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Consolidated interim financial statements at 30 June 2018



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# Directors and Officers (Banco di Desio e della Brianza S.p.A.)

#### **Board of Directors**

Chairman	Stefano Lado
Deputy Chairman	Tommaso Cartone**
Directors	Graziella Bologna*

Nicolò Dubini Cristina Finocchi Mahne Agostino Gavazzi\* Egidio Gavazzi\* Paolo Gavazzi\* Tito Gavazzi\* Gerolamo Pellicanò

Gigliola Zecchi Balsamo

Marina Brogi

#### **Board of Statutory Auditors**

Chairman	Giulia Pusterla
Acting Auditors	Rodolfo Anghileri
	Franco Fumagalli Romario
Substitute Auditors	Elena Negonda
	Erminio Beretta
	Massimo Celli

#### **General Management**

Contract Wariagoment	
General Manager	Angelo Antoniazzi
Senior Deputy General Manager	Mauro Walter Colombo
Deputy General Manager "Corporate Affairs"	Maurizio Ballabio

#### Financial Reporting Manager as per art. 154-bis CFA

Financial Reporting Manager	Mauro Walter Colombo

#### **Independent Auditors**

Independent Auditors Deloitte & Touche S.p.A.

<sup>\*</sup> Members of the Executive Committee

<sup>\*\*</sup> Director responsible for the Internal Control and Risk Management System

### The Banco Desio Group

The scope of consolidation at 30 June 2018 of the Banco Desio Group, to which this consolidated interim financial report refers, includes the following companies:



#### Introduction

This consolidated interim financial report at 30 June 2018 of the Banco Desio Group, made up of the interim report on operations and the condensed interim financial statements, has been prepared pursuant to art. 154-ter of Legislative Decree 58/1998 ("Consolidated Finance Act" or CFA), implementing Legislative Decree 195 of 6 November 2007 (the so-called "Transparency Directive") as well as for the determination of the profit for the period in order to calculate own funds and drawn up in accordance with International Financial Reporting Standards as endorsed by the European Community under Regulation 1606 of 19 July 2002 and in particular IAS 34 - Interim Financial Statements, as well as the provisions issued by the Bank of Italy in its Circular 262 of 22 December 2005 and subsequent updates.

The figures and ratios included in the interim report on operations, where due, refer to the balance sheet of the condensed interim financial statements and to the reclassified income statement, as disclosed in the appropriate paragraph, in turn prepared starting from the income statement of the condensed interim financial statements.

IFRS 9 "Financial instruments", which replaced IAS 39, came into force on 1 January 2018 with an impact on the classification and measurement of financial instruments and on the logic and methods of calculating adjustments. For the purpose of preparing this consolidated interim financial report, the comparative figures for the balance sheet (at 31 December 2017) and income statement (at 30 June 2017) have been conventionally restated in the financial statement schedules required by the fifth update of Circular 262, as reported in the chapter "Basis of preparation".

In this regard, it should be noted that, pursuant to IFRS 5, *Assets held for sale* include loans classified as doubtful, so that during the month of July 2018, the steps taken to sell them were completed, resulting in their derecognition (mainly the portfolio involved in the securitisation with the Italian State guarantee on the securitisation of doubtful loans on the senior securities pursuant to Decree Law No. 18/2016, known as "GACS").

This consolidated interim report is subject to a limited audit by Deloitte & Touche S.p.A.

First-time adoption of IFRS 9 and IFRS 15

#### IFRS 9 - Financial instruments

IFRS 9 - Financial Instruments replaces IAS 39 - Financial Instruments: Recognition and Measurement with effect from 1 January 2018. The replacement of IAS 39 was promoted by the IASB mainly to respond to concerns that emerged during the financial crisis regarding the timeliness of the recognition of impairment losses on financial assets. IFRS 9 was published by the IASB on 24 July 2014 and was approved at European Community level when the Official Journal of the European Union published EU Regulation no. 2016/2067 of 22 November 2016.

#### Main changes introduced by IFRS 9 compared with IAS 39

#### Classification and measurement

As regards the criteria for the classification and measurement of financial instruments:

- only basic financing instruments, or "lending arrangements", which management does not intend to sell, can be accounted for at amortised cost (need to evaluate all of the contractual clauses by testing the cash flows generated by the instrument the so-called "SPPI test", for Solely Payments of Principal and Interest);
- the classification and consequent measurement of financial instruments will essentially depend on:
  - a) the way in which the entity manages financial assets to generate cash flows (e.g. for the purpose of collecting cash flows, for the purpose of collecting cash flows and selling or trading them, etc.) to be formalized in so-called "business models";
  - b) characteristics of the product that can lead to a measurement at Fair Value through Profit or Loss (FVPL), mandatory for having failed to pass the SPPI test;

#### Impairment

With reference to the criteria for determining the impairment on financial assets not measured at FVPL:

- for the purpose of calculating impairment, the introduction of loan portfolio segmentation into three stages with an increasing level of credit risk (due to changes over time):
  - a) stage 1 for exposures performing in line with expectations;
  - b) stage 2 for exposures performing below expectations or that have recorded a significant increase in credit risk compared with when they were originated (or purchased);
  - c) stage 3 for non-performing exposures;
- calculation of impairment based on expected losses, determined on the basis of past events, reasonable current conditions and "supportable" future forecasts (current model based on losses incurred but not recorded);
- calculation horizon of the expected loss equal to one year (stage 1) or lifetime (stages 2 and 3);
- inclusion in the impairment calculation model of forward-looking components, such as expected changes in the macroeconomic scenario.

The first two stages overlap in the definition of performing loans, to which a collective devaluation is currently applied, based on the concept of losses incurred but not recorded. The essential difference compared to the current model for calculating collective write-downs lies in the determination of expected losses at 12

months for stage 1 exposures, and, even more important, throughout the entire expected life of exposures for those classified in stage 2.

#### The transition to IFRS 9

A Steering Committee was established in 2016, involving General Management, the Administration Department, the Chief Risk Officer function and the Organisational Processes and Products Department, to establish the guidelines, direct the activities of the Working Group, ratify the results and take key decisions for the project. As a result of the various project activities performed, on 22 November the Steering Committee ratified the overall picture of the choices and the application rules defined in the so-called "IFRS 9 Methodological Framework" and therefore reflected in the internal regulations that were submitted to the approval of the Board of Directors of the Group entities (Banco di Desio e della Brianza S.p.A., Banca Popolare di Spoleto S.p.A., Fides S.p.A.) starting with the Parent Company on 30 November 2017.

The purpose of this disclosure is therefore to explain:

- the main impacts on book net equity caused by first-time adoption (FTA) of the new standard;
- the main decisions taken as regards application of the framework methodology (such as allocation of securities to the business models defined according to the new accounting standard and application of the "Fair Value through Other Comprehensive Income (FVOCI) option" for equity-based securities not recorded under "Equity investments");
- the main changes in accounting policy due to the introduction of the new standard.

#### Summary of the main effects of FTA at 1 January 2018

The accounting effects of FTA did not have any impact on the closing balances for 2017, to which the previous standard (IAS 39) continued to apply, but they did on 1 January 2018, affecting the opening balances of assets and liabilities with the contra-entry going to book net equity and taxation (current and deferred); as a result of the legislative and regulatory changes and the application solutions applied, the accounting effects were as follows.

	Classification and measurement	Impairment - stage 1 and stage 2	Impairment - stage 3	Total
Financial assets	9.201	(590)		8.611
- debt securities held to collect	5.616	(590)		5.026
- debt securities held to collect & sell	3.585	()		3.585
Loans to ordinary customers		(19.836)	(77.098)	(96.934)
Guarantees and commitments		179		179
Total financial instruments	9.201	(20.247)	(77.098)	(88.144)
Associated tax assets/liabilities	(3.043)	5.839	21.201	23.997
Total effect on shareholders' equity *	6.158	(14.408)	(55.897)	(64.147)
- of which: recorded in the valuation reserve	7.428	718		8.146
- of which: recorded in other reserves - FTA reserve	(1.270)	(15.126)	(55.897)	(72.293)

<sup>\*</sup> Including the effect on minority interests for Euro 9.7 million

The most significant effects of FTA of IFRS 9 "Financial Instruments" concern the new impairment models, namely:

- for Euro 19.8 million, before tax, from application of the staging model for the allocation of performing loans to stages 1 and 2 and from the calculation of the expected credit loss at 12 months (for loans in stage 1) and over the entire lifetime (for loans in stage 2);

- for Euro 77.1 million, before tax, from the introduction of sales scenarios in the valuation of non-performing loans (stage 3), with different weightings in the determination of the expected loss based on the subdivision of NPLs at 31 December 2017, based on the strategic decision whether to manage them or sell them.

Own funds and capital ratios including the effects of IFRS 9 were calculated at 31 March 2018, in application of both the transitional regime and the rules applicable "when fully operational" in 2023, for which reference should be made to the "Consolidated Quarterly Financial Report of the Banco Desio Group at 31 March 2018".

#### Classification and measurement: main aspects

IFRS 9 provides a single model for the classification and measurement of financial assets which, on the one hand, is based on the business reason why they are held (the so-called "business model") and, on the other, the contractual characteristics of their cash flows (SPPI test); the combination of these two aspects determines whether the financial assets are recognised at amortised cost, at fair value through profit or loss or at fair value recognised directly in equity.

#### Characteristics of cash flows of financial instruments

With regard to the characteristics of cash flows, for the credit sector:

- we defined at policy level which contractual characteristics must be analysed to reach a conclusion on whether the SPPI test has been passed and the quantitative threshold (put by the Working Group at 2%) that should be respected so as not to compromise the characteristics of "basic lending arrangements" when carrying out the so-called "benchmark test";
- we also carried out modular analyses, taking into account the size of the portfolios and their segregation into clusters with the same characteristics. Talking of which, different approaches were used for retail and corporate loan portfolios.

The analysis revealed only marginal cases that, because of specific contractual clauses or the nature of the loan, could - in particular market conditions - lead to failing the SPPI test. Therefore, even if we did not identify any existing contracts with characteristics that might suggest that the test would not be passed, we still decided to rationalize certain products of Group banks (with specific reference, for example, to the presence of covenants and the consistency between the benchmark and the frequency of repricing on changes in interest rates).

As for the debt securities in the proprietary portfolio, we carried out a detailed examination of the characteristics of the cash flows of the instruments classified at amortised cost and in the category of financial assets available for sale according to IAS 39, without identifying any cases of failure to pass the SPPI test under IFRS 9.

As regards open and closed-end mutual investment funds classified under financial assets held for sale according to IAS 39, based on the in-depth analyses that we performed and the recent clarifications provided by the IFRS Interpretation Committee, they will have to be measured at fair value through profit or loss (FVPL).

As regards equities, the paragraph below entitled "Equity instruments: FVOCI Option" explains the general criteria that have to guide the choice and its formalisation with reference to the equity instruments held in portfolio.

Lastly, it should be noted that, consistent with the approach adopted at 31 December 2017, the Banco Desio Group has decided not to use the fair value option (with separate recognition in equity of changes in fair value attributable to its own creditworthiness) for the stock of financial liabilities outstanding at 1 January 2018 at the time of first-time adoption.

Business model: main application impacts

As regards the business models, they have been defined at individual entity level:

- for the loan portfolio, a single business model called "Held To Collect" (measurement of instruments at amortised cost, i.e. the same as under IAS 39);
- for the proprietary securities portfolio, one business model called "Held To Collect" (measurement of instruments at amortised cost), another called "Held to Collect and Sell" HTC&S (measurement at fair value through other comprehensive income FVOCI) and another for "Trading" (measurement at fair value through profit or loss FVPL).

The thresholds for Held to Collect portfolios have been defined to allow sales that are frequent, but not particularly large (both individually and in aggregate), or those that are quite large but infrequent, as well as thresholds to allow sales close to maturity; at the same time, the parameters were established to identify sales that are consistent with this business model as they are attributable to an increase in credit risk. Also any sales of financial assets as part of securitisations that do not qualify for derecognition are considered compliant with a Held To Collect business model, similar to the sale of impaired financial assets.

In general terms, the method always followed by the Group's credit management entities, versus both retail and corporate counterparties, is a form of Held to Collect business model. As regards the proprietary securities portfolio, based on our analyses, the securities classified at 31 December 2017 at amortised cost generally show a reduced level of movement in line with the management strategy of a Hold to Collect business model. As regards debt securities classified on the same date as Assets available for sale, the adoption of a Held to Collect and Sell business model was defined for most of the portfolios.

Only in limited cases has there been a change in management intent and therefore in the measurement criterion (from amortised cost to FVOCI and vice versa) at the time of the allocation of financial instruments on FTA.

The effects on the balance sheet figures on FTA at 1 January 2018 compared with the balances at 31 December 2017 derive:

- for securities previously measured at amortised cost and recorded on FTA at fair value, from recognition of the valuation reserve for Euro 3.6 million (before tax);
- for securities previously measured at fair value through other comprehensive income and recorded on FTA at amortised cost, from elimination of the valuation reserve previously recorded for Euro 5.6 million (before tax).

#### Equity instruments: FVOCI Option

As regards non-trading equity instruments, IFRS 9 offers the possibility to classify them at Fair Value through Other Comprehensive Income (FVOCI); this is an irrevocable choice and in this case no recycling to the income statement is envisaged, even if the instrument is sold. This possibility is called the "FVOCI option". The distinctive features of this category are the following:

- Capital at fair value
- Dividends recognised in the income statement
- Changes in fair value recorded in an appropriate equity reserve (OCI)
- No recycling of the reserve to the income statement when the instrument is sold
- No impairment

IFRS 9 does not specify when this option can be applied.

Considering that all of the equity instruments in the AFS portfolio at 31 December 2017 are held as a strategic investment rather than with a view to maximizing the value of the instruments by trading them, the Banco Desio Group has decided that it is more coherent to exercise the FVOCI option for these equity instruments, for a total of Euro 52.3 million.

#### Expected credit losses: main aspects for the recognition of impairment

The general approach defined by IFRS 9 to estimate impairment is based on a process designed to identify any deterioration in credit quality of a financial instrument at the reporting date compared with its date of initial registration. For the assignment of loans to the various stages (known as "staging" or "stage allocation"), the standard envisages identifying significant changes in credit risk with reference to the following main aspects:

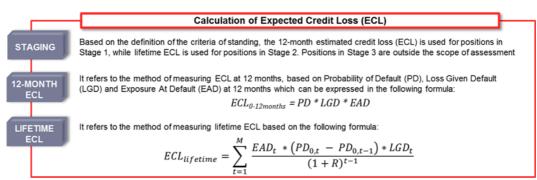
- the change in creditworthiness compared with initial recognition of the financial asset;
- the expected life of the financial asset;
- forward-looking information that can influence credit risk.

The main characteristics of the impairment model defined by the Banco Desio Group, as defined in the so-called "IFRS 9 framework methodology", are as follows.

Model for calculating the expected loss on performing exposures (stage 1 and stage 2)

The key elements of the new model for calculating impairment adopted by the Banco Desio Group for performing exposures are as follows:

- parameters for determining a significant increase of credit risk have been defined for the purpose of correctly allocating performing exposures to stage 1 or stage 2;
- methods of assessing the credit quality of portfolios of financial assets measured at amortised cost and at fair value recognised directly in equity;
- inclusion of forward-looking factors and, in particular, of macroeconomic scenarios in the process of estimating "Lifetime forward-looking PD" as a parameter. The Banco Desio Group is developing linear regression models (so-called "satellite models") to estimate the change in internal rates of deterioration with respect to the performance of certain key variables. When estimating risk parameters, we have to consider both regulatory information and macro-economic information derived from external and internal sources (e.g. system rates of deterioration and macro-economic variables needed to estimate the correlation with internal rates of deterioration);
- discounting of expected credit losses at the balance sheet date, using the effective interest rate determined at the time of initial recognition or an approximation of it;
- calculation of the expected loss based on the definition of the staging criteria or calculating the Expected Loss at 12 months for positions classified in stage 1 and the Lifetime Expected Loss for financial assets classified in stage 2. The following chart shows a summary of the methods for calculating the Expected Credit Loss (ECL).



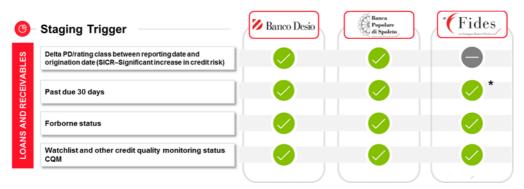
#### Significant increase in credit risk: staging rules

The elements that constitute the main determinants to be taken into consideration when evaluating transfers from stage 1 and stage 2 of <u>loans</u>, <u>quarantees and irrevocable commitments</u> are the following:

- any change in the probability of default compared with what it was at the time of the instrument's initial recognition in the financial statements. This is therefore an assessment carried out by adopting a "relative" criterion, which constitutes the main "trigger";
- the presence of an expired balance that has been such for at least 30 days. In these
  circumstances, the credit risk of the exposure is presumed to have "increased significantly", with
  the result that the exposure gets transferred to stage 2 (if it was previously included in stage 1);
- any renegotiations that qualify as "forbearance measures" which, again on a presumptive basis, entail the classification of the exposure among those whose credit risk has significantly increased compared with their initial recognition;
- the presence of other conditions such as the activation/enhancement of certain indicators of credit monitoring systems ("watchlist and other "internal monitoring" stages) specifically identified as additional "triggers" which, presumably, identify the credit risk of the exposure as "significantly increased".

With reference to the subsidiary Fides S.p.A., the presumption of significant deterioration of the creditworthiness with 30 days past due is considered refutable (or "rebuttable"), so the allocation of the credit positions in stage 2 takes place considering 60 days of continuous past due to keep in suitable account the peculiarities of the "assignment of one-fifth of salary" business. The reasons for this choice are dictated by the desire to make the classification more coherent with the specification of the product, which frequently sees delays in collections due to the complexity of the administrative/operational processes involved in managing the product, rather than a specific credit risk.

The following chart summarizes the staging rules of the Banco Desio Group for loans, guarantees and other irrevocable commitments.



(\*) As expressly indicated by the standard, the presumption of significant deterioration of the creditworthiness of loans that are 30 days past due is rebuttable on the basis of reasonable and documentable evidence indicating that the creditworthiness has not actually deteriorated even if 30 days past due (IFRS 9 B5.5.20). Considering the analysis carried out, in order to reflect the peculiarities of the fifth of salary assignment business handled by FIDES, it is expected to allocate its loans to Stage 2 once they are 60 days past due.

With particular reference to a Significant Increase in Credit Risk (SICR) in terms of changes in the Probability of Default (PD), we adopted the criterion of a change in rating class as defined by the system of rating in use. This involved a comparison between:

 the change in the PD of the rating class associated with the counterparty at the reporting date and that calculated at the origination date of the position;  the thresholds identified on the basis of the association of rating model and sub-model and rating class (and defined according to whether or not the rating model at the origin of the position is comparable with what it is at the reporting date).

For certain categories of exposures in the <u>proprietary securities portfolio</u>, the so-called "low credit risk exemption" envisaged in IFRS 9 is used. This means that we identify any exposures that have a rating equal to or better than "investment grade" (or similar quality) at each reference date as low credit risk exposures to be classified in stage 1. A number of specific considerations have to be made in connection with the "staging" process of securities. In purchase and sale transactions subsequent to the first purchase, which form part of the normal, day-to-day management of such positions, there is now a need to identify a method of identifying sales and reimbursements in order to determine the residual quantities of individual transactions, so that their credit rating at the initial recognition date can be compared with what it is at the reporting date; It was felt that the first-in-first-out (FIFO) method was the one that best reflected the way that portfolios were managed by front office staff, also making it possible to update the credit rating of the issue or issuer continuously on the basis of new purchases.

The following chart summarizes the staging rules of the Banco Desio Group for the proprietary securities portfolio.



With particular reference to the rating difference, exposures that have a downgrade of two notches compared with the reporting date and the date of purchase are classified in stage 2.

#### Calculation of the expected loss: main characteristics of forward-looking scenarios

The method for estimating satellite models defined by the Banco Desio Group to include the forward-looking component in the estimate of the lifetime PD of <u>irrevocable loans</u>, <u>credit lines and margins</u> has the following main features:

- construction of the model by taking an econometric approach aimed at identifying the relationships between the default rates observed and a set of macroeconomic and financial variables, considered representative of the trend in the Italian and European economy;
- choice of a stepwise-forward regression approach for estimating relationships between the variables. This methodology starts exclusively from the most explanatory macroeconomic variable, to which the remaining variables are progressively added until a model that is deemed satisfactory is achieved;
- based on a re-elaboration of the default rates calculated by the Chief Risk Officer (CRO) following the segmentation of the rating system in use, three satellite models have been developed, one for the Corporate segment, one for Individuals and one for Small Businesses, with identification of the following key regressors:
  - a) nominal Italian GDP and Italian unemployment for the Corporate model;
  - b) 3-month Euribor, European inflation and the rate of return on long-term Italian Treasury Bonds (BTP) for the Individuals model;
  - c) Italian inflation and Italian unemployment for the Small Business model;
- the expected trend of the macroeconomic variables identified as key regressors has been used to condition the lifetime probability of default (PD).

#### Calculation of the expected loss: exposure at default (EAD)

<u>Irrevocable loans, guarantees and margins</u> - For the purpose of calculating the expected lifetime loss, the exposure expected on the date of default (EAD) at the various maturities is estimated using a differentiated approach based on the macro-type of product:

- amortising exposures (e.g. mortgage loans, leases and personal loans);
- non-amortising exposures (e.g. lines of credit, factoring);
- off-balance sheet exposures (e.g. endorsement credits, margins on lines of credit).

Specifically, the amount of the EAD will be equal to:

- the Amortised Cost at each reporting date (up to now they are not considered as situations of early extinction) and
- the Credit Line Margin (an off-balance sheet exposure) weighted for the credit conversion factor (CCF) taken from regulatory reporting.

Lastly, products that do not have an expiry date are given a default maturity of 12 months, while those with a maturity of less than 12 months can have applied to them a coefficient that adjusts the amount of the provision according to the number of months that the product remains in that category.

<u>Debt securities</u> - For the calculation of the EAD of securities, we use a reconstruction of the linear amortisation plans of the bonds with coupon plans showing how the cash flows develop for each tranche. The EAD is therefore considered equal to the expected debt over the residual life of each individual exposure.

#### Calculation of expected loss: loss given default (LGD)

<u>Irrevocable loans, endorsement credits and margins</u> - As regards the determination of the forward structures of lifetime LGD, we envisage using the parameter calculated by the recalibrated econometric model in order to incorporate the effect of the time lag of the exposure to which the LGD refers on the "residual debt" variable that makes up the "value to loan". In other words, we plan to keep the LGD calculated in this way constant throughout the residual life of the financial instruments.

<u>Debt securities</u> - The LGD is assumed to remain constant over the entire time horizon of the financial asset under analysis and is a function of two factors:

- the ranking of the instrument;
- the classification of the country to which the issuing entity belongs.

#### Calculation of the expected loss on non-performing exposures (stage 3)

For the exposures classified in stage 3 (non-performing), we did not see any impact from the application of IFRS 9 as regards classification.

The studies carried out since the last few months of 2017, having regard to the ITG's "Inclusion of cash flows expected from the sale on default of loan" of the staff of the IFRS Foundation and subsequently considering the "Guidelines for less significant Italian banks on the management of non-performing loans" published by the Bank of Italy in January 2018 for the proactive management of non-performing loans, have led the Banco Desio Group to adapt the logic of impairment calculated on the non-performing portfolio in order to include forward-looking factors in scenario evaluations.

We then defined the application choices for multi-scenario assumptions in which were considered not only the internal recovery scenario (with the same assessment logic and minimum loss criteria as at 31 December 2017), but also the disposal scenario, in line with:

- the declared objectives of the business plan for which recovery of impaired assets is foreseen, also by transferring them:
- what was communicated on 27 March 2018 with reference to the approval by the Parent Company's Board of Directors of a programme of sales of NPLs for a gross value of Euro 1.1 billion, within which is also foreseen a securitisation transaction using the procedure for the issuance by the Italian State of a guarantee on the securitisation of non-performing loans on senior securities ("GACS") aimed at deconsolidating Banco Desio Group loans for a gross value of Euro 1.0 billion.

Consequently, in the FTA the recoverable amount of the NPLs is therefore determined for each cluster identified on the basis of a weighted average of expected recoveries through the process of internal work out i.e. based on expected realisable values; scenarios are weighted according to the expected level of sales in relation to the Group's NPE strategy.

#### Evolution of credit quality on first application of the model for calculating expected loss under IFRS 9

#### Cash exposures to customers

The following tables compare the evolution of the credit quality of cash exposures to customers at the time of first application of the model for calculating expected loss with the characteristics mentioned previously.

			31.12.2017	7 IAS 39		
Amounts in thousands of Euro	Gross exposure*	% of total loans and receivables	Write- downs	Coverage ratio	Net exposure	% of total loans and receivables
Doubtful loans	1.155.051	10,8%	(660.878)	57,2%	494.173	5,0%
Unlikely to pay	451.670	4,2%	(130.329)	28,9%	321.341	3,3%
Past due non-performing loans	9.644	0,1%	(1.234)	12,8%	8.410	0,1%
Total non-performing loans	1.616.365	15,1%	(792.441)	49,0%	823.924	8,4%
Performing exposures	9.078.600	84,9%	(40.662)	0,45%	9.037.938	91,6%
Total loans to customers	10.694.965	100,0%	(833.103)	7,8%	9.861.862	100,0%

			01.01.2018 FT	A adoption IFR	\$9	
Amounts in thousands of Euro	Gross exposure*	% of total loans and receivables	Write- downs	Coverage ratio	Net exposure	% of total loans and receivables
Doubtful loans	1.155.051	10,8%	(737.976)	63,9%	417.075	4,3%
Unlikely to pay	450.230	4,2%	(130.329)	28,9%	319.901	3,3%
Past due non-performing loans	9.641	0,1%	(1.234)	12,8%	8.407	0,1%
Total non-performing loans	1.614.922	15,1%	(869.539)	53,8%	745.382	7,6%
Performing exposures	9.074.942	84,9%	(55.397)	0,61%	9.019.545	92,4%
Total loans to customers	10.689.864	100,0%	(924.936)	8,7%	9.764.928	100,0%

<sup>\*</sup> The difference in gross exposure derives from the revision of the model for amortisation of the "full fair value".

The effect on net exposure to customers after first-time adoption of IFRS 9 was Euro 96.9 million, of which:

- Euro 14.7 million from the application of the new model for calculating the expected loss on performing exposures (as a result of the split between stage 1 and stage 2);
- Euro 77.1 million from adoption of the disposal scenario in the measurement of non-performing loans classified in stage 3;
- Euro 5.1 million due to the revision of the model for amortisation of the "full fair value" recognised at the time of acquisition of the subsidiary Banca Popolare di Spoleto on instalment loans at the time consistent with the definitions of risk introduced by IFRS 9.

#### Financial assets - debt securities

The following table summarises the effects of applying the expected loss model to the debt securities held by the Banco Desio Group on first-time adoption. The average coverage that emerged with respect to the book value of the securities (recorded at fair value if allocated to the Held to Collect & Sell business model or at amortised cost if allocated to the Held to Collect business model) was 0.08%.

Business model	Measurement	1 January 2018 gross exposure	Expected loss on securities	% hedging
Held to collect	Amortised cost	748.270	-590	0,08%
Held to collect & sell	FVOCI	1.430.621	-1.072	0,07%
Total		2.178.891	-1.662	0,08%

It should be noted that recognition of the expected loss on securities measured at amortised cost, recorded in the FTA reserve under IFRS 9, had as a contra-entry a reduction in the carrying value of the securities on the assets side of the balance sheet, while recognition of the expected loss on securities measured at fair value through other comprehensive income (FVOCI), again recorded in the FTA reserve under IFRS 9, did not have a contra-entry in securities, as they are already shown at fair value, but the equity reserve referred to Financial assets measured at fair value through other comprehensive income.

#### Hedge accounting: carve-out option

As regards hedge accounting, taking into account the fact that the innovations contained in IFRS 9 only concern the general hedge and that the standard envisages the possibility of implementing IFRS 9 rather than maintaining the previous standard, IAS 39, based on the analyses carried out on the current management of hedging transactions by the Banco Desio Group, we decided to exercise the "carve-out option" on first-time adoption of IFRS 9, for which all types of hedging transactions will continue to be managed in accordance with IAS 39.

This choice will be confirmed from year to year, as long as IFRS 9 is not made mandatory and fully applicable also with reference to hedge accounting.

#### IFRS 15 – Revenue from contracts with customers

From 1 January 2018 IFRS 15 - Revenues from contracts with customers replaces IAS 18 - Revenues and IAS 11 - Construction contracts, as well as interpretations IFRIC 13 - Customer loyalty programmes, IFRIC 15 -Agreements for the construction of real estate, IFRIC 18 - Transfers of assets from customers and SIC 31 -Revenues - Barter transactions involving advertising services.

IFRS 15 was published by the IASB on 28 May 2014 and was approved at European Community level when the Official Journal of the European Union published EU Regulation no. 2016/1905 of 22 September 2016.

#### Key elements of the new standard

The standard establishes a new model for revenue recognition, which applies to all contracts signed with customers except for those that fall within the scope of other IAS/IFRS, such as leases, insurance contracts and financial instruments. In particular, the new model provides for the recognition of revenue based on the following 5 steps:

- identification of the contract with the customer: IFRS 15 applies to all contracts entered into with a customer that meet specific criteria. In certain specific cases, IFRS 15 requires an entity to combine/aggregate a number of contracts and to account for them as one sole contract;
- identification of the performance obligations in the contract: a contract constitutes a promise to transfer goods or services to a customer. If the goods or services are distinct, the promise qualifies as a performance obligation and is accounted for separately;
- determination of the price: the transaction price is the amount to which an entity expects to be entitled
  in exchange for the transfer of goods and services. The transaction price may be a fixed amount, but
  at times it may include variable or non-cash components;
- allocation of the transaction price to the performance obligations in the contracts: an entity should allocate the transaction price to the various performance obligations in the contract by reference to the stand-alone selling prices of the distinct goods or services envisaged by the contract. If a stand-alone selling price is not directly observable, the entity will need to estimate it. The standard establishes when an entity should allocate a discount or a variable component to one or more performance obligations (or to distinct goods or services) covered by the contract;
- revenue recognition criteria when the entity satisfies a performance obligation: an entity recognises revenue when it satisfies its performance obligation by means of the transfer of goods or the rendering of a service, as envisaged by the contract, to a customer (i.e. when the customer obtains control of the goods or service). The amount of revenue to be recognised is that allocated to the performance obligation that has been satisfied. A performance obligation may be satisfied either at a point in time (typically, in the case of goods) or over time (typically, in the case of services). In the case of performance obligations that are satisfied over time, an entity recognises revenue over the relevant period by selecting an appropriate method to measure the progress made with respect to the complete satisfaction of the performance obligation.

#### Transition and summary of the effects of introducing IFRS 15

The Banco Desio Group has carried out a specific analysis of the main types of revenues generated by contracts with customers in order to identify the potential impacts of applying this standard.

The revenue components deriving from contracts with customers recorded under "Commission income" were examined, particularly with regard to the "Asset management" and "Plastic money" segments, including services linked to current account transactions and "Other operating income".

Our analyses showed that the accounting treatment that we have adopted for the situations in question are already in line with the provisions of the new standard and, as a consequence, first-time adoption of IFRS 15 should not have any impact on the Banco Desio Group's equity.

So, based on our analyses, the main effect of introducing the new standard will be more disclosure requirements, according to the Bank of Italy provisions contained in the 5th update of Circular 262 "Bank financial statements: schedules and rules for preparation".

#### The effects of the transition to IFRS 9 and IFRS 15

In view of the fact that *IAS 8 - Accounting standards, changes in accounting estimates and errors* provides that the effects of the transition to a new accounting standard should be recognised in specific equity reserves (the so-called first-time adoption or FTA reserve). The purpose is to reconstruct the effects that would have been obtained in the balance sheet if the provisions of the new standards were adopted on an ongoing basis. At 1 January 2018 only the effects on book net equity of introducing IFRS 9 were recorded as the FTA of IFRS 15 did not result in any changes, as mentioned earlier.

In order to present the figures published at 31 December 2017 according to the new official schedules of the Bank of Italy Circular no. 262 (5th update), for comparison with the half-yearly financial report, we have carried out the necessary reclassifications based on the criteria laid down in the Introduction to this document, without changing any of the figures.

This section provides reconciliations of the book balances at 1 January 2018 to explain the new rules for classification and measurement required by IFRS 9, taking into account the decisions made by the Banco Desio Group on first-time adoption of the standard.

Reconciliation between the accounting schedules published in the 2017 financial statements and the new IFRS 9 accounting schedules (Circular 262 - 5th update)

The following are reconciliations between the accounting schedules published in the 2017 financial statements and the new accounting schedules introduced with the 5th update of Bank of Italy Circular 262, including the presentation criteria envisaged by IFRS 9.

In these schedules, the accounting balances at 31 December 2017, valued according to IAS 39, are linked to the new items according to the reclassifications resulting from the new criteria introduced by IFRS 9 (considering the business models defined by the Banco Desio Group in application of the new standard and the outcome of the SPPI test), but without applying the new measurement criteria and, therefore, with the same figures for total assets and total liabilities.

#### **Assets**

Applying the new classification and measurement rules to financial assets led in particular to:

- the reclassification of a portion of debt securities available for sale in accordance with IAS 39, which for Euro 385.6 million have been allocated to financial assets valued at amortised cost, following a change in the business model;
- the reclassification, due to a change in the business model, of financial assets held to maturity to financial assets measured at fair value through other comprehensive income with an impact of Euro 391.7 million;
- the reclassification of mutual funds classified under financial instruments available for sale in accordance with IAS 39, amounting to Euro 38.2 million, which have been transferred to assets that have to be valued at fair value through profit or loss pursuant to IFRS 9;
- the reclassification of equity securities classified as financial instruments available for sale in accordance with IAS 39, equal to Euro 52.3 million, which have been transferred to financial assets for which the fair value option was irrevocably exercised with impact on equity (without recycling to the income statement).

We would also point out that we did not have to reclassify any loans to banks and customers to the portfolio of assets valued at fair value through profit or loss (FVTPL) as a result of not passing the SPPI test.

With reference also to the new Circular 262, note the different method of presenting financial assets: they used to be classified as Loans to customers, Loans to banks, Financial assets held to maturity, Financial assets available for sale, Financial assets measured at fair value and Financial assets held for trading. Now they are to be classified as Financial assets measured at fair value through profit or loss, Financial assets measured at fair value through other comprehensive income and Financial assets measured at amortised cost.

#### Liabilities and equity

As regards financial liabilities, the transition to IFRS 9 has not resulted in any significant impacts in terms of reclassification; in this regard we would only mention the reclassification, equal to Euro 2.1 million, of credit risk provisions to cover commitments to disburse funds and financial guarantees issued that, pursuant to the previous version of Bank of Italy Circular 262, were allocated to *Other liabilities* and which are now shown under *Provisions for risks and charges*.

In addition to this, again with reference to Circular 262, there is a different way of presenting the various captions: the previous ones, namely *Due to banks*, *Due to customers* and *Debt securities in issue* are now all contained in *Financial liabilities measured at amortised cost*.

