

May 10, 2007

Q1 2007 Results



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Q1 2007 Group Results



2007 – The Year of Change



Complementary Pension Reform

an extraordinary opportunity for Mediolanum
which is a major player in the private pension business



'ICoNA' utilised by 100% of the network

the new structured approach to recruiting
changing the image of 'Financial Advisor' to 'Family Banker'
resulting in an unprecedented boom in new hires






Heavy training-related workload

restructuring of 'Training & Learning' department &
founding of the 'Mediolanum Corporate University'



2007 – The Year of Change

-  **Capacity adjustments to the Banking Services Centre**
to respond to the larger & more active customer base
thanks to the success of the ongoing '4Freedoms' project
-  **Transformation of some Asset Management products**
that were the object of customer disaffection
or that generated returns significant enough to warrant the
consolidation of capital gains
-  **Changes in regulations:**
 - Requirements for new risk control structures
 - restrictions on life products that can be sold by non-licensed advisors after July 1st 2007



Q1 2007 Highlights

 AuA	€ 34.2 bn	+9%
 Profit before Tax	€ 80 mn	+7%
 Performance Fees	€ 15 mn	-41%
 Profit before Tax excl. Performance Fees	€ 66 mn	+30%
 Net Income	€ 61 mn	+4%
 Gross Inflows	€ 2,574 mn	+30%
 Net Inflows	€ 645 mn	+23%
 Total Family Bankers	6,475	+18%



Income Statement

€mn

	Q107	Q106	Change
Net premiums written	912.9	678.8	+34%
Total commission income	144.5	155.1	-7%
Net financial income	34.8	16.6	+110%
Net income on other investments*	6.9	4.7	+49%
Other revenues	7.0	6.2	+12%
Total Revenues	1,106.1	861.4	+28%
Amounts paid & change in technical reserves	(858.3)	(629.7)	-36%
Acquisition costs & other commission expenses	(79.8)	(84.9)	+6%
G&A expenses	(78.0)	(61.3)	-27%
Other	(9.7)	(10.1)	+5%
PROFIT BEFORE TAX	80.4	75.4	+7%
Income tax	(19.4)	(16.5)	-18%
NET INCOME	61.1	59.0	+4%
tax rate	24.1%	21.8%	

* Banca Esperia included using the equity method (€3,5mn)



Income Statement - New Format

€mn

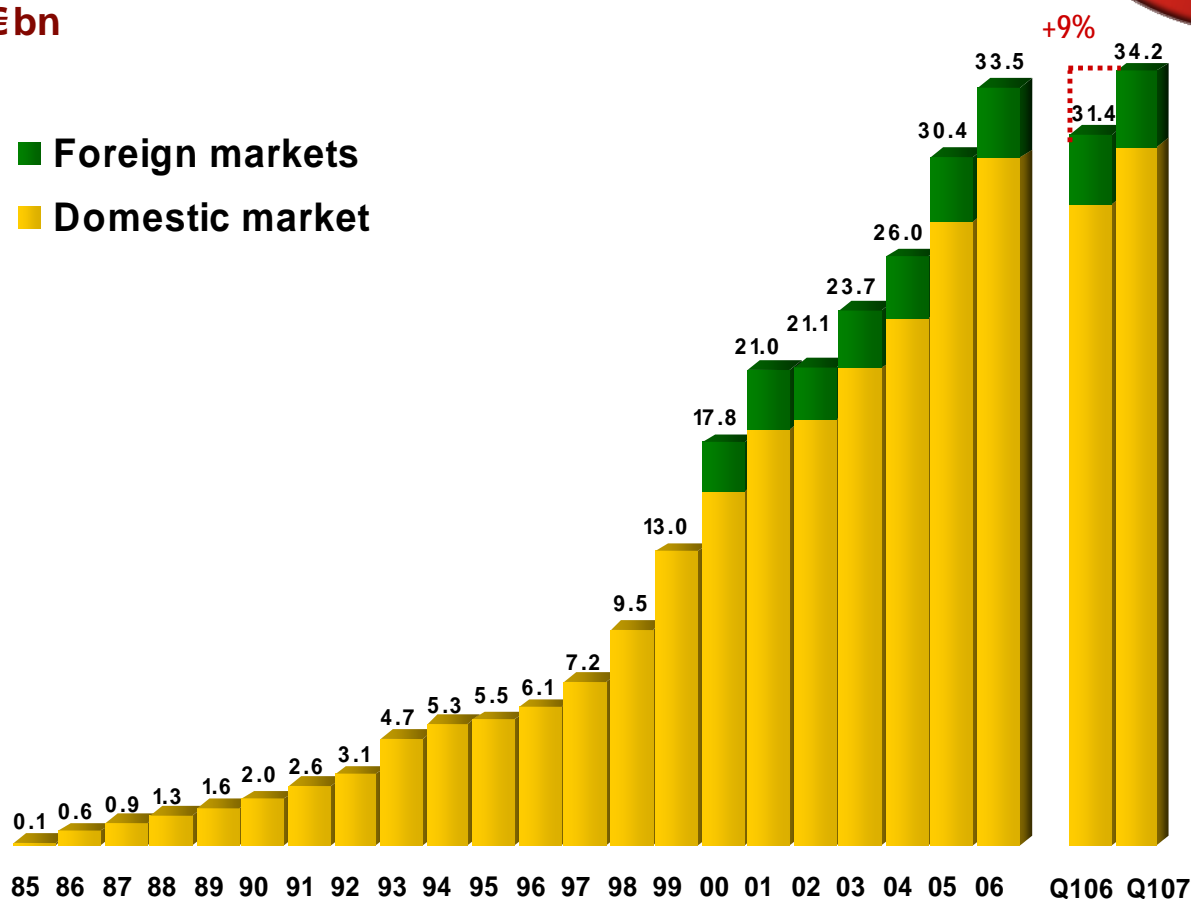
	Q107	Q106	Change
Net premiums written	912.9	678.8	+34%
Amounts paid & change in technical reserves	(858.3)	(629.7)	-36%
Total Life income	54.6	49.1	+11%
Total commission income	144.5	155.1	-7%
Net financial income	34.8	16.6	+110%
Net income on other investments*	6.9	4.7	+49%
Other revenues	7.0	6.2	+12%
Total Revenues	247.8	231.7	+7%
Acquisition costs & other commission expenses	(79.8)	(84.9)	+6%
G&A expenses	(78.0)	(61.3)	-27%
Other	(9.7)	(10.1)	+5%
Total Costs	(167.4)	(156.3)	-7%
PROFIT BEFORE TAX	80.4	75.4	+7%
Income tax	(19.4)	(16.5)	-18%
NET INCOME	61.1	59.0	+4%
tax rate	24.1%	21.8%	

* Banca Esperia included using the equity method (€3,5mn)

AUA Growth

€bn

- Foreign markets
- Domestic market



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Group

Assets under Administration

€mn

	31/03/07	31/03/06	Change
Life	14,274.3	12,640.2	+13%
Asset management	15,731.9	14,853.6	+6%
Banking*	5,148.5	4,598.2	+12%
<i>Consolidation adjustments</i>	<i>(7,979.9)</i>	<i>(6,688.6)</i>	-19%
'Banca Esperia' (48.5%)	3,671.9	2,926.0	+25%
Domestic Market's Assets	30,846.7	28,329.4	+9%
Life	422.4	352.0	+20%
Asset management	1,118.4	1,169.1	-4%
Banking	1,839.7	1,579.7	+16%
Other	242.6	249.6	-3%
<i>Consolidation adjustments</i>	<i>(277.1)</i>	<i>(268.4)</i>	-3%
Foreign Markets' Assets	3,346.0	3,082.0	+9%
AUA	34,192.7	31,411.3	+9%

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Group

* Retail only

Gross Inflows

€mn

	Q107	Q106	Change
Gross premiums written	920.3	688.3	+34%
Asset management products	1,539.8	1,409.9	+9%
Managed Assets Inflows	2,460.1	2,098.3	+17%
Administered Assets Inflows	113.7	(124.8)	n.s.
GROSS INFLOWS	2,573.8	1,973.5	+30%



Net Inflows

€mn

	Q107	Q106	Change
Life premiums	392.8	298.8	+31%
Asset management products	142.8	353.2	-60%
Managed Assets Inflows	535.6	651.9	-18%
Administered Assets Inflows	109.7	(128.0)	n.s.
NET INFLOWS	645.3	524.0	+23%



Sales Network

	31/03/07	31/03/06	Change
Italy: Banca Mediolanum	6,475	5,465	+18%
Spain: Fibanc	588	494	+19%
Germany: B.A. Lenz	41	44	-7%
Full-Time Dedicated Advisors	7,104	6,003	+18%
Spain: Fibanc part-time agents	116	137	-15%
Italy: Partner Time	181	100	+81%
Part-Time Advisors	297	237	+25%
TOTAL SALES NETWORK	7,401	6,240	+19%



