



B A N K

## 3Q16 Results

Company overview – January 2017

FINECO. THE BANK THAT SIMPLIFIES BANKING.

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# Agenda

## Highlights

-  3Q16 Results

-  Further opportunities

## Introducing Fineco

- **Leading multichannel direct bank** in Italy, pioneer in anticipating sector trends since 1999
- **One single account with multiple service access**
  - Online traditional banking services
  - Trading platforms
  - Investment services with multi-brand product offer and guided open architecture approach
- **Fully Integrated “products – distribution”** approach mainly through Personal Financial Advisors (PFAs) (#3 in Italy) and online / mobile banking
- **Highly loyal and growing base of over 1.1mln clients**
- **Simplicity, transparency and innovation** at heart of our business model

**60.2bn**

TFA  
2016

**5.0bn**

net sales  
Jan-Dec 2016

**421mln**

9M16 revenues

**+3.3%**

revenues y/y

**2,626**

PFAs Sep16

**99%**

client satisfaction

**162mln**

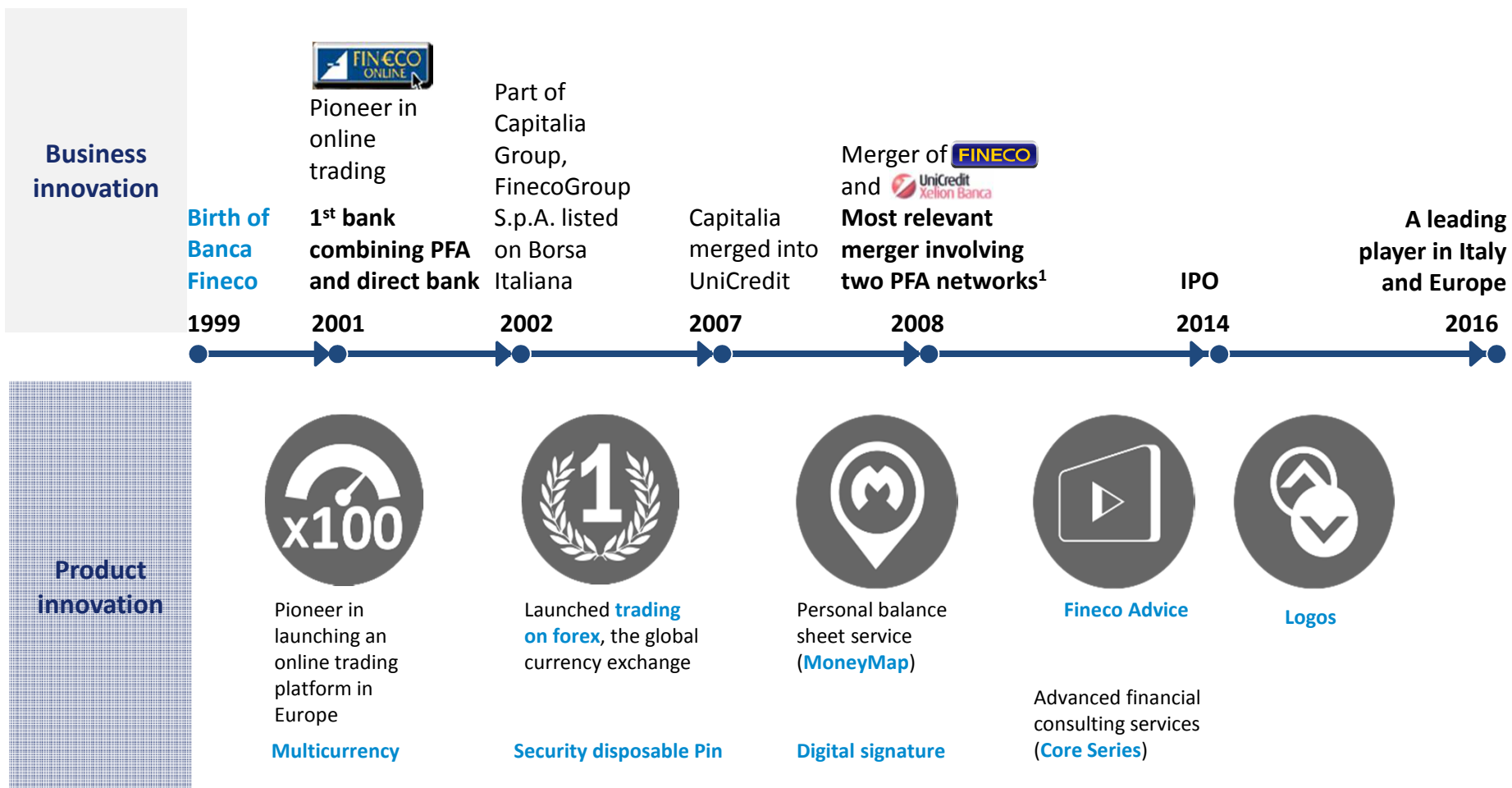
9M16 net income

**40%**

annualized ROE\*

# Growth and Innovation History

*The bank for the future ... dating back to 1999*



Note:  
1 In terms of size of PFA networks involved

Innovation continues ...



# Fineco Highlights

*Unique business model, leading position in core segments, recurring profitability and attractive growth*

Attractive market	In the "sweet spot" to capture healthy long term sector dynamics
	Leading position in core markets, difficult to replicate
Successful business model	Unique, fully integrated business model (a "One Stop Solution")
	Complete, innovative and high quality product offering, providing "transactional" liquidity
	Demonstrated ability to attract and retain retail customers
	Operating platform excellence, simple to access
Solid financials	Well diversified, highly recurrent profitability over the cycle with strong operating leverage
	Solid balance sheet and liquidity

# Integrated Business Model

*Fully integrated offer of banking, investing and brokerage services via a truly direct multi-channel approach, already at the forefront of banking distribution evolution*



## Online banking

**99%** of total number of executed orders initiated online<sup>1</sup>

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## Mobile banking

**2.7mln** monthly logins and **18%** of total orders executed

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## Physical distribution network

**2,626** PFAs and **353** offices as of Sep16

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## Customer care

**C.17%** of total Fineco headcount

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## ICT Department

**C.20%** of total Fineco headcount

Notes:

<sup>1</sup> Including a wide range of executed orders, among others RID, MAV, payments, checks, Telepass and utility bills

# Focus on trading platforms

## Key figures as of Sept 2016

**20.9m** Executed orders

**19.63%** Market share in equity trading in Italy as of June'16

**C. 140k** Active clients



*#1 broker in Italy since 2004  
(by volumes and # of executed orders in equity / futures)  
#1 broker in Europe*



**Multichannel integrated platform with ease of access**



**Fully integrated services, with access to 4 trading platforms**

*(web, mobile, Powerdesk, Logos)*



**Order internalisation**  
*equity, bond and forex*

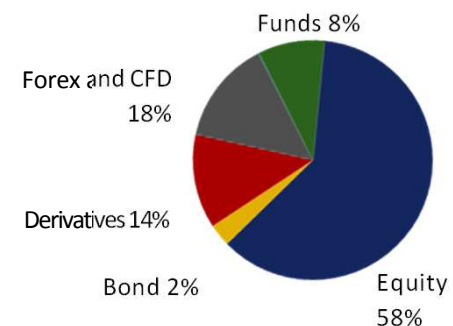


**Direct member of prominent stock exchanges**

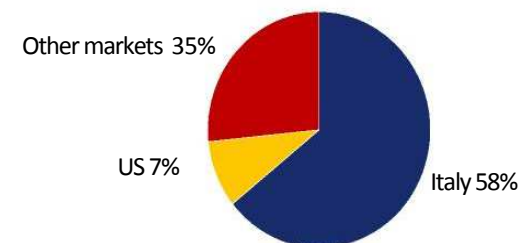
*providing best time to market and quality of information*

## Well diversified platform

### By product<sup>1</sup>



### By geography<sup>2</sup>



Note:

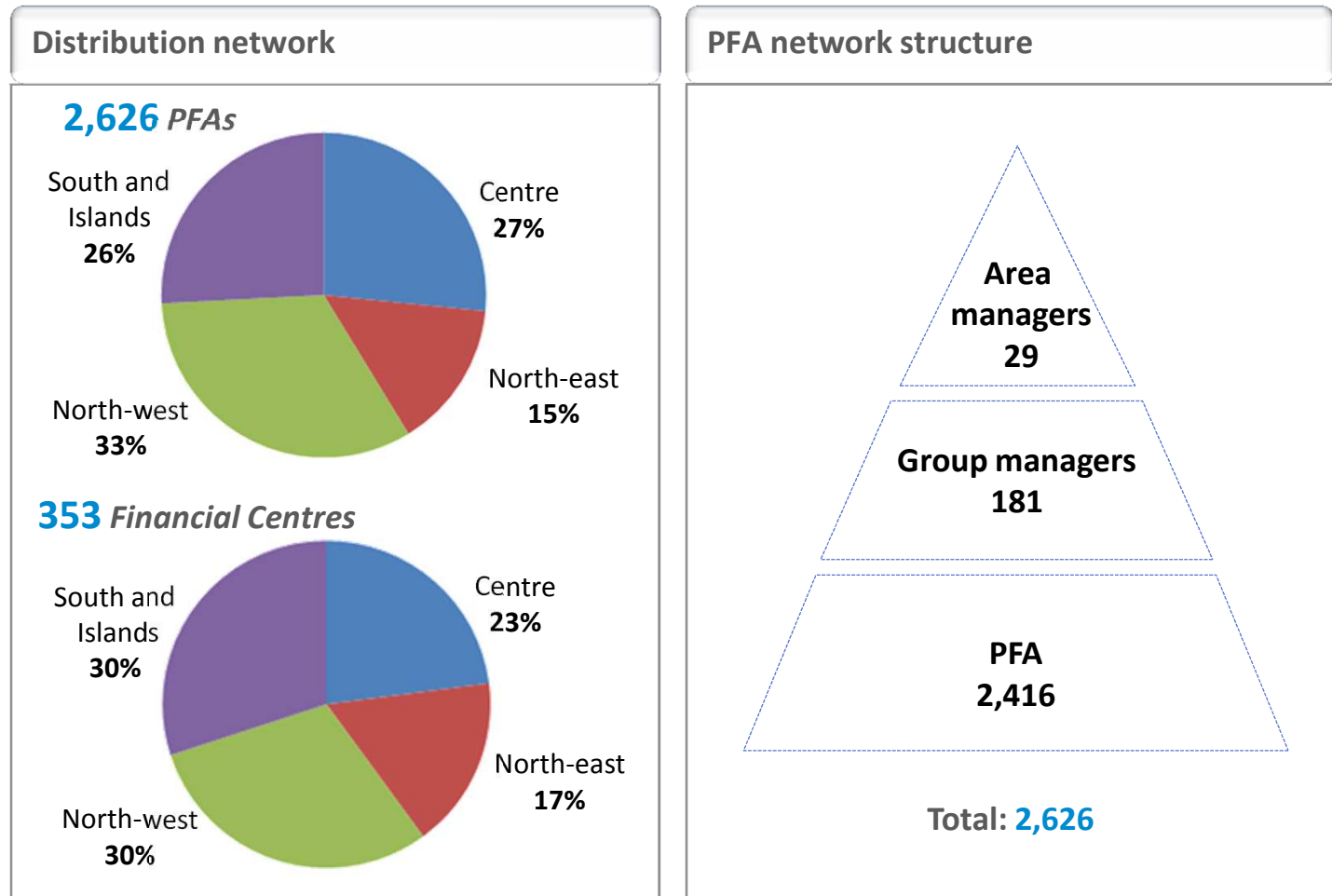
1. Breakdown by number of transactions on registered securities and other products as of 9M16. The breakdown by product does not include PCT as close to 0%
2. Breakdown by number of executed orders on registered securities only as of 9M16



# PFA network distribution – as of September 2016

*Capillary network, well spread across Italian regions, with lean structure*

> **€49.2 bn**  
Total Financial Assets  
related to PFAs



## Limited TFA concentration per Personal Financial Advisor

*PFA network with limited TFA concentration, hence minimizing "key man" risk*

➤ Almost 898 PFAs with TFA in excess of €20m ...

