

November 8, 2012



# 9M 2012 RESULTS



2

## Table of Contents

<b>9M 2012 Group Results</b>	<b>3</b>
<b>9M 2012 Domestic Market Results</b>	<b>11</b>
<b>9M 2012 Foreign Markets Results</b>	<b>29</b>
<b>Business Update</b> (October 2012)	<b>34</b>
<b>Mediolanum Facts</b>	<b>51</b>



## 9M 2012 Group Results



9M 2012  
Group

## Income Statement - Group

€ mn



	9M12	9M11	Change
Net premiums written	5,661.7	7,066.2	-20%
Amounts paid & change in technical reserves	(5,634.9)	(7,035.5)	-20%
<b>Life revenues ex-commission</b>	<b>26.8</b>	<b>30.6</b>	<b>-12%</b>
Entry fees	78.9	78.4	+1%
Management fees	346.2	313.9	+10%
Performance fees	133.8	31.1	+330%
Banking service fees	71.9	84.2	-15%
Other fees	29.3	25.4	+15%
<b>Total commission income</b>	<b>660.1</b>	<b>533.1</b>	<b>+24%</b>
Net interest income	237.9	157.5	+51%
Net income on investments at fair value	110.2	(52.3)	n.s.
<b>Net financial income</b>	<b>348.1</b>	<b>105.2</b>	<b>+231%</b>
Equity Contribution (Mediobanca & Banca Esperia)	(56.9)	5.8	n.s.
Net income on other investments	0.5	(73.3)	n.s.
Other revenues	20.2	16.6	+22%
<b>Total Revenues</b>	<b>998.9</b>	<b>618.0</b>	<b>+62%</b>
Acquisition costs	(260.0)	(228.2)	+14%
Other commission expenses	(33.0)	(36.6)	-10%
G&A expenses	(272.0)	(260.9)	+4%
Amortisation & depreciation	(10.4)	(11.7)	-11%
Provisions for risks & charges	(18.6)	(10.5)	+78%
<b>Total Costs</b>	<b>(594.0)</b>	<b>(547.8)</b>	<b>+8%</b>
<b>PROFIT BEFORE TAX</b>	<b>404.9</b>	<b>70.2</b>	<b>+477%</b>
Income tax	(113.4)	(9.5)	n.s.
<b>NET INCOME</b>	<b>291.5</b>	<b>60.7</b>	<b>+380%</b>





# Income Statement Salient Points

## YoY comparison


Business indicators are strong: recurring revenues up €112 mn

-  **Management Fees** up € 32 mn (+10%) YoY thanks to consistently positive net inflows (average assets grew 10% YoY)
-  **Net Interest Income** up € 80 mn (+51%) YoY, due to both higher asset levels and wider interest spread in the bank

Highly positive contribution from market-related revenues

-  **Performance Fees** came in at € 134 mn (€ 103 mn higher YoY)
-  **Investments at Fair Value** came out at € +110 mn, a completely different picture than 9M last year (€ -52 mn)  
Half of this year's figure is realised, thus not subject to future volatility

Superb results make impairment less painful

-  **Equity Contribution** (€ 63 mn lower YoY) includes an impairment of our shareholding in Mediobanca (€ -66 mn)



# Impact of unrealised & one-off items on P&L

€ mn

Neutralising unrealised and one-off items  
the 9M 2012 result is more than double last year's 9M figure

9M12 9M11

<b>Net Income</b>	<b>291.5</b>	<b>60.7</b>
less impact of Unrealised NII at FV (net of tax)	(36.9)	37.8
<b>NET INCOME EX UNREALISED FV</b>	<b>254.6</b>	<b>98.5</b>
less Impairment of Greek govies (net of tax)		56.4
less Impairment of Mediobanca stake	66.2	
<b>NET INCOME EX FV &amp; IMPAIRMENTS</b>	<b>320.8</b>	<b>154.9</b>



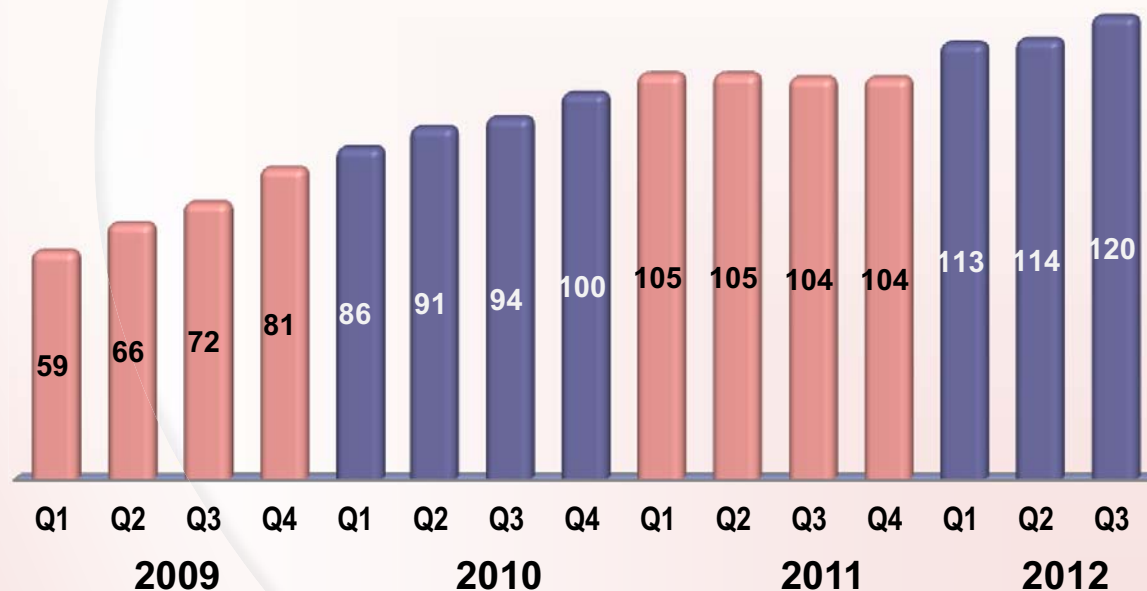
## Q3 Income Statement - Group

€ mn

	Q312	Q311	Change
Net premiums written	1,746.9	2,159.3	-19%
Amounts paid & change in technical reserves	(1,738.8)	(2,155.0)	-19%
Life revenues ex-commission	8.0	4.3	+87%
Entry fees	25.0	25.1	-1%
Management fees	119.9	103.7	+16%
Performance fees	58.5	10.0	+486%
Banking service fees	24.8	23.4	+6%
Other fees	8.5	7.4	+15%
<b>Total commission income</b>	<b>236.6</b>	<b>169.7</b>	<b>+39%</b>
Net interest income	79.5	60.2	+32%
Net income on investments at fair value	30.1	(73.9)	n.s.
<b>Net financial income</b>	<b>109.7</b>	<b>(13.7)</b>	<b>n.s.</b>
Equity Contribution (Mediobanca & Banca Esperia)	(58.9)	(0.2)	n.s.
Net income on other investments	2.2	(54.6)	n.s.
Other revenues	5.7	5.7	+0%
<b>Total Revenues</b>	<b>303.4</b>	<b>111.2</b>	<b>+173%</b>
Acquisition costs	(83.3)	(73.2)	+14%
Other commission expenses	(12.1)	(11.3)	+7%
G&A expenses	(86.3)	(77.7)	+11%
Amortisation & depreciation	(3.7)	(4.0)	-6%
Provisions for risks & charges	(4.5)	(4.1)	+8%
<b>Total Costs</b>	<b>(189.9)</b>	<b>(170.3)</b>	<b>+11%</b>
<b>PROFIT BEFORE TAX</b>	<b>113.5</b>	<b>(59.1)</b>	<b>n.s.</b>
Income tax	(39.5)	23.1	n.s.
<b>NET INCOME</b>	<b>74.0</b>	<b>(36.0)</b>	<b>n.s.</b>

Quarterly Commission Income  
from Management Fees

€ mn



## Assets under Administration

€ mn


	30/09/12	31/12/11	Change	30/09/11	Change
Life	14,182.5	13,678.5	+4%	13,213.1	+7%
'Freedom' Life Policies	3,867.0	4,503.8	-14%	4,716.2	-18%
Asset management	22,440.5	19,725.3	+14%	18,690.4	+20%
Banking*	10,978.7	8,925.6	+23%	8,273.3	+33%
Consolidation adjustments	(9,601.3)	(8,966.0)	+7%	(8,450.6)	+14%
<b>Italy - Banca Mediolanum</b>	<b>41,867.3</b>	<b>37,867.2</b>	<b>+11%</b>	<b>36,442.4</b>	<b>+15%</b>
<b>Italy - Banca Esperia (Mediolanum's share)</b>	<b>6,802.9</b>	<b>6,408.5</b>	<b>+6%</b>	<b>6,512.9</b>	<b>+4%</b>
Life	530.5	442.4	+20%	441.0	+20%
Asset management	755.2	687.4	+10%	650.2	+16%
Banking*	686.9	672.2	+2%	696.5	-1%
Consolidation adjustments	(251.5)	(220.8)	+14%	(212.1)	+19%
<b>Spain - Banco Mediolanum</b>	<b>1,721.1</b>	<b>1,581.2</b>	<b>+9%</b>	<b>1,575.7</b>	<b>+9%</b>
Life	91.9	65.7	+40%	59.0	+56%
Asset management	280.6	256.7	+9%	235.5	+19%
Banking	82.9	58.4	+42%	59.5	+39%
Consolidation adjustments	(42.4)	(31.0)	+37%	(26.2)	+62%
<b>Germany - B. A. Lenz &amp; Gamax</b>	<b>413.0</b>	<b>349.9</b>	<b>+18%</b>	<b>327.8</b>	<b>+26%</b>
<b>AUA</b>	<b>50,804.4</b>	<b>46,206.8</b>	<b>+10%</b>	<b>44,858.8</b>	<b>+13%</b>

