

**PRESS RELEASE**

- **Net profit of 38,1 million euro compared to 24,3 million euro achieved in the first quarter 2009**
  - **Operating income to 852,5 million euro (-14,4%), mainly as a result of the contraction of net interest income to 533,3 million euro (-18,3%), due to persisting low market interest rates, while net commission income increased to 293,6 million euro (+0,8%)**
  - **Operating costs improving to 617 million euro (-0,4%), following a reduction in personnel expenses to 371 million euro (-2%)**
  - **Cost of credit of 54 basis points (66 basis points in the first quarter 2009)**
  
- **Capital solidity confirmed with estimated capital ratios, which also include the quarterly accrual for the hypothesis of a dividend payment, virtually unchanged compared to the end of 2009: Core Tier 1 ratio of 7,41%, Tier 1 ratio of 7,94%, Total Capital ratio of 12%**
  
- **Lending +0,9% to 97,8 billion euro (-0,2% compared to December 2009)**
- **Total funding +5,6% to 178,6 billion euro (+1,5% compared to December 2009)**  
**of which: direct funding +2,8% to 98,4 billion euro (+1,2% compared to December 2009);**  
**indirect funding +9,2% to 80,2 billion euro (+1,7% compared to December 2009).**

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Brescia, 13<sup>th</sup> May 2010 – The Management Board of Unione di Banche Italiane Scpa (UBI Banca) approved the consolidated results for the first quarter of 2010, which ended with a profit of 38,1 million euro compared to 24,3<sup>1</sup> million euro achieved in the same period of 2009.

The Group, which, during the quarter, was involved in the completion of the branch optimization project, operated in an economic context that was still difficult, characterised by uncertainty over the recovery, continuing weak demand for credit and low interest rates, affecting **operating income**, which amounted to 853 million euro compared to 996 million recorded in the same period of 2009.

The Group countered the impact of the unfavourable economic situation on revenues with continued action to contain costs, with **operating costs** down by 0,4% year-on-year, and the commencement of negotiations with trade unions to further reduce staff costs with benefits to be recognised already in this financial year. Finally the **cost of credit** improved, standing at 54 basis points compared to 66 basis points in March 2009, also thanks to action taken to bring the quality of the lending portfolios of some network banks into line with the Group average, which was started over a year ago.

Details of operating performance are given below.

**Net interest income**<sup>2</sup>, confirming trend already recorded in 2009, stood at 533,3 million euro compared to 652,9 million euro in the first quarter of 2009, affected by the uninterrupted fall in market interest rates and the change in composition of assets and liabilities into forms with longer maturities which are less remunerative and more costly respectively. The net interest income attributable to the network banks was

<sup>1</sup> That amount was affected by negative non-recurring items amounting to 82,9 million euro (net of tax and minority interests), relating almost entirely to the impairment of available-for-sale equity investments (75,4 million euro) and the write-down of a hedge fund (8,6 million euro).

<sup>2</sup> A commitment fee was introduced from 1<sup>st</sup> July 2009, of an all encompassing nature, which, with a view to simplification, has replaced not only the maximum overdraft charge, but also a series of other commissions applied to authorised and unauthorised current account overdrafts. The maximum overdraft charge has been excluded from net interest income (reclassifying it into net commissions) in the reclassified income statements for all the periods prior to 1<sup>st</sup> July 2009.

penalised by the effect of the reduction in the spread on lending to customers by 57 basis points compared to the first quarter of 2009 - while 1MEuribor fell by 132 basis points - , which the weak trend for volumes of lending and funding, due to weak demand, was unable to offset.

**Net commission income** increased by 0,8% to stand at 293,6 million euro compared to 291,3 million euro in the first quarter of 2009. The introduction of a commitment fee, which replaced the maximum overdraft charge and a series of commissions applied to credit lines and to authorised current account overdrafts from 1<sup>st</sup> July 2009, caused a decrease in the relative income to 30,1 million euro in the first quarter of 2010 from 48,7 million euro in the first quarter of 2009. This reduction and the decrease in commissions on transactions (receipts and payments, current accounts, etc.), linked to the economic activity, was more than compensated for by the good performance from commissions in the securities area, which increased to 154,5 million euro from 120 million euro in the first quarter of 2009, benefiting also from the favourable trends for commissions on assets under management.

