



B A N K

3Q16 Results

Company overview – November 2016

FINECO. THE BANK THAT SIMPLIFIES BANKING.

Disclaimer

- This Presentation may contain written and oral “forward-looking statements”, which includes all statements that do not relate solely to historical or current facts and which are therefore inherently uncertain. All forward-looking statements rely on a number of assumptions, expectations, projections and provisional data concerning future events and are subject to a number of uncertainties and other factors, many of which are outside the control of FinecoBank S.p.A. (the “Company”). There are a variety of factors that may cause actual results and performance to be materially different from the explicit or implicit contents of any forward-looking statements and thus, such forward-looking statements are not a reliable indicator of future performance. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law. The information and opinions contained in this Presentation are provided as at the date hereof and are subject to change without notice. Neither this Presentation nor any part of it nor the fact of its distribution may form the basis of, or be relied on or in connection with, any contract or investment decision
- The information, statements and opinions contained in this Presentation are for information purposes only and do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of an offer to purchase or subscribe for securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments. None of the securities referred to herein have been, or will be, registered under the U.S. Securities Act of 1933, as amended, or the securities laws of any state or other jurisdiction of the United States or in Australia, Canada or Japan or any other jurisdiction where such an offer or solicitation would be unlawful (the “Other Countries”), and there will be no public offer of any such securities in the United States. This Presentation does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States or the Other Countries
- Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Lorena Pelliciari, in her capacity as manager responsible for the preparation of the Company’s financial reports declares that the accounting information contained in this Presentation reflects the FinecoBank’s documented results, financial accounts and accounting records
- This Presentation has been prepared on a voluntary basis since the financial disclosure additional to the half-year and annual ones is no longer compulsory pursuant to law 25/2016 in application of Directive 2013/50/EU, in order to grant continuity with the previous quarterly presentations. FinecoBank is therefore not bound to prepare similar presentations in the future, unless where provided by law
- In order to provide further guidance concerning the performance achieved by the Bank, some alternative performance indicators – IAP (such as adjusted Cost/Income ratio, Cost of Risk, Revenues by product area, PFA TFA/TFA, Guided Products/AUM, Guided Products/TFA, Organic Net Sales, annualized Adj. RoE) and their descriptions are included in Interim Financial Report - Press Release of 30th September 2016 and in this Presentation, in accordance with guidelines published on October 5th, 2015 by European Securities and Markets Authority (ESMA/2015/1415)
- Neither the Company nor any of its or their respective representatives, directors or employees accept any liability whatsoever in connection with this Presentation or any of its contents or in relation to any loss arising from its use or from any reliance placed upon it

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 1mln clients**

➤ **Simplicity, transparency and innovation** at heart of our business model

58.1bn

TFA

Oct 2016

3.9bn

net sales

Jan-Oct 2016

421mln

9M16 revenues

+3.3%

revenues y/y

2,626

PFAs Sep16

99%

client satisfaction

162mln

9M16 net income annualized ROE*

40%

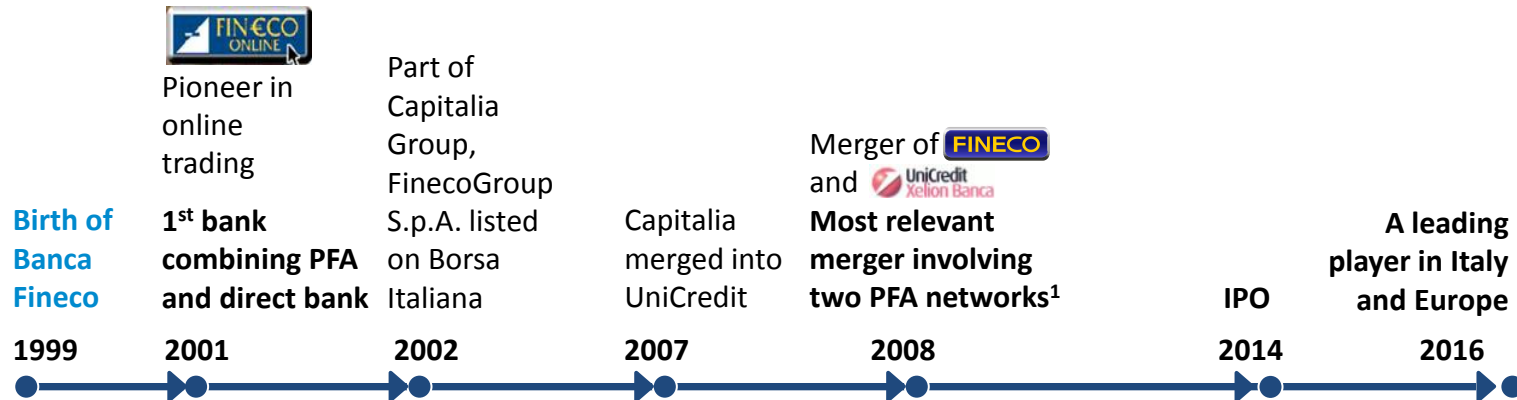
FINECO

B A N K

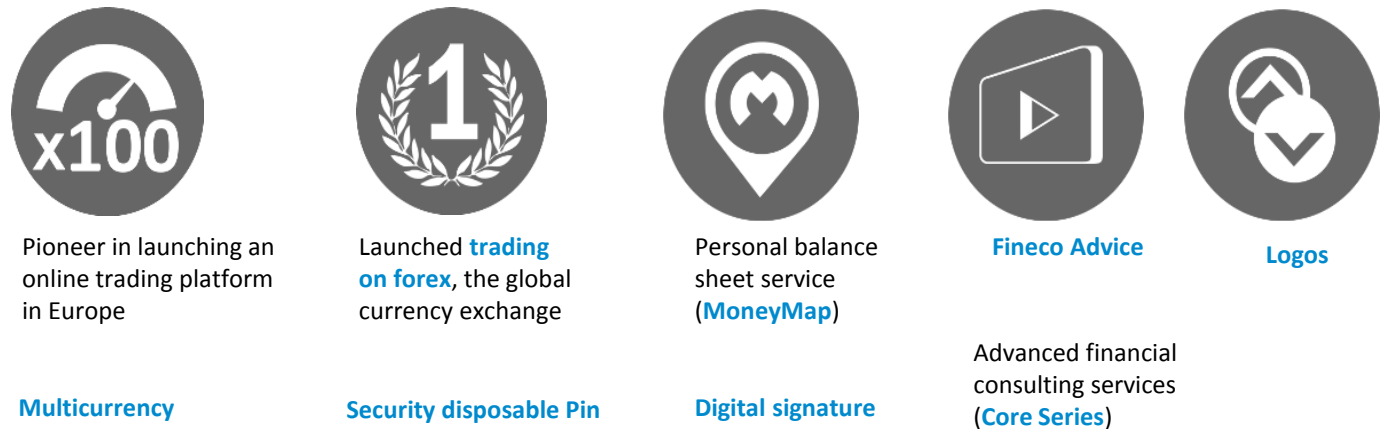
Growth and Innovation History

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

Business innovation



Product innovation



Note:

¹ In terms of size of PFA networks involved

Innovation continues ...



B A N K

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 online¹

Mobile banking

2.7mln monthly logins and
18% of total orders executed

Physical distribution network

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

Customer care

C.17% of total Fineco headcount

ICT Department

C.20% of total Fineco headcount

Notes:

¹ 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

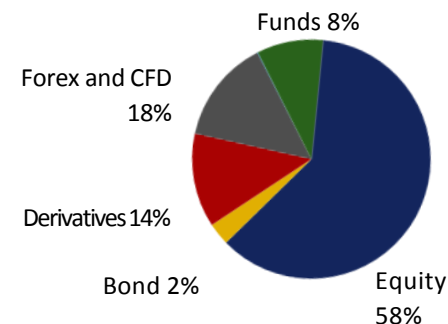


Direct member of prominent stock exchanges

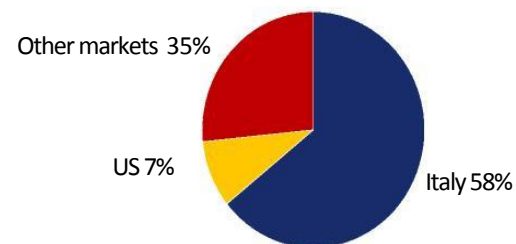
providing best time to market and quality of information