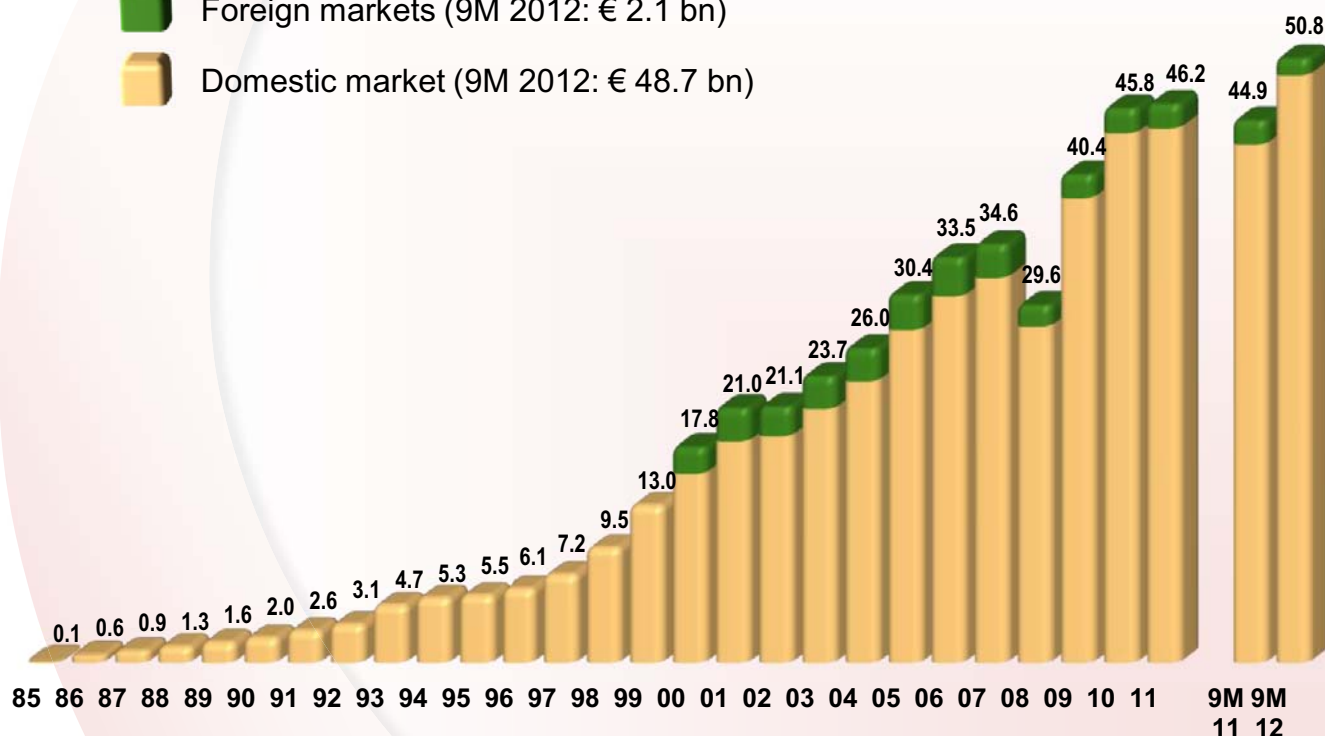
\* retail only



## Assets under Administration

€ bn

-  Foreign markets (9M 2012: € 2.1 bn)
-  Domestic market (9M 2012: € 48.7 bn)



## 9M 2012 Domestic Market Results



9M 2012  
Domestic  
Market

12

## Income Statement - Domestic

€ mn

	9M12	9M11	Change
Net premiums written	5,576.9	6,965.5	-20%
Amounts paid & change in technical reserves	(5,563.5)	(6,948.0)	-20%
<b>Life revenues ex-commission</b>	<b>13.4</b>	<b>17.6</b>	<b>-24%</b>
Entry fees	75.1	75.3	-0%
Management fees	332.8	301.7	+10%
Performance fees	130.0	30.1	+331%
Banking service fees	59.8	64.8	-8%
Other fees	28.3	24.4	+16%
<b>Total commission income</b>	<b>626.0</b>	<b>496.3</b>	<b>+26%</b>
Net interest income	212.0	150.3	+41%
Net income on investments at fair value	107.8	(51.7)	n.s.
<b>Net financial income</b>	<b>319.9</b>	<b>98.5</b>	<b>+225%</b>
Equity contribution (Mediobanca & Banca Esperia)	(56.9)	5.8	n.s.
Net income on other investments	1.0	(74.2)	n.s.
Other revenues	19.5	16.1	+21%
<b>Total Revenues</b>	<b>922.8</b>	<b>560.2</b>	<b>+65%</b>
Acquisition costs	(244.9)	(211.7)	+16%
Other commission expenses	(23.0)	(21.2)	+8%
G&A expenses	(241.6)	(232.6)	+4%
Amortisation & depreciation	(8.7)	(9.7)	-10%
Provisions for risks & charges	(14.9)	(10.5)	+43%
<b>Total Costs</b>	<b>(533.2)</b>	<b>(485.7)</b>	<b>+10%</b>
<b>PROFIT BEFORE TAX</b>	<b>389.7</b>	<b>74.4</b>	<b>+423%</b>
Income tax	(109.6)	(10.1)	n.s.
<b>NET INCOME</b>	<b>280.1</b>	<b>64.4</b>	<b>+335%</b>



## Income Statement by Quarter

€ mn

	Q111	Q211	Q311	Q411	Q112	Q212	Q312
Life revenues ex-commission	7.3	7.8	2.5	1.9	7.7	1.9	3.8
Entry fees	25.3	25.9	24.1	19.2	25.0	26.4	23.7
Management fees	100.7	101.3	99.7	99.8	108.4	109.2	115.3
Performance fees	13.0	7.4	9.8	59.8	59.8	13.3	56.8
Banking service fees	25.7	21.9	17.2	19.5	19.0	20.5	20.2
Other fees	6.8	10.4	7.2	7.7	8.3	11.8	8.2
<b>Total commission income</b>	<b>171.4</b>	<b>166.9</b>	<b>158.0</b>	<b>206.1</b>	<b>220.5</b>	<b>181.2</b>	<b>224.3</b>
Net interest income	42.4	51.2	56.6	68.0	75.9	65.6	70.5
Net income on investments at FV	16.6	4.5	(72.8)	(13.3)	94.7	(16.4)	29.5
<b>Net financial income</b>	<b>59.0</b>	<b>55.7</b>	<b>(16.1)</b>	<b>54.7</b>	<b>170.7</b>	<b>49.2</b>	<b>100.0</b>
Equity contribution	6.2	(0.2)	(0.2)	(40.4)	1.4	0.5	(58.9)
Net income on other investments	2.5	(21.9)	(54.8)	(44.7)	(0.7)	(0.7)	2.3
Other revenues	4.6	5.9	5.6	3.7	6.1	7.8	5.6
<b>Total Revenues</b>	<b>250.9</b>	<b>214.2</b>	<b>95.0</b>	<b>181.3</b>	<b>405.8</b>	<b>239.9</b>	<b>277.2</b>
Acquisition costs	(74.8)	(69.5)	(67.4)	(72.3)	(76.3)	(90.5)	(78.2)
Other commission expenses	(6.9)	(7.0)	(7.4)	(6.7)	(7.3)	(7.4)	(8.2)
G&A expenses	(72.6)	(91.5)	(68.5)	(78.1)	(76.8)	(89.7)	(75.1)
Amortisation & depreciation	(2.6)	(3.8)	(3.3)	(4.9)	(2.7)	(2.9)	(3.2)
Provisions for risks & charges	(2.9)	(3.4)	(4.1)	(2.0)	(5.2)	(5.3)	(4.4)
<b>Total Costs</b>	<b>(159.7)</b>	<b>(175.3)</b>	<b>(150.7)</b>	<b>(163.9)</b>	<b>(168.3)</b>	<b>(195.7)</b>	<b>(169.1)</b>
<b>PROFIT BEFORE TAX</b>	<b>91.2</b>	<b>38.9</b>	<b>(55.7)</b>	<b>17.4</b>	<b>237.5</b>	<b>44.1</b>	<b>108.1</b>
Income tax	(22.8)	(10.2)	22.9	(6.8)	(64.3)	(7.2)	(38.1)
<b>NET INCOME</b>	<b>68.4</b>	<b>28.8</b>	<b>(32.8)</b>	<b>10.6</b>	<b>173.2</b>	<b>36.9</b>	<b>70.0</b>

## Net Inflows

€ mn

	9M12	9M11	Change
Life premiums	(575.1)	(770.4)	-25%
Asset management products	1,351.1	1,237.5	+9%
<b>Managed Assets Inflows</b>	<b>775.9</b>	<b>467.0</b>	<b>+66%</b>
3rd-party Structured Bonds	145.5	102.1	+43%
<b>Managed Assets incl. Structured Bonds</b>	<b>921.4</b>	<b>569.1</b>	<b>+62%</b>
Cash deposits	1,022.8	561.0	+82%
Repurchase agreements	591.9	278.3	+113%
Mediolanum bonds	(35.2)	214.9	n.s.
Other securities under custody	63.9	344.4	-81%
<b>Administered Assets Inflows</b>	<b>1,643.4</b>	<b>1,398.6</b>	<b>+18%</b>
'Freedom' Life Policies (change in assets)	(636.8)	(309.1)	+106%
<b>Administered Assets incl. 'Freedom' accts.</b>	<b>1,006.5</b>	<b>1,089.5</b>	<b>-8%</b>
<b>BANCA MEDIOLANUM</b>	<b>1,927.9</b>	<b>1,658.6</b>	<b>+16%</b>
<b>BANCA ESPERIA (Mediolanum's share)</b>	<b>(369.2)</b>	<b>535.1</b>	<b>n.s.</b>
<b>TOTAL NET INFLOWS</b>	<b>1,558.7</b>	<b>2,193.7</b>	<b>-29%</b>

## Profit by Segment

€ mn

	9M12	9M11	Change
Asset Management	136.8	65.5	+109%
Life	191.3	28.7	n.s.
Banking	129.0	(19.4)	n.s.
Other	(67.4)	(0.4)	n.s.
<b>PROFIT BEFORE TAX</b>	<b>389.7</b>	<b>74.4</b>	<b>+423%</b>

Asset Management Segment  
Gross Inflows

€ mn - U-L assets not included

	9M12	9M11	Change
'Best Brands' funds of funds (IRL)	2,448.5	2,380.5	+3%
'Challenge' mutual funds (IRL)	779.1	676.8	+15%
'Fondi Italia' mutual funds (ITA)	600.9	466.8	+29%
'Real estate' fund (ITA)	18.2	31.5	-42%
Other funds & managed accounts	22.4	37.1	-40%
<b>GROSS INFLOWS INTO ASSET MANAGEMENT</b>	<b>3,869.1</b>	<b>3,592.8</b>	<b>+8%</b>





# Asset Management Segment

## Net Inflows

€ mn - U-L assets not included

	9M12	9M11	Change
'Best Brands' funds of funds (IRL)	1,158.4	1,484.6	-22%
'Challenge' mutual funds (IRL)	23.3	(181.2)	n.s.
'Fondi Italia' mutual funds (ITA)	240.1	13.2	n.s.
'Real estate' fund (ITA)	0.6	5.0	-88%
Other funds & managed accounts	(71.3)	(84.1)	-15%
<b>NET INFLOWS INTO ASSET MANAGEMENT</b>	<b>1,351.1</b>	<b>1,237.5</b>	<b>+9%</b>