Commissions in the first quarter of 2010 fell compared to the fourth quarter of 2009, principally because of the absence of some items that are normally recognised at the end of the year (e.g. performance fees and insurance commission bonuses).

The **net result for financial activities**<sup>3</sup> fell to -4,9 million euro compared to +18,3 million euro in the first quarter of 2009. It was affected by the negative impact deriving from the unwinding of hedging derivatives related to fixed rate mortgages early repaid.

**Net income on insurance operations** was nil while it amounted to 5,9 million euro in the first quarter of 2009; as previously reported, 50% + 1 share of the interest held in UBI Assicurazioni was disposed of on 29<sup>th</sup> December 2009 as part of the partnership with BNP Paribas Assurance/Fortis, and as from the current year, the company is no longer consolidated line by line. Consequently, the relative profits are now recognised within the item “profits of equity investments valued using the equity method” on the basis of the percentage of the interest held.

**Operating costs** fell during the quarter by 0,4% to 617 million euro compared to 619,3 million euro in the comparative period and an average quarterly level in 2009 of 628 million euro. To summarise:

- **personnel expenses** of 371 million euro fell by 7,7 million euro (-2%) compared to the first quarter of 2009. This reduction was attributable to changes in employee remuneration due to the progressive reduction in average personnel numbers and also to lower remuneration paid for the variable component of salaries. The figure for the fourth quarter of 2009, lower by approximately 24 million euro compared to that for the first quarter of 2010, benefited from the release, at the end of the year, of provisions related to the variable component of salaries;
- **other administrative expenses**, amounting to 184,8 million euro, were practically unchanged compared to the first quarter of 2009 (+2,2 million euro) and decidedly lower (-35 million euro) than expenses for the fourth quarter of 2009, which is affected by the seasonality of expenses;
- **net impairment losses on property, equipment and investment property and intangible assets** (inclusive of the PPA) totalled 61,1 million euro (+3,1 million euro compared to the first quarter of 2009). The change that occurred is due to the increase of the PPA allocated in this item (18,7 million euro compared to 16,5 million euro in 1Q2009), attributable to the amortisation charge on the remaining goodwill on brand names, after its reduction in value resulting from the impairment test carried out at the end of 2009.

As a summary of overall performance, **net operating income** amounted to 235,6 million euro, compared to 376,4 million euro in 2009.

**Net impairment losses on loans** were recognised in the period amounting to 131,9 million euro, compared to 159,6 million euro before, to give a cost of credit of 0,54%, compared to 0,66% in 1Q2009, also thanks to the positive results of action undertaken to bring the quality of the lending portfolios of some network banks

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<sup>3</sup> *The net result for financial activities: net income/expense on trading, hedging and disposal/ repurchase of financial assets/liabilities activity and on asset/ liabilities at fair value.*

into line with the Group average, which was started over a year ago, and to a slowdown in the deterioration in the quality of credit, which, however, may only be confirmed as the economic situation develops. More specifically, collective net impairment losses were recognised amounting to 26,5 million euro (36,7 million euro in 1Q2009), against coverage of the performing loan portfolio of 0,54% (0,47% twelve months before).

Analytical write-downs of deteriorated loans also reduced to 105,4 million euro (122,8 million in 1Q2009), partly due to the emergence of write-backs over the last three months amounting to 72 million euro, greater than the 53 million euro recorded in 2009.

Net **write-backs of impairment losses on other assets and liabilities** amounted to 0,6 million euro in the period, compared to impairment losses of 74,3 million euro in the first quarter of 2009, which included further impairment losses on available-for-sale securities already subject to impairment in 2008, with the recognition of non-recurring items of 74,7 million euro relating to Intesa Sanpaolo and 1,4 million euro to A2A.

The performance described above resulted in a **profit on continuing operations before taxation**, of 102,2 million euro compared to 136,9 million euro as at 31 March 2009.

**Taxes on income for the period for continuing operations** amounted to 59,9 million euro, down compared to 102,7 million euro in the first quarter of 2009, to give a tax rate of 58,6%, compared to 75% previously. In addition to the change in the taxable income, the decrease in the percentage of tax paid is explained principally by the absence of impairment on available-for-sale assets, not deductible for tax purposes, and also by the lower burden resulting from changes in impairment losses on loans, which are not deductible for IRAP (local production tax) purposes.