Well diversified platform

By product¹



By geography²



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

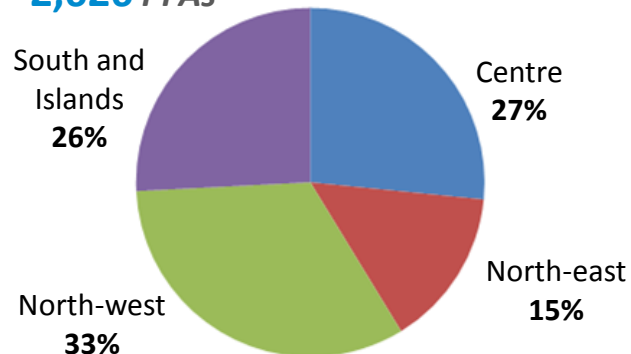


€49.2 bn

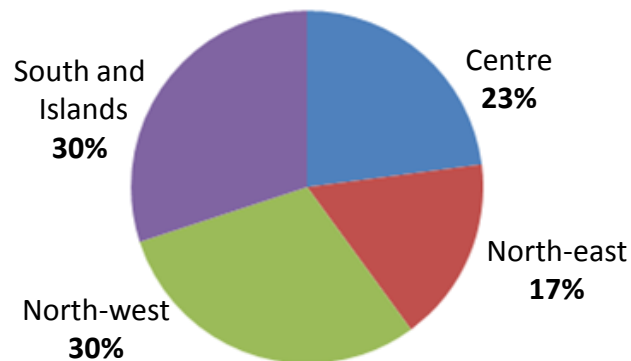
Total Financial Assets
related to PFAs

Distribution network

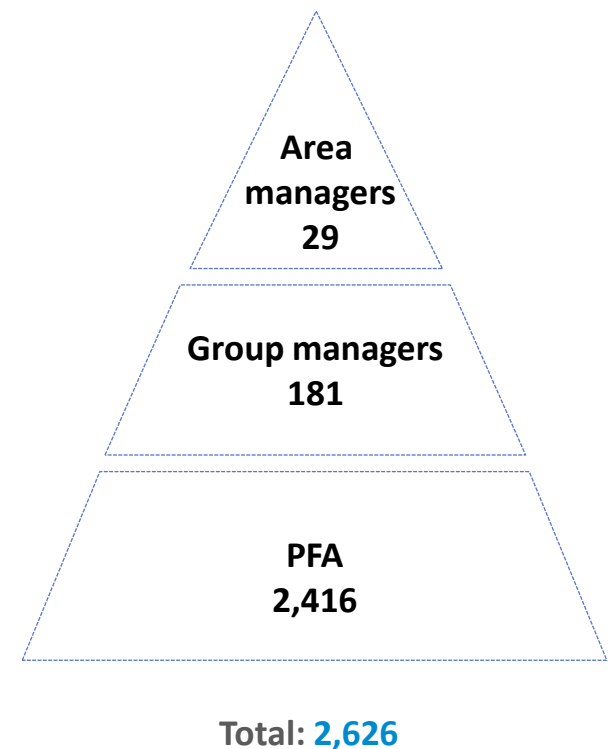
2,626 PFAs



353 Financial Centres



PFA network structure



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 ¹ | | | | |
|--|-------------|----------------|-------------|-----------------------------|
| 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 |
| Total | 2626 | 100% | 100% | 11.2 |

Note:

1 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%⁽¹⁾ out of total inflows)

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

⁽¹⁾ 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 items¹ (-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 items²) 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

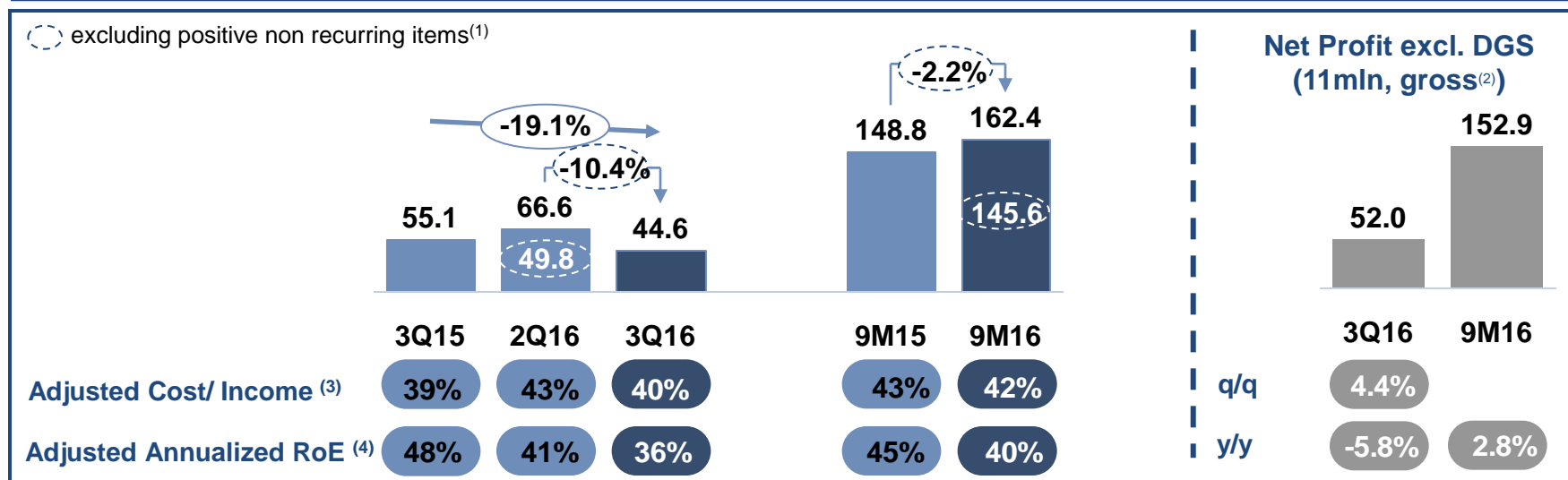
(1) gain on Visa sale (revenues): +15.3mln gross, +10.3mln net; positive closing of tax dispute: +6.5mln tax release

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

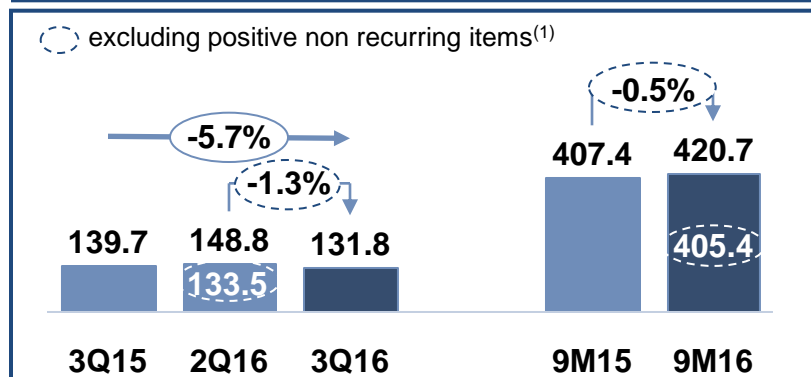
Results

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

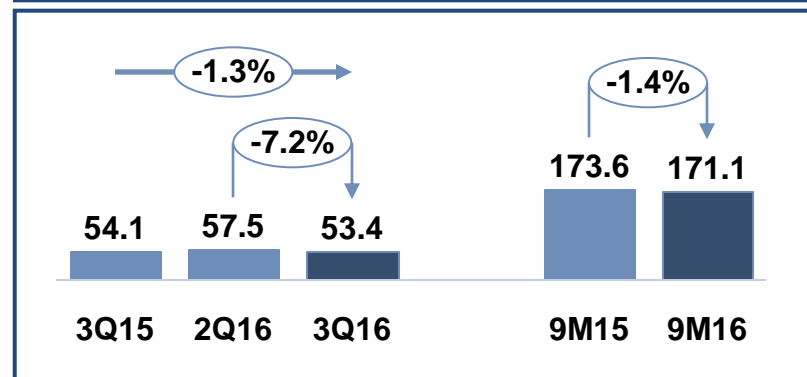
Net Profit, mln



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

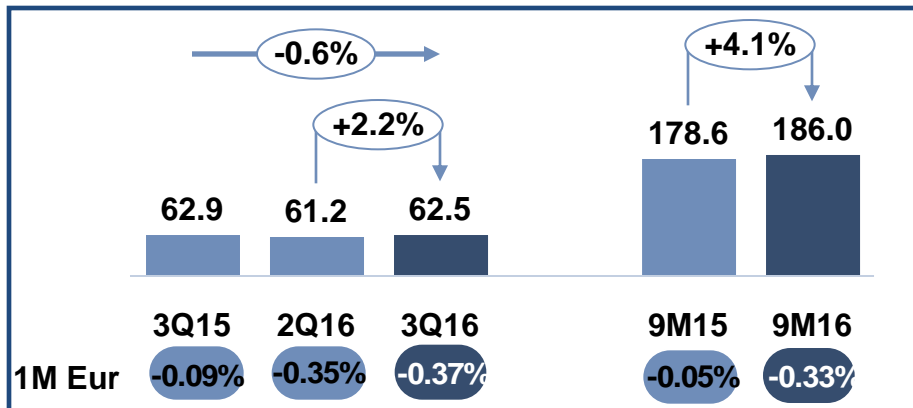
(3) Adjusted C/I ratio calculated: Operating Cost divided by Revenues net of non recurring items (see page 31)