Q1 2007 Results: Domestic Market



Assets under Administration

€mn

	31/03/07	31/03/06	Change
Life	14,274.3	12,640.2	+13%
Asset management	15,731.9	14,853.6	+6%
<i>Consolidation adjustments</i>	<i>(7,979.9)</i>	<i>(6,688.6)</i>	-19%
Managed Assets	22,026.3	20,805.1	+6%
Banking*	5,148.5	4,598.2	+12%
Administered Assets	5,148.5	4,598.2	+12%
BANCA MEDIOLANUM	27,174.8	25,403.4	+7%
BANCA ESPERIA (48.5%)	3,671.9	2,926.0	+25%
TOTAL AUA	30,846.7	28,329.4	+9%

* Retail only



Gross Inflows

€mn

	Q107	Q106	Change
Gross premiums written	864.3	646.4	+34%
Asset management products	748.5	989.2	-24%
Managed Assets Inflows	1,612.9	1,635.6	-1%
Securities in custody	145.4	(141.4)	n.s.
Cash deposits	(20.7)	(36.9)	+44%
Repurchase agreements	15.3	23.3	-34%
Administered Assets Inflows	140.0	(155.0)	n.s.
Other	7.1	5.1	+39%
BANCA MEDIOLANUM	1,759.9	1,485.7	+18%
BANCA ESPERIA (48.5%)	599.0	308.0	+94%
TOTAL GROSS INFLOWS	2,358.9	1,793.7	+32%



Net Inflows

€mn

	Q107	Q106	Change
Life premiums	376.9	267.8	+41%
Asset management products	(98.0)	180.8	n.s.
Managed Assets Inflows	278.9	448.6	-38%
Securities in custody	145.4	(141.4)	n.s.
Cash deposits	(20.7)	(36.9)	+44%
Repurchase agreements	15.3	23.3	-34%
Administered Assets Inflows	140.0	(155.0)	n.s.
Other	1.1	1.0	+10%
BANCA MEDIOLANUM	419.9	294.6	+43%
BANCA ESPERIA (48.5%)	238.1	176.1	+35%
TOTAL NET INFLOWS	658.1	470.7	+40%



Income Statement in detail

€mn

	Q107	Q106	Change
Net premiums written	861.6	641.7	+34%
Entry fees	12.7	20.7	-39%
Management fees	79.1	73.3	+8%
Performance fees	13.8	24.2	-43%
Banking service fees	10.8	10.4	+4%
Other fees	9.3	10.1	-8%
Total commission income	125.8	138.8	-9%
Interest income & similar income	57.1	37.0	+54%
Interest expense & similar charges	(30.6)	(18.2)	-68%
Net income on investments at fair value	4.8	(4.6)	n.s.
Net financial income	31.3	14.2	+120%
Net income on other investments*	6.0	5.0	+20%
Other revenues	6.9	6.2	+12%
Total Revenues	1,031.6	805.8	+28%
Amounts paid & change in technical reserves	(813.5)	(596.8)	-36%
Acquisition costs & other commission expenses	(65.3)	(73.1)	+11%
Net impairment of financial investments	(0.3)	(0.1)	-150%
G&A expenses	(66.8)	(51.8)	-29%
Amortisation & depreciation	(5.1)	(4.4)	-17%
Provisions for risks & charges	(3.4)	(4.7)	+28%
PROFIT BEFORE TAX	77.3	75.0	+3%
Income tax	(18.0)	(16.0)	-13%
NET INCOME	59.2	58.9	+0%
tax rate	23.3%	21.4%	

* Banca Esperia included using the equity method (€3.5mn)



Income Statement in detail New Format

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Domestic
Market

€mn

	Q107	Q106	Change
Net premiums written	861.6	641.7	+34%
Amounts paid & change in technical reserves	(813.5)	(596.8)	-36%
Total Life income	48.1	44.9	+7%
Entry fees	12.7	20.7	-39%
Management fees	79.1	73.3	+8%
Performance fees	13.8	24.2	-43%
Banking service fees	10.8	10.4	+4%
Other fees	9.3	10.1	-8%
Total commission income	125.8	138.8	-9%
Interest income & similar income	57.1	37.0	+54%
Interest expense & similar charges	(30.6)	(18.2)	-68%
Net income on investments at fair value	4.8	(4.6)	n.s.
Net financial income	31.3	14.2	+120%
Net income on other investments*	6.0	5.0	+20%
Other revenues	6.9	6.2	+12%
Total Revenues	218.1	209.0	+4%
Acquisition costs & other commission expenses	(65.3)	(73.1)	+11%
Net impairment of financial investments	(0.3)	(0.1)	-150%
G&A expenses	(66.8)	(51.8)	-29%
Amortisation & depreciation	(5.1)	(4.4)	-17%
Provisions for risks & charges	(3.4)	(4.7)	+28%
Total Cost	(140.9)	(134.0)	-5%
PROFIT BEFORE TAX	77.3	75.0	+3%
Income tax	(18.0)	(16.0)	-13%
NET INCOME	59.2	58.9	+0%
<i>tax rate</i>	<i>23.3%</i>	<i>21.4%</i>	

* Banca Esperia included using the equity method (€3.5mn)



Profit by Segment

20

Domestic
Market

€mn

	Q107	Q106	Change
Life	43.0	36.8	+17%
Asset Management	24.7	30.5	-19%
Banking	7.8	4.0	+94%
Other	1.9	3.6	-49%
PROFIT BEFORE TAX	77.3	75.0	+3%



Life Gross Premiums Written

21

Domestic Market

€mn

	Q107	Q106	Change
U-L Pension plans (Tax Benefit, My Pension)*	8.8	15.9	-45%
U-L Pension policies (Europension)*	9.8	13.7	-28%
U-L Investment policies (Alternative Funds, Life Funds)*	17.7	33.3	-47%
Recurring policies (AP)	36.3	62.8	-42%
Trad/Group/Investment policies	3.8	3.5	+7%
U-L policies (Alternative Funds, Life Funds, Trio)	167.7	129.3	+30%
I-L policies (Dipiù, Double Premium)	375.7	196.4	+91%
Single premium policies (SP)	547.2	329.3	+66%
TOTAL NEW BUSINESS	583.5	392.1	+49%
Pension plans in-force	194.9	181.3	+7%
Investment policies in-force	85.9	72.9	+18%
TOTAL IN-FORCE BUSINESS	280.8	254.2	+10%
TOTAL GROSS PREMIUMS WRITTEN	864.3	646.4	+34%
<i>o/w Life financial contracts</i>	<i>1.7</i>	<i>3.1</i>	<i>-46%</i>

* Includes automatic increase in premiums & discretionary increases paid



Life Recurring Policies in detail

22

Domestic Market

€mn

	Q107	Q106	Change
U-L Pension plans (Tax Benefit, My Pension)	8.5	15.5	-46%
o/w automatic increase in premiums	3.1	2.3	+33%
o/w discretionary increase in premiums already paid	5.4	2.8	+90%
U-L Pension plans (Europension)	9.8	13.7	-28%
o/w automatic increase in premiums	3.9	4.8	-19%
o/w discretionary increase in premiums already paid	1.8	3.1	-40%
Traditional Pension plans	0.3	0.4	-7%
o/w automatic increase in premiums	0.2	0.2	-23%
Total Pension plans	18.6	29.5	-37%
U-L Investment policies (Alternative Funds, Life Funds)	17.7	33.3	-47%
o/w automatic increase in premiums	1.5	1.0	+54%
RECURRING POLICIES	36.3	62.8	-42%
- o/w automatic increase in premiums	8.7	8.3	+4%
- o/w discretionary increase in premiums already paid*	7.2	5.9	+23%
Total increase in premiums	15.9	14.2	+12%

* discretionary increase in premiums of €9.4 mn not yet paid are not included



Life Policyholders' Assets

23

Domestic Market

€mn

	31/03/07	31/03/06	Change
Traditional	1,286.1	1,237.4	+4%
Index-linked*	5,346.6	4,883.1	+9%
Unit-linked	7,641.6	6,519.7	+17%
o/w equity	77.0%	78.0%	-1%
LIFE ASSETS	14,274.3	12,640.2	+13%

* Life financial contracts – 2007: €785mn, 2006: €1.082 mn



Life Commission Income

24

Domestic Market

€mn

	Unit-linked Products Commission Income			Total Commission Income*		
	Q107	Q106	Change	Q107	Q106	Change
Entry fees	---	---	---	12.7	20.7	-39%
Management fees	41.3	34.1	+21%	79.1	73.3	+8%
Performance fees	7.7	10.8	-29%	13.8	24.2	-43%
TOTAL	49.0	44.9	+9%	105.6	118.2	-11%

* on all products with mutual funds underlying



€mn

	Q107	Q106	Change
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Claims & maturities	158.4	175.4	-10%
Natural surrenders	208.1	172.6	+21%
Surrenders from transformation	121.0	30.6	+295%

Amounts paid	487.4	378.6	+29%
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Change in technical reserves	327.4	219.7	+49%
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Recovery from reinsurance	(1.4)	(1.5)	+6%
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AMOUNTS PAID & CHANGE IN RESERVES	813.5	596.8	+36%
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expressed as a % of the reserves

	Q107	Q106	Change
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Traditional Investment policies	1.8%	2.4%	-25%
<i>o/w natural surrenders</i>	<i>1.8%</i>	<i>2.4%</i>	<i>-25%</i>

U-L Investment policies	5.4%	5.4%	+0%
<i>o/w natural surrenders</i>	<i>4.2%</i>	<i>3.9%</i>	<i>+8%</i>

