



**MEDIOBANCA**  
*Banca di Credito Finanziario S.p.A.*

# **1Q results as at 30 September 2008**

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Milan, 28 October 2008

# 1Q09<sup>1</sup>: decelerating but solid result

MB Group

- **Solid balance sheet**
  - Funding further increased to €47bn (+4%), reasonable cost of funding
  - Loan portfolio to €36bn (+3%), excellent asset quality
  - Treasury further increased to €11bn (+6%)
- **CIB ⇒ net profit flat**
  - NII up 13%, €158 gain from AFS stake disposal, no losses in trading
  - Deceleration in fees
  - No material impact in P&L from new IAS 39 criteria<sup>2</sup>
- **PI ⇒ results halved** due to lower contribution from investee companies
- **RPB ⇒ self-financing business line: net profit €25m, despite CheBanca! start-up costs**
  - Consumer credit: merger executed, integration underway, profitability preserved
  - Private banking: earnings resilient due to CMB

<sup>1</sup> Results reported for the first time i) including Linea figures (Sept 07 restated); ii) according to new business plan segmentation: Corporate & Investment Banking (“CIB”), Principal Investing (“PI”) and Retail & Private Banking (“RPB”)

<sup>2</sup> €543m of bonds have been transferred to loan portfolio, thus avoiding a €7m charge to P&L

# Still a good P&L performance and solid balance sheet

MB Group

P&L KPIs (€m)			
	Sept 07PF*	Sept 08	Δ
Income	685	594	-13%
Income (PI exc.)			-3%
Costs	127	159	+25%
Ordinary costs			+3%
Risk provisions	62	76	+22%
Net profit	390	310	-20%

Balance sheet KPIs (€bn)		
	June 08	Sept 08
Loans	34.6	35.7
Funding	45.6	47.3
Treasury	10.2	10.8
Net equity	5.7	5.8
Tangible net equity	5.3	5.4

} 0.8x

\* Restated to include Linea figures

Group



# Liquidity and funding not an issue

MB Group

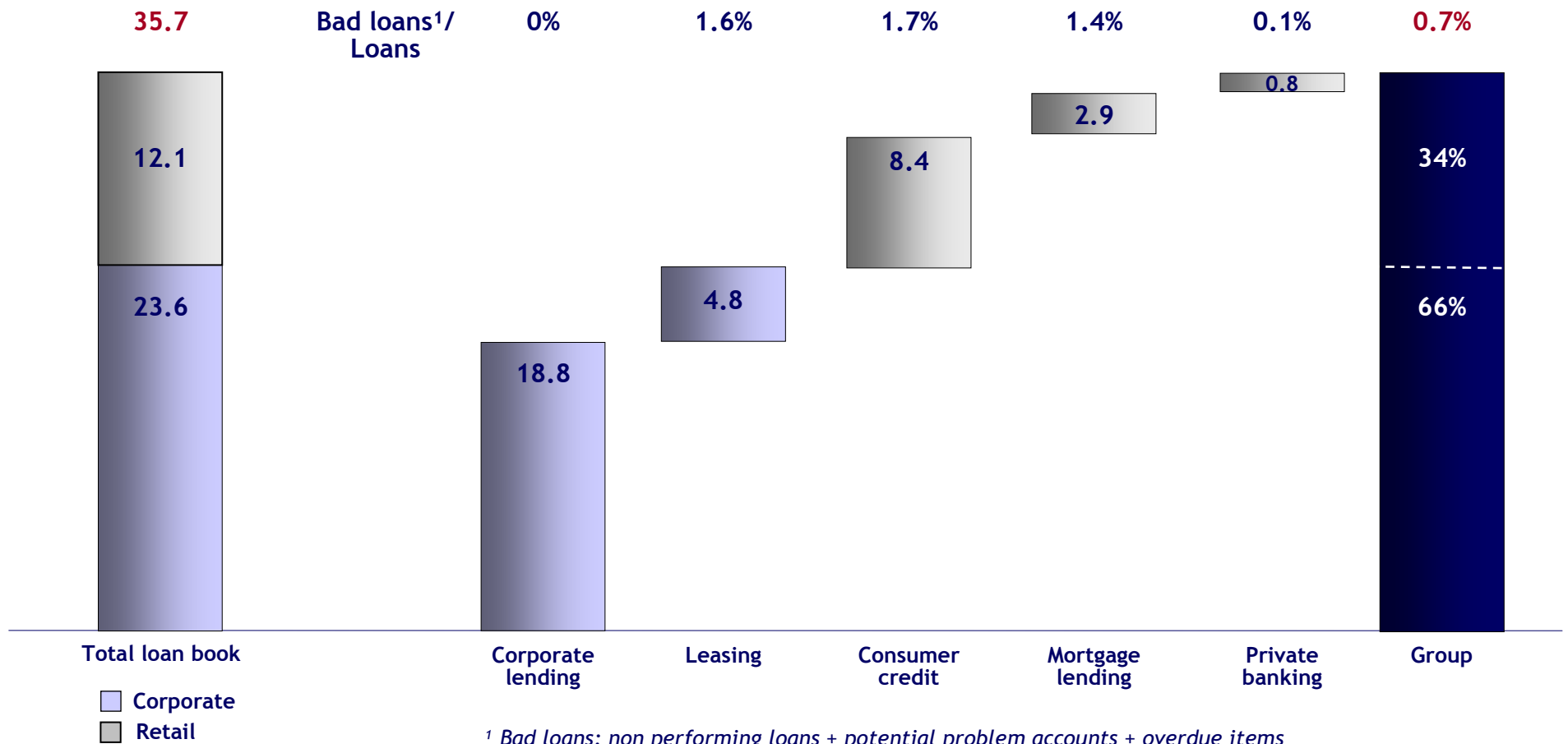
High rating	Standard & Poor      AA-									
Strong capital	<table border="0"> <tr> <td>Core Tier 1</td> <td>10.3%</td> <td>(June 08)</td> </tr> <tr> <td>Total Capital</td> <td>11.9%</td> <td>(June 08)</td> </tr> <tr> <td>Total asset / tangible equity</td> <td>10.3x</td> <td></td> </tr> </table>	Core Tier 1	10.3%	(June 08)	Total Capital	11.9%	(June 08)	Total asset / tangible equity	10.3x	
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Good liquidity	<table border="0"> <tr> <td>Funding</td> <td>up to €47bn, €15bn raised in the last 15m</td> </tr> <tr> <td>Treasury</td> <td>up to €11bn</td> </tr> </table>	Funding	up to €47bn, €15bn raised in the last 15m	Treasury	up to €11bn					
Funding	up to €47bn, €15bn raised in the last 15m									
Treasury	up to €11bn									
Funding sources diversified	60% of new funds raised in retail									
Cost of funding under control	Compound average cost of new funds: 35 bps									