Following the conclusion of the activities for the implementation of the Business Plan, no **integration costs** were recognised in the quarter (6,4 million euro in the first three months of 2009).

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## **The balance sheet**

Group **loans to customers** as at 31<sup>st</sup> March 2010, amounted to 97,8 billion euro, an increase of 0,9% compared to March 2009, basically unchanged compared to December 2009 (-0,2%). The growth was concentrated in the private individual retail segment and in the non banking financial companies, while demand from businesses remained weak. The **market share** of the Group in terms of lending had increased to 6,23% in March 2010 from 6,08% in March 2009.

The **quality of the lending portfolio** remains good, notwithstanding the difficult economic situation. Net deteriorated loans totalled 4,7 billion euro and accounted for 4,8% of total net lending (4,62% at the end of December 2009). All the categories of deteriorated loans recorded lower growth rates compared to December 2009.

The ratio of net non performing loans to net lending was 1,53%, compared to 1,36% in December 2009 (0,98% in March 2009). Total coverage for non performing loans, inclusive of collateral, was 78,75% in March 2010.

The ratio of net impaired loans to net lending was 1,95% compared to 1,88% in December 2009 (1,30% in March 2009). Total coverage for impaired loans, inclusive of collateral, was 21,73% in March 2010.

**Total funding from customers** in March 2010 recorded growth of 5,6% to 178,6 billion euro (+1,5% compared to December 2009), as a result of growth in both direct and indirect funding.

**Direct funding** amounted to 98,4 billion euro, up by 2,8% compared to March 2009 (+1,2% compared to December 2009). **Indirect funding from ordinary customers** totalled 80,2 billion euro, an increase both year-on-year (+9,2%) and compared to December 2009 (+1,7%), as a result of good performance by assets under management of approximately 31 billion euro, (+13,6% year-on-year and +3,9% compared to December 2009), insurance policies, up to approximately 12,5 billion euro, (+8,8% year-on-year and +3%

compared to December 2009) and assets under custody, amounting to 36,7 billion euro (+5,9% year-on-year and practically unchanged compared to December 2009).

On the basis of Assogestioni (national association of asset management companies) data relating to funds and sicav's, at the end of March 2010, the Group ranked third in Italy for net assets with a market share of approximately 4,8%, in line with December 2009.

The **ratio of lending to funding** as at 31<sup>st</sup> March 2010 was 99,4% (100,8% in December 2009). **Net interbank exposure** at the end of the period was contained at -1,6 billion euro (-2 billion euro in December 2009).

The **Group portfolio of financial assets**, calculated net of financial liabilities, amounted to 8,3 billion euro and was composed as follows: approximately 12,5% of financial assets held for trading, 2% of financial assets at fair value and 85,5% of available-for-sale financial assets.

In terms of **exposure to Greece, Spain, Ireland and Portugal**, the Group confirms that it has a limited exposure only to Greek sovereign debt (24,8 million euro as at 30 April 2010), while it has no exposure to the sovereign debt of the other countries.

Consolidated **equity** of the UBI Banca Group, as at 31<sup>st</sup> March 2010, excluding profit for the period, amounted to 11.351,1 million euro (11.141,1 million euro at the end of December 2009).

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The human resources of the UBI Group totalled 20.325 as at 31<sup>st</sup> March 2010, a decrease of 471 compared to 20.796 in March 2009. The branch network at the end of the year consisted of 1.959 branches in Italy and 12 abroad.

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### **Declaration of the Senior Officer Responsible for preparing corporate accounting documents**

Elisabetta Stegher, as the Senior Officer Responsible for preparing the corporate accounting documents of Unione di Banche Italiane Scpa, hereby declares, in compliance with the second paragraph of article 154 *bis* of the “*Testo unico delle disposizioni in materia di intermediazione finanziaria*” (consolidated law on financial intermediation), that the financial information contained in this press release is reliably based on the records contained in corporate documents and accounting records.

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### **Business outlook**

With regard to the business outlook for consolidated operations for the rest of the year, on the basis of information currently available and what has been observed in the first few months of the year, the general trends outlined in the annual report, which may therefore be consulted, has been confirmed.

