

UBI BANCA SPA

Remuneration scheme based on financial instruments:

proposal to pay a portion of the short-term (annual) variable component of remuneration for "Identified Staff" in financial instruments and a proposal to authorise the purchase of treasury shares to service the incentive scheme.

Dear Shareholders,

As described in Section I of the Remuneration Report, the Parent has reviewed and updated its 2017 Remuneration and incentive policies and as part of this, also those categorised as "*Identified Staff*", on the basis of the criteria required by Delegated Regulation (EU) No. 604 of 4th March 2014 and further internal criteria and incorporating the provisions of Directive 2014/91/EU (UCITS V).

A short-term (annual) incentive scheme exists for "*Identified Staff*" with the exception of the "*Members of Governing Bodies*", with a variable remuneration structure which provides for the following in line with the principles of the Supervisory Regulations on the matter:

- the deferral of payment of a portion of between 40% and 50% of the variable component of remuneration linked to incentive schemes, with a three-year deferral period in order to align the incentives with the medium to long-term interests of the Bank;
- the grant of financial instruments for a portion equal to at least 50% of variable remuneration.

The mechanism that has been identified for granting financial instruments is the grant of treasury shares held by the Parent (with the cost charged to the individual companies where the employee in receipt of the shares works), with the exception of "*Identified Staff*" belonging to the Group's asset management company (UBI Pramerica SGR S.p.A.), identified in accordance with the UCITS V Directive, which this implements, who will be granted units and shares in UCITS set up by UBI Pramerica SGR S.p.A. and UBI Management Company S.A..

For all further information concerning the characteristics of the incentive scheme, see the Information Document published in accordance with article 84-*bis* of Consob Regulation 11971/1999, or Section 1 of the abovementioned Report on Remuneration.

It is not currently possible to indicate the exact amount of the expected liability, taking into account the trigger conditions and the procedures for managing the bonus pool to be used for the incentive scheme. Nevertheless, in view of the maximum amount amounting to approximately €3.5 million to be awarded in shares, an application will be submitted for the approval of the Shareholders' Meeting to authorise the Management Board to purchase (even in one or more tranches and in compliance with the limits set by law for treasury shares) a maximum number of ordinary shares to be set as a ratio of the amount required on the basis of the annual performance objectives and the share price at the time when they are granted, with the possibility of first using the remaining shares held in portfolio by UBI Banca as a result of past purchases for previous incentive schemes.

In relation to the above we report that:

- in accordance with the provisions of Art. 2357 of the Italian Civil Code, the purchases of treasury shares will be made within the limits of the distributable profits and of the available reserves reported in the last duly approved financial statements, drawn on a specific profit reserve created within equity;
- on the basis of paragraph 33 of IAS 32 "Financial instruments: Presentation", treasury shares that are purchased must be deducted, in the accounts, from equity; the value of the treasury shares purchases will therefore be deducted from the separate reserve created.

Furthermore, the treasury shares will be purchased in the manner specified in paragraph 1, letter b) of Art. 144 of the Issuers' Regulations - issued in implementation of paragraph 1 of Art. 132 of the Consolidated Finance Act - and thus by purchase on regulated markets following operational procedures that ensure equal treatment of shareholders and do not allow a direct link in trading of proposals to purchase with predetermined proposals to sell, and in full compliance with the measures for the prevention of market abuse and related market practices permitted by the national commission for companies and the stock exchange (Consob - Italian securities market authority).

The purchases will, in any event, be made within 18 months of the date when the Shareholders' Meeting grants authorisation, within the time limit set in the aforementioned Art. 2357 of the Italian Civil Code and at a price that is not 10% higher or lower than the reference price of the UBI Banca share quoted in the market session prior to each individual purchase transaction.

Dear Shareholders,

In relation to the above, the Supervisory Board therefore proposes, subject to a prior opinion in agreement from the Remuneration Committee, that the Shareholders' Meeting approves the following resolution:

“The Shareholders' Meeting of Unione di Banche Italiane S.p.A,

- *having considered the proposal of the Supervisory Board;*
- *having taken account of the provisions of the law, of the Articles of Association and of the regulations issued by the national commission for companies and the stock exchange (Consob - Italian securities market authority) concerning the purchase of treasury shares;*