# Well diversified loan book, excellent asset quality

MB Group

Loan book: Sept 08 breakdown (€bn and %)

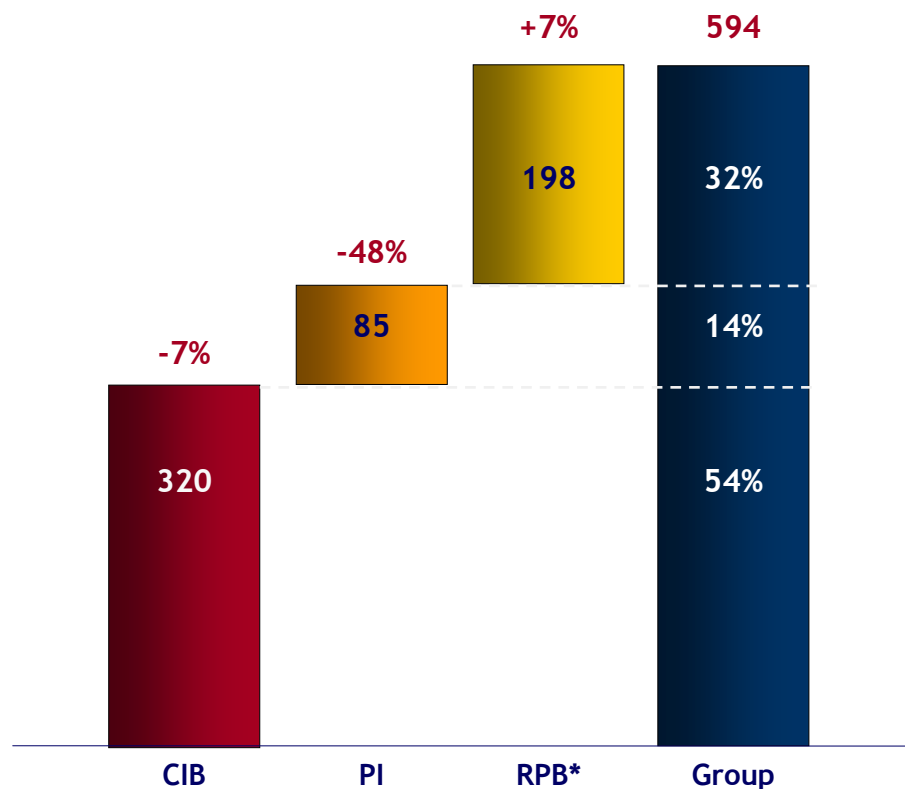
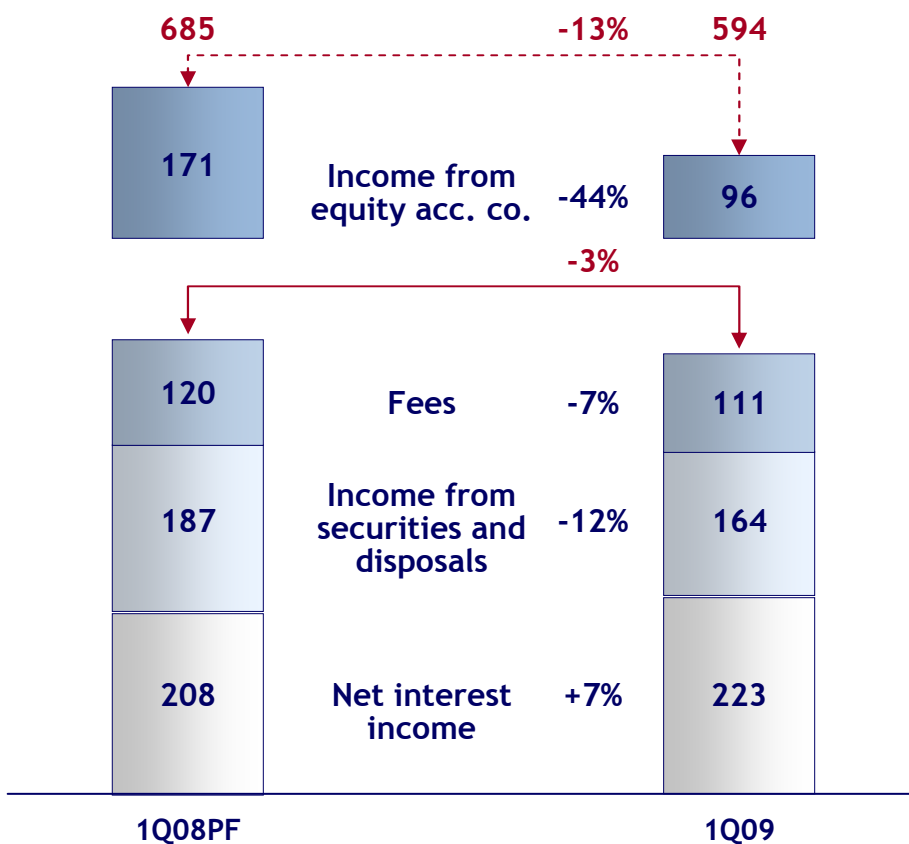