(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)

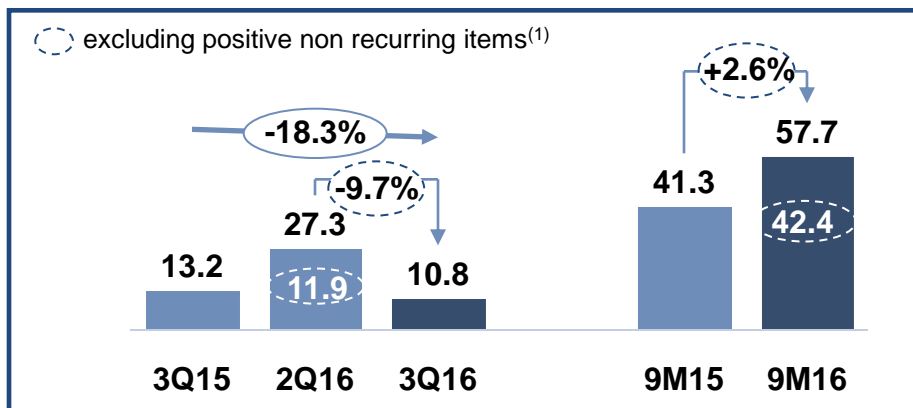
Revenues by P&L Items

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

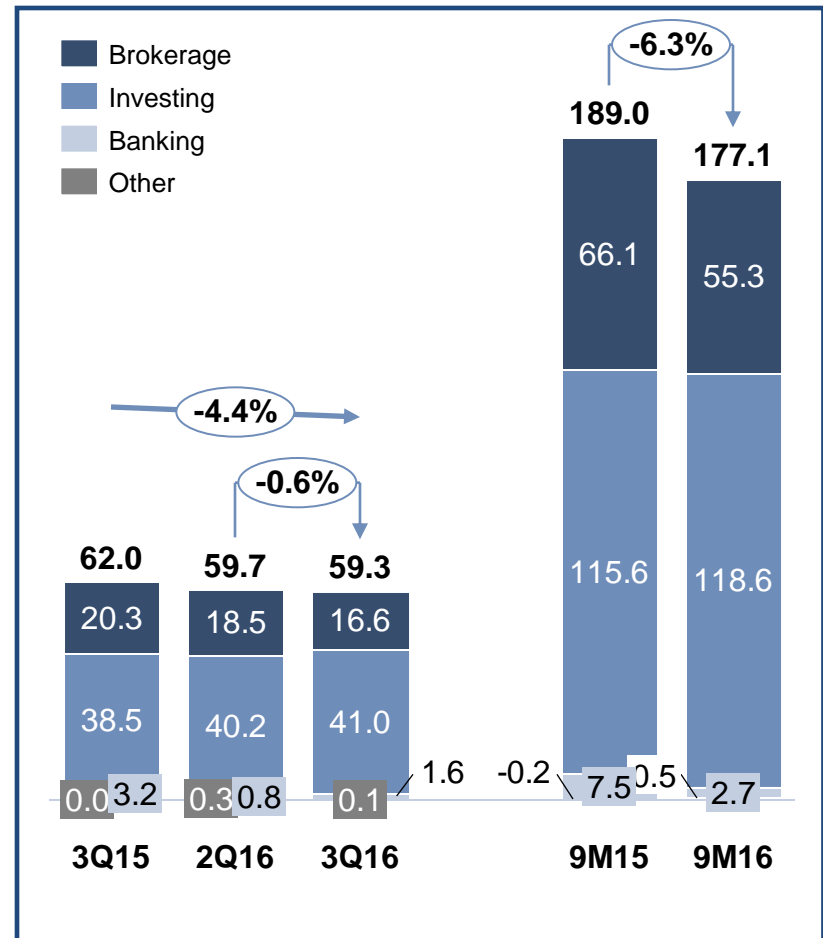


Trading income, mln



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

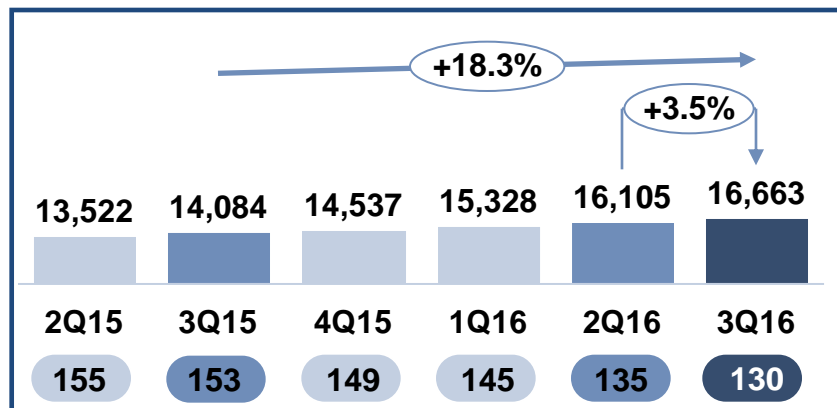
Fees and Commissions, mln



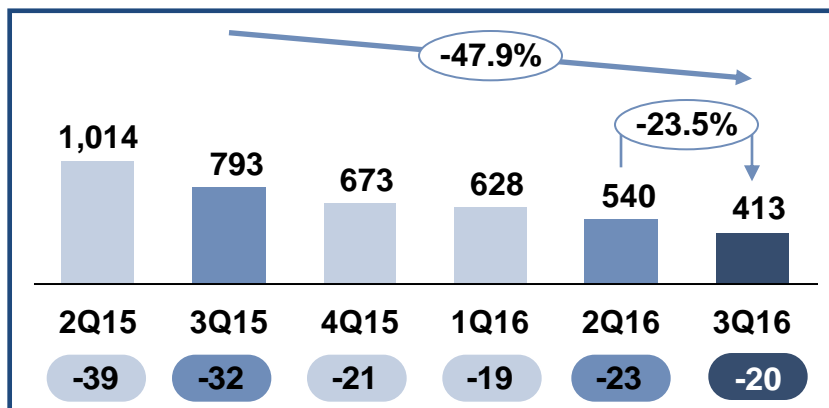
Net interest

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

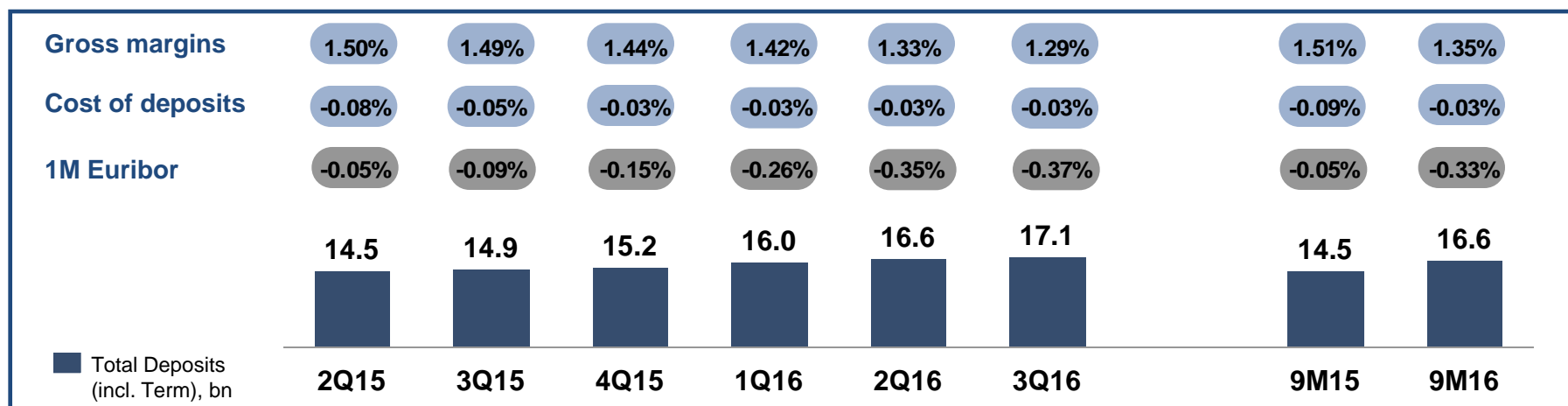
Sight Deposits (mln) and net margins (bps)



Term Deposits (mln) and net margins (bps)



