.2%</b>



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**Net Consolidated Effect**

€ mn

	Q1 04	Q1 03	Change
Net profit/loss	(0.9)	(3.1)	-70.2%
Goodwill amortisation	(5.0)	(5.0)	+0.0%
Interest paid on investments	(1.3)	(1.5)	-13.3%
<b>NET CONSOLIDATED EFFECT</b>	<b>(7.2)</b>	<b>(9.6)</b>	<b>-24.8%</b>

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**Banca Esperia Highlights  
(100%)**

€ mn

	Q1 04	Q1 03	Change
Net profit/loss	1.4	(2.1)	n.s.
<i>ow Mediolanum share</i>	0.7	(1.0)	n.s.
Assets under Administration	3,448.0	2,579.2	+33.7%
% in managed assets	82.8%	78.7%	+5.2%
Gross inflows	338.0	679.6	-50.3%
Net inflows	308.0	454.0	-32.2%
Clients	1,536	959	+60.2%
Private Bankers	44	30	+46.7%



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**Spain Net Profit**

€ mn

	Q1 04	Q1 03	Change
Total revenues	33.2	20.6	+61.2%
Total costs*	(13.7)	(12.6)	+9.1%
Net changes in reserves	(19.4)	(9.6)	+102.1%
Capital gain/loss	0.1	1.8	-94.4%
<b>Profit before Tax &amp; E.I.</b>	<b>0.2</b>	<b>0.2</b>	<b>n.s.</b>
Extraordinary items	0.0	0.1	n.s.
<b>Profit before Tax</b>	<b>0.2</b>	<b>0.3</b>	<b>-49.7%</b>
Tax	0.2	(0.2)	n.s.
Profit from minority interests	0.0	(0.1)	-60.0%
<b>SPAIN NET PROFIT</b>	<b>0.3</b>	<b>0.0</b>	<b>n.s.</b>
<i>*o/w start-up costs</i>	<i>(0.7)</i>	<i>(1.0)</i>	<i>-30.0%</i>

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**Spain Net Effect**

€ mn

	Q1 04	Q1 03	Change
Net profit/loss	0.3	0.0	n.s.
Goodwill amortisation	(3.4)	(3.4)	+0.0%
Interest paid on investments	(0.7)	(0.9)	-17.8%
<b>SPAIN NET EFFECT</b>	<b>(3.8)</b>	<b>(4.3)</b>	<b>-10.7%</b>



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## Spain Network

	31/03/2004	31/03/2003	Change
Financial Advisors (Mediolanum model)	407	264	+54.2%
Commercial Agents & Employees (Traditional model)	64	77	-16.9%
Part-time Agents	89	57	+56.1%
<b>SPAIN TOTAL NETWORK</b>	<b>560</b>	<b>398</b>	<b>+40.7%</b>

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## Spain Gross Inflows

€ mn

	Q1 04	Q1 03	Change
Gross Premiums written	24.5	20.8	+17.8%
<i>o/w Recurring Policies (AP)</i>	2.0	0.4	+400.0%
<i>o/w Single Premium Policies (SP)</i>	22.5	20.4	+10.3%
Mutual funds & managed accounts	55.9	105	-46.6%
<b>Managed Savings</b>	<b>80.4</b>	<b>125.4</b>	<b>-35.9%</b>
Securities	5.9	76.2	-92.3%
Cash	(8.0)	(24.4)	n.s.
<b>Administered Savings</b>	<b>(2.1)</b>	<b>51.8</b>	<b>-104.1%</b>
<b>SPAIN GROSS INFLOWS</b>	<b>78.3</b>	<b>177.2</b>	<b>-55.8%</b>



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## Spain Net Inflows

€ mn

	Q1 04	Q1 03	Change
Life policies	18.1	14.2	+27.5%
Mutual funds & managed accounts	(15.2)	28.5	n.s.
<b>Managed Savings</b>	<b>2.9</b>	<b>42.7</b>	<b>-93.2%</b>
Securities	5.9	76.2	-92.3%
Cash	(8.0)	(30.2)	-73.5%
<b>Administered Savings</b>	<b>(2.1)</b>	<b>46.0</b>	<b>n.s.</b>
<b>SPAIN NET INFLOWS</b>	<b>0.8</b>	<b>88.7</b>	<b>-99.1%</b>

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## Spain Assets under Administration

€ mn

	31/03/2004	31/03/2003	Change
Life & pension funds*	157.6	82.6	+90.8%
Mutual funds**	805.9	738.0	+9.2%
Bank deposits	1,265.6	1,155.2	+9.6%
Institutional Assets	0.0	44.6	n.s.
Consolidation adjustments	(263.2)	(184.6)	+42.6%
<b>SPAIN AUA</b>	<b>1,965.9</b>	<b>1,835.8</b>	<b>+7.1%</b>
<i>*o/w Ireland-based assets</i>	95.1	27.4	+247.1%
<i>**o/w Ireland-based assets</i>	10.0	7.1	+40.8%



