



PROFIT AND LOSS FIGURES BY DIVISION AS AT 09/30/2013

Euro/thousands

	ITALY						SPAIN	GERMANY	Consolidation adjustments	TOTAL
	INSURANCE	BANKING	ASSET MAN.	OTHER	Consolidation adjustments	TOTAL				
Net premiums written	3.538.750	-	-	-	-	3.538.750	95.619	23.258	-	3.657.627
Amounts paid & change in technical reserves	(3.517.203)	-	-	-	-	(3.517.203)	(81.726)	(21.485)	-	(3.620.414)
Life revenues ex-commission	21.547	-	-	-	-	21.547	13.893	1.773	-	37.213
Entry fees	-	-	98.511	-	-	98.511	5.798	285	-	104.594
Management fees	176.635	-	227.441	-	-	404.076	12.451	4.387	-	420.914
Performance fees	55.781	-	67.973	-	-	123.754	3.740	1.743	-	129.237
Banking service fees	-	57.956	-	-	(423)	57.533	3.282	10.594	(5)	71.404
Other fees	1.082	2.599	19.579	-	-	23.260	885	272	-	24.417
Total commission income	233.498	60.555	413.504	-	(423)	707.134	26.156	17.281	(5)	750.566
Interest income and similar income	15.982	186.809	367	(10.607)	-	192.551	16.417	542	-	209.510
Net income on investments at fair value	2.211	10.785	4	1	-	13.001	640	57	-	13.698
Net financial income	18.193	197.594	371	(10.606)	-	205.552	17.057	599	-	223.208
Equity method	-	-	-	(4.014)	-	(4.014)	-	-	-	(4.014)
Net realised gains on other investments	(2.013)	35.187	288	-	-	33.462	9.929	-	-	43.391
Net impairment of loans	-	(8.158)	-	-	-	(8.158)	(361)	-	-	(8.519)
Net impairment of other investments	22	(625)	(279)	-	-	(882)	-	-	-	(882)
Income from other investments	(1.991)	26.404	9	-	-	24.422	9.568	-	-	33.990
Other revenues	8.001	6.607	162	-	-	14.770	744	367	(76)	15.805
TOTAL REVENUES	279.248	291.160	414.046	(14.620)	(423)	969.411	67.418	20.020	(81)	1.056.768
Sale network commission expenses	(71.587)	(32.541)	(190.233)	-	-	(294.361)	(17.173)	(2.986)	5	(314.515)
Other commission expenses	(6.020)	(9.678)	(11.192)	-	-	(26.890)	(2.374)	(9.296)	-	(38.561)
G&A expenses	(66.214)	(131.240)	(63.462)	-	423	(260.493)	(21.329)	(10.275)	76	(292.021)
Amortisation and depreciation	(6.485)	(5.481)	(1.716)	-	-	(13.682)	(1.089)	(431)	-	(15.202)
Provision for risks and charges	(86)	(1.978)	(219)	-	-	(2.283)	75	-	-	(2.208)
TOTAL COSTS	(150.392)	(180.918)	(266.823)	-	423	(597.710)	(41.890)	(22.988)	81	(662.507)
PROFIT (LOSS) BY SEGMENT BEFORE TAX	128.856	110.242	147.223	(14.620)	-	371.701	25.528	(2.968)	-	394.261
Income Tax	-	-	-	-	-	(87.171)	(5.577)	(297)	-	(93.045)
NET PROFIT (LOSS)	-	-	-	-	-	284.530	19.951	(3.265)	-	301.216



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	ITALY						SPAIN	GERMANY	Consolidation adjustments	TOTAL
	INSURANCE	BANKING	ASSET MAN.	OTHER	Consolidation adjustments	TOTAL				
<i>Euro/thousands</i>										
Net premiums written	5.578.665	-	-	-	-	5.578.665	65.997	18.762	-	5.663.424
Amounts paid & change in technical reserves	(5.564.037)	-	-	-	-	(5.564.037)	(55.702)	(16.305)	-	(5.636.044)
Life revenues ex-commission	14.628	-	-	-	-	14.628	10.295	2.457	-	27.380
Entry fees	-	-	75.106	-	-	75.106	3.571	175	-	78.852
Management fees	162.552	-	170.288	-	-	332.840	9.482	3.927	-	346.249
Performance fees	54.572	-	75.390	-	-	129.962	2.948	938	-	133.848
Banking service fees	-	60.245	-	-	(451)	59.794	2.814	9.288	(5)	71.891
Other fees	607	8.090	19.570	-	-	28.267	810	185	-	29.262
Total commission income	217.731	68.335	340.354	-	(451)	625.969	19.625	14.513	(5)	660.102
Interest income and similar income	10.236	211.716	603	(10.513)	-	212.042	25.023	848	-	237.913
Net income on investments at fair value	77.719	30.127	1	3	-	107.850	1.668	695	-	110.213
Net financial income	87.955	241.843	604	(10.510)	-	319.892	26.691	1.543	-	348.126
Equity method	-	-	-	(56.881)	-	(56.881)	-	-	-	(56.881)
Net realised gains on other investments	7.009	744	318	-	-	8.071	(183)	-	-	7.888
Net impairment of loans	-	(5.446)	-	-	-	(5.446)	(222)	-	-	(5.668)
Net impairment of other investments	-	(872)	(800)	(2)	-	(1.674)	-	-	-	(1.674)
Income from other investments	7.009	(5.574)	(482)	(2)	-	951	(405)	-	-	546
Other revenues	8.695	9.240	334	-	-	18.269	805	599	(88)	19.584
TOTAL REVENUES	336.018	313.844	340.810	(67.393)	(451)	922.828	57.011	19.112	(93)	998.858
Sale network commission expenses	(71.881)	(42.887)	(130.123)	-	-	(244.891)	(12.343)	(2.728)	5	(259.957)
Other commission expenses	(4.755)	(9.958)	(8.262)	-	-	(22.975)	(2.033)	(8.001)	-	(33.009)
G&A expenses	(60.575)	(119.982)	(61.511)	-	451	(241.617)	(19.949)	(10.495)	88	(271.973)
Amortisation and depreciation	(2.168)	(4.942)	(1.627)	-	-	(8.737)	(1.127)	(551)	-	(10.415)
Provision for risks and charges	(3.594)	(8.845)	(2.499)	-	-	(14.938)	(3.673)	-	-	(18.611)
TOTAL COSTS	(142.973)	(186.614)	(204.022)	-	451	(533.158)	(39.125)	(21.775)	93	(593.965)
PROFIT (LOSS) BY SEGMENT BEFORE TAX	193.045	127.230	136.788	(67.393)	-	389.669	17.886	(2.663)	-	404.892
Income Tax	-	-	-	-	-	(109.608)	(3.539)	(264)	-	(113.411)
NET PROFIT (LOSS)	-	-	-	-	-	280.061	14.347	(2.927)	-	291.481