INVEST. POLICIES	5.2%	5.2%	+0%
<i>o/w natural surrenders</i>	4.1%	3.8%	+8%

Traditional Pension plans	0.5%	0.5%	+0%
<i>o/w natural surrenders</i>	<i>0.5%</i>	<i>0.5%</i>	<i>+0%</i>

U-L Pension plans	1.5%	1.5%	+0%
<i>o/w natural surrenders</i>	<i>1.3%</i>	<i>1.4%</i>	<i>-7%</i>

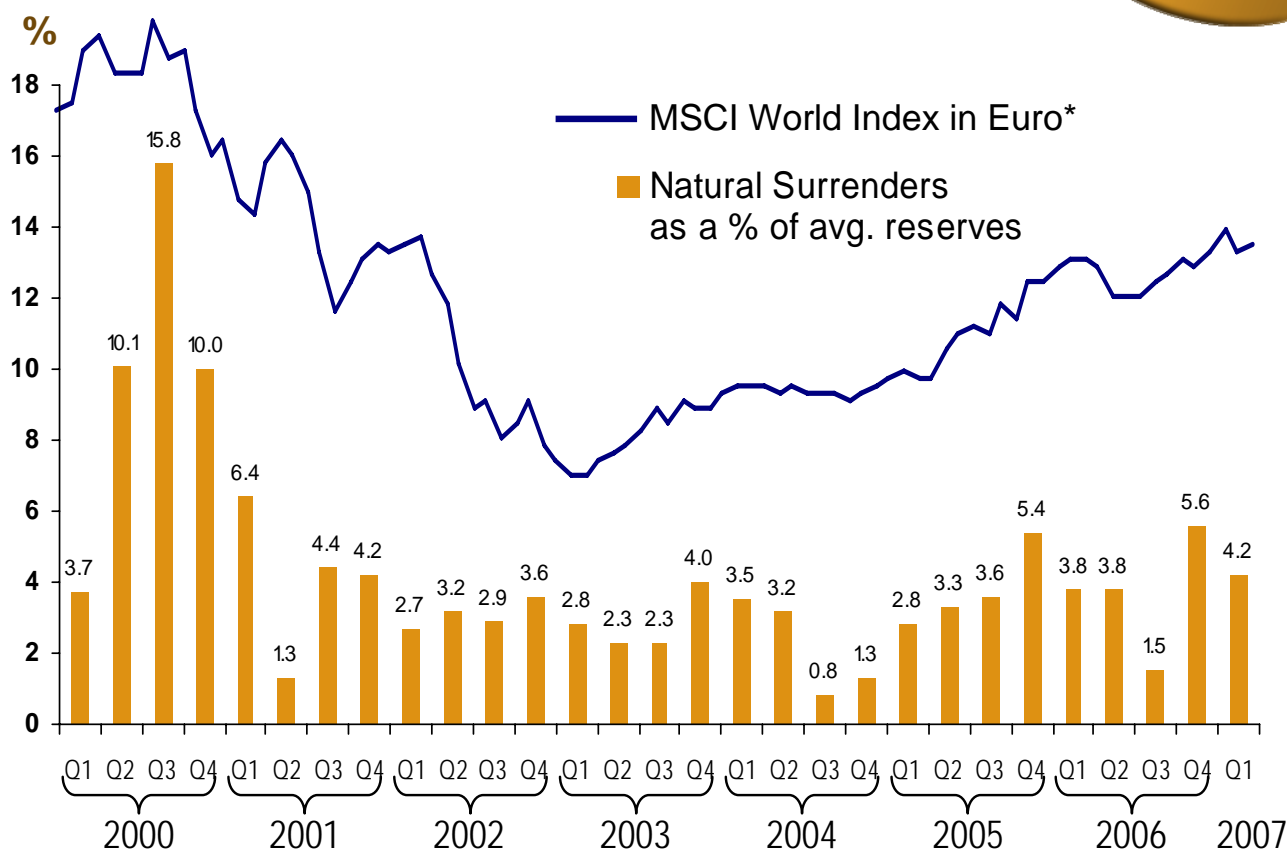
PENSION PLANS	1.3%	1.3%	+0%
<i>o/w natural surrenders</i>	1.2%	1.2%	+0%



Life – Natural surrenders trend U-L investment policies

27

Domestic
Market



* source: Datastream



Profit by Segment

€mn

28

Domestic
Market

	Q107	Q106	Change
Life	43.0	36.8	+17%
Asset Management	24.7	30.5	-19%
Banking	7.8	4.0	+94%
Other	1.9	3.6	-49%
PROFIT BEFORE TAX	77.3	75.0	+3%



Asset Management Gross Inflows

29

Domestic
Market

€mn

	Q107	Q106	Change
Equity funds	186.8	255.6	-27%
Bond funds	103.6	123.7	-16%
Monetary funds	151.1	125.6	+20%
Flexible funds	90.6	0.0	n.s.
Total 'unbundled' mutual funds	532.2	504.9	+5%
'Elite' funds of funds	11.9	34.9	-66%
'Mix' accounts	40.7	59.8	-32%
'Chorus' managed accounts	3.0	18.4	-83%
'Portfolio' funds of funds	123.4	151.0	-18%
Total 'bundled' mutual funds	179.1	264.0	-32%
<i>o/w equity</i>	<i>115.6</i>	<i>171.5</i>	<i>-33%</i>
Real Estate	37.2	220.3	-83%
TOTAL GROSS INFLOWS INTO A. M. PRODUCTS	748.5	989.2	-24%
<i>o/w equity</i>	<i>42.5%</i>	<i>55.6%</i>	<i>-23%</i>



Asset Management Assets*

30

Domestic
Market

€mn

	31/03/07	31/03/06	Change
Equity funds	9,663.5	9,296.3	+4%
Bond funds	2,154.6	2,080.9	+4%
Monetary funds	1,131.0	1,046.1	+8%
Flexible funds	122.8	0.0	n.s.
Total 'unbundled' mutual funds	13,071.9	12,423.3	+5%
'Elite' funds of funds	169.2	165.9	+2%
'Mix' accounts	1,480.1	1,594.9	-7%
'Chorus' managed accounts	1,058.3	1,540.5	-31%
'Portfolio' funds of funds	600.0	346.7	+73%
Funds of hedge funds	441.9	176.3	+151%
Total 'bundled' mutual funds	3,749.5	3,824.3	-2%
<i>o/w equity</i>	<i>2,480.6</i>	<i>2,738.6</i>	<i>-9%</i>
Real estate related funds & 'other'	349.5	307.6	+14%
<i>Adj. for own mutual funds in managed accts</i>	<i>(1,439.0)</i>	<i>(1,711.9)</i>	<i>+16%</i>
ASSET MANAGEMENT ASSETS	15,731.9	14,853.6	+6%
<i>o/w equity</i>	<i>72.1%</i>	<i>74.0%</i>	<i>-3%</i>

* including U-L assets

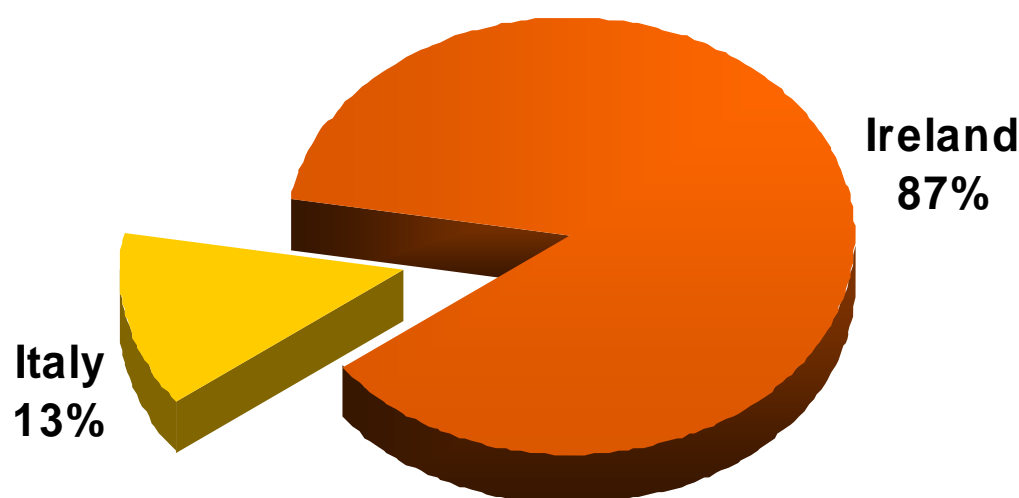


Asset Management Assets by Location

as at 31.03.07

31

Domestic
Market



Asset Management Commission Income

€mn

32

Domestic
Market

	A.M. Products Commission Income			Total Commission Income*		
	Q107	Q106	Change	Q107	Q106	Change
Entry fees	12.7	20.7	-39%	12.7	20.7	-39%
Management fees	37.8	39.2	-4%	79.1	73.3	+8%
Performance fees	6.1	13.3	-54%	13.8	24.2	-43%
TOTAL	56.6	73.3	-23%	105.6	118.2	-11%