Investment policy

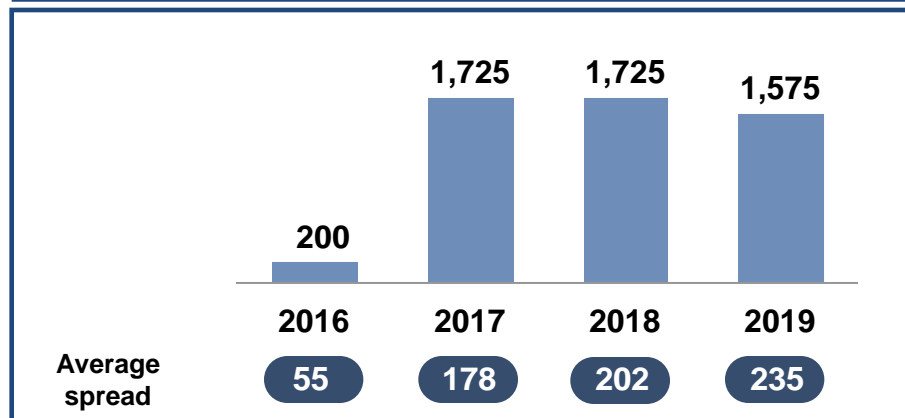


Volumes, margins and 1M Euribor: average of the period

Net interest: focus on UniCredit bonds portfolio

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

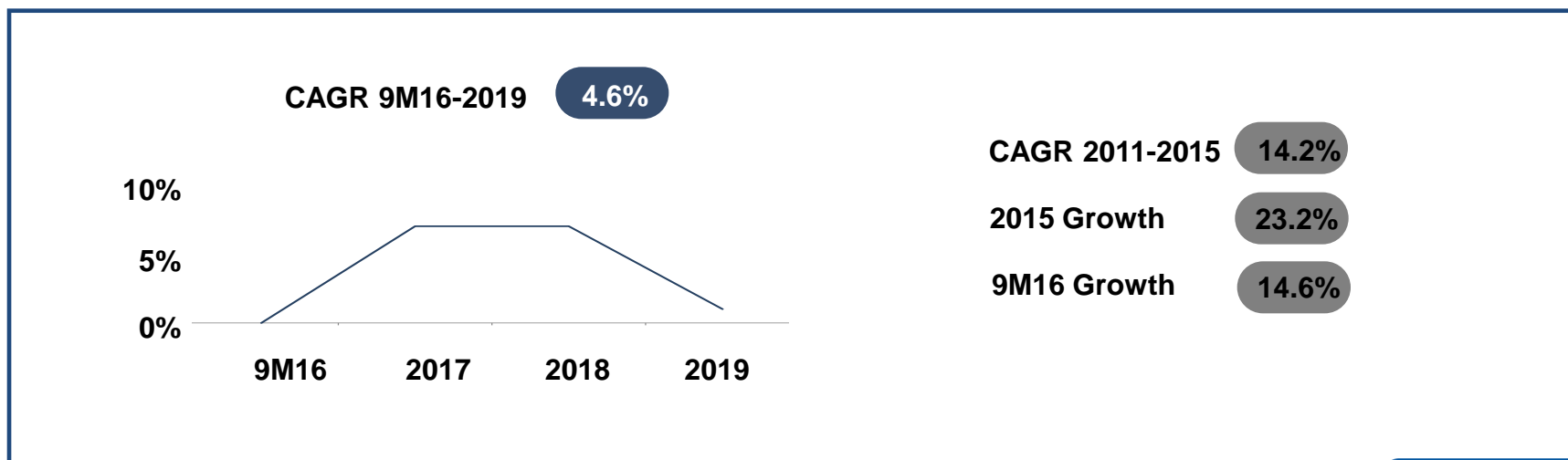
UC Bonds run-offs (mln) and spread (bps)



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

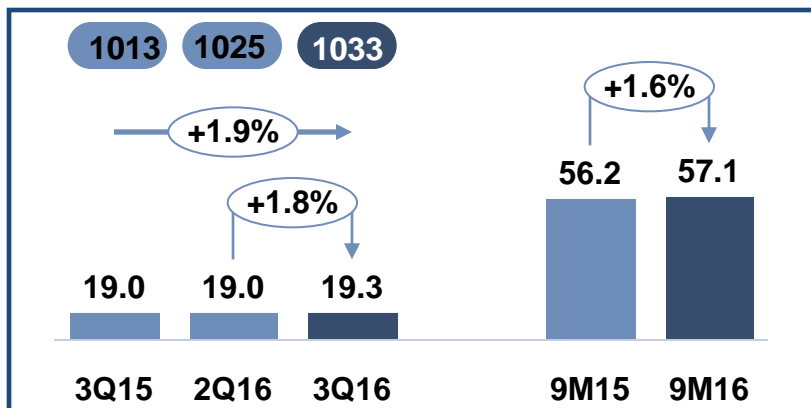


Costs

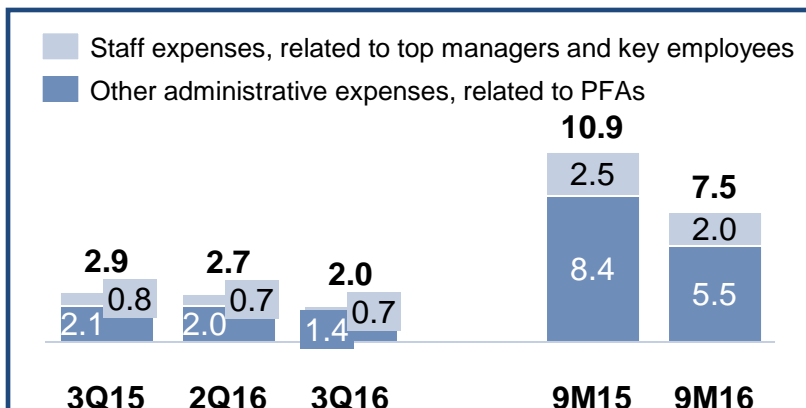
Cost efficiency and operating leverage confirmed in our DNA.