RESOLVES

- a) *to approve the 2017 incentive scheme based on financial instruments, which provides for the payment of a portion of the variable remuneration through the grant of ordinary shares of the Parent, UBI Banca, to “Identified Staff” for a total maximum amount of approximately €3.5 million and possibly also the grant of units and equity instruments in UCITS set up by UBI Pramerica SGR S.p.A. and UBI Management Company S.A. to the “Identified Staff” of the Group’s asset management company (UBI Pramerica SGR S.p.A.);*
- b) *to authorise the Management Board to purchase, with one or more transactions, to be carried out within 18 months of the date of the Shareholders' Meeting authorisation, a maximum number of shares to be set as a ratio of the amount required on the basis of the bonuses earned as a function of the performance levels achieved and the reference price of the UBI Banca share at the time when they are granted, at a price that is nonetheless not 10% higher or lower than the reference price of the UBI Banca share quoted in the market session prior to each individual purchase transaction; all in compliance with the limits set by law for treasury shares and according to the procedures specified in paragraph 1, letter b), of Art. 144 bis of the Issuers Regulations;*
- c) *to authorise the Management Board to use on a priority basis, in the context of the incentive scheme referred to under letter a) above, the remaining shares held in portfolio by UBI Banca as a result of past purchases for previous incentive schemes;*
- d) *to grant the Management Board all the necessary powers required to implement this resolution, including the power to modify the same resolution in any way that may be requested by any authority, as long as the modification is of a non-substantial nature*

7th March 2017

THE SUPERVISORY BOARD

Information document pursuant to Art. 84-bis of the Issuers' Regulations – short-term (annual) incentive scheme for *Identified Staff*

INTRODUCTION

In compliance with the requirements of Art. 114-bis of Legislative Decree No. 58 of 24th February 1998 (the “**Consolidated Finance Act**”) and the requirements of the Issuers' Regulations adopted by Consob Resolution No. 11971 of 14th May 1999 (the “**Issuers' Regulations**”) concerning the information to be disclosed to the market in relation to remuneration schemes based on financial instruments, this information document (the “**Information Document**”) has been prepared to provide details of the implementation of the short term (annual) incentive scheme (the “**Scheme**”) which provides for the payment of a portion of the variable component of communication for “*Identified Staff*” of the UBI Banca Group identified in accordance with criteria of Delegated Regulation (EU) No 604 of 4th March 2014, through the grant of ordinary shares of UBI Banca, with the exception of the “*Identified Staff*” of the Group’s asset management company identified in accordance with the UCITS V Directive and in receipt of the above, who are to be granted units and equity instruments in UCITS set up by UBI Pramerica SGR S.p.A. or its subsidiary undertaking, UBI Management Company S.A.

This Information Document - prepared in accordance with Schedule 7 of Annex 3A of the Issuers' Regulations - provides information to the public on the conditions established for the implementation of the Scheme.

According to the definition contained in Art. 84-bis of the Issuers' Regulations, the Scheme qualifies as a “significant scheme”, due to the nature of its beneficiaries.

DEFINITIONS

The meaning of some terms used in the information document is given below.

Shareholders' Meeting - The Shareholders' Meeting of UBI Banca that will approve the Scheme.

Bonus pool - Allocated budget linked to incentive schemes.

Clawback - Mechanism that provides for the repayment of a bonus that has already been paid out.

Remuneration Committee - The committee required by the Bank of Italy Regulations and by the Corporate Governance Code, the composition and functions of which are described in the Corporate Governance Report pursuant to Art. 123-bis of the Consolidated Finance Act and in the Report on Remuneration prepared in accordance with Art. 123-bis of the Consolidated Finance Act and Art. 84-*quater* of the Issuers' Regulations.

Common Equity Tier 1 (“CET1”) Ratio - In terms of own funds, this indicator represents the highest quality core capital (composed of the total ordinary shares issued by the Bank that satisfy the regulatory classification criteria, share premium reserves, retained profits, valuation reserves and other reserves recognised) net of the deductions required by the regulations as a ratio to Risk Weighted Assets (RWA).

Beneficiaries - Personnel of the UBI Banca Group belonging to the “*Identified Staff*” perimeter with the exclusion of the Governing Bodies in accordance with the provisions of the 2017 Group Remuneration and incentives policy.

“Gate” Condition required to trigger incentive schemes, related to Group capital stability and liquidity indicators.

The Leverage Ratio (“LR”) – Leverage calculated as the ratio of the Tier I capital (capital measurement) to the total exposure of the Group (exposure measurement) which includes all the assets and off-balance sheet items not deducted to calculate the capital measurement according to the provisions of the CRR - Art. 429 of Regulation (EU) No. 575/2013 of the European Parliament and of the Council of 26/06/2013 as amended by the Delegated Act (EU) No. 62/2015 .

Liquidity Coverage Ratio (“LCR”) - Indicator designed to ensure that a Bank maintains sufficient high quality liquid assets available which can be converted into cash to meet liquidity commitments over a period of 30 days in a stress scenario defined by the Supervisory Authority. It is defined as the ratio of the stock of

“available high quality liquid assets” and the sum of “net cash outflows over a time horizon of 30 days, estimated in a context of normal business and supplemented by situations of stress”.