# Asset Management Segment

## Assets under Management

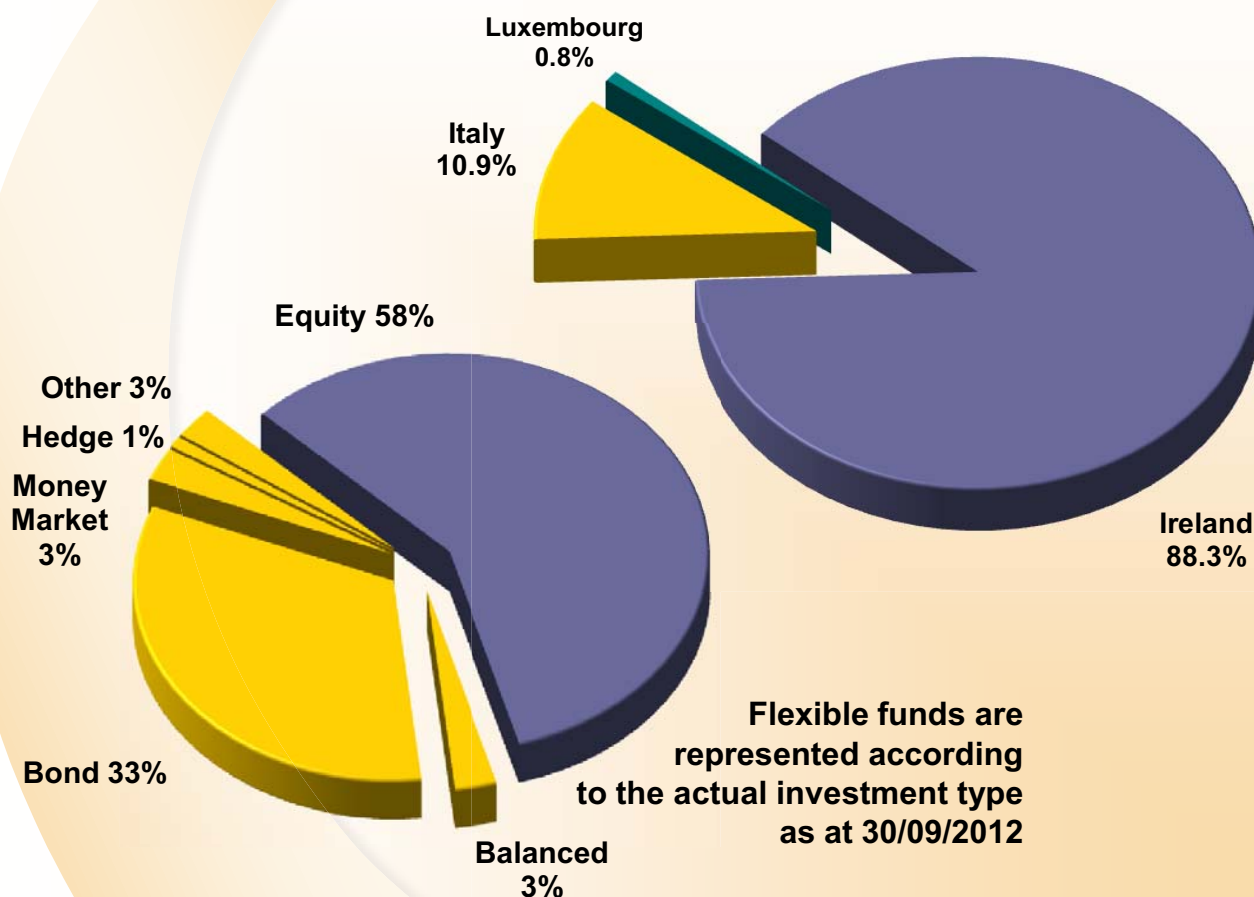
€ mn - including U-L assets

	30/09/12	31/12/11	Change	30/09/11	Change
'Best Brands' funds of funds (IRL)	6,980.8	5,398.3	+29%	4,973.5	+40%
'Portfolio' funds of funds (IRL)	647.2	680.1	-5%	671.4	-4%
'Challenge' mutual funds (IRL)	12,084.2	11,221.2	+8%	10,630.3	+14%
Funds of Hedge Funds (IRL)	198.4	269.0	-26%	296.6	-33%
'Fondi Italia' mutual funds (ITA)	2,450.0	2,084.5	+18%	2,007.3	+22%
'Real estate' fund (ITA)	430.2	444.4	-3%	461.2	-7%
Other funds & managed accounts	322.6	306.2	+5%	312.6	+3%
<i>Adj. for own mutual funds in FoFs &amp; managed accts.</i>	(672.9)	(678.3)	-1%	(662.5)	+2%
<b>ASSET MANAGEMENT ASSETS</b>	<b>22,440.5</b>	<b>19,725.3</b>	<b>+14%</b>	<b>18,690.4</b>	<b>+20%</b>



# Asset Management Segment Assets\* by category and location

as at 30/09/2012



\* including U-L assets



# Life Segment Gross Premiums Written

€ mn

	9M12	9M11	Change
U-L pension plans	17.6	19.3	-9%
U-L endowment policies	17.5	12.7	+37%
U-L whole-life investment policies	9.7	13.4	-28%
<b>Recurring policies (AP)*</b>	<b>44.7</b>	<b>45.4</b>	<b>-2%</b>
Term, Group, Investment policies	6.1	6.8	-10%
U-L whole-life investment policies	63.8	50.9	+25%
U-L 'Synergy'	37.2	159.6	-77%
'Tax Benefit New' inbound portability	17.7	20.5	-13%
<b>Single premium policies (SP)</b>	<b>124.9</b>	<b>237.7</b>	<b>-47%</b>
<b>TOTAL NEW BUSINESS</b>	<b>169.6</b>	<b>283.2</b>	<b>-40%</b>
Pension plans in force	377.7	402.2	-6%
Endowment policies in force	215.8	240.9	-10%
Whole-life investment policies in force	151.3	193.2	-22%
<b>TOTAL IN-FORCE BUSINESS</b>	<b>744.9</b>	<b>836.3</b>	<b>-11%</b>
<b>TOTAL GROSS PREMIUMS WRITTEN (EX-'FREEDOM')</b>	<b>914.4</b>	<b>1,119.5</b>	<b>-18%</b>
<b>'Freedom' Life Policies</b>	<b>4,672.5</b>	<b>5,866.1</b>	<b>-20%</b>

\* includes automatic increase in premiums & discretionary increases paid (also on discontinued products)



Life Segment  
Revenues

€ mn

9M12 9M11 Change

	9M12	9M11	Change
Premiums less change in reserves	13.4	17.6	-24%
Commission income	217.1	171.8	+26%
Net Interest Income	10.2	27.4	-63%
Net income on investments at fair value	77.7	(28.0)	n.s.
o/w unrealised	35.0	(42.4)	n.s.
Net financial income	88.0	(0.5)	n.s.
Net income on other investments	7.0	(22.9)	n.s.
Other fees & Other revenues	8.8	9.2	-5%
<b>LIFE REVENUES</b>	<b>334.3</b>	<b>175.2</b>	<b>+91%</b>

Life Segment  
Amounts Paid in detail

€ mn - ex 'Freedom' Life Policies

9M12 9M11 Change

	9M12	9M11	Change
Claims	49.8	53.0	-6%
Coupons	45.7	72.1	-37%
Maturities	679.5	1,093.5	-38%
o/w index-linked	438.9	883.9	-50%
Surrenders	714.4	671.3	+6%
<b>AMOUNTS PAID</b>	<b>1,489.4</b>	<b>1,890.0</b>	<b>-21%</b>



# Life Segment Surrender Rate

expressed as a % of average reserves

	9M12	9M11
U-L Individual pension plans	2.8%	2.3%
Traditional pension plans	1.1%	1.0%
U-L endowment policies	5.5%	5.1%
U-L whole-life investment policies	15.9%	14.9%
Traditional investment policies*	3.5%	4.1%

\* discontinued products, almost all of which are whole-life



# Life Segment Policyholders' Assets

€ mn

	30/09/12	31/12/11	Change	30/09/11	Change
Traditional	1,283.4	1,350.7	-5%	1,323.6	-3%
Index-linked	2,969.7	3,171.7	-6%	3,278.4	-9%
Unit-linked pension plans	3,651.0	3,087.4	+18%	2,903.6	+26%
Unit-linked endowment policies	3,663.5	3,484.3	+5%	3,315.9	+10%
Unit-linked investment policies	2,614.9	2,584.4	+1%	2,391.5	+9%
Unit-linked	9,929.4	9,156.0	+8%	8,611.1	+15%
o/w equity	74.1%	74.3%	-0%	72.8%	+2%
<b>LIFE ASSETS (EX-'FREEDOM')</b>	<b>14,182.5</b>	<b>13,678.5</b>	<b>+4%</b>	<b>13,213.1</b>	<b>+7%</b>
<b>'Freedom' Life Policies</b>	<b>3,867.0</b>	<b>4,503.8</b>	<b>-14%</b>	<b>4,716.2</b>	<b>-18%</b>



Banking Segment  
Revenues

€ mn

	9M12	9M11	Change
Securities trading fees	24.1	30.5	-21%
<i>o/w 3rd-party structured bonds</i>	16.6	22.7	-27%
Service fees	35.7	34.3	+4%
<b>Fee income</b>	<b>59.8</b>	<b>64.8</b>	<b>-8%</b>
Net interest income	211.7	126.9	+67%
Net income on investments at fair value	30.1	(23.8)	n.s.
<i>o/w unrealised</i>	18.9	(30.5)	n.s.
<b>Net financial income</b>	<b>241.8</b>	<b>103.1</b>	<b>+135%</b>
<b>Net income on other investments</b>	<b>(5.6)</b>	<b>(50.0)</b>	<b>-89%</b>
<b>Other fees &amp; Other revenues</b>	<b>19.5</b>	<b>12.5</b>	<b>+56%</b>
<b>BANKING REVENUES</b>	<b>315.6</b>	<b>130.3</b>	<b>+142%</b>

Banking Segment  
Assets under Administration\*

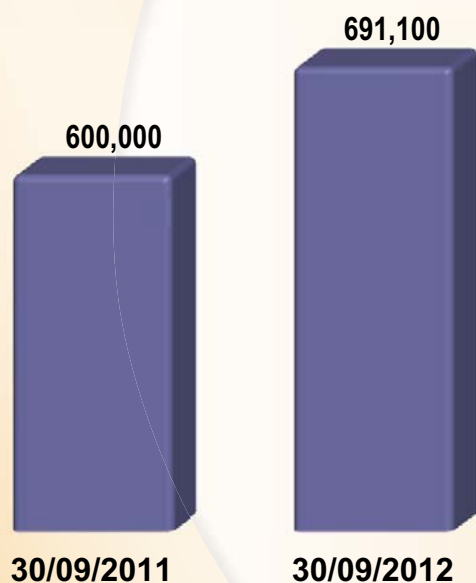
€ mn

	30/09/12	31/12/11	Change	30/09/11	Change
Cash deposits	6,511.9	5,489.2	+19%	4,443.1	+47%
Repurchase agreements	803.0	211.2	+280%	936.1	-14%
Mediolanum bonds	469.9	487.6	-4%	554.4	-15%
3rd-party structured bonds	1,107.7	805.9	+37%	749.3	+48%
Other securities under custody	2,086.1	1,931.7	+8%	1,590.4	+31%
<b>BANKING ADMINISTERED ASSETS</b>	<b>10,978.7</b>	<b>8,925.6</b>	<b>+23%</b>	<b>8,273.3</b>	<b>+33%</b>



# Banking Segment Bank Accounts & Bank Customers

## Bank Accounts (including deposit accounts)



+15% YoY

## Bank Customers (primary account holders)



+6% YoY



# Banca Esperia (100%) Highlights

€ mn

	9M12	9M11	Change	vs. FY11
Profit Before Tax	15.9	1.1	n.s.	
Net Income	9.8	0.4	n.s.	
<i>o/w Mediolanum share</i>	4.9	0.2	n.s.	
Assets under Administration	13,606	13,026	+4%	+6%
<i>% in Managed Assets</i>	59.2%	63.5%	-7%	
Net Inflows	(738)	1,070	n.s.	
<i>o/w Managed Assets Inflows</i>	(350)	(721)	-51%	
Private Bankers	80	78	+3%	--
Clients	3,852	3,693	+4%	