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

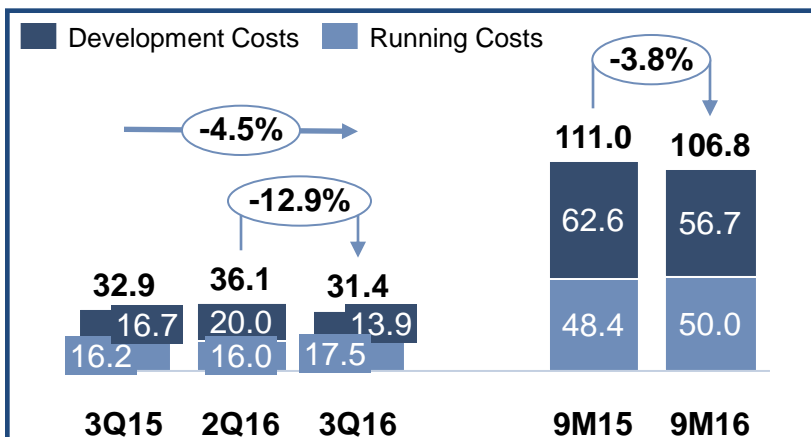
Staff expenses, mln and FTE,



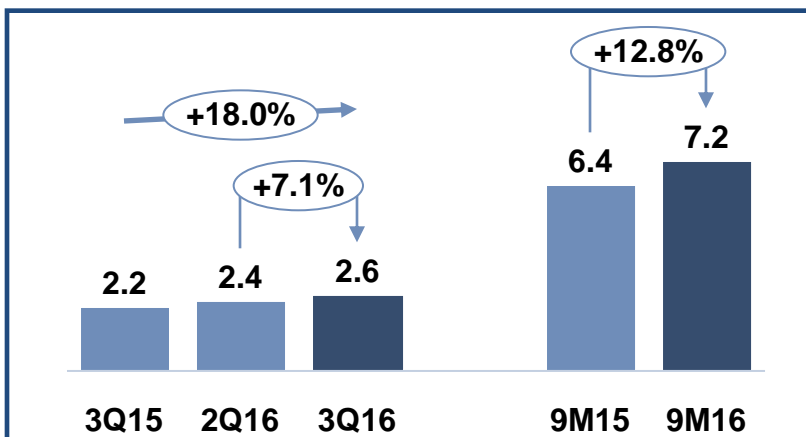
Stock granting post IPO



Other administrative expenses, mln ⁽¹⁾



Write-down/back and depreciation, mln

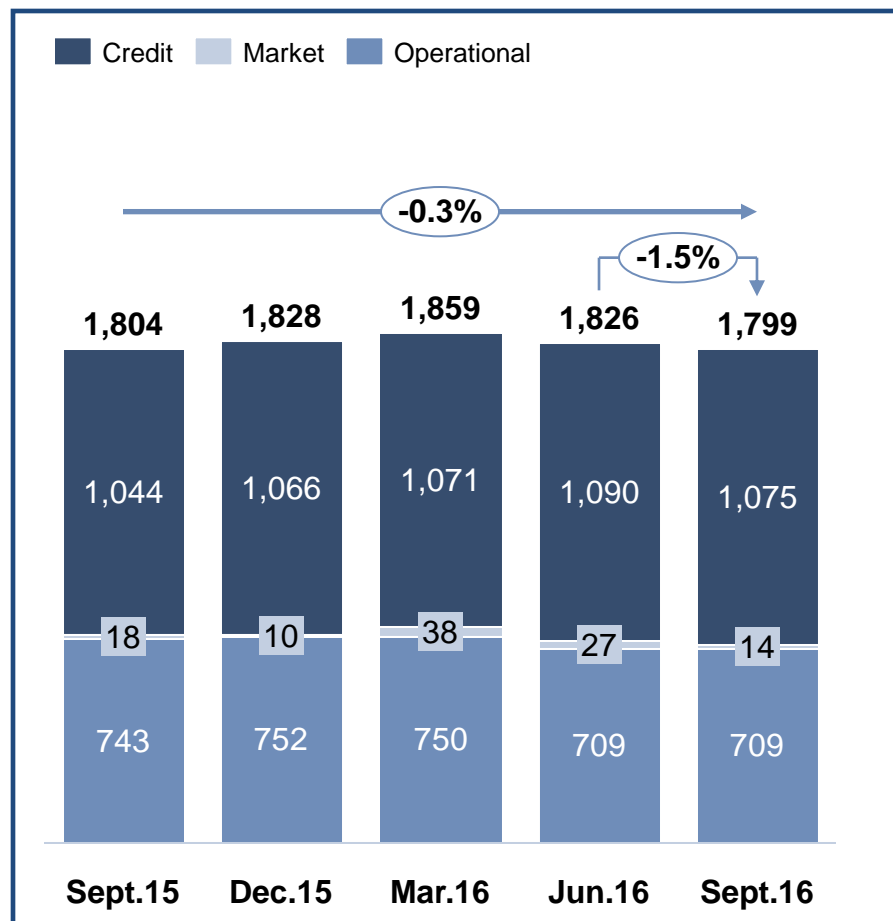


(1) Breakdown between development and running costs: managerial data

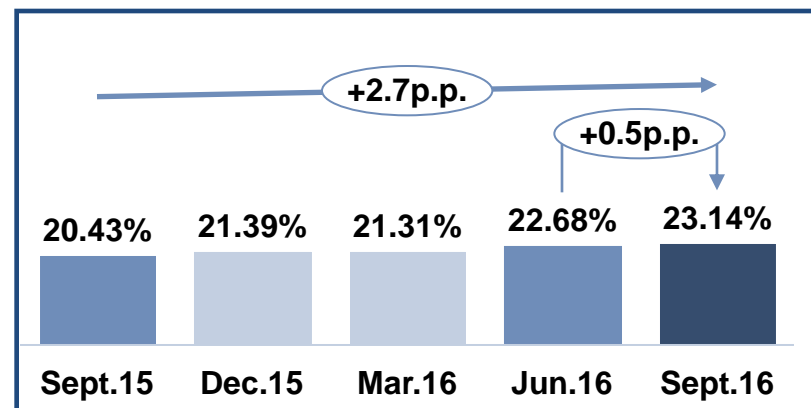
Capital Ratios

Best in class capital position and low risk balance sheet

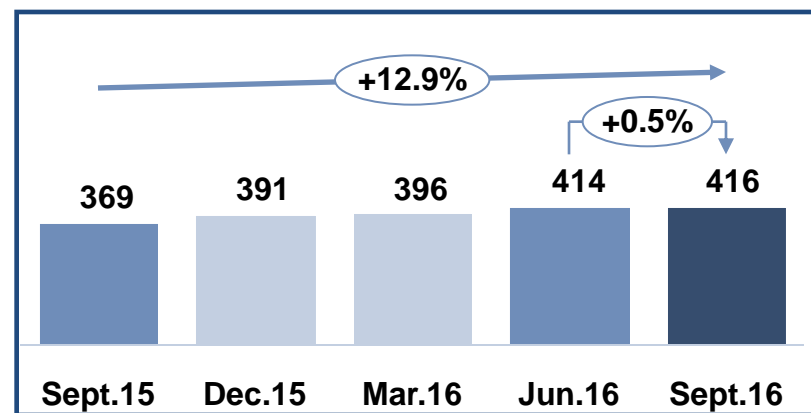
RWA, mln



CET1 Ratio transitional, %



CET1 Capital, mln



TFA

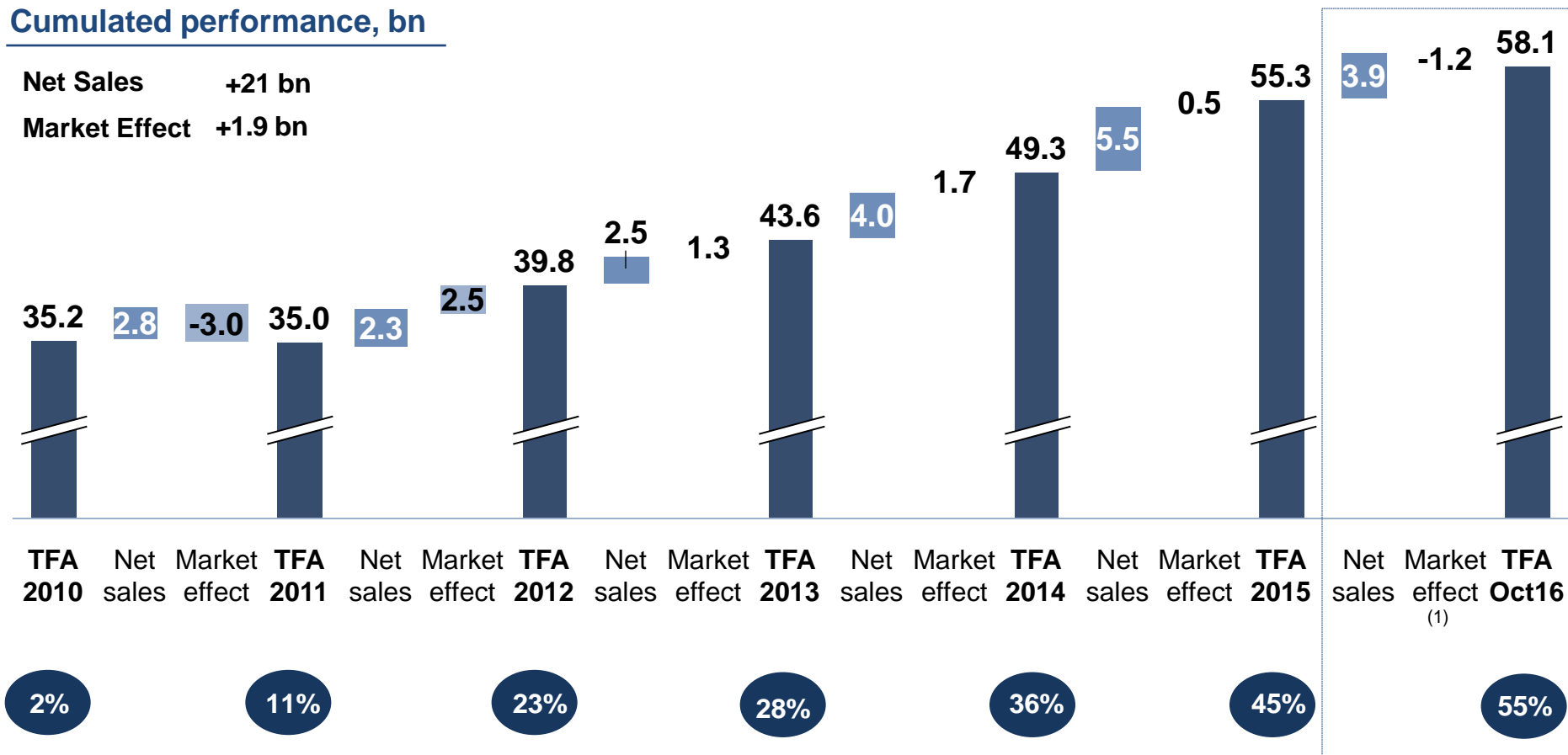
Relentless TFA growth thanks to a healthy expansion in net sales
Guided products and services increased at 55% of total AuM

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

Cumulated performance, bn

Net Sales +21 bn

Market Effect +1.9 bn



Guided products as % of total AuM (2)

(1) -1.2bn related to AuC

21 (2) Guided Products end of period divided by Asset under Management end of period