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**Gamax Net Profit**

€ mn

	Q1 04	Q1 03	Change
Total revenues	2.9	2.3	+27.8%
Operating costs	(2.2)	(2.6)	-15.8%
Start-up costs	0.0	0.0	n.s.
<b>Net operating profit/loss</b>	<b>0.7</b>	<b>(0.3)</b>	<b>n.s.</b>
Net adjustment on financial investments	0.0	0.0	n.s.
Capital gain/loss	0.0	0.0	n.s.
Extraordinary items	0.0	0.0	n.s.
<b>Profit before tax</b>	<b>0.7</b>	<b>(0.3)</b>	<b>n.s.</b>
Tax	0.0	0.0	n.s.
Profit from minority interests	0.0	0.0	n.s.
<b>GAMAX NET PROFIT/LOSS</b>	<b>0.7</b>	<b>(0.3)</b>	<b>n.s.</b>

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**B.A. Lenz Net Profit**

€ mn

	Q1 04	Q1 03	Change
Total revenues	0.2	0.1	+65.3%
Operating costs	0.0	0.0	n.s.
Start-up costs	(2.6)	(1.9)	+38.3%
<b>Net operating profit/loss</b>	<b>(2.4)</b>	<b>(1.8)</b>	<b>+36.4%</b>
Net adjustment on financial investments	0.0	0.0	n.s.
Capital gain/loss	0.0	0.0	n.s.
Extraordinary items	0.0	0.0	n.s.
<b>Profit before tax</b>	<b>(2.4)</b>	<b>(1.8)</b>	<b>+36.3%</b>
Tax	0.0	0.0	n.s.
Profit from minority interests	0.0	0.0	n.s.
<b>B.A. LENZ NET PROFIT/LOSS</b>	<b>(2.4)</b>	<b>(1.8)</b>	<b>+36.3%</b>



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**B.A. Lenz Highlights**

€ mn

	Q1 04	Q1 03	Change
Net inflows	103.6	1.4	n.s.
<i>o/w Managed Savings</i>	4.1	0.7	+485.7%
Financial advisors	83	65	+27.7%
Primary Account Holders	7,681	550	n.s.



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## Key Projects Agenda 2004

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### Key Projects Agenda for 2004

- ✓ Individual Pension Plans: “increase in premiums”
- ✓ Re-launch of the Current Accounts
- ✓ Growth of the Network



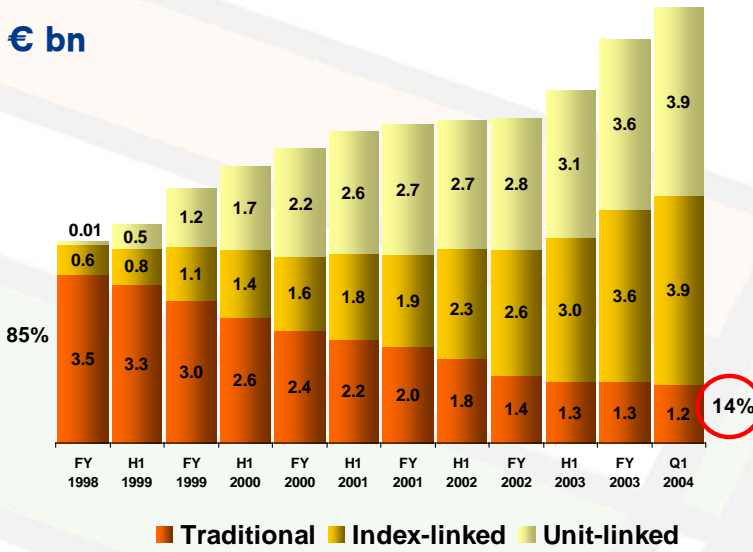


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## Key Projects

### Life Reserves Trend

€ bn



I.P.P. market leader for product design & business profitability

- ✓ switched from traditional 80-20 policies at the right time
  - they deliver very modest performance to policyholders
  - much less profitable than before
- ✓ transformed most of in-force portfolio into unit-linked
- ✓ pioneered long duration policies

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## Key Projects

### Mediolanum Individual Pension Plan Features

✓ For the customer: the least expensive on the market thanks to bonuses that offset loadings

✓ For the industry: a benchmark of profitability as it delivers 90% of 1st year premium of distributable earnings



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## Key Projects

### Mediolanum Individual Pension Plan's source of high margins

- ✓ Long duration (on average 23 years)
  - ✓ Tax advantage due to underlying mutual funds domiciled in Ireland
  - ✓ Efficiency of operations that result in low administrative expenses
  - ✓ "Automatic increase in premiums" linked to the Cost of Living Index plus a certain number of points: doubling or tripling of premium over the life of the policy
- 

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## Key Projects

### Mediolanum Individual Pension Plan Developments

- *Private pensions will be the backbone of retirement income*
- *Premiums currently paid are totally insufficient*

**We are proposing to our policyholders that they increase their premiums**

- ✓ In Q1 2004: 7,000 "discretionary increase in premiums" worth 5 million euro with average increase of 700 euro
- ✓ Huge potential with 500,000 policies in-force: A new production worth 350 million euro



## Key Projects

### Re-launch of Current Account

#### Current Account is strategic to our business

- *Allows us to offer higher quality service*
- *Permits us to provide much better advice*
  
- ✓ Opening on Current Account mandatory with any managed savings contract
  
- ✓ Enhanced logistic service: withdrawal of cash, deposit of cash and checks through the 14,000 P.O. branches without pre-arrangements