* on all products with mutual funds underlying



Profit by Segment

€mn

	Q107	Q106	Change
Life	43.0	36.8	+17%
Asset Management	24.7	30.5	-19%
Banking	7.8	4.0	+94%
Other	1.9	3.6	-49%
PROFIT BEFORE TAX	77.3	75.0	+3%



Banking Assets

€mn

	31/03/07	31/03/06	Change
Cash deposits	3,162.7	2,875.2	+10%
Securities in custody	1,791.8	1,587.7	+13%
Repurchase agreements	194.0	135.4	+43%
BANKING ASSETS*	5,148.5	4,598.2	+12%

*Retail only



Banking Revenues

€mn

35

Domestic Market

Q107 Q106 Change

Banking Net Financial Income 27.8 17.5 +58%

Securities 3.5 3.4 +5%

Service fees 7.6 7.4 +3%
o/w fees from 3rd party mortgages 0.6 1.0 -36%

Fee Income 11.1 10.8 +3%

Other Income 2.4 0.8 +191%

BANKING REVENUES 41.3 29.1 +42%



Bank Accounts & Account Holders

36

Domestic Market

31/03/07 31/03/06 Change

Bank accounts 479,900 408,700 +17%

Primary bank account holders 453,600 380,300 +19%



Costs

€mn

	Q107	Q106	Change
Amounts paid & change in technical reserves	(813.5)	(596.8)	-36%
Commission expense & acquisition costs*	(57.8)	(66.3)	+13%
3rd party A.M. fees & other expenses	(7.5)	(6.8)	-11%
Net impairment of financial investments	(0.3)	(0.1)	-150%
G&A expenses*	(66.8)	(51.8)	-29%
Depreciation, amortisation & provisions	(8.5)	(9.0)	+6%

* includes '4Freedoms' expenses



Net Financial Income & Net Income on Other Investments

€mn

	Q107	Q106	Change
Banking	27.8	17.5	+58%
Life	5.4	(1.9)	n.s.
Other	(1.9)	(1.4)	-30%
NET FINANCIAL INCOME	31.3	14.2	+120%
Banking	0.9	0.0	n.s.
Life	1.3	(0.2)	n.s.
Other*	3.8	5.2	-26%
NET INCOME ON OTHER INVESTMENTS	6.0	5.0	+20%

* Banca Esperia included using the equity method (€3.5mn)



Dedicated Sales Network

39

Domestic
Market

	31/03/07	31/03/06	Change
Licensed Financial Advisors	4,036	3,947	+2%
Non-licensed Financial Advisors	2,439	1,518	+61%
BANCA MEDIOLANUM	6,475	5,465	+18%



Primary Account Holders

40

Domestic
Market

	31/03/07	31/03/06	Change
Life	609,500	604,000	+1%
Asset Management	265,500	275,800	-4%
Banking	453,600	380,300	+19%
Other	59,600	61,800	-4%
Primary account holders (unduplicated)	848,000	806,700	+5%



Total Account Holders

41

Domestic
Market

	31/03/07	31/03/06	Change
Life	609,500	604,000	+1%
Asset Management	393,900	413,000	-5%
Banking	670,200	573,000	+17%
Other	62,000	64,200	-3%
Total account holders	1,006,500	952,700	+6%



Banca Esperia (100%) Highlights

42

Domestic
Market

€mn

	Q107	Q106	Change
Profit before Tax	12.4	7.3	+70%
Net Income	7.2	4.0	+79%
<i>o/w Mediolanum share</i>	3.5	2.0	+79%
Assets under Administration	7,571	6,033	+25%
<i>% in Managed Assets</i>	83.3%	82.7%	+1%
Gross Inflows	1,235	635	+94%
<i>o/w Managed Assets Inflows</i>	1,243	596	+109%
Net Inflows	491	363	+35%
<i>o/w Managed Assets Inflows</i>	499	324	+54%
Clients	2,684	2,146	+25%
Private Bankers	54	55	-2%



Q1 2007 Results: Foreign markets



Income Statement in detail

€mn

	Q107	Q106	Change
Net premiums written	51.3	37.2	+38%
Entry fees	1.7	1.8	-2%
Management fees	4.4	4.4	+1%
Performance fees	0.8	0.6	+22%
Banking service fees	8.8	8.4	+4%
Other fees	3.2	1.4	+133%
Total commission income	18.8	16.5	+14%
Interest income & similar income	6.3	4.3	+46%
Interest expense & similar charges	(2.9)	(2.1)	-40%
Net income on investments at fair value	0.2	0.2	-27%
Net financial income	3.5	2.4	+45%
Net income on other investments	0.9	(0.4)	n.s.
Other revenues	0.4	0.4	+5%
Total Revenues	74.9	56.1	+34%
Amounts paid & change in technical reserves	(44.8)	(32.9)	-36%
Acquisition costs & other commission expenses	(14.5)	(11.9)	-22%
Net impairment of financial investments	0.2	(0.2)	n.s.
G&A expenses	(11.5)	(9.8)	-17%
Amortisation & depreciation	(1.2)	(0.7)	-60%
Provisions for risks & charges	0.0	(0.1)	+90%
PROFIT BEFORE TAX	3.2	0.5	+590%
Income tax	(1.3)	(0.4)	-202%
NET INCOME	1.9	0.0	n.s.



Income Statement in detail New Format

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Foreign
Markets

€mn

	Q107	Q106	Change
Net premiums written	51.3	37.2	+38%
Amounts paid & change in technical reserves	(44.8)	(32.9)	-36%
Total Life income	6.5	4.3	+52%
Entry fees	1.7	1.8	-2%
Management fees	4.4	4.4	+1%
Performance fees	0.8	0.6	+22%
Banking service fees	8.8	8.4	+4%
Other fees	3.2	1.4	+133%
Total commission income	18.8	16.5	+14%
Interest income & similar income	6.3	4.3	+46%
Interest expense & similar charges	(2.9)	(2.1)	-40%
Net income on investments at fair value	0.2	0.2	-27%
Net financial income	3.5	2.4	+45%
Net income on other investments	0.9	(0.4)	n.s.
Other revenues	0.4	0.4	+5%
Total Revenues	30.1	23.2	+30%
Acquisition costs & other commission expenses	(14.5)	(11.9)	-22%
Net impairment of financial investments	0.2	(0.2)	n.s.
G&A expenses	(11.5)	(9.8)	-17%
Amortisation & depreciation	(1.2)	(0.7)	-60%
Provisions for risks & charges	0.0	(0.1)	+90%
Total Cost	(26.9)	(22.8)	-18%
PROFIT BEFORE TAX	3.2	0.5	+590%
Income tax	(1.3)	(0.4)	-202%
NET INCOME	1.9	0.0	n.s.



Spain Income Statement

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Foreign
Markets

€mn


	Q107	Q106	Change
Total revenues	21.8	16.5	+33%
Total costs	(18.3)	(14.7)	-24%
Operating Result	3.6	1.8	+102%
Capital gain	0.0	0.1	n.s.
Profit before Tax	3.6	1.9	+91%
Income tax	(1.2)	(0.3)	-271%
SPAIN NET INCOME	2.3	1.5	+53%



Spain Assets under Administration

€mn


	31/03/07	31/03/06	Change
Life & pension funds	394.3	329.6	+20%
Asset Management	798.9	762.1	+5%
Banking	1,826.1	1,554.3	+17%
<i>Consolidation adjustments</i>	<i>(277.4)</i>	<i>(268.4)</i>	<i>-3%</i>
SPAIN AUA	2,741.9	2,377.6	+15%



Spain Gross Inflows

€mn

	Q107	Q106	Change
Gross premiums written	53.7	39.0	+38%
<i>o/w recurring policies (AP)</i>	4.5	3.2	+39%
<i>o/w single premium policies (SP)</i>	49.2	35.7	+38%
Asset management products	143.4	101.3	+42%
Managed Assets Inflows	197.1	140.3	+40%
Securities in custody	(15.9)	(26.0)	+39%
Cash deposits	(6.7)	37.7	n.s.
Administered Assets Inflows	(22.6)	11.6	n.s.
SPAIN GROSS INFLOWS	174.5	151.9	+15%



Spain Net Inflows

49

Foreign
Markets

€mn

	Q107	Q106	Change
Life premiums	14.5	28.2	-49%
Asset management products	34.2	17.3	+97%
Managed Assets Inflows	48.7	45.5	+7%
Securities in custody	(15.9)	(26.0)	+39%
Cash deposits	(10.7)	34.5	n.s.
Administered Assets Inflows	(26.6)	8.4	n.s.
SPAIN NET INFLOWS	22.1	54.0	-59%



Spain Dedicated Sales Network

50

Foreign
Markets

	31/03/07	31/03/06	Change
Financial Advisors (Mediolanum model)	539	437	+23%
Commercial Agents (Traditional model)	49	57	-14%
FIBANC	588	494	+19%



Germany - B.A. Lenz Highlights

51

Foreign
Markets

€mn

	Q107	Q106	Change
Net Income	(2.3)	(1.8)	-29%
Assets under Administration	57.4	59.9	-4%
<i>o/w Managed Assets</i>	42.3	33.0	+28%
Gross Inflows	4.9	4.5	+10%
Net Inflows	2.4	3.0	-21%
<i>o/w Managed Assets Inflows</i>	2.1	3.4	-37%
<i>o/w Administered Assets Inflows</i>	0.2	(0.4)	n.s.
Financial Advisors	41	44	-7%
Customers	4,038	4,592	-12%
<i>with Managed Assets products</i>	2,381	2,361	+1%