# Income reduction due to PI; good results by CIB and RPB

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Income by component (€m)

1Q09 income by division (€m and %)



\* Esperia consolidated pro-rata

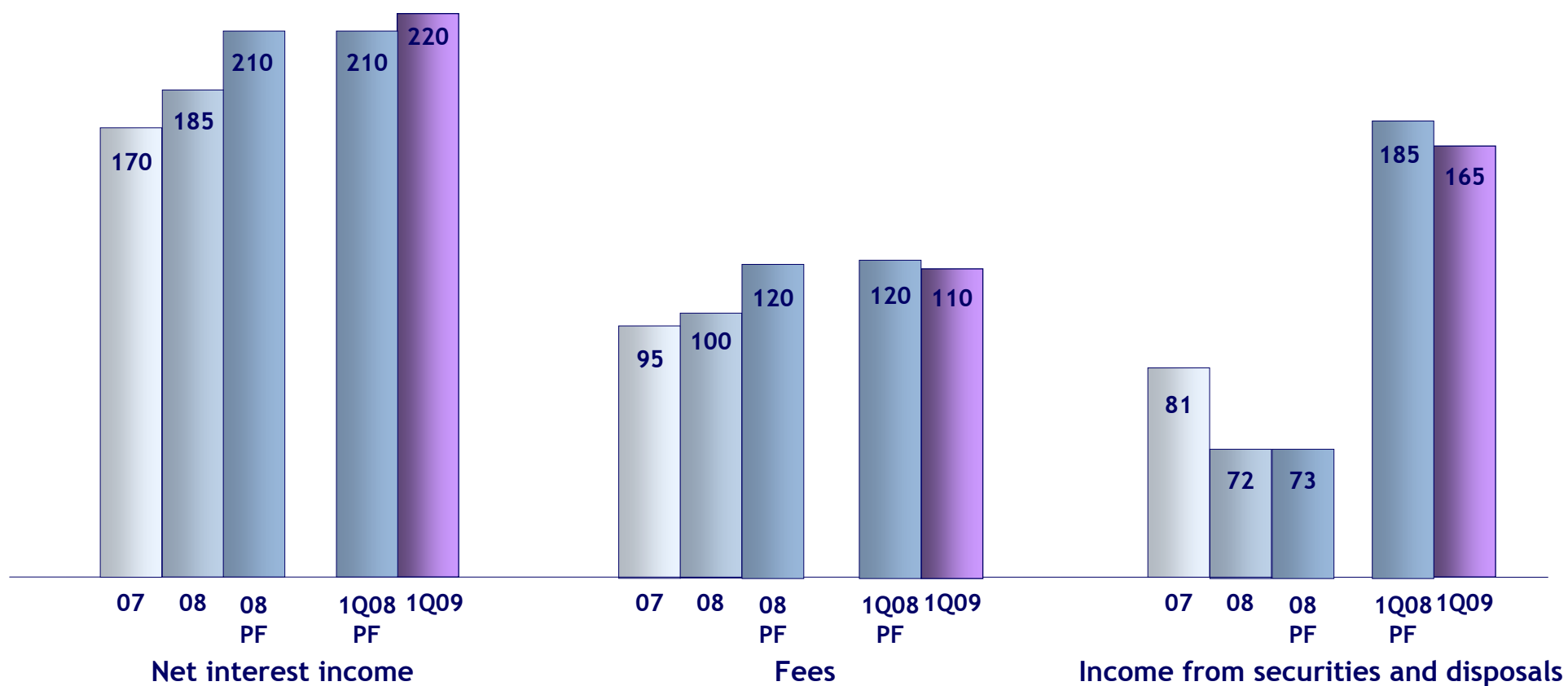
Group



# Resilient income from banking

MB Group

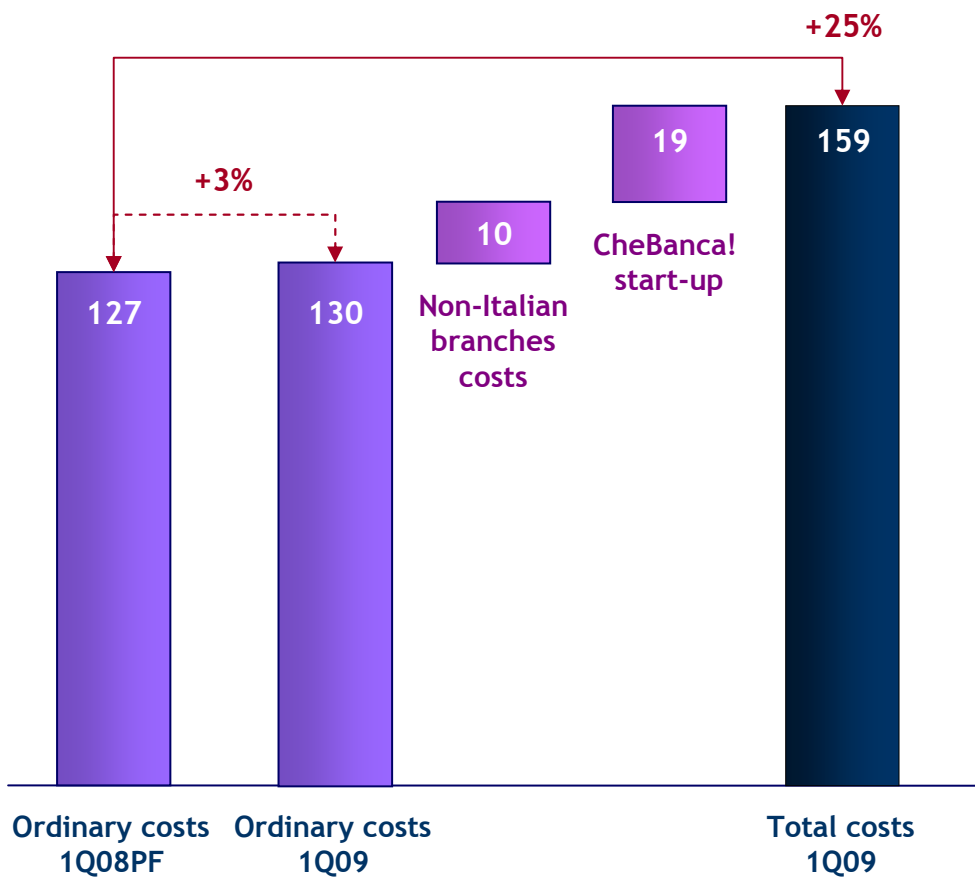
Trend in average quarterly income by source (€m)