						Ban	Bank of Italy Circular no. 262 (4th update) - IAS 39	cular no	. 262 (4th ur	odate) - IAS	39						
	Assets	10.Cash and cash	20. Financial assets held for trading	40. Financial assets available for sale	50. Financial assets held to maturity	60. Due from banks	70. Loans to customers	so. Hedging derivatives	90. Adjustment to financial assets with generic hedge (+/-)	120. Property, plant and equipment		- доодм    01 муісу:	21922 XST .041	a) current	р) дејецеа	160. Other assets	Total assets
	10.Cash and cash	59.413															59.413
	20. Financial assets designated at fair value																
	through profit and loss with an impact on the income		20.981	38.171													59.152
	statement a) Financial assets held for		20 00														60
6	trading		20.30														20.701
- IEBS	c) Ottler intalical assets that are necessarily measured at fair value			38.171													38.171
(əte	30. Financial assets																
epdn	designated at fair value through other			1.087.671	391.668												1.479.339
qıg)	comprehensive income																
797	measured at amortised			385.625	357.028	1.218.060	9.861.862										11.822.575
ou 1	cost			4.508	124 492	1.218.060											1.347.060
cnla	b) Loans to customers			381.117	232.536		9.861.862										10.475.515
I)O	50. Hedging derivatives							Ŋ									2
ltaly	60. Adjustment to financial								0								č
k oį	(+/-)								0								6/0
Ban	90. Property, plant and									180.566							180.566
	100. Intangible assets										17.946						17.946
	of which:											15.322					15.322
	- goodwiii 110. Tax assets												212.527	35.097	177.430		212.527
	a) current												35.097	35.097			35.097
	b) deferred												177.430		177.430		177.430
	130. Other assets															163.424	163.424
	Total assets	59.413	20.981	1.511.467	748.696	1.218.060	9.861.862	2	875	180.566	17.946	15.322	212.527	35.097	177.430	163.424	13.995.822

spareholders' equity Total liabilities and		12.686.585		1.705.928	9.272.337	1.708.320	į	7.976	4.724	30.226	3.425	26.801	208.818	670 00	706.907	48.690	2.143	44 E 47	40.04/	38.307	761.201	16.145	67.705	52.785	43.698	13.995.822
220. Net profit (10ss) for the period (+/-)																									43.698	43.698
210. Minority interests																								52.785		52.785
190. Share capital																							67.705			67.705
180. Share premium reserve																						16.145				16.145
170. Reserves																					761.201					761.201
140. Valuation reserves																				38.307						38.307
snoisivorq rəfito (d																46.547		46 E 47	40.04							46.547
120. Provisions for risks and charges:																46.547		46 547	40.04							46.547
110. Provision for termination indemnities														70 067	70.407											28.962
100. Other liabilities													208.818			2.143	2.143									210.961
рә дәјәр (q										26.801		26.801														26.801
а) сицепі										3.425	3.425															3.425
80. Tax liabilities										30.226	3.425	26.801														30.226
60. Hedging derivatives									4.724																	4.724
40. Financial liabilities held for trading							i	9/6:/																		7.976
30. Debt securities in issue		1.708.320				1.708.320																				1.708.320
50. Due to customers		9.272.337			9.272.337																					9.272.337
10. Due to banks		1.705.928		1.705.928																						1.705.928
Liabilities and shareholders' equity	10. Financial liabilities	measured at amortised	cost	a) Due to banks	b) Due to customers	c) Debt securities in issue	20. Financial liabilities held		40. Hedging derivatives	dat 60. Tax liabilities	<b>up</b> a) current	b) deferred	80. Other liabilities	90. Provision for termination		100. Provisions for risks and		ta gualantees given		nd 120. Valuation reserves	B 150. Reserves	160. Share premium reserve	170. Share capital	190. Minority interests	200. Net profit (loss) for the period (+/-)	Total liabilities and shareholders' equity

Reconciliation between the balance sheet at 31 December 2017 (which reflects the new IFRS 9 rules on presentation) and the balance sheet at 1 January 2018 (which reflects the new IFRS 9 rules on measurement and impairment)

The following is the reconciliation between the balance sheet at 31 December 2017 (IAS 39), which includes the reclassifications required by the new IFRS 9 classification rules, as explained above, and the balance sheet at 1 January 2018 (IFRS 9). The accounting balances at 31.12.2017 shown in these tables (with figures calculated in accordance with IAS 39) have been changed in application of the new measurement and impairment rules, in order to determine the opening balances which are IFRS 9 compliant.

#### Assets

			Effects of the tra	nsition to IFRS 9		
Assets Bank of Italy Circular no. 262 (5th update)	31.12.2017 (a)	Classification and measurement	Impairment - stage 1 and stage 2	Impairment - stage 3	Total effects of FTA (b)	01.01.2018 (c) = (a) + (b)
10. Cash and cash equivalents	59.413					59.413
20. Financial assets designated at fair value through profit and loss with an impact on the income statement	59.152					59.152
a) Financial assets held for trading	20.981					20.981
c) Other financial assets that are necessarily measured at fair value	38.171					38.171
30. Financial assets designated at fair value through other comprehensive income	1.479.339	3.585			3.585	1.482.924
40. Financial assets measured at amortised cost	11.822.575	5.616	(20.426)	(77.098)	(91.908)	11.730.667
a) Due from banks	1.347.060	2	(148)		(146)	1.346.914
b) Loans to customers	10.475.515	5.614	(20.278)	(77.098)	(91.762)	10.383.753
50. Hedging derivatives	5					5
60. Adjustment to financial assets with generic hedge (+/-)	875					875
90. Property, plant and equipment	180.566					180.566
100. Intangible assets	17.946					17.946
of which: - goodwill	15.322					15.322
110. Tax assets	212.527	(2.101)	4.444	21.201	23.544	236.071
a) current	35.097	503	1.975	2.154	4.632	39.729
b) deferred	177.430	(2.604)	2.469	19.047	18.912	196.342
120. Non-current assets and disposal groups held for						
sale						
130. Other assets	163.424					163.424
Total assets	13.995.822	7.100	(15.982)	(55.897)	(64.779)	13.931.043

#### Effects of classification and measurement

The different classification of financial assets in the new categories envisaged by IFRS 9 and hence the different measurement metrics have led to a positive impact (before taxes) on consolidated equity for a total of Euro 9.2 million, as detailed below.

The adjustment of the carrying value of financial assets deriving from allocation to the business models defined by the Banco Desio Group in application of the new standard, essentially attributable to the debt securities portfolio, is attributable to the following factors:

- allocation of financial assets measured at amortised cost to a Held to Collect and Sell business model, leading to a recalculation of the carrying value and recognition in the valuation reserve of the changes in fair value that have taken place in the meanwhile (Euro 3.6 million);
- allocation of financial assets available for sale to a Held to Collect business model, leading to a recalculation of the carrying value and cancellation of the negative AFS reserve (Euro 5.6 million).

#### Impairment effects

Applying the new impairment rules ("expected credit losses") to *Financial assets measured at amortised cost* (cash exposures) has had a negative impact (before taxes) on consolidated equity for a total of Euro 97.5 million, as detailed below:

- higher write-downs to performing cash loans for Euro 19.8 million attributable (i) to the allocation of part of the performing portfolio to stage 2, based on of stage allocation criteria defined earlier, with the consequent need to calculate the expected loss for the entire residual life of the financial assets and (ii) inclusion in the calculation of expected losses of forward-looking parameters arising from future macroeconomic scenarios. The impact of FTA is almost entirely due to the increase in adjustments to positions classified in stage 2;
- higher write-downs to performing securities for Euro 0.6 million, essentially due to allocation of the securities portfolio to stage 1;
- greater write-downs to non-performing loans of Euro 77.1 million, mainly as a result of inclusion in the calculation of expected losses of forward-looking parameters with the inclusion of the sale scenario envisaged in the corporate objectives for the reduction of NPLs.

#### Liabilities and equity

Liabilities and shareholders' equity Bank of Italy Circular no. 262 (5th update)						
	31.12.2017 (a)	Classification and measurement	Impairment - stage 1 and stage 2	Impairment - stage 3	Total effects of FTA (b)	01.01.2018 (c) = (a) + (b)
10. Financial liabilities measured at amortised cost	12.686.585					12.686.585
a) Due to banks	1.705.928					1.705.928
b) Due to customers	9.272.337					9.272.337
c) Debt securities in issue	1.708.320					1.708.320
20. Financial liabilities held for trading	7.976					7.976
40. Hedging derivatives	4.724					4.724
60. Tax liabilities	30.226	942	(1.395)		(453)	29.773
a) current	3.425					3.425
b) deferred	26.801	942	(1.395)		(453)	26.348
80. Other liabilities	208.818					208.818
90. Provision for termination indemnities	28.962					28.962
100. Provisions for risks and charges:	48.690		(179)		(179)	48.511
a) commitments and guarantees given	2.143		(179)		(179)	1.964
c) other provisions	46.547					46.547
120. Valuation reserves	38.307	7.403	690		8.093	46.400
150. Reserves	761.201	(1.245)	(13.416)	(47.864)	(62.525)	698.676
160. Share premium reserve	16.145					16.145
170. Share capital	67.705					67.705
190. Minority interests	52.785		(1.682)	(8.033)	(9.715)	43.070
200. Net profit (loss) for the period (+/-)	43.698					43.698
Total liabilities and shareholders' equity	13.995.822	7.100	(15.982)	(55.897)	(64.779)	13.931.043

With regard to liabilities, there were lower adjustments (before taxes) for guarantees and commitments to disburse funds for Euro 0.2 million recorded under provisions for risks and charges. This decrease derives from application of the new rules on impairment (including the forward-looking component).

Consolidated equity consequently shows an improvement in the valuation reserves of Euro 8.1 million and recognition of an FTA reserve of Euro 62.5 million, with an overall impact, including the tax effect on the Banco Desio Group's equity which is negative for Euro 54.4 million, to which has to be added the effect on minority interests, of Euro 9.7 million.

# Interim report on operations at 30 June 2018

## Key figures and ratios

#### Balance sheet

	30.06.20	18 31.12.2017	•	Change
Amounts in thousands of Euro			amount	%
Total assets	14.110.1	23 13.995.822	114.301	0,8%
Financial assets	2.838.7	40 2.281.149	557.591	24,4%
Due from banks (1)	577.5	34 1.218.060	-640.526	-52,6%
Loans to customers(1) (2)	9.669.6	31 9.861.862	-192.231	-1,9%
of which: Loans to ordinary customers (2)	9.458.7	9.861.862	-403.064	-4, 1%
of which: Loans to institutional customers	210.8	33	210.833	
Property, plant and equipment	179.0	180.566	-1.496	-0,8%
Intangible assets	17.4	17 17.946	-529	-2,9%
Non-current assets and disposal groups held for sale	287.8	29	287.829	
Due to banks	1.649.2	71 1.705.928	-56.657	-3,3%
Due to customers	9.525.2	42 9.272.337	252.905	2,7%
Debt securities in issue	1.626.9	39 1.708.320	-81.381	-4,8%
Shareholders' equity (including Net profit/loss for the period) (3)	845.6	927.056	-81.436	-8,8%
Own Funds (5) (6)	1.032.0	1.089.121	-57.067	-5,2%
Total indirect deposits	14.233.0	14.148.878	84.137	0,6%
of which: Indirect deposits from ordinary customers	9.019.1	85 8.946.523	72.662	0,8%
of which: Indirect deposits from institutional customers	5.213.8	30 5.202.355	11.475	0,2%

<sup>(1)</sup> on the basis of new Circular 262 - 5th update, the balance of this caption includes held to collect (HTC) debt securities measured at amortised cost; these securities are shown under financial assets in these key figures in the interests of better comparability with the previous period.

#### Income statement (4)

	30.06.2018	30.06.2017		Change
Amounts in thousands of Euro			amount	%
Operating income	204.830	209.393	-4.563	-2,2%
of which: Net interest income	105.367	115.076	-9.709	-8,4%
Operating costs	139.046	139.469	-423	-0,3%
Result of operations	65.784	69.924	-4.140	-5,9%
Profit (loss) from operations after tax	13.384	22.734	-9.350	-41,1%
Non-recurring profit (loss) after tax	164	-4.103	4.267	n.s.
Profit for the period (3)	13.602	18.157	-4.555	-25,1%

<sup>(3)</sup> pertaining to the Parent Company;

<sup>(2)</sup> considered net of 287.8 million of doubtful loans classified under assets held for sale at 30 June 2018

<sup>(4)</sup> from the Reclassified Income Statement.

#### Key figures and ratios

	30.06.2018	31.12.2017	Change amount
Capital/Total assets	6,0%	6,6%	-0,6%
Capital/Loans to customers	8,7%	9,4%	-0,7%
Capital/Due to customers	8,9%	10,0%	-1,1%
Capital / Debt securities in issue	52,0%	54,3%	-2,3%
Common Equity Tier 1 (CET 5)/Risk-weighted assets (Common Equity Tier 6 ratio) (5) (6) (7)	11,2%	11,5%	-0,3%
Core Tier 1 capital (T5)/Risk-weighted assets (Tier 6 ratio) (5) (6) (7)	11,3%	11,6%	-0,3%
Total Own Funds/Risk-weighted assets (Total capital ratio) (5) (6) (7)	12,9%	13,6%	-0,7%
Financial assets/Total assets	20,1%	16,3%	3,8%
Due from banks/Total assets	4,1%	8,7%	-4,6%
Loans to customers/Total assets	68,5%	70,5%	-2,0%
Loans to customers/Direct customer deposits	86,7%	89,8%	-3,1%
Due to banks/Total assets	11,7%	12,2%	-0,5%
Due to customers/Total assets	67,5%	66,3%	1,2%
Debt securities in issue / Total assets	11,5%	12,2%	-0,7%
Direct customer deposits / Total assets	79,0%	78,5%	0,5%
	30.06.2018	30.06.2017	Change amount
Cost/Income ratio	67,9%	66,6%	1,3%
Net interest income/Operating income	51,4%	55,0%	-3,6%
Result of operations/Operating income	32,1%	33,4%	-1,3%
Profit (loss) from operations after tax/Capital (8) - annualised (9)	3,2%	5,4%	-2,2%
ROE (8) (8) - annualised (10) (11)	3,2%	5,1%	-1,9%
Profit (loss) from operations before tax/Total assets (ROA) - annualised (9)	0,3%	0,5%	-0,2%
	30.06.2018	31.12.2017	Change amount
Net doubtful loans/Loans to customers (12)	1,3%	5,0%	-3,7%
Net non-performing loans/Loans to customers (12)	4,3%	8,4%	-4,1%
6 coverage of doubtful loans (12)	62,6%	57,2%	5,4%
Coverage of doubtful loans, gross of cancellations (12) (13)	67,9%	61,1%	6,8%
	44,3%	49,0%	-4,7%
% Total coverage of non-performing loans (12) (13)	11,070		
% Total coverage of non-performing loans <i>(12) (13)</i> % Coverage of non-performing loans, gross of cancellations <i>(12) (13)</i>	48,1%	52,4%	-4,3%

#### Structure and productivity ratios

	30.06.2018	31.12.2017		Change
			amount	%
Number of employees (13)	2.290	2.303	-13	-0,6%
Number of branches	265	265	0	0,0%
Amounts in thousands of Euro				
Loans and advances to customers per employee (14)	4.211	4.233	-22	-0,5%
Direct deposits from customers per employee (14)	4.856	4.714	142	3,0%
	30.06.2018	30.06.2017		Change
			amount	%
Operating income per employee (14) - annualised (8)	178	186	-8	-4,3%
Result of operations per employee (14) - annualised (8)	57	65	-8	-12,3%

(5) own funds and capital ratios are calculated at Banco Desio level. The ratios for the scope of consolidation for regulatory purposes at Brianza Unione level at 30 June 2018 are: Common Equity Tier1 8.7%; Tier 1 9.5%; Total capital ratio 11.4%.

(6) own funds and capital ratios at 30.06.2018 are calculated in application of the transitional provisions introduced by EU Regulation 2017/2395; the ratios calculated without application of these provisions are the following: Common Equity Tierl 10.3%; Tier 1 10.5%; Total capital ratio 12.0%.

(7) simulating the effects of derecognition of the doubtful loans involved in the GACS transaction at the reference date of 30 June 2018, the following pro-forma ratios have been estimated: 11.6% (CET 1 ratio), 11.8% (Tier 1 ratio) and 13.4% (Total capital ratio)

- (8) equity excluding net profit (loss) for the period;
- (9) the amount reported at 30.06.2017 is the final figure at the end of 2017;
- (10) the amount reported at 30.06.2017 is the final figure at the end of 2017; ROE recalculated at the end of 2017 taking into account the effects of FTA of IFRS 9 is equal to 5.4%.
- (11) the annualised ROE at 30.06.2018 does not take into consideration the annualisation of the Net non-recurring operating profit;
- (12) the indicators for credit quality and coverage of non-performing loans and performing loans at 30.06.2018 reflect the impact of applying IFRS 9 and are shown net of the doubtful loans classified as assets held for sale.
- (13)also considering non-performing loans of the subsidiary Banca Popolare di Spoleto S.p.A., reported gross of write-downs:
- (14) number of employees at the reference date
- (15) based on the number of employees calculated as a straight average between the end of the period and the end of the preceding period.

#### The macroeconomic scenario

#### The macroeconomic picture

#### International scenario

The global economy continues to grow at a good pace, but a number of risks are materializing, such as the length of the positive post-crisis economic cycle and protectionist pressures. The US economy is maintaining its high rates of growth, supported by significant fiscal stimulus and a monetary policy that is still accommodating. The other major player in the world economy, China, continues to grow as expected, even if growth rates are slightly down on 2017. The price of oil has continued to rise, reaching new highs; in the first quarter of the year, the Eurozone recorded a slowdown that was partly unexpected; the tensions caused by the protectionist measures of the American administration have increased.

The gradual increase in oil prices since the summer of 2017 has contributed to the rise in global inflation indices and, therefore, to a perspective of greater monetary restraint. The increase in prices largely reflects the supply shock resulting from the production restrictions decided by OPEC and the announcement of an embargo on Iran by the United States. At the meeting that took place at the end of June, the OPEC countries and Russia decided to gradually increase production, which should stabilize prices at current values.

The main Eurozone countries are showing signs of a slowdown, reflecting the positioning of growth on a more sustainable pace after the exceptional result of 2017 and the increase in uncertainties on the future prospects, as well as the poor performance of exports that were affected by the strengthening of the euro over the last year.

The rise in protectionist tensions, linked to the tariff policies announced by the US government, seems to be a strategy designed to bring the parties involved (China and Europe) to the negotiating table for bilateral talks.

A trend that is emerging and that will have a profound impact is the increase in real interest rates worldwide, mainly due to US monetary and fiscal policies. The increase in US interest rates and the simultaneous strengthening of the dollar are putting pressure on the most indebted emerging countries: investors have begun to pull out of some of these countries as the increase in US rates made the corresponding US securities cheaper (and less risky) and at the same time contributed to make the securities issued by these countries even more risky, both those in dollars (more difficult to honour on maturity) and those in local currency (due to the devaluation linked to domestic inflation).

Italy overcame the acute phase of political uncertainty, but its position is still uncertain from an international standpoint. During the latter part of May, the uncertainty surrounding the intentions of the new governing majority on budgetary policies and relations with Europe created serious tensions on the Italian government bond market. Recent statements by certain members of the government, who have indicated their intention to manage the public accounts prudently and within the European rules and have excluded any intention to leave the euro, have mitigated, at least in part, the tensions accumulated in the first few months of the second quarter. This has given some reassurance with regard to the country's prospects but, as the quotations of government bonds and banking sector shares suggest, it did not completely dispel the uncertainties. The coming months should clarify the intentions of the new government as they concentrate on preparing the 2019 budget law. Maintaining public debt on a stable or slightly declining path will be the main constraint on increasing the deficit, opening up a small space for additional expenditure or a reduction in taxation.

#### United States

The US economy continues to grow, albeit at lower levels than in previous cycles (2.2% in March, formerly 2.9% in December). Except in the last few months, this trend has had a positive influence on financial markets and has held overall volatility in check. Expansion of economic activity has been solid and widespread, supported by all components of domestic demand. Low unemployment and better wage conditions have fuelled private consumption. Investments have also shown signs of recovery, reinforced by expectations on tax reform. The forecast is that the scenario of the last few quarters should continue with a growth slightly above potential.

Political risk remains high and the Congressional mid-term elections are scheduled for November. The Trump administration, which is experiencing a reputational crisis, is having difficulty in implementing the programme on the domestic front and moves in unpredictable ways on the international front. Consumption, up 2.5%, continues to be supported by favourable fundamentals: full employment, increased net wealth, a lower tax burden and a high level of confidence. The recent revision of the national accounts has significantly lowered the household savings rate, now stable at around 3%, limiting margins for a possible increase in future spending. This boom cycle in the United States is one of the longest since World War II. Moderate inflation allows a gradual exit from the expansive monetary policies of the last decade: The Fed is expected to act with at least one more rate hike during the year.

#### Japan

The Japanese economy has been going through a trend cycle, bolstered by favourable conditions in both the domestic and international context. The acceleration n growth, estimated at +1.2% and fuelled by fiscal incentives, is driven by consumption, capital investment, both public and private, and foreign trade. Inflation, net of energy and food, has been modest, allowing the Bank of Japan to continue its expansive monetary policy.

The labour market is increasingly under pressure, with a rising excess in demand that should result in modest wage increases over the next two years. Unemployment is expected to fall to 2.5%. Despite this positive trend, the propensity to consume continues to meet resistance. The accumulation of savings remains high to cope with an expected fiscal tightening and because of low inflation expectations. As regards the demand for private and public fixed capital formation, the expected weakening of the yen should have a stronger positive impact on profits and capital expenditure than on the trade balance. The foreign channel should still make a positive contribution thanks to the positive trend in exports and the improving international cycle, although the recent strengthening of the yen is tending to compress profits. However, spending on the 2020 Tokyo Olympics and the expansive financial conditions keep the trend in non-residential investments up.

Fiscal policy should be slightly expansive in the coming quarters, prior to implementation of a new hike in consumption tax expected in October 2019. The government has outlined a series of measures (increase in public expenditure and business and household subsidies partly aimed at stimulating short-term growth and partly at supporting structural growth.

#### Emerging Economies

The economic situation in the main emerging countries is improving and the recovery is expected to continue. The cycle has accelerated in India, whereas in China it has remained in line with estimates, after exceeding expectations in previous quarters. The budgetary fundamentals of the large oil-producing countries have improved with the recovery in oil prices.

In <u>China</u> the service sector has provided the largest contribution to growth and, together with the strength of the agricultural sector, has offset the slowdown in industry. There is still a positive trend in the transport sector and an acceleration in that of financial services, while real estate has continued to slow down, along

with construction. Business confidence remains high, driven by higher profits and turnover. The order backlog, both domestic and foreign, has gone down slightly. Consumer confidence has continued to rise, supported by a good performance by the labour market and an increase in disposable income. Growth in consumer spending remains strong. The scenario is that of a slow slowdown in economic growth that could still remain above 6%. Control over financial risk will continue to be one of regulators' top priorities, together with environmental protection and the quality of growth. It is possible that the desire not to fuel further economic imbalances will reduce the room for manoeuvre in fiscal and monetary policy and will contribute to slowing down credit growth, reducing support for investment. The Central Bank gradually tightened monetary conditions, favouring an increase in interbank rates, and introduced new prudential measures in the banking and asset management sectors. Consumer price inflation is expected to rise moderately above +2% during the year.

In <u>India</u> economic growth is strong and the expectation is that it will remain vigorous at around +7%, thanks to the support of fiscal policy and a slow recovery in capital investment, favoured by the long-term effects of the reforms that have been implemented. The slowdown in private consumption has been offset by a moderate recovery in investment and inventory accumulation. The foreign channel has contributed negatively to growth as imports have been higher than exports. Growth in the service sector remains vigorous, even if it seems to be slowing down a bit, industry's growth is improving, whereas there has been a downturn in agriculture. The credit trend for individuals and industry was slightly positive, while consumer confidence remained moderate. Inflation, net of food and energy, stayed around 4.5%, allowing the Central Bank to postpone any increase in interest rates, which is expected in the second half of the year.

Encouraging trends continue in other countries, such as <u>Russia</u>, thanks to the expected rise oil prices, and <u>Brazil</u>, albeit with the uncertainties surrounding the elections scheduled for October 2018.

#### Eurozone

The Eurozone's GDP turned in annualised growth of 1.5% in the first quarter of the year, slowing compared with the previous statistic (+2.8%). Growth remains positive in the Eurozone, driven mainly by internal demand; the contribution from exports, on the other hand, has diminished recently. Moderate wage dynamics and ample margins of labour under-utilisation have helped to keep inflation at modest levels (+1.3% in April). The dispersion of growth between "core" and "peripheral" countries is expected to be less marked, while the economic situation remains on a growth trend of more than 2%. The expansion involves all sectors.

Overall, despite there no longer being a favourable trend in energy prices and the fact that fiscal policy contribution will remain minimal, an increase in foreign demand, employment growth and accommodative financial conditions should continue to drive economic growth in the Eurozone. Domestic demand has exceeded estimates thanks to consumer spending and a more expansionary investment cycle. The recovery is associated with a stronger than expected growth in the number of employed people and a decline in unemployment. Business in the construction sector is also improving.

Political risk and, in particular, the risk of a drift towards populist positions has fallen considerably, but it has not been eliminated completely. The elections that took place in Germany, France and the Netherlands confirm the rise of Euro-sceptic political movements and the outcome of the recent election in Italy undermines the possibility of stable government majorities. Among the risks are also those relating to the negotiations for the United Kingdom's exit from the EU.

Deflation is no longer a scare, but inflation, net of its more volatile components, is projected to remain low at just over 1%. Price rises are being held back by the fact that there are wide margins of unused production and employment capacity, as well as by a strengthening of the currency. The Governing Council of the ECB continues to expect that official rates will remain at accommodating levels for a long period of time.

Monetary policy instruments have been recalibrated, while at the same time preserving very expansive monetary conditions, which remain necessary for a lasting return of inflation to levels close to 2%. The difficulty in raising inflation makes more plausible the commitment to normalise monetary policy with extreme caution; despite this, it is conceivable that quantitative easing will be terminated towards the end of the year or soon after.

Last year's appreciation of the Euro is having a negative impact on exports. Imports are expected to grow faster than exports. It is therefore reckoned that the contribution made by foreign trade could go from positive to marginally negative.

#### Italy

In the first quarter of 2018, GDP grew by +1.1% y/y; growth was driven by household consumption (+0.3%) and public sector expenditure (+0.4%). The contribution from gross fixed capital formation remained negative (-0.4%) as was the case for foreign demand that recorded a negative contribution in March (-0.4%), though this was offset by a larger positive impact (+0.7%) of changes in inventories. The seasonally adjusted production index decreased slightly in March m/m (-1.2%), but grew y/y (+1.2%); within this figure, the components with the highest annual growth were capital goods (+6.0%), consumer goods (+2.0%) and intermediate goods (+0.4%). New orders acquired by industry turned in a positive growth trend (+2.6%); retail sales, on the other hand, have gone down (-1.6%). In April, the unemployment rate fell to 11.2% (versus 11.1%) and, again in April, the harmonised index of consumer prices fell (+0.7% versus +0.9%), while core inflation (excluding non-processed foods and energy products) came to +0.6% (versus 0.8%).

#### Capital markets and the banking system in Italy

#### Money and financial markets

The ECB kept the policy rates unchanged in June (reference rate of zero, -0.40% on deposits). The ECB should reduce its purchases of securities as part of its quantitative easing programme to 15 billion a month from October to December 2018, and then reduce them to zero from January 2019. By contrast, the Fed announced a further rise of 0.25 points; the new range is therefore between +1.75% and +2.00%. This is the second tightening of 2018 and the seventh since the US central bank began a slow normalisation of its monetary policy in December 2015 (before then the last rate hike dated back to 2006).

The 3-month Euribor was negative again (-0.32%) in the first ten days of June; the 10-year IRS rate, on the other hand, was +0.99%. On the bond market, 10-year benchmark rates rose in the USA (+2.98%, formerly +2.36% in December) and in the Eurozone; in Germany, the benchmark rate came to +0.51% (from +0.37% in December), while in Italy it was +2.19% (from +1.75%). International equity prices turned in growth trends in the month of June. The Dow Jones Euro Stoxx index fell by -2.9% m/m (-2.0% y/y), the Standard & Poor's 500 index rose by +1.8% (+12.8% y/y) and the Nikkei 225 index rose by +3.1% (+14% y/y). Similarly, the major European stock market indices showed positive monthly performances: the FTSE Mib index rose by +0.1% (+10.2% y/y); in France, the Cac40 index grew by +3.8% (+3.5% y/y) and, in Germany, the Dax30 index increased by +4.1% (+2% y/y). The main banking indices tended to be in decline on a monthly basis: the Italian FTSE Banks fell by -4.7% m/m (+5.6% y/y) and the Dow Jones Euro Stoxx Banks by -2.8% m/m (-7.7% y/y), while the S&P 500 Banks rose by +1.3% m/m (+18.9% y/y).

#### Banking markets

The annual trend in customer deposits in May 2017 was positive (+1.2%, unchanged in December). Within this, the principal components maintained trends that were in line with previous postings: short-term deposits

rose (+5.3%, compared with +4.6% in December) and bonds fell (-17.1%, compared with -16.9% in December). The rise in volumes was accompanied by a slight fall in the overall remuneration (+0.75%, compared with +0.76% in December). In terms of lending, the latest available data confirms the recovery in loans to the private sector (+2.6%, compared with +1.8% at the end of 2017); the sector is driven by the combined effect of loans to households (+2.9%, formerly +2.8% in December) and businesses (+2.2%, formerly -0.5% in December). Lending to the productive sector continues to be influenced by the trend in investments and the economic cycle that, although recovering, remains muted. In the month of May, rates on new loans to households and businesses reached a new all-time low (2.64%). Within them, the interest rate on home purchase loans to households was 1.83%, while for loans to businesses it came to 1.50% (recovering from 1.47% of previous month, a new all-time low).

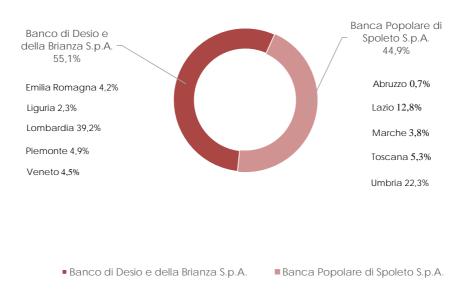
#### The distribution network

The Group's distribution network at 30 June 2018 consisted of 265 branches, including 146 belonging to the Parent Company Banco di Desio e della Brianza and 119 belonging to Banca Popolare di Spoleto.

The Group is present in Northern Italy in 5 regions (Lombardy, Piedmont, Veneto, Emilia Romagna and Liguria) under the Banco Desio brand and in Central Italy in 5 regions (Umbria, Lazio, Tuscany, Marche and Abruzzo) under the Banca Popolare di Spoleto brand.

The following chart gives a breakdown at 30 June 2018 of the overall distribution network by Group company with the percentage represented by the region.

Chart no. 1 - BREAKDOWN OF THE GROUP'S DISTRIBUTION NETWORK BY BANK AND REGION



### Significant events

Non-performing loans (NPL) disposal programme

In execution of its capital management strategy defined towards the end of 2017 and reflected in the Business Plan 2018-2020 approved on 11 January this year, In execution of its capital management strategy, the Board of Directors of Banco di Desio e della Brianza approved a plan for the sale of NPLs for a gross value of Euro 1.1 billion, which includes a securitisation transaction making use of the Italian Government guarantee on the securitisation of non-performing loans on senior securities pursuant to Decree Law 2018/2016 ("GACS") aimed at deconsolidating Banco Desio Group loans for a gross value of Euro 1.0 billion (the "Transaction").

The Transaction was structured in order to carry out the significant transfer of the credit risk associated with the securitised loans ("SRT") pursuant to art. 243 et seq. of Regulation (EU) no. 575/2013; the NPL portfolio sold on June 12 to the "2Worlds srl" (the "SPV" or "Vehicle" set up specifically for this purpose) consists of mortgage or unsecured loan contracts granted by Banco di Desio and Brianza and by Banca Popolare di Spoleto in favour of secured customers, i.e. with relationships guaranteed by mortgages, and unsecured customers, i.e. with relationships that do not have any collateral.

On 25 June, the SPV issued the following types of asset-backed securities (ABS):

- senior securities for Euro 288.5 million, corresponding to 28.8% of the GBV at the date of identification
  of the loans at 31 December 2017, to which DBRS Ratings Ltd and Scope Ratings GmbH have given
  "BBB low" and "BBB" ratings respectively;
- mezzanine securities for Euro 30.2 million to which DBRS Ratings Ltd and Scope Ratings GmbH have given "B low" and "B" ratings respectively;
- junior securities for Euro 9.0 million, with no rating.

At the date of issue all of these securities (senior, mezzanine and junior) were subscribed by the Banco Desio Group, which on 4 July 2018 then submitted a request to obtain the guarantee on the securitisation of non-performing loans pursuant to Legislative Decree 18/2016 ("GACS"), which is expected to be issued in the coming weeks.

At the end of a competitive process that saw the participation of several international institutional investors, on 11 July, the Banco Desio Group accepted the final binding agreement for the sale of 95% of the mezzanine and junior securities, which was finalised on 23 July 2011 by settling the transaction, which in turn permitted deconsolidation (or "derecognition") of the NPLs concerned.

The economic effects of the Transaction were reflected in the income statement at 30 June 2018 in consideration of the best binding offer received for the sale of 95% of the mezzanine and junior securities, while the related capital and regulatory benefits will be fully reflected in the quarterly report at 30 September 2018 as a result of applying the "significant risk transfer" and the benefit of the Italian State guarantee on the senior securities.

At the reference date, 30 June 2018, as a result of the reclassification of NPLs subject to disposal (including, primarily, the non-performing loans subject to GACS included in assets held for sale, there was a significant reduction in the ratio of "gross non-performing loans/gross loans" to 7.4% and in "net non-performing loans/net loans" to 4.3%, below their respective targets of 10% and 5% forecast at the end of the 2018-2020 Business Plan, and the ratio of "gross non-performing loans/gross loans" to 3.3% and "net non-performing loans/net loans" to 1.3%.

Contributions to the Single Resolution Mechanism and Deposit Guarantee Scheme

In compliance with IFRIC 21, Group banks already recorded at 31 March 2018 the current year's ordinary contribution to the Single Resolution Mechanism of Euro 3.9 million (of which Euro 2.7 million by the Parent Company and Euro 1.2 million by Banca Popolare di Spoleto), given that the "obligating event" under the rules for determination of the contribution to the Single Resolution Mechanism contained in Regulation 1.2/63/EU had taken place. Following the relevant communications by the National Resolution Authority, the contribution was paid in June.

Last May, the Bank of Italy announced that the National Resolution Fund needed additional financial resources; it therefore called for additional annual contributions as envisaged in Law no. 208/2015 for 2016; as a result, an additional cost was incurred to support the banking system for Euro 1.5 million (Euro 1.0 million for Banco Desio and Euro 0.5 million for the subsidiary Banca Popolare di Spoleto).

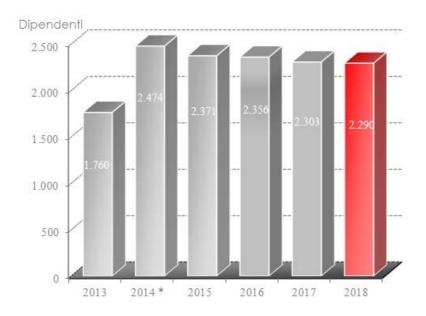
Again in compliance with IFRIC 21, at 30 September 2017 Group banks will record the ordinary contribution to the Deposit Guarantee Scheme (DGS) for the current year, when the "obligating event" takes place, based on the provisions of the By-laws of the Interbank Deposit Protection Fund, under which the Fund builds up financial resources until the target level is reached through the ordinary contributions of the banks that are members at 30 September of each year.

#### Human resources

At 30 June 2018, the Group had 2,290 employees, a decrease of 13 people (-0.6%) compared with the end of the previous period.

The trend in the Group's workforce in recent years is shown by the chart below.





<sup>\*</sup> Banca Popolare di Spoleto joined the Banco Desio Group in 2014.

The following table provides a breakdown of employees by level at the end of the first half of the year, compared with 2017.

Table no. 1 - BREAKDOWN OF GROUP EMPLOYEES BY LEVEL

No. of Employees					ch	ange
	30.06.2018	%	31.12.2017	%	Amount	%
Managers	31	1,4%	31	1,3%	0	0,0%
3rd and 4th level middle managers	482	21,0%	474	20,6%	8	1,7%
1st and 2nd level middle managers	608	26,6%	604	26,2%	4	0,7%
Other personnel	1.169	51,1%	1.194	51,9%	-25	-2,1%
Group employees	2.290	100,0%	2.303	100,0%	-13	-0,6%

## Results of operations

## Savings deposits: customer funds under management

Total customer funds under management at 30 June 2018 reached Euro 25.4 billion, representing an increase for some Euro 0.3 billion with respect to the 2017 year end balance (1.0%), attributable to the upward trend in both indirect (+0.6%) and direct deposits (+1.6%).

The composition and balances that make up this aggregate, with changes during the period, are shown in the following table.