Net Stable Funding Ratio (“NSFR”) - Indicator of structural balance designed to monitor and contain risk associated with the transformation of maturities within a tolerance threshold considered acceptable by the Group. It is the ratio of funding (liabilities) to weighted lending (assets), which takes account of the stability of the liabilities and the degree of liquidity of the assets.

Targets - Performance indicators defined in the 2017 Group Remuneration and Incentive Policies and detailed in the regulations of each beneficiary, the achievement of which (subject to the triggering of entry thresholds or “gates”) is a condition for the financial instruments to be granted.

Identified Staff “Other IS” – “Identified Staff” contains a specific “Other Personnel” category which includes the Control Functions, the Areas of the Parent and roles in IW Bank and companies which have a greater impact on the Group’s risk profile.

Top Identified Staff – “Identified Staff” contains a specific “Top” category which includes not only the Senior Management of UBI Banca, but also the highest levels of the functions of the Parent (with the exclusion of the Control Functions) and the senior management of the main legal entities in the Group;

Total Shareholder Return (TSR) – The increase in the value of the share, calculated for the purpose of the incentive scheme, as the percentage difference between the daily average in December 2017 and the daily average in December 2016, including the value of any dividends paid (excluding the possibility that they could be reinvested). They are compared with banks in the reference benchmark listed on regulated markets, on the basis of the quartile positioning of the UBI Group. The method provides for normalisations in the event of exceptional circumstances (e.g. increases in capital, mergers).

Return On Risk-Adjusted Capital (RORAC) - The profitability in percentage terms of capital at risk calculated as the ratio between NOPAT (net operating profit after tax) and average allocated (budgeted) capital or average absorbed (actual) capital.

Profit on continuing operations before tax (POCBT) is considered net of extraordinary and non-recurring items.

Normalised net profit (NNP) is considered net of non-recurring extraordinary items and the cost relating to incentive schemes.

Normalised net profit, adjusted for the cost of capital “delta” - Calculated as the algebraic sum of the net profit in the income statement - net of non-recurring extraordinary items and the cost relating to incentive schemes - and of the (positive or negative) difference between the absorbed and allocated capital, measured on the basis of the cost of capital.

1. BENEFICIARIES

The potential beneficiaries of the Scheme are the personnel of UBI Banca and its major subsidiaries classified as “Identified Staff” in the UBI Group, with the exception of the Members of Governing Bodies, consisting of 154 positions in 2017.

1.1 The names of the beneficiaries who are members of the Board of Directors or the Management Board of the issuer of the financial instruments, of the companies controlling the issuer, and of the companies controlled, directly or indirectly, by the issuer.

The Chief Executive Officer, *Dott.* Victor Massiah, the Senior Deputy General Manager, *Dott.* Elvio Sonnino and *Dott.ssa* Elisabetta Stegher of UBI Banca are among the potential beneficiaries of the Scheme.

Some of the potential beneficiaries of the Scheme - who are employees of the UBI Banca Group - in addition to carrying out managerial duties related to the role performed by them, also hold positions within the managing bodies of the companies directly or indirectly controlled by UBI Banca. Given that these persons qualify as potential beneficiaries of the Scheme in their capacity as employees of the UBI Banca Group, they are not named in this section, but the information provided below refers to them.

1.2 The categories of employees or associate workers of the issuer of the financial instruments and of

the companies controlling or controlled by the issuer.

The Scheme also covers the following categories of employees of UBI Banca and certain of the Group companies within the “*Identified Staff*” perimeter:

- the “Top” category, which not only includes those indicated in sub-section 1.1, but also the highest levels of the functions of the Parent (with the exclusion of the Control Functions) and the senior management of the main legal entities in the Group;
- the “Other *Identified Staff*” category, which includes the Control Functions and Financial Advisors not linked to the Group by a regular employee contract, whose activities may have significant impacts on the risk profile of the Bank.

As already indicated in the introduction the Members of Governing Bodies are not included in the scheme.

The companies in the UBI Banca Group involved in the scheme are as follows: IW Bank S.p.A, UBI Sistemi e Servizi Soc.Cons.p.A., UBI Pramerica SGR S.p.A., UBI Management Company S.A., UBI Leasing S.p.A., UBI Factor S.p.A. and Prestitalia.