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*Attachments*  
**Financial statements**

**UBI Banca Group:**

- Reclassified consolidated balance sheet
- Reclassified consolidated income statement
- Reclassified consolidated income statement for each quarter
- Reclassified consolidated income statement net of the most significant non recurring items

**Notes to the financial statements**

Following the partial disposal of UBI Assicurazioni on 29<sup>th</sup> December 2009, the income statement for 2009 still includes (the agreement having been completed at the end of the year) all the income and expense items relating to UBI Assicurazioni on a “line-by-line” basis. On the other hand, the balance sheets from 31<sup>st</sup> December 2009 no longer include the items relating to the insurance company.

As from 1Q2010 the income and expense items relating to UBI Assicurazioni form part of the item profit (loss) of equity investments valued using the equity method (on the basis of the percentage interest held).

A “**Commitment fee**” was introduced from 1<sup>st</sup> July 2009 which replaced, amongst other things, the “Maximum overdraft charge” classified within interest income to 30<sup>th</sup> June 2009. This brought about a reclassification of the amounts for the Maximum overdraft charge out of net interest income into the item net commission income also for the periods prior to 1<sup>st</sup> July 2009.

In order to facilitate analysis of the Group’s performance and in compliance with CONSOB Communication No. DEM/6064293 of 28<sup>th</sup> July 2006, a special statement has been included in the reclassified financial statements to show the impact on earnings only of **the principal non recurring events and items**.

The periodic financial reports, which may be consulted, contain a guide to the rules governing the preparation of the reclassified financial statements.

## Reclassified consolidated balance sheet

	31.3.2010 A	31.12.2009 B	Changes A-B	% changes A/B	31.3.2009 C	Changes A-C	% changes A/C
Figures in thousands of euro							
<b>ASSETS</b>							
Cash and cash equivalents	637.113	683.845	-46.732	-6,8%	601.322	35.791	6,0%
Financial assets held for trading	1.990.806	1.575.764	415.042	26,3%	2.072.595	-81.789	-3,9%
Financial assets at fair value	159.658	173.727	-14.069	-8,1%	398.076	-238.418	-59,9%
Available-for-sale financial assets	7.123.883	6.386.257	737.626	11,6%	5.316.954	1.806.929	34,0%
Held-to-maturity investments	-	-	-	-	1.657.865	-1.657.865	-100,0%
Loans to banks	2.996.834	3.278.264	-281.430	-8,6%	2.824.055	172.779	6,1%
Loans to customers	97.805.640	98.007.252	-201.612	-0,2%	96.892.382	913.258	0,9%
Hedging derivatives	743.946	633.263	110.683	17,5%	604.739	139.207	23,0%
Fair value change of hedged financial assets (+/-)	450.741	301.852	148.889	49,3%	461.224	-10.483	-2,3%
Equity investments	419.289	413.943	5.346	1,3%	297.068	122.221	41,1%
Technical reserves of reinsurers	-	-	-	-	77.691	-77.691	-100,0%
Property, equipment and investment property	2.087.323	2.106.835	-19.512	-0,9%	2.144.779	-57.456	-2,7%
Intangible assets	5.497.679	5.523.401	-25.722	-0,5%	5.613.720	-116.041	-2,1%
<i>of which: goodwill</i>	<i>4.401.911</i>	<i>4.401.911</i>	<i>-</i>	<i>-</i>	<i>4.446.250</i>	<i>-44.339</i>	<i>-1,0%</i>
Tax assets	1.616.739	1.580.187	36.552	2,3%	1.555.575	61.164	3,9%
Non-current assets and disposal groups held for sale	134.769	126.419	8.350	6,6%	20.704	114.065	n.s.
Other assets	2.351.971	1.522.214	829.757	54,5%	1.940.263	411.708	21,2%
<b>Total assets</b>	<b>124.016.391</b>	<b>122.313.223</b>	<b>1.703.168</b>	<b>1,4%</b>	<b>122.479.012</b>	<b>1.537.379</b>	<b>1,3%</b>
<b>LIABILITIES AND EQUITY</b>							
Due to banks	4.612.141	5.324.434	-712.293	-13,4%	5.953.954	-1.341.813	-22,5%
Due to customers	52.754.329	52.864.961	-110.632	-0,2%	53.992.027	-1.237.698	-2,3%
Securities issued	45.670.177	44.349.444	1.320.733	3,0%	41.707.004	3.963.173	9,5%
Financial liabilities held for trading	948.995	855.387	93.608	n.s.	856.656	92.339	10,8%
Hedging derivatives	1.130.958	927.319	203.639	22,0%	981.373	149.585	15,2%
Tax liabilities	1.277.497	1.210.867	66.630	5,5%	1.633.358	-355.861	-21,8%
Liabilities associated with disposal groups held for sale	803.894	646.320	157.574	24,4%	77	803.817	n.s.
Other liabilities	3.859.410	3.085.006	774.404	25,1%	3.939.651	-80.241	-2,0%
Staff severance provision	414.667	414.272	395	0,1%	430.450	-15.783	-3,7%
Provisions for risks and charges:	277.233	285.623	-8.390	-2,9%	292.517	-15.284	-5,2%
a) pension and similar obligations	70.982	71.503	-521	-0,7%	80.892	-9.910	-12,3%
b) other provisions	206.251	214.120	-7.869	-3,7%	211.625	-5.374	-2,5%
Technical reserves	-	-	-	-	405.032	-405.032	-100,0%
Share capital, share premiums and reserves	11.351.150	11.141.149	210.001	1,9%	11.152.097	199.053	1,8%
Minority interests	877.815	938.342	-60.527	-6,5%	1.110.471	-232.656	-21,0%
Net profit for the period	38.125	270.099	n.s.	n.s.	24.345	13.780	56,6%
<b>Total liabilities and equity</b>	<b>124.016.391</b>	<b>122.313.223</b>	<b>1.703.168</b>	<b>1,4%</b>	<b>122.479.012</b>	<b>1.537.379</b>	<b>1,3%</b>