## 9M 2012 Foreign Markets Results



9M 2012  
Foreign  
Markets

### Spain Highlights

30

€ mn

	9M12	9M11	Change	vs. FY11
<b>Net Income</b>	<b>14.3</b>	<b>1.0</b>	<b>n.s.</b>	
Managed Assets	1,120.1	959.2	+17%	+14%
Administered Assets	601.1	616.6	-3%	+1%
<b>Total Assets</b>	<b>1,721.1</b>	<b>1,575.7</b>	<b>+9%</b>	<b>+9%</b>
<b>Gross Inflows into Managed Assets</b>	<b>194.8</b>	<b>209.6</b>	<b>-7%</b>	
Net Inflows into Managed Assets	58.1	68.3	-15%	
Net Inflows into Administered Assets	25.1	22.4	+12%	
<b>Total Net Inflows</b>	<b>83.2</b>	<b>90.7</b>	<b>-8%</b>	
Financial Advisors (Mediolanum model)	512	479	+7%	+1%
Traditional agents	41	45	-9%	
<b>Total Sales Network</b>	<b>553</b>	<b>524</b>	<b>+6%</b>	<b>+1%</b>
<b>Total Customers</b>	<b>78,068</b>	<b>75,287</b>	<b>+4%</b>	<b>+3%</b>



Germany - B. A. Lenz  
Highlights

€ mn

	9M12	9M11	Change	vs. FY11
<b>Net Income</b>	<b>(4.1)</b>	<b>(5.7)</b>	<b>-29%</b>	
Managed Assets	117.0	78.1	+50%	+35%
Administered Assets	82.9	59.5	+39%	+42%
<b>Total Assets</b>	<b>199.9</b>	<b>137.6</b>	<b>+45%</b>	<b>+38%</b>
<b>Gross Inflows into Managed Assets</b>	<b>25.2</b>	<b>23.2</b>	<b>+9%</b>	
Net Inflows into Managed Assets	17.6	11.8	+49%	
Net Inflows into Administered Assets	24.3	33.2	-27%	
<b>Total Net Inflows</b>	<b>41.9</b>	<b>45.0</b>	<b>-7%</b>	
<b>Financial Advisors</b>	<b>42</b>	<b>39</b>	<b>+8%</b>	<b>--</b>
<b>Total Customers</b>	<b>4,314</b>	<b>3,545</b>	<b>+22%</b>	<b>+17%</b>

Germany - Gamax  
Highlights

€ mn

	9M12	9M11	Change	vs. FY11
Net Income	1.1	1.1	+8%	
Assets under Administration	213.1	190.1	+12%	+4%
Gross Inflows	36.2	19.3	+87%	
Net Inflows	(10.3)	(11.0)	-7%	





€ mn

	9M12	9M11	Change	vs. FY11
<b>Net Income</b>	<b>(2.9)</b>	<b>(4.7)</b>	<b>-37%</b>	
Managed Assets	330.1	268.3	+23%	+13%
Administered Assets	82.9	59.5	+39%	+42%
<b>Total Assets</b>	<b>413.0</b>	<b>327.8</b>	<b>+26%</b>	<b>+18%</b>
<b>Gross Inflows into Managed Assets</b>	<b>61.3</b>	<b>42.5</b>	<b>+44%</b>	
Net Inflows into Managed Assets	7.3	0.7	n.s.	
Net Inflows into Administered Assets	24.3	33.2	-27%	
<b>Total Net Inflows</b>	<b>31.6</b>	<b>33.9</b>	<b>-7%</b>	
<b>Total Sales Network</b>	<b>42</b>	<b>39</b>	<b>+8%</b>	<b>--</b>
<b>Total Customers</b>	<b>4,314</b>	<b>3,545</b>	<b>+22%</b>	<b>+17%</b>

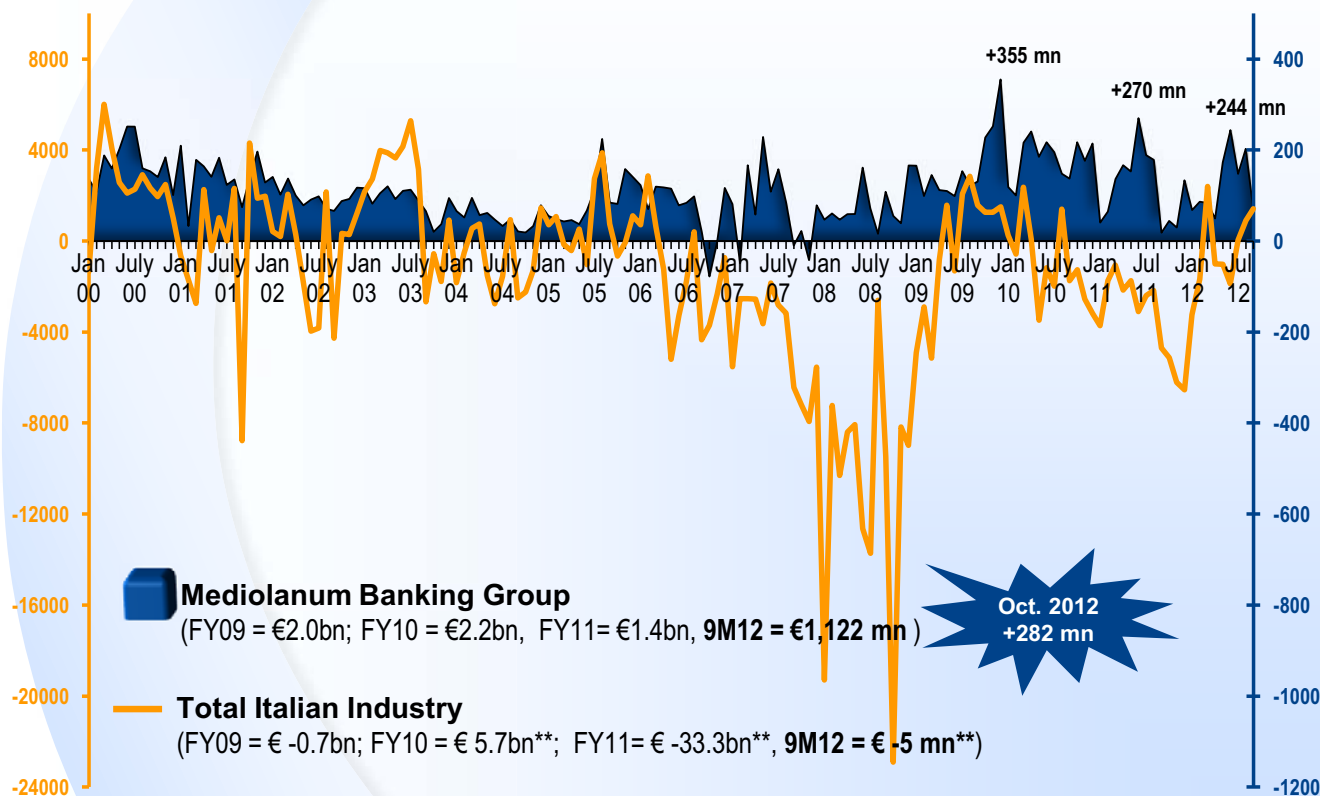


## Business Update



# Net Inflows into Mutual Funds\*

€ mn



\* including Managed Accounts & Unit-linked policies

source: Assogestioni monthly reports; \*\*integrated with quarterly reports



# Ranking of Italian A.M. Groups by Mutual Funds Assets

	June 2007	Dec. 2007	Dec. 2008	Dec. 2009	Dec. 2010	Dec. 2011*	September 2012*
1.	Eurizon	Intesa Sanpaolo	Intesa Sanpaolo	Intesa Sanpaolo	Intesa Sanpaolo	Intesa Sanpaolo	Intesa Sanpaolo
2.	Pioneer	Pioneer	Pioneer	Pioneer	Pioneer	Pioneer	Pioneer
3.	Crédit Agricole/Intesa	UBI Banca	UBI Banca	UBI Banca	UBI Banca	AM Holding	AM Holding
4.	UBI Banca	Arca	Arca	Bipiemme/Anima	<b>Mediolanum</b>	<b>Mediolanum</b>	<b>Mediolanum</b>
5.	Capitalia	Banco Popolare	MPS	Arca	Bipiemme/Anima	F. Templeton	F. Templeton
6.	Arca	MPS	<b>Mediolanum</b>	<b>Mediolanum</b>	Arca	Generali	Generali
7.	MPS	Crédit Agricole	BNP Paribas	Prima	BNP Paribas	BNP Paribas	UBI Banca
8.	JPMorgan	BNP Paribas	Generali	BNP Paribas	<b>Prima</b>	UBI Banca	Azimut
9.	BNP Paribas	JPMorgan	Azimut	Azimut	Generali	Azimut	Arca
10.	BPVe-No	<b>Mediolanum</b>	Banco Popolare	Generali	Azimut	Arca	BNP Paribas
11.	<b>Mediolanum</b>	Azimut	JPMorgan	JPMorgan	Amundi	Amundi	Amundi
12.	Generali	Generali	Bipiemme	Crédit Agricole	JPMorgan	JPMorgan	JPMorgan
13.	Azimut	Bipiemme	Crédit Agricole	Credem	Credem	Schroders	Schroders
14.	RAS	Allianz	Allianz	Banco Popolare	Banco Popolare	Pictet	Pictet
15.	Bipiemme	Anima	Credem	Allianz	Allianz	Société Générale	Morgan Stanley
16.	Deutsche Bank	Credem	Anima	Kairos Partners	Banca Carige	Morgan Stanley	Banco Popolare
17.	Credem	Deutsche Bank	Polaris	Banca Carige	Fondaco	Allianz	Société Générale
18.	Kairos Partners	Kairos Partners	C.R. Firenze	Ersel	Deutsche Bank	Credem	Fidelity
19.	C.R. Firenze	C.R. Firenze	Kairos Partners	Deutsche Bank	Kairos Partners	Banco Popolare	Deutsche Bank
20.	Anima	Polaris	Deutsche Bank	Fondaco	Ersel	Fidelity	Invesco
<b>Market share:</b>	<b>2.73%</b>	<b>2.79%</b>	<b>2.94%</b>	<b>3.81%</b>	<b>4.44%</b>	<b>4.83%*</b>	<b>5.12%*</b>
<b>Assets (€ bn)</b>	16.6	15.9	12.0	16.4	20.1	20.2	23.0

source: Assogestioni

\* include some foreign companies not previously listed in the monthly report

(underwent M&A operations)



# Total Net Inflows by Group: Mediolanum in the top of the ranking

Italian Networks - € thousands

	9M 2012		
	Total Net Inflows	Net Inflows Into Managed Assets	o/w Mutual Funds
<b>Banca Mediolanum</b>	<b>1,979,885*</b>	<b>827,867*</b>	<b>1,355,206</b>
Banca Fideuram (incl. Sanpaolo)	1,474,157	1,442,502	59,674
Unicredit (Fincobank)	1,455,105	729,094	1,011,355
Banca Generali	1,362,029	984,117	189,986
Allianz Bank	1,062,910	1,381,043	663,707
Azimut	798,764	974,144	163,966
DB (Finanza & Futuro)	597,036	428,098	61,818
Veneto Banca	130,936	62,557	31,970
Consultinvest	113,918	100,714	-43,914
Hypo Alpe-Adria-Bank	19,155	22,493	21,071
Pop. Vicenza (Banca Nuova)	-24,385	1,142	3,203
UBI	-27,060	66,067	57,223
Monte dei Paschi di Siena	-27,310	33,923	-17,398
Credito Emiliano	-108,783	-20,937	-14,463