➤ ... representing **c.32.8% of total PFAs** and **c.64% of total TFA**

Breakdown of PFAs by per capita TFA<sup>1</sup>

TFA (€m)	# of PFAs	% on total PFA	% total TFA	Average seniority at Fineco
0-5	368	17.4%	1.8%	4.0
5-10	488	17.9%	7.7%	9.3
10-15	475	17.4%	12.2%	12.6
15-20	397	14.5%	14.3%	14.1
20-25	296	10.8%	13.7%	13.8
25-35	306	11.2%	18.8%	13.7
> 35	296	10.8%	31.5%	14.7
<b>Total</b>	<b>2626</b>	<b>100%</b>	<b>100%</b>	<b>11.2</b>

Note:

<sup>1</sup> As of 30-Sept-16

## Latest Awards



### World Finance 100

*The international magazine World Finance 100 positioned Fineco among the 100 top corporations of 2015, from a selection of 17 banks at a global level*



### The most recommended bank

*Fineco is the most recommended bank in the world by word of mouth from customers, non-customers and former customers, according to a survey by the Boston Consulting Group*



### Global Finance Award 2016

- *Italy: Best Digital Bank*
- *Italy: Best Online Deposit, Credit and Investment Product Offerings*
- *Italy: Best in Social Media*



### Global Brands Magazine 2016

- *Most Innovative Financial Brand Italy*
- *Best Financial Brand Italy*
- *Most Innovative Financial Advisory Brand Italy*

# Agenda

- Highlights
- **3Q16 Results**
- Further opportunities

## 3Q key messages

### Delivery of consistent results in every market condition

**Growing revenues thanks to a very well diversified business model with smooth quarterly path**

**Cost reduction on the way of a strong operating leverage and best-in-class IT platform**

**Increased Net Profit confirming the effectiveness of a unique business model**

### Healthy growth and sustainability at the heart of Fineco's business model

**Cost of funding close to zero**

**Clients' acquisition leveraging on high quality services**

**Organic growth as main engine of growth (89%<sup>(1)</sup> out of total inflows)**

**Selected recruits to improve the quality and related costs well under control**

<sup>(1)</sup> Organic Net Sales calculated as total Net Sales minus Net Sales coming from Recruiting

## Executive Summary

- **3Q16 net profit at 44.6mln including -11mln gross related to Deposit Guarantee Scheme (DGS). Net of this, net profit at 52.0mln (+4.4% q/q), the best quarter of the year**, confirming the effectiveness of a unique business model able to generate strong performance in every market condition
- **9M16 net profit at 162.4mln**, 145.6mln net of 2Q positive non recurring items<sup>1</sup> (-2.2% y/y). Excluding DGS, net profit at 152.9 mln **(+2.8% y/y on a comparable basis)**
- **Cost/income down at 42%** as of Sept16, **-0.4p.p. y/y**, thanks to positive dynamics on net interest income (+4.1% y/y), trading income (+2.6% y/y net of 2Q positive non recurring items<sup>2</sup>) and investing fees (+2.6% y/y) coupled with lower costs (-1.4% y/y) confirming operating leverage as a key strength of the bank
- Strong capital position: **CET1 ratio transitional at 23.1%**
- **Sustainable and high-quality commercial performance:** over 1.1mln customers in the first ten months (+7% y/y) and net sales at 3.9bn (4.1bn one year ago). **Guided products and services took the lion share in the growth:** 3.3bn net sales as of October 2016 out of 1.4bn AuM, strong acceleration in the penetration rate (55% on total AuM, +12 p.p. y/y)
- Announced key initiatives well on track: X-Net fully operative, mortgages starting from November, personal loans +54.9% y/y and +12.4% q/q, UK project coming soon in December and go live on Jan 2017

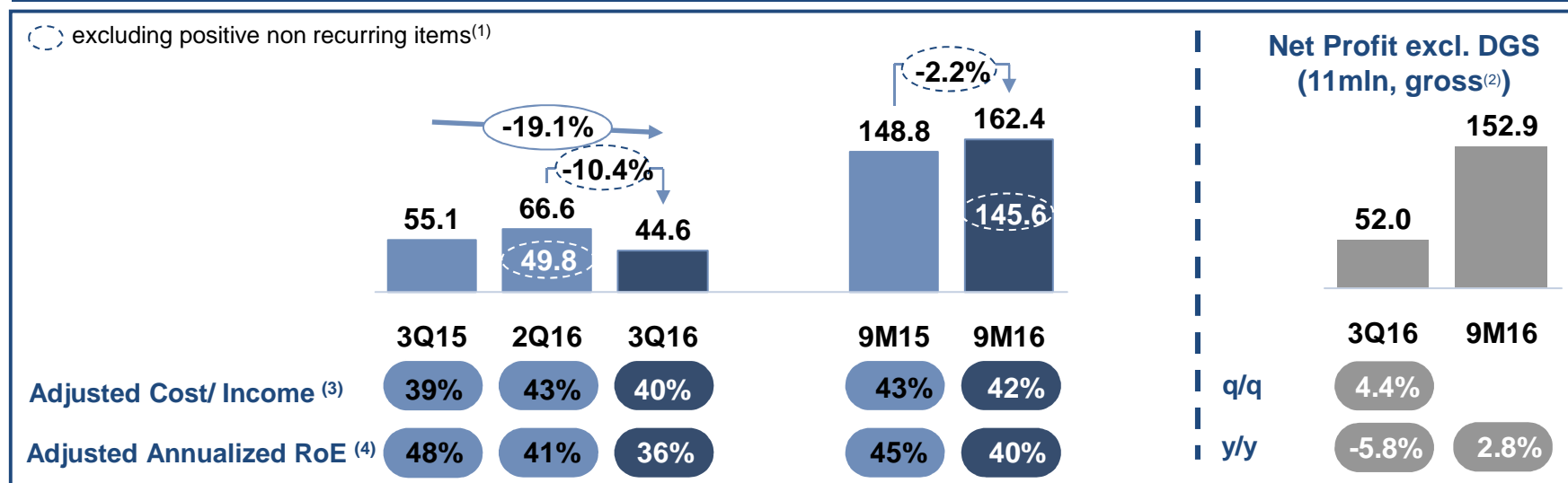
(1) gain on Visa sale (revenues): +15.3mln gross, +10.3mln net; positive closing of tax dispute: +6.5mln tax release

(2) gain on Visa sale: +15.3 mln gross

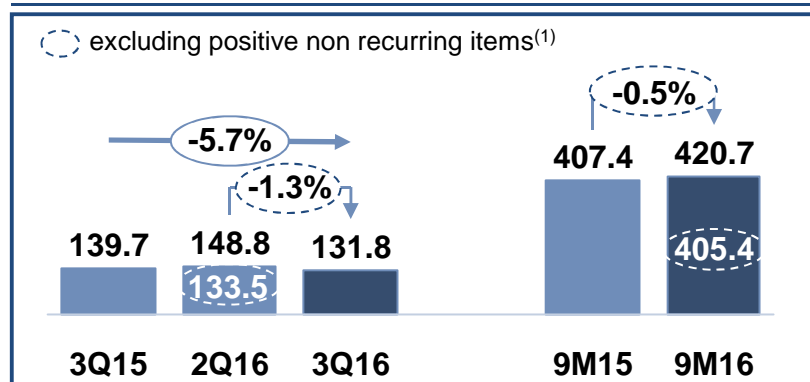
# Results

3Q impacted by systemic charges, net of this net profit at 52mln, best quarter of the year. 9M16 +2.8% y/y on a comparable basis, boosted by strong operating leverage

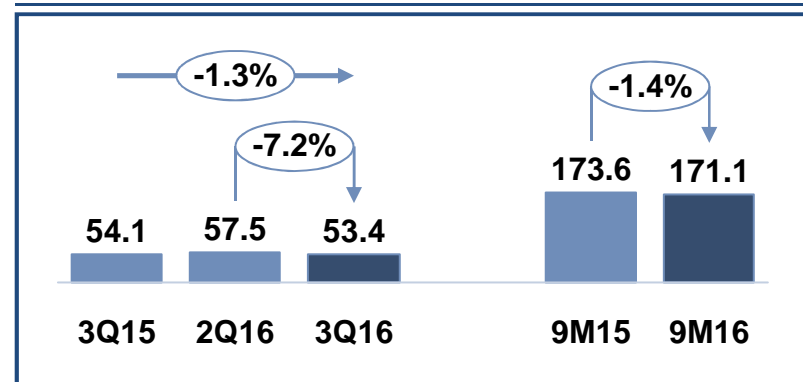
## Net Profit, mln



## Revenues, mln



## Operating Costs, mln

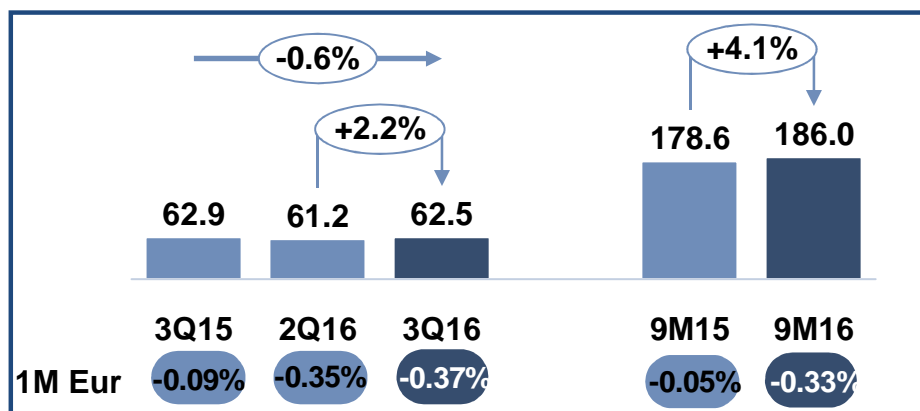


- (1) Excluding positive non recurring items (2Q16): gain on Visa sale (revenues): +15.3mln gross, +10.3mln net; positive closing of tax dispute: +6.5mln tax release
- (2) Deposit Guarantee Scheme: -11.0mln gross, -7.4mln net
- (3) Adjusted C/I ratio calculated: Operating Cost divided by Revenues net of non recurring items (see page 31)
- (4) Adjusted annualized RoE: annualized Net Profit, net of non recurring items (see page 31) divided by the average book shareholders' equity for the period (excluding dividends and donations expected to be distributed and the revaluation reserves)

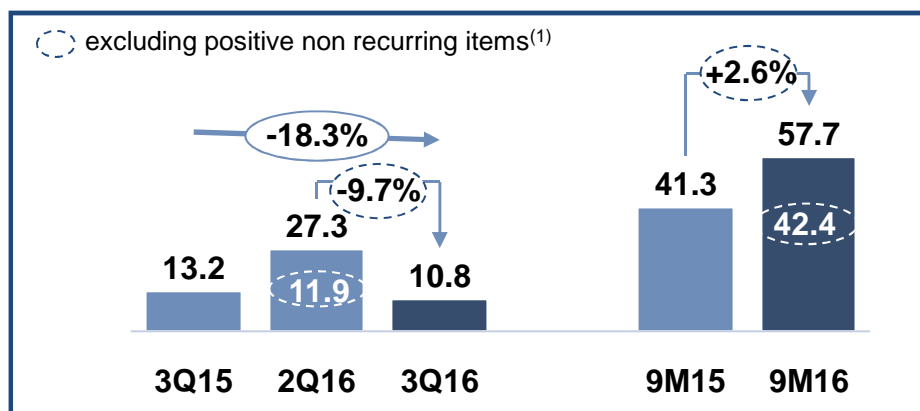
## Revenues by P&L Items

Resilient y/y revenue generation, despite the complex environment, mainly supported by net interest, trading income and investing fees (up to 118.6mln in 9M16)

### Net interest, mln

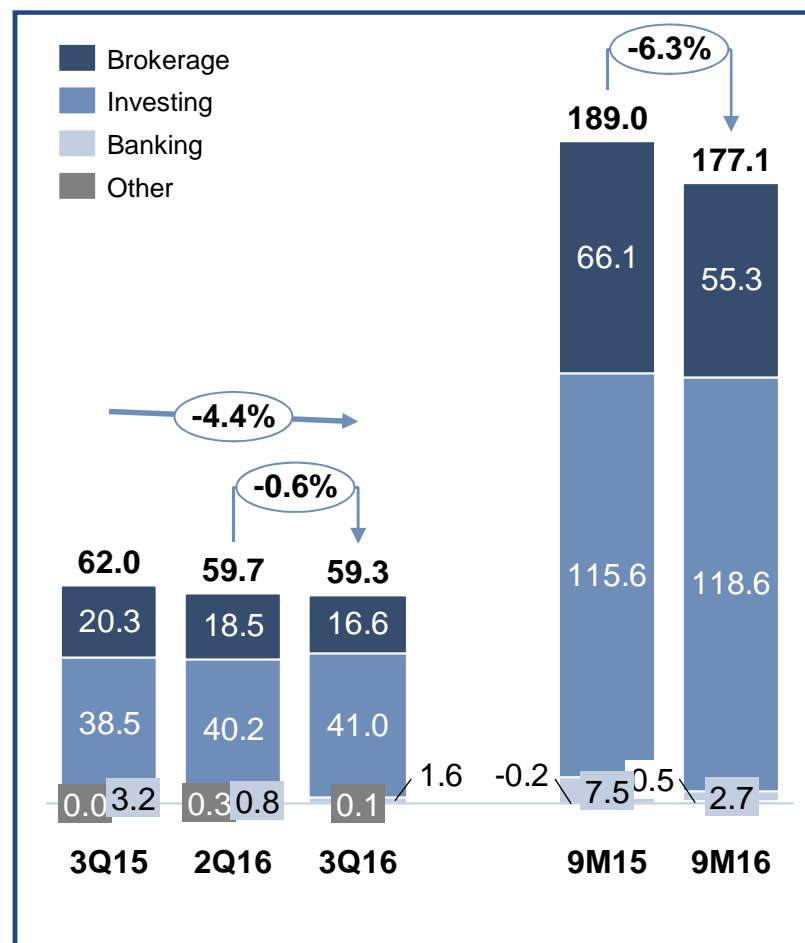


### Trading income, mln



(1) 2Q16: gain on Visa sale: +15.3mln gross

### Fees and Commissions, mln

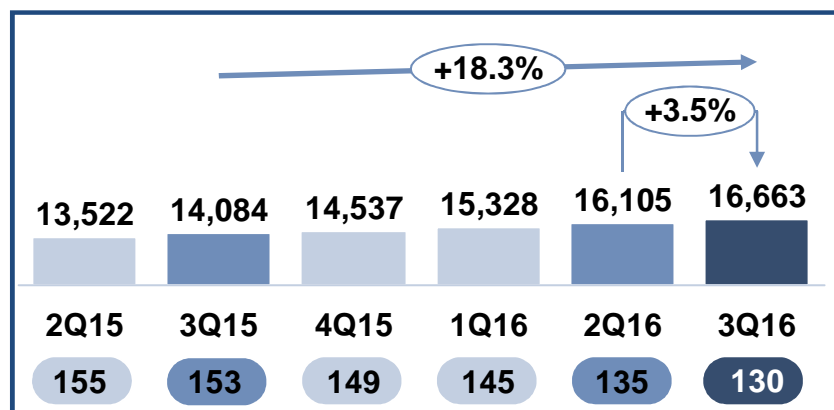




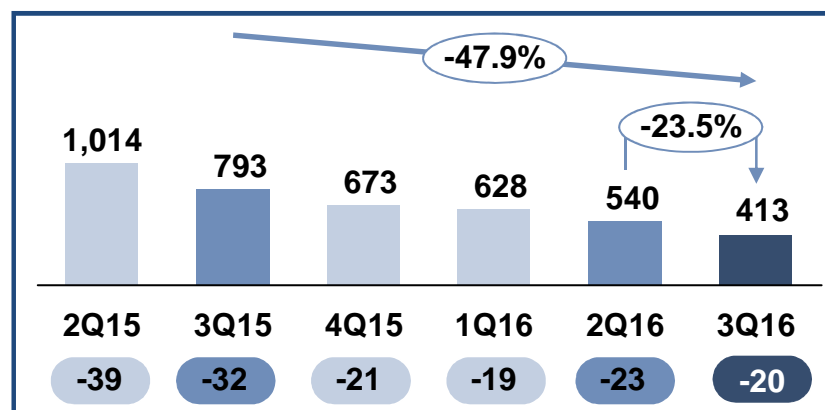
## Net interest

Sustainable and high quality volume dynamics more than offset lower margins and declining interest rates