## Reclassified consolidated income statement

	31.3.2010 A	31.3.2009 B	Changes A-B	% changes A/B	31.12.2009 C
Figures in thousands of euro					
Net interest income	533.333	652.871	(119.538)	(18,3%)	2.400.543
<i>of which: effects of the purchase price allocation</i>	<i>(16.549)</i>	<i>(15.060)</i>	<i>1.489</i>	<i>9,9%</i>	<i>(62.248)</i>
<i>Net interest income excluding the effects of the PPA</i>	<i>549.882</i>	<i>667.931</i>	<i>(118.049)</i>	<i>(17,7%)</i>	<i>2.462.791</i>
Dividends and similar income	1.375	1.844	(469)	(25,4%)	10.609
Profit (loss) of equity investments valued using the equity method	5.023	4.208	815	19,4%	35.375
Net commission income	293.628	291.324	2.304	0,8%	1.214.688
Net income from trading, hedging and disposal/repurchase activities and from assets/liabilities at fair value	(4.922)	18.254	(23.176)	n.s.	126.783
Net income from insurance operations	-	5.941	(5.941)	(100,0%)	30.945
Other operating income/(expense)	24.092	21.291	2.801	13,2%	87.304
<b>Operating income</b>	<b>852.529</b>	<b>995.733</b>	<b>(143.204)</b>	<b>(14,4%)</b>	<b>3.906.247</b>
<b>Operating income excluding the effects of the PPA</b>	<b>869.078</b>	<b>1.010.793</b>	<b>(141.715)</b>	<b>(14,0%)</b>	<b>3.968.495</b>
Personnel expenses	(371.032)	(378.736)	(7.704)	(2,0%)	(1.465.574)
Other administrative expenses	(184.835)	(182.610)	2.225	1,2%	(777.216)
Net impairment losses on property, equipment and investment property and intangible assets	(61.086)	(57.954)	3.132	5,4%	(271.557)
<i>of which: effects of the purchase price allocation</i>	<i>(18.722)</i>	<i>(16.525)</i>	<i>2.197</i>	<i>13,3%</i>	<i>(100.992)</i>
<i>Net impairment losses on property, equipment and investment property and intangible assets excluding the effects of the PPA</i>	<i>(42.364)</i>	<i>(41.429)</i>	<i>935</i>	<i>2,3%</i>	<i>(170.565)</i>
<b>Operating costs</b>	<b>(616.953)</b>	<b>(619.300)</b>	<b>(2.347)</b>	<b>(0,4%)</b>	<b>(2.514.347)</b>
<b>Operating costs excluding the effects of the PPA</b>	<b>(598.231)</b>	<b>(602.775)</b>	<b>(4.544)</b>	<b>(0,8%)</b>	<b>(2.413.355)</b>
<b>Net operating income</b>	<b>235.576</b>	<b>376.433</b>	<b>(140.857)</b>	<b>(37,4%)</b>	<b>1.391.900</b>
<b>Net operating income excluding the effects of the PPA</b>	<b>270.847</b>	<b>408.018</b>	<b>(137.171)</b>	<b>(33,6%)</b>	<b>1.555.140</b>