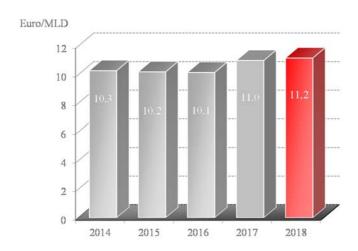
Table no. 2 - TOTAL CUSTOMER DEPOSITS

					cha	ange
Amounts in thousands of Euro	30.06.2018	%	31.12.2017	%	Amount	%
Due to customers	9.525.242	37,5%	9.272.337	36,9%	252.905	2,7%
Debt securities in issue	1.626.939	6,4%	1.708.320	6,8%	-81.381	-4,8%
Direct deposits	11.152.181	43,9%	10.980.657	43,7%	171.524	1,6%
Ordinary customer deposits	9.019.185	35,5%	8.946.523	35,7%	72.662	0,8%
Institutional customer deposits	5.213.830	20,6%	5.202.355	20,7%	11.475	0,2%
Indirect deposits	14.233.015	56,1%	14.148.878	56,3%	84.137	0,6%
Total customer deposits	25.385.196	100,0%	25.129.535	100,0%	255.661	1,0%

#### Direct deposits

Direct deposits at the end of the first half amounted to Euro 11.2 billion, an increase of 1.6% which comes from the higher amounts due to customers of Euro 0.3 billion (+2.7%), partially offset by a reduction in debt securities in issue for Euro 0.1 billion (-4.8%). The trend in direct deposits in recent years is shown in the following chart.

Graph no. 3 - TREND IN DEPOSITS IN RECENT YEARS



#### Indirect deposits

Overall, at 30 June 2018 indirect deposits posted an increase of 0.6% compared with the end of the previous year, rising to Euro 14.2 billion.

In particular, this was attributable to deposits from ordinary customers, up by Euro 0.1 billion (+0.8%), due to the trend in assets under management (+2.7%), partially offset by a decrease in assets under administration (-2.5%).

Overall, indirect deposits posted an increase of 0.2%, coming in at Euro 5.2 billion.

The table below shows details of this aggregate with the changes during the period.

Table no. 3 - INDIRECT DEPOSITS

					cha	ange
Amounts in thousands of Euro	30.06.2018	%	31.12.2017	%	Amount	%
Assets under administration (1)	3.135.579	22,0%	3.216.089	22,7%	-80.510	-2,5%
Assets under management	5.883.606	41,4%	5.730.434	40,5%	153.172	2,7%
of which: Mutual funds and Sicavs	2.557.473	18,0%	2.405.696	17,0%	151.777	6,3%
Managed portfolios	942.837	6,6%	967.212	6,8%	-24.375	-2,5%
Bancassurance	2.383.296	16,8%	2.357.526	16,7%	25.770	1,1%
Ordinary customer deposits (1)	9.019.185	63,4%	8.946.523	63,2%	72.662	0,8%
Institutional customer deposits (2)	5.213.830	36,6%	5.202.355	36,8%	11.475	0,2%
Indirect deposits (1) (2)	14.233.015	100,0%	14.148.878	100,0%	84.137	0,6%

<sup>(1)</sup> the totals at 30.06.2018 are stated net of bonds issued by the Parent Company and placed with the customers of Banca Popolare di Spoleto S.p.A. totalling Euro 37.5 million (Euro 43.0 million at 31.12.2017);

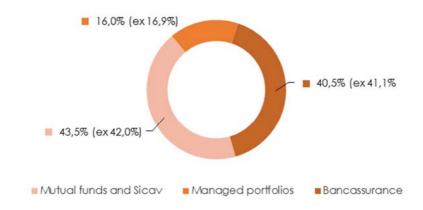
<sup>(2)</sup> institutional customer deposits at 30.06.2018 include securities of the Bancassurance segment of ordinary customers of the Parent Company and of Banca Popolare di Spoleto S.p.A. for Euro 2.2 billion (Euro 2.1 billion at 31.12.2017).

The graph below shows the breakdown of indirect deposits from ordinary customers by sector at 30 June 2018. The subsequent chart focuses on the composition of assets under management in the same period, highlighting how, although the "life" bancassurance component constitutes the largest share, mutual funds and Sicavs also increase.

Graph no. 4 - BREAKDOWN OF INDIRECT DEPOSITS FROM ORDINARY CUSTOMERS BY SECTOR AT 30.06.2018



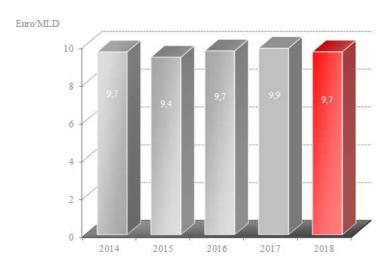
Graph no. 5 - BREAKDOWN OF INDIRECT DEPOSITS BY ASSET MANAGEMENT COMPONENT AT 30.06.2018



### Loans to customers

The total amount of loans to customers at the end of the first half of the year amounted to Euro 9.7 billion, a decrease compared with the balance at the end of 2017 (-1.9%), mainly due to the transactions carried out on non-performing loans.

The following chart shows the overall trend in customer loans in recent years.



Graph no. 6 - TREND IN CUSTOMER LOANS IN RECENT YEARS

Table no. 4 - LOANS TO CUSTOMERS

					cha	ange
Amounts in thousands of Euro	30.06.2018	%	31.12.2017	%	Amount	%
Current accounts	1.594.058	16,5%	1.687.778	17,1%	-93.720	-5,6%
Mortgages and other long-term loans	6.715.570	69,4%	6.971.633	70,7%	-256.063	-3,7%
Other	1.149.170	11,9%	1.202.451	12,2%	-53.281	-4,4%
Loans to ordinary customers	9.458.798	97,8%	9.861.862	100,0%	-403.064	-4,1%
Repurchase agreements	210.833	2,2%	0	0,0%	210.833	n.s.
Loans to institutional customers	210.833	2,2%	0	0,0%	210.833	n.s.
Loans to customers	9.669.631	100,0%	9.861.862	100,0%	-192.231	-1,9%

Within the distribution of gross loans, including endorsement credits, the percentage of drawdowns by the largest customers at the end of the first semester continues to reflect a high degree of risk diversification, as shown in the following table.

Table no. 5 - RATIOS OF CONCENTRATION OF CREDIT ON LARGEST CUSTOMERS

Number of customers (1) (2)	30.06.2018	31.12.2017
First 10	1,67%	1,12%
First 20	2,60%	1,93%
First 30	3,37%	2,62%
First 50	4,71%	3,81%

In this regard, it should be noted that, pursuant to IFRS 5, *Assets held for sale* include loans classified as doubtful, so that during the month of July 2018, the steps taken to sell them were completed, resulting in their derecognition (mainly the portfolio involved in the securitisation with the Italian State guarantee on the securitisation of non-performing loans on the senior securities pursuant to Decree Law No. 18/2016, known as "GACS").

As a result of these transactions and first-time adoption of "IFRS 9 - Financial Instruments" (the effects of which are explained in the section "First-time adoption of IFRS 9 and IFRS 15" of this report) the total amount of net non-performing loans at 30 June 2018 consisting of doubtful loans, unlikely to pay loans and non-performing past due and/or overdrawn exposures came to Euro 413.0 million, net of adjustments for Euro 328.4 million, with a decrease of Euro 410.9 million compared with 31 December 2017.

In particular, net doubtful loans totalled Euro 123.7 million, unlikely to pay loans Euro 282.7 million and non-performing past due and/or overdrawn exposures Euro 6.6 million.

The following table summarises the gross and net indicators of credit risk, where due to the reclassification of non-performing loans subject to sale, there has been a significant reduction in the ratio of "gross non-performing loans/gross loans" to 7.4% and "net non-performing loans/net loans" to 4.3%, below their respective targets of 10% and 5% forecast at the end of the 2018-2020 Business Plan, while the ratio of "gross doubtful loans/gross loans" has fallen to 3.3% and "net doubtful loans/net loans" to 1.3%.

Table no. 6 - INDICATORS OF CREDIT RISK VERSUS CUSTOMERS (1)

		]
% of gross loans (3)	30.06.2018	31.12.2017
Gross non-performing loans to customers	7,38%	15,11%
of which:		
- gross doubtful loans	3,29%	10,80%
- unlikely to pay, gross	4,01%	4,22%
- non-performing past due and/or overdrawn exposure	0,08%	0,09%
% of net loans	30.06.2018	31.12.2017
% of net loans  Net non-performing loans to customers	<b>30.06.2018</b> 4,27%	<b>31.12.2017</b> 8,35%
Net non-performing loans to customers		
Net non-performing loans to customers of which:	4,27%	8,35%
Net non-performing loans to customers  of which: - net doubtful loans	4,27% 1,28%	8,35% 5,01%
Net non-performing loans to customers  of which:  - net doubtful loans - unlikely to pay, net	4,27% 1,28%	8,35% 5,01%
Net non-performing loans to customers  of which:  - net doubtful loans  - unlikely to pay, net  - non-performing past due and/or overdrawn	4,27% 1,28% 2,92%	8,35% 5,01% 3,26%

The main indicators for the coverage of non-performing loans are shown below, also considering the amount of direct write-downs made over the years, and those of performing loans, highlighting a trend in the levels of coverage that reflects the facts previously described with reference to the stock of NPLs and first-time adoption of "IFRS 9 - Financial Instruments".

Table no. 7 - INDICATORS OF COVERAGE OF LOANS TO CUSTOMERS (2)

% Coverage of non-performing and performing loans (3)	30.06.2018	31.12.2017
% Coverage of doubtful loans % Coverage of doubtful loans, gross of cancellations % Total coverage of non-performing loans % Coverage of non-performing loans, gross of cancellations % coverage of performing loans	62,56% 67,87% 44,30% 48,11% 0,58%	57,22% 61,12% 49,03% 52,44% 0,45%

<sup>(1)</sup> Considering as receivables from customers also the receivables shown in *Non-current assets and disposal groups held for sale*, pursuant to IFRS 5, these indicators would be 14.74%, 10.98%, 3.69%, 0.07% and 7.04%, 4.13%, 2.84% and 0.07% respectively (see table "Cash and off-balance sheet exposures to customers: gross and net values" of "Section 1 - Credit risk" in the "Information on risks and related hedging policies").

<sup>(2)</sup> Considering as receivables from customers also the receivables shown in *Non-current assets and disposal groups held for sale*, pursuant to IFRS 5, these indicators would be 65.67%, 68.69%, 56.46%, 59.38% and 0.58% respectively (see table "Cash and off-balance sheet exposures to customers: gross and net values" of "Section 1 - Credit risk" in the "Information on risks and related hedging policies").

<sup>(3)</sup> Considering the gross value and the write-downs of non-performing loans of Banca Popolare di Spoleto S.p.A. without taking into account the changes needed to represent the acquisition value.

## The securities portfolio and interbank position

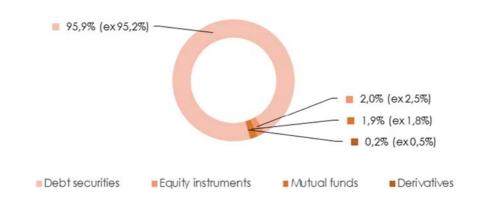
#### Securities portfolio

At 30 June 2018, the Group's total financial assets amounted to Euro 2.8 billion, an increase of Euro 0.5 billion compared with the end of 2017 (+24.4%).

During the first half of the year, the portfolio of securities valued at amortised cost ("held to collect") was increased, equal to Euro 1.4 billion at 30 June 2018, consisting of government securities and bonds diversified by issuer, geographical area and type of rate.

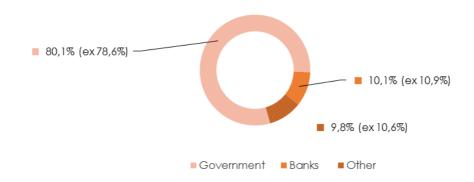
The portfolio breakdown by type of security is shown in the following graph, which shows that almost all (95.9%) of the investments still consist of debt securities.

Chart no. 7 - BREAKDOWN OF FINANCIAL ASSETS AT 30.06.2018 BY TYPE OF SECURITIES



With reference to the issuers of securities, of the total portfolio at the end of the first half of the year, 80.1% relates to government securities, 10.1% to securities issued by banks and the remainder to other issuers, as shown by the following chart.

Chart no. 8 - BREAKDOWN OF FINANCIAL ASSETS AT 30.06.2018 BY TYPE OF ISSUER



## Sovereign debt exposures

With reference to document 2011/266 published on 28 July 2011 by the European Securities and Markets Authority (ESMA) concerning disclosures about sovereign risk to be included in the annual and interim reports prepared by listed companies adopting IAS/IFRS, positions at 30.06.2018 are reported below, bearing in mind that, according to the guidelines of this European Supervisory Authority, "sovereign debt" has to include bonds issued by central and local governments and government bodies, as well as any loans granted to them.

Table no. 8 - SOVEREIGN DEBT: BREAKDOWN BY PORTFOLIO AND ISSUER

		3	0.06.2018				31.12.2	017		
Amounts in thousands of Euro		Italy	Spain	Portugal	Total	Italy	France	Spain	USA	Total
Financial assets designated at fair value through profit and loss	Nominal value	2.371	-	-	2.371	2.307	0	0	0	2.307
Thrancial assets designated at fair value through profit and loss	Book value	1.490	-	-	1.490	1.533	0	0	0	1.533
Financial assets designated at fair value through other	Nominal value	1.130.921	-	-	1.130.921	1.216.147	0	0	8.338	1.224.485
comprehensive income	Book value	1.102.463	-	-	1.102.463	1.218.637	0	0	8.225	1.226.862
Financial assets measured at amortised cost	Nominal value	1.050.000	80.000	25.000	1.155.000	320.000	80.000	160.000	0	560.000
Tiliancial assets measured at amortised cost	Book value	1.059.545	81.950	27.485	1.168.980	321.699	79.917	162.050	0	563.666
	Nominal value	2.183.292	80.000	25.000	2.288.292	1.538.454	80.000	160.000	8.338	1.786.792
Sovereign debt	Book value	2.183.292	81.950	25.000	2.288.292	1.538.454	79.917	162.050	8.338	1.786.792

Table no. 9 - SOVEREIGN DEBT: BREAKDOWN BY PORTFOLIO, ISSUER AND MATURITY

Amounts in thousands of Euro		Italy	Portugal	Spain	30.0 Nominal value	6.2018 Book value
	up to 1 year		-	-	-	0
	1 to 3 years	1	0	-	1	1
Financial assets designated at fair value through profit and loss	3 to 5 years	1	0	-	1	1
	over 5 years	2.369	0	-	2.369	1.488
	Total	2.371	0	-	2.371	1.490
	up to 1 year	90.000	0	-	90.000	90.306
	1 to 3 years	380.000	0	-	380.000	376.447
Financial assets designated at fair value through other	3 to 5 years	440.000	0	-	440.000	425.669
comprehensive income	over 5 years	220.921	0	-	220.921	210.041
	Total	1.130.921	0	-	1.130.921	1.102.463
	up to 1 year	-	0		-	0
	1 to 3 years	315.000	25.000		340.000	344.424
Financial assets measured at amortised cost	3 to 5 years	95.000	0	80.000	175.000	177.331
	over 5 years	640.000	0		640.000	647.225
	Total	1.050.000	25.000	80.000	1.155.000	1.168.980
				80.000		
	up to 1 year	90.000	0	-	90.000	90.306
	1 to 3 years	695.001	25.000	-	720.001	720.872
Sovereign debt	3 to 5 years	535.001	0	80.000	615.001	603.001
	over 5 years	863.290	0	-	863.290	858.754
	Total	2.183.292	25.000	80.000	2.288.292	2.272.933

#### Net interbank position

The Group's net interbank position at 30 June 2018 is negative for Euro 1.1 billion, compared with the position at the end of the previous year, which was also negative for Euro 0.5 billion. The change reflects the fact that part of the cash deposited with banks was invested in the securities portfolio.

## Shareholders' equity and capital adequacy

Shareholders' equity pertaining to the Parent Company at 30 June 2018, including net profit for the period, amounts to Euro 845.6 million, compared with Euro 927.1 million at the end of 2017. The negative change of Euro 81.5 million is due to FTA of IFRS 9 for Euro 54.4 million, to payment of the 2017 dividend for Euro 13.3 million and the negative result for the period of Euro 13.7 million.

The following table shows a reconciliation between the shareholders' equity and net profit of the Parent Company and the corresponding consolidated figures at 30 June 2018, also explaining the financial and economic effects related to the consolidation of subsidiaries and associated companies.

Table no. 10 - RECONCILIATION OF SHAREHOLDERS' EQUITY AND NET PROFIT OF THE PARENT COMPANY WITH THE CONSOLIDATED FIGURES AT 30.06.2018

Amounts in thousands of Euro		of which: net profit coss) for the period
Parent Company balances at 30 June 2018	881.878	18.687
Effect of consolidation of subsidiaries	-36.258	3.015
Dividends declared during the period	-	-8.100
Consolidated balances at 30 June 2018	845.620	13.602

On 23 January and 25 January 2018, the Boards of Directors of Banca Popolare di Spoleto and Banco di Desio e della Brianza, taking account of a best estimate of the higher adjustments for expected losses on performing and non-performing loans on first-time adoption of the standard, resolved to join the transitional regime introduced by the Regulation (EU) 2017/2395 of 12 December 2017, aimed at mitigating the impact of the new standard on own funds and capital ratios, with reference to both the increase in adjustments for expected losses on performing and non-performing loans on first-time adoption of the standard and to the increase in expected losses on performing loans compared with the date of first-time adoption of the standard.

Against risk-weighted assets (RWA) that are substantially consistent with those at the end of 2017, at 30 June 2018 Consolidated own funds of the Banco Desio Group amounted to Euro 1,032.1 million (CET1 + AT1 Euro 905.6 million + T2 Euro 126.5 million), while the Common Equity Tier 1 ratio, being the ratio between Tier 1 capital (CET1) and Risk-weighted assets, came to 11.2%. The Tier 1 ratio (T1/Risk-weighted assets) came to 11.3%, while the *Total Capital Ratio* (Total Own Funds/Risk-weighted assets) was 12.9%<sup>1</sup>.

Note that the Bank of Italy's minimum requirements at consolidated level (based on the SREP) are as follows:

- 6.625% for the Common Equity Tier 1 ratio, binding pursuant to art. 67-ter TUB to the extent of 4.8% (of which 4.5% for the minimum regulatory requirements and 0.3% for additional requirements) and the capital conservation buffer for the remainder;
- 8.225% for the Tier 1 ratio, binding pursuant to art. 67-ter TUB to the extent of 6.4% (of which 6.0% for the minimum regulatory requirements and 0.4% for additional requirements) and the capital conservation buffer for the remainder;
- 10.375% for the Total Capital ratio, binding pursuant to art. 67-ter TUB to the extent of 8.5% (of which 8% for the minimum regulatory requirements and 0.5% for additional requirements) and the capital conservation buffer for the remainder.

<sup>&</sup>lt;sup>1</sup> For more information on Own Funds and the consolidated prudential requirements at the reference date of 30 June 2018 that are the subject of transmission to the Bank of Italy in relation to supervisory reports (COREP) and statistical reports (FINREP), please refer to the explanation given in the attachment "Information on consolidated shareholders' equity".

## Reclassified income statement

To allow readers to see figures that better reflect the results of operations, we have prepared a reclassified version of the income statement with respect to the one in the *Condensed interim financial statements*, which forms the basis of the specific comments.

The presentation criteria for this table are as follows:

- the "Result of operations" has been split into its two component parts, namely "Operating income" and "Operating costs";
- breakdown of profit (loss) for the period between "Current result after tax" and "Non-recurring profit (loss) after tax";
- "Operating income" also includes the balance of caption 230 "Other operating income/expense", net of recoveries of tax duties on current accounts and securities deposit accounts of customers, flat-rate tax on long-term loans and recoveries of legal expense, as well as amortisation of leasehold improvements, reclassified respectively as a reduction to caption 180b) "Other administrative expenses" and as an increase in caption 220 "Net adjustments to intangible assets" included in "Operating expenses";
- the time value components of non-performing financial assets (calculated on the basis of the original effective interest rate) and impairment losses on interest on non-performing loans are reclassified from the item "Net interest income" to "Cost of credit":
- the balance of caption 100a) "Gains (losses) on disposal or repurchase of loans" of "Operating income" is reclassified to "Cost of credit" (which also includes caption 130a) "Net impairment adjustments to loans and advances") after "Operating profit";
- the component of the expected loss on securities at amortised cost included in the balance of item 130a) "Net impairment adjustments to financial assets at amortised cost", is reclassified to item 130b) "Net adjustments to securities owned" (which includes the balance of net adjustments for credit risk on securities measured at fair value through other comprehensive income);
- provisions relating to claw-back suits on disputed receivables are reclassified from caption 200 "Net provisions for risks and charges" to "Cost of credit", both coming after the "Result of operations";
- provisions and expenses of an extraordinary nature or which are "one-off" are reclassified to "Extraordinary provisions for risks and charges, other provisions and expenses";
- the tax effect on "Non-recurring profit (loss)" is reclassified from caption 300 "Income tax for the period on current operations" to "Income taxes on non-recurring items".

The "Profit (loss) from operations after tax" is down by around 9.4 million (- 41.1%) compared with 30 June 2017, mainly due to the negative effect on the cost of credit linked to the sale of doubtful loans by means of a GACS, as mentioned previously. "Non-recurring profit (loss) after tax", on the other hand, benefits from non-recurring revenue components due to an adjustment of the liabilities provided for under the current redundancy plan, compared with the prior period, which included the adjustment of certain investments classified in financial assets available for sale (in application of IAS 39, which was in force at the time).

Table no. 11 - RECLASSIFIED INCOME STATEMENT

Captions				C	hange
Amounts in	n thousands of Euro	30.06.2018	30.06.2017	Amount	%
10+20	Net interest income	105.367	115.076	-9.709	-8,4%
70	Dividends and similar income	3.192	610	2.582	423,3%
40+50	Net commission income	81.346	80.020	1.326	1,7%
80+90+100 +110	Net results on financial assets and liabilities	8.251	6.002	2.249	37,5%
230	Other operating income/expense	6.674	7.685	-1.011	-13,2%
	Operating income	204.830	209.393	-4.563	-2,2%
190 a	Payroll costs	-86.943	-89.373	2.430	-2,7%
190 b	Other administrative costs	-46.393	-44.010	-2.383	5,4%
210+220	Net adjustments to property, plant and equipment and intangible assets	-5.710	-6.086	376	-6,2%
	Operating costs	-139.046	-139.469	423	-0,3%
	Result of operations	65.784	69.924	-4.140	-5,9%
130a+100a	Cost of credit	-46.491	-30.103	-16.388	54,4%
130 b	Net adjustments to securities owned	-1.315	-3.057	1.742	-57,0%
200 a	Net provisions for risks and charges - commitments and guarantees given	90	-24	114	n.s.
200 b	Net provisions for risks and charges - other	-354	-2.330	1.976	-84,8%
	Profit (loss) from operations before tax	17.714	34.410	-16.696	-48,5%
300	Income taxes on current operations	-4.330	-11.676	7.346	-62,9%
	Net profit (loss) from operations after tax	13.384	22.734	-9.350	-41,1%
250+280	Profit (loss) from investments and disposal of investments	0	41	-41	-100,0%
	Net provisions for risks and charges, other provisions and expenses	253	-5.427	5.680	n.s.
	Non-recurring result before tax	253	-5.386	5.639	n.s.
	Income taxes from non-recurring items	-89	1.283	-1.372	n.s.
	Non-recurring result after tax	164	-4.103	4.267	n.s.
330	Net profit (loss) for the period	13.548	18.631	-5.083	-27,3%
340	Minority interests	54	-474	528	n.s.
350	Profit (Loss) for the period pertaining to the Parent Company	13.602	18.157	-4.555	-25,1%

Note: the balances of the comparative period have been restated conventionally in the financial statement schedules required by Circular 262 – fifth update. In particular, the "Impairment adjustments to other financial transactions" (referred to in caption "130. d)" of the formats previously envisaged) are transferred to caption "200. a) Provisions for risks and charges - commitments and guarantees given".

"Net interest income" at 30 June 2018 is shown net of the release of the time value component of impaired financial assets, equal to Euro 4,738 thousand, and net of adjustments on interest related to non-performing loans for Euro 1,784 thousand, both reclassified to "Cost of credit" for Euro 2,954 thousand.

In order to facilitate the reconciliation of the reclassified income statement with the financial statements, a reconciliation that shows the numbers corresponding to the aggregated captions and reclassified balances is shown below for each period.

Captions	8	As per financial statements			Recla	Reclassifications				Reclassified income statement
Amounts	Amounts in thousands of Euro	30.06.2018	Measurement effects on non- performing loans	Tax/expense recoveries	Expected loss on securities at amortized cost	Amortisatio n of leasehold improveme nts	Gains (Losses) on disposal or repurchase of loans	risks and risks and charges/oth er provisions	Income taxes	30.06.2018
10+20	Net interest income	108.321	-2.954							105.367
70	Dividends and similar income	3.192								3.192
40+50	Net commission income	81.346								81.346
80+90+100 +110	0 Net results on financial assets and liabilities	8.150					101			8.251
230	Other operating income/expense	22.910		-17.210		974				6.674
	Operating income	223.919	-2.954	-17.210	0	974	101	0	0	204.830
190 a	Payroll costs	-85.226						-1.717		-86.943
190 b	Other administrative costs	-65.067		17.210				1.464		-46.393
210+220	Net adjustments to property, plant and equipment and intangible assets	-4.736				-974				-5.710
	Operating costs	-155.029	0	17.210	0	-974	0	-253	0	-139.046
	Result of operations	68.890	-2.954	0	0	0	101	-253	0	65.784
130a+100a	30a+100a Cost of credit	-50.115	2.954		852		-101	-81		-46.491
130 b	Net adjustments to securities owned	-463			-852					-1.315
200 a	Net provisions for risks and charges - commitments and guarantees given	06								06
200 b	Net provisions for risks and charges - other	-435						81		-354
	Profit (loss) from operations before tax	17.967	0	0	0	0	0	-253	0	17.714
300	Income taxes on current operations	-4.419							89	-4.330
	Net profit (loss) from operations after tax	13.548	0	0	0	0	0	-253	89	13.384
250+280	Profit (loss) from investments and disposal of investments	•			0					0
	Net provisions for risks and charges, other provisions and expenses		0		0			253		253
	Non-recurring result before tax	0	0	0	0	0	0	253	0	253
	Income taxes from non-recurring items								-89	68-
	Non-recurring result after tax	0	0	0	0	0	0	253	-89	164
330	Net profit (loss) for the period	13.548	0	0	0	0	0	0	0	13.548
340	Minority interests	54								54
350	Profit (Loss) for the period pertaining to the Parent Company	13.602	0	0	0	0	0	0	0	13.602

Captions		As per financial statements				Riclassifiche				Reclassified income statement
Amounts	Amounts in thousands of Euro	30.06.2017	Profi recoveries ass	Profit (Losses) from associates ir	Amortisatio n of leasehold improveme nts	Gains (Losses) on disposal or repurchase of loans	Provisions for risks and charges/oth er provisions and expenses	Impairment adjustments to financial assets	Income taxes	30.06.2017
10+20	Net interest income	115.076								115.076
2	Dividends and similar income Profit (loss) from equity investments in associates	010		0						0 0
40+50		80.020								80.020
80+90+100		4.414				-95		1.683		6.002
230	Other operating income/expense	23.796	-17.251		1.140					7.685
	Operating income	223.916	-17.251	0	1.140	-95	0	1.683	0	209.393
190 a	Payroll costs	-89.406					33			-89.373
190 b	Other administrative costs	-61.261	17.251				0			-44.010
210+220	) Net adjustments to property, plant and equipment and intangible assets	-4.946			-1.140					-6.086
	Operating costs	-155.613	17.251	0	-1.140	0	33	0	0	-139.469
	Result of operations	68.303	0	0	0	-95	33	1.683	0	69.924
130a+100	130a+100a Cost of credit	-29.838				96	-360			-30.103
130 b	Net adjustments to securities owned	-9.008						5.951		-3.057
200 a	Net provisions for risks and charges - commitments and guarantees given	2.216						-2.240		-24
200 b	Net provisions for risks and charges - other	-2.690					360			-2.330
	Profit (loss) from operations before tax	28.983	0	0	0	0	33	5.394	0	34.410
300	Income taxes on current operations	-10.393							-1.283	-11.676
	Net profit (loss) from operations after tax	18.590	0	0	0	0	33	5.394	-1.283	22.734
250+280	Profit (loss) from investments and disposal of investments	41		0						41
	Net provisions for risks and charges, other provisions and expenses						-33	-5.394		-5.427
	Non-recurring profit (loss) before tax	41	0	0	0	0	-33	-5.394	0	-5.386
	Income taxes from non-recurring items								1.283	1.283
	Non-recurring profit (loss) after tax	41	0	0	0	0	-33	-5.394	1.283	-4.103
330	Net profit (loss) for the period	18.631	0	0	0	0	0	0	0	18.631
340	Minority interests	-474								-474
320	Parent Company net profit (loss)	18.157	0	0	0	0	0	0	0	18.157

The net profit attributable to the Parent Company at 30 June 2018 comes to Euro 13.6 million, a decrease of 25.1% compared with the profit for the comparative period of Euro 18.2 million.

The main cost and revenue items in the reclassified income statement are analysed below.

#### Operating income

Core revenues decreased by about Euro 4.6 million compared with the previous period (-2.2%), coming in at Euro 204.8 million. The trend is mainly attributable to the net interest income which, in consideration of the persistent effects of the expansive monetary policy which strongly compresses interest income, shows a reduction of Euro 9.7 million (-8.4%), partially offset by the positive contribution from net commissions, up by Euro 1.3 million (+1.7%) and dividends, which came to Euro 3.2 million (formerly Euro 0.6 million).

The *net results on financial assets and liabilities* were Euro 8.3 million (formerly Euro 6.0 million); the item includes capital losses on mutual funds that have to be measured at fair value for Euro 1.7 million (in the comparative period, the positive valuation effect of Euro 0.6 million was recognised in other comprehensive income in accordance with IAS 39).

Other operating income/expense has fallen by Euro 1.0 million.

#### Operating costs

Operating costs, which include payroll costs, other administrative expenses and net adjustments to property, plant and equipment and intangible assets amounted to around Euro 139.0 million and have decreased, with respect to the comparative period, by Euro 0.4 million (-0.3%).

In particular, other administrative expenses have increased by Euro 2.4 million (+5.4%). The balance includes Euro 3.9 million of the ex-ante gross ordinary contribution to the Single Resolution Mechanism (SRM) versus Euro 3.5 million in the comparative period.

Payroll costs have decreased by 2.7% on the prior period, whereas the balance of net adjustments to property, plant and equipment and intangible assets came to Euro 5.7 million (-6.2%).

#### Results of operations

The results of operations at 30 June 2018 therefore amounted to Euro 65.8 million, Euro 4.1 million down on the prior period (-5.9%).

#### Net profit (loss) from operations after tax

The result of operations of Euro 65.8 million leads to a net profit (loss) from operations after tax of Euro 13.4 million, 41.1% down on the Euro 22.7 million in the comparative period, mainly because of:

- the cost of credit (net impairment adjustments to financial assets measured at amortised cost plus gains (losses) on disposal or repurchase of loans) of Euro 46.5 million, affected by:
  - the adjustments made to reflect the overall economic effects of the securitisation using the "GACS" scheme;
  - application of the new models for the determination of the expected loss on loans adopted by the bank in application of IFRS 9 starting from 1 January 2018, and therefore not fully comparable with the prior period figure;

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- net adjustments to proprietary securities of Euro 1.3 million (formerly Euro 3.1 million), which during the
  period includes the adjustments deriving from application of the new models for the determination of
  the expected loss on the proprietary securities portfolio in accordance with IFRS 9 starting from 1
  January 2018 and therefore not comparable with the previous period;
- net provisions for risks and charges of Euro 0.3 million (formerly Euro 2.3 million);
- income taxes on current operations of Euro 4.3 million (formerly Euro 11.7 million).

#### Result of non-recurring items after tax

At 30 June 2018 there was a non-recurring profit after tax of Euro 0.2 million. This item basically consists of:

- the revenue component of Euro 1.8 million relating to the adjustment of the liabilities recorded to cover the redundancy plan at the end of 2016, reclassified from *personnel costs*,
- the Euro 1.5 million charge for the extraordinary contribution to the SRM requested by the national resolution authority on 25 May 2018,

net of the related tax effect (negative for Euro 0.1 million).

The prior period loss of Euro 4.1 million essentially consists of impairment adjustments (net of any uses) recognised:

- Euro 1.8 million for a non-controlling interest in a bank that has since been sold
- and Euro 3.6 million for Fondo Atlante following the complete write-off of the carrying amount of equity investments in banks held by the fund,

net of the related tax effect (negative amount of Euro 1.3 million).

#### Profit for the period pertaining to the Parent Company

The total of the *profit from operations after tax* and the *non-recurring profit after tax*, as well as the *result attributable to minority interests*, leads to a net profit for the Parent Company at 30 June 2018 of Euro 13.6 million.

# Performance of consolidated companies

In order to provide a breakdown of the performance described above at a consolidated level, the following significant summary data about the individual consolidated companies is provided, together with their financial, operating, risk and structural indices and a commentary on their performance, except for Desio OBG S.r.l. given the nature of this company.

## Banco di Desio e della Brianza S.p.A.

#### Balance sheet

	30.06.2018	31.12.2017		change
Amounts in thousands of Euro			amount	%
Total assets	10.544.855	10.459.327	85.528	0,8%
Financial assets	2.481.439	1.972.882	508.557	25,8%
Due from banks (1)	855.187	1.562.664	-707.477	-45,3%
Loans to customers <sup>(1) (2)</sup>	6.288.551	6.251.542	37.009	0,6%
of which: Loans to ordinary customers <sup>(2)</sup>	6.077.718	6.251.542	-173.824	-2,8%
of which: Loans to institutional customers	210.833		210.833	
Property, plant and equipment	134.343	135.293	-950	-0,7%
Intangible assets	2.507	3.044	-537	-17,6%
Non-current assets and disposal groups held for sale	154.433		154.433	
Due to banks	1.694.550	1.760.234	-65.684	-3,7%
Due to customers	6.159.525	5.988.799	170.726	2,9%
Debt securities in issue	1.534.724	1.602.047	-67.323	-4,2%
Shareholders' equity (including Net profit/loss for the period)	881.878	912.371	-30.493	-3,3%
Own Funds	999.303	1.037.014	-37.711	-3,6%
Total indirect deposits	12.227.067	12.222.163	4.904	0,0%
of which: Indirect deposits from ordinary customers	7.050.476	7.057.209	-6.733	-0, 1%
of which: Indirect deposits from institutional customers	5.176.591	5.164.954	11.637	0,2%

<sup>(1)</sup> on the basis of new Circular 262 - 5th update, the balance of this caption includes held to collect (HTC) debt securities measured at amortised cost; these securities are shown under financial assets in these key figures in the interests of better comparability with the previous period.