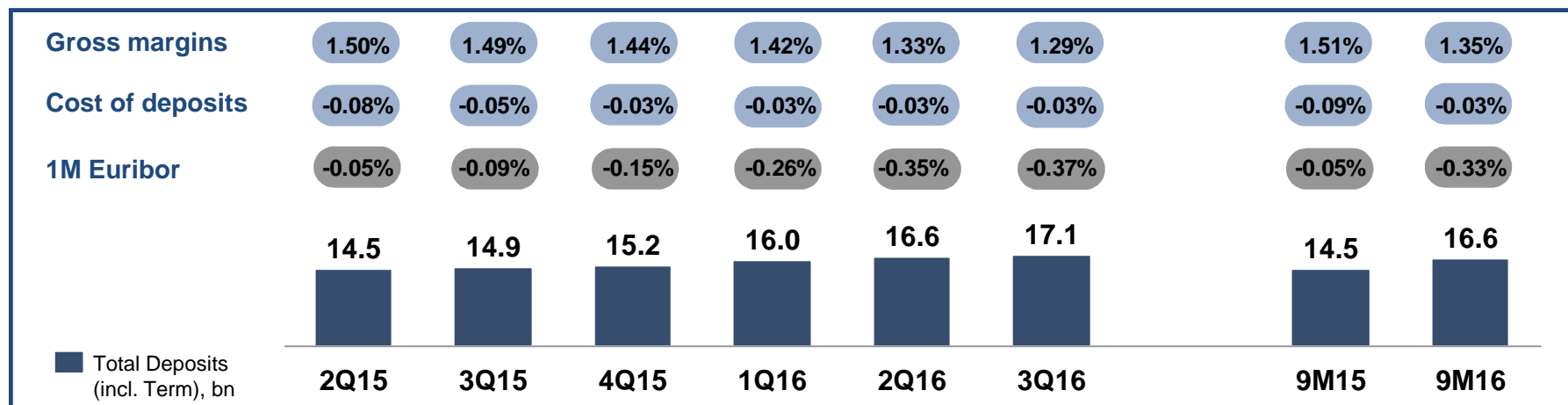
### Sight Deposits (mln) and net margins (bps)



### Term Deposits (mln) and net margins (bps)



### Investment policy

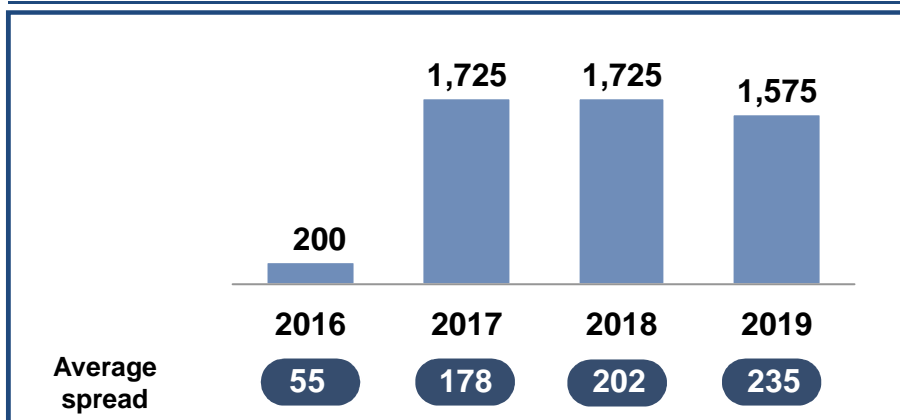


Volumes, margins and 1M Euribor: average of the period

## Net interest: focus on UniCredit bonds portfolio

New sensitivity analysis: 4.6% sight deposits growth to offset lower rates and bond portfolio run off

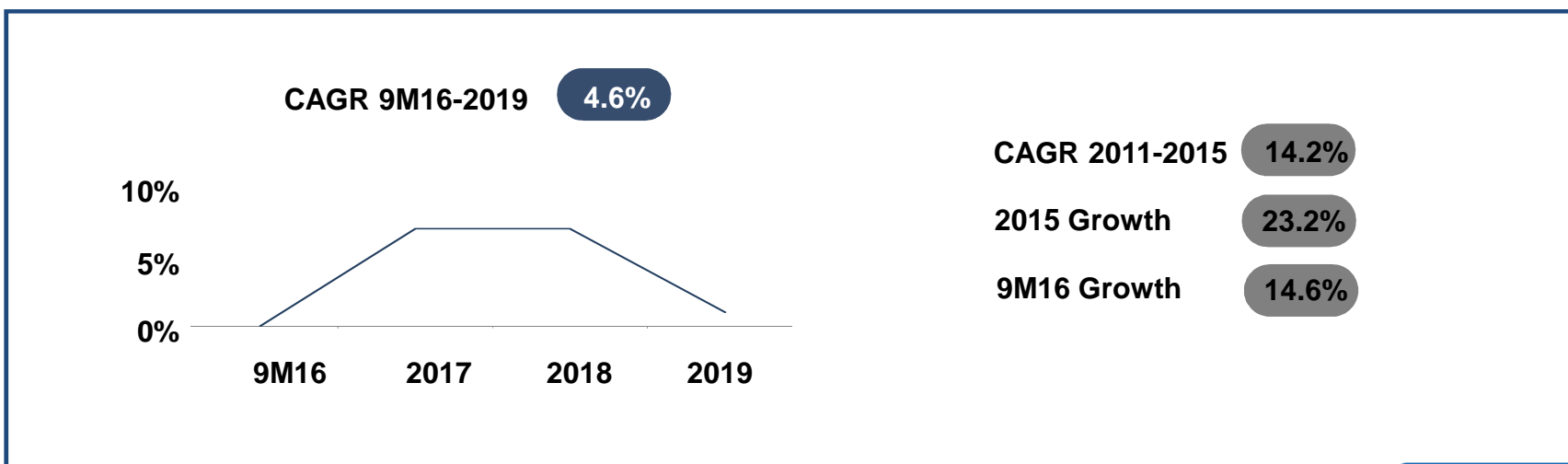
### UC Bonds run-offs (mln) and spread (bps)



### New stress test assumptions

- ✓ Forward Euribor curve (-0.33% in 2017, -0.22% in 2018, -0.06% in 2019)
- ✓ new core liquidity and run-offs invested in Government Bonds
- ✓ average spread of the investments: 84bps (4yrs Italian Govies - as of Nov21st)

### Minimum sight deposits growth to maintain interest income from UC bonds ptf at 2015 level

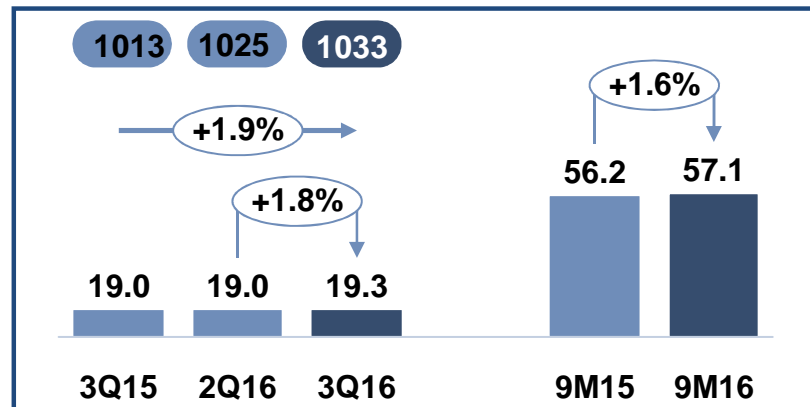


## Costs

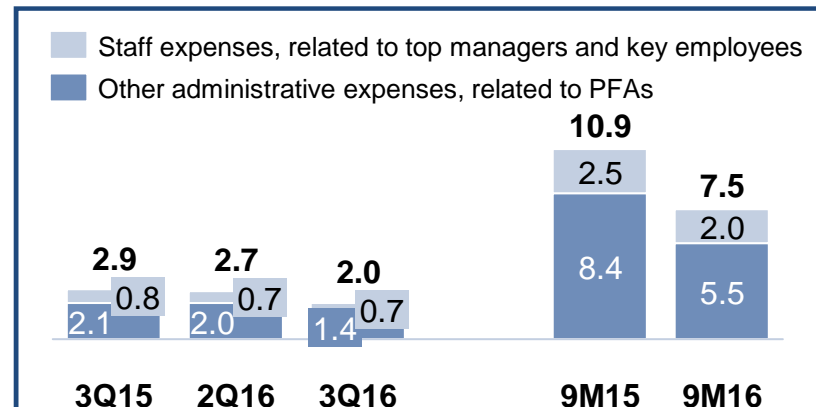
Cost efficiency and operating leverage confirmed in our DNA.