Net impairment losses on loans	(131.859)	(159.573)	(27.714)	(17,4%)	(865.211)
Net impairment losses on other assets/liabilities	615	(74.346)	(74.961)	(100,8%)	(49.160)
Net provisions for risks and charges	(2.215)	(9.790)	(7.575)	(77,4%)	(36.932)
Profits (loss) from disposal of equity investments	92	4.188	(4.096)	(97,8%)	100.302
<b>Profit (loss) on continuing operations before tax</b>	<b>102.209</b>	<b>136.912</b>	<b>(34.703)</b>	<b>(25,3%)</b>	<b>540.899</b>
<b>Profit (loss) on continuing operations before tax excluding the effects of the PPA</b>	<b>137.480</b>	<b>168.497</b>	<b>(31.017)</b>	<b>(18,4%)</b>	<b>704.139</b>
Taxes on income for the period for continuing operations	(59.858)	(102.668)	(42.810)	(41,7%)	(243.442)
<i>of which: effects of the purchase price allocation</i>	<i>11.352</i>	<i>10.144</i>	<i>1.208</i>	<i>11,9%</i>	<i>52.532</i>
Integration costs	-	(6.402)	(6.402)	(100,0%)	(15.465)
<i>of which: personnel expenses</i>	<i>-</i>	<i>(4.968)</i>	<i>(4.968)</i>	<i>(100,0%)</i>	<i>(11.626)</i>
<i>other administrative expenses</i>	<i>-</i>	<i>(2.874)</i>	<i>(2.874)</i>	<i>(100,0%)</i>	<i>(5.886)</i>
<i>net impairment losses on property, equipment and investment property and intangible assets</i>	<i>-</i>	<i>(1.263)</i>	<i>(1.263)</i>	<i>(100,0%)</i>	<i>(4.510)</i>
<i>taxes</i>	<i>-</i>	<i>2.703</i>	<i>(2.703)</i>	<i>(100,0%)</i>	<i>6.557</i>
After tax profit (loss) from discontinued operations	322	5.193	(4.871)	(93,8%)	5.155
Profit (loss) for the period attributable to minority interests	(4.548)	(8.690)	(4.142)	(47,7%)	(17.048)
<i>of which: effects of the purchase price allocation</i>	<i>2.514</i>	<i>3.483</i>	<i>(969)</i>	<i>(27,8%)</i>	<i>24.280</i>
<i>Profit (loss) for the period attributable to the shareholders of the Parent excluding the effects of the PPA</i>	<i>59.530</i>	<i>42.303</i>	<i>17.227</i>	<i>40,7%</i>	<i>356.527</i>
<b>Profit (loss) for the period attributable to the shareholders of the Parent bank</b>	<b>38.125</b>	<b>24.345</b>	<b>13.780</b>	<b>56,6%</b>	<b>270.099</b>
<i>Total impact of the purchase price allocation on the income statement</i>	<i>(21.405)</i>	<i>(17.958)</i>	<i>3.447</i>	<i>19,2%</i>	<i>(86.428)</i>