#### Income statement (3)

30.06.2018	30.06.2017		change
		amount	%
129.185	132.564	-3.379	-2,5%
59.281	65.413	-6.132	-9,4%
86.640	86.893	-253	-0,3%
42.545	45.671	-3.126	-6,8%
18.136	23.664	-5.528	-23,4%
551	-4.115	4.666	n.s.
18.687	19.549	-862	-4,4%
	129.185 59.281 86.640 42.545 18.136 551	129.185 132.564 59.281 65.413 86.640 86.893 42.545 45.671 18.136 23.664 551 -4.115	amount           129.185         132.564         -3.379           59.281         65.413         -6.132           86.640         86.893         -253           42.545         45.671         -3.126           18.136         23.664         -5.528           551         -4.115         4.666

<sup>(3)</sup> from the Reclassified income statement

<sup>&</sup>lt;sup>(2)</sup> considered net of 154.4 million of doubtful loans classified under assets held for sale at 30 June 2018

## Key figures and ratios

	30.06.2018	31.12.2017	change amount
Capital/Total assets	8,4%	8,7%	-0,3%
Capital/Loans to customers	14,0%	14,6%	-0,6%
Capital/Due to customers	14,3%	15,2%	-0,9%
Capital / Debt securities in issue	57,5%	57,0%	0,5%
Common Equity Tier 1 (CET 4)/Risk-weighted assets (Common Equity Tier 6 ratio) (4) (5)	16,8%	17,1%	-0,3%
Core Tier 1 capital (T4)/Risk-weighted assets (Tier 6 ratio) <sup>(4) (5)</sup>	16,9%	17,2%	-0,3%
Total Own Funds/Risk-weighted assets (Total capital ratio) (4) (5)	19,1%	19,9%	-0,8%
Financial assets/Total assets	23,5%	18,9%	4,6%
Due from banks/Total assets	8,1%	14,9%	-6,8%
Loans to customers/Total assets	59,6%	59,8%	-0,2%
Loans to customers/Direct customer deposits	81,7%	82,4%	-0,7%
Due to banks/Total assets	16,1%	16,8%	-0,7%
Due to customers/Total assets	58,4%	57,3%	1,1%
Debt securities in issue / Total assets	14,6%	15,3%	-0,7%
Direct customer deposits / Total assets	73,0%	72,6%	0,4%
	30.06.2018	30.06.2017	Change amount
Cost/Income ratio	67,1%	65,5%	1,6%
Net interest income/Operating income	45,9%	49,3%	-3,4%
Result of operations/Operating income	32,9%	34,5%	-1,6%
Profit (loss) from operations after tax/Capital (6) - annualised (7)	3,3%	4,7%	-1,4%
ROE <sup>(6)</sup> - annualised <sup>(8) (9)</sup>	3,4%	4,3%	-0,9%
Profit (loss) from operations before tax/Total assets (ROA) - annualised $^{(7)}$	0,3%	0,6%	-0,3%
	30.06.2018	31.12.2017	Change amount
			0.00/
Net doubtful loans/Loans to customers (10)	1,0%	3,9%	-2,9%
	1,0% 3,4%	3,9% 6,5%	-2,9% -3,1%
Net non-performing loans/Loans to customers (10)			
Net non-performing loans/Loans to customers <sup>(10)</sup> % Coverage of doubtful loans <sup>(10)</sup>	3,4%	6,5%	-3,1%
Net non-performing loans/Loans to customers <sup>(10)</sup> % Coverage of doubtful loans <sup>(10)</sup> % Coverage gross of cancellations <sup>(10)</sup>	3,4% 63,3%	6,5% 57,7%	-3,1% 5,6%
Net non-performing loans/Loans to customers <sup>(10)</sup> % Coverage of doubtful loans <sup>(10)</sup> % Coverage gross of cancellations <sup>(10)</sup> % Total coverage of non-performing loans <sup>(10)</sup>	3,4% 63,3% 72,4%	6,5% 57,7% 64,8%	-3,1% 5,6% 7,6%
Net doubtful loans/Loans to customers (10)  Net non-performing loans/Loans to customers (10)  % Coverage of doubtful loans (10)  % Coverage gross of cancellations (10)  % Total coverage of non-performing loans (10)  % Coverage of non-performing loans, gross of cancellations (10)  % coverage of performing loans (10)	3,4% 63,3% 72,4% 45,6%	6,5% 57,7% 64,8% 50,2%	-3,1% 5,6% 7,6% -4,6%

## Structure and productivity ratios

	30.06.20	18	31.12.2017		change
				amount	%
Number of employees	1.3	61	1.371	-10	-0,7%
Number of branches	1	46	146	0	0,0%
Amounts in thousands of Euro					
Loans and advances to customers per employee (11)	4.6	04	4.496	108	2,4%
Direct deposits from customers per employee (11)	5.6	33	5.459	174	3,2%
	30.06.20	18	30.06.2017		change
				amount	%
Operating income per employee (11) - annualised (7)	1	89	198	-9	-4,5%
Result of operations per employee $^{(11)}$ - annualised $^{(7)}$		62	72	-10	-13,9%
		_			

<sup>(4)</sup> Simulating the effects of derecognition of the doubtful loans involved in the GACS transaction at the reference date of 30 June 2018, the following pro-forma ratios have been estimated: 17.3% (CET 1 ratio), 17.4% (Tier 1 ratio) and 19.7% (Total capital ratio)

<sup>(5)</sup> capital ratios at 30.062018 are calculated in application of the transitional provisions introduced by EU Regulation 2017/2395; the ratios calculated without application of these provisions are the following: 16.5% (CET 1 ratio); 16.5% (Tier 1 ratio); 18.7% (Total capital ratio).

<sup>(6)</sup> equity excluding net profit (loss) for the period;

 $<sup>^{\</sup>mbox{\tiny (7)}}$  the amount reported at 30.06.2017 is the final figure at the end of 2017 ;

<sup>(8)</sup> the amount reported at 30.06.2017 is the final figure at the end of 2017; ROE recalculated at the end of 2017 taking into account the effects of FTA of IFRS 9 is equal to 4.4%.

<sup>(9)</sup> the annualised ROE at 30.06.2018 does not take into consideration the annualisation of the net non-recurring operating profit and of the dividends from subsidiaries;

<sup>(191)</sup> the indicators for credit quality and coverage of non-performing loans and performing loans at 30.06.2018 reflect the impact of applying IFRS 9 and are shown net of the doubtful loans classified as assets held for sale.

<sup>(11)</sup> based on the number of employees calculated as a straight average between the end of the period and the end of the preceding period.

The Profit (loss) from operations after tax is down by 5.5 million (-23.4%) compared with 30 June 2017, mainly due to the negative effect on the cost of credit linked to the sale of doubtful loans by means of a GACS, as mentioned previously. "Non-recurring profit (loss) after tax", on the other hand, benefits from non-recurring revenue components due to an adjustment of the liabilities provided for under the current redundancy plan, compared with the prior period, which included the adjustment of certain investments classified in financial assets available for sale (in application of IAS 39, which was in force at the time).

Loans to customers increased from 6,251.5 million euro at the end of 2017 to Euro 6,077.7 million at the reference date, which is 3.4% of the NPL portfolio (formerly 6.5%). At the reporting date, Euro 154.4 million of doubtful loans were reclassified to assets held for sale.

Shareholders' equity at 30 June 2018, including the result for the period, amounts to Euro 881.9 million, compared with Euro 912.4 million at the end of 2017. The negative change of Euro 30.5 million is due to first-time adoption of IFRS 9 (so-called "first-time adoption" or "FTA") of Euro 11.1 million, payment of the dividend for 2017 of Euro 13.3 million and the negative result for the period of Euro 6.1 million.

Shareholders' equity calculated in accordance with the new regulatory provisions defined as Own Funds, after the pay-out of 40%, amounts to Euro 999.3 million (CET1 + ATI of Euro 883.3 million + T2 of Euro 116.0 million), compared with Euro 1,037.0 million at the end of the previous year.

The Total Capital Ratio, consisting of total Own Funds as a ratio of risk-weighted assets, came to 19.1%.

## Banca Popolare di Spoleto S.p.A.

#### Balance sheet

		1		
	30.06.2018	31.12.2017		Change
Amounts in thousands of Euro			amount	%
Total assets	4.131.881	4.158.011	-26.130	-0,6%
Financial assets	358.878	310.397	48.482	15,6%
Due from banks	92.608	87.319	5.289	6,1%
Loans to customers <sup>(1) (2)</sup>	3.314.523	3.535.603	-221.080	-6,3%
Property, plant and equipment	41.506	42.042	-536	-1,3%
Intangible assets	8.297	8.428	-131	-1,6%
Non-current assets and disposal groups held for sale	133.396		133.396	
Due to banks	323.460	377.707	-54.247	-14,4%
Due to customers	3.367.508	3.283.099	84.409	2,6%
Debt securities in issue	93.232	108.447	-15.215	-14,0%
Shareholders' equity (including Net profit/loss for the period)	218.914	273.497	-54.583	-20,0%
Own Funds	270.052	280.588	-10.536	-3,8%
Total indirect deposits	2.040.711	1.970.253	70.458	3,6%
of which: Indirect deposits from ordinary customers	2.003.472	1.932.852	70.620	3,7%
of which: Indirect deposits from institutional customers	37.239	37.401	-162	-0,4%

<sup>(1)</sup> on the basis of new Circular 262 - 5th update, the balance of this caption includes held to collect (HTC) debt securities measured at amortised cost; these securities are shown under financial assets in these key figures in the interests of better comparability with the previous period.

<sup>(2)</sup> considered net of 133.4 million of doubtful loans classified as "non-current assets and disposal groups held for sale" at 30 June 2018

## Income statement (1)

	30	0.06.2018	30.06.2017		change
Amounts in thousands of Euro				amount	%
Operating income		71.455	75.572	-4.117	-5,4%
of which: Net interest income		40.225	45.063	-4.838	-10,7%
Operating costs		49.845	50.328	-483	-1,0%
Result of operations		21.610	25.244	-3.634	-14,4%
Profit (loss) from operations after tax		2.533	7.625	-5.092	-66,8%
Non-recurring profit (loss) after tax		-387	12	-399	n.s.
Profit for the period		2.146	7.637	-5.491	-71,9%

<sup>(1)</sup> from the Reclassified Income Statement.

## Key figures and ratios

	30.06.2018	31.12.2017	change %
Capital/Total assets	5,3%	6,6%	-1,3%
Capital/Loans to customers	6,6%	7,7%	-1,1%
Capital/Due to customers	6,5%	8,3%	-1,8%
Capital / Debt securities in issue	234,8%	252,2%	-17,4%
Common Equity Tier 1 (CET 1)/Risk-weighted assets (Common Equity Tier 1 ratio) (1) (2)	9,9%	9,9%	0,0%
Core Tier 1 capital (T1)/Risk-weighted assets (Tier 1 ratio) <sup>(1) (2)</sup>	9,9%	9,9%	0,0%
otal Own Funds/Risk-weighted assets (Total capital ratio) (1) (2)	10,6%	10,7%	0,0%
Financial assets/Total assets	8,7%	7,5%	1,2%
Due from banks/Total assets	2,2%	2,1%	0,1%
oans to customers/Total assets	80,2%	85,0%	-4,8%
oans to customers/Direct customer deposits	95,8%	104,2%	-8,4%
Due to banks/Total assets	7,8%	9,1%	-1,3%
Due to customers/Total assets	81,5%	79,0%	2,5%
Debt securities in issue / Total assets	2,3%	2,6%	-0,3%
Direct customer deposits / Total assets	83,8%	81,6%	2,2%
	30.06.2018	30.06.2017	Change %
Cost/Income ratio	69,8%	66,6%	3,2%
Net interest income/Operating income	56,3%	59,6%	-3,3%
Result of operations/Operating income	30,2%	33,4%	-3,2%
		E 40/	0.40/
Profit (loss) from operations after tax/Capital (3) - annualised (4)	2,3%	5,4%	-3,1%
	2,3% 2,2%	5,4% 5,5%	-3,1% -3,3%
Profit (loss) from operations after tax/Capital $^{(3)}$ - annualised $^{(4)}$ ROE $^{(3)}$ - annualised $^{(5)}$ $^{(6)}$ Profit (loss) from operations before tax/Total assets (ROA) - annualised $^{(4)}$			
ROE <sup>(3)</sup> - annualised <sup>(5) (6)</sup>	2,2%	5,5%	-3,3%
ROE (3) - annualised (5) (6)	2,2% 0,1%	5,5% 0,5%	-3,3% -0,4% Change
ROE <sup>(3)</sup> - annualised <sup>(5)</sup> <sup>(6)</sup> Profit (loss) from operations before tax/Total assets (ROA) - annualised <sup>(4)</sup> Net doubtful loans/Loans to customers	2,2% 0,1% 30.06.2018	5,5% 0,5% 31.12.2017	-3,3% -0,4% <b>Change</b> %
ROE <sup>(3)</sup> - annualised <sup>(5) (6)</sup> Profit (loss) from operations before tax/Total assets (ROA) - annualised <sup>(4)</sup>	2,2% 0,1% 30.06.2018	5,5% 0,5% 31.12.2017	-3,3% -0,4% Change %
Profit (loss) from operations before tax/Total assets (ROA) - annualised (4)  Net doubtful loans/Loans to customers Net impaired loans/Loans to customers	2,2% 0,1% 30.06.2018 1,9% 6,0%	5,5% 0,5% 31.12.2017 7,0% 11,6%	-3,3% -0,4% Change % -5,1% -5,7%

## Structure and productivity ratios

	30.06.2018	31.12.2017		change
			amount	%
Number of employees	886	889	-3	-0,3%
Number of branches	119	119	0	0,0%
Amounts in thousands of Euro				
Loans and advances to customers per employee (8)	3.735	3.944	-209	-5,3%
Direct deposits from customers per employee $^{(8)}$	3.899	3.783	116	3,1%
	30.06.2018	30.06.2017		Change
			amount	%
Operating income per employee <sup>(8)</sup> - annualised <sup>(4)</sup>	161	169	-8	-4,7%
Result of operations per employee $^{(8)}$ - annualised $^{(4)}$	49	56	-7	-12,5%

<sup>(1)</sup> Simulating the effects of derecognition of the doubtful loans involved in the GACS transaction at the reference date of 30 June 2018, the following pro-forma ratios have been estimated: 10.7% (CET 1 ratio), 10.7% (Tier 1 ratio) and 11.4% (Total capital ratio)

At the reference date, the Parent Company Banco di Desio e della Brianza S.p.A. held an investment of 81.67% in this company.

The first half of 2018 ended with a *net profit for the period* of Euro 2.1 million, down by 71.9% compared with the profit for the comparative period of Euro 7.6 million; note in particular the lower contribution from *net interest income* (Euro 4.8 million), the higher *cost of credit* (Euro 6.6 million), mainly related to the sale of doubtful loans by means of a GACS as mentioned previously, offset by lower *net provisions for risks and charges* (Euro 2.1 million) and a lower tax burden (Euro 3.2 million).

Loans to customers increased from Euro 3,535.6 million at the end of 2017 to Euro 3,314.5 million at the reporting date, which is 6.0% of the NPL portfolio (formerly 11.6%). At the reporting date, Euro 133.4 million of doubtful loans were reclassified to assets held for sale.

Shareholders' equity at 30 June 2018, including the result for the period, amounts to Euro 218.9 million, compared with Euro 273.5 million at the end of 2017. The negative change of Euro 54.6 million is due to first-time adoption of IFRS 9 (so-called "first-time adoption" or "FTA") of Euro 49.6 million, payment of the dividend for 2017 of Euro 2.9 million and the negative result for the period of Euro 2.1 million.

The Total Capital Ratio, consisting of total Own Funds as a ratio of risk-weighted assets, came to 10.6%.

<sup>(2)</sup> capital ratios at 30.06.2018 are calculated in application of the transitional provisions introduced by EU Regulation 2017/2395; the ratios calculated without application of these provisions are the following: 7.7% (CET 1 ratio); 7.7% (Tier 1 ratio); 8.4% (Total capital ratio)

<sup>(3)</sup> equity excluding net profit (loss) for the period;

<sup>(4)</sup> the amount reported at 30.06.2017 is the final figure at the end of 2017;

<sup>(5)</sup> the amount reported at 30.06.2017 is the final figure at the end of 2017; ROE recalculated at the end of 2017 taking into account the effects of FTA of IFRS 9 is equal to 6.8%.

<sup>(6)</sup> the annualised ROE at 30.06.2018 does not take into consideration the annualisation of the Net non-recurring operating profit;

<sup>(7)</sup> the coverage ratios of non-performing and performing loans at 30.06.2018 reflect the impact of applying IFRS 9 and are shown net of the doubtful loans classified as assets held for sale.

<sup>(8)</sup> based on the number of employees calculated as a straight average between the end of the period and the end of the preceding period.

# Fides S.p.A.

## Balance sheet

	30.06.2018	31.12.2017		change
Amounts in thousands of Euro			amount	%
Total assets	683.210	641.380	41.830	6,5%
Financial assets	15	15	0	0,0%
Due from banks	6.083	2.481	3.602	145,2%
Loans to customers	674.958	636.940	38.018	6,0%
Property, plant and equipment	118	101	17	16,4%
Intangible assets	1.085	947	138	14,6%
Due to banks	621.810	580.676	41.134	7,1%
of which: Due to Group Banks	619.799	580.420	39.379	6,8%
Due to customers	3.867	2.622	1.246	47,5%
Shareholders' equity (including Net profit/loss for the period)	47.895	50.144	-2.249	-4,5%
Own Funds	43.980	43.433	547	1,3%

## Income statement (1)

	30.06.2018	30.06.2017		change
Amounts in thousands of Euro	30.00.2010	30.00.2017	amount	%
Operating income	8.427	8.526	-99	-1,2%
of which: Net interest income	6.964	6.568	396	6,0%
Operating costs	-3.357	-3.029	-328	10,8%
Result of operations	5.070	5.497	-427	-7,8%
Profit (loss) from operations after tax	3.540	3.524	16	0,5%
Non-recurring profit (loss) after tax	C	0	0	n.s.
Profit for the period	3.540	3.524	16	0,5%
		1		

<sup>(1)</sup> from the reclassified income statement

### Key figures and ratios

	30.06.2018	31.12.2017	change
			amount
Capital/Total assets	7,0%	7,8%	-0,8%
Capital/Loans to customers	7,1%	7,9%	-0,8%
Capital/Due to Banks	7,7%	8,6%	-0,9%
Total Own Funds/Risk-weighted assets (Total capital ratio)	7,8%	8,2%	-0,4%
Loans to customers/Total assets	98,8%	99,3%	-0,5%
Due to banks/Total assets	91,0%	90,5%	0,5%
	30.06.2018	30.06.2017	Change
			amount
Cost/Income ratio	39,8%	35,5%	4,3%
Net interest income/Operating income	82,6%	77,0%	5,6%
Result of operations/Operating income	60,2%	64,5%	-4,3%
Profit (loss) from operations after tax/Capital $^{(2)}$ - annualised $^{(3)}$	16,0%	16,8%	-0,8%
ROE <sup>(2)</sup> - annualised <sup>(3)</sup>	16,0%	16,8%	-0,8%
Profit (loss) from operations before tax/Total assets (ROA) - annualised (3)	1,5%	1,6%	-0,1%
	30.06.2018	31.12.2017	Change
			amount
Net doubtful loans/Loans to customers	0,1%	0,1%	0,0%
Net impaired loans/Loans to customers	0,5%	0,5%	0,0%
% Coverage of doubtful loans	63,4%	63,4%	0,0%
% Total coverage of non-performing loans	34,2%	36,6%	-2,4%
% coverage of performing loans	0,07%	0,07%	0,0%

<sup>(2)</sup> equity excluding net profit (loss) for the period;

#### Structure and productivity ratios

	30.06.2018	31.12.2017		change
			amount	%
Number of employees <sup>(4)</sup>	43	43	0	0,0%
Number of branches			0	#DIV/0!
	30.06.2018	31.12.2017		change
Amounts in thousands of Euro			amount	%
Loans and advances to customers per employee(3) (5)	15.697	14.987	710	4,7%
	30.06.2018	30.06.2017		change
Amounts in thousands of Euro			amount	%
Operating income per employee (3) (5)	392	401	-9	-2,2%
Result of operations per employee (3) (5)	236	257	-21	-8,2%

 $<sup>^{(3)}</sup>$  the amount reported at 30.06.2017 is the final figure at the end of 2017;

At the reference date, the Parent Company Banco di Desio e della Brianza S.p.A. held an investment of 100%.

The net profit at 30 June 2018 amounted to 3.5 million euro, a slight increase on the comparative period (+0.5%); operating income amounted to 8.4 million euro, up by 8.5 million euro compared with the period to 30 June 2017, while operating costs totalled 3.4 million euro (formerly 3.0 million euro), and the results of operations amounted to 5.1 million euro (formerly 5.5 million euro). Net impairment adjustments of loans are positive for 0.1 million euro (negative for 0.2 million euro in the comparative period), net provisions for risks and charges for 0.1 million euro (formerly 0.3 million euro), and taxes for 1.5 million euro (formerly 1.5 million euro) lead to the result for the period.

<sup>(4)</sup> number of employees at the reference date;

<sup>(5)</sup> based on the number of employees calculated as a straight average between the end of the period and the end of the preceding period.

Loans to customers have gone from 636.9 million euro at the end of 2017 to 675.0 million euro at the reporting date.

Book shareholders' equity went from 50.1 million euro at 31 December 2017 to 47.9 million euro at the reporting date (due to the distribution of dividends, partly offset by the result for the period. Own Funds for supervisory purposes have risen from 43.4 million euro at the end of 2017 to 44.0 million euro.

## Other information

## Ratings

On 13 June 2018, following its annual review, the international agency Fitch Ratings Ltd confirmed all of the ratings assigned to Banco di Desio and Brianza SpA.

The latest ratings are therefore as follows:

- Long term IDR: confirmed at "BBB-" Outlook Stable
- Viability rating: confirmed at "bbb-"
- Short term IDR: confirmed at "F3"
- Support Rating: confirmed at "5"
- Support Rating Floor: confirmed at "No Floor"

# Existence of the conditions of arts. 36 and 37 of Consob's market regulations

The conditions laid down in arts. 36 and 37 of "Consob's Market Regulations" (Resolution 16191 of 29 October 2007) continue to apply, in this case with reference to the "non-EU" company CPC S.A. in liquidation and to Brianza Unione di Luigi Gavazzi e Stefano Lado S.a.p.a., the holding company of the Parent Company, as reported in the Group's "Annual Report on Corporate Governance and Corporate Structure" required by art. 123-bis of the CFA and made available on the website www.bancodesio.it, Banco Desio - Corporate Governance Section.

## Transactions with related parties

For a description of the procedures governing transactions with related parties (pursuant to art. 2391-bis of the Italian Civil Code) and/or with associated persons (pursuant to art. 53 of the Consolidated Banking Act), reference should be made to paragraph 5 of the "Annual Report on Corporate Governance", which is available on the Group's website pursuant to art. 123-bis of the CFA in the section on "Corporate Governance", as well as on the website of the subsidiary Banca Popolare di Spoleto S.p.A. for the provisions that specifically apply thereto. For further information, please refer to the specific section of the Condensed interim financial statements.

# Outlook for the rest of the year and principal risks and uncertainties

Based on the final results for the first half of 2018, we expect for the current year to achieve positive results, probably in line with those of the previous year, if the macroeconomic scenario does not reveal significant and unexpected critical events.

As regards the principal risks and uncertainties, note that this consolidated interim financial report at 30 June 2018 has been prepared on a going-concern basis, as there is no plausible reason to believe the contrary in the foreseeable future.

# Interim condensed consolidated financial statements at 30 June 2018

# **FINANCIAL STATEMENTS**

## **CONSOLIDATED BALANCE SHEET**

Asse	ate.	30.06.2018	31.12.2017	change		
A33Ct3		30.00.2016	31.12.2017	amount	%	
10.	Cash and cash equivalents	44.536	59.413	(14.877)	-25,0%	
20.	Financial assets designated at fair value through profit and loss	70.965	20.981	49.984	238,2%	
	a) Financial assets held for trading	19.493	20.981	(1.488)	-7,1%	
	c) Other financial assets that are necessarily measured at fair value	51.472		51.472		
30.	Financial assets designated at fair value through other comprehensive income	1.360.170	1.511.467	(151.297)	-10,0%	
40.	Financial assets measured at amortised cost	11.654.767	11.828.618	(173.851)	-1,5%	
	a) Due from banks	750.267	1.342.552	(592.285)	-44,1%	
	b) Loans to customers	10.904.500	10.486.066	418.434	4,0%	
50.	Hedging derivatives	3	5	(2)	-40,0%	
60.	Adjustment to financial assets with generic hedge (+/-)	740	875	(135)	-15,4%	
90.	Property, plant and equipment	179.070	180.566	(1.496)	-0,8%	
100.	Intangible assets	17.417	17.946	(529)	-2,9%	
	of which:					
	- goodwill	15.322	15.322			
110.	Tax assets	245.291	212.527	32.764	15,4%	
	a) current	41.077	35.097	5.980	17,0%	
	b) deferred	204.214	177.430	26.784	15,1%	
120.	Non-current assets and disposal groups held for sale	287.829		287.829		
130.	Other assets	249.335	163.424	85.911	52,6%	
Tota	assets	14.110.123	13.995.822	114.301	0,82%	

			Changeamount		
Liabilities and shareholders' equity	30.06.2018	31.12.2017	Changeamo		
-				%	
10. Financial liabilities measured at amortised cost	12.801.452	12.686.585	114.867	0,9%	
a) Due to banks	1.649.271	1.705.928	(56.657)	-3,3%	
b) Due to customers	9.525.242	9.272.337	252.905	2,7%	
c) Debt securities in issue	1.626.939	1.708.320	(81.381)	-4,8%	
20. Financial liabilities held for trading	5.862	7.976	(2.114)	-26,5%	
40. Hedging derivatives	5.034	4.724	310	6,6%	
60. Tax liabilities	28.742	30.226	(1.484)	-4,9%	
a) current	4.929	3.425	1.504	43,9%	
b) deferred	23.813	26.801	(2.988)	-11,1%	
80. Other liabilities	313.157	210.961	102.196	48,4%	
90. Provision for termination indemnities	28.519	28.962	(443)	-1,5%	
100. Provisions for risks and charges	39.812	46.547	(6.735)	-14,5%	
a) commitments and guarantees given	1.874		1.874		
c) other provisions for risks and charges	37.938	46.547	(8.609)	-18,5%	
120. Valuation reserves	19.133	38.307	(19.174)	-50,1%	
150. Reserves	729.035	761.201	(32.166)	-4,2%	
160. Share premium reserve	16.145	16.145			
170. Share capital	67.705	67.705			
190. Minority interests (+/-)	41.925	52.785	(10.860)	-20,6%	
200. Net profit (loss) for the period (+/-)	13.602	43.698	(30.096)	-68,9%	
Total liabilities and shareholders' equity	14.110.123	13.995.822	114.301	0,82%	

Note: the balances of the comparative period have been restated conventionally in the financial statement schedules required by Circular 262 – fifth update. In particular, the securities previously recorded under IAS 39 as "Financial assets available for sale" have been entirely classified as "Financial assets at fair value through comprehensive income".

## **CONSOLIDATED INCOME STATEMENT**

Diluted earnings per share (Euro)

0	1	20.07.2010	20.07.2017	Change		
Capt	ions	30.06.2018	30.06.2017	amount	%	
10	Interest and similar income	136.313	140.896	(4.583)	-3,3%	
20.	Interest and similar expense	(27.992)	(25.820)	(2.172)	8,4%	
30.	Net interest income	108.321	115.076	(6.755)	-5,9%	
40.	Commission income	87.662	86.344	1.318	1,5%	
50.	Commission expense	(6.316)	(6.324)	8	-0,1%	
60.	Net commission income	81.346	80.020	1.326	1,7%	
70.	Dividends and similar income	3.192	610	2.582	423,3%	
80.	Net trading income	(241)	2.360	(2.601)	n.s.	
90.	Net hedging gains (losses)	(4)	(250)	246	-98,4%	
100.	Gains (losses) on disposal or repurchase of:	9.664	2.312	7.352	318,0%	
	a) financial assets measured at amortised cost	(101)	95	(196)	n.s.	
	b) financial assets designated at fair value through other comprehensive income	10.181	2.591	7.590	292,9%	
	c) financial liabilities	(416)	(374)	(42)	11,2%	
110.	Net result of other financial assets and liabilities designated at fair value through profit and loss	(1.269)	(8)	(1.261)	n.s.	
	a) financial assets and liabilities designated at fair value		(8)	8	-100,0%	
	b) other financial assets that have to be measured at fair value	(1.269)		(1.269)	n.s.	
120.	Net interest and other banking income	201.009	200.120	889	0,4%	
130.	Net value adjustments/write-backs for credit risk relating to:	(50.578)	(38.846)	(11.732)	30,2%	
	a) financial assets measured at amortised cost	(50.115)	(29.838)	(20.277)	68,0%	
	b) financial assets designated at fair value through other comprehensive income	(463)	(9.008)	8.545	-94,9%	
150.	Net profit from financial activities	150.431	161.274	(10.843)	-6,7%	
	Net profit from financial and insurance activities	150.431	161.274	(10.843)	-6,7%	
190.	Administrative costs:	(150.293)	(150.667)	374	-0,2%	
	a) payroll costs	(85.226)	(89.406)	4.180	-4,7%	
	b) other administrative costs	(65.067)	(61.261)	(3.806)	6,2%	
200.	Net provisions for risks and charges	(345)	(474)	129	-27,2%	
	a) commitments for guarantees given	90	2.216	(2.126)	-95,9%	
	b) other net provisions	(435)	(2.690)	2.255	-83,8%	
210.	Net adjustments to property, plant and equipment	(3.672)	(3.946)	274	-6,9%	
220.		(1.064)	(1.000)	(64)	6,4%	
230.	Other operating charges/income	22.910	23.796	(886)	-3,7%	
240.	Operating costs	(132.464)	(132.291)	(173)	0,1%	
280.	Gains (losses) on disposal of investments		41	(41)	-100,0%	
290.	Profit (loss) from current operations before tax	17.967	29.024	(11.057)	-38,1%	
300.	Income taxes on current operations	(4.419)	(10.393)	5.974	-57,5%	
310.	Profit (loss) from current operations after tax	13.548	18.631	(5.083)	-27,3%	
330.	Net profit (loss) for the period	13.548	18.631	(5.083)	-27,3%	
340.	Net profit (loss) pertaining to minority interests	54	(474)	528	n.s.	
350.	Parent Company net profit (loss)	13.602	18.157	(4.555)	-25,1%	
		30.06.2018	30.06.2017			
Basic	earnings per share (Euro)	0,10	0,14			
D.1						

Note: the balances of the comparative period have been restated conventionally in the financial statement schedules required by Circular 262 – fifth update. In particular, the "Impairment adjustments to other financial transactions" (referred to in caption "130. d)" of the formats previously envisaged) have been transferred to caption "200. a) Provisions for risks and charges - commitments and guarantees given".

0,10

0,14

In order to facilitate the comparability of caption "10. Interest and similar income", it should be noted that the balance of the caption at 30 June 2018 includes the release of the time value component of non-performing financial assets of Euro 4,738 thousand, as well as the interest write-downs on NPLs for 1,784 thousand euro.

## STATEMENT OF CONSOLIDATED COMPREHENSIVE INCOME

	Captions	30.06.2018	30.06.2017
10.	Net profit (loss) for the period	13.548	18.631
	Other elements of income, net of income taxes without reversal to income statement		
70.	Defined-benefit pension plans	119	350
	Other elements of income, net of income taxes with reversal to income statement		
120.	Cash-flow hedges	(274)	814
140.	Financial assets (other than equities) designated at fair value through other comprehensive income	(27.681)	(1.716)
170.	Total other elements of income (net of income taxes)	(27.836)	(552)
180.	Total comprehensive income (Captions 10+170)	(14.288)	18.079
190.	Total comprehensive income pertaining to minority interests	623	(614)
200.	Total consolidated comprehensive income pertaining to Parent Company	(13.665)	17.465

Note: the balances of the comparative period were restated conventionally in the tables required by Circular 262 – fifth update. In particular, the "Other elements of income net of income taxes with reversal to profit or loss - financial assets available for sale" (referred to in caption "100" of the format previously provided) have all been transferred to caption "140. Financial assets (other than equities) measured at fair value through comprehensive income".

## STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY AT 30.06.2018

					6 1			CI	nanges d	uring th	ie year				>:	
	Balance at 31.12.2017	opening	.2018		on of prior results	ves		Transac	ctions on	shareho	olders' e	quity		оте	s' equity 8	ests 3
at		Changes in ope balances	Balance at 01.01	Reserves	Dividends and other allocations	Changes in reserves	Issue of new shares	Purchase of treasury shares	Extraordinary distribution of dividends	Changes in equity instruments	Derivatives on treasury shares	Stock options	Changes in equity investments	Comprehensive income at 30.06.2018	Group shareholders' at 30.06.2018	Minority interests at 30.06,2018
Share capital:	•	•	•	•				•		•			•	•		
a) ordinary shares	118.592		118.592												60.840	57.752
b) other shares	6.865		6.865												6.865	
Share premium reserve	31.594		31.594												16.145	15.449
Reserves:																
a) from profits	721.430	(72.293)	649.137	31.138		(40)									715.239	(35.004)
b) other	17.612		17.612												13.796	3.816
Valuation reserves:	38.840	8.146	46.986											(27.836)	19.133	17
Equity instruments																
Treasury shares	(51)		(51)													(51)
Net profit (loss) for the period	44.959		44.959	(31.138)	(13.821)									13.548	13.602	(54)
Group shareholders' equity	927.056	(54.432)	872.624		(13.299)	(40)								(13.665)	845.620	
Minority interests	52.785	(9.715)	43.070		(522)									(623)		41.925

Note: the column "Changes in opening balances" includes the changes made to the closing balances of the previous year to recognise the effects on the balance sheet at 1 January 2018 of FTA of IFRS 9 "Financial instruments".

## STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY AT 30.06.2017

		Changes during the year cation of prior									Σį					
	Balance at 31.12.2016	ening	.2017	year r		ves		Transac	tions on s	shareho	olders' e	quity		ome	s' equity 7	ssts 7
		a t	Changes in opening balances	Balance at 01.01.2017	Reserves	Dividends and other allocations	Changes in reserves	Issue of new shares	Purchase of treasury shares	Extraordinary distribution of dividends	Changes in equity instruments	Derivatives on treasury shares	Stock options	Changes in equity investments	Comprehensive income at 30.06.2017	Group shareholders' at 30.06.2017
Share capital:								1			!					
a) ordinary shares	118.482		118.482										110	)	60.840	57.752
b) other shares	6.865		6.865												6.865	
Share premium reserve	31.570		31.570										24		16.145	15.449
Reserves:																
a) from profits	707.638		707.638	14.298		(476)							(30)	)	747.405	(25.975)
b) other	17.612		17.612												13.796	3.816
Valuation reserves:	10.848		10.848											(552)	11.063	(767)
Equity instruments																
Treasury shares	(51)		(51)													(51)
Net profit (loss) for the period	25.537		25.537	(14.298)	(11.239)									18.631	18.157	474
Group shareholders' equity	868.120		868.120		(11.239)	(80)							5	17.465	874.271	
Minority interests	50.381		50.381			(396)							99	614		50.698

## **CONSOLIDATED CASH FLOW STATEMENT**

	30.06.2018	30.06.2017
A. OPERATING ACTIVITIES		
Cash generated from operations	85.471	80.83
- interest received (+)	134.896	139.42
- interest paid (-)	(29.248)	(27.079
- Dividends and similar income (+)	3.192	. 61
- net commission income (+/-)	81.346	81.13
- payroll costs (-)	(80.143)	(84.194
- net premiums received (+)	` '	`
- other insurance income/expense (+/-)		
- other costs (-)	(57.373)	(51.025
- other revenues (+)	37.220	32.35
- taxation (-)	(4.419)	(10.393
- costs/revenues related to discontinued operations net of the tax effect (+/-)		
Cash generated (absorbed) by financial assets	(166.274)	(1.144.076
- financial assets held for trading	812	(18.103
- financial assets designated at fair value through profit and loss		•
- Other financial assets that are necessarily measured at fair value	(13.301)	
- financial assets designated at fair value through other comprehensive income	74.169	(147.949
- financial assets measured at amortised cost	(91.512)	(961.968
- other assets	(136.442)	(16.056
3. Cash generated (absorbed) by financial liabilities	81.018	1.067.83
- financial liabilities measured at amortised cost	116.128	753.62
- financial liabilities held for trading	(2.114)	33
- financial liabilities designated at fair value through profit and loss	(=,	(15.908
- other liabilities	(32.996)	329.78
Net cash generated/absorbed by operating activities (A)	215	4.59
B. INVESTING ACTIVITIES		
1. Cash generated by	49	19
- sale of equity investments		
- dividends collected on equity investments		
- sale of property, plant and equipment	49	19
- sale of intangible assets		
- sale of lines of business		
2. Cash absorbed by	(2.760)	(3.381
- purchase of equity investments		
- purchase of property, plant and equipment	(2.225)	(3.074
- purchase of intangible assets	(535)	(307
- purchase of lines of business		
Net cash generated/absorbed by investing activities (B)	(2.711)	(3.183
C. FINANCING ACTIVITIES		
- issue/purchase of treasury shares		
issue/purchase of equity instruments		
dividends distributed and other allocations	(13.821)	(11.63
sale/purchase of third party control		
Net cash generated/absorbed by financing activities (C)	(13.821)	(11.635
NET CASH GENERATED (ABSORBED) IN THE PERIOD (A+B+C)	(16.317)	(10.220

Note: the balances of the comparative period have been restated conventionally in the tables required by Circular 262 – fifth update

## **RECONCILIATION**

		]
	30.06.2018	30.06.2017
Cash and cash equivalents at beginning of period	59.413	50.472
Net increase (decrease) in cash and cash equivalents	(16.317)	(10.220)
Cash and cash equivalents: effect of changes in exchange rates	1.440	1.315
Cash and cash equivalents at end of period	44.536	41.567

# **CONSOLIDATED INCOME STATEMENT – QUARTER BY QUARTER**

Capt	ions	2nd quarter 2018	1st quarter 2018	2nd quarter 2017	1st quarter 2017
10.	Interest and similar income	66.047	70.266	70.280	70.616
20.	Interest and similar expense	(13.648)	(14.344)	(12.571)	(13.249)
30.	Net interest income	52.399	55.922	57.709	57.367
40.	Commission income	46.081	41.581	44.081	42.263
50.	Commission expense	(3.343)	(2.973)	(2.745)	(3.579)
60.	Net commissions	42.738	38.608	41.336	38.684
70.	Dividends and similar income	2.734	458	150	460
80.	Net trading income	(221)	(20)	789	1.571
90.	Net hedging gains (losses)	(2)	(2)	(41)	(209)
100.	Gains (losses) on disposal or repurchase of:	4.113	5.551	1.542	770
	a) financial assets measured at amortised cost	-	(101)	95	-
	b) financial assets designated at fair value through other comprehensive income	4.349	5.832	1.625	966
	c) financial liabilities	(236)	(180)	(178)	(196)
110.	Net result of other financial assets and liabilities designated at fair value through profit and loss	(199)	(1.070)	-	(8)
	b) other financial assets that have to be measured at fair value	(199)	(1.070)	-	-
120.	Net interest and other banking income	101.562	99.447	101.485	98.635
130.	Net value adjustments/write-backs for credit risk relating to:	(33.468)	(17.110)	(20.912)	(17.934)
	a) financial assets measured at amortised cost	(32.998)	(17.117)	(15.200)	(14.638)
	b) financial assets designated at fair value through other comprehensive income	(470)	7	(5.712)	(3.296)
150.	Net profit from financial activities	68.094	82.337	80.573	80.701
180.	Net profit from financial and insurance activities	68.094	82.337	80.573	80.701
190.	Administrative costs:	(74.856)	(75.437)	(74.535)	(76.132)
	a) payroll costs	(42.049)	(43.177)	(44.989)	(44.417)
	b) other administrative costs	(32.807)	(32.260)	(29.546)	(31.715)
200.	Net provisions for risks and charges	1.973	(2.318)	(1.727)	1.253
	a) commitments for guarantees given	41	49	58	2.158
	b) other net provisions	1.932	(2.367)	(1.785)	(905)
210.	Net adjustments to property, plant and equipment	(1.827)	(1.845)	(1.969)	(1.977)
220.	Net adjustments to intangible assets	(531)	(533)	(501)	(499)
230.	Other operating charges/income	11.638	11.272	12.587	11.209
240.	Operating costs	(63.603)	(68.861)	(66.145)	(66.146)
290.	Profit (loss) from current operations before tax	4.491	13.476	14.469	14.555
300.	Income taxes on current operations	(522)	(3.897)	(4.782)	(5.611)
310.	Profit (loss) from current operations after tax	3.969	9.579	9.687	8.944
330.	Net profit (loss) for the period	3.969	9.579	9.687	8.944
340.	Net profit (loss) pertaining to minority interests	146	(92)	(174)	(300)
350.	Parent Company net profit (loss)	4.115	9.487	9.513	8.644
		i e			

# **EXPLANATORY NOTES**

**BASIS OF PREPARATION AND ACCOUNTING POLICIES** 

# **GENERAL INFORMATION**

# Declaration of compliance with International Financial Reporting Standards

These condensed interim consolidated financial statements of the Banco Desio Group have been prepared pursuant to art. 154-ter of Legislative Decree no. 58/1998 and for the purposes of determining own funds, in accordance with the applicable IAS/IFRS in force at the reference date, issued by the International Accounting Standards Board (IASB) and related interpretations issued by the IFRS Interpretations Committee (IFRIC) and endorsed by the European Commission, as per EU Regulation 1606 of 19 July 2002.

In particular, the content of the condensed interim financial statements complies with IAS 34 – Interim financial statements, as well as with the enabling regulations for art. 9 of Legislative Decree 38/2005 and the Bank of Italy Circular 262 of 22 December 2005 (5th update).

# **Basis of preparation**

The condensed interim consolidated financial statements comprise the Balance sheet, Income statement, Statement of comprehensive income, Statement of changes in shareholders' equity, Cash flow statement, the Income statement quarter by quarter and the Explanatory notes, which provide the information on fair value, the details of the main balance sheet and income statement captions, information on risks and hedging policies, information on transactions with related parties and segment information (in addition to information on shareholders' equity in the attachment). The interim condensed consolidated financial statements are also accompanied by the interim report on operations.

For the preparation of the financial statements and the content of the Explanatory notes, reference was made to the Bank of Italy Circular 262 "Bank financial statements: schedules and rules for preparation" of 22 December 2005 as subsequently updated on 22 December 2017. The additional disclosure requirements and the clarifications provided by the Supervisory Authority were also taken into account.

The condensed interim consolidated financial statements have been prepared in a clear manner to give a true and fair view of the balance sheet, financial position and result for the period of the Banco Desio Group on a going-concern basis, complying with the principle of recognition on an accruals basis and giving preference to economic substance over form in the recognition and representation of transactions.

The accounting standards applied in preparing this document for the classification, recognition, measurement and derecognition of financial assets and liabilities, as well as the methods for recognising revenues and costs, are different from those applied in preparing the 2017 financial statements of the Banco Desio Group. These changes derive essentially from the mandatory application, from 1 January 2018, of the following international accounting standards:

- IFRS 9 Financial Instruments, approved by the European Commission through Regulation no. 2067/2016, which replaced IAS 39 as regards the rules for classifying and measuring financial instruments, as well as the related impairment process;
- IFRS 15 Revenues from contracts with customers, approved by the European Commission through Regulation No. 195/05/2016, which led to the cancellation and replacement of IAS 18 and IAS 11.

In light of the above, these condensed interim consolidated financial statements explain in detail the Banco Desio Group's updated accounting policies and provide an analysis of the main items in the financial statements.

The financial statements used in preparing the condensed interim consolidated financial statements are those prepared by the subsidiaries as of the same reporting date, adjusted - where necessary - to comply with the IAS/IFRS adopted by the Parent Company.

The amounts in the financial statements and the figures reported in the explanatory notes are expressed in thousands of Euro – unless otherwise indicated.

# Scope of consolidation and methodology

#### 1. Investments in subsidiaries

Name	Head office	Type of relationship	Nature of holding		
Name	nead office	Type of relationship	Parent company	% held	
Banca Popolare di Spoleto S.p.A.	Spoleto	1	Banco Desio	81.673	
Fides S.p.A.	Rome	1	Banco Desio	100.000	
Desio OBG S.r.l.	Conegliano	1	Banco Desio	60.000	

#### Key

Type of relationship:

Compared with the situation at 31 December 2017, there have been no changes in the scope of consolidation.

## 2. Significant assessments and assumptions in determining the scope of consolidation

The scope of consolidation is determined in accordance with the provisions contained in IFRS 10 - Consolidated Financial Statements. Accordingly, the Parent Company consolidates an entity when the three elements of control are met (1. power over an investee; 2. exposure, or rights, to variable returns from its involvement with the investee; 3. ability to use its power over the investee to affect the amount of the investor's returns). Generally, when an entity is held directly through voting rights, control comes from holding more than half of the voting rights. In other cases, the assessment of control is more complex and requires greater use of judgement, as it means taking into account all relevant factors and circumstances that could lead to control over the entity, such as:

- the purpose and design of the entity,
- the relevant activities, that is, the activities that significantly affect the entity's returns and how they are governed;
- any right, arising from contractual arrangements, that gives the investor the ability to direct the relevant activities, that is, the power to establish the entity's financial and operating policies, the power to exercise the majority of voting rights at meetings of the governing body or the power to appoint or remove the majority of the members of the governing body;
- the Group's exposure to variability of the returns.

## 3. Investments in subsidiaries with significant minority interests

## 3.1 Minority interests, voting rights of third parties and dividends paid to third parties

Name	Minority interests %	Dividends paid to third parties
Banca Popolare di Spoleto S.p.A.	18.327	523
Desio OBG S.r.I.	40.000	-

<sup>1 =</sup> majority of votes at the ordinary shareholders' meeting

# 3.2 Investments with significant minority interests: accounting information

Name	Total assets	Cash and cash equivalents	Financial assets	Property, plant and equipment and intangible assets	Financial liabilities	Shareholde rs' equity	Net interest income	Net interest and other banking income	Operatin g costs	Profit (loss) from current operations before tax	Profit (loss) from current operations after tax	Profit (loss) after tax on non-current assets held for sale	Net profit (loss) for the period (1)	Other elements of income, net of income taxes (2)	Comprehen sive income (3) = (1) + (2)
Banca Popolare di Spoleto S.p.A.	4,131,922	23,916	210,976	49,803	7,035	218,806	41,601	70,279	(47,639)	2,359	2,146	-	2,146	(4,279)	(2,133)
Desio OBG S.r.l.	67	-	-	2	-	10	-	35	(35)	-	-	-	-	-	-

## 4 Significant restrictions

There are no significant restrictions (e.g. legal, contractual or regulatory restrictions) on the Parent Company's ability to access the assets, or to use them, and to pay off the liabilities of the Group, such as restrictions on the ability of the Parent Company or its subsidiaries to transfer cash or limitations on transfers of funds in the form of dividends, loans or advances granted to (or from) other Group companies.

#### 5 Other information

The basis of consolidation, in compliance with IFRS 10, is as follows:

- Subsidiaries: assets, liabilities, shareholders' equity, "off-balance sheet" transactions, costs and revenues are included in the relevant items of the consolidated financial statements on a line-by-line basis.
- Any positive difference emerging from a comparison of the book value of each investment and the
  relevant portion of the subsidiary's shareholders' equity, left over after any allocation to a specific
  balance sheet captions, is recognised as goodwill and subjected to impairment testing.
- Associates: investments in associates are consolidated using the equity method (this policy was not applicable at the interim consolidated financial statements date, since the Parent Company does not hold any investments in associates).

# Other aspects

## Accounting standard IFRS 16 - Leases

From 1 January 2019, IFRS 16 - Leases will replace IAS 17 - Leases, as well as interpretations IFRIC 4 Determining whether an Arrangement contains a Lease, SIC-15 Operating Leases - Incentives and SIC- 27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease.

IFRS 16 was published by the IASB on 13 January 2016 and was approved at European Community level when the Official Journal of the European Union published EU Regulation no. 2017/1986 of 31 October 2017.

The new standard provides a new definition of lease and introduces a criteria based on control (or "right of use") of an asset to distinguish leasing contracts from contracts for the provision of services, identifying as discriminants: the identification of the asset, the right to replace it, the right to obtain substantially all of the economic benefits deriving from use of the asset and the right to manage use of the asset underlying the contract.

The standard establishes a single model for the recognition and assessment of leasing contracts for the lessee. This involves recording the leased asset, including those under operating leases, on the assets side of the balance sheet with a financial payable as the contra-entry. It also offers the possibility of not recognising as leases contracts involving low-value assets and leases with a contract term of 12 months or less. Assuming the same level of profitability and cash flow, this would result in an increase in the assets recorded in the balance sheet (leased assets), an increase in liabilities (the debt payable for the leased assets), a reduction in operating costs (lease instalments) and an increase in financial costs (for the repayment and remuneration of the debt). There are no particular changes for lessors, on the other hand, apart from some more disclosure requirements, as the current distinction between operating and financial leases is maintained for them.

The Banco Desio Group has launched a specific project to analyse the main changes introduced by the new standard by examining the contracts stipulated as lessor and as lessee, which would fall under the

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definition of a lease according to IFRS 16. This would then be followed by a design and implementation phase to be completed by the end of 2018, with a view to applying the new standard from 2019.

#### Use of estimates and assumptions in preparing the interim condensed consolidated financial statements

The preparation of the condensed consolidated financial statements requires the use of estimates and assumptions that could have a significant impact on the amounts shown in the balance sheet and income statement, and on the disclosures provided in the notes.

The use of such estimates involves the use of available information and the adoption of subjective assessments, partly based on historical experience, in order to make reasonable assumptions for the recognition of operating events. By their nature, these estimates and assumptions may change from year to year and, therefore, it cannot be excluded that the values currently shown here may in future differ because of a change in the subjective assessments used.

The main areas in which the use of subjective estimates and assessments is applied are:

- the valuation models used for carrying out impairment tests relating to investments and to intangible assets with an indefinite useful life (goodwill);
- quantification of the losses arising from the impairment of loans and financial assets in general;
- determination of the fair value of financial instruments for disclosure purposes;
- the use of valuation models for determining the fair value of financial instruments not quoted in active markets;
- quantification of the provisions for employee benefits and the provisions for risks and charges;
- estimates and assumptions about the recoverability of deferred tax assets;
- the valuation of the assets acquired and liabilities taken on at their fair value as part of the business combination.

The description of the accounting policies applied to balance sheet captions provides more detailed information on the assumptions and subjective assessments used in preparing the interim condensed consolidated financial statements.

# Comparability of interim condensed consolidated financial statements

In accordance with IAS 34, the condensed interim consolidated financial statements have to include the financial statements at the reference date and the comparative financial statements for the following periods:

- the balance sheet at the end of the previous year;
- the income statement, statement of comprehensive income, statement of changes in shareholders'
   equity, cash flow statement for the corresponding period of the previous year.

As regards the effects of first-time adoption of IFRS 9, the Banco Desio Group has decided to take the option provided for in paragraph 7.2.15 of IFRS 9 and paragraphs E1 and E2 of IFRS 1 First-time Adoption of International Financial Reporting Standards, according to which mandatory restatement of the comparative figures in the first financial statements after FTA is not envisaged, without prejudice to retrospective application of the new measurement and presentation rules required by the new standard. Without changing the figures, we have prepared reconciliations to show how the comparative figures reconcile back to how they were shown in the financial statements at 31 December 2017 as part of the

new formats envisaged by the 5th update of Circular no. 262 of the Bank of Italy, in force since 1 January 2018. These involved in particular:

- the previous items for Loans to customers, Due from banks and Financial assets held to maturity have all been transferred to Financial assets measured at amortised cost;
- the securities previous shown under Financial assets available for sale have all been reclassified to Financial assets measured at fair value through other comprehensive income, while the securities previously shown under Financial assets held to maturity have been allocated to Financial assets valued at amortised cost (regardless of the choice made for their subsequent allocation, with effect from 1 January 2018, to the business models defined by the Banco Desio Group in application of IFRS 9);
- the previous items for Due to banks, Due to customers and Debt securities in issue have all been allocated to Financial liabilities valued at amortised cost;
- the previous item Impairment adjustments to other financial transactions has been allocated entirely to Net provisions for risks and charges - commitments and guarantees given.

Lastly, it should be noted that, pursuant to IFRS 5, *Assets held for sale* include loans classified as doubtful, so that during the month of July 2018, the steps taken to sell them were completed, resulting in their derecognition (mainly the portfolio involved in the securitisation with the Italian State guarantee on the securitisation of doubtful loans on the senior securities pursuant to Decree Law No. 18/2016, known as "GACS").

## Domestic tax group election

The Italian companies of the Banco Desio Group (except for Desio OBG S.r.I., given its status as a SPV) adopted the so-called "domestic tax group", for years 2018-2020, governed by arts. 117-129 of the Consolidated Income Tax Law, which was introduced into tax legislation by Legislative Decree no. 344/2003. This law provides an optional system, under which the total income or tax loss of each subsidiary in the tax consolidation - together with withholdings, deductions and tax credits - are transferred to the parent company, which then calculates a single taxable income or tax loss to be carried forward (as resulting from the sum of its own taxable income or tax losses and those of the participating subsidiaries) and, consequently, a single tax liability or tax credit.

#### Audit

These interim condensed consolidated financial statements have been subjected to a limited audit by Deloitte & Touche S.p.A., pursuant to the resolution of the Shareholders' Meeting of 16 April 2012.

# MAIN CAPTIONS IN THE FINANCIAL STATEMENTS

The accounting policies explained below, which were used in preparing the condensed interim consolidated financial statements, comply with the IAS/IFRS in force on the reference date, and have been applied on a going-concern basis.

For the purchase and sale of standard financial assets, i.e. contracts for which delivery is made in a period established by regulations or market conventions, reference is made to the settlement date.

# Financial assets designated at fair value through profit or loss (FVTPL)

#### Classification

Financial assets other than those allocated to Financial assets measured at fair value through other comprehensive income and Financial assets measured at amortised cost are classified in this category. This caption includes, in particular:

- financial assets held for trading, essentially represented by debt and equity securities and the positive value of derivative contracts held for trading purposes;
- financial assets mandatorily at fair value, represented by financial assets that do not meet the requirements for valuation at amortised cost or at fair value through other comprehensive income. These are financial assets whose contractual terms do not provide exclusively for repayments of principal and payments of interest on the principal to be repaid (i.e. failed to pass the SPPI test) or that are not held as part of a business model whose objective is to hold the assets with a view to collecting the contractual cash flows (Hold To Collect or "HTC") or whose objective is achieved both through the collection of contractual cash flows and through the sale of financial assets (Hold To Collect and Sell or "HTCS");
- the financial assets designated at fair value, i.e. the financial assets defined as such at the time of initial recognition when the right conditions exist. In these circumstances, an entity can irrevocably designate a financial asset as being measured at fair value through profit or loss, but only if doing so eliminates or significantly reduces an inconsistency in measurement.

In particular, the following are recognised in this item:

- debt securities and loans that are not attributable to the "HTC" or "HTCS" business models (which are therefore included in the "Other/Trading" business model) or which do not pass the SPPI test;
- capital instruments that do not qualify as control, association and joint control instruments held for trading purposes or which were not designated at fair value through other comprehensive income (under the FVOCI option) at the time of initial recognition;
- mutual funds

The item also includes derivative contracts, recognised as financial assets held for trading, which are presented as assets if the fair value is positive and as liabilities if the fair value is negative. It is only possible to offset the positive and negative current values deriving from transactions in place with the same counterparty if there is a legal right to compensate the amounts recognised in the accounts and the intention is to proceed with settlement of the positions being offset on a net basis.

According to the general rules established by IFRS 9 on the reclassification of financial assets (with the exception of equities for which no reclassification is allowed), reclassifications to other categories of financial assets are not permitted unless the entity changes its business model for managing financial assets. In such cases, which are expected to be highly infrequent, financial assets may be reclassified from

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the category measured at fair value through profit or loss to one of the other two categories envisaged by IFRS 9 (Financial assets measured at amortised cost or Financial assets measured at fair value through other comprehensive income). The transfer value is represented by the fair value at the time of the reclassification and its effects apply prospectively starting from the date of reclassification. In this case, the effective interest rate of the reclassified financial asset is recalculated based on its fair value at the reclassification date and this date is considered the initial recognition date for allocation to the various stages of credit risk (stage assignment) for impairment purposes.

## Recognition

The initial recognition of financial assets takes place at the settlement date for debt securities and equities and at the execution date for derivatives.

On initial recognition, financial assets measured at fair value through profit or loss are recorded at fair value, which corresponds to the amount paid, without considering transaction costs or income directly attributable to the instrument, which are recorded in the income statement.

#### Measurement

After initial recognition, financial assets designated at fair value through profit or loss continue to be measured at fair value. The effects of applying this method of valuation are charged to the income statement.

Market prices are used to determine the fair value of financial instruments quoted on an active market. In the absence of an active market, we use generally accepted valuation methods and models, which take into account all risk factors related to the instruments and which are based on data that can be found on the market. For equities not listed on an active market, cost is used as an estimate of the fair value only on a residual basis and limited to a few circumstances, i.e. in the case of non-applicability of the valuation methods, or in the presence of a wide range of possible estimates of fair value, in which cost is the most meaningful estimate.

#### Derecognition

Financial assets are only derecognised from the financial statements if the sale involves the substantial transfer of all risks and benefits associated with the assets. If, on the other hand, a significant portion of the risks and benefits of the assets sold has been retained, they continue to be recorded in the financial statements, even though ownership of the assets has effectively been transferred.

In the event that it cannot be demonstrated that substantially all of the risks and benefits have been transferred, the financial assets are derecognised if no form of control over them has been retained. By contrast, total or partial retention of such control means that the assets are reported in the balance sheet to the extent of the residual involvement, as measured by the exposure to changes in the value of the assets sold and changes in their cash flows.

Lastly, financial assets sold are derecognised if the contractual rights to collect the cash flows are retained, with a parallel commitment to pay over all such flows, and only them, to third parties without delay.

#### Financial assets designated at fair value through other comprehensive income (FVOCI)

#### Classification

Financial assets that meet both the following conditions are included in this category:

 the financial asset is held according to a business model the objective of which is achieved by collecting the cash flows provided for by contract and by selling it (HTCS) and  the contractual terms of the financial asset provide, at certain dates, for financial flows represented solely by payments of capital and interest on the amount of the principal to be repaid (i.e. passing the SPPI test).

Equity instruments, not held for trading purposes, are also included in this item, so that at the time of initial recognition, the option for designation at fair value through other comprehensive income (FVOCI option) was exercised.

In particular, the following are recognised in this item:

- debt securities that are attributable to an HTCS business model and have passed the SPPI test;
- equity interests, which cannot be qualified in terms of control, association and joint control, which are not held for trading purposes, for which the option has been exercised for the designation at fair value through other comprehensive income ("FVOCI option").

According to the general rules established by IFRS 9 on the reclassification of financial assets (with the exception of equities for which no reclassification is allowed), reclassifications to other categories of financial assets are not permitted unless the entity changes its business model for managing financial assets. In such cases, which are expected to be highly infrequent, financial assets may be reclassified from the category measured at fair value through other comprehensive income to one of the other two categories envisaged by IFRS 9 (Financial assets measured at amortised cost or Financial assets measured at fair value through profit or loss). The transfer value is represented by the fair value at the time of the reclassification and its effects apply prospectively starting from the date of reclassification. In the case of reclassification from the category in question to that of amortised cost, the cumulative gain (loss) recorded in the valuation reserve is adjusted to reflect the fair value of the financial asset at the date of the reclassification. On the other hand, in the case of reclassification to the category of fair value through profit or loss, the cumulative gain (loss) previously recorded in the valuation reserve is reclassified from equity to profit (loss) for the year.

# Recognition

Initial recognition of financial assets is on the settlement date for debt securities and equities.

At the time of initial recognition, the assets are accounted for at fair value through profit or loss, including transaction costs or income directly attributable to the instrument.

# Measurement

After initial recognition, assets classified at fair value through other comprehensive income, other than equity securities, are measured at fair value with recognition to profit or loss of the effects of applying amortised cost, the effects of impairment and any foreign exchange effect, while any other gains or losses deriving from a change in fair value are recognised in a specific equity reserve until the financial asset is derecognised. At the time of the total or partial disposal, the gain or loss accumulated in the valuation reserve is reversed, in whole or in part, to the income statement.

Capital instruments for which the choice has been made for classification in this category are valued at fair value and the amounts recognised in a specific equity reserve must not subsequently be transferred to the income statement, even in the event of sale. The only component referable to the equity instruments in question that is recognised in the income statement is the related dividends.

The fair value is determined on the basis of the criteria already illustrated for financial assets measured at fair value through profit or loss.

Financial assets valued at fair value through other comprehensive income are subject to verification to see if there has been a significant increase in credit risk (i.e. impairment) as required by IFRS 9, in the same

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way as assets at amortised cost, with consequent recognition in the income statement of an adjustment to cover expected losses. More specifically, on instruments classified in stage 1 (i.e. financial assets at the time of origination, if not impaired, and instruments for which there has not been a significant increase in credit risk with respect to the initial recognition date), an expected loss at one year is accounted for at each reporting date. On the other hand, for instruments classified in stage 2 (performing loans for which there has been a significant increase in credit risk compared with the initial recognition date) and stage 3 (non-performing exposures), an expected loss is recorded for the entire residual life of the financial instrument. Equities are not subject to the impairment process.

## Derecognition

Financial assets are derecognised on the basis of the criteria already explained for financial assets valued at fair value through profit or loss.

#### Financial assets measured at amortised cost

#### Classification

This category includes financial assets (in particular loans and debt securities) that meet both the following conditions:

- the financial asset is held according to a business model the objective of which is achieved by collecting the cash flows provided for in the contract (HTC), and
- the contractual terms of the financial asset provide, at certain dates, for financial flows represented solely by payments of capital and interest on the amount of the principal to be repaid (i.e. passing the SPPI test).

In particular, the following are recognised in this item:

- loans to banks in the various technical forms that meet the requirements of the previous paragraph;
- customer loans in the various technical forms that meet the requirements of the previous paragraph;
- debt securities that meet the requirements of the previous paragraph.

According to the general rules established by IFRS 9 on the reclassification of financial assets, reclassifications to other categories of financial assets are not permitted unless the entity changes its business model for the management of financial assets. In such cases, which are expected to be highly infrequent, financial assets may be reclassified from the category measured at amortised cost to one of the other two categories envisaged by IFRS 9 (Financial assets measured at fair value through other comprehensive income or Financial assets measured at fair value through profit or loss). The transfer value is represented by the fair value at the time of the reclassification and its effects apply prospectively starting from the date of reclassification. Gains or losses resulting from the difference between the amortised cost of the financial asset and the related fair value are recognised in the income statement in the case of reclassification between financial assets valued at fair value through profit or loss and to equity, in the relevant valuation reserve, in the case of reclassification between financial assets valued at fair value through other comprehensive income.

#### Recognition

Initial recognition of a financial asset takes place on the settlement date for debt securities and on the date of disbursement for loans. On initial recognition, assets are recorded at fair value, including transaction costs or income directly attributable to the instrument.

In particular, as far as loans are concerned, the disbursement date normally coincides with the date of signing the contract. If they do not coincide, a commitment is made at the time of signing the contract to provide funds and the commitment ends on the date the loan is disbursed. The credit is recognised on the basis of its fair value, equal to the amount disbursed, or at the subscription price, including the costs/income directly attributable to the individual loan and determinable from the origin of the transaction, even if settled afterwards.

Even if costs have these characteristics, they are excluded if they are to be reimbursed by the borrower or can be classified as normal internal administrative costs.

#### Measurement

After initial recognition, the financial assets under review are measured at amortised cost, using the effective interest rate method: the asset is recognised for an amount equal to the initial recognition value less any principal repayments, plus or minus the cumulative amortisation (calculated using the effective interest rate method) of the difference between this initial amount and the amount at maturity (typically attributable to costs/income charged directly to the individual asset) and therefore net of any adjustments.

The effective interest rate is determined by calculating the rate that equals the present value of future flows of the asset, for both principal and interest, to the amount disbursed including the costs/income related to the asset. By using financial logic, this accounting method makes it possible to distribute the economic effect of the costs/income directly attributable to the financial asset over its expected residual life.

The amortised cost method is not used for assets (valued at historical cost), the short duration of which makes the effect of discounting more or less negligible, for those without a defined maturity and for loans that are revocable.

The measurement criteria are closely linked to the inclusion of the instruments in question in one of the three stages of credit risk foreseen in IFRS 9, the last of which (stage 3) includes the non-performing financial assets, while the others (stages 1 and 2) contain the performing assets.

As regards the accounting representation of these measurement effects, adjustments to this type of asset are recognised in the income statement:

- upon initial registration, for an amount equal to the expected loss at twelve months;
- at the time of subsequent measurement of the asset, where the credit risk has not increased significantly compared with the initial recognition, in relation to changes in the amount of adjustments for expected losses in the following twelve months;
- at the time of subsequent measurement of the asset, where the credit risk has increased significantly compared with the initial recognition, in relation to the recognition of adjustments for expected losses referable to the asset's contractual lifetime;
- at the time of the subsequent measurement of the asset, where the "significance" of this increase has
  ceased, in relation to the adjustment of the cumulative adjustments to take account of the switch
  from an expected loss over the lifetime of the instrument to one at twelve months.

The financial assets in question, where they are performing, are subject to an assessment, aimed at defining the adjustments to be recorded in the financial statements, at the level of individual loan (or "tranche"), depending on the risk parameters represented by probability of default (PD), loss given default (LGD) and exposure at default (EAD), derived from the internal rating models in use (Credit Rating System) appropriately adjusted to take into account the provisions of IFRS 9.

If, in addition to a significant increase in credit risk, there is also objective evidence of impairment, the amount of the loss in value is measured as the difference between the carrying amount of the asset (classified as "non-performing", like all other relationships with the same counterparty) and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the loss, to be recorded in the income statement, is defined on the basis of an analytical evaluation process or determined by homogeneous categories and, therefore, analytically attributed to each position, taking into account forward-looking information with the inclusion of possible alternative recovery scenarios ("disposal scenario").

Non-performing assets include instruments classified as doubtful, unlikely to pay or past due by more than ninety days in accordance with the rules of the Bank of Italy, consistent with IAS/IFRS and European supervisory standards.

The expected cash flows take into account the expected recovery times and the presumable realisable value of any guarantees.

The original effective rate of each asset remains unchanged over time, even if a restructuring of the relationship has taken place and this has led to a change in the contractual rate, even if the relationship becomes, in practice, a non-interest bearing contract.

If the reasons for making the impairment adjustment cease to apply due to an event occurring after recognition of an impairment, the related value is restored and the amount of the write-back is recognised in the income statement. The write-back may not exceed the amortised cost that the financial instrument would have had if no adjustments had been made previously.

Write-backs associated with the passage of time are posted to net interest income.

Receivables for interest on arrears accrued on non-performing assets are only recorded once they have been collected.

#### Derecognition

Financial assets are derecognised on the basis of the criteria already explained for financial assets valued at fair value through profit or loss.

Recognition of items affecting the income statement

Valuation at amortised cost generates in the income statement a deferral of the transaction costs and ancillary revenues over the life of the financial asset, rather than impacting the income statement on initial recognition.

The interest that accrues over time as an effect of discounting non-performing loans is recognised in the income statement in the caption interest income.

The effects of analytical and general assessments are recognised in the income statement.

The original value of the loan is reinstated when the reasons for the write-down cease to apply, recognising the effects in the income statement.

In the case of loans acquired through business combinations, any higher value recorded in the consolidated financial statements on initial recognition is released through the income statement over the life of the loan, based on the repayment plan, or in full in the year that the loan is repaid.

Loans subject to fair value hedges, are measured at fair value and changes in value are recognised in the income statement under "net hedging gains (losses)", in the same way as the changes in fair value of the hedging instrument.

## **Hedging transactions**

The Banco Desio Group takes advantage of the possibility, envisaged at the time of the introduction of IFRS 9, to continue to fully apply the provisions of accounting standard IAS 39 on the subject of "hedge accounting" (in the carved out version approved by the European Commission) for each type of coverage (both for specific hedges and for macro hedges).

#### Classification

Hedging transactions are intended to offset certain risks of potential loss on financial assets or liabilities through specific financial instruments, the use of which is intended to cushion the effects on the income statement of the securities being hedged.

The type of hedge used may be:

- Fair Value Hedges (microhedging of fair value): the objective is to hedge the risk of changes in the fair value of the hedged instrument (assets, liabilities or irrevocable commitment not recognised subject to changes in fair value attributable to a particular risk that may affect the income statement, including exchange rate risk);
- Cash-Flow Hedges: the objective is to hedge the change in cash flows attributable to specific risks of
  the instrument (assets, liabilities or highly probable scheduled transaction exposed to changes in cash
  flows attributable to a particular risk that may affect the income statement).

#### Recognition

Upon initial recognition, derivatives are measured at fair value, including hedging instruments.

The recognition of hedging transactions assumes:

- the involvement of counterparties outside the Banco Desio Group;
- a specific designation and identification of financial hedging and hedged instruments used for the transaction;
- definition of the risk management objectives being pursued, specifying the nature of the risk being hedged;
- passing the effectiveness test at the beginning of the hedging relationship and prospectively, with specific measurement procedures and frequency;
- preparation of formal documentation of the hedging relationship.

## Measurement

A hedging transaction is defined as effective if the changes in fair value (or future cash flows) of the hedging instrument offset the changes in the financial instrument being hedged within the 80%-125% limits laid down in IAS 39.

Effectiveness tests are performed at each annual or interim balance sheet date, both in retrospective terms, to measure the actual results, and in prospective terms, to demonstrate the expected efficacy for future periods.

If the tests do not confirm the effectiveness of the hedge and, depending on corporate policy, hedge accounting is interrupted from that moment, the hedging derivative is reclassified under trading instruments and the hedged instrument reacquires the method of valuation corresponding to its classification in the financial statements.

Recognition of items affecting the income statement - Fair value hedges

The contra-entries to changes in the fair value of hedging derivatives and of the financial instruments being hedged (to the extent attributable to the hedged risk) are recorded in the income statement. This provision applies even when the hedged item is measured at cost.

Such offsetting is booked through the recognition in the income statement under item 90 "Net hedging gains (losses)" of changes in the value of both the hedged element (as regards the changes produced by the underlying risk factor) and the hedging instrument. Any difference determines the consequent net economic effect.

Recognition of items affecting the income statement - Cash-Flow Hedges

The gain or loss on the hedging instrument has be treated as follows:

- the share of the gain or loss defined as effective is recorded in equity as a contra-entry to the valuation reserves;
- the ineffective portion of the hedge is booked to the income statement.

In particular, equity has to include the lower of the total gain or loss on the hedging instrument from the start of it and the overall change in fair value (present value of expected cash flows) on the hedged element from the beginning of the hedge. Any remaining gain or loss on the hedging instrument or the ineffective portion is recognised in the income statement.

#### Derecognition

The recognition of hedging transactions is interrupted when it no longer meets the criteria of effectiveness, when they are revoked, when the hedging instrument or the hedged instrument expire, or when they are cancelled or sold.

If the instrument being hedged is subject to valuation at amortised cost, the difference between the fair value determined at the date of "discontinuing" (interruption of the hedging relationship) and the amortised cost is spread over its residual life.

# **Equity investments**

## Classification

Equity investments are classified as investments in associates, or as investments in companies subject to joint control. The other minority holdings follow the treatment envisaged by IFRS 9, they are classified as Financial assets valued at fair value through profit or loss (FVTPL) or Financial assets valued at fair value through other comprehensive income (FVOCI).

The companies in which the Banco Desio Group holds at least 20% of the voting rights (including "potential" voting rights) or in which, despite having a lower share of rights, it has the power to participate in the determination of the financial and management policies of the investee by virtue of particular legal links such as participation in syndicated agreements, are considered companies subject to significant influence (i.e. associates).

Joint ventures are those companies, for which, on a contractual basis, Banco Desio Group and one or more other parties share control, or for which decisions their key activities require unanimous consent of all the parties that share control.

## Recognition

Equity investments are recognised on the settlement date. Initial recognition is at cost, including directly attributable ancillary costs. Investments in foreign currency are translated into euro at the exchange rate

ruling on the settlement date.

#### Measurement

At each balance sheet date, tests are carried out to see if there is objective evidence that the investment has suffered an impairment loss.

Impairment occurs when the carrying amount of the asset exceeds its recoverable value, this being the greater of the net selling price (i.e. the amount obtainable from the sale of the asset in a hypothetical transaction between independent parties, net of disposal costs) and its value in use (i.e. the present value of the cash flows expected to be derived from continuing use and disposal of the asset at the end of its useful life).

On completion of impairment testing, in accordance with internal policy, stress tests are also performed on certain key parameters used in the valuation model in order to reduce the recoverable amount to the carrying amount.

As required by IAS 36, impairment testing is performed annually; moreover, at each interim reporting date, steps are taken to verify whether conditions exist that would require impairment tests to be repeated: in particular, monitoring is performed of qualitative and quantitative indicators of presumed impairment of an investment (trigger event).

Any impairment write-down is charged to the income statement.

If the reasons for making the impairment adjustment cease to apply due to an event occurring after recognition of an impairment, the related asset is written back and the amount of the write-back is recognised in the income statement.