Germany - Gamax Highlights

52

Foreign
Markets

€mn

	Q107	Q106	Change
Net Income*	1.8	0.3	+525%
Assets under Administration	546.7	644.4	-15%
<i>o/w Gamax funds</i>	305.4	396.4	-23%
Gross Inflows	35.5	23.4	+52%
<i>o/w Gamax funds</i>	12.8	9.2	+39%
Net Inflows	(36.1)	(2.7)	n.s.
<i>o/w Gamax funds</i>	(37.3)	(15.7)	-138%

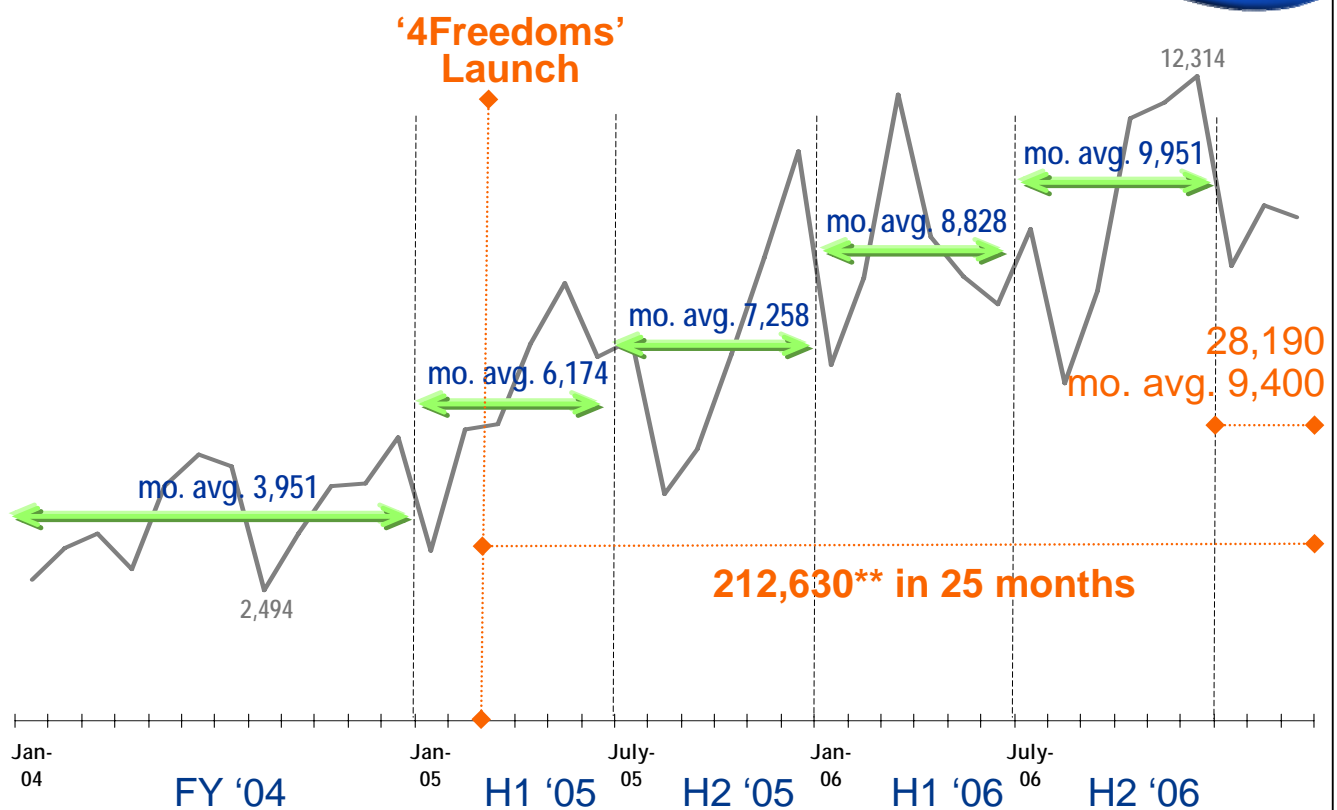
* also including €1.1 mn Net Income of Mediolanum International SA



Growth Project Update



New bank accounts trend*



* all account types, excluding conversions

** 65% opened by customers new to Mediolanum

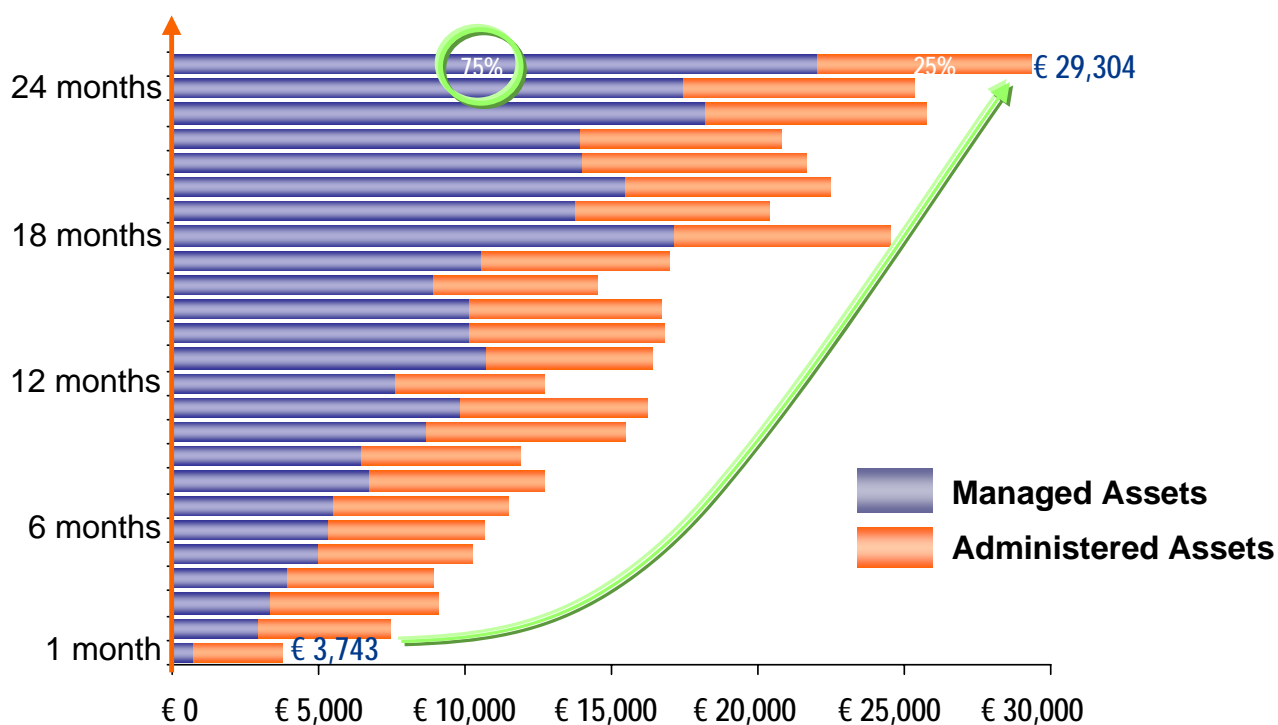


Average assets of bank customers

By length of time as account holder (as at 31/03/07)

55

Growth
Project
Update



Account activation & asset growth

56

Growth
Project
Update

Account activation is key:
assets of active new customers are 70% higher





New customers acquired Mar. 05 - Mar. 07

	number	%	Avg. Assets	Index 1
Non-active	46,500	38%	9,526 €	100
Active	75,300	62%	16,175 €	170
TOTAL	121,800	100%	13,637 €	143



‘ICoNA’: network recruiting project

**New systematic recruiting approach
centered on the image of the ‘Family Banker’**




-  Roll-out to the entire network completed in January 2007
-  Recruiting process strongly accelerated
-  Much higher quality of new hires (greater selection pool)
-  Priority #1 now on training,
with a parallel slowdown on recruiting



Looking Forward






Pension Reform

-  **January 1st, 2007:** previous pension products **no longer qualified** to be underwritten
-  **By end of May:** all COVIP-compliant pension products will receive green light
-  **Employees** will be able to divert their funds into the new products starting **July 1st, 2007**



**H1 2007: modest volume in
pension plan premium income**



-  'Tax Benefit New' pre-sales launched in March
-  U-L policy investing *directly* into properly designed Irish funds
-  Enhanced 'Life Cycle' feature & other sophisticated built-in mechanisms for investment optimisation

**Designed with the aim of maintaining
both high margins & competitiveness**



The initial feedback



Clear **priority** with our Family Bankers:
to protect our current customers' TFR
from the competition



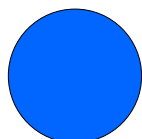
Our customers classified according to **clusters**
depending on work status (employee or self-employed)
& pension products currently owned



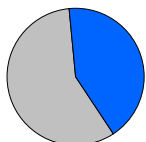
First step: contacting **employees**
holding one of our pension products



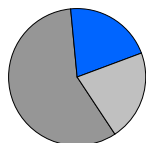
The initial feedback



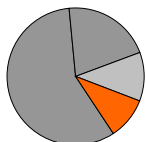
First Target:
Employees holding a Mediolanum pension product
(160,000 clients)



67,000 of them contacted in March and April by their
Family Banker to discuss the Pension Reform issue...