## Reclassified consolidated quarterly income statements

Figures in thousands of euro	2010	2009			
	1st Quarter	4th Quarter	3rd Quarter	2nd Quarter	1st Quarter
Net interest income	533.333	557.917	572.951	616.804	652.871
<i>of which: effects of the purchase price allocation</i>	(16.549)	(13.963)	(15.198)	(18.027)	(15.060)
<i>Net interest income excluding the effects of the PPA</i>	549.882	571.880	588.149	634.831	667.931
Dividends and similar income	1.375	856	6.253	1.656	1.844
Profit (loss) of equity investments valued using the equity method	5.023	16.383	8.828	5.956	4.208
Net commission income	293.628	331.886	297.178	294.300	291.324
Net income from trading, hedging and disposal/repurchase activities and from assets/liabilities at fair value	(4.922)	33.737	26.363	48.429	18.254
Net income from insurance operations	-	(51)	8.967	16.088	5.941
Other operating income/(expense)	24.092	18.538	24.249	23.226	21.291
<b>Operating income</b>	<b>852.529</b>	<b>959.266</b>	<b>944.789</b>	<b>1.006.459</b>	<b>995.733</b>
<b>Operating income excluding the effects of the PPA</b>	<b>869.078</b>	<b>973.229</b>	<b>959.987</b>	<b>1.024.486</b>	<b>1.010.793</b>
Personnel expenses	(371.032)	(346.621)	(373.655)	(366.562)	(378.736)
Other administrative expenses	(184.835)	(219.492)	(174.589)	(200.525)	(182.610)
Net impairment losses on property, equipment and investment property and intangible assets	(61.086)	(97.914)	(58.143)	(57.546)	(57.954)
<i>of which: effects of the purchase price allocation</i>	(18.722)	(51.416)	(16.526)	(16.525)	(16.525)
<i>Net impairment losses on property, equipment and investment property and intangible assets excluding the effects of the PPA</i>	(42.364)	(46.498)	(41.617)	(41.021)	(41.429)
<b>Operating costs</b>	<b>(616.953)</b>	<b>(664.027)</b>	<b>(606.387)</b>	<b>(624.633)</b>	<b>(619.300)</b>
<b>Operating costs excluding the effects of the PPA</b>	<b>(598.231)</b>	<b>(612.611)</b>	<b>(589.861)</b>	<b>(608.108)</b>	<b>(602.775)</b>
<b>Net operating income</b>	<b>235.576</b>	<b>295.239</b>	<b>338.402</b>	<b>381.826</b>	<b>376.433</b>
<b>Net operating income excluding the effects of the PPA</b>	<b>270.847</b>	<b>360.618</b>	<b>370.126</b>	<b>416.378</b>	<b>408.018</b>
Net impairment losses on loans	(131.859)	(272.667)	(197.349)	(235.622)	(159.573)
Net impairment losses on other assets and liabilities	615	(13.606)	(580)	39.372	(74.346)
Net provisions for risks and charges	(2.215)	(7.440)	(2.621)	(17.081)	(9.790)
Profits (loss) from disposal of equity investments	92	96.684	(213)	(357)	4.188
<b>Profit (loss) on continuing operations before tax</b>	<b>102.209</b>	<b>98.210</b>	<b>137.639</b>	<b>168.138</b>	<b>136.912</b>
<b>Profit (loss) on continuing operations before tax and excluding the effects of the PPA</b>	<b>137.480</b>	<b>163.589</b>	<b>169.363</b>	<b>202.690</b>	<b>168.497</b>
Taxes on income for the period for continuing operations	(59.858)	(22.524)	(67.883)	(50.367)	(102.668)
<i>of which: effects of the purchase price allocation</i>	11.352	21.093	10.189	11.106	10.144
Integration costs	-	(633)	(3.875)	(4.555)	(6.402)
<i>of which: personnel expenses</i>	-	(97)	(2.563)	(3.998)	(4.968)
<i>other administrative expenses</i>	-	(186)	(1.690)	(1.136)	(2.874)
<i>net impairment losses on property, equipment and investment property and intangible assets</i>	-	(646)	(1.289)	(1.312)	(1.263)
<i>taxes</i>	-	296	1.667	1.891	2.703
After tax profit (loss) from discontinued operations	322	-	(33)	(5)	5.193
Profit (loss) for the period attributable to minority interests	(4.548)	7.749	(4.488)	(11.619)	(8.690)
<i>of which: effects of the purchase price allocation</i>	2.514	12.461	4.219	4.117	3.483
<i>Profit (loss) for the period attributable to the shareholders of the Parent excluding the effects of the PPA</i>	59.530	114.627	78.676	120.921	42.303
<b>Profit (loss) for the period attributable to the shareholders of the Parent bank</b>	<b>38.125</b>	<b>82.802</b>	<b>61.360</b>	<b>101.592</b>	<b>24.345</b>
<i>Total impact of the purchase price allocation on the income statement</i>	<i>(21.405)</i>	<i>(31.825)</i>	<i>(17.316)</i>	<i>(19.329)</i>	<i>(17.958)</i>