## Derecognition

Equity investments are derecognised when the contractual rights on cash flows from financial assets expire or when they are sold, substantially transferring all the risks and benefits of ownership.

Recognition of items affecting the income statement

Dividends are recognised when the right to collect them is established. Gains/losses on disposal are determined based on the difference between the carrying amount of the investment measured at weighted average cost and the purchase price, net of directly attributable transaction costs.

## Property, plant and equipment

## Classification

Property, plant and equipment include land, buildings, equipment, furniture and fittings and other office equipment. These consist of tangible fixed assets held for use in the provision of services (used for business purposes) and for rental to third parties (investment property) and for which it is deemed that they will be used for more than one financial year.

# Recognition

Property, plant and equipment are initially recorded at purchase price, including all attributable costs of purchasing and bringing the asset to working condition.

On first-time adoption of IAS/IFRS, we made use of the exemption provided by art. 16 of IFRS 1, opting to assess property at fair value as the deemed cost at 1 January 2004. After that date, buildings have been valued at cost.

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Extraordinary maintenance costs are attributed to the assets to which they relate. Routine maintenance costs are charged directly to the income statement.

In application of IAS 17, financial leases are recognised in the financial statements in accordance with the financial method. Assets leased to others are therefore shown under receivables. Conversely, assets held under finance lease contracts are included in this caption, even though the lessor retains legal title.

#### Measurement

Property, plant and equipment are shown at purchase cost, including ancillary expenses, less accumulated depreciation and any impairment losses.

Property, plant and equipment are systematically depreciated, on a straight-line basis at rates that reflect the residual useful life of the asset in question. Exceptions are made for land and works of art, which are not subject to depreciation because of the uncertainty of their useful life, and in view of the fact that normally their value is unlikely to fall over time. Extraordinary maintenance costs are capitalised and depreciated over the residual useful life of the assets to which they relate.

Impairment tests are performed on an annual basis. If it is ascertained that the carrying amount of an asset is higher than its recoverable value, the carrying amount is adjusted as appropriate in the income statement.

If the reasons for recognising an impairment loss cease to apply, the asset is written back but without exceeding the carrying amount that the asset would have had (net of depreciation) if no impairment losses had been recognised in prior years.

#### Derecognition

Property, plant and equipment are derecognised on disposal.

Recognition of items affecting the income statement

Depreciation, amortisation and impairment losses, if any, are recognised in the income statement as net adjustments to property, plant and equipment.

## Intangible assets

#### Classification

Intangible assets include goodwill, compensation for abandonment of leasehold premises and software purchase costs. Leasehold improvements are booked to Other assets.

#### Recognition

Goodwill is the positive difference between the purchase cost and the fair value of assets and liabilities acquired in business combinations. It is booked to intangible assets when it is actually representative of future economic benefits generated by the assets acquired.

Other intangible assets are stated at cost and are only recognised if they meet the requirements of independent identifiability and separation from goodwill, probable realisation of future economic benefits and reliable measurability of cost.

# Measurement

Intangible assets are recognised in the balance sheet at purchase cost, including ancillary charges, less the amount of accumulated amortisation and impairment losses, if any.

Amortisation is calculated on a straight-line basis at rates that reflect the residual useful life of the asset in

question.

Goodwill is not amortised as it is considered to have an indefinite useful life; instead, it is subjected annually to an impairment test. The cash-generating unit to which the goodwill was allocated is identified for this purpose. Within the Banco Desio Group, the cash-generating units (CGU) correspond to the legal entities.

The amount of any impairment loss is determined as the amount by which the goodwill's carrying value exceeds its recoverable amount. The recoverable amount is the higher of the cash-generating unit's fair value, net of any selling costs, or its related value in use.

Any impairment write-down is charged to the income statement, with no possibility of a subsequent write-back.

Compensation for abandonment of leasehold premises is amortised at rates based on the duration of the lease contract (renewal included).

# Derecognition

Intangible assets are derecognised on disposal or when no future economic benefits are expected from them.

Recognition of items affecting the income statement

Amortisation and impairment losses, if any, are recognised in the income statement as net adjustments to intangible assets.

Adjustments to leasehold improvements are recognised in the income statement under other operating charges.

#### Non-current assets/liabilities and disposal groups held for sale

#### Recognition

Non-current assets and disposal groups held for sale are measured at the time of initial recognition at the lower of book value and fair value less costs to sell.

#### Classification

These captions include non-current assets and groups of assets held for sale, when the book value will be recovered principally through a sale transaction that is considered highly probable, rather than through continued use.

In accordance with IFRS 5, so-called "discontinued operations" (i.e. assets sold or held for sale) are also recognised, if they:

- represent a significant line of business or geographical area of operations;
- form part of a single coordinated plan to dispose of a significant separate line of business or geographical area of operations;
- involve a subsidiary acquired solely with a view to reselling it.

Measurement and recognition of items affecting the income statement

Subsequent to initial recognition, non-current assets and disposal groups held for sale are valued at the lower of book value and fair value less costs to sell. The related income and expenses (net of taxes) are presented in the income statement under a separate item called "Profit (loss) after tax on non-current assets held for sale" when they relate to discontinued operations.

## Derecognition

Non-current assets and groups of assets held for sale are eliminated from the balance sheet on disposal.

#### Current and deferred taxation

Income taxes for the year are calculated by estimating the amount of tax due on an accrual basis, in a manner consistent with the recognition in the financial statements of the costs and revenue that generated the taxation in question. In addition to current taxes, calculated according to current tax rules, deferred taxation, arising as a result of timing differences between the amounts recorded in the financial statements and the corresponding tax bases, is also recognised. Taxes therefore reflect the balance of current and deferred taxation on income for the period.

Deferred tax assets are recognised when their recovery is probable, i.e. when it is expected that there will be sufficient future taxable income to recoup the asset. They are shown in the balance sheet under caption *Deferred Tax Assets*.

Conversely, deferred tax liabilities are shown on the liabilities side of the balance sheet under caption Deferred Tax Liabilities.

In the same way, current taxes not yet paid at the balance sheet date are shown under *Current Tax Liabilities*. In the event of the payment of advances that exceed the final amount due, the amount recoverable is shown under *Current Tax Assets*.

If deferred tax assets and liabilities relate to transactions that were recognised directly in equity without passing through the income statement, these are recorded with a contra-entry to the appropriate equity reserve (e.g. valuation reserve).

#### **Provision for termination indemnities**

#### Measurement

The provision for termination indemnities is recorded in the financial statements using actuarial techniques.

The evaluation is carried out by independent external actuaries according to the accrued benefit method, using the Projected Unit Credit Method. This amount represents the present value, calculated from a demographic/financial point of view, of benefits payable to employees (termination indemnities) for the period of service already accrued, which is obtained by re-proportioning the total present value of the obligation to the period of service already rendered at the valuation date, taking into account the likelihood of resignations and requests for advances.

To determine the discount rate, reference is made to an index which represents the yield on a basket of high quality corporate bonds in the same currency used for payment of the benefits due to employees. In line with prevalent practice, an "AA" class index was selected.

Recognition of items affecting the income statement

The provision for termination indemnities arising from the actuarial valuation, as allowed by IAS 19, is recorded as a contra-entry to the valuation reserves for the component of actuarial gains (losses) and in the income statement under provisions for other components such as accrued interest due to the passage of time (discounting).

## Provisions for risks and charges

#### Provisions for risks and charges - commitments and guarantees given

The sub-item of provisions for risks and charges in question includes the credit risk provisions to cover commitments to disburse funds and guarantees issued that fall within the scope of application of the impairment rules under IFRS 9. In these cases, in principle, we adopt the same methods of allocation between the three stages of credit risk and the same methods of calculation of expected loss with reference to financial assets measured at amortised cost or at fair value through other comprehensive income.

## Other provisions for risks and charges

Provisions for risks and charges include provisions made to cover ongoing obligations that are related to work relationship or disputes, also tax disputes, that are the result of past events, for the settlement of which it is probable that there will be an outflow of resources that can be reliably estimated.

Provisions represent the best estimate of the future cash flows needed to settle the obligation at the balance sheet date. In cases where the effect of time is a significant factor, the amounts provided are discounted, taking into account when the obligation is likely to fall due. The discount rate reflects the current value of money, taking into consideration the risks specific to the liability.

The evaluation of long-service bonuses to employees is made by independent external actuaries and follows the same logic as described above for calculating the provision for termination indemnities. Actuarial gains and losses are recognised immediately in the income statement.

Recognition of items affecting the income statement

Provisions are charged to the income statement.

The effects arising from the passage of time for the discounting of future cash flows are recorded in the income statement under provisions.

## Financial liabilities measured at amortised cost

#### Classification

Due to banks, Due to customers and Debt securities in issue include the various forms of interbank and customer funding, repurchase agreements with the obligation to repurchase in the future and deposits made through certificates of deposit, bonds and other instruments collection fund, net of any repurchased amounts.

## Recognition

Recognition of these financial liabilities takes place on the date of the contract, which normally coincides with the receipt of the amounts collected or on issue of the debt securities. The first recognition is at fair value of the liability, usually equal to the amount received, or at the issue price, adjusted for any costs or income directly attributable to the individual operation or issue.

#### Measurement

Subsequent to initial recognition, financial liabilities are measured at amortised cost using the effective interest rate method. Exceptions to this are short-term liabilities, for which the time factor is negligible, which remain recorded for the amount collected.

## Derecognition

Financial liabilities are derecognised on expiration or termination. The repurchase of previously issued bonds results in their derecognition; the difference between the carrying amount of the liability and the amount paid for its repurchase is recognised in the income statement.

The re-placement of own securities previously repurchased is considered as a new issue measured at the new sale value.

# Financial liabilities held for trading

Recognition and classification

The financial instruments included in this caption are recognised on the subscription date or on the date of issue at an amount equal to the fair value of the instrument, without considering transaction costs or income directly attributable to the instrument concerned.

This caption includes, in particular, trading derivatives with a negative fair value.

Measurement and recognition of items affecting the income statement

Financial liabilities held for trading are measured at fair value, booking the effects to the income statement.

#### Derecognition

Financial liabilities held for trading are derecognised when the contractual rights to the related cash flows expire or when the financial liability is sold with the substantial transfer of all the risks and benefits that derive from owning it.

#### **Currency transactions**

## Recognition

Foreign currency transactions are recorded at the time of initial recognition, in the bank's functional currency, by applying to the exchange rate in force on the date of the transaction.

#### Measurement

At each annual or interim balance sheet date, items in foreign currency are valued as follows:

- monetary amounts are converted at the exchange rate ruling at the balance sheet date;
- non-monetary amounts are converted at the exchange rate ruling at the transaction date;
- non-monetary items measured at fair value are converted at the exchange rate ruling at the balance sheet date;

Recognition of items affecting the income statement

Exchange differences arising on settlement of monetary amounts or on the conversion of monetary items at rates other than those of initial conversion, or conversion of the previous financial statements, are recorded in the income statement in the period in which they arise.

When a profit or loss relating to a non-monetary element is recognised in equity, the exchange difference relating to this element is also recognised in equity. On the other hand, when a profit or loss is recognised in the income statement, the related exchange difference is also recorded in the income statement.

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#### Other information

#### Valuation reserves

This caption includes valuation reserves of *Financial assets designated at fair value through other comprehensive income (FVOCI)*, derivative contracts to hedge cash flows, valuation reserves created under special laws in past years and reserves for the actuarial valuation of employee benefits under IAS 19. They also include the effects of the application of fair value as the deemed cost of property, plant and equipment upon first-time adoption of IAS/IFRS.

## Recognition of revenues and costs

Revenues are recognised:

- at a specific moment when the entity fulfils the obligation to transfer the promised asset or service to the customer, or
- over time, as the entity fulfils its obligation to transfer the promised asset or service to the customer.

The asset is transferred when, or during the period in which, the customer acquires control. In particular:

- interest expense is recognised on a pro-rata basis at the contractual interest rate or, in the case of application of amortised cost, at the effective interest rate. Interest income (expense) also includes positive (negative) differentials or margins on financial derivatives accrued at the date of the financial statements:
  - a) hedging assets and liabilities that generate interest;
  - b) classified in the balance sheet in the trading book, but operationally linked to assets and/or liabilities measured at fair value (fair value option);
  - c) operationally linked to assets and liabilities classified as held for trading and providing for the settlement of differentials or margins on several maturities.

Note that interest income (or interest expense) in the consolidated financial statements also includes amortisation for the year of the fair value differences measured with reference to business combinations, due to the greater or lesser profitability accorded to assets classified as receivables and liabilities classified as payables and debt securities in issue. However, in the event of termination of these loans (acquired as the result of a business combination), any higher book value recorded in the financial statements on initial recognition gets fully released through profit and loss in the year that the loan is repaid (Caption *Net value adjustments/write-backs for credit risk relating to financial assets measured at amortised cost*);

- default interest, which may be provided by contract, is recognised in the income statement only when actually collected;
- dividends are recognised in the income statement when distribution has been approved;
- commission income from services is recognised based on contractual agreements during the period in which the services are rendered. The fees and commissions considered in amortised cost for the purpose of determining the effective interest rate are booked as interest;
- revenues from trading in financial instruments, determined by the difference between the transaction price and the fair value of the instrument, are booked to the income statement on recognition of the transaction, if the fair value can be determined with reference to parameters or recent transactions observable in the same market in which the instrument is traded (Level 1 and Level 2 of the fair value hierarchy). If these values cannot easily be determined or have a reduced level of liquidity (Level 3), the financial instrument is recognised for an amount equal to the transaction price, net of the trading

margin; the difference with respect to the fair value is booked to the income statement over the duration of the transaction through a progressive reduction in the valuation model of the corrective factor linked to the reduced liquidity of the instrument;

- gains/losses from trading in financial instruments are recognised in the income statement on completion of the sale, based on the difference between the consideration paid or received and the carrying amount of the instruments;
- revenues from the sale of non-financial assets are recognised on completion of the sale, that is when the obligation towards the customer has been concluded.

Costs are recognised in the income statement according to the accruals principle; the costs related to obtaining and fulfilling contracts with customers are recognised in the income statement in the periods in which the related revenues are recorded. If costs and revenues can be associated in a generic and indirect way, costs are allocated systematically to several periods with rational procedures. Costs that cannot be associated with income are booked immediately to the income statement.

Note that the contributions to the Single Resolution Mechanism (SRM) and the Deposit Guarantee Scheme (DGS) are recognised in the income statement under caption "180 b) Other administrative costs", taking into account the recommendations of IFRIC 21 and the Bank of Italy communication of 19 January 2016. In particular, the contribution (DGS) is accounted for when the "obligating event" takes place, based on the provisions of the new Articles of Association of the Interbank Deposit Protection Fund, under which the Fund builds up financial resources until the target level is reached through the ordinary contributions of the banks that are members at 30 September of each year.

#### Finance leases

Assets leased to others under finance leases are shown as receivables, for an amount equal to the net investment of the lease. The recognition of financial income reflects a constant periodic rate of return.

## Securitisations

Exposures to the securitisation (in the form of junior securities or deferred purchase price) are allocated to Financial assets measured at fair value through profit or loss. However, if the relationship between the originator and the special purpose vehicle (or the separate assets managed by it) comes within the definition of control<sup>1</sup> introduced by IFRS 10, it is included in the Group's scope of consolidation.

According to the breakdown by type, financial assets measured at amortised cost also include loans and receivables include loans subject to securitisations subsequent to 1 January 2004, which do not have the requisites under IAS 9 for elimination from the financial statements, or transactions with which loans are assigned to the special purpose vehicle and in which, even if there is formal transfer of legal title to the loans, control over the cash flows deriving from them and the substantial risks and benefits are maintained.

Against these loans and receivables, the consideration received for their sale, net of securities issued by the special purpose vehicle and repurchased by the originator, is allocated to Financial liabilities measured at amortised cost.

<sup>&</sup>lt;sup>1</sup> Under this definition, an investor controls an entity subject to investment when the investor has power over its key assets, is exposed to variable returns resulting from the relationship with the entity and has the ability to affect those returns by exercising power over it.

**INFORMATION ON FAIR VALUE** 

# **Qualitative information**

The accounting standard IFRS 13 "Fair Value Measurement" defines fair value as the price that would be received for the sale of an asset or that would be paid to transfer a liability in a regular transaction between market participants (exit price). The definition of fair value provided by IFRS 13 makes it clear that fair value measurements are market based and not entity specific.

This standard introduced disclosure requirements about fair value measurements and the inputs used for the measurement of assets and liabilities that are measured at fair value on a recurring or non-recurring basis after initial financial statement recognition, as well as about the effect on comprehensive income of fair value measurements of instruments using effective unobservable inputs.

When a price for the same asset or a liability cannot be found, the fair value is estimated by applying a valuation technique that maximises the use of relevant observable inputs and minimises the use of unobservable inputs.

As required by IFRS 13 and for the purpose of determining the fair value of OTC derivatives, counterparty risk needs to be considered.

The fair value hierarchy provides for 3 levels. The hierarchy gives the highest priority to (unadjusted) quoted prices in active markets for identical assets or liabilities (Level 1 inputs) and the lowest priority to unobservable inputs (Level 2 and 3 inputs). The fair value hierarchy prioritises the inputs to valuation techniques, not the valuation techniques used to measure fair value. A fair value measurement developed using a present value technique might be categorised within Level 2 or Level 3, depending on the inputs that are significant to the entire measurement and the level of the fair value hierarchy within which those inputs are categorised.

#### Fair value measurement with use of Level 1 inputs

The fair value falls within Level 1 if determined based on quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date. A price quoted in an active market provides the most reliable evidence of fair value and, when available, should be used without any adjustments.

An active market is a market in which transactions for an asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

The fundamental elements are the following:

- Identification of the *principal market* for the asset or liability or, in the absence of a principal market, the *most advantageous market* for the asset or liability;
- the ability of the entity to carry out a transaction in the asset or liability at the price of that market on the valuation date.

The principal market is the market with the greatest volume and level of activity for the asset or liability. In the absence thereof, the most advantageous market is the market that maximises the amount that would be received to sell the asset or minimises the amount that would be paid to transfer the liability.

#### Levels of fair value 2 and 3: valuation techniques and inputs used

The fair value of financial assets and liabilities is measured by using valuation techniques that take into account the characteristics of the financial instrument being measured.

For Level 2 of the fair value hierarchy, the fair value is determined by using a valuation price from an external information provider or a price calculated using internal valuation techniques that use directly or indirectly observable inputs for the asset or liability and include:

- prices quoted for similar assets or liabilities in active markets;
- prices quoted for identical or similar assets or liabilities in markets that are not active;
- inputs other than quoted prices that are observable for the asset or liability, for example:
  - o interest rates and yield curves observable at commonly quoted intervals;
  - o implied volatilities;
  - o credit spreads;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means ("market-corroborated inputs").

For Level 3 of the fair value hierarchy, unobservable inputs are used for the asset or liability. Use of these inputs, including those from internal sources, is allowed if there is no observable market information to help make estimates; they should reflect the assumptions that market participants would make in determining the price.

For Level 3 of the fair value hierarchy and with specific reference to OTC derivatives in foreign currencies, the input relating to credit spread for non-institutional customers is provided by an internal rating model which categorises each counterparty in risk classes with the same probability of insolvency.

Also worth noting is the application of the Credit Value Adjustment (CVA) model for OTC derivatives, in order to highlight the impact of the counterparty's credit quality, an intrinsic factor in the pricing of bonds, but not of derivatives. The method applied consists of determining the fair value by discounting the derivative's positive Mark to Market (MTM) over the residual life of the instrument using the weighted credit spread.

On the other hand, as regards OTC derivatives with a negative MTM, the model applied is the Debit Value Adjustment (DVA), with the aim of highlighting, for each legal entity of the Group, the impact of its own creditworthiness. The model applies the same formula of discounting the CVA to the negative value (MTM) of the derivative including the credit spread of each legal entity.

It should be noted that, in the application of both models (CVA and DVA) and for the purpose of determining the impact of the counterparty's credit quality, or the quality of its credit rating, account has been taken of the effect of reducing credit risk in the presence of collateralisation agreements (CSA).

The fair value of non-financial assets and liabilities (receivables and payables) is determined using the DCF (discounted cash flow) method; the currently used module permits consistent integration in fair value measurement of market factors, financial characteristics of the transaction and credit risk components.

With reference to "assets and liabilities not valued at fair value or measured at fair value on a non-recurring basis" for which the fair value is provided solely for the purpose of the explanatory notes, we would point out the following:

- for loans and receivables, the fair value is calculated for performing positions beyond the short term using the valuation technique that envisages the discounting of expected cash flows, considering, at

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the free risk rate, the credit risk of the relationship (in terms of PD and LGD measured by the internal rating models in use), while for non-performing and short-term performing positions, the carrying amount is considered a reasonable approximation of the fair value. In general, they are classified in Level 3, except in the case where the significance of the observable inputs compared with the entire assessment is higher than a predetermined threshold (Level 2), or in the event of assets held for sale or transactions being completed at the reference date (Level 1) Taking into account the current context of the credit market, with particular reference to non-performing loans, this fair value (Level 2 and 3), determined taking into account multi-scenario assumptions that provide for the combination between internal management and so-called "disposal scenarios", may not represent the potential exit price because of a certain margin of uncertainty, which is in any case inherent in the various components making up the price considered by a potential third-party purchaser;

- debt and certificates of deposit issued by Group banks are measured at book value, which represents a reasonable approximation of their fair value (Level 3);
- for bonds issued by Group banks, the fair value is measured according to the discounting of future cash flows and applying a credit spread (Level 2);
- investment property: fair value is estimated through the use of property market information sources, appropriately adjusted based on parameters such as location, size, age, intended use and maintenance and based on value estimates performed by external independent experts (Level 3).

#### Process and sensitivity of valuations

Valuation techniques and inputs selected are applied consistently, except where events take place that require them to be replaced or modified, such as: new markets develop, new information becomes available, information previously used is no longer available or valuation techniques improve.

The measurement process for financial instruments consists of the phases summarised below:

- for each asset class, market inputs are identified as well as the manner in which they have to be incorporated and used;
- the market inputs used are checked to ensure they are worthy of use in the valuation techniques employed;
- the valuation techniques used are compared with market practices to identify any critical issues and to determine if any changes need to be made to the valuation.

For financial instruments that are measured at fair value on a recurring basis and which are categorised as Level 3, no sensitivity analysis is provided due to their nature and the immateriality of the amounts involved.

# Fair value hierarchy

For financial assets and liabilities measured at fair value on a recurring basis, their categorisation within the aforementioned fair value hierarchy levels reflects the significance of the inputs used for the valuation.

If the market for assets and liabilities no longer qualifies as active, then the valuation technique and inputs are changed and the assets and liabilities are categorised within a lower level of the fair value hierarchy.

A valuation technique is used consistently from period to period, except where circumstances arise that necessitate the use of a more appropriate technique, such as the development of new markets, the

availability of new information or a change in market conditions. This could lead to assets and liabilities measured at different dates being categorised in a different fair value hierarchy.

The policy for the determination of the levels is applied on a monthly basis.

# Other information

There is nothing to add to the information that has been previously disclosed.

# **Quantitative information**

# Fair value hierarchy

A.4.5.1 Assets and liabilities measured at fair value on a recurring basis: breakdown by level of fair value

		30.06.2018		:	31.12.2017	
Financial assets/liabilities designated at fair value	L1	L2	L3	L1	L2	L3
Financial assets designated at fair value through profit or loss	55,004	2,919	13,042	8,665	7,771	4,545
a) Financial assets held for trading	13,894	2,919	2,680	8,665	7,771	4,545
b) Financial assets designated at fair value	-	-	-	-	-	-
c) Other financial assets mandatorily at fair value	41,110	-	10,362	-	-	-
2. Financial assets designated at fair value through other comprehensive income	1,107,713	247,232	5,225	1,254,556	241,401	15,510
3. Hedging derivatives	-	3	-	-	5	-
4. Property, plant and equipment	-	-	-	-	-	-
5. Intangible assets	-	-	-	-	-	-
Total	1,162,717	250,154	18,267	1,263,221	249,177	20,055
1. Financial liabilities held for trading	-	3,330	2,532	-	3,450	4,526
2. Financial liabilities designated at fair value through	-	-	-	-	-	-
3. Hedging derivatives	-	5,034	-	-	4,724	-
Total	-	8,364	2,532	-	8,174	4,526

#### Key

L1 = Level 1

*L2 = Level 2* 

L3 = Level 3

The comparative figure for item "2. Financial assets valued at fair value through other comprehensive income" includes the reclassification of "Assets available for sale", the caption previously adopted in application of IAS 39. In particular, from 1 January 2018 mutual funds have been recorded in item "2.c. Financial assets mandatorily at fair value" because by their very nature they would not pass the SPPI test (solely payments of principal and interest) required by IFRS 9 "Financial instruments".

Investments valued on the basis of unobservable inputs (Level 3) are a very limited share of financial assets measured at fair value (1.28% compared with 1.31% at end-2017).

These investments consist primarily of non-controlling interests classified as "Financial assets available for sale".

At 30 June 2018, the impact of applying the Credit Value Adjustment to derivatives with a positive mark-to-market amounts to 1 thousand euro (relating to trading derivatives); as regards instruments with a negative mark-to-market adjustment, there is no impact from applying the Debit Value Adjustment.

A.4.5.2 Annual changes in financial assets measured at fair value on a recurring basis (Level 3)

	Financi	al assets desig pro	nated at fair v fit or loss	alue through	Financial assets			
-	Total	of which: a) Financial assets held for trading	of which: b) financial assets designated at fair value	of which: c) Other financial assets mandatorily at fair value	designated at fair value through other comprehensive income	Hedging derivatives	Property, plant and equipment	Intangible assets
1. Opening balance	4,545	4,545	-	-	15,510	-	-	-
2. Increases	13,688	2,680	-	11,008	332	-	-	-
2.1. Purchases	-	-	-	-	332	-	-	-
2.2. Profits posted to:	2,680	2,680	-	-	-	-	-	-
2.2.1. Income statement	2,680	2,680	-	-	-	-	-	-
- of which: capital gains 2.2.2. Shareholders' equity	2,680	2,680	-	-	-	-	-	-
2.3. Transfers from other levels	-	-	-	-	-	-	-	-
2.4. Other increases	11,008	-	-	11,008	-	-	-	-
3. Decreases	5,191	4,545	-	646	10,617	-	-	-
3.1. Sales	-	-	-	-	142	-	-	-
3.2. 3.2 Redemptions	-	-	-	-	-	-	-	-
3.3. Losses posted to:	5,191	4,545	-	646	-	-	-	-
3.3.1. Income statement	5,191	4,545	-	646	-	-	-	-
- of which: capital losses	5,191	4,545	-	646	-	-	-	-
3.3.2. Shareholders' equity					-	-	-	-
3.4. Transfers from other levels	-	-	-	-	-	-	-	-
3.5. Other decreases	-	-	-	-	10,475	-	-	-
4. Closing balance	13,042	2,680	-	10,362	5,225	-	-	-

# A.4.5.3 Annual changes in financial liabilities at fair value (Level 3)

	Financial liabilities held for trading	Financial liabilities designated at fair value through profit or loss	Hedging derivatives
1. Opening balance	4,526	-	-
2. Increases	2,532	-	-
2.1. Issues	-	-	-
2.2. Losses posted to:	2,532	-	-
2.2.1. Income statement	2,532	-	-
- of which: capital losses	2,532	-	-
2.2.2. Shareholders' equity		-	-
2.3. Transfers from other levels	-	-	-
2.4. Other increases	-	-	-
3. Decreases	4,526	-	-
3.1. Redemptions	-	-	-
3.2. Repurchases	-	-	-
3.3. Profits posted to:	4,526	-	-
3.3.1. Income statement	4,526	-	-
- of which: capital gains	4,526	-	-
3.3.2. Shareholders' equity		-	-
3.4. Transfers to other levels	-	-	-
3.5. Other decreases	-	-	-
4. Closing balance	2,532	-	-

A.4.5.4 Assets and liabilities not measured at fair value or measured at fair value on a non-recurring basis: breakdown by level of fair value

Assets and liabilities not	30.06.2018			31.12.2017				
measured at fair value or measured at fair value on a non-	BV	L1	L2	L3	BV	L1	L2	L3
Financial assets measured at amortised cost	11,654,767	1,120,825	5,151,801	5,482,892	11,828,618	570,327	5,709,733	5,765,988
2. investment property	1,828	-	-	1,995	1,136	-	-	1,035
3. Non-current assets and disposal groups held for sale	287,829	287,829	-	-	-	-	-	-
Total	11,944,424	1,408,654	5,151,801	5,484,887	11,829,754	570,327	5,709,733	5,767,023
Financial liabilities measured at amortised cost	12,801,452	-	1,585,353	11,212,555	12,686,585	-	1,705,960	11,001,712
2. Liabilities associated with assets held for sale	-	-	-	-	-	-	-	-
Total	12,801,452	-	1,585,353	11,212,555	12,686,585	-	1,705,960	11,001,712
-								

#### Key

BV = book value

L1 = Level 1

*L2 = Level 2* 

L3 = Level 3

## **INFORMATION ON "DAY ONE PROFIT/LOSS"**

The new standard IFRS 9 - Financial Instruments requires a financial instrument upon initial recognition to be measured at fair value, which is normally the transaction price (that is, the amount paid for the financial assets and the amount received for the financial liabilities). The foregoing holds true for exchanges of instruments quoted in an active market. If the market for a financial instrument is not active, then valuation techniques are used to determine its fair value. If a difference arises (so-called "day one profit/loss") between the transaction price and the amount determined at the time of initial recognition through the use of valuation techniques and this difference is not recognised immediately in the income statement, then disclosure needs to be provided as per paragraph 28 of IFRS 7, by indicating the accounting policy adopted for the income statement recognition, subsequent to initial recognition of the instrument, of the difference.

In relation to the Group's operations and on the basis of the internal valuation methodologies currently in use, no such differences have been recognised, since the fair value of financial instruments upon initial recognition coincides with the transaction price.

# MAIN BALANCE SHEET AND INCOME STATEMENT CAPTIONS

# **ASSETS**

# Cash and cash equivalents - caption 10

## 1.1 Cash and cash equivalents: breakdown

	30.06.201	8	31.12.2017
a) Cash		44,536	59,413
b) Demand deposits with central banks		-	-
Total		44,536	59,413

# Financial assets designated at fair value through profit or loss - caption 20

#### 2.1 Financial assets held for trading: breakdown

Captions/Amounts		30.06.2018		;	31.12.2017	
	L1	L2	L3	L1	L2	L3
A. Cash assets						
1. Debt securities	5,808	1,501	-	3	2,158	-
1.1 Structured securities	5,806	-	-	1	-	-
1.2 Other debt securities	2	1,501	-	2	2,158	-
2 Equity instruments	5,361	-	-	4,642	-	-
3. Mutual funds	2,566	-	-	3,839	-	-
4. Loans	-	-	-	-	-	-
4.1. Repurchase agreements	-	-	-	-	-	-
4.2 Other	-	-	-	-	-	-
Total (A)	13,735	1,501	-	8,484	2,158	-
B. Derivatives	-	-	-	-	-	-
1. Financial derivatives	159	1,418	2,680	181	5,613	4,545
1.1 for trading	159	1,418	2,680	181	5,613	4,545
1.2 connected with the fair value option	-	-	-	-	-	-
1.3 other	-	-	-	-	-	-
2. Credit derivatives	-	-	-	-	-	-
2.1 for trading	-	-	-	-	-	-
2.2 connected with the fair value						
option	-	-	-	-	-	-
2.3 other	-	-	-	-	-	-
Total (B)	159	1,418	2,680	181	5,613	4,545
Total (A+B)	13,894	2,919	2,680	8,665	7,771	4,545

# Key

*L1 = Level 1* 

*L2 = Level 2* 

L3 = Level 3

Caption "Financial assets held for trading" comprises:

- a) Cash assets held for trading;
- b) Positive value of derivatives held for trading.

The policy adopted for the categorisation of financial instruments within the three levels of the fair value hierarchy is disclosed in the previous section "Information on fair value".

All financial instruments included in financial assets held for trading are measured at fair value.

# 2.2 Financial assets held for trading: breakdown by borrower/issuer/counterparts

Captions/Amounts	30.06.2018	31.12.2017
A. Cash assets		
1. Debt securities	7,309	2,161
a) Central Banks	-	1,533
b) Public administrations	1,490	-
c) Banks	14	628
d) Other financial companies	5,805	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
2. Equity instruments	5,361	4,642
a) Banks	1,474	1,131
b) Other financial companies	1,918	735
of which: insurance companies	359	-
c) Non-financial companies	1,969	2,776
d) Other issuers	-	-
3. Mutual funds	2,566	3,839
4. Loans	-	-
a) Central Banks	-	-
b) Public administrations	-	-
c) Banks	-	-
d) Other financial companies	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
Total (A)	15,236	10,642
B. Derivatives		
a) Central counterparties	-	9,753
b) Other	4,257	586
Total (B)	4,257	10,339
TOTAL (A+B)	19,493	20,981
·		

## 2.5 Other financial assets mandatorily at fair value: breakdown

Captions/Amounts	;	30.06.2018		31.12.2017			
•	L1	L2	L3	L1	L2	L3	
1. Debt securities	-	-	-	-	-	-	
1.1 Structured securities	-	-	-	-	-	-	
1.2 Other debt securities	-	-	-	-	-	-	
2. Equity instruments	-	-	-	-	-	-	
3. Mutual funds	41,110	-	10,362	-	-	-	
4. Loans	-	-	-	-	-	-	
4.1. Repurchase agreements	-	-	-	-	-	-	
4.2 Other	-	-	-	-	-	-	
Total	41,110	-	10,362	-	-	-	

#### Key

L1 = Level 1

*L2 = Level 2* 

*L3 = Level 3* 

The item "Financial assets mandatorily at fair value" includes the mutual fund units that are not held for trading purposes; these instruments, previously classified under item 40 "Assets available for sale" in application of the IAS 39, by their very nature do not pass the SPPI test ("solely payments of principal and interests") foreseen in IFRS 9 "Financial Instruments". The comparative figure of Euro 38,171 thousand has been conventionally restated under item 30. "Financial assets measured at fair value through other comprehensive income".

#### 2.6 Other financial assets mandatorily at fair value: breakdown by borrower/issuer

		1
	30.06.2018	31.12.2017
1. Equity instruments	-	-
of which: banks	-	-
of which: other financial companies	-	-
of which: non-financial companies	-	-
2. Debt securities	-	-
a) Central Banks	-	-
b) Public administrations	-	-
c) Banks	-	-
d) Other financial companies	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
3. Mutual funds	51,472	-
4. Loans	-	-
a) Central Banks	-	-
b) Public administrations	-	-
c) Banks	-	-
d) Other financial companies	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
Total	51,472	-

# Financial assets designated at fair value through other comprehensive income - caption 30

## 3.1 Financial assets designated at fair value through other comprehensive income: breakdown

-						
Captions/Amounts	30.06.2018			31.12.2017		
	L1	L2	L3	L1	L2	L3
1. Debt securities	1,107,713	199,966	-	1,226,860	194,134	-
1.1 Structured securities	-	3,704	-	-	2,033	-
1.2 Other debt securities	1,107,713	196,262	-	1,226,860	192,101	-
2 Equity instruments	-	47,266	5,225	-	47,267	5,035
3. Loans	-	-	-	-	-	-
4. Mutual funds				27,696		10,475
Total	1,107,713	247,232	5,225	1,254,556	241,401	15,510

#### Key

L1 = Level 1

L2 = Level 2

*L3 = Level 3* 

- "Financial assets designated at fair value through other comprehensive income" include:
  - the bond portfolio not intended for trading purposes and not held with the exclusive intent of collecting contractual cash flows;
  - portions of minority participations other than those in associated companies or joint ventures for which the so-called "FVOCI option" was adopted.

The comparative figure includes the reclassification of item "40. Assets available for sale", the caption previously adopted in application of IAS 39. In particular, from 1 January 2018 mutual funds have been recorded in item "20.c. Financial assets mandatorily at fair value" because by their very nature they would not pass the SPPI test (solely payments of principal and interest) required by IFRS 9 "Financial Instruments".