1.3 The names of the persons who benefit from the plan belonging to the following groups:

a) general managers of the issuer of financial instruments;

b) other key management personnel of the issuer of financial instruments which is not of “small dimensions”, pursuant to article 3, paragraph 1, letter f) of Regulation No. 17221 of 12th March 2010, where they have received total remuneration during the financial year (obtained by summing cash remuneration and remuneration based on financial instruments) that is higher than the total highest remuneration paid to members of the Board of Directors, or to the Management Board and to the General Managers of the issuer of financial instruments;

c) the natural persons controlling the issuer of shares, who are employees or work on contract within the issuer of shares.

a) *Dott.* Victor Massiah, Chief Executive Officer of UBI Banca, is one of the potential beneficiaries of the Scheme.

1.4 Description and number, by category:

a) of key management personnel other than those indicated in letter b) of paragraph 1.3;

b) for companies of “small dimensions”, pursuant to article 3, paragraph 1, letter f) of Regulation No. 17221 of 12th March 2010, information by total for all key management personnel of the issuer of financial instruments;

c) of any other category of employee or associate worker subject to different treatment under the Scheme (for example, executives, middle managers, office staff, etc.).

a) In addition to the members of the Management Board indicated in point 1.1, the Deputy General Managers (the Chief Wealth and Welfare Officer and Chief Commercial Officer), the Chief Audit Executive, Chief Risk Officer, Chief General Counsel, Chief Lending Officer, Chief of Compliance, Chief of Top Private banking, Chief of Corporate and Investment Banking, the Manager of the Supervisory Board Support Unit and the Managers of the Macro Geographical Areas of UBI Banca, amounting to 18 beneficiaries;

c) the Scheme establishes different treatment for potential beneficiaries who belong to the highest management level of the corporate control functions.

2. THE REASONS FOR ADOPTION OF THE SCHEME

Details of the reasons underlying the adoption of the Scheme are given in the Remuneration Report prepared in accordance with article 123-*ter* of the Consolidated Finance Act and article 84-*quater* of the Issuers’ Regulations, which may be consulted.

3. APPROVAL PROCESS AND TIMING OF GRANTS OF THE INSTRUMENTS

3.1 Scope of the powers and functions assigned by shareholders to the Management Board for the purposes of the implementation of the Scheme

The Shareholders' Meeting authorises the Management Board to proceed with the purchase of treasury shares, in one or more operations and, in compliance with the limits set by law, to be carried out within 18 months of the date of the Shareholders' Meeting authorisation in the manner specified in paragraph 1, letter b), of Art. 144-*bis* of the Issuers' Regulations, having first used the remaining shares resulting from past purchases for previous incentive schemes.

3.2 Names of the parties assigned to administer the scheme and their function and responsibilities

The Human Resources Area of UBI Banca is responsible for the overall administration of the Scheme.

The Bank of Italy Supervisory Regulations also assign the Remuneration Committee the task, in close collaboration with the body responsible for the control function, of overseeing the implementation of the rules governing the remuneration of the chiefs of the corporate internal control functions, and the task of providing an opinion, also with the aid of information received from the relevant corporate functions, on the achievement of the performance objectives linked to the incentive schemes and the satisfaction of the other conditions established for the payment of the remuneration.

3.3 Any existing procedures for the revision of the Scheme, with respect, amongst other things, to changes in the key objectives

If significant revisions to the budget are made during the year in question, the "bonus pool" available may be subject to changes by the Supervisory Board, after prior consultation with the Remuneration Committee on the basis of a proposal from the Management Board.

3.4 Description of the methods used to determine the availability and the grant of the financial instruments on which the Scheme is based.

The mechanism provides for the use of a number of treasury shares held by the Parent (with the cost charged to the individual companies in which the beneficiaries of the shares work), corresponding to the maximum amount of the bonuses to be paid. For asset management positions purchases will be made of quotas and shares of UCITS created by UBI Pramerica SGR and UBI Management Company.

The financial instruments will be "promised" to the beneficiaries by means of specific notification until they are actually granted at the end of each retention period. Under this mechanism the value of the bonus paid may vary according to the performance of the price/value of the financial instruments.

3.5 The role filled by each board member in determining the features of the Scheme and any situations of conflict of interest for the directors involved.

The Management Board has submitted the resolution concerning the adoption of the scheme for the implementation of the 2017 Remuneration and Incentive Policies to the Supervisory Board, for proposal to the Shareholders' Meeting and the Supervisory Board, in consultation with the Remuneration Committee, has verified that the scheme is consistent with these policies.

No senior managers of the UBI Banca Group are involved in the resolutions passed by the Supervisory Board and by the Remuneration Committee.

Some members (currently three out of nine) of the Management Board, who hold positions as Senior Managers of the Bank, are also potential beneficiaries of the Scheme.