Development costs down q/q mainly due to lower marketing and PFAs related costs

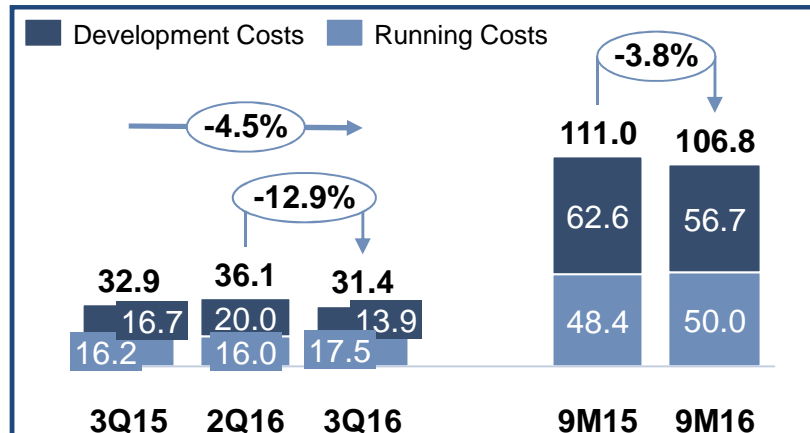
### Staff expenses, mln and FTE, #



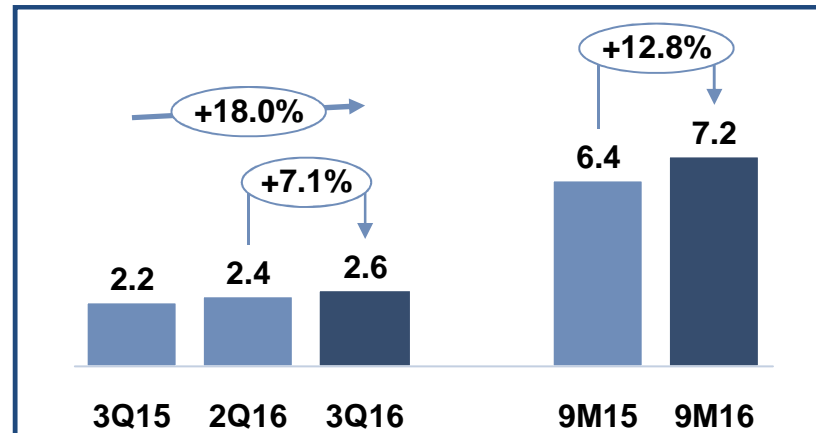
### Stock granting post IPO



### Other administrative expenses, mln <sup>(1)</sup>



### Write-down/backups and depreciation, mln

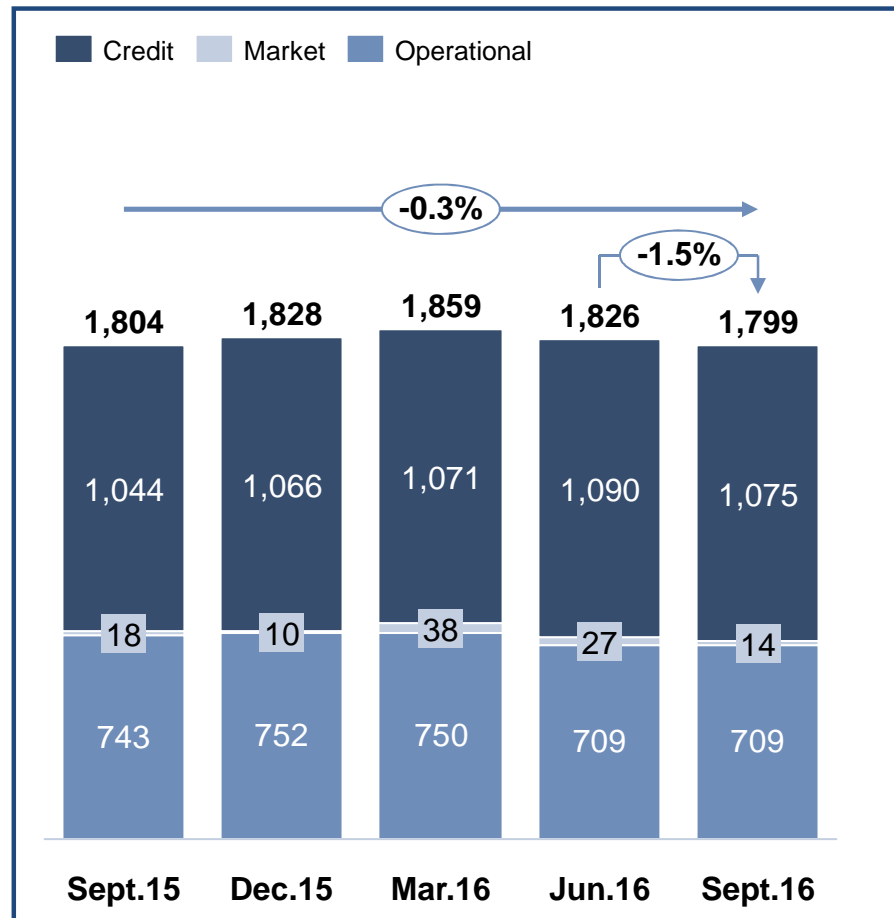


(1) Breakdown between development and running costs: managerial data

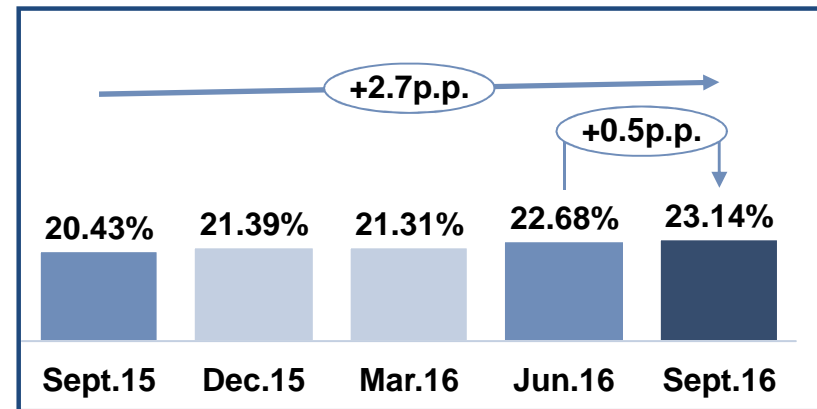
# Capital Ratios

Best in class capital position and low risk balance sheet

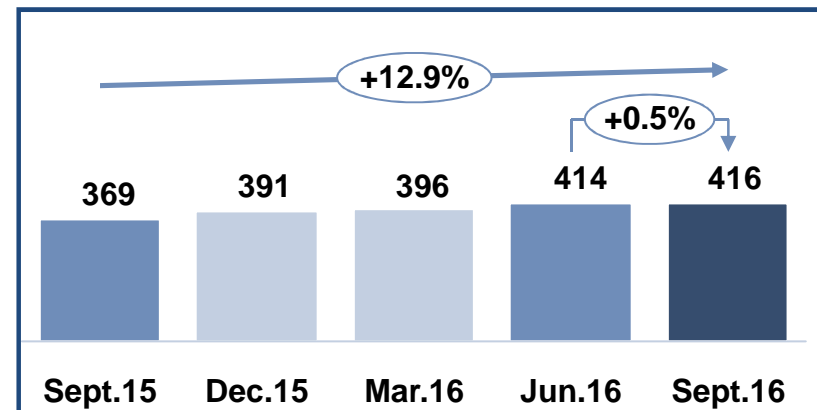
RWA, mln



CET1 Ratio transitional, %



CET1 Capital, mln



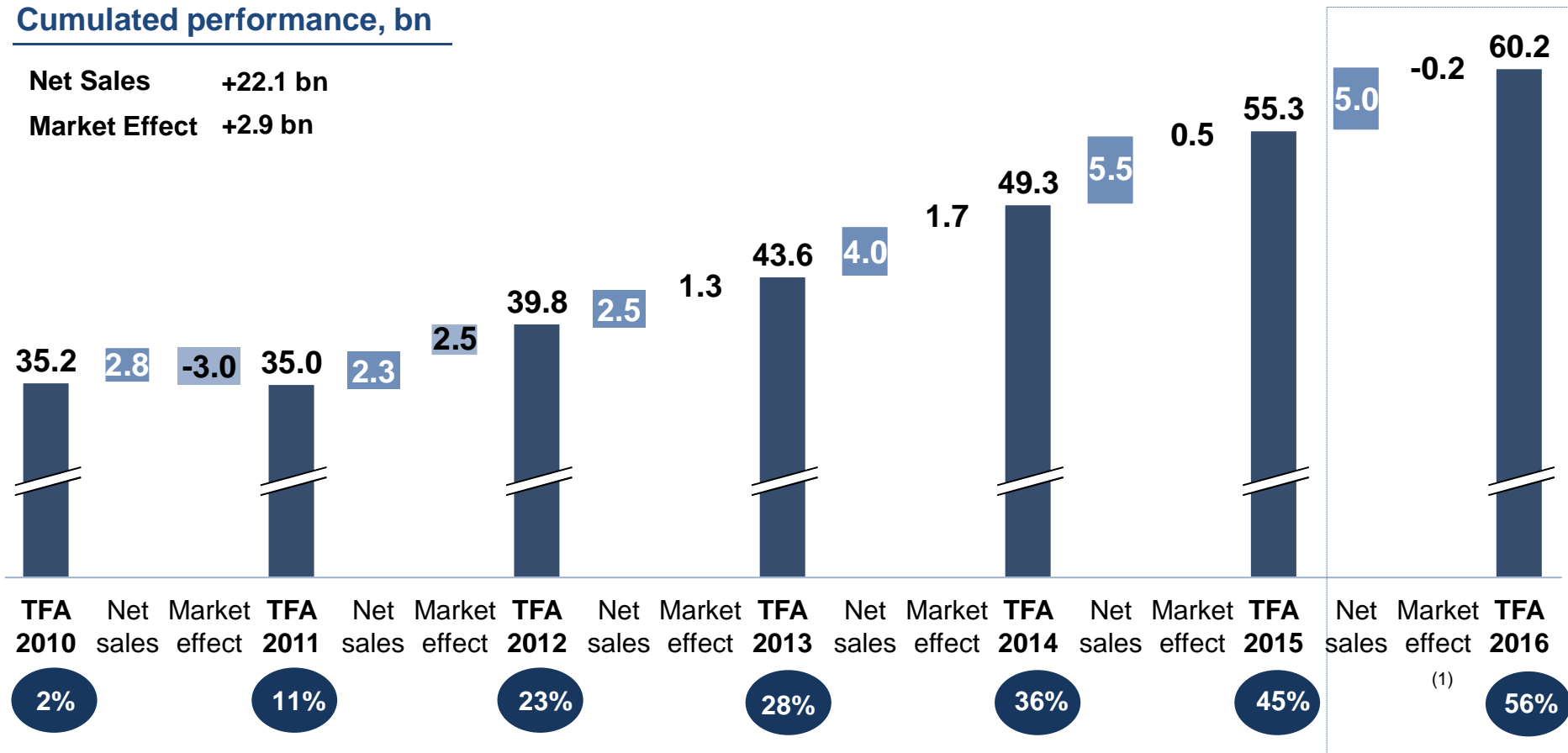
# TFA

Relentless TFA growth thanks to a healthy expansion in net sales  
 Guided products and services increased at 56% of total AuM

## TFA evolution (Dec.10-Dec.16), bn

### Cumulated performance, bn

Net Sales +22.1 bn  
 Market Effect +2.9 bn



**Guided products as % of total AuM <sup>(2)</sup>**

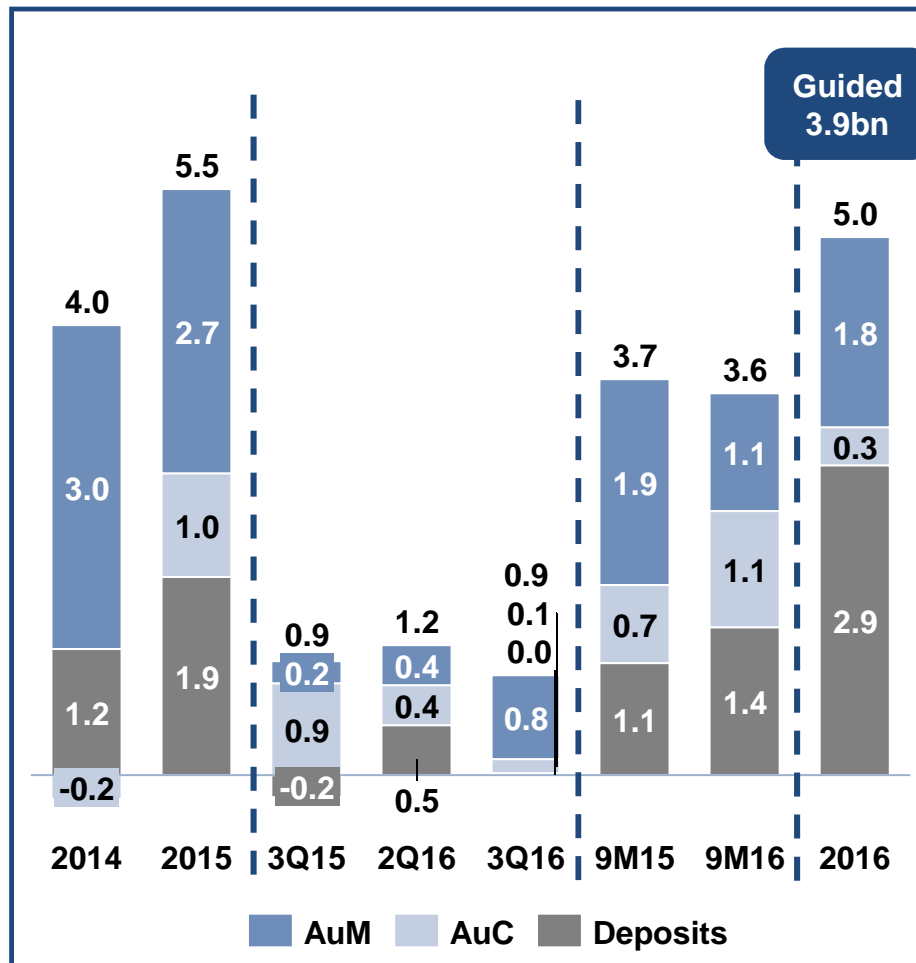
<sup>(1)</sup> -0.7bn related to AuC, +0.5bn related to AuM

**21** <sup>(2)</sup> Guided Products end of period divided by Asset under Management end of period

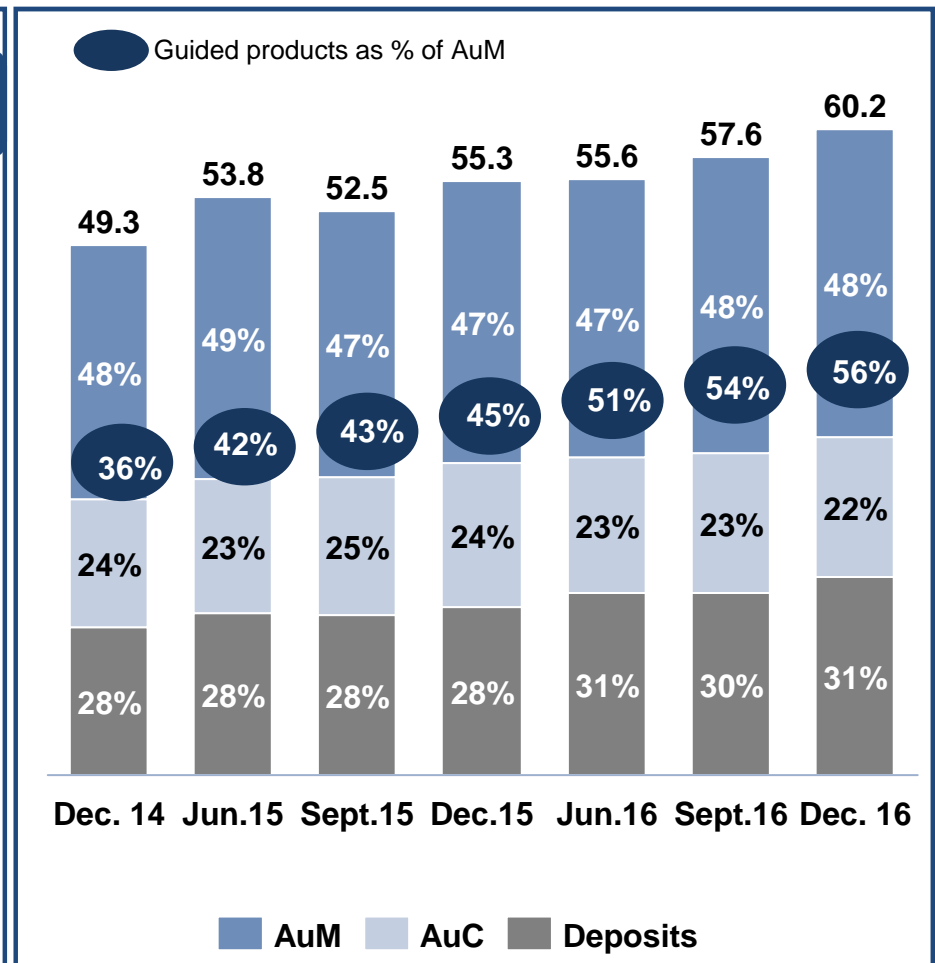
# TFA and Net sales - breakdown

Successful shift towards high added value products reaching 3.9bn net sales in Guided products (+14% y/y)