## 3.2 Financial assets designated at fair value through other comprehensive income: breakdown by borrower/issuer

Captions/Amounts	30.06.2018	31.12.2017
1. Debt securities	1,307,679	1,420,994
a) Central Banks	-	1,226,861
b) Public administrations	1,102,463	-
c) Banks	102,099	101,151
d) Other financial companies	72,483	92,982
of which: insurance companies	-	-
e) Non-financial companies	30,634	-
2. Equity instruments	52,491	52,302
a) Banks	10,000	10,141
b) Other issuers:	42,491	42,161
- other financial companies	3,808	3,808
of which: insurance companies	-	-
- non-financial companies	38,672	38,341
- other	11	12
3. Loans	-	-
a) Central Banks	-	-
b) Public administrations	-	-
c) Banks	-	-
d) Other financial companies	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
4. MUTUAL FUNDS		38,171
Total	1,360,170	1,511,467

#### Financial assets measured at amortised cost - caption 40

#### 4.1 Financial assets measured at amortised cost: breakdown of amounts due from banks

		30.0	6.2018			31.12	.2017	
Type of transaction/	Воо	k value	Fair value	е	Book	value	Fair va	lue
Amounts	First and second stage	Third stage	L1 L2	L3	First and second stage	Third stage	L1 L2	L3
A. Due from central banks	411,114	-		411,114	1,097,955	-		1,097,955
1. Time deposits	-	-			-	-		
2. Reserve requirement	411,114	-			1,097,955	-		
<ol><li>Repurchase agreements</li></ol>	-	-			-	-		
other	-	-			-	-		
B. Due from banks	339,153	-	- 171,471	166,420	120,105	-	- 125,934	120,105
1. Loans	166,420	-		166,420	120,105	-		120,105
1.1 Current accounts and deposits on demand	21,833	-			30,305	-		
1.2. Time deposits	42,331	-			35,435	-		
1.3. Other loans:	102,256	-			54,365	-		
- Repurchase agreements	-	-			-	-		
- Finance leases	-	-			-	-		
- Other	102,256	-			54,365	-		
2. Debt securities	172,733	-	- 171,471	-	124,492	-	- 125,934	-
2.1 Structured securities	-	-		-	-	-		-
2.2 Other debt securities	172,733	-	- 171,471	-	124,492	-	- 125,934	-
Total	750,267	-	- 171,471	577,534	1,342,552	-	- 125,934	1,218,060

#### Key

L1 = Level 1

*L2 = Level 2* 

L3 = Level 3

Stage segmentation takes place in compliance with the following requirements of "IFRS 9 Financial Instruments" in force from 1 January 2018:

- a) stage 1 for exposures performing in line with expectations;
- b) stage 2 for exposures performing below expectations or that have recorded a significant increase in credit risk compared with when they were originated (or purchased);
- c) stage 3 for non-performing exposures.

Amounts due from central banks include the amount of the reserve requirement at the Bank of Italy. For the purpose of maintaining the average level of the reserve in line with the requirement, the amount thereof may fluctuate, even significantly, in relation to the contingent liquidity needs of the Bank.

The Group's commitment to maintain the reserve requirement, amounts to Euro 93.9 million at 30 June 2018 (versus Euro 90.2 million at December 2017) of which Euro 61.3 million by Banco Desio and Euro 32.6 million by Banca Popolare di Spoleto S.p.A..

Amounts due from banks do not include loans and receivables classified as non-performing loans.

Item "2. Debt securities" include securities held as part of the "held to collect" business model. that is, held with the intention to collect contractual cash flows. The value of debt securities is shown net of adjustments deriving from the application of the new models for determining the expected loss on the "held to collect" debt securities portfolio in application of "IFRS 9 - Financial instruments" starting from 1 January 2018. This category refers to all financial assets to which a Level 2 fair value is assigned.

The comparison period includes the balances conventionally restated from the items previously adopted in application of the IAS39 principle:

- "60. Due from banks";
- "50. Financial assets held to maturity", only for securities issued by other banks.

#### 4.2 Financial assets measured at amortised cost: breakdown of loans to customers

			30.06.2018			31.12.2017				
Type of transaction/ Amounts	Book	value		Fair value		Book	value		Fair value	
Amounts	First and second stage	Third stage	L1	L2	L3	First and second stage	Third stage	L1	L2	L3
1. Loans	9,256,633	412,998	-	4,914,430	4,905,358	9,037,938	823,924	-	5,522,929	4,547,928
1.1. Current accounts	1,479,054	115,004	-	-	-	1,491,290	196,488	-	-	-
1.2. Repurchase agreements	210,833	-	-	-	-	-	-	-	-	-
1.3. Mortgage loans	5,539,983	272,449	-	-	-	5,479,861	595,277	-	-	-
1.4. Credit cards, personal loans and assignments of one- fifth of salary	688,455	4,395	-	-	-	652,144	4,796	-	-	-
1.5. Finance leases	197,356	12,932	-	-	-	223,325	16,230	-	-	-
1.6. Factoring	24,314	738	-	-	-	24,781	934	-	-	-
1.7. Other loans	1,116,638	7,480	-	-	-	1,166,537	10,199	-	-	-
2. Debt securities	1,234,869	-	1,120,825	65,900	-	624,204	-	570,327	60,870	-
2.1. Structured securities	-	-	-	-	-	-	-	÷	-	-
2.2. Other debt securities	1,234,869	-	1,120,825	65,900	-	624,204	-	570,327	60,870	-
Total	10,491,502	412,998	1,120,825	4,980,330	4,905,358	9,662,142	823,924	570,327	5,583,799	4,547,928
·										

Gross loans totalled Euro 10,052,303 thousand (Euro 10,694,965 thousand last year), including the loans acquired by means of a business combination with Banca Popolare di Spoleto S.p.A., recorded in the financial statements in accordance with IFRS 2014. Total write-downs amount to Euro 382,672 thousand (Euro 833,103 thousand in December 2017).

It should be noted that, pursuant to IFRS 5, this table shows Assets held for sale which include loans classified as doubtful, so that during the month of July 2018, the steps taken to sell them were completed, resulting in their derecognition (mainly the portfolio involved in the securitisation with the Italian State guarantee on the securitisation of doubtful loans on the senior securities pursuant to Decree Law No. 18/2016, known as "GACS").

As regards non-performing loans, additional details are provided in the section entitled "Information on risks and related hedging policy" to supplement the information already provided in the interim report on operations.

The table also includes the amounts of receivables sold which have not been derecognised, constituting eligible assets for the Covered Bond programme; at 30 June 2018 these loans and receivables amount to 735,494 thousand di euro (formerly 785,238 thousand euro).

"Mortgage loans" also include collateralised loans with the ECB (via the A.Ba.Co procedure) amounting to Euro 1,715,622 thousand (Euro 1,817,251 thousand at the end of previous year).

This caption includes the interest accrued at 30 June 2018 that is recoverable from 1 March of the following year, due to application of the new rules for the calculation of interest on banking transactions established in MEF Decree no. 343/2016, which implements art. 120, para. 2, of the Consolidated Banking Law (T.U.B.).

The fair value of non-current performing loans is measured using techniques that discount the cash flows expected after considering the related credit risk, while the carrying amount of non-performing and current performing loans is considered to be a reasonable approximation of fair value. Taking into account the current context of the credit market, with particular reference to non-performing loans, this fair value (Level 2 and 3), determined taking into account multi-scenario assumptions that provide for the combination between internal management and so-called "disposal scenarios", may not represent the potential exit price because of a certain margin of uncertainty, which is in any case inherent in the various components making up the price considered by a potential third-party purchaser".

Item "2. Debt securities" include securities held as part of the "held to collect" business model. that is, held with the intention to collect contractual cash flows. The value of debt securities is shown net of adjustments deriving from the application of the new models for determining the expected loss on the "held to collect" debt securities portfolio in application of "IFRS 9 - Financial Instruments" starting from 1 January 2018. This category includes financial assets to which a fair value of Level 1 or Level 2 is assigned.

The comparison period includes the balances conventionally restated from the items previously adopted in application of IAS 39:

- "70. Loans to customers";
- "50. Financial assets held to maturity", only securities issued by non-banking counterparties.

## 4.4 Financial assets measured at amortised cost: breakdown by borrower/issuer of loans to customers

	30.06	o.2018	31.12.2017		
Type of transaction/Amounts	First and second stage	Third stage	First and second stage	Third stage	
1. Debt securities	1,234,869	-	624,204	-	
a) Public administrations	1,168,980	-	563,667	-	
b) Other financial companies	65,889	-	60,537	-	
of which: insurance companies	-	-	-	-	
c) Non-financial companies	-	-	-	-	
2. Loans to:	9,256,633	412,998	9,037,938	823,924	
a) Public administrations	30,984	430	24,420	9	
b) Other financial companies	338,150	5,324	101,326	7,616	
of which: insurance companies	4,104	5	3,687	-	
c) Non-financial companies	5,367,023	276,981	5,765,780	604,580	
d) Households	3,520,476	130,263	3,146,412	211,719	
Total	10,491,502	412,998	9,662,142	823,924	

#### 4.5 Financial assets measured at amortised cost: gross value and total write-downs

			Gross Value					Total write-downs			
		First s	tage	Second stage	Third stage	First stage	Second stage	Third stage	Total partial		
			of which: Instruments with low credit risk						write-off		
Debt securitie	es	1,399,654	1,399,654	9,558	-	1,534	76	-	-		
Loans		8,696,319	-	1,192,107	741,411	23,880	30,379	328,413	58,193		
Total	30.06.2018	10,095,973	1,399,654	1,201,665	741,411	25,414	30,455	328,413	Х		
Total	31.12.2017	11,045,357	-	-	1,616,365	40,662	-	792,441	Х		

The table shows the distribution of the exposures measured at amortised cost (both to banks and to customers) and the related adjustments in the three stages with increasing level of credit risk (due to the evolution over time) envisaged by IFRS 9 "Financial Instruments", applied from 1 January 2018. In particular, the segmentation in stages takes place respecting the following requirements:

- d) stage 1 for exposures performing in line with expectations;
- e) stage 2 for exposures performing below expectations or that have recorded a significant increase in credit risk compared with when they were originated (or purchased);
- f) stage 3 for non-performing exposures.

The breakdown into stages is relevant for the application of the model for the calculation of impairment based on expected losses, determined on the basis of past events, current and reasonable conditions

and "supportable" future forecasts (current model based on losses incurred but not recorded). In particular, the model for the calculation of the expected loss has the following characteristics:

- calculation horizon of the expected loss equal to one year (stage 1) or lifetime (stages 2 and 3);
- inclusion in the impairment calculation model of forward-looking components, such as expected changes in the macroeconomic scenario.

With reference to debt securities only, the so-called "low credit risk exemption" is active, on the basis of which we identified as low credit risk exposures and therefore to be considered in stage 1 the exposures that, at each reference date, will have a rating equal or higher than "investment grade" (or a similar quality), regardless of whether the rating has or hasn't got worse since the time the security was purchased.

All performing exposures to banks and customers valued at amortised cost in the comparative period (and the related value adjustments determined in application of the IAS 39 in force at the time) are conventionally allocated in the first stage; non-performing exposures and write-downs are included in the third stage.

#### Hedging derivatives - caption 50

#### 5.1 Hedging derivatives: breakdown by type and level

		30.06.2018					2017		
			FV		NI) /		FV		B 13 /
	L1	L1 L2 L3		NV	L1	L2	L3	NV	
A. Financial derivatives									
1. Fair value		-	3	-	6,027	-	5	-	6,455
2. Cash flows		-	-	-	-	-	-	-	-
3. Foreign investments		-	-	-	-	-	-	-	-
B. Credit derivatives									
1. Fair value		-	-	-	-	-	-	-	-
2. Cash flows		-	-	-	-	-	-	-	-
Total		-	3	-	6,027	-	5	-	6,455
,									

#### Key

NV = notional value

L1 = Level 1

*L2 = Level 2* 

L3 = Level 3

The table shows the positive book value of hedging derivative contracts. The Group only takes out fair value hedges for interest rate risk.

#### 6.1 Adjustment of hedged assets: breakdown by hedged portfolio

Adjustment of hedged assets/Components of the group	30.06.2018	31.12.2017
1. Positive adjustments	740	875
1.1 of specific portfolios:	740	875
a) financial assets measured at amortised cost	740	875
b) financial assets designated at fair value through other comprehensive income	-	-
1.2 total	-	-
2. Negative adjustments	-	-
2.1 of specific portfolios:	-	-
a) financial assets measured at amortised cost	-	-
b) financial assets designated at fair value through other comprehensive income	-	-
2.2 total	-	-
Total	740	875
	1	

The adjustment to financial assets with generic hedges ("macrohedging") refers to changes in fair value due to fluctuations in interest rates on portfolios of similar assets from the point of view of the financial profile and the underlying risks identified by the Group for the purpose of designating the different fair value macro-hedging relationships for interest rate risk.

## Property, plant and equipment - caption 90

#### 9.1 Property, plant and equipment - for business purposes: breakdown of assets valued at cost

Assets/Amounts	30.06.2018	31.12.2017	
1. Own assets	177,242	179,430	
a) land	52,778	53,108	
b) property	105,485	107,179	
c) furniture	4,810	5,097	
d) electronic systems	3,527	4,031	
e) other	10,642	10,015	
2. Assets purchased under finance leases	-	-	
a) land	-	-	
b) property	-	-	
c) furniture	-	-	
d) electronic systems	-	-	
e) other	-	-	
Total	177,242	179,329	
of which: obtained through enforcement of the guarantees	-	-	

There are no assets held under finance leases at the reporting date.

Land and buildings are measured at the amount revalued on 1 January 2004 on the first-time adoption of international standards IAS/IFRS. Otherwise, all property, plant and equipment, including other tangible fixed assets, are measured at cost, except for tangible assets acquired through business combinations and shown in the consolidated financial statements at fair value, pursuant to the IFRS 3.

All categories of property, plant and equipment are depreciated on a straight line basis, except for land and works of art, which are not depreciated.

#### 9.2 Investment property: breakdown of assets valued at cost

		30.06.	2018	31.12.2017					
Assets/Amounts	Book		Fair value		Book	F	Fair value		
	value	L1 L2		L3	value	L1	L2	L3	
1. Own assets	1,828	-	-	1,995	1,136	-	-	1,035	
a) land	828	-	-	895	498	-	-	426	
b) property	1,000	-	-	1,100	638	-	-	609	
2. Assets purchased under finance leases	-	-	-	-	-	-	-	-	
a) land	-	-	-	-	-	-	-	-	
b) property	-	-	-	-	-	-	-	-	
Total	1,828	-	-	1,995	1,136	-	-	1,035	
of which: obtained through enforcement of the guarantees received	-	-	-	-	-	-	-	-	

Key

L1 = Level 1

L2 = Level 2

*L3 = Level 3* 

Intangible assets - caption 100

#### 10.1 Intangible assets: breakdown by type

Assets/Amounts		30.06	2018	31.12.2017		
		Limited duration	Unlimited duration	Limited duration	Unlimited duration	
A.1 Goodwill			15,322		15,322	
A.1.1 Pertaining to the Group			15,322		15,322	
A.1.2 Pertaining to minority interests			-		-	
A.2 Other intangible assets		2,095	-	2,624	-	
A.2.1 Carried at cost		2,095	-	2,624	-	
a) Intangible assets generated internally		-	-	-	-	
b) Other assets		2,095	-	2,624	-	
A.2.2 Carried at fair value		-	-	-	-	
a) Intangible assets generated internally		-	-	-	-	
b) Other assets		-	-	-	-	
Total		2,095	15,322	2,624	15,322	

Intangible assets with an indefinite useful life are subjected to impairment testing at least one a year, particularly at the year end reporting date or in those cases whereby events have occurred that could be indicative of impairment.

Other intangible assets are amortised on a straight-line basis over their useful lives. For compensation for abandonment of leasehold premises, the useful life is the length of the lease agreement, while for computer software it is four years and for application software it is four or five years, based on the useful life specified within the asset category.

#### Analysis of trigger events for impairment testing of goodwill

According to IAS 36 and taking into account the information contained in the joint Bank of Italy/ Consob/Isvap document of 3 March 2010, an impairment test on cash generating units (CGU), which for Banco Desio coincide with the legal entities, is carried out at each period end.

Impairment testing, substantially unaltered compared with the previous year, is designed to check that the carrying amount of the CGU does not exceed its recoverable amount, defined as the higher of value in use and the potential selling price in the market (fair value less costs to sell or exchange value) of the CGU.

The impairment test carried out at 30 June 2018 on the CGUs underlying goodwill did not reveal any signs of losses

In particular, in order to verify the existence of conditions that would have required the impairment tests to be repeated at the reporting date, certain qualitative and quantitative indicators of presumed impairment were monitored at legal entity level (CGUs).

The analysis of trigger events was carried out for the main assumptions considered in the context of the impairment test carried out for financial statement purposes at 31 December 2017. These were identified with particular reference to the net result for the period in relation to the forecasts, the development of loans in terms of risk-weighted assets (RWA), capital ratios (with particular reference to capital absorption) and the cost of equity (Ke).

As a result of this analysis, no trigger events were identified such as to require a repeat of the impairment test, nor any write-downs in the interim financial report at 30 June 2018.

## Tax Assets and Liabilities - asset caption 110 and liability caption 60

The tax assets and liabilities arising from the application of "deferred taxation" originated as a result of the temporary differences between the assets recognised in the financial statements and the corresponding tax values.

The theoretical tax rates applied to the temporary differences are those in effect at the time of their absorption.

Deferred tax assets are recognised when their recovery is probable.

#### 11.1 Deferred tax assets: breakdown

	IRES	IRAP	30.06.2018	31.12.2017
A) With contra-entry to the income statement:				
Tax losses	28,368	969	29,337	1,342
Tax deductible goodwill	4,026	815	4,841	5,168
Write-down of loans to customers	124,155	15,911	140,066	148,608
General allowance for doubtful accounts	305		305	305
Write-down of loans to customers outstanding at 31.12.1994	1		1	1
Provision for implicit risks on loans				
Write-downs of shares classified under securities FVPL				
Statutory depreciation of buildings				
Statutory depreciation of property, plant and equipment	208		208	208
Provision for guarantees and commitments and country risk	516		516	589
Provisions for personnel costs	6,141	1,031	7,172	9,281
Provision for lawsuits	3,411	47	3,458	3,923
Provision for claw-backs	256	53	309	296
Provision for sundry charges	449	14	463	425
Tax provision for termination indemnities  Entertainment expenses, one third of which is deductible over four subsequent years	291		291	346
Other general expenses deductible in the following year	559	249	808	262
Other	1,333	483	1,816	1,132
Total A	170,019	19,572	189,591	171,886
B) With contra-entry to shareholders' equity:				
Tax provision for termination indemnities	896		896	947
Write-down of securities valued at FVOCI	10,338	2,095	12,433	3,417
Other	1,076	218	1,294	1,180
Total B	12,310	2,313	14,623	5,544
Total (A+B)	182,329	21,885	204,214	177,430

The comparative balance of the "Write-down of securities classified as AFS" has been conventionally restated under "Write-down of securities valued at FVOCI".

#### 11.2 Deferred tax liabilities: breakdown

	IRES	IRAP	30.06.2018	31.12.2017
A) With contra-entry to the income statement:				
Gains on disposal of property, plant and equipment				
Tax depreciation of buildings	6,692	871	7,563	7,563
Tax depreciation of property, plant and equipment		15	15	15
Tax amortisation of goodwill	475	96	571	571
Tax amortisation of deferred charges (software)	1	5	6	6
Tax provision as per art. 106, paragraph 3	20		20	20
Tax provision for termination indemnities	564		564	
Other	5,086	824	5,910	8,801
Total A	12,838	1,811	14,649	16,976
B) With contra-entry to shareholders' equity				
Cash-flow hedges	504	102	606	606
Revaluation of AFS securities	5,693	1,512	7,205	7,866
Revaluation of equity investments	268	1,085	1,353	1,353
Tax provision for termination indemnities				
Total B	6,465	2,699	9,164	9,825
Total (A+B)	19,303	4,510	23,813	26,801

The table shows the deferred tax assets that will be absorbed in future years.

The comparative balance of the "AFS securities revaluation" has been conventionally restated under "Revaluation of securities valued at FVOCI".

# Non-current assets and disposal groups held for sale associated liabilities - Asset caption 120 and Liability caption 70

Note that, pursuant to IFRS 5, *Assets held for sale* include loans classified as doubtful, so that during the month of July 2018, the steps taken to sell them were completed, resulting in their derecognition (mainly the portfolio involved in the securitisation with the Italian State guarantee on the securitisation of doubtful loans on the senior securities pursuant to Decree Law No. 18/2016, known as "GACS").

The value of loans and receivables that are included in this item is substantially in line with their realisable value on completion of the aforementioned transactions.

#### Other assets - caption 130

#### 13.1 Other assets: breakdown

	30.06.2018	31.12.2017
Tax credits - capital	8,598	8,641
Amounts recoverable from the tax authorities for advances paid	33,300	33,321
Withholding tax credits		
Cheques negotiated to be cleared	5,355	26,384
Guarantee deposits		
Invoices issued to be collected	1,531	1,307
Debtors for securities and coupons to be collected by third parties		
Printer consumables and stationery		
Items being processed and in transit with branches	137,897	24,094
Currency spreads on portfolio transactions	29	2,903
Investments of the supplementary fund for termination indemnities	251	315
Leasehold improvement expenditure	12,530	13,462
Accrued income and prepaid expenses	5,653	1,450
Other items	44,191	51,547
Total	249,335	163,424

The "Tax credits - capital" caption mainly relates to the reimbursement requested in 2012 regarding the deductibility from Ires and of the Irap due on the payroll costs of employees and similar personnel. Decree Law 201/2011 provided for the deductibility of IRAP related to payroll costs for IRES purposes, from 2012, and established that this deduction could be claimed by requesting a reimbursement of higher taxes paid, also in previous tax years.

"Amounts recoverable from the tax authorities for advances paid" relate to payments of tax advances that exceed the tax liability as per the applicable tax return; in detail, they refer to:

- a receivable for withholding tax on interest on deposits and current accounts of Euro 1,582 thousand;
- a receivable for virtual stamp duty of Euro 29,253 thousand;
- a receivable for an advance payment of substitute tax due on capital gains of Euro 2,465 thousand, as per art. 2, para. 5, of Decree Law no. 133 of 30 November 2013.

The "Items being processed and in transit with branches" principally include security transactions, Euro 57,304 thousand, settled afterwards; the F24 tax payment forms accepted through internet and home banking instructions that will be debited to accounts on the due date, Euro 30,610 thousand, and the recovery of commissions on lines of credit made available to customers, Euro 8,079 thousand. This caption comprises transactions that are usually closed out within a few days of the start of the next half-year.

The amount of "Currency spreads on portfolio transactions" results from the offset of illiquid liability positions against illiquid asset positions relating to remittances pertaining to customers' and the bank's portfolios.

"Leasehold improvement expenditure" is amortised each year in accordance with the residual period of the lease agreement.

"Accrued income and prepaid expenses" include amounts that are not attributable to specific asset captions; this caption mainly relates to prepaid administrative costs.

The main sub-captions included in the caption "Other items" are:

- commissions and taxes awaiting collection for Euro 14,174 thousand;

- consideration receivable of Euro 13,651 thousand arising from transactions carried out in 2017 for the sale to specialist intermediaries of non-performing loans;
- Euro 1,977 thousand due following currency transactions;
- invoices to be issued for Euro 2,484 thousand.

## **LIABILITIES**

## Financial liabilities measured at amortised cost - caption 10

#### 1.1 Financial liabilities measured at amortised cost: breakdown of due to banks

					]			
		5.2018		31.12.2017				
Type of transaction/Components of the group	D) /		Fair va	alue	D) (		Fair va	alue
	BV -	L1 L2 L3		BV -	L1	L2	L3	
1. Due to central banks	1,589,595	Χ	Χ	Х	1,592,800	Χ	Χ	Х
2. Due to banks	59,676	Χ	Χ	Χ	113,128	Χ	Χ	Χ
2.1 Current accounts and deposits on demand	30,934	Χ	Χ	Χ	27,077	Χ	Χ	Χ
2.2. Time deposits	3,525	Χ	Χ	Χ	2,593	Χ	Χ	Χ
2.3 Loans	25,217	Χ	Χ	Χ	83,205	Χ	Χ	Χ
2.3.1 Repurchase agreements	-	Χ	Χ	Χ	-	Χ	Χ	Χ
2.3.2 Other	25,217	Χ	Χ	Χ	83,205	Χ	Χ	Χ
2.4. Payables for commitments to repurchase own equity instruments	-	Χ	Х	Х	-	Χ	Х	Х
2.5 Other payables	-	Χ	Χ	Χ	253	Χ	Χ	Χ
Total	1,649,271	-	-	1,649,271	1,705,928	-	-	1,705,928

"Due to central banks" reflects the funding facility assigned by the Eurosistema to the Group as part of the "TLTRO II" operation. As a guarantee for this loan, the Group banks have lodged collateralised mortgage loans with the ECB (via the A.Ba.Co. procedure).

#### 1.2 Financial liabilities measured at amortised cost: breakdown of due to customers

		30.06.2018				31.12.2017			
Type of transaction/Components of the group	D) (		Fair v	alue	D) /		Fair va	alue	
	BV -	L1	L2 L3		BV -	L1	L2	L3	
1 Current accounts and deposits on demand	8,181,591	Χ	Х	Χ	7,738,397	Χ	Χ	Χ	
2. Time deposits	1,278,860	Χ	Χ	Χ	1,471,738	Χ	Χ	Χ	
3. Loans	24,478	Χ	Χ	Χ	24,045	Χ	Χ	Χ	
3.1 Repurchase agreements	-	Χ	Χ	Χ	-	Χ	Χ	Χ	
3.2 other	24,478	Χ	Χ	Χ	24,045	Χ	Χ	Χ	
4. Payables for commitments to repurchase own equity instruments	-	Χ	Χ	Χ	-	Χ	Х	Χ	
5. Other payables	40,313	Χ	Χ	Х	38,157	Χ	Χ	Х	
Total	9,525,242	-	-	9,525,242	9,272,337	-	-	9,272,33	

The "3.2 Loans: Other" caption represents loans received from Cassa Depositi e Prestiti that were used to grant reconstruction loans to customers following the 2009 earthquake in Abruzzo.

The main components of "Other payables" relate to: cashier's checks for Euro 35,877 thousand and checks for Euro 538 thousand (last year cashier's checks for Euro 34,970 thousand and checks for Euro 535 thousand respectively).

#### 1.3 Financial liabilities measured at amortised cost: breakdown by debt securities in issue

		30.06.2018				31.12.2017				
Type of security/Amounts		Fair value					Fair value			
	BV —	L1	L2	L3	- BV -	L1	L2	L3		
A. Securities										
1 Bonds	1,606,132	-	1,585,353	17,235	1,684,873		1,705,960	-		
1.1 structured	-	-	-	-	-	-		-		
1.2 other	1,606,132	-	1,585,353	17,235	1,684,873		1,705,960	-		
2. Other securities	20,807	-	-	20,807	23,447			23,447		
2.1 structured	-	-	-	-	-			-		
2.2 other	20,807	-	-	20,807	23,447			23,447		
Total	1,626,939	-	1,585,353	38,042	1,708,320		1,705,960	23,447		

#### Key

BV = book value

*L1 = Level 1* 

L2 = Level 2

*L3 = Level 3* 

This caption reflects funding by means of securities, which include bonds and certificates of deposit, the book value of which is measured at amortised cost (or at fair value if the security is hedged), inclusive of accrued interest thereon. The total funds collected are shown net of repurchased securities.

The caption "A.1.2 Bonds: other" includes the Guaranteed Bank Bonds (GGB) issued during the last year for 575 million euro.

"A.2.2 Other securities: other" consist of certificates of deposit and related accrued interest, of which Euro 19,045 thousand were issued with a short term maturity and Euro 1,734 thousand were issued with a longer than short term maturity. The remainder consists of certificates of Euro 28 thousand that have reached maturity and which are due to be redeemed.

The amounts shown in the fair value columns represent the theoretical market value of debt securities in issue.

## 1.4 Details of caption "10.c) Debt securities in issue": subordinated securities

Bonds	Issue date	Maturity date	Currency	Interest rate	30.06.2018	31.12.2017
Issued by the Parent Company						
ISIN code IT0004921166	03.06.2013	03.06.2018	EUR	FR	-	12.485
ISIN code IT0005038085	28.08.2014	28.08.2019	EUR	FR	49.213	47.873
ISIN code IT0005070179	22.12.2014	22.12.2019	EUR	FR	49.843	48.097
ISIN code IT0005107880	28.05.2015	28.05.2022	EUR	FR	79.881	79.382
ISIN code IT0005136335	16.10.2015	16.10.2021	EUR	FR	50.109	49.481
Issued by Subsidiaries						
ISIN code IT0004331598	15.04.2008	15.04.2018	EUR	FR	-	7.286
ISIN code IT0004344278	18.04.2008	18.04.2018	EUR	FR	-	9.480
Total					229.046	254.084

During the period, no further subordinated bonds were issued by the Group.

## Financial liabilities held for trading - caption 20

## 2.1 Financial liabilities held for trading: breakdown

		30.06.2018					31.12.2017					
Type of transaction/Amounts	Fair value					NV -	F	air value		Fair		
	NV -	L1	L2	L3	value *	INV -	L1	L2	L3	value *		
A. Cash liabilities												
1. Due to banks	-	-	-	-	-	-	-	-	-	-		
2. Due to customers	-	-	-	-	-	-	-	-	-	-		
3. Debt securities	-	-	-	-	Χ	-	-	-	-	Χ		
3.1 Bonds	-	-	-	-	Χ	-	-	-	-	Χ		
3.1.1 Structured	-	-	-	-	Χ	-	-	-	-	Χ		
3.1.2 Other bonds	-	-	-	-	Χ	-	-	-	-	Χ		
3.2 Other securities	-	-	-	-	Χ	-	-	-	-	Χ		
3.2.1 Structured	-	-	-	-	Χ	-	-	-	-	Χ		
3.2.2 Other	-	-	-	-	Χ	-	-	-	-	Χ		
Total A	-	-	-	-	-	•	-	-	-	-		
B. Derivatives												
1. Financial derivatives	Χ	-	3,330	2,532	Χ	Χ	-	3,450	4,526	Χ		
1.1 For trading	Χ	-	3,330	2,532	Χ	Χ	-	3,450	4,526	Χ		
1.2 Connected with the fair value option	Х	-	-	-	Χ	Χ	-	-	-	Χ		
1.3 Other	Χ	-	-	-	Χ	Χ	-	-	-	Χ		
2. Credit derivatives	Χ	-	-	-	Χ	Χ	-	-	-	Χ		
2.1 For trading	Χ	-	-	-	Χ	Χ	-	-	-	Χ		
2.2 Connected with the fair value option	Х	-	-	-	Х	Χ	-	-	-	Х		
2.3 Other	Χ	-	-	-	Χ	Χ	-	-	-	Χ		
Total B	Х	-	3,330	2,532	Х	Х	-	3,450	4,526	Х		
Total (A+B)	Х	-	3,330	2,532	Х	Х	-	3,450	4,526	Х		

## Key

NV = Nominal or notional value

*L1 = Level 1* 

*L2 = Level 2* 

L3 = Level 3

Fair Value\* = Fair value calculated excluding the differences in value due to changes in the issuer's credit rating since the issue date

Caption 20 "Financial liabilities for trading" comprises the negative value of derivatives held for trading.

## Hedging derivatives - caption 40

#### 4.1 Hedging derivatives: breakdown by type and level

-								
		30.06.2018				31.12.	2017	
	NIV /	Fair value			NIV		Fair value	
	NV -	L1	L2	L3	NV <del>-</del>	L1	L2	L3
A) Financial derivatives	138,082	-	5,034	-	138,260	-	4,724	-
1) Fair value	8,082	-	3,210	-	8,260	-	3,310	-
2) Cash flows	130,000	-	1,824	-	130,000	-	1,414	-
3) Foreign investments	-	-	-	-	-	-	-	-
B. Credit derivatives	-	-	-	-	-	-	-	-
1) Fair value	-	-	-	-	-	-	-	-
2) Cash flows	-	-	-	-	-	-	-	-
Total	138,082	-	5,034	-	138,260	-	4,724	-
	1							

## Key

NV = Nominal or notional value

L1 = Level 1

L2 = Level 2

*L3 = Level 3* 

## Other liabilities - caption 80

#### 8.1 Other liabilities: breakdown

	31.12.2017
,055	497
,397	25,457
,699	6,145
31	27
,386	10,750
,917	20,865
	20
153	1,215
86	630
,049	100,345
,798	12,683
,028	14,297
,246	13,105
	2,144
,312	2,781
3	

The "Amounts payable to tax authorities on behalf of third parties" mainly relate to the F24 tax payments to be made on behalf of customers and to the taxes withheld by the Group for payment to the tax authorities.

"Items being processed and in transit with branches" include transactions that are usually settled within the first few days of the following half-year. The main sub-caption are:

- bank transfers being processed of Euro 87,944 thousand (Euro 87,785 thousand at the prior year end),
- items related to transactions in securities settled afterwards for Euro 35,388 thousand,
- MAV (payment by advice) collections of Euro 1,290 thousand (Euro 2,327 thousand at the prior year end),

The amount of "Currency differences on portfolio transactions" is the result of the offset of illiquid liability positions against illiquid asset positions, in relation to various types of transactions in connection with the accounts of customers and of correspondent banks.

"Due to personnel" includes the payable relating to early retirement incentives of Euro 12,141 thousand (Euro 11,537 thousand at the end of last year) and the year end balance of the amount due for holiday pay of Euro 1,986 thousand (Euro 2,029 thousand at the prior year end).

The main items included under caption "Sundry creditors" refer to: sundry creditors from dealing in foreign exchange for Euro 5,419 thousand (Euro 2,171 thousand last year), creditors for bills withdrawn for Euro 1,412 thousand (Euro 1,632 thousand last year) and bank transfers being processed for Euro 2,246 thousand (Euro 2,449 thousand last year).

The provision for guarantees given and commitments determined in application of IAS 39 is shown in the comparative period; in this regard, it should be noted that in application of IFRS 9 - Financial Instruments, starting from 1 January 2018 the provision for risks related to financial commitments and guarantees given, determined by applying the models for calculating the expected loss defined at the time of first-time adoption, is recorded under item "100. Provisions for risks and charges".

#### Provisions for risks and charges - caption 100

#### 10.1 Provisions for risks and charges: breakdown

Items/Components	30.06.2018	31.12.2017
Credit risk provisions relating to commitments and financial guarantees given	1,874	-
2. Provision for other commitments and other guarantees given	-	-
3. Pensions and similar commitments	-	-
4. Other provisions for risks and charges	37,938	46,547
4.1 Legal and tax disputes	14,144	15,386
4.2 Personnel expenses	21,840	28,863
4.3 Other	1,954	2,298
Total	39,812	46,547

In caption "1. Provisions for credit risk relating to commitments and financial guarantees given", the risk provision is determined by applying the models for calculating the expected loss defined on first-time adoption of "IFRS 9 Financial Instruments" (1 January 2018). In the comparison period, the provision for guarantees issued and commitments determined in application of the accounting standard IAS 39 is classified under item "80. Other liabilities".

The "Legal disputes" caption includes provisions made for losses expected to arise from disputes, of which Euro 13,212 thousand relates to legal disputes (Euro 14,491 thousand at the end of last year) and Euro 932 thousand relates to bankruptcy clawback actions (Euro 895 thousand at the end of 2017).

"Personnel expenses" mainly include estimated liabilities regarding the Solidarity fund, Euro 9,901 thousand (Euro 15,003 thousand last year); the bonus system, Euro 7,184 thousand (Euro 7,167 thousand last year), and the long-service and additional holiday awards, Euro 3,460 thousand (Euro 3,387 thousand last year).

The caption "Other" includes provisions for charges pertaining to other operating risks, including provisions totalling Euro 436 thousand for the contractual indemnities due to financial advisors (374 thousand euro last year).

For further details on outstanding disputes reference should be made to "Information on risks and hedging policies".

#### Group Shareholders' equity - captions 120, 130, 140, 150, 160, 170 and 180

#### 13.1 "Share capital" and "Treasury shares": breakdown

	30.06.2018	31.12.2017
A. Share capital	67,705	67,705
A.1 - Ordinary shares	60,840	60,840
A.2 Savings shares	6,865	6,865
A.3 Preference shares		
B. Treasury shares		
B.1 Ordinary shares		
B.2 Savings shares		
B.3 Preference shares		
Total	67,705	67,705

The share capital of Banco Desio Brianza, fully subscribed and paid, consists of:

- 117,000,000 ordinary shares with nominal value of Euro 0.52 each;
- 13,202,000 savings shares with nominal value of Euro 0.52 each.