...half of which plan to leave TFR with their employer
(the only choice that can be changed at any time)



15,000 of the remaining clients
have committed to Tax Benefit New



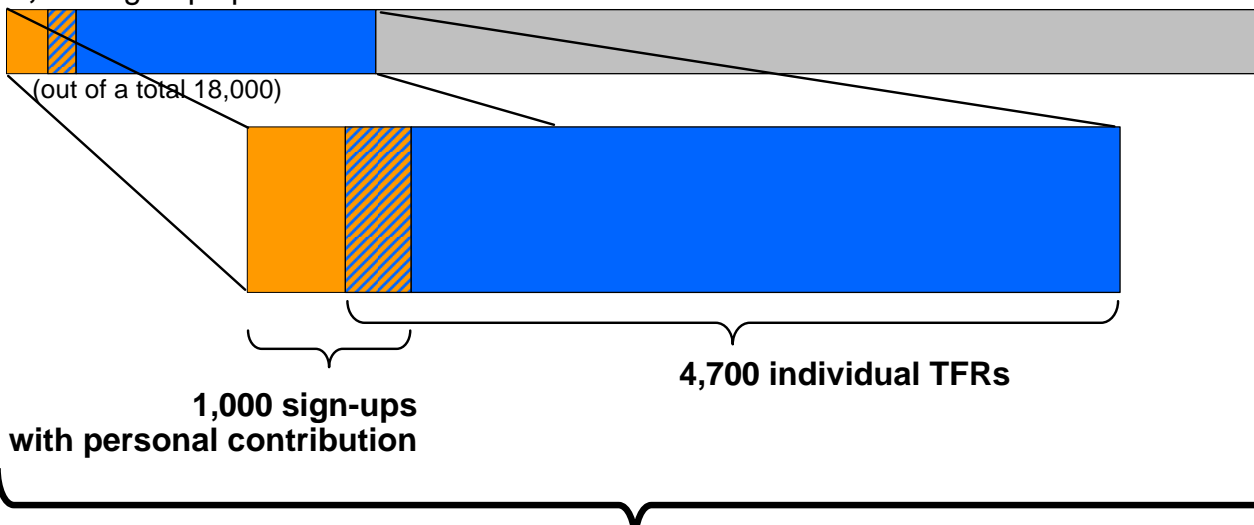
plus 3,000 sign-ups by customers new to Mediolanum

=18,000 total sign-ups



The initial feedback

5,300 sign-ups processed



Total premiums written estimated at 53 €mn* on an annual basis

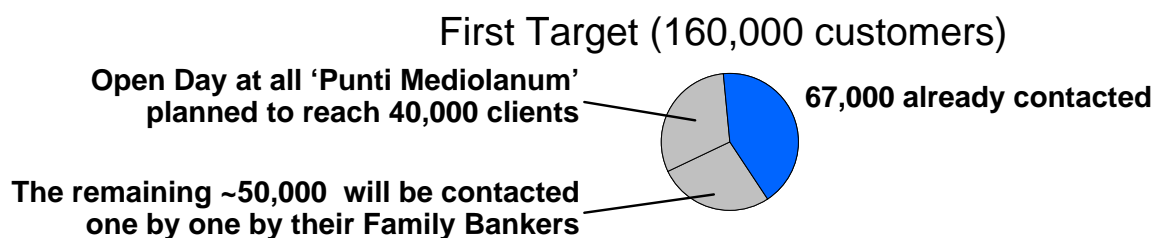
*assuming an average TFR per employee of €3,000 / yr.



The next steps



May & June: remaining customers in the high priority cluster will be contacted



A projection including these customers would lead to an estimate of

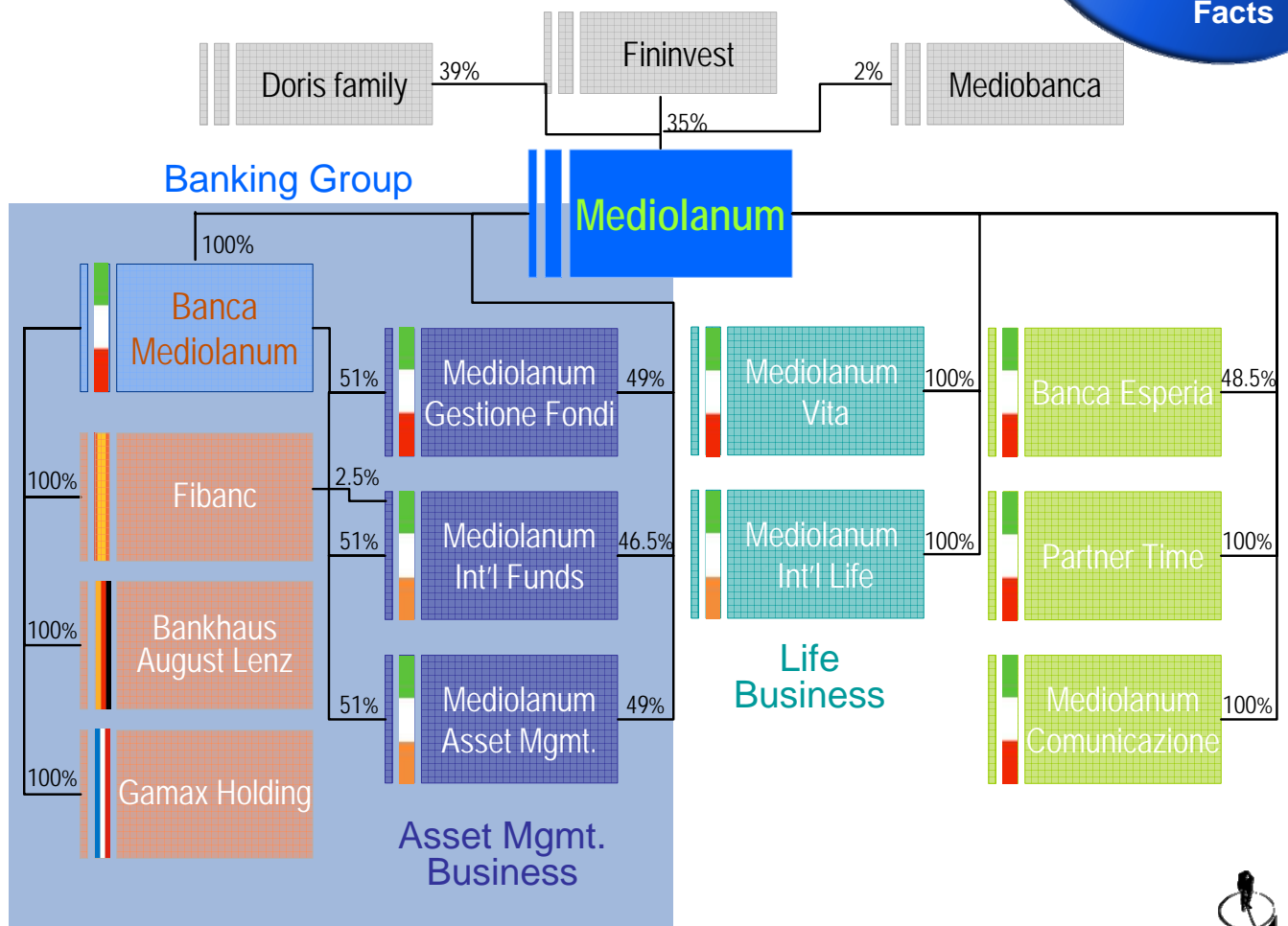
**35,200 total sign-ups
> 100 €mn on an annual basis**