3.6 For the purposes of the requirements of article 84-*bis*, paragraph 1, the date of the decision made by the body responsible for proposing the approval of the schemes to the shareholders' meeting and the proposal by the remuneration committee, if present.

On 7th March 2017 the Supervisory Board approved the proposal for the Scheme to be submitted to the Ordinary Shareholders' Meeting of UBI Banca, called for 7th April 2017, after prior consultation with the

Remuneration Committee, on the basis of a proposal approved by the Management Board on 28th February 2017.

3.7 For the purposes of the requirements of Article 84-bis, paragraph 5, letter a) the date of the decision made by the body responsible for the grant of the instruments and any proposal to the aforementioned body made by the remuneration committee, if present.

The Supervisory Board made a decision concerning the 2017 Remuneration and Incentive Policies and the Scheme on 7th March 2017.

3.8 The market price, recorded on the aforesaid dates, for the financial instruments on which the plans are based, if traded on regulated markets.

The reference price of the ordinary shares of UBI Banca recorded on the aforesaid date of the meeting of the Supervisory Board (7th March 2017) was €3.182.

3.9 For plans based on financial instruments traded on regulated markets, what are the terms and procedures adopted by the issuer in determining the timing of the grant of the financial instruments to take account of coincidences in the timing of:

- i) the aforementioned grant or any related decisions taken by the remuneration committee, and
- ii) the disclosure of any relevant information pursuant to Article 114, paragraph 1; for example, when the information is:
 - a. not already public and capable of positively influencing the market prices, or

b. already published and capable of negatively influencing the market prices.

During approval and implementation of the Scheme, information shall be disclosed to markets as required by the laws and regulations in force from time to time.

4. THE CHARACTERISTICS OF THE INSTRUMENTS GRANTED

4.1 Description of the structure of the remuneration schemes based on financial instruments.

The Scheme provides for 50% of the variable remuneration linked to the incentive scheme to be paid in the form of financial instruments, subject to retention and deferral clauses. In particular ordinary shares of UBI Banca and also, solely for the “*Identified Staff*” of the Group’s asset management company, units and equity instruments in UCITS set up by UBI Pramerica SGR S.p.A. and UBI Management Company S.A.

4.2 Specification of the Scheme's effective period of implementation, also with reference to any cycles established.

While the Scheme will be renewed annually, unless amended, the implementation period for the Scheme will start in 2017 and end in 2022, according to the following schedule:

- a) 2018: if the conditions for triggering the scheme are met and the individual performance objectives are achieved, 50% of the variable component of the remuneration shall be converted into financial instruments and shall be subject to retention and deferment clauses:
 - 50% for “*Top Identified Staff*” and 60% for “*Other Identified Staff*” will vest immediately and be subject to a retention clause until 2020;
 - the remaining 50% for “*Top Identified Staff*” and 40% for “*Other Identified Staff*” will be deferred and subject to performance conditions over the period 2018-2020;
- b) 2020: at the end of the retention period for the “up front” portion, the relative percentages shall be granted to the potential beneficiaries;
- c) 2021: verification of the performance conditions over the period 2018-2020 and if they are exceeded, vesting of the deferred portions subject to a further retention period until 2022;
- d) 2022: at the end of the retention period, the relative deferred percentages shall be granted;

When individual bonuses amounting to less than €50,000.00 and less than 15% of fixed individual remuneration are earned, the pay-out procedures are simplified and provide only for an up-front payment, 50% being paid in shares with a two-year retention period; with particular reference to positions in the asset

management company and Financial Consultants of IW Bank, in view of the specific markets and the composition of the current remuneration package, bonuses of less than €50,000.00 and less than 33% of fixed individual remuneration will be awarded only as an up-front cash payment.

4.3 End of the Scheme.

The Scheme ends in 2022 as defined above.

4.4 The maximum number of financial instruments, including those in the form of options, granted in each tax year in relation to the persons identified by name or the categories listed.

The maximum number of shares that could be assigned in relation to the scheme will be calculated by dividing the amount required on the basis of the bonuses earned as a function of the performance levels achieved by the reference price of the shares at the time when they are granted.

For the “*Identified Staff*” of the asset management company, the maximum number of units and equity instruments issued by the UCITS set up by UBI Pramerica SGR S.p.A. and UBI Management Company will be calculated by dividing the amount required on the basis of the bonuses earned as a function of the performance levels achieved by the reference price of the units and equity instruments at the time when they are granted.

4.5 Trigger procedures and clauses for the Scheme, specifying whether the grant of instruments is subject to conditions being met or the achievement of determined results, including performance related results; a description of those conditions and results

Triggering of the Scheme is strictly linked to the satisfaction of conditions (entry thresholds or “gates”) that guarantee the capital stability and liquidity of the Group.