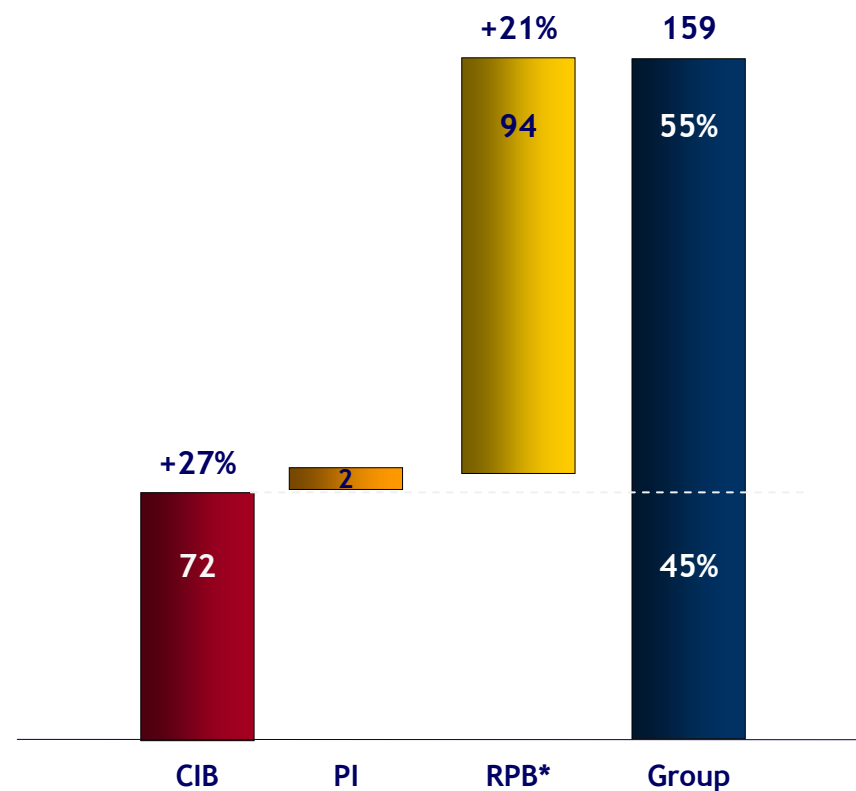
# Costs driven by enhancement of distribution network

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Cost trend by component (€m)



1Q09 cost by division (€m and %)



\* Esperia consolidated pro-rata

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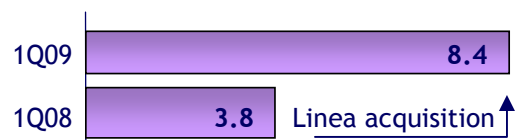