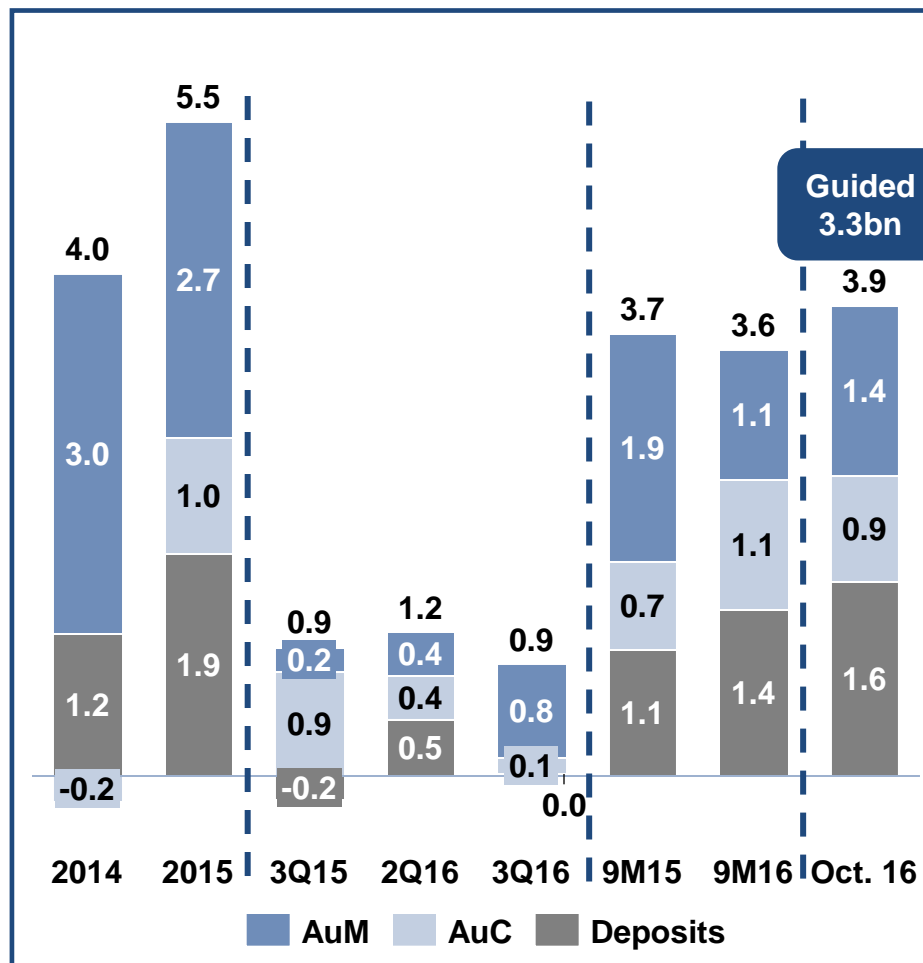


B A N K

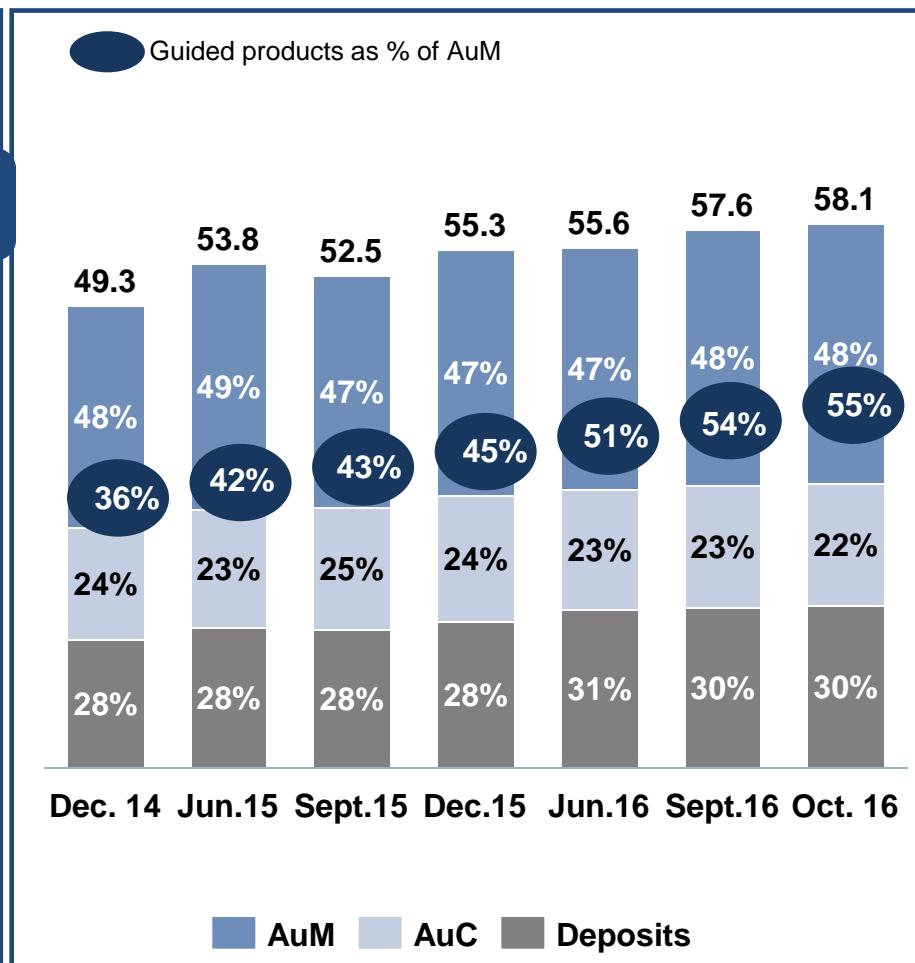
TFA and Net sales - breakdown

Successful shift towards high added value products resulting in 3.3bn net sales in Guided products (+20% y/y) out of 1.4bn net sales in AuM as of October