The indicators set are the *Common Equity Tier 1*, *Net Stable Funding Ratio*, *Liquidity Coverage Ratio* and *Leverage Ratio*. The incentive scheme is not, however, triggered if the financial statements show a loss on normalised amounts, although the Supervisory Board, on the proposal of the Remuneration Committee, may still distribute a portion of up to 15% of the total bonus pool, in the event of occurrences or variables that may be external, unforeseeable or indeterminable.

In addition to the Group entry thresholds or “gates”, there are performance indicators at Group, company and business unit level, particularly RORAC at Group level, the adjusted net profit for the delta of the cost of allocated and absorbed capital (and normalised net profit where this is not available) at the level of individual companies and business units.

Further result targets may also be set at individual level, including normalised pre-tax profit, core income at legal entity level and customer satisfaction, with the exception of the Control Functions, for which no economic or financial indicators are set.

Exclusively for the Chief Executive Officer and the Senior Deputy General Manager of UBI Banca, a share of the bonus may be adjusted on the basis of the position of the UBI share (“total shareholder return” – “TSA”) compared with the listed banks used for the benchmark.

In order to ensure capital stability, liquidity and the ability to generate risk-adjusted profit over time, consistently with long-term strategic objectives, the deferred portion is paid on condition that adequate levels of the “Common Equity Tier 1 Ratio” and the “Net Stable Funding Ratio” are maintained at Group level. The deferred portion of the bonus will not be paid if these conditions are not met (termed a “malus”).

4.6 Details of any restrictions on the availability of the shares, with particular reference to the periods within which the subsequent transfer to the company or to third parties is permitted or prohibited.

The portion of the up-front financial instruments that vests is subject to a two-year retention period, while the deferred portion of shares is subject to a one-year retention period.

4.7 Description of any termination conditions for grants under the Scheme if the beneficiaries conduct hedging transactions that neutralise any restrictions on the sale of the financial instruments granted, including those in the form of options, or the financial instruments resulting from the exercise of those options.

The Scheme does not have any termination conditions of this kind.

4.8 Description of the effects of the termination of the employment relationship.

All rights under the Scheme are lost if the employment relationship is terminated during the period considered, with the sole exception of cases of termination of the relationship because requirements have been met for accessing forms of retirement benefit, including early retirement, (length-of-service pension, old age pension or solidarity funds for the sector), for which rights on amounts vested but not yet paid are normally maintained. This also applies in the event of the death of the beneficiary, to the benefit of the legitimate heirs.

4.9 Details of any other reasons for the cancellation of the Scheme.

The Scheme does not have any cancellation clauses, with the exception of the application of clawback mechanisms in the event of fraudulent conduct or gross negligence, which provide for the recovery of bonuses that have already been paid.

4.10 The reasons for the provision of any "buy-back" by UBI Banca of the shares involved in the Scheme, pursuant to Articles 2357 and following of the Italian Civil Code; the beneficiaries of the buy-back, specifying whether it only applies to particular categories of employees; and the effects of the termination of the employment relationship on the redemption.

The Scheme does not provide for the buy-back by UBI Banca or other companies of the Group of the shares involved in the Scheme.

4.11 Any loans or concessions to be granted for the purchase of the shares pursuant to Article 2358, paragraph 3, of the Italian Civil Code;

The Scheme does not provide for loans or concessions for the purchase of the shares involved in the Scheme.

4.12 Details of the estimates of the expected liability for the company as at the grant date, as determinable on the basis of the terms and conditions already defined, by overall amount and for each instrument of the Scheme.

The Scheme provides for the use of a number of treasury shares held by the Parent and, with specific reference to the personnel of the Asset Management company referred to above, of units and equity instruments issued by the UCITS set up by UBI Pramerica SGR S.p.A. and UBI Management Company, equal to the maximum amount of the bonuses payable in financial instruments.

Although it is not currently possible to indicate the exact amount of the expected liability for the payment in financial instruments, there is an overall bonus pool of up to €3.5 million, subject to the satisfaction of Group and company conditions and the achievement of individual objectives.

4.13 Specification of any dilution effect on share capital resulting from the grant of the shares.

Since the Scheme will be serviced by the use of treasury shares held by the Parent, its adoption will not have any dilution effect on UBI Banca's share capital.

4.14 Any limits set on the exercise of voting rights and on the assignment of economic rights.

No limits have been set on the exercise of voting rights or on the assignment of economic rights.

4.15 If the shares are not traded on regulated markets, any other information needed to properly measure the value attributable to them.

The Scheme will only use shares traded on regulated markets.