Breakdown of total net sales, bn



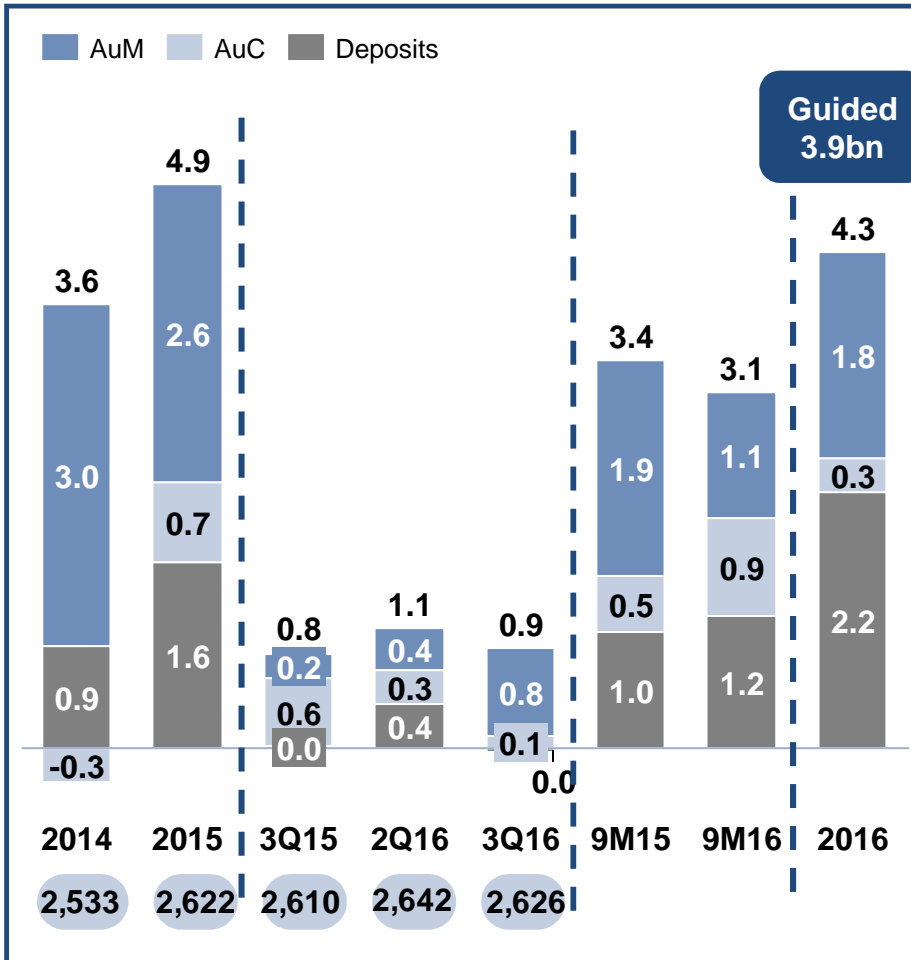
Breakdown of total TFA, bn



# Personal Financial Advisors (PFA) network – Total Net sales

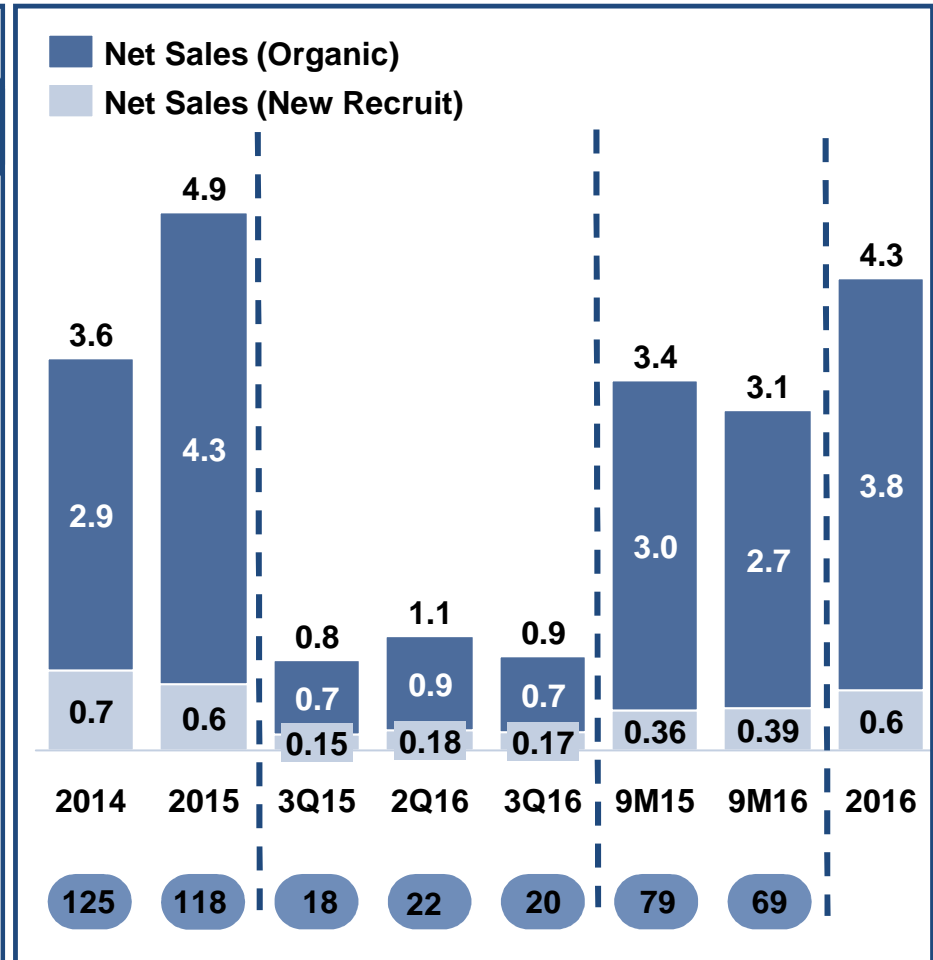
Net sales organically generated confirmed as a key pillar in our growing strategy

PFA Network – total net sales, bn



PFA Network - headcount

Net sales, bn - Organic/New Recruit of the year



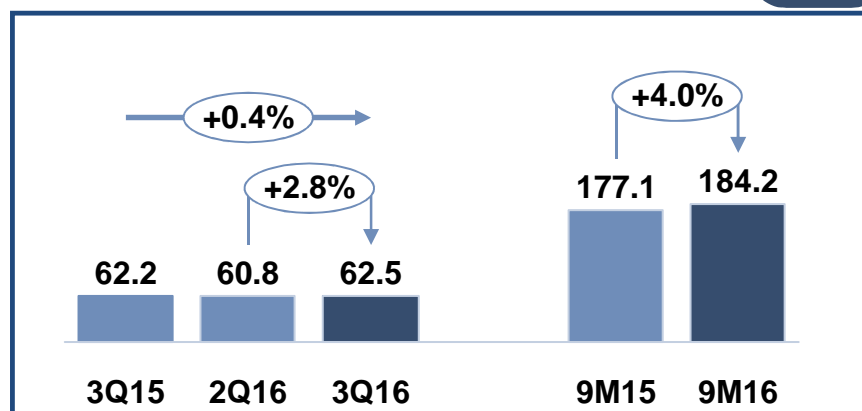
PFA Network – new recruits of the year

## Revenues by Product Area

Well diversified stream of revenues allowing the bank to successfully face any market environment

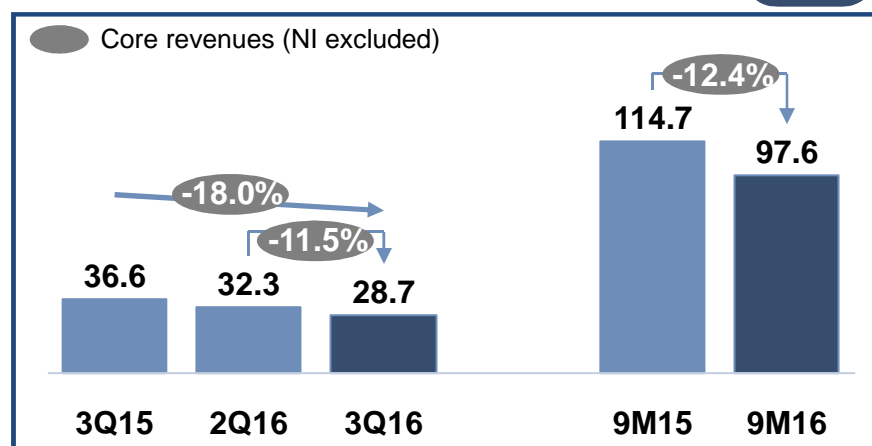
### Banking, mln

46%



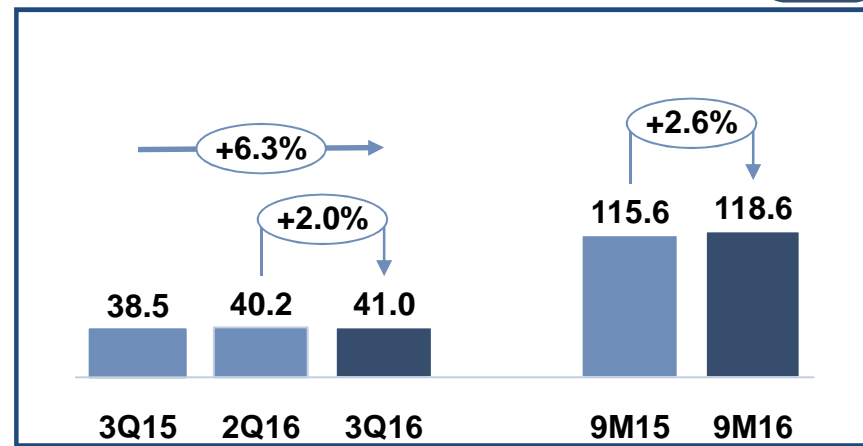
### Brokerage, mln

24%



### Investing, mln

30%



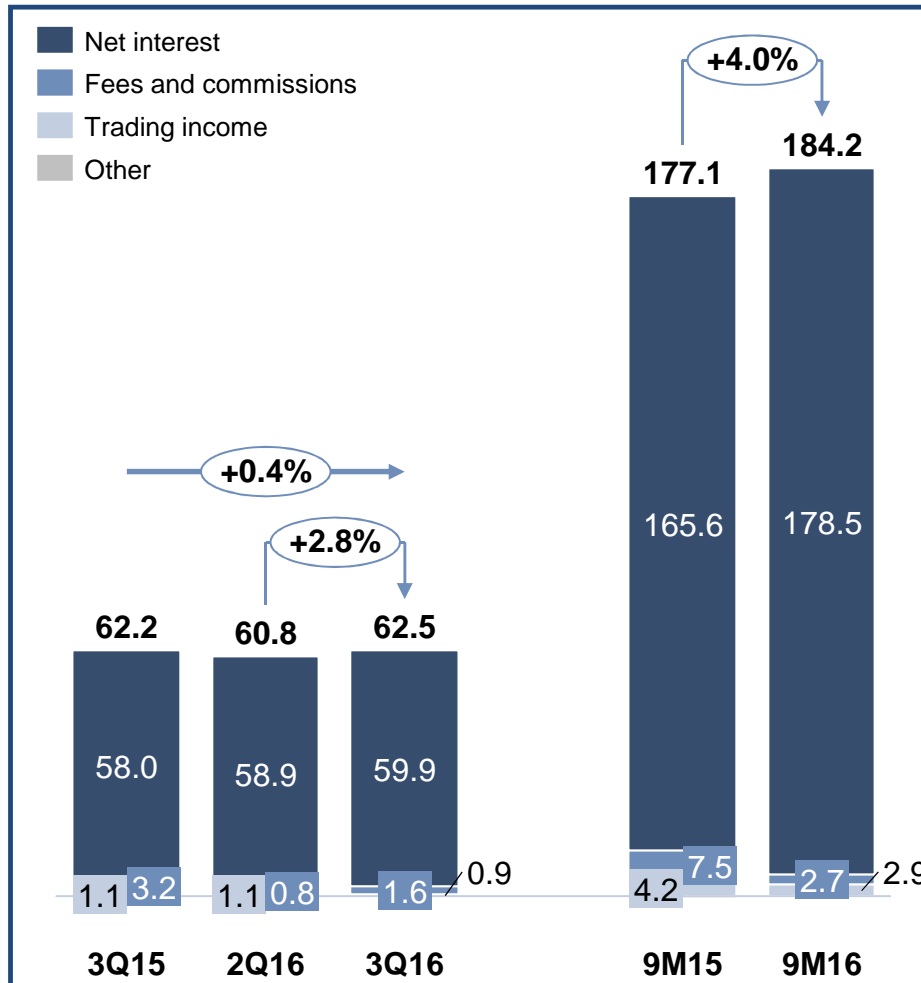
9M16 weight on total revenues for each product area



# Banking

Outstanding y/y results driven by strong volume growth and new clients. 9M16 fees affected by new regulation on interchange fees<sup>(1)</sup>