Mediolanum Facts



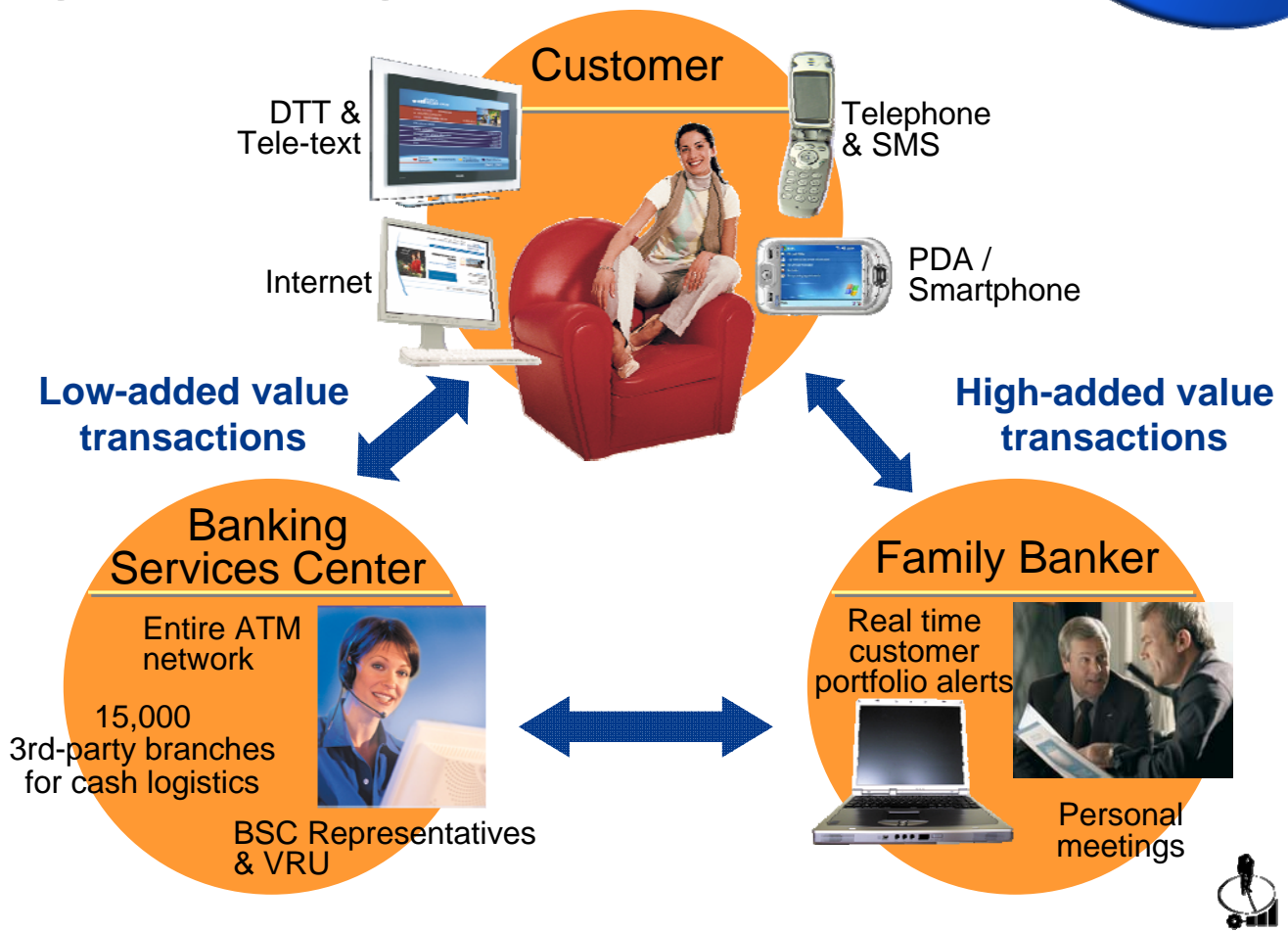
Mediolanum Group Structure



Superior relationship: Service quality High-tech, high-touch

67

Mediolanum
Facts

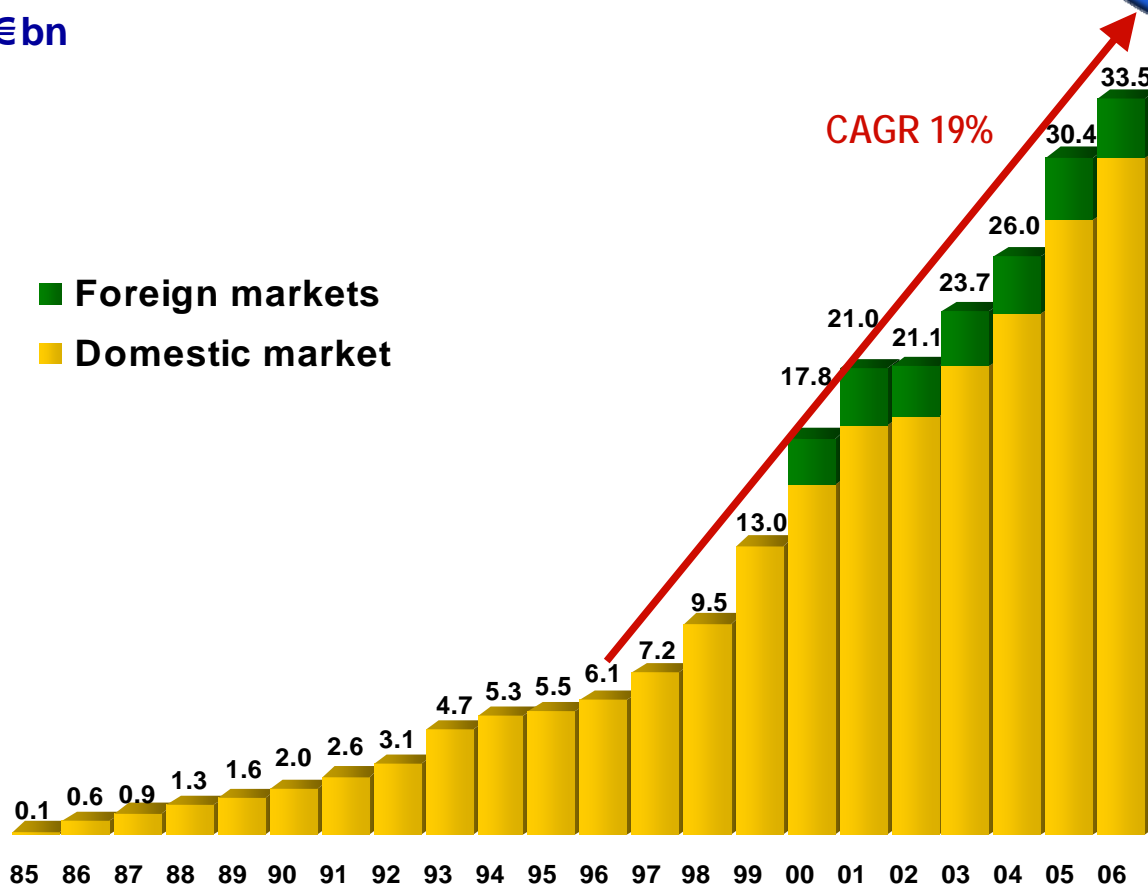


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Mediolanum
Facts

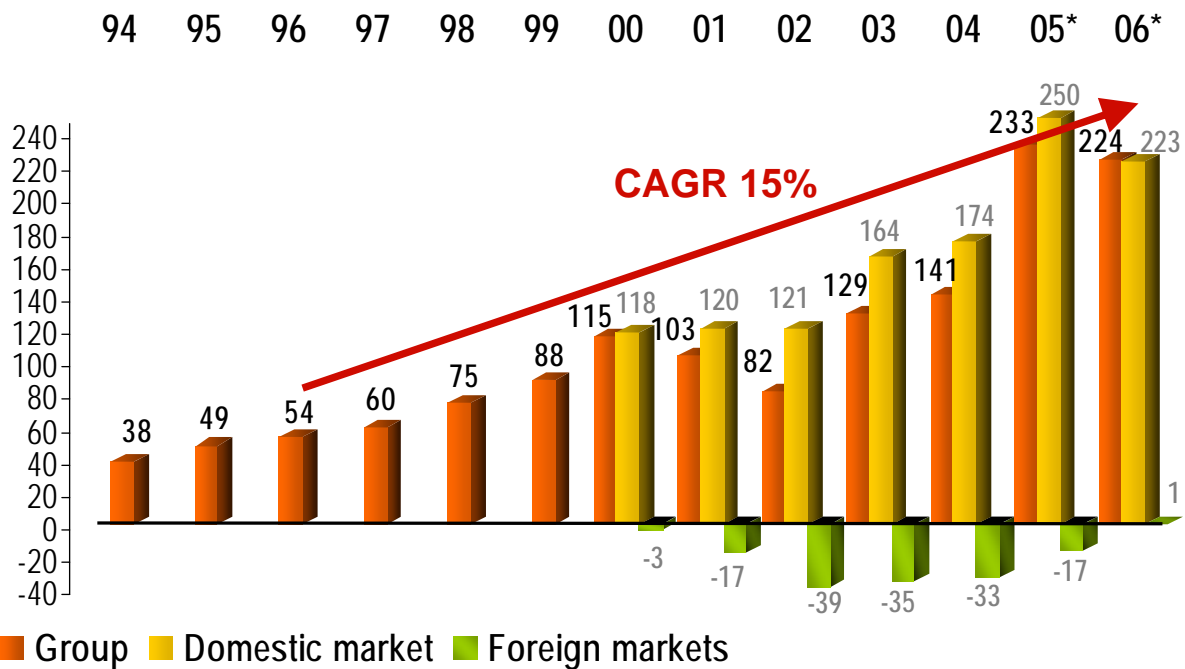
AuA 10-year CAGR

€bn



Net Profit 10-year CAGR

€mn

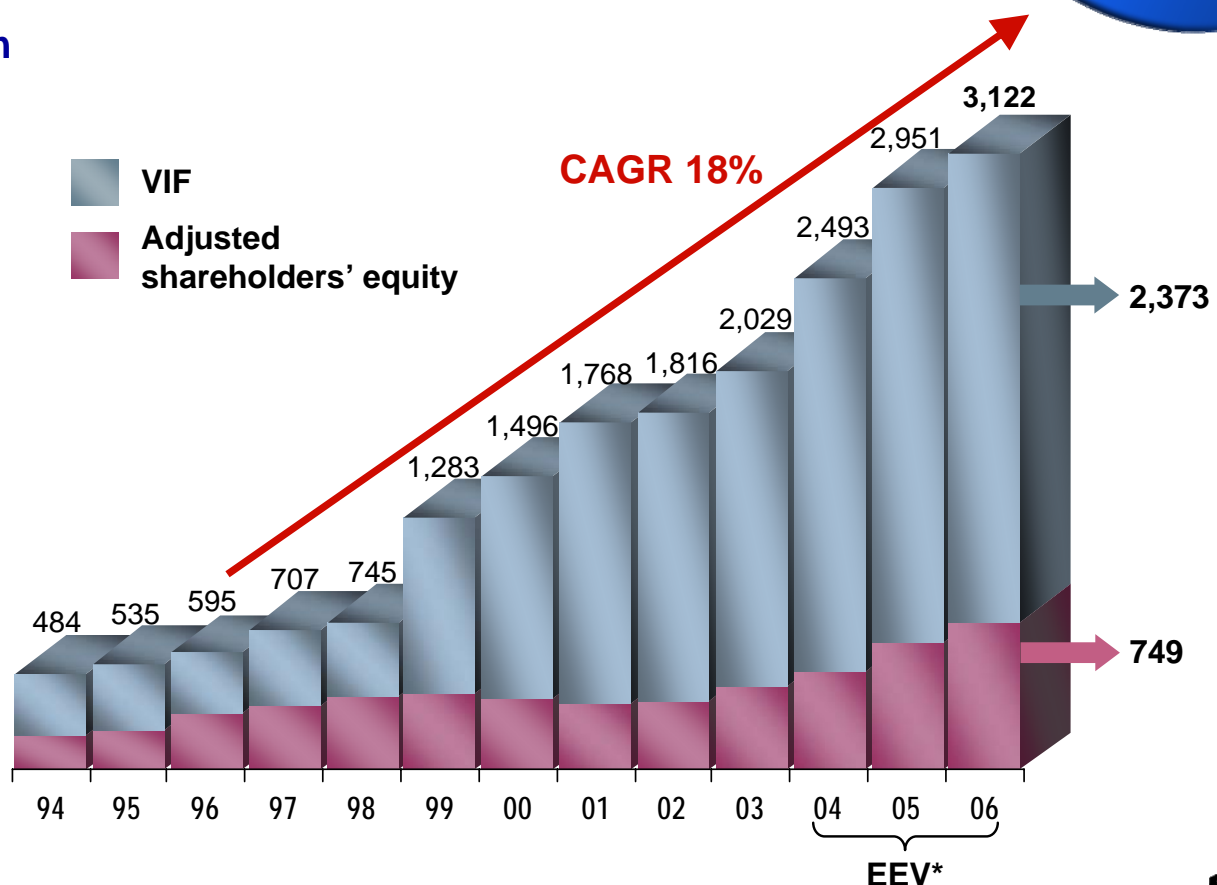


* IAS/IFRS



Embedded value 10-year CAGR

€mn