\* accounts for € -439 mn in maturities of discontinued Index-Linked policies

source: Assoreti






## 'OgniMese Mediolanum'

launched November 2012



A new service dedicated  
to investors with a preference  
for a monthly income stream





-  Money is invested in a bouquet of four funds: three pay a coupon every quarter, one pays twice a year
-  Coupon dates are arranged so that investors receive one payment per month (double in January and July)
-  Investment into four different funds with different strategies and belonging to different categories ensures real diversification



# 'InMediolanum'

## An aggressive move to amass assets

launched May 2011

-  **'InMediolanum'**: no-cost deposit account for both new & existing customers of Mediolanum with a competitive interest rate paid when money is locked in for one year (currently 3.6%)
-  No sales network involvement necessary. Can be opened via internet (direct access); the Family Banker steps in later to develop the customer
-  Quarterly interest payments introduced in 2012
-  Lower, competitive rates offered for 3- and 6-month lock-in



# 'InMediolanum' Results

from 07/05/2011 to 31/10/2012 – also includes other locked-in products

New customers	38,538
<i>o/w direct access</i>	34%
<i>o/w through Family Banker</i>	66%
<b>Total assets from new customers (€ mn)</b>	<b>923</b>
Existing customers	86,846
<b>Total assets from existing customers (€ mn)</b>	<b>1,797</b>
Total customers	125,710
<b>Total assets in locked-in products (€ mn)</b>	<b>2,720</b>








# 'Freedom+' Current Account The New Generation

launched March 2012

Now a pure banking product

Maintains its role as  
strategic tool to acquire high quality customers  
through competitive remuneration of liquidity

-  Fiscal advantages of the existing bank account + life policy combo were greatly reduced by 2012 reform
-  New product brings about significant reduction of administrative costs
-  Non-interest-bearing threshold kept at € 15,000
-  Interest paid quarterly, rate offered (currently 2.40% gross) in line with the original 'Freedom' account
-  Optional: 1-yr locked-in amounts are remunerated at 3.60% (no need to open a separate InMediolanum deposit account)



# 'Freedom' & 'Freedom+' Accounts Results

as at 31/10/2012

**Total Accounts**

**187,218**

**Total assets in 'Freedom' & 'Freedom+'**

**€ 6.09 bn**

**Asset split:**

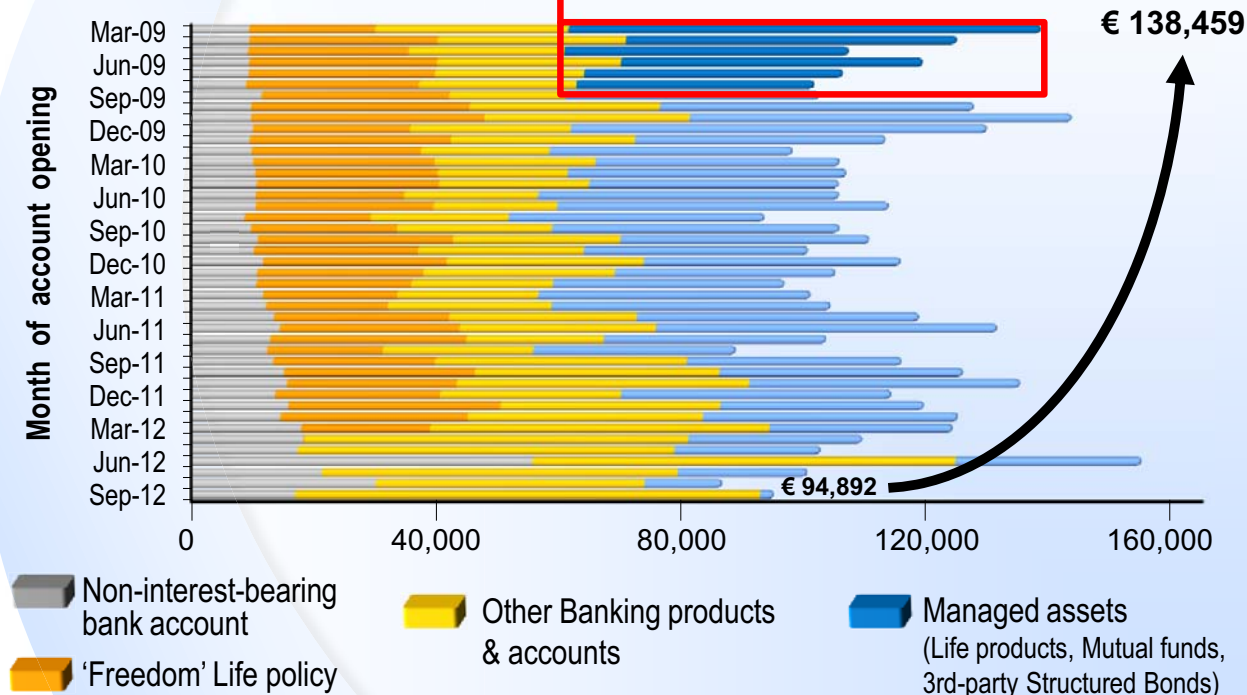
- non-interest-bearing current account (< € 15,000) € 1.61 bn
- high-yield Life policy ('Freedom') € 4.04 bn
- high-yield portion of the current account ('Freedom+') € 0.44 bn



# 'Freedom' & 'Freedom+' Accounts Customer Assets Development

Avg assets as at 30.09.12 of a sample\* of new 'Freedom' account holders (€ 5.8 bn in total assets)

Customers acquired in the first 6 months now have an avg. of 51,000 € in high-margin products (44% of their assets)



\*all households who opened 'Freedom' or 'Freedom+' as their first current account with Mediolanum, excluding those with a balance permanently below €15,000



## Marketing Events



More than 5,000 events planned for 2012: local & high-level events, sports events (e.g. Giro d'Italia), talk shows, etc.



Results are measurable:



200,000+ customers took part in 2,800+ events in H1 2012



Net inflows into managed assets of invited customers are measured for 3 months post-event: expenses are reimbursed to Family Bankers only if set commercial target is met (75% of the time)



Average commercial value of media coverage is also regularly tracked



# Mediolanum Group

## Bond Portfolio

€ mn – as at September 30, 2012

	Financial Conglomerate = Banking Group* + Mediolanum Vita					
	Book Value	AD	Book Value	AD	Book Value	AD
Italian Govies	11,036	1.4	8,679	1.2	2,357	2.0
Italian Financials	3,662	0.9	1,939	0.6	1,723	1.3
Spanish Govies	502	1.1	308	1.0	194	1.3
Spanish Financials	129	0.8	90	0.5	39	1.7
Core Europe Govies**	93	1.8	93	1.8	0	-
Greek Govies	2	10.3	0	-	2	10.3
Portuguese, Irish Govies	0	-	0	-	0	-
Other Financials	265	1.8	99	1.8	166	1.8
Other Corporate	22	4.4	12	4.5	10	4.4
Bond issued by EFSF	3	7.7	3	7.7	0	-
Other ABS	15	5.2	15	5.2	0	-
Other Supranational	73	0.3	73	0.3	0	-
<b>TOTAL</b>	<b>15,802</b>	<b>1.3</b>	<b>11,311</b>	<b>1.2</b>	<b>4,491</b>	<b>1.7</b>

AD = average duration weighted by absolute nominal value

\* includes: Banca Mediolanum, Banco Mediolanum, Bankhaus August Lenz

\*\* includes Austria, Belgium, Finland, France, Germany, Luxembourg &amp; Holland



# Banca Mediolanum

## Balance Sheet

€ mn – as at September 30, 2012

	Liabilities	Assets
<b>Retail</b>	<b>7,636</b>	<b>3,676</b>
<b>Treasury</b>	<b>7,728</b>	<b>11,967</b>
o/w interbank / intra-group deposits & repos	1,275	1,507
o/w ECB (LTRO & other refinancing)	3,000	3,150
o/w MTS (collateral-backed financing)	3,453	3,626
o/w Securities (bonds)		3,684
<b>Other Liabilities / Assets</b>	<b>1,549</b>	<b>1,270</b>
<b>TOTAL</b>	<b>16,913</b>	<b>16,913</b>

Operating Liquidity (24 hr)

2,764



# Banca Mediolanum

## Balance Sheet – Focus on ECB / MTS

€ mn

	30/09/2012	31/12/2011
<b>Funding (end of period)</b>	<b>6,453</b>	<b>5,067</b>
o/w ECB (LTRO & other refinancing)	3,000	4,400
o/w MTS (collateral-backed financing)	3,453	667
<b>Funding (Avg. balance)</b>	<b>7,353</b>	<b>3,773</b>
o/w ECB (LTRO & other refinancing)	3,120	2,188
o/w MTS (collateral-backed financing)	4,233	1,585
<b>Avg. Cost of Funding</b>	<b>0.59%</b>	<b>1.14%</b>
o/w ECB (LTRO & other refinancing)	0.94%	1.24%
o/w MTS (collateral-backed financing)	0.33%	1.00%



# Banca Mediolanum

## Interest Spread

€ mn

	30/09/2012	31/12/2011
<b>Total Cost of Funding</b>	<b>1.31%</b>	<b>1.25%</b>
Retail Cost of Funding	1.88%	0.97%
ECB/MTS (collateral-backed)	0.59%	1.14%
<b>Total Interest Income</b>	<b>3.15%</b>	<b>3.02%</b>
Retail Interest Income	3.22%	3.54%
<b>TOTAL SPREAD</b>	<b>1.84%</b>	<b>1.77%</b>
Spread on Retail	1.34%	2.57%





# Mediolanum Banking Group

## Capital Ratios

as at 31.12.2011

	Mediolanum Banking Group	Basel 3 Requirements (2015)	Basel 3 Requirements (2019)
Total Capital Ratio	12.06%	8.0%	10.5%
Tier 1 Capital Ratio	9.41%*	6.0%	8.5%
<b>Common Equity Tier 1 Ratio</b>	<b>9.41%*</b>	<b>4.5%</b>	<b>7.0%</b>

\* ≥10% following Banca Mediolanum's €50mn rights issue of February &amp; September 2012



# Mediolanum Group

## Capital Adequacy

€ mn

	30/09/2012	31/12/2011
<b>Total Regulatory Capital Held</b>	<b>1,120</b>	<b>910</b>
<b>Total Required Capital</b>	<b>925</b>	<b>875</b>
o/w Required Capital – Banks	623	548
o/w Solvency Margin – Insurance companies	302	327
<b>EXCESS CAPITAL</b>	<b>195</b>	<b>35</b>