Breakdown of total net sales, bn



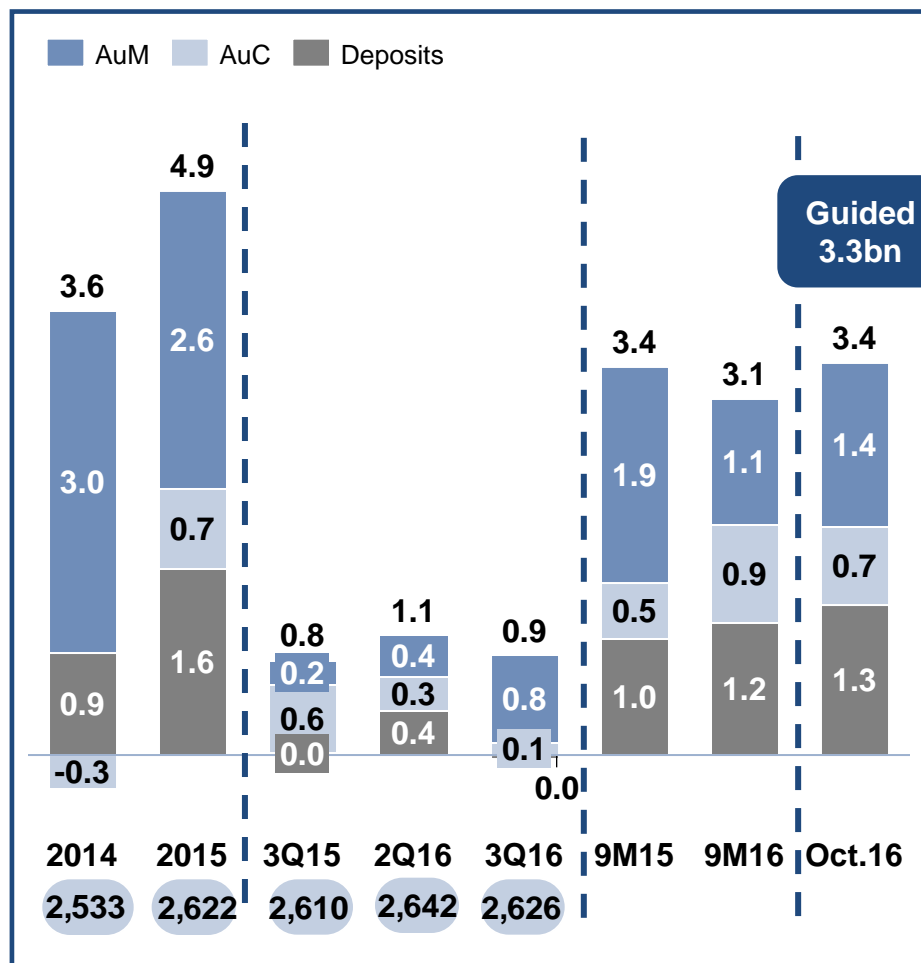
Breakdown of total TFA, bn



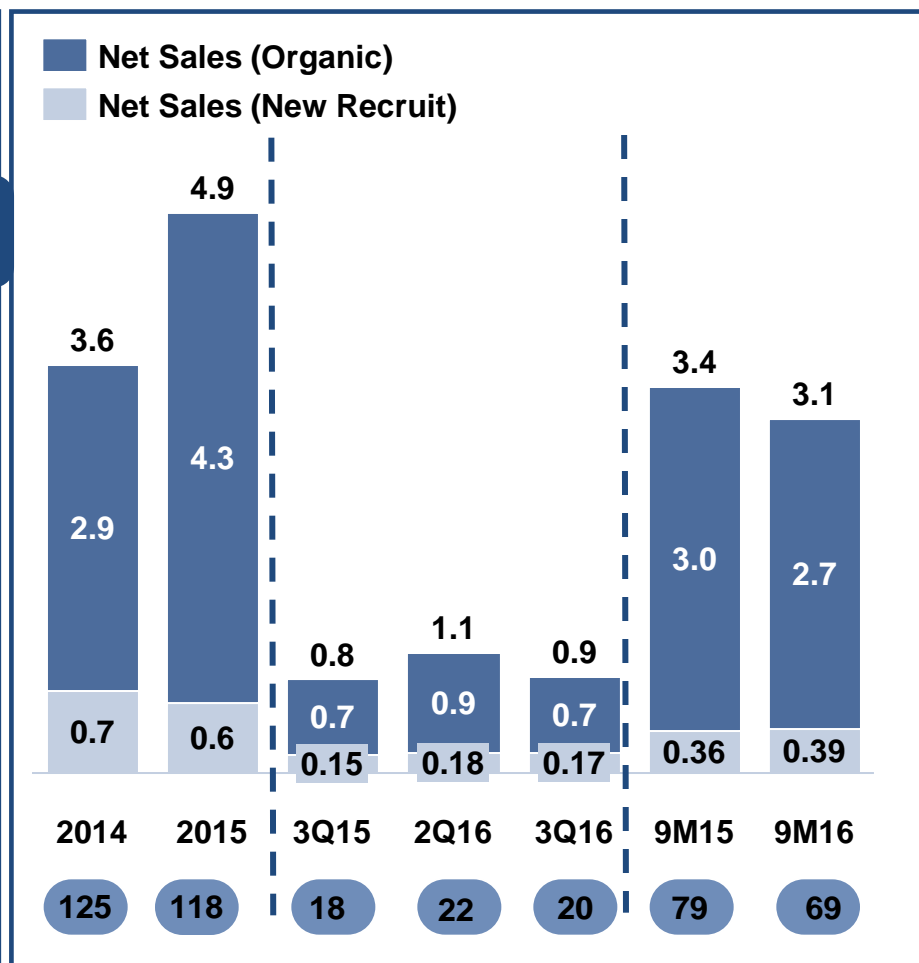
Personal Financial Advisors (PFA) network – Total Net sales

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

PFA Network – total net sales, bn



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



PFA Network - headcount

PFA Network – new recruits of the year

FINECO

B A N K

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

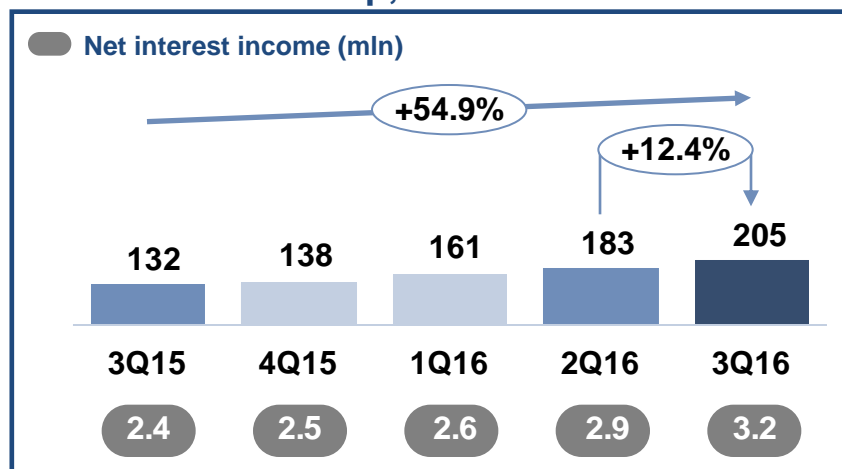
- New law 119/2016 for repossession of new residential mortgage collateral (**Decreto banche/ Patto Marciano**)¹ makes mortgages business more appealing reducing CoR
- The current interest rate environment reduces **prepayment risk close to zero**
- **Proven and positive track record**: almost 7bn portfolio 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

INVESTING AREA

Successful growing strategy based on sustainability and recurrent revenues

KEY STRENGTH

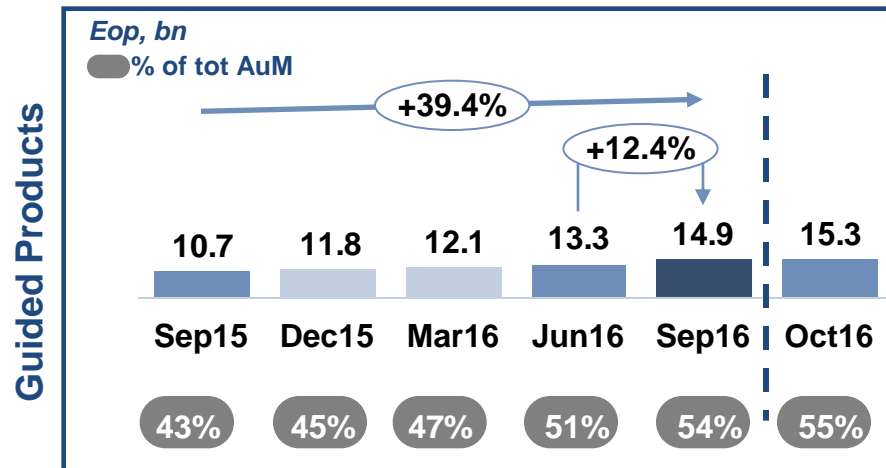
SUSTAINABILITY

- ✓ 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

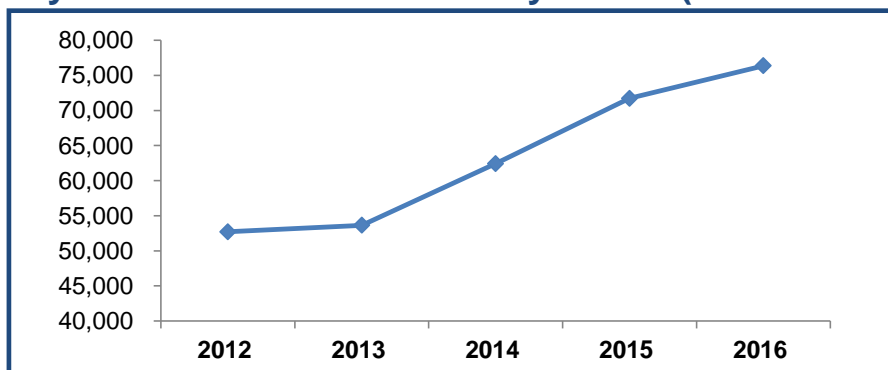
Continuous healthy client base enlargement and best-in-class offer lead to unrivalled leading position