# Cost of risk under control, but worsening

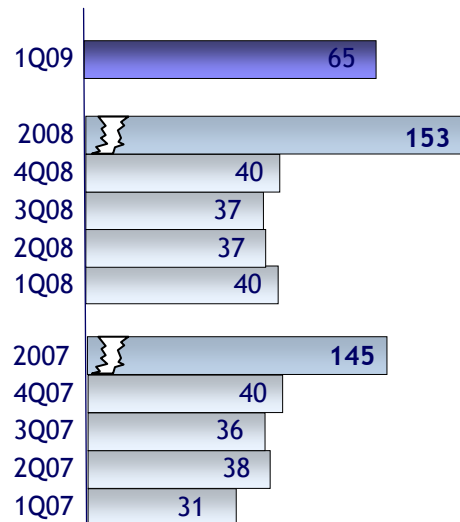
MB Group

## Consumer finance

### Loan book (€bn)

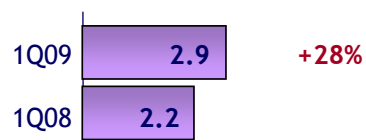


### Loan provisions (€m)

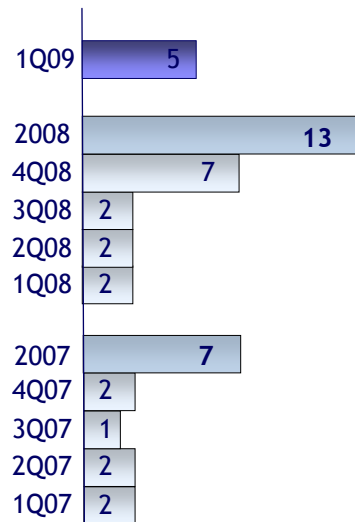


## Mortgage lending

### Loan book (€bn)

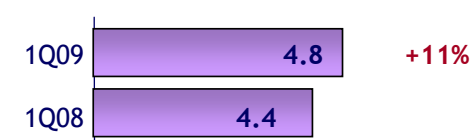


### Loan provisions (€m)

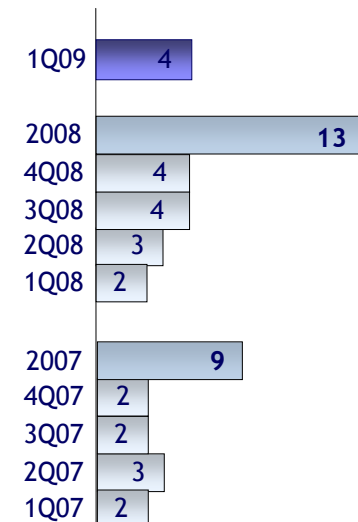


## Leasing

### Loan book (€bn)



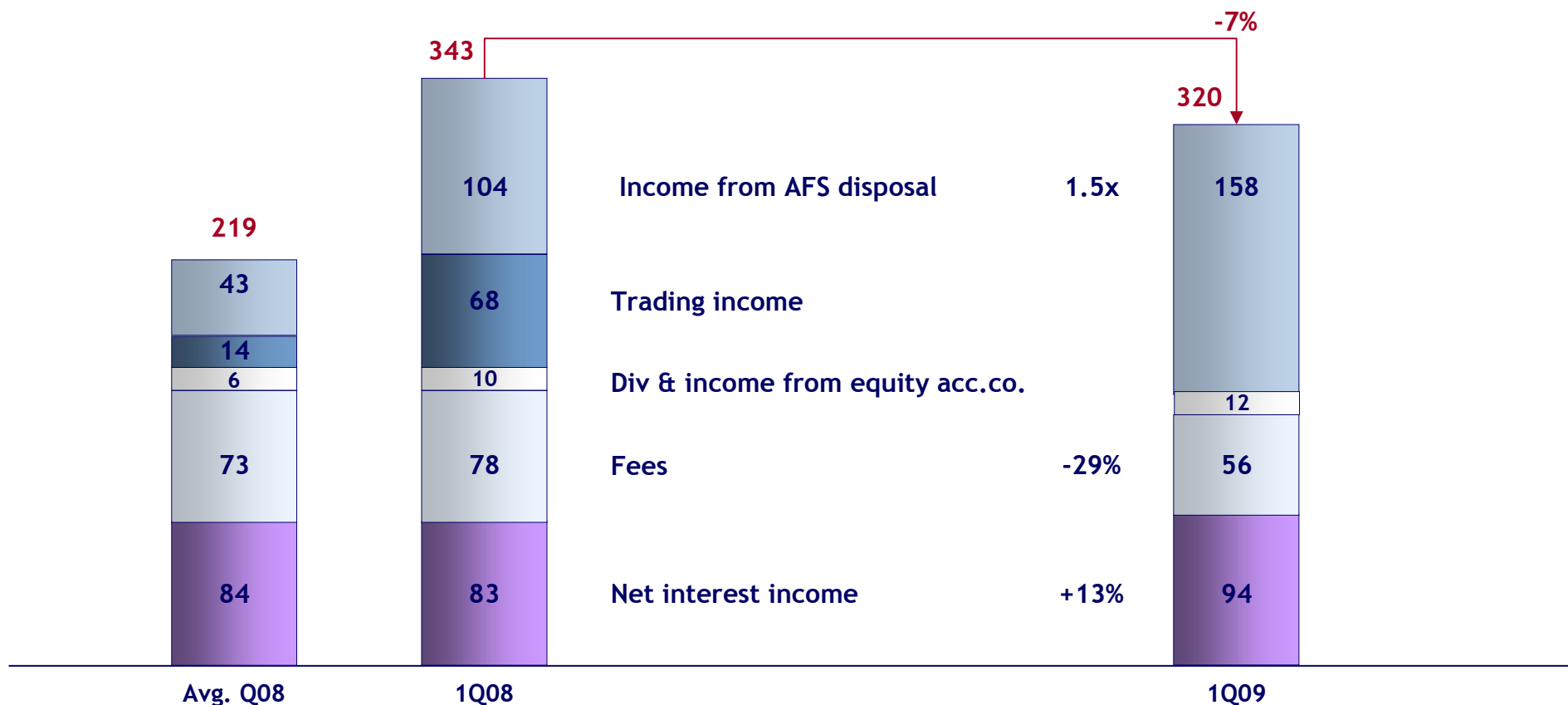
### Loan provisions (€m)