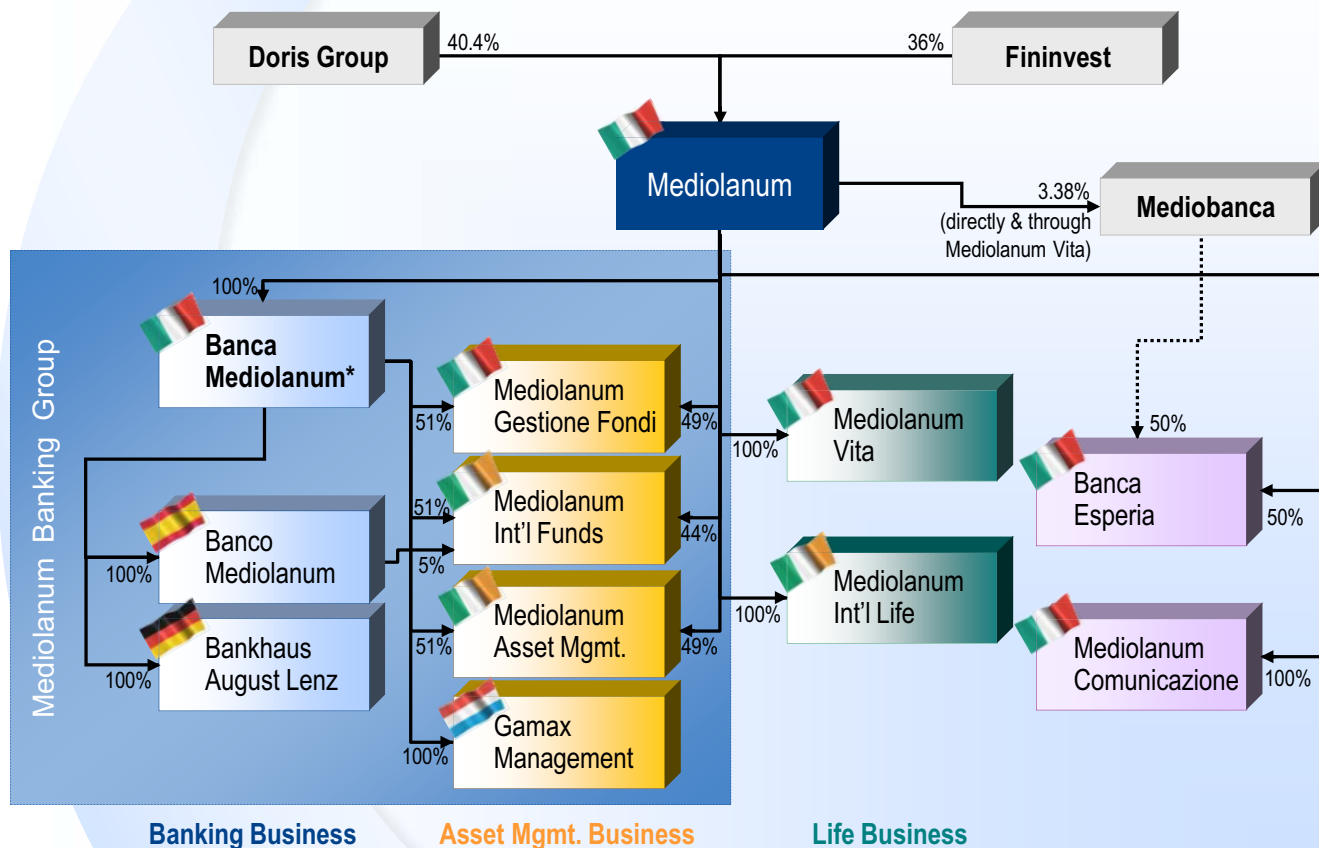


# Mediolanum Facts



## Mediolanum Group Structure

as at 31.01.12

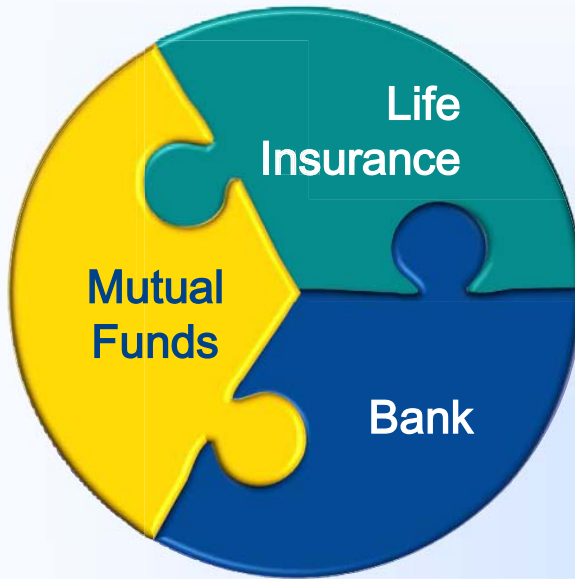


\* Includes Mediolanum Corporate University



# The Mediolanum Integrated Business Model

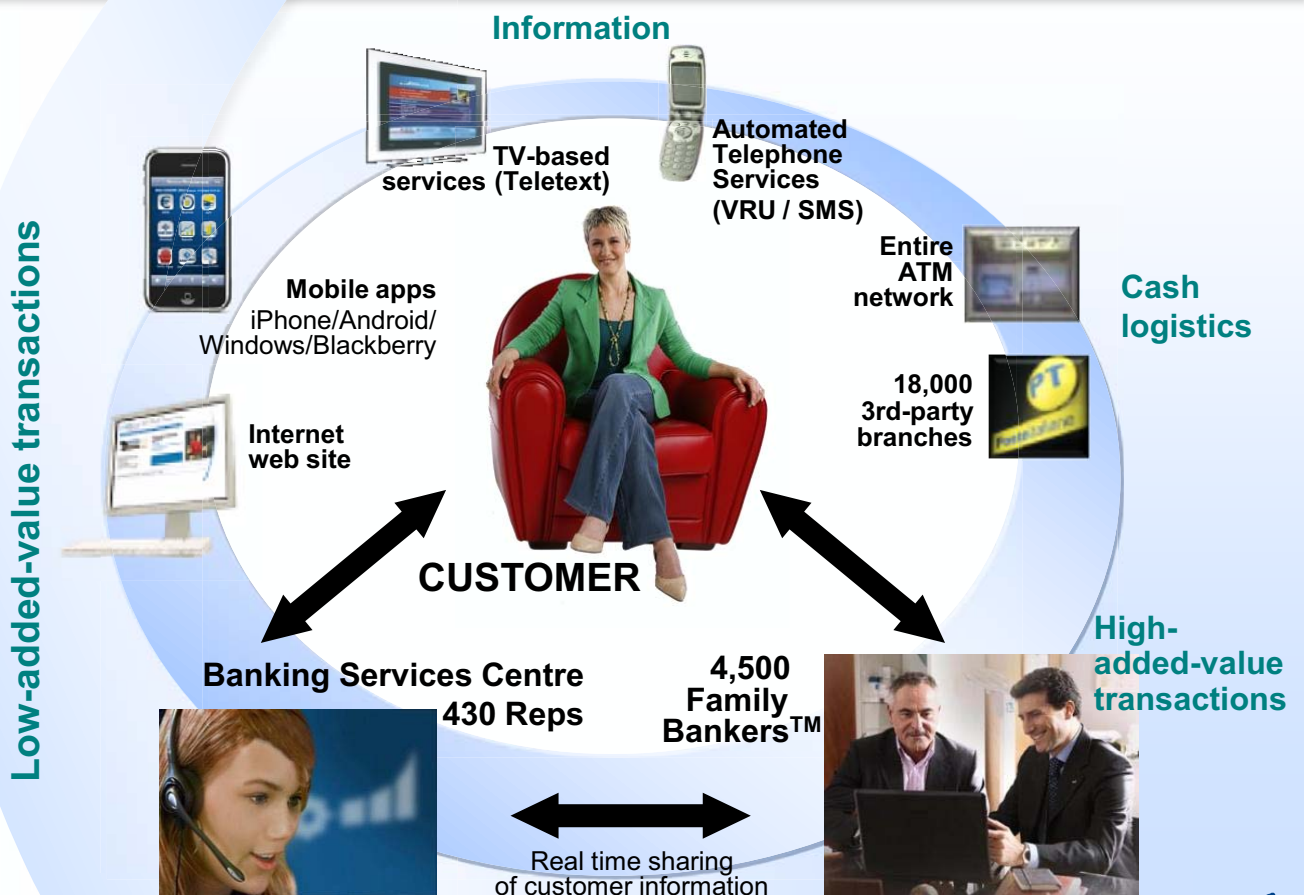
We integrate the asset gathering business of Life insurance & mutual funds with the banking business...