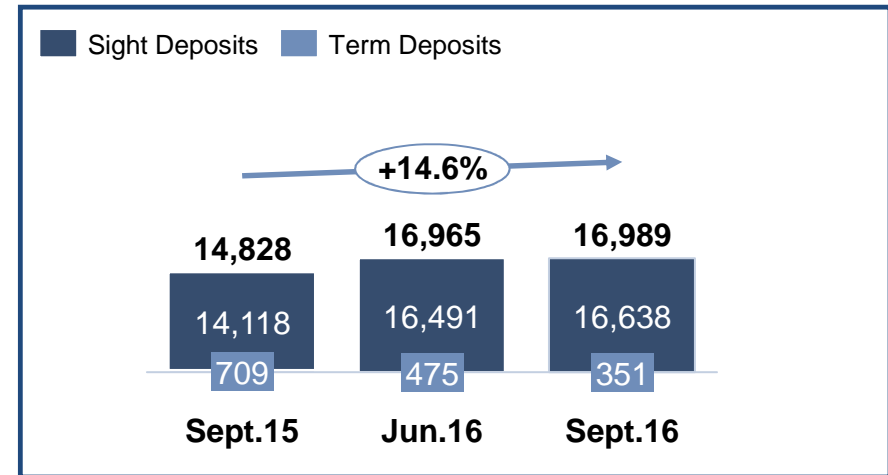
## Revenues, mln



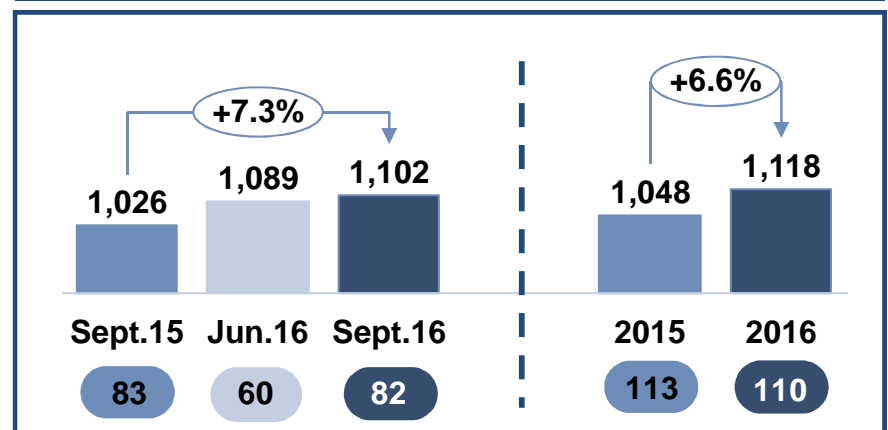
Managerial Data

(1) Regulation (EU) 2015/751 on Credit and Debt cards fees

## Direct deposits eop (mln)



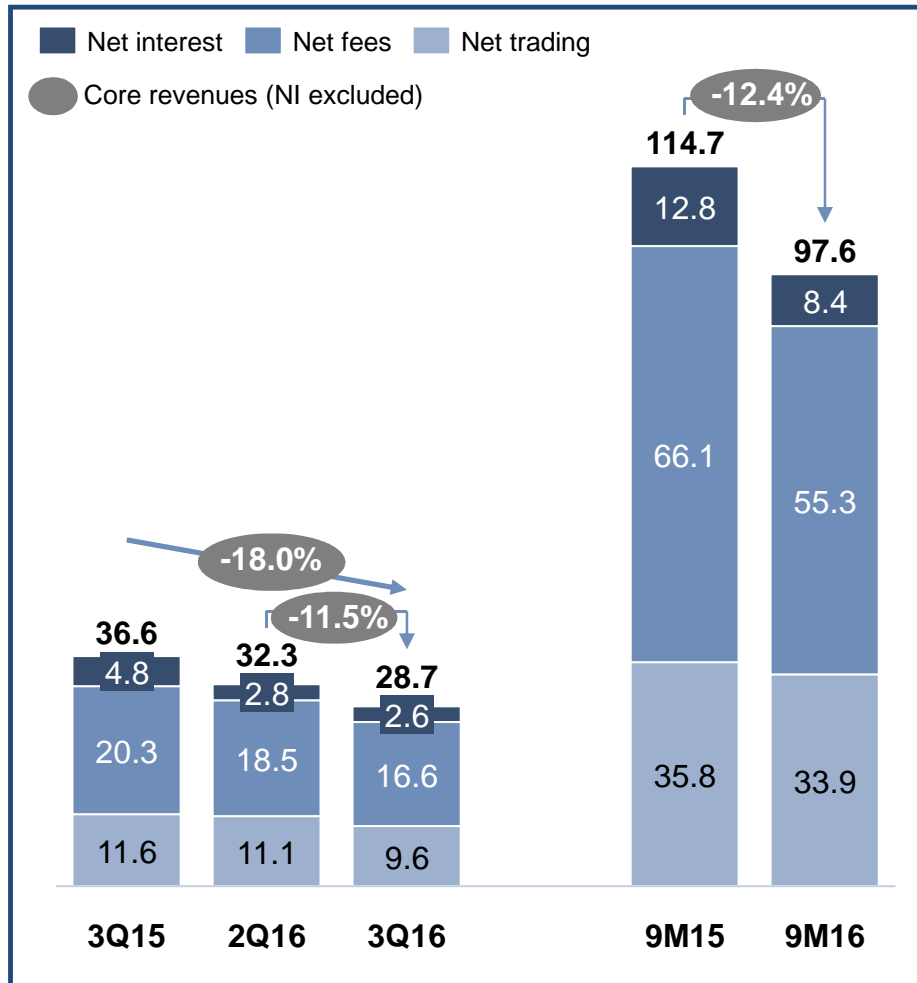
## Clients and new clients, thousands #



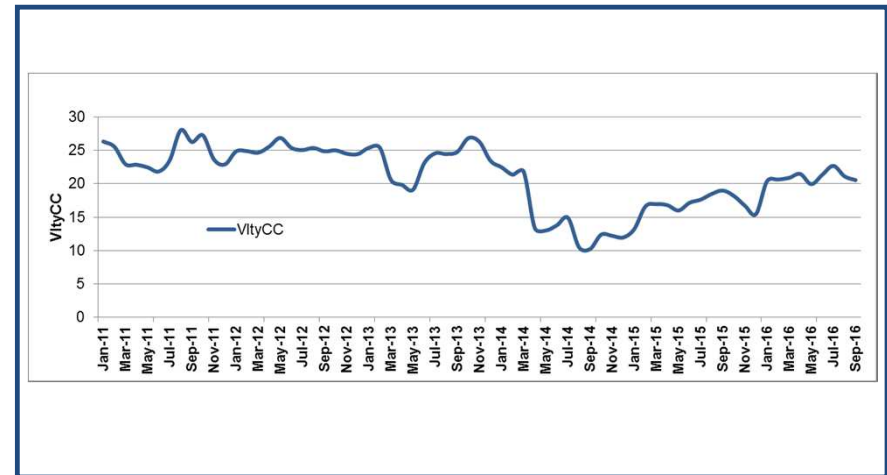
# Brokerage

3Q characterized by lower volatility compared to previous quarters

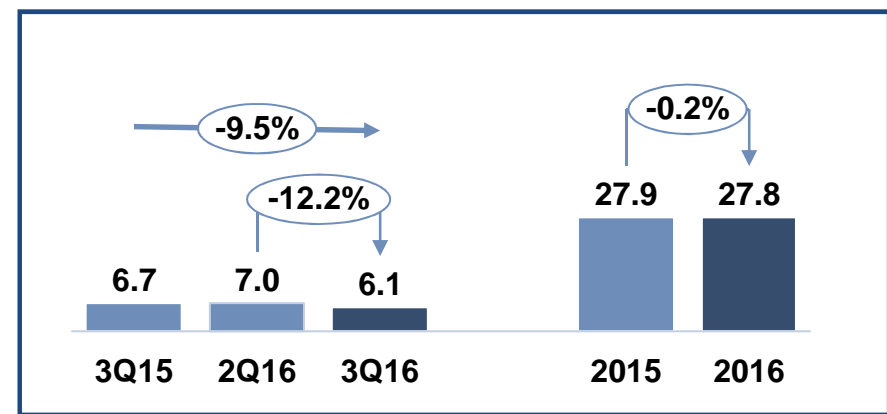
## Revenues, mln



## Volatility Index - Ftse Mib



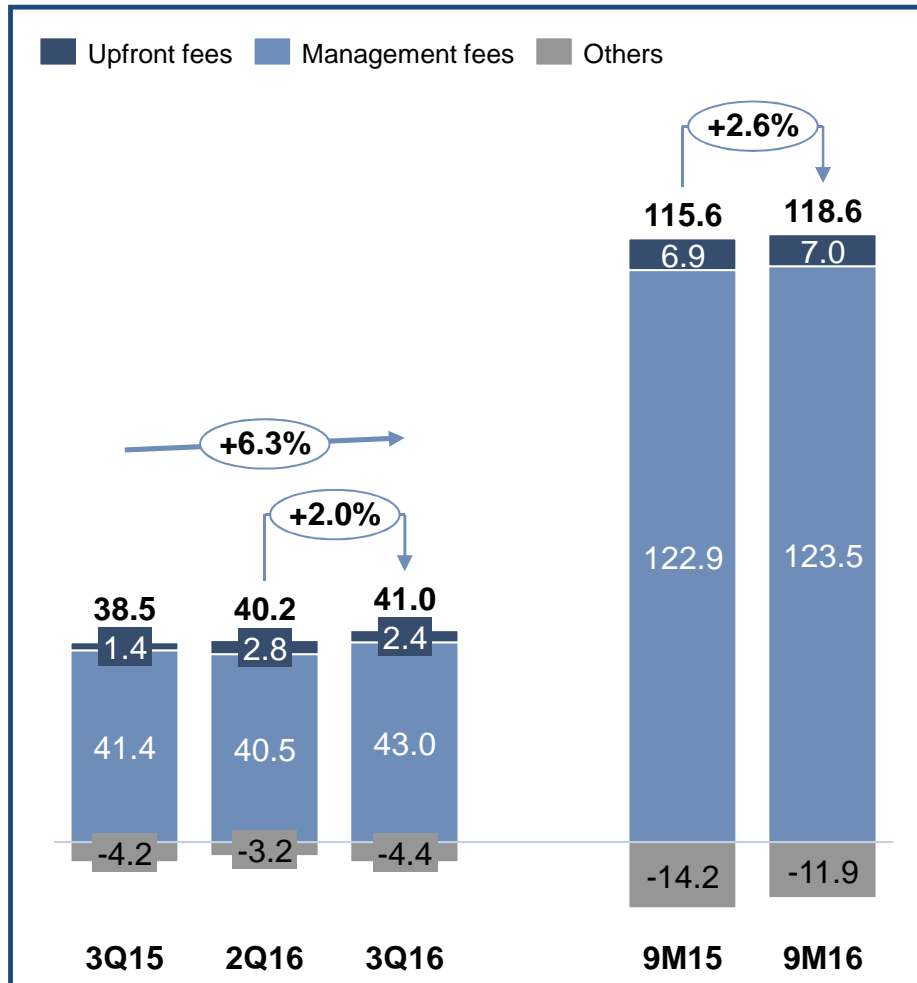
## Executed orders, mln



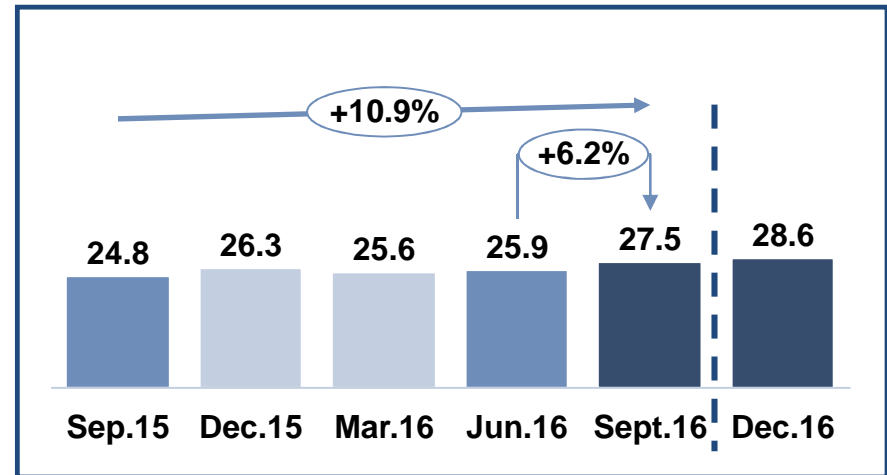
# Investing

3Q management fees strongly up on the wave of a successful strategy based on cyborg advisory approach

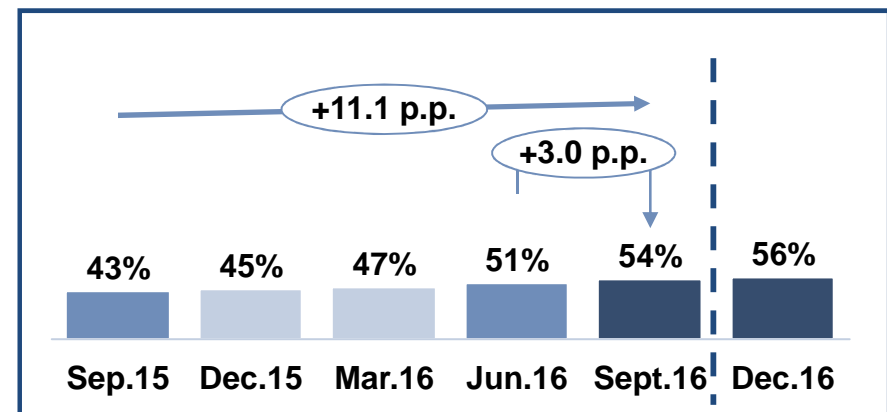
Revenues (Net Commissions), mln



AuM eop (bn)



Guided products on total AuM, %



Managerial Data

(1) Margin on management at 64bps, calculated as management fees divided by average asset under management

# Agenda

- Highlights
- 3Q16 Results
- Further opportunities**

## BANKING AREA

High quality deposits growth as main pillar in our banking business

### KEY STRENGTH

#### COST OF FUNDING

- ✓ Sustainable clients' acquisition with **cost of funding close to zero** leveraging to best in class services delivered

### FURTHER OPPORTUNITIES

#### MORE FOCUS ON LENDING

(see next slide for details)

- ✓ **Mortgages**
- ✓ **Rolling Lombard**
- ✓ **Personal loans**

#### INTEREST RATE INCREASE

- ✓ **Sensitivity:** +100bps parallel shift equal to almost +80mln Net interest income
- ✓ **Steepening of the interest rate curve** (+29bps widening of 6Y IRS compared to Sept16 average)

# BANKING AREA

## More focus on lending

### MORTGAGES

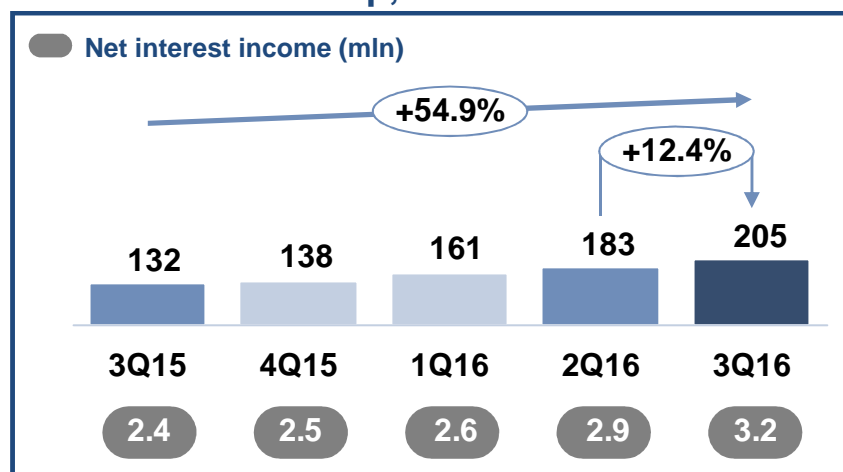
- New law 119/2016 for repossession of new residential mortgage collateral (**Decreto banche/ Patto Marciano**)<sup>1</sup> makes mortgages business more appealing reducing CoR
- The current interest rate environment reduces **prepayment risk close to zero**
- **Proven and positive track record**: almost 7bn portfolio of mortgages between 2000 and 2008
- Fineco's clients own 8.4bn of mortgages in other banks

### ROLLING LOMBARD

- Revised Lombard loan with **floating pledge** allowing clients to change pledged assets without closing the credit line
- Several benefits to clients, PFAs and the bank:
  - **flexibility and efficiency**: possibility to rebalance clients' portfolios without closing the credit line
  - increased **maximum lending limit**: 1.5mln (3x compared to traditional Lombard as of today)
  - low cost of risk
- Expected **huge opportunities** in terms of increasing penetration and volumes with attractive margins (143mln outstanding volumes as of September 2016)