# CIB: sound contribution from NII/disposals

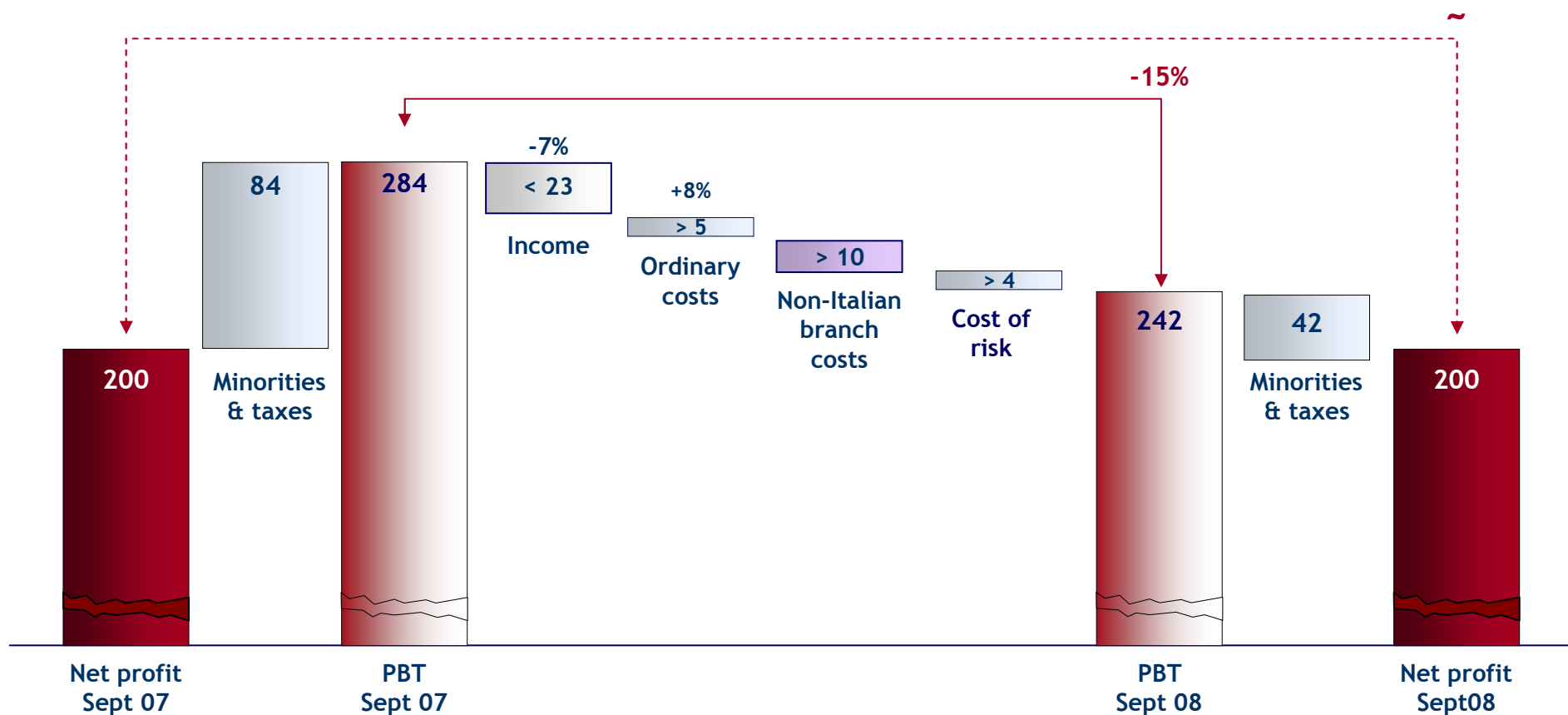
Corporate & Investment Banking

## Income by component trend (€m)



# Net profit flat

## Net profit trend (€m)

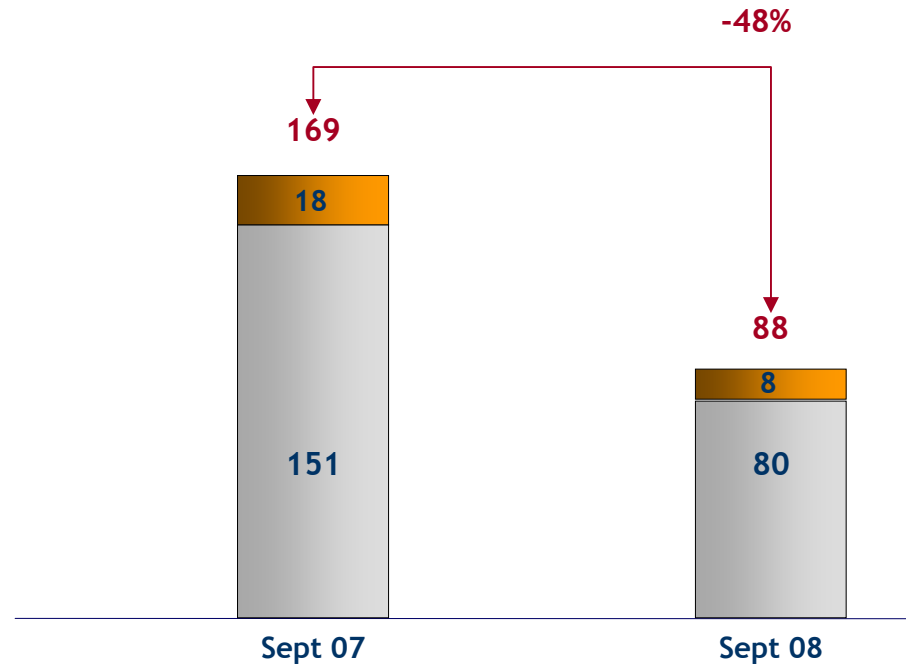
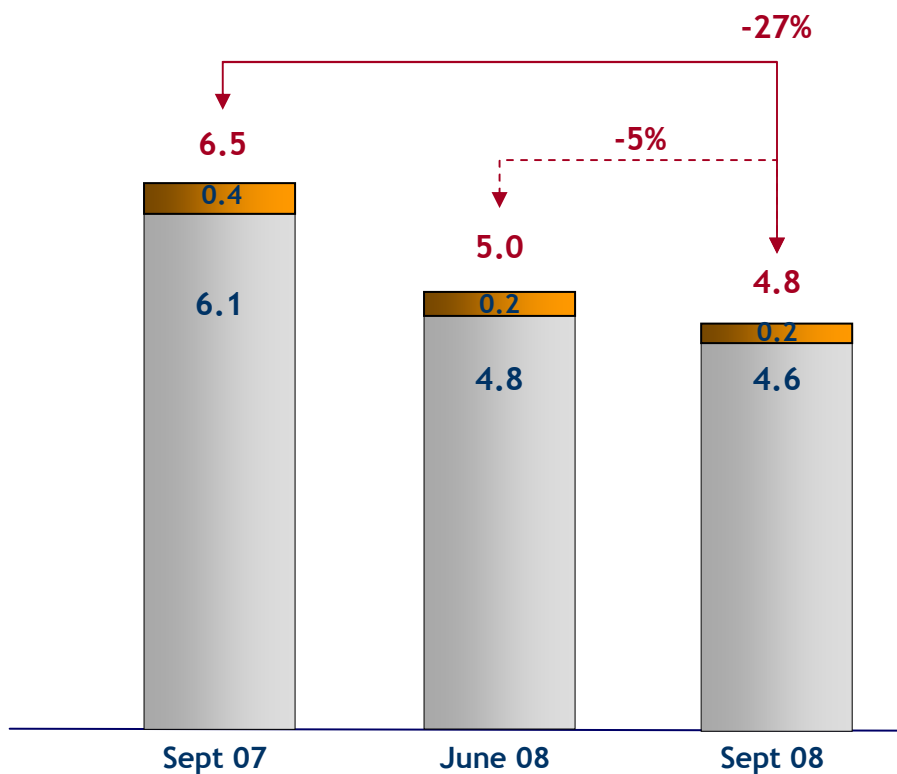