* including Spain & Italian banking business



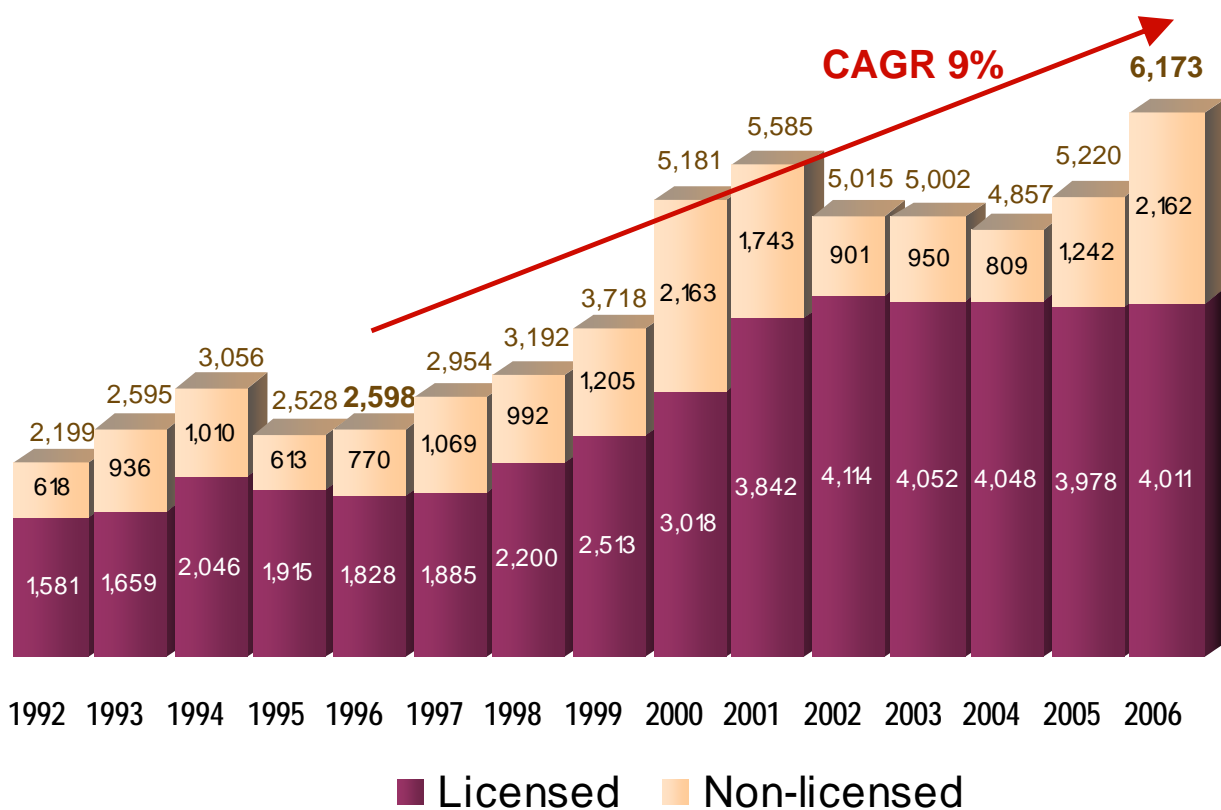
Total return index* 10-year CAGR



* Total returns to shareholders, June 3, 1996 – March 1, 2007
Index = 100 (June 3, 1996)



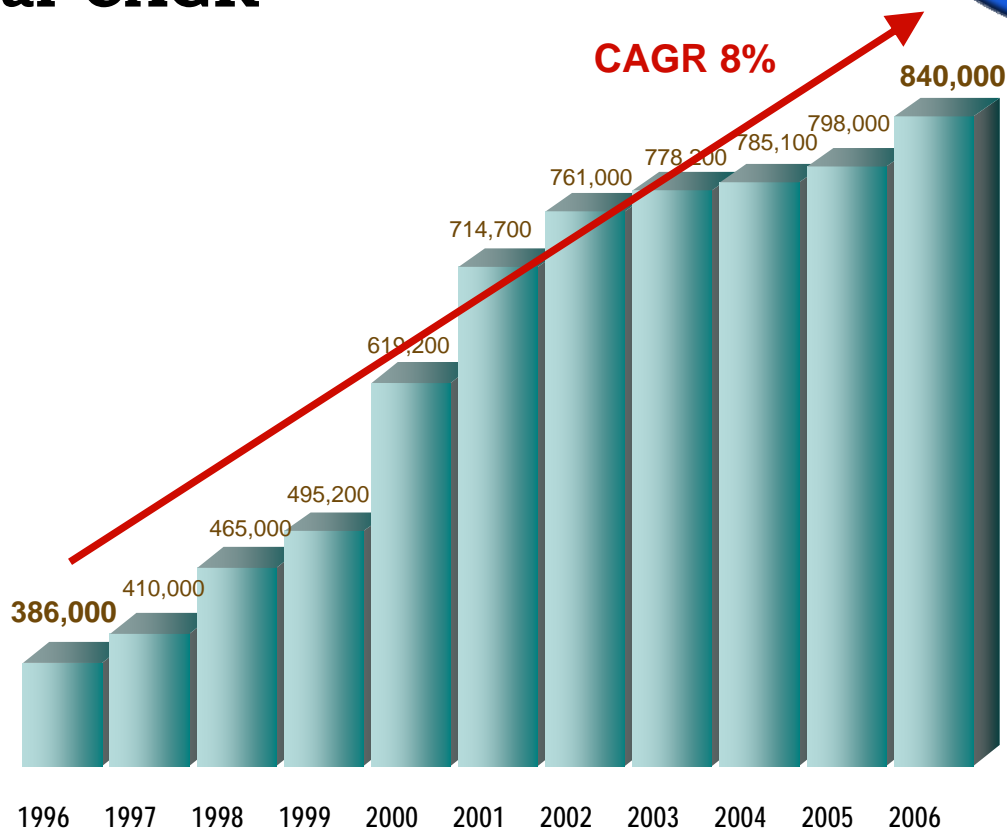
Sales network 10-year CAGR



Primary account holders 10-year CAGR

73

Mediolanum
Facts



Recently surpassed 1 million total customers!!!



Thank you!

Any questions?



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