7th March 2017

THE SUPERVISORY BOARD

REMUNERATION SCHEMES BASED ON FINANCIAL INSTRUMENTS
TABLE NO. 1 OF SCHEME 7 OF ANNEX 3A OF REGULATION NO. 11971/1999

Name or category	Position (to be given only for persons reported by name)	BOX 1 Financial instruments other than options (e.g. Stock grant)						
		Section 1 Instruments relating to currently valid schemes approved on the basis of previous shareholders' resolutions - short-term incentive schemes for 2012, 2013, 2014, 2015 and 2016 - long-term incentive scheme for 2015-2017 - Company Bonus for 2016						
		Date of shareholder resolution	Type of financial instrument	Number of instruments	Grant date (*)	Purchase price of instruments, if applicable	Market price when granted (*)	Vesting period
Massiah Victor	- Chief Executive Officer / General Manager	28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca					
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	16,055	2015	3.6419	7.3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	24,082	2018	3.6419	7.3599	5
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	12,267	2016	3.6419	7.4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	18,400	2021	3.6419	7.4047	7
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			70,804				
Sonnino Elvio	- Member of the Management Board / Senior Deputy General Manager	28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	4,355	2014	3.6419	6.4440	3
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca	2,903	2017	3.6419	6.4440	5
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	11,724	2015	3.6419	7.3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	7,816	2018	3.6419	7.3599	5
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	11,293	2016	3.6419	7.4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	7,528	2019	3.6419	7.4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			45,619				
Leidi Rossella	- Deputy General Manager	28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca					
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	8,143	2015	3.6419	7.3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	5,428	2018	3.6419	7.3599	5
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	5,319	2016	3.6419	7.4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	3,546	2019	3.6419	7.4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			22,436				

Name or category	Position (to be given only for persons reported by name)	BOX 1 Financial instruments other than options (e.g. Stock grant)						
		Section 1 Instruments relating to currently valid schemes approved on the basis of previous shareholders' resolutions - short-term incentive schemes for 2012, 2013, 2014, 2015 and 2016 - long-term incentive scheme for 2015-2017 - Company Bonus for 2016						
		Date of shareholder resolution	Type of financial instrument	Number of instruments	Grant date (*)	Purchase price of instruments, if applicable	Market price when granted (*)	Vesting period
Medda Ettore Giuseppe	- Member of the Management Board (in office until 14/4/2016) / Deputy General Manager (in office until 30/4/2016)	28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	2,999	2014	3.6419	6,4440	3
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca	1,999	2017	3.6419	6,4440	5
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	8,457	2015	3.6419	7,3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	5,638	2018	3.6419	7,3599	5
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	9,542	2016	3.6419	7,4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	6,361	2019	3.6419	7,4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			34,996				
Geertman Frederik Herman	- Deputy General Manager	02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		TOTAL		69,992				
Stegher Elisabetta	- Member of the Management Board / Chief Financial Officer	28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	2,471	2014	3.6419	6,4440	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	5,452	2015	3.6419	7,3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	3,635	2018	3.6419	7,3599	5
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	4,830	2016	3.6419	7,4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	3,220	2019	3.6419	7,4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		TOTAL		19,608				
Ranica Osvaldo	- Member of the Management Board	28/04/2012: short-term incentive scheme ¹	Ordinary shares of UBI Banca	904	2013	3.6419	3,9811	3
		28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca	603	2016	3.6419	3,9811	5
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	3,501	2014	3.6419	6,4440	3
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca	2,334	2017	3.6419	6,4440	5
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	3,057	2015	3.6419	7,3599	3
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	6,029	2016	3.6419	7,4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	4,019	2019	3.6419	7,4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
TOTAL		20,447						

Name or category	Position (to be given only for persons reported by name)	BOX 1 Financial instruments other than options (e.g. Stock grant)							
		Section 1 Instruments relating to currently valid schemes approved on the basis of previous shareholders' resolutions - short-term incentive schemes for 2012, 2013, 2014, 2015 and 2016 - long-term incentive scheme for 2015-2017 - Company Bonus for 2016							
		Date of shareholder resolution	Type of financial instrument	Number of instruments	Grant date (*)	Purchase price of instruments, if applicable	Market price when granted (*)	Vesting period	
Senior Management: Executive board members and general managers of Group companies		28/04/2012: short-term incentive scheme ¹	Ordinary shares of UBI Banca	14,176	2013	3.6419	3.9811	3	
		28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca	9,451	2016	3.6419	3.9811	5	
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	13,264	2014	3.6419	6.4440	3	
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca	5,753	2017	3.6419	6.4440	5	
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	25,265	2015	3.6419	7.3599	3	
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	13,672	2018	3.6419	7.3599	5	
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA	
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	23,174	2016	3.6419	7.4047	3	
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	10,273	2019	3.6419	7.4047	5	
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca	13,426	2017	3.6419	3,2793	3	
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca	44,027	2020	3.6419	3,2793	5	
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA	
		TOTAL			172,481				
	Material risk-takers: Managers of the main lines of UBI business		28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme ⁷	Ordinary shares of UBI Banca	14,571	2014	3.6419	6.4440	3	
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	37,482	2015	3.6419	7.3599	3	
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	18,913	2018	3.6419	7.3599	5	
		25/04/2015: 2015-2017 long-term incentive scheme	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA	
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	36,595	2016	3.6419	7.4047	3	
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	22,876	2019	3.6419	7.4047	5	
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca						
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA	
	TOTAL			130,437					