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

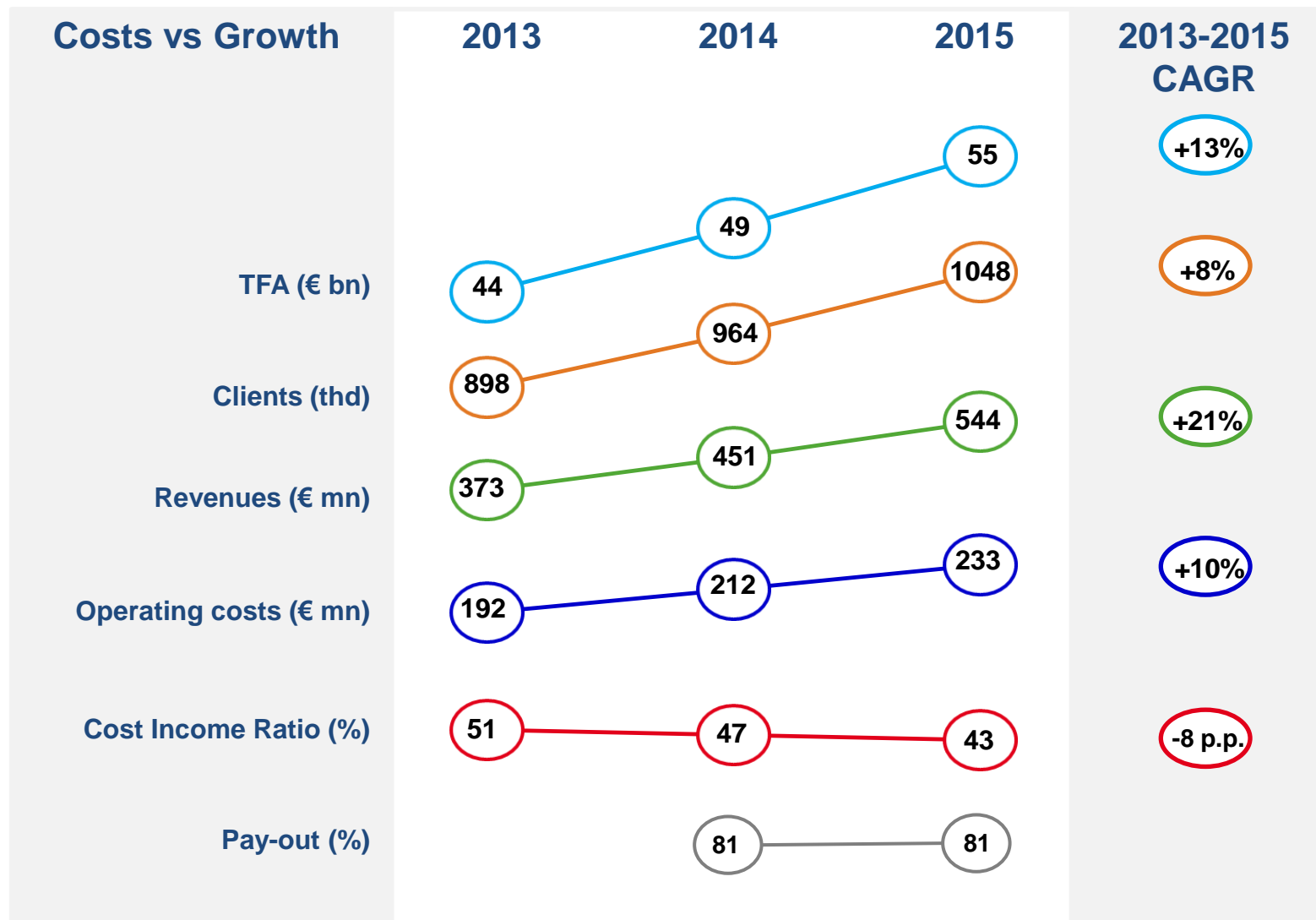
- ✓ **Attractive and innovative value proposition** based on one stop solution approach
- ✓ **Light cost approach**, very low Capex leveraging on existing platform
- ✓ **post "Brexit"**: Brexit will not affect the current operational framework at least for the 2 years (EU pass-porting laws)
- ✓ UK is 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

FINECO

B A N K

Highly scalable operating platform

Platform excellence and cost discipline providing strong operating leverage



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 |
| Total revenues | 136.7 | 131.0 | 139.7 | 407.4 | 136.8 | 544.3 | 140.1 | 148.8 | 131.8 | 420.7 |
| 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 |
| Operating expenses | -59.8 | -59.7 | -54.1 | -173.6 | -58.9 | -232.5 | -60.2 | -57.5 | -53.4 | -171.1 |
| Gross operating profit | 76.9 | 71.3 | 85.7 | 233.9 | 77.9 | 311.7 | 79.9 | 91.3 | 78.4 | 249.7 |
| 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 |
| Profit before taxes | 72.2 | 69.4 | 82.9 | 224.5 | 63.6 | 288.1 | 77.1 | 88.8 | 66.4 | 232.3 |
| Income taxes | -24.4 | -23.5 | -27.8 | -75.6 | -21.4 | -97.0 | -25.8 | -22.3 | -21.8 | -69.9 |
| Net profit for the period | 47.8 | 45.9 | 55.1 | 148.8 | 42.2 | 191.1 | 51.2 | 66.6 | 44.6 | 162.4 |
| Normalised Net Income⁽¹⁾ | 47.8 | 45.9 | 55.1 | 148.8 | 44.6 | 193.4 | 51.2 | 49.8 | 44.6 | 145.6 |

| Non recurring items (mln, gross) | 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)⁽²⁾</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 |
| Total | 0.0 | 0.0 | 0.0 | 0.0 | -3.5 | -3.5 | 0.0 | 21.8 | 0.0 | 21.8 |

⁽¹⁾ Net of non recurring items

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

Starting from Jan1 2016, within the securities lending transactions with cash guarantee, the earnings component relating to the service provided/received for the provision of the security has been recognised under Net commissions, whereas it was previously recognised under Net interest income. Previous periods have been restated accordingly

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 | |
| Total | 56.5 | | 59.3 | | 62.9 | | 62.2 | | 61.2 | | 62.5 | | 178.6 | | 186.0 | |

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 ¹ | 44.8 | 25-Apr-17 | USD Libor 1m | 2.06% |
| 23 IT0005010142 | USD ¹ | 44.8 | 19-Apr-18 | USD Libor 1m | 2.34% |
| 24 IT0005010134 | USD ¹ | 44.8 | 1-Apr-19 | USD Libor 1m | 2.53% |
| 25 IT0005010860 | USD ¹ | 44.8 | 7-Apr-20 | USD Libor 1m | 2.66% |
| 26 IT0005010217 | USD ¹ | 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 ¹ | 44.8 | 23-Dec-22 | USD Libor 1m | 1.93% |
| Total | Euro | 11,610.0 | | Euribor 1m | 1.99% |
| | USD¹ | 268.8 | | USD Libor 1m | 2.378% |

9M16

Details on Net Commissions

| <i>mln</i> | 1Q15 | 2Q15 | 3Q15 | 1Q16 | 2Q16 | 3Q16 | 9M15 | 9M16 |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|
| Brokerage | 25.0 | 20.8 | 20.3 | 20.3 | 18.5 | 16.6 | 66.1 | 55.3 |
| 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 ⁽¹⁾ | 0.1 | 0.0 | 0.2 | -0.5 | -0.5 | 0.4 | 0.3 | -0.6 |
| Investing | 36.5 | 40.6 | 38.5 | 37.5 | 40.2 | 41.0 | 115.6 | 118.6 |
| o/w | | | | | | | | |
| Placement fees | 3.0 | 2.5 | 1.4 | 1.8 | 2.8 | 2.4 | 6.9 | 7.0 |
| Management fees | 38.5 | 43.0 | 41.4 | 40.0 | 40.5 | 43.0 | 122.9 | 123.5 |
| to PFA's | -5.0 | -4.9 | -4.2 | -4.3 | -3.2 | -4.4 | -14.2 | -11.9 |
| Banking | 1.5 | 2.8 | 3.2 | 0.3 | 0.8 | 1.6 | 7.5 | 2.7 |
| Other | -0.2 | 0.0 | 0.0 | 0.1 | 0.3 | 0.1 | -0.2 | 0.5 |
| Total | 62.8 | 64.2 | 62.0 | 58.2 | 59.7 | 59.3 | 189.0 | 177.1 |

⁽¹⁾ 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 |
| Total Banking | 56.1 | 58.8 | 62.2 | 61.0 | 60.8 | 62.5 | 177.1 | 184.2 |
| 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 |
| Total Investing | 36.5 | 40.6 | 38.5 | 37.5 | 40.2 | 41.0 | 115.6 | 118.6 |
| 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 |
| Total Brokerage | 43.1 | 34.9 | 36.6 | 36.6 | 32.3 | 28.7 | 114.7 | 97.6 |

Breakdown TFA

| <i>mln</i> | March 15 | June 15 | Sept. 15 | Dec. 15 | March 16 | June 16 | Sept 16 |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| AUM | 26,121 | 26,169 | 24,825 | 26,277 | 25,565 | 25,911 | 27,522 |
| 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 |
| AUC | 13,219 | 12,613 | 12,868 | 13,419 | 12,889 | 12,688 | 13,051 |
| 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 |
| Direct Deposits | 14,371 | 15,016 | 14,828 | 15,631 | 16,527 | 16,965 | 16,989 |
| 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 |
| Total | 53,711 | 53,798 | 52,521 | 55,327 | 54,980 | 55,564 | 57,562 |

| | | | | | | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <i>o/w Guided Products & Services</i> | 10,250 | 11,008 | 10,727 | 11,828 | 12,082 | 13,298 | 14,949 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|

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 |
| Total Assets | 17,499 | 18,051 | 17,451 | 18,328 | 19,265 | 19,561 | 19,453 |
| 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 |
| Total Liabilities and Equity | 17,499 | 18,051 | 17,451 | 18,328 | 19,265 | 19,561 | 19,453 |

Main Financial Ratios

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

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

⁽²⁾ Guided Products eop divided by Total Financial Assets eop

⁽³⁾ Adjusted C/I ratio net of non recurring items (see page 31)

⁽⁴⁾ 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)

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