...on the strength of an avant-garde model



# The Mediolanum Integrated & Comprehensive Retail Banking Model



# Mediolanum vs. Current Bank Models

## Traditional bank



## On-line bank



### The human relationship

high prices << **Customer** >> low prices

high costs *but* high revenues << **Bank** >> low costs *but* low revenues

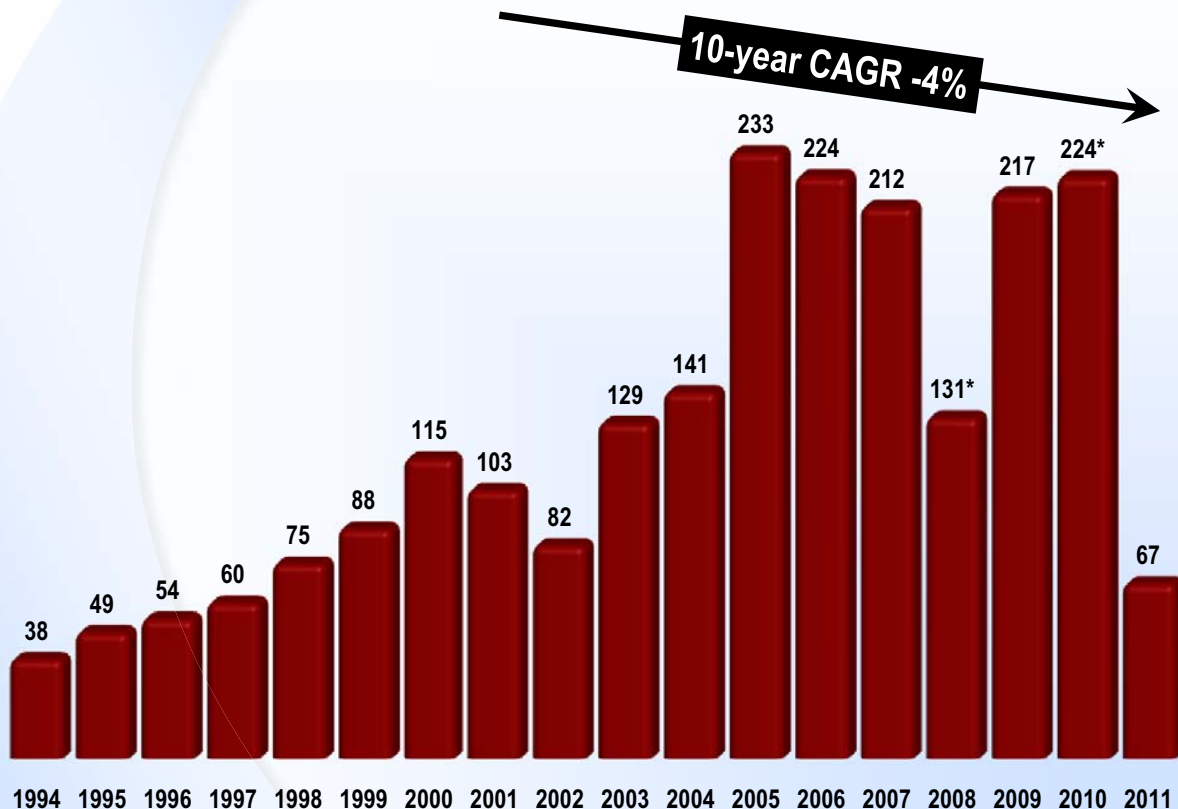
### Freedom of use

The Mediolanum model unifies the advantages of the on-line with the traditional



# Net Profit

€ mn

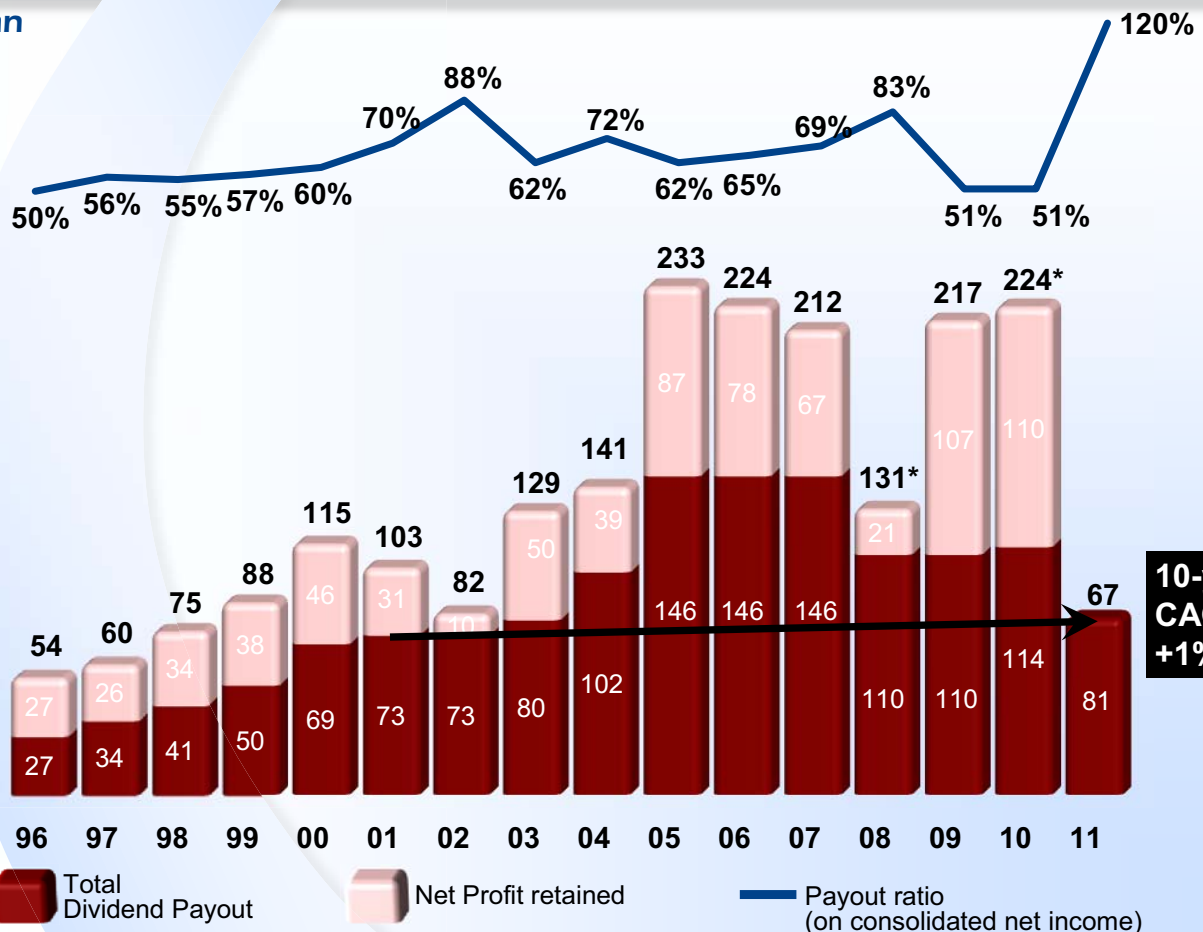


\* 2008 & 2010 Adjusted Net Income ex 'Lehman Bros.'



# Dividend Payout

€ mn



\* 2008 & 2010 Adjusted Net Income ex 'Lehman Bros.'



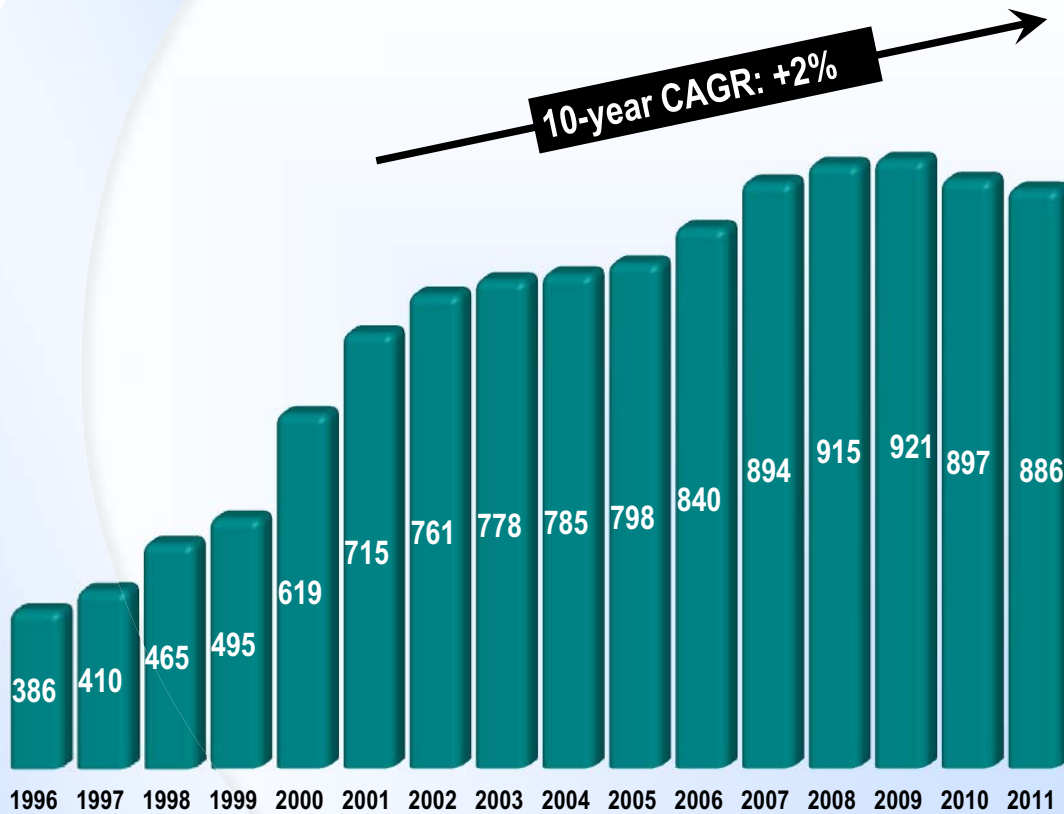
# Banca Mediolanum Family Banker Network

Licensed Advisors



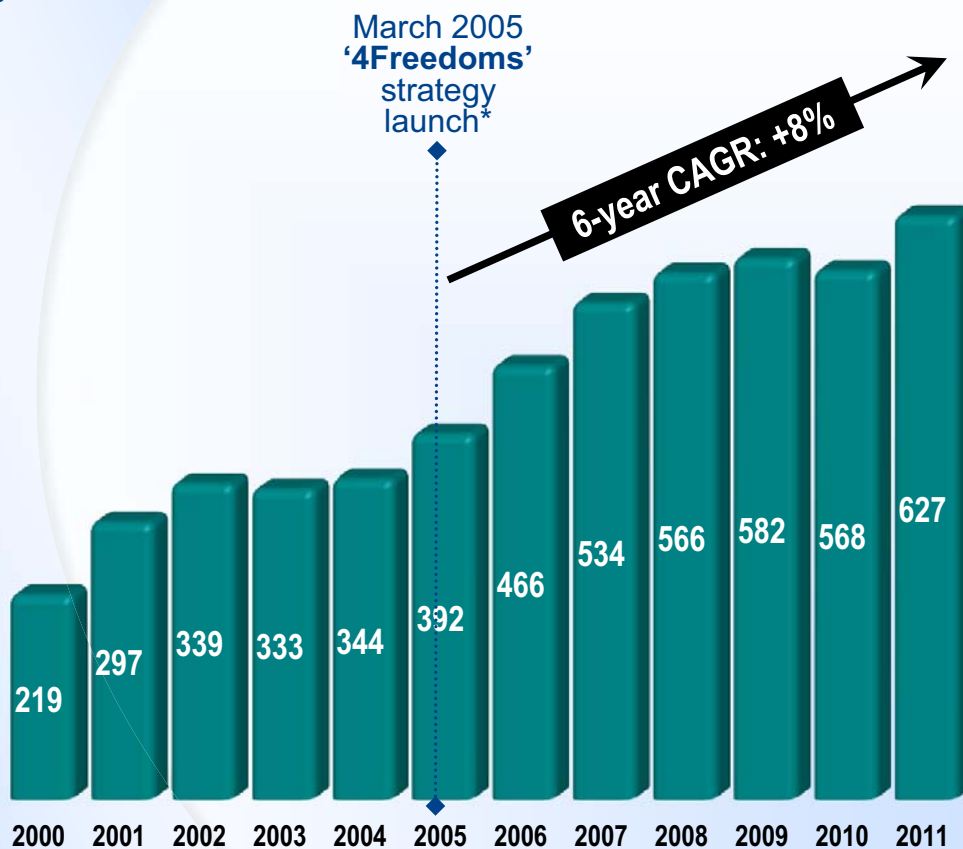
# Banca Mediolanum Customers

Primary account holders (thousands)