### PERSONAL LOANS

#### Personal loans – eop, mln



- **Limited portfolio so far with very high margins** (one of the most profitable businesses): 205mln with 526 bps as of September 2016
- Identified pool of potential clients: 230 thousands
- Efficient and real time process, **new instant approval platform for eligible clients' requests** thanks to a deep knowledge of clients

30 <sup>1</sup> New rules approved on July 3<sup>rd</sup> 2016 applicable (by choice) only to new contracts when 18 monthly installments are not paid the borrower's home can be directly sold at an auction without passing through the involvement of the Italian courts

## INVESTING AREA

Successful growing strategy based on sustainability and recurrent revenues

### KEY STRENGTH

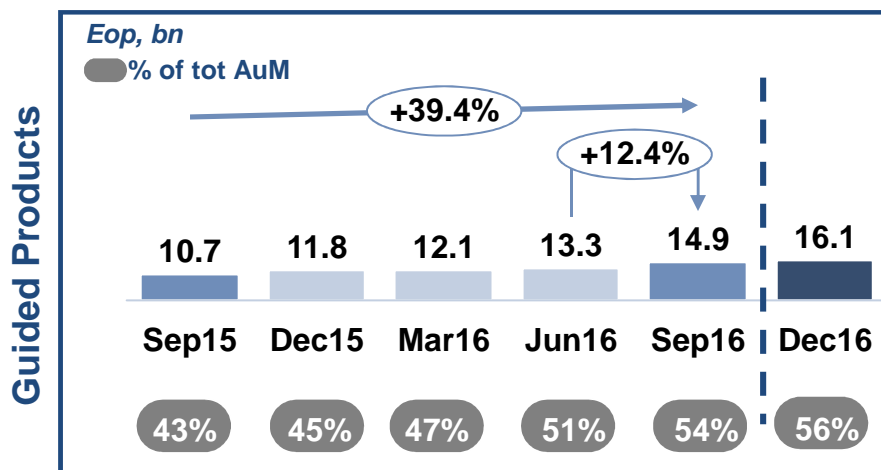
#### SUSTAINABILITY

- ✓ Organic inflows as main driver of growth and limited recruits to improve the quality of the network

### FURTHER OPPORTUNITIES

#### INCREASE PRODUCTIVITY

- ✓ Strategy of increasing PFAs productivity to cope with expected **pressure on margins and incoming regulation (Mifid 2)**
- ✓ **Cyborg-advisory** (more structured asset allocation based on algorithmic /quantitative approach) leveraging on a best-in-class internal IT culture to free up PFAs time to manage the relationship with clients, understanding needs and goals
- ✓ **X-Net**: new revolutionary platform dedicated to PFAs. Through the new **'tool Needs'** the banks is able to estimate clients' financial gaps (retirement, children school, second home..) and build up personalized proposal: a **perfect hook for PFAs to develop clients** not yet approached or not fully developed



## BROKERAGE AREA

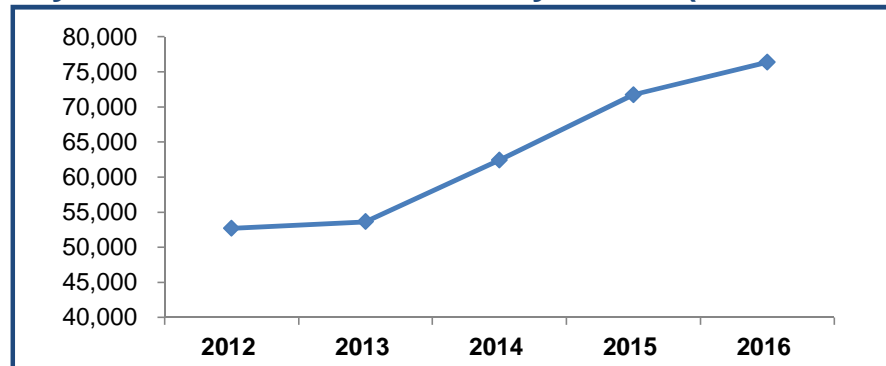
Continuous healthy client base enlargement and best-in-class offer lead to unrivalled leading position

### KEY STRENGTH

#### COUNTERCYCLICAL BUSINESS

- ✓ Countercyclical contributor in revenue generation benefitting from spikes in markets' volatility

Daily trades in medium volatility weeks (VIX 14.5 - 20)



### FURTHER OPPORTUNITIES

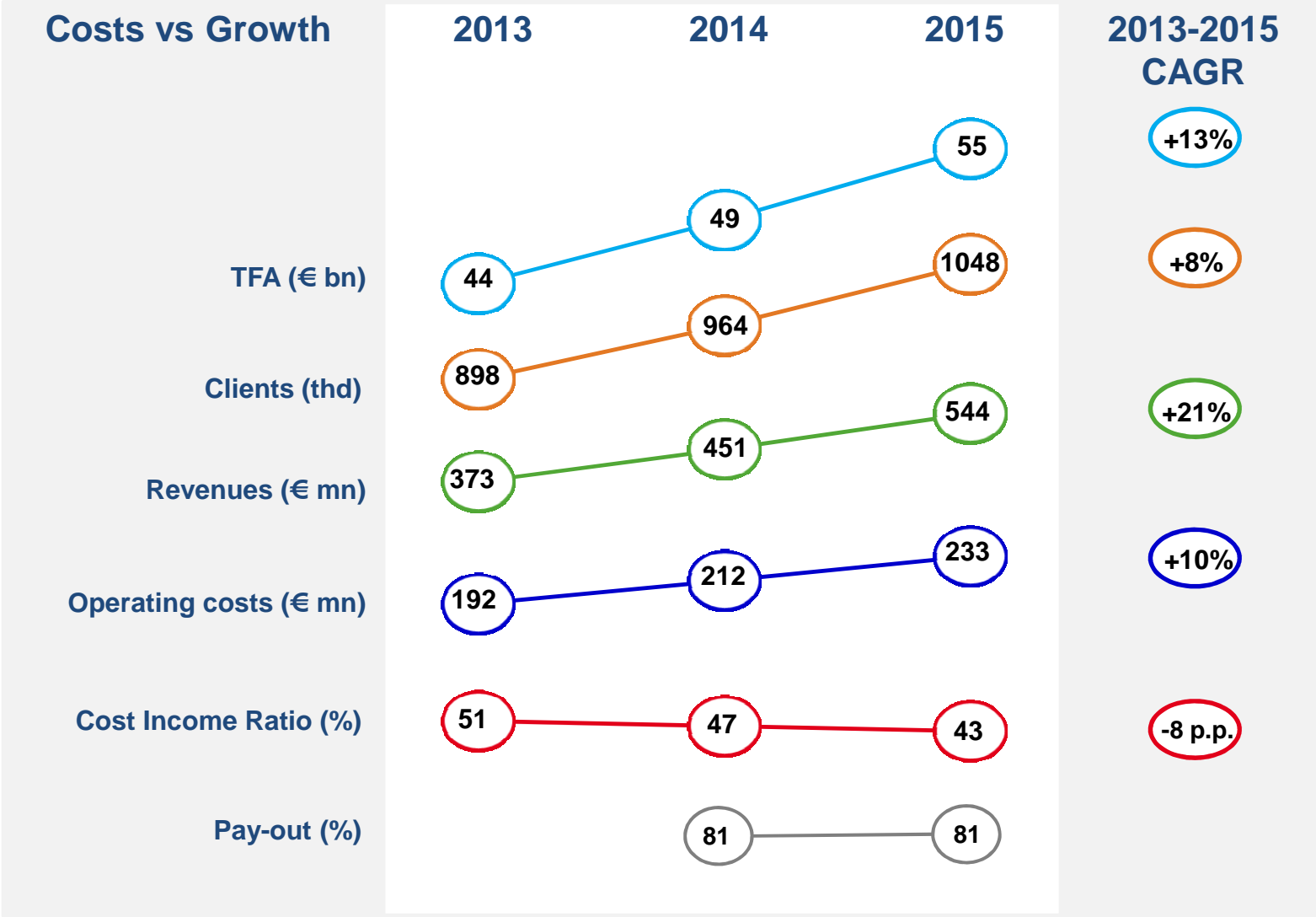
#### EXPANSION ABROAD: UK

- ✓ **Attractive and innovative value proposition** based on one stop solution approach
- ✓ **Light cost approach**, very low Capex leveraging on existing platform
- ✓ **post "Brexit"**: Brexit will not affect the current operational framework at least for the 2 years (EU pass-porting laws)
- ✓ UK is a **"blueprint"** that allow us to experience new boundaries and to export in a faster and more effective way our brokerage platform abroad, leveraging on our leadership in Brokerage with regards to number of executed orders and customer experience



# Highly scalable operating platform

Platform excellence and cost discipline providing strong operating leverage



From Jan 1, 2015 the item "Adjustments of leasehold improvements" have been reallocated from revenues to costs (from "Net other expenses/income" to "Other administrative expenses"). Previous periods have been recasted accordingly

# Annex

## P&L

<i>mln</i>	1Q15	2Q15	3Q15	9M15	4Q15	FY15	1Q16	2Q16	3Q16	9M16
Net interest income	56.5	59.3	62.9	178.6	62.1	240.8	62.2	61.2	62.5	186.0
Net commissions	62.8	64.2	62.0	189.0	63.6	252.6	58.2	59.7	59.3	177.1
Trading profit	17.1	11.0	13.2	41.3	12.6	53.9	19.6	27.3	10.8	57.7
Other expenses/income	0.4	-3.4	1.6	-1.5	-1.5	-3.0	0.1	0.7	-0.8	0.0
<b>Total revenues</b>	<b>136.7</b>	<b>131.0</b>	<b>139.7</b>	<b>407.4</b>	<b>136.8</b>	<b>544.3</b>	<b>140.1</b>	<b>148.8</b>	<b>131.8</b>	<b>420.7</b>
Staff expenses	-18.4	-18.8	-19.0	-56.2	-18.9	-75.0	-18.7	-19.0	-19.3	-57.1
Other admin.exp. net of recoveries	-39.4	-38.8	-32.9	-111.0	-37.5	-148.5	-39.3	-36.1	-31.4	-106.8
D&A	-2.0	-2.2	-2.2	-6.4	-2.5	-9.0	-2.2	-2.4	-2.6	-7.2
<b>Operating expenses</b>	<b>-59.8</b>	<b>-59.7</b>	<b>-54.1</b>	<b>-173.6</b>	<b>-58.9</b>	<b>-232.5</b>	<b>-60.2</b>	<b>-57.5</b>	<b>-53.4</b>	<b>-171.1</b>
<b>Gross operating profit</b>	<b>76.9</b>	<b>71.3</b>	<b>85.7</b>	<b>233.9</b>	<b>77.9</b>	<b>311.7</b>	<b>79.9</b>	<b>91.3</b>	<b>78.4</b>	<b>249.7</b>
Provisions	-3.1	-0.8	-1.3	-5.2	-10.5	-15.7	-1.4	-1.1	-11.3	-13.9
LLP	-1.6	-1.1	-1.4	-4.1	-2.6	-6.7	-1.4	-1.4	-0.7	-3.5
Integration costs	0.0	0.0	0.0	0.0	-1.2	-1.2	0.0	0.0	0.0	0.0
Profit from investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Profit before taxes</b>	<b>72.2</b>	<b>69.4</b>	<b>82.9</b>	<b>224.5</b>	<b>63.6</b>	<b>288.1</b>	<b>77.1</b>	<b>88.8</b>	<b>66.4</b>	<b>232.3</b>
Income taxes	-24.4	-23.5	-27.8	-75.6	-21.4	-97.0	-25.8	-22.3	-21.8	-69.9
<b>Net profit for the period</b>	<b>47.8</b>	<b>45.9</b>	<b>55.1</b>	<b>148.8</b>	<b>42.2</b>	<b>191.1</b>	<b>51.2</b>	<b>66.6</b>	<b>44.6</b>	<b>162.4</b>
<b>Normalised Net Income<sup>(1)</sup></b>	<b>47.8</b>	<b>45.9</b>	<b>55.1</b>	<b>148.8</b>	<b>44.6</b>	<b>193.4</b>	<b>51.2</b>	<b>49.8</b>	<b>44.6</b>	<b>145.6</b>

<b>Non recurring items (mln, gross)</b>	1Q15	2Q15	3Q15	9M15	4Q15	FY15	1Q16	2Q16	3Q16	9M16
<i>VISA sale (Trading Profit)</i>								15.3		15.3
<i>Extraord systemic charges (Provisions)<sup>(2)</sup></i>					-2.3	-2.3				0.0
<i>Integration costs</i>					-1.2	-1.2				0.0
<i>Release of taxes</i>								6.5		6.5
<b>Total</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>-3.5</b>	<b>-3.5</b>	<b>0.0</b>	<b>21.8</b>	<b>0.0</b>	<b>21.8</b>

<sup>(1)</sup> Net of non recurring items

<sup>(2)</sup> Solidarity fund for retail clients invested in subordinated bonds issued by 4 Italian banks rescued

## Details on Net Interest Income

<i>mln</i>	1Q15	Volumes & Margins	2Q15	Volumes & Margins	3Q15	Volumes & Margins	1Q16	Volumes & Margins	2Q16	Volumes & Margins	3Q16	Volumes & Margins	9M15	Volumes & Margins	9M16	Volumes & Margins
Sight Deposits	51.6	12,729	52.2	13,522	54.5	14,084	55.4	15,328	54.2	16,105	54.6	16,663	158.3	13,445	164.2	16,032
<i>Net Margin</i>		1.65%		1.55%		1.53%		1.45%		1.35%		1.30%		1.57%		1.37%
Term Deposits	-2.3	1,358	-1.0	1,014	-0.6	793	-0.3	628	-0.3	540	-0.2	413	-3.9	1,055	-0.8	527
<i>Net Margin</i>		-0.68%		-0.39%		-0.32%		-0.19%		-0.22%		-0.20%		-0.50%		-0.21%
Security Lending	1.2	1,221	1.3	1,283	1.4	1,261	1.0	1,094	1.0	1,217	0.8	1,037	3.8	1,255	2.8	1,116
<i>Net Margin</i>		0.39%		0.40%		0.44%		0.37%		0.33%		0.31%		0.41%		0.34%
Leverage - Long	2.0	137	2.9	195	2.9	193	1.8	118	1.6	106	1.6	103	7.9	175	5.0	109
<i>Net Margin</i>		5.98%		5.99%		6.05%		6.19%		6.19%		6.10%		6.01%		6.16%
Lendings	4.1	380	4.4	422	4.6	460	4.7	511	4.9	555	5.2	674	13.0	421	14.9	580
<i>Net Margin</i>		4.38%		4.16%		3.94%		3.71%		3.58%		3.08%		4.15%		3.43%
Other	-0.2		-0.5		0.1		-0.4		-0.3		0.5		-0.5		-0.2	
<b>Total</b>	<b>56.5</b>		<b>59.3</b>		<b>62.9</b>		<b>62.2</b>		<b>61.2</b>		<b>62.5</b>		<b>178.6</b>		<b>186.0</b>	