Name or category	Position (to be given only for persons reported by name)	BOX 1 Financial instruments other than options (e.g. Stock grant)						
		Section 1 Instruments relating to currently valid schemes approved on the basis of previous shareholders' resolutions - short-term incentive schemes for 2012, 2013, 2014, 2015 and 2016 - long-term incentive scheme for 2015-2017 - Company Bonus for 2016						
		Date of shareholder resolution	Type of financial instrument	Number of instruments	Grant date (*)	Purchase price of instruments, if applicable	Market price when granted (*)	Vesting period
Material risk-takers: Managers of the main lines of Group company business		28/04/2012: short-term incentive scheme ¹	Ordinary shares of UBI Banca	36,283	2013	3.6419	3.9811	3
		28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca	24,188	2016	3.6419	3.9811	5
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	20,818	2014	3.6419	6.4440	3
		20/04/2013: short-term incentive scheme	Ordinary shares of UBI Banca	9,164	2017	3.6419	6.4440	5
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	32,455	2015	3.6419	7.3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	13,605	2018	3.6419	7.3599	5
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	15,164	2016	3.6419	7.4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	10,109	2019	3.6419	7.4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca	38,404	2017	3.6419	3,2793	3
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca	75,173	2020	3.6419	3,2793	5
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			275,363				
Material risk-takers: Managers of the highest level of control functions		28/04/2012: short-term incentive scheme	Ordinary shares of UBI Banca					
		20/04/2013: short-term incentive scheme ²	Ordinary shares of UBI Banca	12,708	2014	3.6419	6.4440	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	11,047	2015	3.6419	7.3599	3
		10/05/2014: short-term incentive scheme	Ordinary shares of UBI Banca	1,590	2018	3.6419	7.3599	5
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	18,993	2016	3.6419	7.4047	3
		25/04/2015: short-term incentive scheme	Ordinary shares of UBI Banca	12,662	2019	3.6419	7.4047	5
		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					
		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
	TOTAL			57,000				
Personnel not comprised within the Key Personnel perimeter		02/04/2016: productivity bonus for 2016	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Financial Advisors		02/04/2016: short-term incentive scheme ³	Ordinary shares of UBI Banca					

(*) Financial instruments have been promised on the date indicated, but will not be granted until the end of the vesting period.

¹ Financial instruments granted in 2015

² Financial instruments granted in 2016

³ Amounts estimated on preliminary figures and subject to possible change

REMUNERATION SCHEMES BASED ON FINANCIAL INSTRUMENTS TABLE NO. 1 OF SCHEME 7 OF ANNEX 3A OF REGULATION NO. 11971/1999

Name or category	Position (to be given only for persons reported by name)	BOX 1 Financial instruments other than options (e.g. Stock grant)						
		Section 2 Newly granted financial instruments on the basis of a decision of the Supervisory Board for submission to the 2017 Annual General Shareholders' Meeting Key personnel: 2017 short-term incentive scheme						
		Date of shareholder resolution	Type of financial instrument	Number of instruments	Grant date	Purchase price of instruments, if applicable	Market price when granted	Vesting period
Massiah Victor	- Chief Executive Officer / General Manager	07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Sonnino Elvio	- Member of the Management Board / Senior Deputy General Manager	07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Leidi Rossella	- Deputy General Manager	07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Geertman Frederik Herman	- Deputy General Manager	07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Stegher Elisabetta	- Member of the Management Board / Chief Financial Officer	07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Senior Management: Executive board members and general managers of Group companies *		07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Material risk-takers: Managers of the main lines of business *		07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Material risk-takers: Managers of the highest level of control functions *		07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA
Financial Advisors		07/04/2017	Ordinary shares of UBI Banca	NA	NA	NA	NA	NA

* The names of the persons in the positions reported will be given at a later stage when the scheme is implemented.