# PI: market impact on both NAV and income

Principal Investing

NAV trend (€bn)

Income trend (€m)

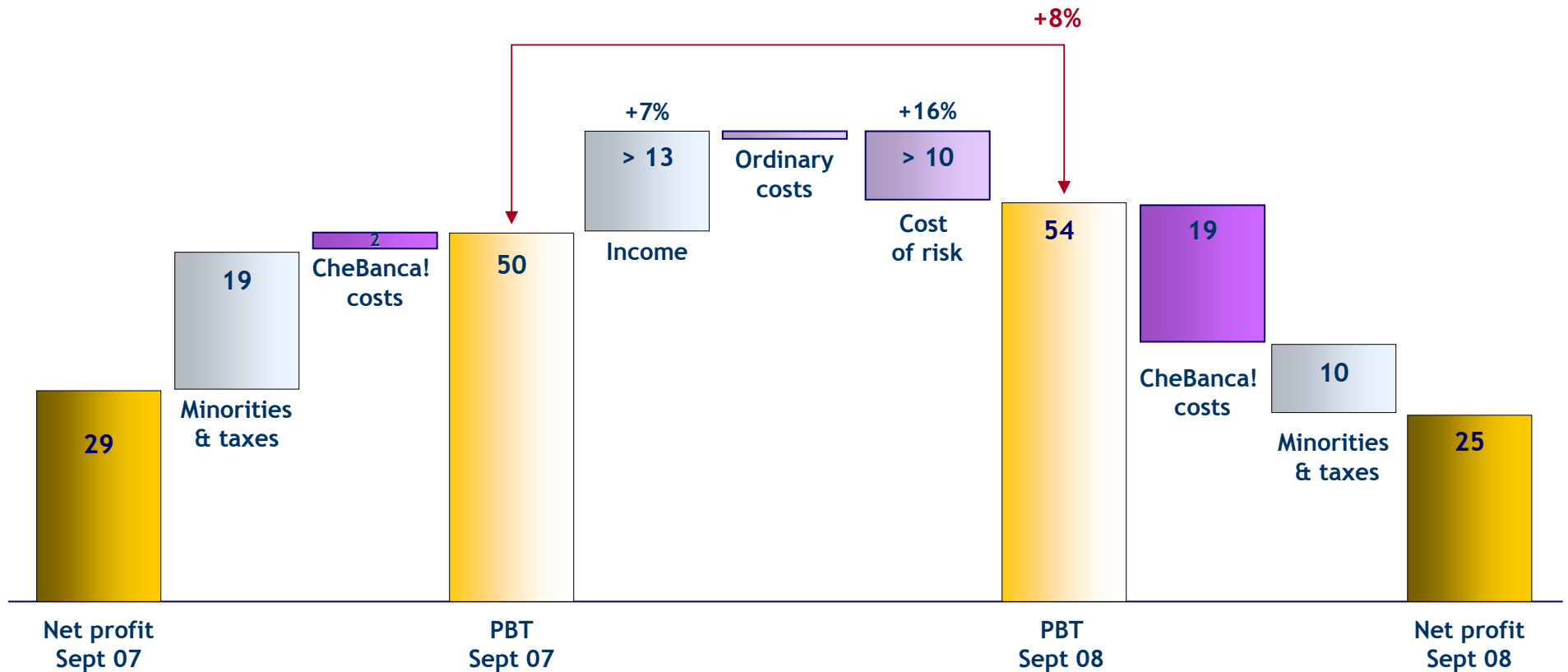


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# RPB: self-financing business line