Volumes and margins: average of the period

## UniCredit bonds underwritten

ISIN	Currency	Amount (€ m)	Maturity	Indexation	Spread
1 IT0004307861 Amortizing	Euro	150.0	2-Oct-17	Euribor 1m	0.51%
IT0004307861 Amortizing	Euro	150.0	2-Jan-18	Euribor 1m	0.51%
2 IT0005010233	Euro	382.5	30-Jan-17	Euribor 1m	1.78%
3 IT0005010241	Euro	382.5	28-Apr-17	Euribor 1m	1.87%
4 IT0005010258	Euro	382.5	27-Jul-17	Euribor 1m	1.94%
5 IT0005010738	Euro	382.5	25-Oct-17	Euribor 1m	2.01%
6 IT0005010266	Euro	382.5	24-Jan-18	Euribor 1m	2.08%
7 IT0005010274	Euro	382.5	23-Apr-18	Euribor 1m	2.14%
8 IT0005010290	Euro	382.5	23-Jul-18	Euribor 1m	2.19%
9 IT0005010357	Euro	382.5	19-Oct-18	Euribor 1m	2.24%
10 IT0005010373	Euro	382.5	18-Jan-19	Euribor 1m	2.29%
11 IT0005010613	Euro	382.5	1-Apr-19	Euribor 1m	2.33%
12 IT0005010282	Euro	382.5	15-Jul-19	Euribor 1m	2.37%
13 IT0005010399	Euro	382.5	14-Oct-19	Euribor 1m	2.40%
14 IT0005010324	Euro	382.5	13-Jan-20	Euribor 1m	2.44%
15 IT0005010365	Euro	382.5	10-Apr-20	Euribor 1m	2.47%
16 IT0005010308	Euro	382.5	9-Jul-20	Euribor 1m	2.49%
17 IT0005010381	Euro	382.5	7-Oct-20	Euribor 1m	2.52%
18 IT0005010332	Euro	382.5	6-Jan-21	Euribor 1m	2.54%
19 IT0005010316	Euro	382.5	6-Apr-21	Euribor 1m	2.56%
20 IT0005010340	Euro	382.5	5-Jul-21	Euribor 1m	2.58%
21 IT0005010225	Euro	382.5	18-Oct-21	Euribor 1m	2.60%
22 IT0005009490	USD <sup>1</sup>	44.8	25-Apr-17	USD Libor 1m	2.06%
23 IT0005010142	USD <sup>1</sup>	44.8	19-Apr-18	USD Libor 1m	2.34%
24 IT0005010134	USD <sup>1</sup>	44.8	1-Apr-19	USD Libor 1m	2.53%
25 IT0005010860	USD <sup>1</sup>	44.8	7-Apr-20	USD Libor 1m	2.66%
26 IT0005010217	USD <sup>1</sup>	44.8	1-Apr-21	USD Libor 1m	2.75%
27 IT0005040099	Euro	100.0	24-Jan-22	Euribor 1m	1.46%
28 IT0005057986	Euro	200.0	10-Oct-16	Euribor 1m	0.55%
29 IT0005057994	Euro	200.0	11-Apr-22	Euribor 1m	1.43%
30 IT0005083743	Euro	300.0	28-Jan-22	Euribor 1m	1.25%
31 IT0005106189	Euro	230.0	20-Apr-20	Euribor 1m	0.90%
32 IT0005114688	Euro	180.0	19-May-22	Euribor 1m	1.19%
33 IT0005120347	Euro	700.0	27-Jun-22	Euribor 1m	1.58%
34 IT0005144065	Euro	450.0	14-Nov-22	Euribor 3m2	1.40%
35 IT0005144073	Euro	350.0	15-Nov-21	Euribor 3m2	1.29%
36 IT0005158412	Euro	250.0	23-Dec-22	Euribor 3m2	1.47%
37 IT0005163180	Euro	600.0	11-Feb-23	Euribor 3m2	1.97%
38 IT0005175135	Euro	100.0	24-Mar-23	Euribor 3m2	1.58%
39 IT0005158503	USD <sup>1</sup>	44.8	23-Dec-22	USD Libor 1m	1.93%
<b>Total</b>	<b>Euro</b>	<b>11,610.0</b>		<b>Euribor 1m</b>	<b>1.99%</b>
	<b>USD<sup>1</sup></b>	<b>268.8</b>		<b>USD Libor 1m</b>	<b>2.378%</b>

9M16

37 (1) Amounts expressed at EUR/USD 1.1161 exchange rate (as of Sep30<sup>th</sup>)



## Details on Net Commissions

<i>mln</i>	1Q15	2Q15	3Q15	1Q16	2Q16	3Q16	9M15	9M16
<b>Brokerage</b>	<b>25.0</b>	<b>20.8</b>	<b>20.3</b>	<b>20.3</b>	<b>18.5</b>	<b>16.6</b>	<b>66.1</b>	<b>55.3</b>
o/w								
Equity	19.9	17.3	16.4	16.5	15.2	12.9	53.6	44.6
Bond	2.5	1.2	1.1	1.1	1.1	0.9	4.7	3.2
Derivatives	2.5	2.3	2.6	3.2	2.6	2.4	7.5	8.1
Other commissions <sup>(1)</sup>	0.1	0.0	0.2	-0.5	-0.5	0.4	0.3	-0.6
<b>Investing</b>	<b>36.5</b>	<b>40.6</b>	<b>38.5</b>	<b>37.5</b>	<b>40.2</b>	<b>41.0</b>	<b>115.6</b>	<b>118.6</b>
o/w								
Placement fees	3.0	2.5	1.4	1.8	2.8	2.4	6.9	7.0
Management fees to PFA's	38.5	43.0	41.4	40.0	40.5	43.0	122.9	123.5
	-5.0	-4.9	-4.2	-4.3	-3.2	-4.4	-14.2	-11.9
<b>Banking</b>	<b>1.5</b>	<b>2.8</b>	<b>3.2</b>	<b>0.3</b>	<b>0.8</b>	<b>1.6</b>	<b>7.5</b>	<b>2.7</b>
<b>Other</b>	<b>-0.2</b>	<b>0.0</b>	<b>0.0</b>	<b>0.1</b>	<b>0.3</b>	<b>0.1</b>	<b>-0.2</b>	<b>0.5</b>
<b>Total</b>	<b>62.8</b>	<b>64.2</b>	<b>62.0</b>	<b>58.2</b>	<b>59.7</b>	<b>59.3</b>	<b>189.0</b>	<b>177.1</b>

<sup>(1)</sup> Other commissions include security lending and other PFA commissions related to AuC

## Revenue breakdown by Product Area

<i>mln</i>	1Q15	2Q15	3Q15	1Q16	2Q16	3Q16	9M15	9M16
Net interest income	52.8	54.8	58.0	59.7	58.9	59.9	165.6	178.5
Net commissions	1.5	2.8	3.2	0.3	0.8	1.6	7.5	2.7
Trading profit	1.9	1.3	1.1	0.9	1.1	0.9	4.2	2.9
Other	-0.1	-0.1	-0.1	0.0	0.1	0.1	-0.3	0.1
<b>Total Banking</b>	<b>56.1</b>	<b>58.8</b>	<b>62.2</b>	<b>61.0</b>	<b>60.8</b>	<b>62.5</b>	<b>177.1</b>	<b>184.2</b>
Net interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net commissions	36.5	40.6	38.5	37.5	40.2	41.0	115.6	118.6
Trading profit	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Investing</b>	<b>36.5</b>	<b>40.6</b>	<b>38.5</b>	<b>37.5</b>	<b>40.2</b>	<b>41.0</b>	<b>115.6</b>	<b>118.6</b>
Net interest income	3.5	4.5	4.8	3.0	2.8	2.6	12.8	8.4
Net commissions	25.0	20.8	20.3	20.3	18.5	16.6	66.1	55.3
Trading profit	14.6	9.6	11.6	13.3	11.1	9.6	35.8	33.9
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Brokerage</b>	<b>43.1</b>	<b>34.9</b>	<b>36.6</b>	<b>36.6</b>	<b>32.3</b>	<b>28.7</b>	<b>114.7</b>	<b>97.6</b>

## Breakdown TFA

<i>mln</i>	March 15	June 15	Sept. 15	Dec. 15	March 16	June 16	Sept 16
<b>AUM</b>	<b>26,121</b>	<b>26,169</b>	<b>24,825</b>	<b>26,277</b>	<b>25,565</b>	<b>25,911</b>	<b>27,522</b>
o/w Funds and Sicav	23,313	23,221	21,949	23,100	22,332	22,395	23,645
o/w Insurance	2,793	2,933	2,862	3,163	3,219	3,505	3,865
o/w GPM	15	15	14	14	14	12	12
<b>AUC</b>	<b>13,219</b>	<b>12,613</b>	<b>12,868</b>	<b>13,419</b>	<b>12,889</b>	<b>12,688</b>	<b>13,051</b>
o/w Equity	6,826	6,513	6,619	7,085	6,718	6,526	6,877
o/w Bond	6,309	6,011	6,162	6,233	6,086	6,081	6,091
o/w Other	84	89	87	101	85	82	83
<b>Direct Deposits</b>	<b>14,371</b>	<b>15,016</b>	<b>14,828</b>	<b>15,631</b>	<b>16,527</b>	<b>16,965</b>	<b>16,989</b>
o/w Sight	13,195	14,127	14,118	14,985	15,915	16,491	16,638
o/w Term	1,177	889	709	645	612	475	351
<b>Total</b>	<b>53,711</b>	<b>53,798</b>	<b>52,521</b>	<b>55,327</b>	<b>54,980</b>	<b>55,564</b>	<b>57,562</b>
<i>o/w Guided Products &amp; Services</i>	<b>10,250</b>	<b>11,008</b>	<b>10,727</b>	<b>11,828</b>	<b>12,082</b>	<b>13,298</b>	<b>14,949</b>



## Balance Sheet

<i>mln</i>	March 15	June 15	Sept. 15	Dec. 15	March 16	June 16	Sept 16
Due from Banks	14,070	14,583	13,966	14,649	15,404	15,299	14,442
Customer Loans	797	836	885	923	827	880	972
Financial Assets	2,270	2,244	2,241	2,250	2,629	2,933	3,592
Tangible and Intangible Assets	109	109	109	110	111	111	112
Derivatives	25	40	7	11	7	9	8
Other Assets	229	240	244	385	286	328	327
<b>Total Assets</b>	<b>17,499</b>	<b>18,051</b>	<b>17,451</b>	<b>18,328</b>	<b>19,265</b>	<b>19,561</b>	<b>19,453</b>
Customer Deposits	14,603	15,256	15,043	15,822	16,693	17,133	17,250
Due to Banks	1,466	1,436	1,396	1,423	1,504	1,362	1,139
Securities in Issue	428	400	0	0	0	0	0
Derivatives	47	60	27	31	20	18	15
Funds and other Liabilities	344	368	402	418	355	446	392
Equity	610	531	582	633	692	603	656
<b>Total Liabilities and Equity</b>	<b>17,499</b>	<b>18,051</b>	<b>17,451</b>	<b>18,328</b>	<b>19,265</b>	<b>19,561</b>	<b>19,453</b>

## Main Financial Ratios

	March 15	June 15	Sept. 15	Dec. 15	March 16	June 16	Sept 16
<b>PFA TFA/ PFA (mln) <sup>(1)</sup></b>	<b>17.6</b>	<b>17.6</b>	<b>17.0</b>	<b>17.9</b>	<b>17.8</b>	<b>17.9</b>	<b>18.8</b>
<b>Guided Products / TFA <sup>(2)</sup></b>	<b>19%</b>	<b>20%</b>	<b>20%</b>	<b>21%</b>	<b>22%</b>	<b>24%</b>	<b>26%</b>
<b>Cost / income Ratio <sup>(3)</sup></b>	<b>43.8%</b>	<b>44.6%</b>	<b>42.6%</b>	<b>42.7%</b>	<b>43.0%</b>	<b>43.0%</b>	<b>42.2%</b>
<b>CET 1 Ratio</b>	<b>19.4%</b>	<b>20.8%</b>	<b>20.4%</b>	<b>21.4%</b>	<b>21.3%</b>	<b>22.7%</b>	<b>23.1%</b>
<b>Adjusted RoE <sup>(4)</sup></b>	<b>43.9%</b>	<b>42.6%</b>	<b>44.9%</b>	<b>43.2%</b>	<b>43.4%</b>	<b>42.1%</b>	<b>40.0%</b>
<b>Leverage Ratio <sup>(5)</sup></b>	<b>&gt; 6%</b>	<b>9.34%</b>	<b>9.11%</b>	<b>10.52%</b>	<b>10.14%</b>	<b>9.46%</b>	<b>8.23%</b>

<sup>(1)</sup> PFA TFA/PFA: end of period Total Financial Assets related to the network divided by number of PFAs

<sup>(2)</sup> Guided Products eop divided by Total Financial Assets eop

<sup>(3)</sup> Adjusted C/I ratio net of non recurring items (see page 35)

<sup>(4)</sup> Adjusted RoE: annualized Net Profit, net of non recurring items (see page 31) divided by the average book shareholders' equity for the period (excluding dividends and donations expected to be distributed and the revaluation reserves)

<sup>(5)</sup> Leverage ratio based on CRR definition, according to the EC Delegated Act 2015/62 regarding the exclusion of intra-group exposure