# Banca Mediolanum Bank accounts

Thousands

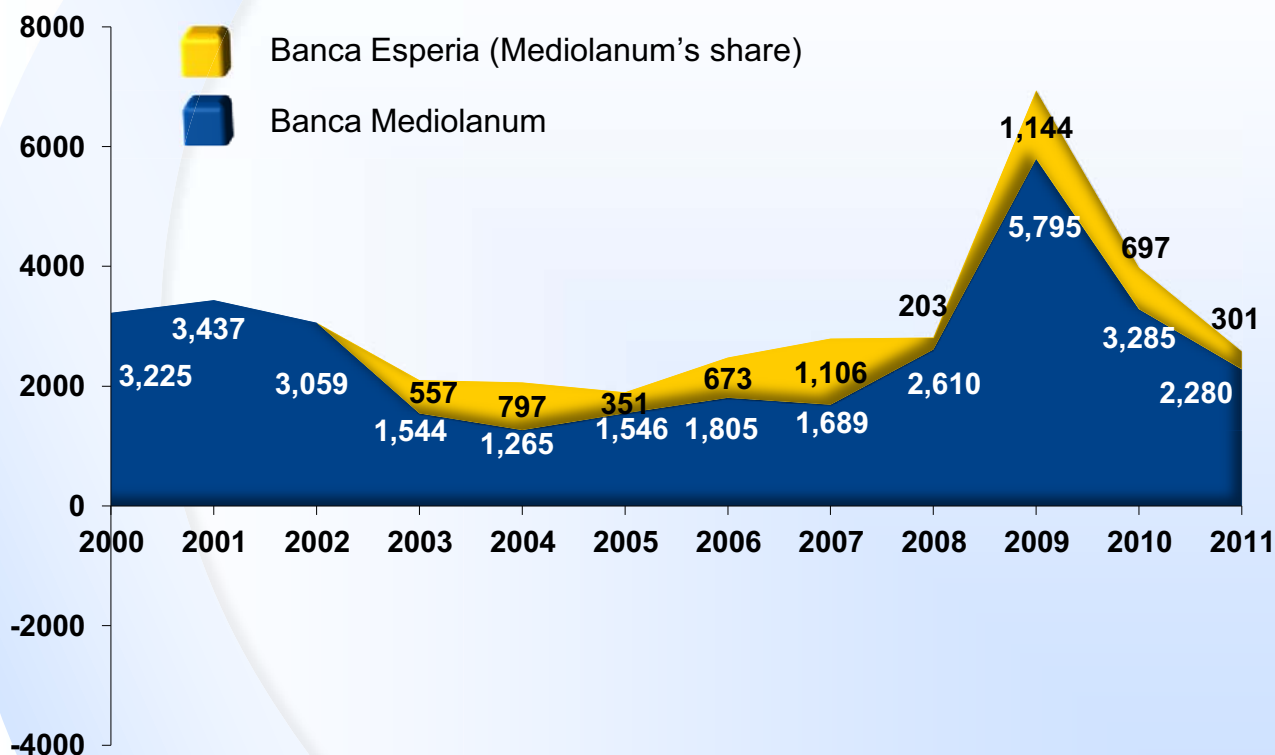


\* all new customers are acquired through the bank account



# Total Net Inflows Trend

€ mn – Domestic Market



# Total Net Inflows: Mediolanum outdistances the rest

Italian Networks - € mn

2008-2011

<b>Banca Mediolanum</b>	<b>14,264</b>
Finecobank	6,190
Banca Generali	5,115
Banca Fideuram	4,338
Allianz Bank	3,075
Sanpaolo Invest	2,392
Azimut	2,190
Finanza & Futuro	1,975
Monte dei Paschi di Siena	1,688
Credem	1,681
UBI Banca	992



# Net Inflows into Mutual Funds Mediolanum vs. Peers

Italian A.M. Groups – € mn

2008-2011

Mediolanum	6,452
Generali	1,504
Azimut	986
Fideuram	-3,631

source: Assogestioni



# Italian Households' Financial Assets Mediolanum's Market Share

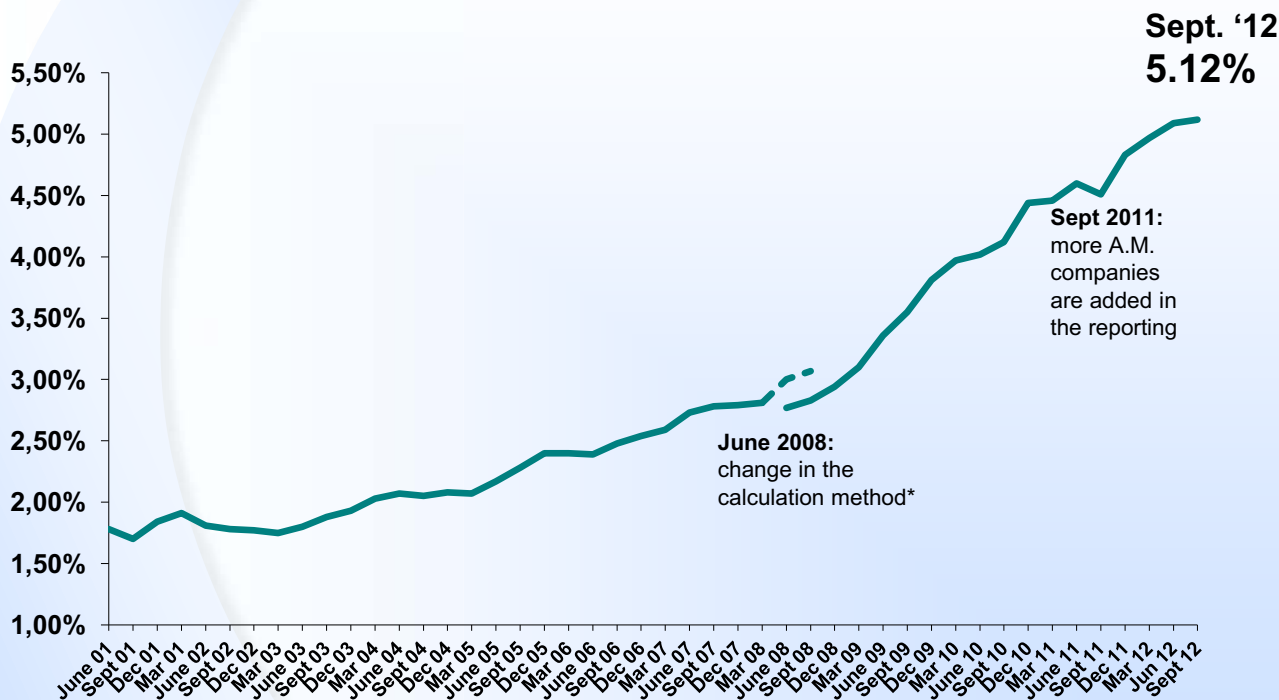


source: Banca d'Italia





# Mutual Funds AuM – Italian Market Mediolanum's Market Share

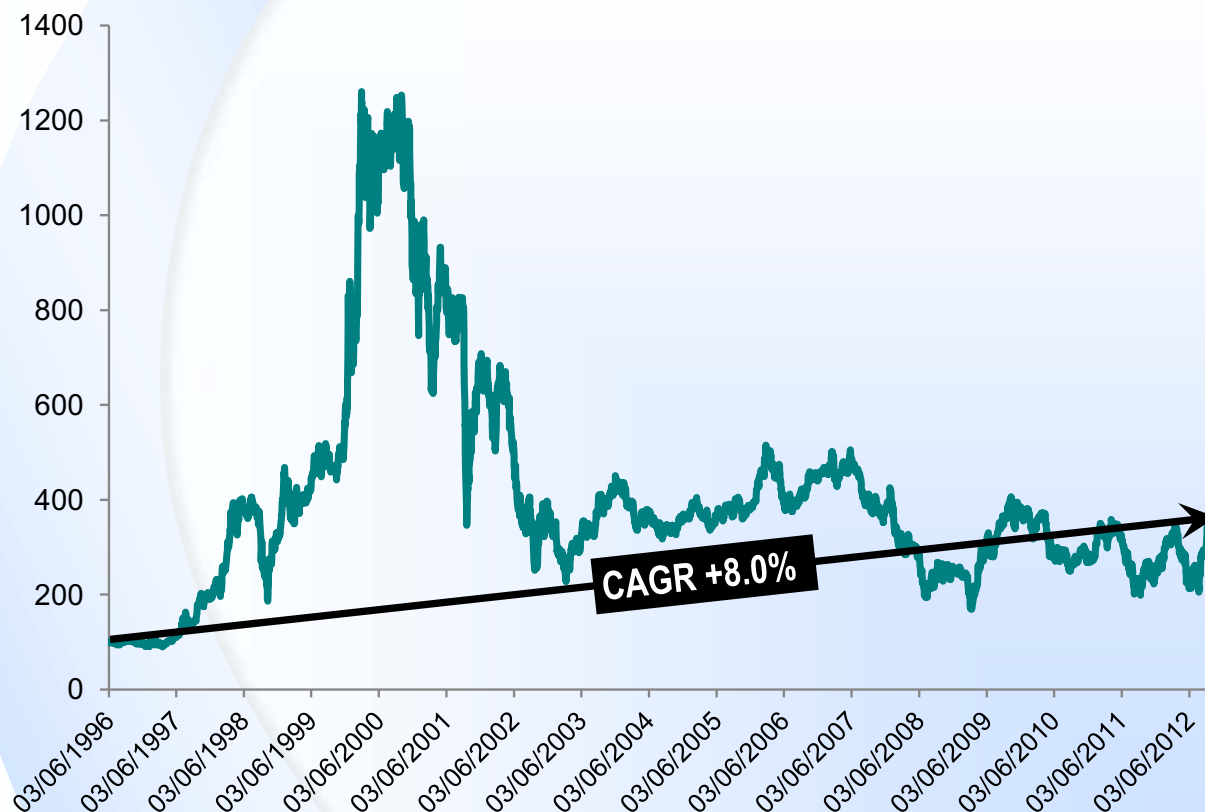


\* as of June 2008 Assogestioni includes in the total industry number an estimate of assets for those A.M. companies that don't report monthly net inflows data

source: Assogestioni monthly reports



# MED.MI Total Return Index\*





\* includes dividend reinvestment, June 3, 1996 – October 31, 2012

source: Datastream



## Our Culture, Our Competitive Advantage







Our ability to generate positive inflows also in bear markets is explained by our **customer-oriented culture** especially embodied in two specific areas:

-  The **Investment strategy** we advocate to our customers that provides solutions according to an analysis of each customer's **needs** & is based on the concept of '**diversification**'
-  Our effective, innovative and committed **Training & Communication strategy**



## Our Investment Advisory Strategy

Our investment strategy explains the consistency of our inflows & transfers 'technical performance' into 'customer performance'

-  We advise our customers proposing products & services that correspond to each of their **specific needs**
-  Investor needs remain fundamentally the same, they are **not influenced by market crises**
-  We do not engage in stock-picking, tactical asset allocation decisions, or market-timing
-  We recommend a series of **diversification** criteria, the most important being time horizon
-  **Equity** investments are only considered for the **long term** (>10 yrs) and are diversified across the global economy to further reduce risk
-  We strongly advise investors who have a long-term outlook to view **market crises as buying opportunities**





- 1 'Best Brands' family of Funds of branded Funds unveiled in April 2008
- 2 Offers our customers the opportunity to further diversify their investments
- 3 **This is not the 'Open Architecture' approach**
- 4 It is impossible for a private investor to choose among a supermarket-like offer of thousands of funds, if not on the very risky basis of past performance
- 5 Products can be tailored to customer needs, objectives & risk profile
- 6 Synergy of the best A.M. companies' expertise & pursuit of quality and Mediolanum's capacity to select & coordinate asset managers and give high quality advice to customers



- 1 Inaugurated March 2009
- 2 Centralises our training know-how, in coordination with top universities, professors and individuals who are experts in the field
- 3 Provides our Family Bankers & employees with a resource for life-long education
- 4 Develops financial education programs dedicated to our customers & the community



A proprietary state-of-the-art tool  
established in 1989

Encrypted programs to train, motivate & communicate with  
our Family Bankers



- Company news
- Product information
- Online training course support
- Inspirational thoughts for personal motivation & sales techniques

Daily specials dedicated to crisis-related topics  
were added to the ongoing programming  
in 2008/2009 & 2011



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### DECLARATION BY THE SENIOR MANAGER IN CHARGE OF DRAWING UP COMPANY ACCOUNTS

The undersigned, Mr. Luigi Del Fabbro, declares, pursuant to Section 154 bis (2) of Legislative Decree 58/98 "Testo Unico della Finanza", that the accounting data set out in this presentation agree with the documentary records, books and accounting entries.

The senior manager in charge of drawing up Company Accounts

Luigi Del Fabbro



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