Retail & Private Banking

## Net profit trend (€m)

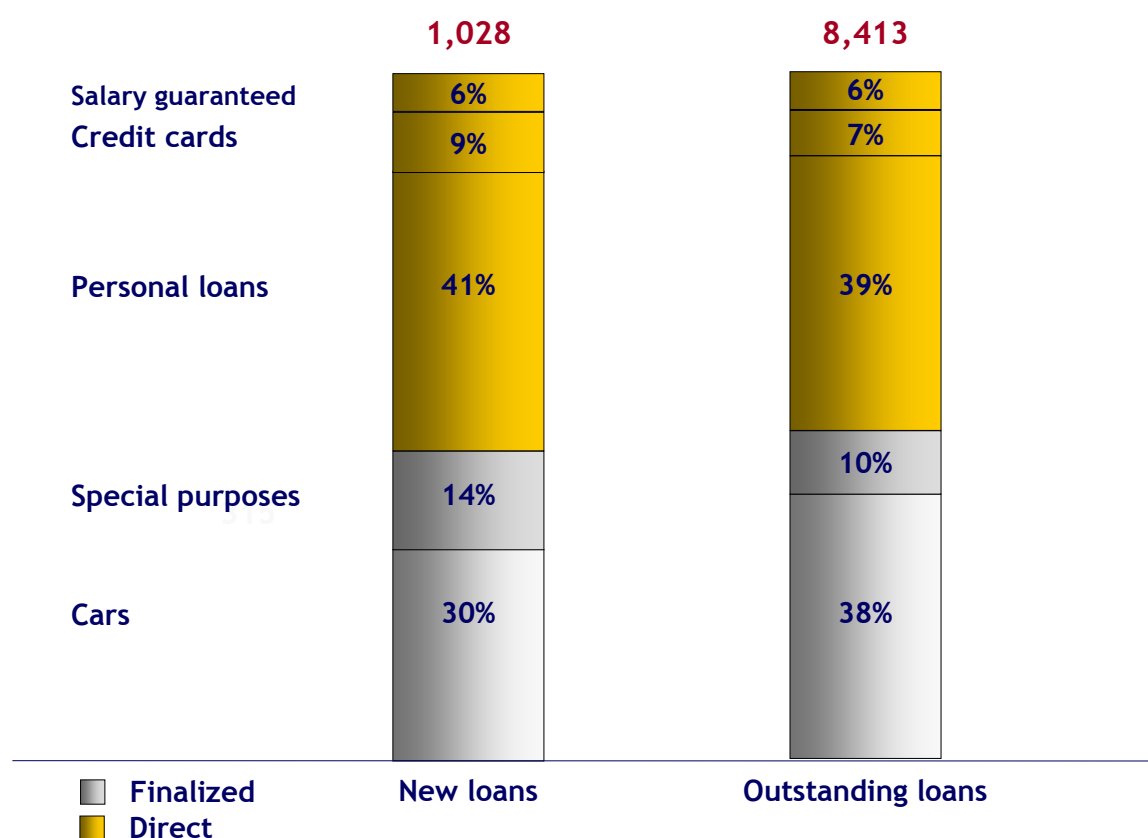


# Consumer finance: merger executed, profitability preserved

Retail & Private Banking

## 1Q09 new and outstanding loans by product (€m and %)

## Consumer finance P&L (€m)

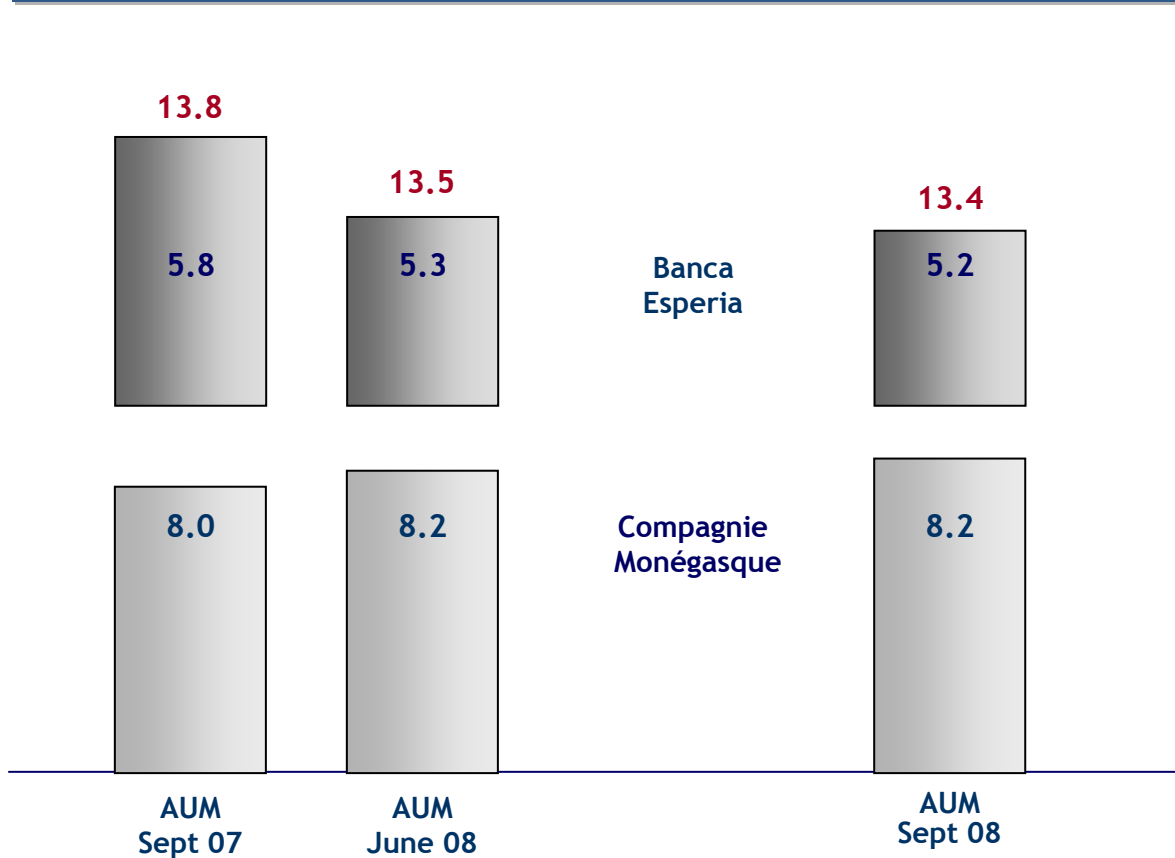


	Sept07	Sept 08	Δ
Income	142	149	+5%
Fees	29	43	+50%
Costs	51	52	+2%
Risk provisions	58	65	+12%
Net profit	15	18	+22%

# Private banking resilient thanks to CMB banking activity

Retail & Private Banking

## AUM trend (€bn)



## Private banking P&L (€m)

	Sept07	Sept 08	Δ
<b>Income</b>	33	36	+9%
<i>NII</i>	7	15	+1x
<i>Fees</i>	21	19	-10%
<b>Costs</b>	18	18	-1%
<b>Net profit</b>	14	18	+27%



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