## Reclassified consolidated income statement net of the most significant non-recurring items

	31.3.2010 A	non-recurring items							31.3.2009 net of non-recurring items B	Changes A-B	% changes A/B
		31.3.2009	Impairment of AFS equity investments (Intesa Sanpaolo and A2A)	Write down of DD Growth Fund	Disposal of shares in IW Bank	Disposal of UBI Assicurazioni agent operations	Sale to BPVI of 1 BPCI branch + portion of CBU	Integration costs			
Figures in thousands of euro											
Net interest income (including the effects of PPA)	533.333	652.871						652.871	(119.538)	(18,3%)	
Dividends and similar income	1.375	1.844						1.844	(469)	(25,4%)	
Profit (loss) of equity investments valued using the equity method	5.023	4.208						4.208	815	19,4%	
Net commission income	293.628	291.324						291.324	2.304	0,8%	
Net income from trading, hedging and disposal/repurchase activities and from assets/liabilities at fair value	(4.922)	18.254		12.721				30.975	(35.897)	n.s.	
Net income from insurance operations	-	5.941						5.941	(5.941)	(100,0%)	
Other net operating income/(expense)	24.092	21.291						21.291	2.801	13,2%	
<b>Operating income</b> (including the effects of PPA)	<b>852.529</b>	<b>995.733</b>	-	<b>12.721</b>	-	-	-	<b>1.008.454</b>	<b>(155.925)</b>	<b>(15,5%)</b>	
Personnel expenses	(371.032)	(378.736)						(378.736)	(7.704)	(2,0%)	
Other administrative expenses	(184.835)	(182.610)						(182.610)	2.225	1,2%	
Net impairment losses on property, equipment and investment property and intangible assets (including the effects of PPA)	(61.086)	(57.954)						(57.954)	3.132	5,4%	
<b>Operating costs</b> (including the effects of PPA)	<b>(616.953)</b>	<b>(619.300)</b>	-	-	-	-	-	<b>(619.300)</b>	<b>(2.347)</b>	<b>(0,4%)</b>	
<b>Net operating income</b> (including the effects of PPA)	<b>235.576</b>	<b>376.433</b>	-	<b>12.721</b>	-	-	-	<b>389.154</b>	<b>(153.578)</b>	<b>(39,5%)</b>	
Net impairment losses on loans	(131.859)	(159.573)						(159.573)	(27.714)	(17,4%)	
Net impairment losses on other assets and liabilities	615	(74.346)	76.144					1.798	(1.183)	(65,8%)	
Net provisions for risks and charges	(2.215)	(9.790)						(9.790)	(7.575)	(77,4%)	
Profit (loss) from disposal of equity investments	92	4.188			(2.618)			1.570	(1.478)	(94,1%)	
<b>Profit (loss) on continuing operations before tax</b> (including the effects of PPA)	<b>102.209</b>	<b>136.912</b>	<b>76.144</b>	<b>12.721</b>	<b>(2.618)</b>	-	-	<b>223.159</b>	<b>(120.950)</b>	<b>(54,2%)</b>	
Taxes on income for the period for continuing operations	(59.858)	(102.668)	(705)	(4.122)	116			(107.379)	(47.521)	(44,3%)	
Integration costs	-	(6.402)					6.402	-	-	-	
<i>of which: personnel expenses</i>	-	(4.968)					4.968	-	-	-	
<i>other administrative expenses</i>	-	(2.874)					2.874	-	-	-	
<i>net impairment losses on property, equipment and investment property and intangible assets</i>	-	(1.263)					1.263	-	-	-	
<i>taxes</i>	-	2.703					(2.703)	-	-	-	
After tax profit (loss) from discontinued operations	322	5.193				(2.625)	(2.536)	32	290	n.s.	
Profit (loss) for the period attributable to minority interests	(4.548)	(8.690)			185	3	422	(487)	(8.567)	(46,9%)	
<b>Profit (loss) for the period attributable to the shareholders of the Parent bank</b>	<b>38.125</b>	<b>24.345</b>	<b>75.439</b>	<b>8.599</b>	<b>(2.317)</b>	<b>(2.622)</b>	<b>(2.114)</b>	<b>5.915</b>	<b>107.245</b>	<b>(69.120)</b>	<b>(64,5%)</b>