No Group company holds or has held any treasury shares in the course of the period.

#### Minority interests - caption 190

#### 16.1 Details of caption 210 "Minority interests"

30.06.2018	31.12.2017
41.925	52.785
41.921	52.781
4	4
-	-
41.925	52.785
-	<b>41.925</b> 41.921 4

## **INCOME STATEMENT**

#### Interest - caption 10 and 20

#### 1.1 Interest and similar income: breakdown

Captions/Technical forms	Debt securities	Loans	Other transactions	30.06.2018	30.06.2017
Financial assets designated at fair value through profit or loss	50	-	-	50	113
1.1. Financial assets held for trading	50	-	-	50	113
<ol> <li>1.2. Financial assets designated at fair value through profit or loss</li> </ol>	-	-	-	-	-
1.3 Other financial assets mandatorily at fair value	-	-	-	-	-
Financial assets designated at fair value through other comprehensive income	3,209	-	X	3,209	6,956
3. Financial assets measured at amortised cost	2,549	127,297	Х	129,846	133,823
3.1. Due from banks	522	3,635	Χ	4,157	375
3.2. Loans to customers	2,027	123,662	Χ	125,689	133,448
4. Hedging derivatives	Χ	Χ	-	-	-
5. Other assets	Χ	Χ	1	1	4
6. Financial liabilities	Χ	Χ	Χ	3,207	-
Total	5,808	127,297	1	136,313	140,896

Interest on "Loans to customers" is recognised net of default interest accrued but not collected in the period on non-performing loans, since this is only recorded in the financial statements when collected. The interest in question totalled Euro 1,792 thousand at the end of June.

Conversely, the caption includes default interest of previous periods and collected in the period of Euro 230 thousand (Euro 179 thousand in June last year).

Caption "3. Financial assets valued at amortised cost" of the comparative period includes interest accrued on securities classified as "held to maturity" on the basis of IAS 39 in force up to 31 December 2017, for Euro 124 thousand under "loans to banks" and for Euro 528 thousand under "loans to customers".

The balance of item "3.2 Loans to customers" at 30 June 2018 is shown net of the release of the time value component of non-performing financial assets of Euro 4,739 thousand and of the negative adjustments on interest related to non-performing loans for approximately Euro 1,785 thousand, which in the comparative period are shown under item "130.a Net adjustments for credit risk relating to financial assets measured at amortised cost".

The interest related to "6. Financial liabilities" refers to the benefit deriving from application of the negative interest rate of 0.40% on the portion of the total loan granted by the Eurosystem to the Banco Desio Group as part of "TLTRO II".

#### 1.3 Interest and similar expense: breakdown

Captions/Technical forms	Payables	Securities	Other transactions	30.06.2018	30.06.2017
Financial liabilities measured at amortised cost	(12,921)	(12,284)	Х	(25,205)	(25,241)
1.1. Due to central banks	-	X	X	-	(597)
1.2. Due to banks	(376)	X	X	(376)	(170)
1.3. Due to customers	(12,545)	X	X	(12,545)	(12,121)
1.4 Debt securities in issue	X	(12,284)	Х	(12,284)	(12,353)
2. Financial liabilities held for trading	-	-	-	-	-
3. Financial liabilities designated at fair value through profit or loss	-	-	-	-	(48)
4. Other liabilities and provisions	X	Χ	(142)	(142)	(47)
5. Hedging derivatives	X	X	(658)	(658)	(484)
6. Financial assets	X	X	X	(1,987)	-
Total	(12,921)	(12,284)	(800)	(27,992)	(25,820)

The amount under item "5. Hedging derivatives" represents the difference between negative and positive spreads on this type of financial instrument.

## 1.5 Differentials on hedging transactions

Captions	30.06.2018	30.06.2017
A. Positive differentials on hedging transactions:	32	244
B. Negative differentials on hedging transactions:	(690)	(728)
C. Balance (A-B)	(658)	(484)

## Commission - captions 40 and 50

#### 2.1 Commission income: breakdown

Type of service/Amounts	30.06.2018	30.06.2017
a) guarantees given	1,438	1,544
b) credit derivatives	-	-
c) management, brokerage and consulting services	32,495	30,081
1. trading in financial instruments	-	-
2. trading in foreign exchange	805	831
3. portfolio management	3,722	3,566
3.1. individual	3,443	3,243
3.2. collective	279	323
4. custody and administration of securities	779	916
5. custodian bank	-	-
6. placement of securities	11,343	10,601
7. order taking	3,253	3,196
8. advisory services	_	-
8.1 regarding investments	_	-
8.2 regarding financial structuring	_	-
9. distribution of third-party services	12,593	10,971
9.1. asset management	209	204
9.1.1. individual	209	204
9.1.2. collective	_	-
9.2 insurance products	8,579	8,531
9.3 other products	3,805	2,236
d) collection and payment services	14,411	14,294
e) servicing related to securitisation	35	27
f) services for factoring transactions	62	62
g) tax collection services	_	-
h) management of multilateral trading systems	_	-
i) maintenance and management of current accounts	34,162	34,960
j) other services	5,059	5,376
Total	87,662	86,344

Commissions for "other services" include commission income for transactions for the assignment of one fifth of salary and loans with delegation of payment for Euro 1,149 thousand (Euro 1,857 thousand last year), recoveries of expenses on customer collection and payments for Euro 435 thousand (Euro 446 thousand last year), fees for the Internet banking service of Euro 832 thousand (Euro 752 thousand last year) and recoveries of expenses on mortgage instalments for Euro 668 thousand (Euro 600 thousand last year) and other recoveries of expenses for Euro 651 thousand last year (Euro 512 thousand last year).

#### 2.3 Commission expense: breakdown

Services/Amounts	30.06.2018	30.06.2017
a) guarantees received	(245)	(160)
b) credit derivatives	-	-
c) management and brokerage services:	(667)	(1,006)
1. trading in financial instruments	(46)	(57)
2. trading in foreign exchange	-	-
3. portfolio management	-	-
3.1 own portfolio	-	-
3.2 third-party portfolio	-	-
4. custody and administration of securities	(621)	(845)
5. placement of financial instruments	-	(104)
6. offer of securities, financial products and services through financial promoters	-	-
d) collection and payment services	(1,743)	(1,745)
e) other services	(3,661)	(3,413)
Total	(6,316)	(6,324)

Commissions for "other services" include fees relating to remuneration of the network of financial advisors for Euro 2,681 thousand (Euro 2,700 thousand last year).

## Dividends and similar income - caption 70

#### 3.1 Dividends and similar income: breakdown

	30.06	.2018	30.06.2017		
Caption/Income	Dividends	Similar income	Dividends	Similar income	
A. Financial assets held for trading	97	0	17	0	
B. Others financial assets that have to be measured at fair value	0	0	0	0	
C. Financial assets designated at fair value through other comprehensive income	3,095	0	593	0	
D. Equity investments	0	0	0	0	
Total	3,192	0	610	0	

The table shows dividend income from non-controlling interests classified as financial assets available for sale.

## Net trading income - caption 80

4.1 Net trading income: breakdown

Transactions/Income components	Capital gains (A)	Trading profits (B)	Capital losses (C)	Trading losses (D)	Net result [(A+B) - (C+D)]
Financial assets held for trading	12	1,147	(1,013)	(98)	48
1.1 Debt securities	-	221	(504)	(13)	(296)
1.2 Equity instruments (other than equity investments)	12	287	(502)	(12)	(215)
1.3 Mutual funds	-	510	(7)	-	503
1.4 Loans	-	-	-	-	-
1.5 Other	-	129	-	(73)	56
2. Financial liabilities held for trading	-	-	-	-	-
2.1 Debt securities	-	-	-	-	-
2.2 Payables	-	-	-	-	-
2.3 Other	-	-	-	-	-
3. Other financial assets and liabilities: exchange differences	Х	х	х	х	1,440
4. Derivatives	133	5,885	(211)	(7,673)	(1,729)
4.1. Financial derivatives:	133	5,885	(211)	(7,673)	(1,729)
- On debt securities and interest rates	122	3,780	(17)	(4,732)	(847)
- On equities and equity indices	11	857	(194)	(1,350)	(676)
- On currency and gold	Χ	X	Χ	Χ	137
- Other	-	1,248	-	(1,591)	(343)
4.2 Credit derivatives	-	-	-	-	-
of which: natural hedges related to the fair value option	X	X	X	X	-
Total	145	7,032	(1,224)	(7,771)	(241)

The captions "1.Financial assets held for trading" and "4. Derivatives" include income from financial assets held for trading.

Caption "3. Other financial assets and liabilities: exchange differences" includes the gains (or losses) arising from the translation of foreign currency assets and liabilities that differ from those held for trading.

## Net hedging gains (losses) - caption 90

## 5.1 Net hedging gains (losses): breakdown

Income items/Amounts	30.06.2018	30.06.2017
A. Income relating to:		
A.1 Fair value hedges	102	421
A.2 Hedged financial assets (fair value)	1	-
A.3 Hedged financial liabilities (fair value)	-	168
A.4 Cash flow hedges	-	-
A.5 Foreign currency assets and liabilities	-	-
Total income from hedging activity (A)	103	589
B. Charges relating to:		
B.1 Fair value hedges	(2)	(189)
B.2 Hedged financial assets (fair value)	(105)	(632)
B.3 Hedged financial liabilities (fair value)	-	(24)
B.4 Cash flow hedges	-	-
B.5 Foreign currency assets and liabilities	-	-
Total charges from hedging activity (B)	(107)	(839)
C. Net hedging gains (losses) (A-B)	(4)	(250)

The caption includes net hedging gains (losses). The various sub-captions indicate income components arising from the measurement process for hedged assets (mortgage loans) and hedged liabilities (bonds issued by the Group) as well as from the related hedging derivatives.

## Gains (Losses) on disposal or repurchase - caption 100

#### 6.1 Gains (losses) on disposal or repurchase: breakdown

		30.06.2018		30.06.2017		
Caption/Income items	Gains	Losses	Net result	Gains	Losses	Net result
Financial assets						
Financial assets measured at amortised cost	-	(101)	(101)	2,572	(2,477)	95
1.1. Due from banks	-	-	-	-	-	-
1.2. Loans to customers	-	(101)	(101)	2,572	(2,477)	95
Financial assets designated at fair value through other comprehensive income	11,683	(1,502)	10,181	10,045	(7,454)	2,591
2.1 Debt securities	11,683	(1,502)	10,181	6,462	(5,442)	1,020
2.2 Loans	-	-	-	-	-	-
2.3. Equity instruments	-	-	-	-	(1,685)	(1,685)
2.4. Mutual funds	-	-	-	3,583	(327)	3,256
Total assets	11,683	(1,603)	10,080	12,617	(9,931)	2,686
Financial liabilities measured at amortised cost	-	-	-	-	-	-
1. Due to banks	-	-	-	-	-	-
2. Due to customers	-	-	-	-	2	2
3. Debt securities in issue	11	(427)	(416)	54	(430)	(376)
Total liabilities	11	(427)	(416)	54	(428)	(374)

This caption includes the net gain (loss) on disposal of financial assets, excluding those held for trading and those designated at fair value through profit or loss, as well as the net gain (loss) from the repurchase of own securities.

The caption "1.2. Loans to customers" includes the net gain (loss) on disposal of non-performing loans.

Caption "2. Financial assets measured at fair value through other comprehensive income" represents the economic effect of the sales of the period, including the release of the related valuation reserves gross of the tax effect. With reference to the comparative period, the profit/loss component generated by financial instruments classified as "available for sale" has been conventionally shown in this item in accordance with IAS 39, including:

- mutual funds which, starting from 1 January 2018 with first-time adoption of "IFRS 9 Financial Instruments" have been classified as financial assets that are mandatorily valued at fair value, the economic effects of which are all shown under item 110.b) Net result of financial assets mandatorily at fair value;
- equities which, starting from the same date, have been designated at fair value through other comprehensive income (FVOCI option) and without reversal to the income statement in the event of sale of the realisable component.

As regards financial liabilities, the caption "3. Debt securities in issue" includes the net gain (loss) from the repurchase of own bonds.

Net results on financial assets and liabilities designated at fair value - caption 110

## 7.2 Net changes of other financial assets and liabilities designated at fair value through profit or loss: other financial assets that are mandatorily measured at fair value

Transactions/Income components	Capital gains (A)	Gains on disposal (B)	Capital losses (C)	Losses on disposal (D)	Net result [(A+B) - (C+D)]
1. Financial assets	59	426	(1,754)	-	(1,269)
1.1 Debt securities	-	-	-	-	-
1.2 Equity instruments	-	-	-	-	-
1.3 Mutual funds	59	426	(1,754)	-	(1,269)
1.4 Loans	-	-	-	-	-
2. Financial assets: exchange differences	Х	Х	Х	Х	-
Total	59	426	(1,754)	-	(1,269)

This item consists of the result of financial instruments which, with the introduction of "IFRS 9 - Financial Instruments" from 1 January 2018, must be valued at fair value through profit or loss, even if they are not held for trading, as they fail to pass the SPPI test foreseen in the new standard. At 30 June 2018 this item is made up entirely of mutual funds, which by their very nature do not have characteristics compatible with passing the test. These instruments were previously classified as "available for sale" as required by IAS 39; Therefore, in the comparative period:

- the valuation component (gain/loss) of this type of instrument, positive for 569 thousand euro, is reflected in other comprehensive income;
- the realisable component (profit/loss), which is positive for Euro 3,256 thousand, is conventionally re-stated under item "100.b Profit/loss from sale or repurchase of financial assets measured at fair value through other comprehensive income".

## Net write-downs/write-backs for credit risk - caption 130

#### 8.1 Net rite-downs for credit risk related to financial assets measured at amortised cost: breakdown

					[			
Transactions/Income	Write	e-downs (		Write-ba	cks (2)			
components	First and second stage	Write- off	Other	First and second stage	Third stage	30.06.2018	30.06.2017	
A. Due from banks	(168)	-	-	-	-	(168)	-	
- Loans	-	-	-	-	-	-	-	
- Debt securities	(168)	-	-	-	-	(168)	-	
B. Loans to customers	(1,861)	(1,164)	(83,203)	1,100	35,181	(49,947)	(29,838)	
- Loans	(1,009)	(1,164)	(83,203)	1,100	35,181	(49,095)	(29,838)	
- Debt securities	(852)	-	-	-	-	(852)	-	
Total	(2,029)	(1,164)	(83,203)	1,100	35,181	(50,115)	(29,838)	

This caption includes impairment write-downs and write-backs recognised in connection with loans to customers.

As regards "Write-downs" the figure in the "Write-offs" column relates to losses from the write-off of doubtful loans.

"Write-downs – Third stage", which arise from the analytical assessment of the probability of recovery of non-performing loans and by discounting cash flows expected to be generated thereby, particularly from doubtful loans, mainly relate to:

- Doubtful loans 48,113 thousand euro (36,611 thousand euro in June 2017);
- Unlikely to pay loans 34,375 thousand euro (33,816 thousand euro in June 2017);
- Past due loans 715 thousand euro (1,221 thousand euro in June 2017).

"Portfolio write-backs" arise from the amount of the performing loans portfolio (first and second stage).

"Specific write-backs (Third stage)" relate to:

- collections of loans previously written down Euro 12,472 thousand
- write-backs Euro 21,965 thousand
- doubtful loans amortized in previous years and with actual recoveries higher than those expected for 744 thousand euro.

The adjustments to loans at 30 June 2018 are determined by applying the new models for the determination of the expected credit losses adopted by the bank in application of "IFRS 9 Financial Instruments" starting from 1 January 2018, and are therefore not fully comparable with the prior period.

The adjustments to debt securities classified in the first/second stage were determined for the first time on application of the new accounting standard and do not therefore have a comparative figure.

It should be noted that the comparative figure includes the release of the time value component of impaired financial assets and value adjustments on interest relating to non-performing loans, which at the reporting date are included in item "10. Interest and similar income".

## 8.2 Net write-downs for credit risk related to financial assets designated at fair value through other comprehensive income: breakdown

Transactions/Income components	First and	Write-downs (1) Third stage		First and Third stage First and Third		30.06.2018	30.06.2017
	second stage	Write-off	Other	second stage	stage		
A. Debt securities	-	-	(463)	-	-	(463)	-
B. Loans	-	-	-	-	-	-	-
- to customers	-	-	-	-	-	-	-
- to banks	-	-	-	-	-	-	-
C. Equity instruments	-	-	-	-	-	-	(1,811)
D. Mutual fund	-	-	-	-	-	-	(7,197)
Total	-	-	(463)	-	-	(463)	(9,008)

This item includes the adjustments deriving from application of the new models for determining the expected loss on the "held to collect & sell" debt securities portfolio in application of "IFRS 9 - Financial Instruments" starting from 1 January 2018, and therefore not comparable with the prior period.

The comparative figure conventionally includes the adjustments to all instruments classified as available-for-sale financial assets on the basis of IAS 39, in particular mutual funds and equity securities, and is therefore not comparable on a like-for-like basis with the balance at the reporting date. In particular, item "D. Mutual funds" includes the adjustments to the Atlante fund for Euro 4,140 thousand (of which Euro 557 thousand offset by use of an equivalent amount of the provision for the payment commitment previously set up).

## Administrative expenses - caption 190

#### 12.1 Payroll costs: breakdown

Type of expense/Amounts	30.06.2018	30.06.2017
1) Employees	(82,933)	(87,090)
a) Wages and salaries	(57,976)	(59,241)
b) Social security charges	(15,372)	(15,583)
c) Termination indemnities	-	-
d) Pension expenses	-	-
e) Provision for termination indemnities	(88)	(169)
f) provision for post-retirement benefits and similar commitments:	-	-
- defined contribution	-	-
- defined benefit	-	-
g) Payments to external supplementary pension funds:	(5,291)	(5,386)
- defined contribution	(5,291)	(5,386)
- defined benefit	-	-
h) Equity-based payments	-	-
i) other personnel benefits	(4,206)	(6,711)
2) Other active employees	(223)	(210)
3) Directors and auditors	(2,070)	(2,106)
4) Retired personnel	-	- -
Total	(85,226)	(89,406)
		-

The caption "1.g – payments to external supplementary pension funds: defined contribution" includes part of the termination indemnities paid to the state pension scheme and to supplementary pension funds.

Details of caption "1.i) – other employee benefits" are provided in table 12.4 below.

## 12.4 Other personnel benefits

	30.06.2018	30.06.2017
Provision for sundry charges	(2,972)	(3,358)
Contributions to healthcare fund	(889)	(971)
Training and instruction costs	(537)	(641)
Rent expense of property used by employees	(144)	(157)
Redundancy incentives	1,723	(33)
Other	(1,387)	(1,551)
Total	(4,206)	(6,711)

The revenue component under item "Redundancy incentives" refers to the adjustment of the liabilities recorded to cover the redundancy plan at the end of 2016.

The main components of the "Other" caption include company canteen costs of Euro 644 thousand (Euro 855 thousand in June 2017) and costs relating to insurance premiums of Euro 225 thousand (Euro 252 thousand in June 2017).

#### 12.5 Other administrative costs: breakdown

	30.06.2018	30.06.2017
Indirect taxes and duties:		
- Stamp duty	(13,096)	(12,767)
- Other	(2,999)	(3,057)
Other costs:		
- IT expenses	(9,647)	(8,916)
- Lease of property and other assets	(6,633)	(6,891)
- Maintenance of buildings, furniture and equipment	(3,055)	(2,937)
- Post office and telegraph	(1,727)	(1,395)
- Telephone and data transmission	(2,965)	(2,902)
- Electricity, heating, water	(2,240)	(2,133)
- Cleaning services	(687)	(694)
- Printed matter, stationery and consumables	(534)	(605)
- Transport costs	(660)	(647)
- Surveillance and security	(1,226)	(1,297)
- Advertising	(929)	(738)
- Information and surveys	(1,065)	(1,126)
- Insurance premiums	(503)	(562)
- Legal fees	(3,087)	(2,791)
- Professional consulting fees	(3,714)	(3,291)
- Various contributions and donations	(63)	(37)
- Sundry expenses	(10,237)	(8,475)
Total	(65,067)	(61,261)

Sundry expenses include the contribution to the Single Resolution Mechanism (SRM) for Euro 3,905 thousand (Euro 3,489 thousand before), the extraordinary contribution to the same fund for Euro 1,436 thousand (not present last year), reimbursements to employees for travel expenses, mileage reimbursements for Euro 631 thousand (Euro 686 thousand in June 2017), expenses for registration of mortgage, injunctions and assignment of receivables for Euro 968 thousand (Euro 1.017 thousand in June 2017), membership fees for Euro 835 thousand (Euro 546 thousand in June 2017) and subscriptions to newspapers and magazines for Euro 159 thousand (Euro 256 thousand in June 2017).

## Net provisions for risks and charges - caption 200

#### 13.1 Net provisions for risks and charges: breakdown

	Provision	Utilisations	30.06.2018	30.06.2017
commitments for guarantees given		90	90	2,216
charges for legal disputes	(2,148)	1,793	(355)	(2,362)
other	(234)	154	(80)	(328)
Total	(2,382)	2,037	(345)	(474)

The item "Commitments for guarantees given" represents the provision/use of the provision for risks determined by applying the models for calculating the expected loss defined in application of "IFRS 9 Financial Instruments" (1 January 2018). The comparative figure conventionally includes the net accrual to the provision for guarantees given and commitments determined in application of IAS 39.

Charges for legal disputes include provisions made in the year for expected losses arising from legal disputes and bankruptcy clawback actions.

Other provisions include provisions for other operating risks, including tax litigation.

## Net adjustments to property, plant and equipment - caption 210

#### 14.1. Net adjustments to property, plant and equipment: breakdown

Assets/Income items	Depreciation (a)	Impairment adjustments (b)	Write-backs (c)	Net result (a + b + c)
A. Property, plant and equipment				
A.1 Owned	(3,672)	-	-	(3,672)
- for business purposes	(3,663)	-	-	(3,663)
- for investment purposes	(9)	-	-	(9)
- Balance	Χ	-	-	-
A.2 Held under finance leases	-	-	-	-
- For business purposes	-	-	-	-
- For investment purposes	-	-	-	-
Total	(3,672)	-	-	(3,672)

The adjustments consist entirely of depreciation computed over the useful lives of the assets.

Net adjustments to intangible assets - caption 220

#### 15.1 Net adjustments to intangible assets: breakdown

Assets/Income items	Amortisation	Impairment adjustments	Write-backs	Net result
	(a)	(b)	(c)	(a + b + c)
A. Intangible assets				
A.1 Owned	(1,064)	-	-	(1,064)
- Generated internally	-	-	-	-
- Other	(1,064)	-	-	(1,064)
A.2 Held under finance leases	-	-	-	-
Total	(1,064)	-	-	(1,064)

The adjustments consist entirely of amortisation computed over the useful lives of the assets.

## Other operating charges/income - caption 230

#### 16.1 Other operating charges: breakdown

	30.06.2018	30.06.2017
Amortisation of leasehold improvements	(979)	(1,154)
Losses on disposal of property, plant and equipment	(134)	
Charges on non-banking services	(977)	(1,456)
Total	(2,090)	(2,610)

#### 16.2 Other operating income: breakdown

	30.06.2018	30.06.2017
Recovery of taxes from third parties	14,521	14,237
Recharge of costs of current accounts and deposits	4,535	5,160
Rental and leasing income	25	28
Other expense recoveries	5,534	6,254
Gains on disposal of property, plant and equipment		2
Other	385	725
Total	25,000	26,406

"Recharge of costs of current accounts and deposits" includes recoveries for rapid preliminary investigation fees of Euro 2,797 thousand (Euro 3,570 thousand in June 2017) and other recoveries for various communications to customers of Euro 1,636 thousand (Euro 1,500 thousand in June 2017).

"Other expense recoveries" include, in particular, recoveries of legal costs relating to various non-performing loans of Euro 1,698 thousand (Euro 2,581 thousand last year), the recovery of investigation costs of various loans for Euro 1,067 thousand (Euro 714 thousand last year), recovery of appraisals in connection with mortgage loans of Euro 166 thousand (Euro 263 thousand last year), the recovery of sundry expenses relating to lease applications of Euro 149 thousand (Euro 193 thousand in 2017).

## Gains (losses) on disposal of investments - caption 280

## 20.1 Gains (losses) on disposal of investments: breakdown

Income item/Amounts		30.06.2018	30.06.2017	
A. Property		-	41	
- Gains on disposal		-	41	
- Losses on disposal		-	-	
B) Other assets		-	-	
- Gains on disposal		-	-	
- Losses on disposal		-	-	
Net result		-	41	

## Income taxes on current operations - caption 300

## 21.1 Income taxes on current operations: breakdown

Income items/Segments	30.06.2018	30.06.2017
1. Current taxes (-)	(1,504)	(4,234)
2. Change in prior period income taxes (+/-)	-	2
3. Reduction in current taxes (+)	-	-
3. bis Reduction in current taxes for tax credits (Law 214/2011) (+)	-	-
4. Change in deferred tax assets (+/-)	(4,566)	(8,907)
5. Change in deferred tax liabilities (+/-)	1,651	2,836
6. Income taxes for the period (-) ( -1+/-2+3+3bis+/-4+/-5)	(4,419)	(10,393)
		<u> </u>

## Earnings per share

	30.06.2018		30.06.2017	
	Ordinary shares	Savings shares	Ordinary shares	Savings shares
Net profit of the Group attributable to the various classes of shares (thousands of euro)	11,980	1,622	15,992	2,165
Average number of shares outstanding	117,000,000	13,202,000	117,000,000	13,202,000
Average number of potentially dilutive shares	-	-	-	-
Average number of diluted shares	117,000,000	13,202,000	117,000,000	13,202,000
Earnings per share (Euro)	0.10	0.12	0.14	0.16
Diluted earnings per share (Euro)	0.10	0.12	0.14	0.16
	1			

INFORMATION ON RISKS AND RELATED HEDGING POLICY

#### Introduction

The Internal Control and Risk Management System consists of a set of rules, procedures and organisational structures designed to permit the identification, measurement, management and monitoring of major risks. This system has been integrated into the Group's organisational and corporate governance structures.

The system's guidelines have been set out in specific internal regulations. The operational instructions and detailed information regarding the controls in place, at various levels, over business processes are included in specific "Consolidated Texts" by function and Internal Procedures.

The organisational model adopted by the Group envisages that the Parent Company's Risk Management function reports directly to the Board of directors and participates in the risk management process designed to identify, measure, assess, monitor, prevent, mitigate and communicate the risks assumed or which could be assumed in the conduct of business. This function also covers the subsidiaries, in accordance with the provisions of the relevant Service Agreements.

The Board of Directors of the Parent Company approves, at least annually, the Group's "Risk Appetite Framework (RAF)" and the "Policy for risk management", which define risk appetite, thresholds of tolerance, limits and the rules and methodologies for monitoring risks. These documents provide for specific risk indicators with the relevant attention thresholds on an individual legal entity basis. The internal control process over capital adequacy (ICAAP) also forms part of the risk management system and of the governance and management of the liquidity risk (ILAAP).

#### SECTION 1 - RISKS OF THE ACCOUNTING CONSOLIDATION

#### Quantitative information

#### Credit quality

#### A.1.1 Distribution of financial assets by portfolio and quality of lending (book values)

Portfolio/Quality		Doubtful loans	Unlikely to pay loans	Past due non- performing loans	Past due performing loans	Other performing exposures	Total
1. Financial assets me cost	easured at amortised	123.664	282.718	6.616	200.372	11.041.397	11.654.767
2. Financial assets det through other compr	signated at fair value rehensive income	-	-	-	-	1.307.679	1.307.679
3. Financial assets des	signated at fair value	-	-	-	-	-	-
4. other financial asse measured at fair valu		-	-	-	-	-	-
5. Financial assets bei	ing sold	287.829	-	-	-	-	287.829
Total	30.06.2018	411.493	282.718	6.616	200.372	12.349.076	13.250.275
Total	31.12.2017	494.173	321.341	8.410	215.547	12.210.141	13.249.612

#### A.1.2 Distribution of financial assets by portfolio and quality of lending (gross and net values)

Portfolio/Quality			Non-performing			Performing			
		Gross exposure	Total write- downs	Net exposure	Gross exposure	Total write- downs	Net exposure	Total (Net exposure)	
1. Financial assets m	neasured at amortised cost	694.556	(281.558)	412.998	11.297.638	(55.869)	11.241.769	11.654.767	
2. Financial assets d other comprehensive	esignated at fair value through ve income	-	-	-	1.309.213	(1.534)	1.307.679	1.307.679	
3. Financial assets d	esignated at fair value	-	-	-	X	X	-	-	
4. other financial as at fair value	sets that have to be measured	-	-	-	X	X	-	-	
5. Financial assets b	eing sold	772.084	(484.255)	287.829	-	-	-	287.829	
Total	30.06.2018	1.466.640	(765.813)	700.827	12.606.851	(57.403)	12.549.448	13.250.275	
Total	31.12.2017	1.463.061	(639.137)	823.924	12.466.350	(40.662)	12.425.688	13.249.612	

Portfolio/Quality		Assets with an obviou	Assets with an obviously poor credit quality		
Portrollo/Quality	Accumulated losses	Net exposure	Net exposure		
1. Financial assets held for trading		-	2	11.564	
2. Hedging derivatives		-	-	3_	
T otal	30.06.2018	-	2	11.567	
Total	31.12.2017	1	13	12.492	

The portfolios of Assets measured at amortized cost and Financial assets being sold include non-performing loans acquired through the business combination (acquisition of control of Banca Popolare di Spoleto S.p.A.) recorded in the consolidated financial statements in application of the international accounting principle IFRS 3. In the table, the gross value of these loans is expressed at purchase cost. The difference between the nominal amount of the loans and their purchase price at 30 June 2018 amounted to Euro 46,855 thousand for Financial assets measured at amortised cost and to Euro 96,153 thousand for Financial assets being sold. This difference essentially represents the write-downs made by the subsidiary BPS on non-performing loans prior to the acquisition of control.

For a more accurate calculation of the credit risk indicators (coverage ratio), it should be noted that the total amount of Financial assets measured at amortised cost gross non-performing loans at 30 June 2018 - considering non-performing loans of the subsidiary BPS with their write-downs - amounted to Euro 741 million and total write-downs to Euro 328 million; in addition, the total amount of gross non-performing financial assets being sold at 30 June 2018 - considering non-performing loans of the subsidiary BPS with their write-downs - amounted to Euro 868 million and total write-downs to Euro 580 million.

#### SECTION 2 - RISKS OF THE CONSOLIDATION FOR REGULATORY PURPOSES

#### 1.1 CREDIT RISK

#### **Qualitative information**

#### 1. General aspects

The Group's lending activity has developed according to the guidelines of the Business Plan, addressed to local economies primarily in the retail, small business and small SME markets. To a lesser extent, our lending activity is directed towards the corporate market.

The activities aimed at individual customers, small businesses (artisans, family businesses and professionals), SMEs and Corporates, and customers in the financial sector, mainly include the following products: loans and deposits; financial, banking and payment services; documentary credit; factoring; financial, insurance and asset management products; debit and credit cards.

Commercial policy is pursued through the Group's branch network based on credit policies geared to supporting local economies. Particular attention is paid to maintaining relationships established with customers and their development in the geographic areas where the Group has traditionally been present and in new markets with the aim of acquiring new market shares and facilitate growth in business volumes. The Group also operates under agreements with the Italian Banking Association and with trade and business associations, signing conventions aimed at providing support to corporate borrowers while carefully monitoring asset quality.

#### 2. Credit risk management policies

#### 2.1. Organisational aspects

Factors that generate credit risk involve the possibility that an unexpected change in the creditworthiness of a counterparty in respect of which there is an exposure, might generate a corresponding unexpected change in the market value of the credit position. It follows that not only the possibility of a counterparty's insolvency, but also a simple deterioration of its creditworthiness has to be considered a manifestation of credit risk.

The Group's organisational structure provides for adequate monitoring and management of credit risk, in a logic of separation between business and control functions. The Company's Board of Directors has exclusive power to lay down guidelines that have an impact on the running of the Group's affairs and, in this context, to make decisions on strategic lines and operations, business and financial plans as well as those relating - again at the level of strategic supervision - to the Internal Control and Risk Management System in compliance with the Capital Requirements in force at the time. In this context, at least once a year, the Board of Directors approves the Group's "Risk Appetite Framework (RAF)" and the "Policy for Risk Management"; taking into account the nature and size of the activities being carried on, they define the risk appetite, thresholds of tolerance, limits and the rules and methodologies for monitoring risks, identifying the functions that are responsible for specific control mechanisms, establishing dedicated information flows. In line with the provisions of Bank of Italy circular 285/2013, the Group has formalised within the Risk Management Department the activities of verification and supervision of the monitoring and debt collection activities carried out by the competent company departments, providing for the right to intervene, where necessary, with regard to the classification of anomalous credit and provisional accruals and postings.

#### 2.2 Systems for managing, measuring and monitoring credit risk

Systems for managing, measuring and monitoring credit risk are developed in an organisational context that involves the whole cycle of the credit process, from initial inquiry and periodic review to final withdrawal and recovery.

During the fact finding stages of the lending process, the Group performs an internal and external investigation on the customer and arrives at a final decision on whether to grant the loan by also considering the information obtained on the customer's financial standing from what is known of the customer and of the customer's economic environment. During the process of granting credit, the Group operates according to guidelines based on risk diversification among various customers operating in different industries and market sectors and on the appropriateness of the credit facility depending on the independent creditworthiness of the borrower, the technical form and the collateral that could be acquired. The analysis and monitoring of risk associated with the lending process is performed with the support of specific operating procedures. The aim of a prompt monitoring system is to identify, as soon as possible, signs of deterioration of exposures in order to intervene with effective corrective measures. To this end, credit exposures are monitored by means of an analysis of relationship trends and by central oversight of risk by means of dedicated procedures. As part of its corporate risk management policy, the Group has set up a system of operating limits and specific Key Risk Indicators (KRI). In the context of monitoring and control, on pre-established thresholds being exceeded, the Parent Company's Risk Management function activates internal procedures for an intervention in order to maintain a risk appetite level consistent with the guidelines laid down in the RAF and the risk management policies.

For risk management purposes, Banco Desio Group uses an internal rating system (CRS - Credit Rating System) that classifies each counterparty in risk classes that reflect their probability of default. The classification of performing counterparties is on a scale from 1 to 10, while there are three non-performing classes (past due and/or overdrawn exposures, unlikely-to-pay and doubtful loans).

For the purpose of calculating the capital requirement for credit risk, the Group follows the rules laid down in the regulations for the standardised approach, resorting, for certain counterparties, to the use of ratings provided by authorised, external ECAIs.

#### 2.3 Measurement methods for expected losses

The general approach defined by IFRS 9 to estimate the impairment is based on a process aimed at highlighting the deterioration of the credit quality of a financial instrument at the reporting date compared with the date of initial recognition. The regulatory indications regarding the assignment of credits to the various "stages" envisaged by the Standard (a process known as "staging" or "stage allocation") do in fact identify significant changes in credit risk by referring to the change in creditworthiness with respect to the initial recognition of the counterparty, the expected life of the financial asset and other forward-looking information that may affect credit risk.

Consistent with the provisions of accounting standard IFRS 9, performing loans are therefore divided into two different categories:

- Stage 1: this bucket includes assets that have not suffered a significant deterioration in credit risk.

  This stage provides for the calculation of the expected loss at one year on a collective basis;
- Stage 2: this bucket classifies assets that show a significant deterioration in credit quality between the reporting date and the date of initial recognition. For this bucket the expected loss must be calculated from a lifetime perspective, i.e. over the entire duration of the instrument, on a collective basis.

#### 2.4 Credit risk mitigation techniques

As part of the process leading up to the provision of credit, whenever possible, the Group acquires real and/or personal guarantees in order to mitigate risk, even if the requirements appear to be satisfied.

For all loans, the main type of real guarantee is the mortgage, primarily related to the technical form of mortgage loans (particularly on residential properties). To a lesser extent, but for significant amounts, there are also pledges on securities and/or cash.

Guarantees received by the Group are drawn up on contractual forms in line with industry standards and the law, and are approved by the relevant corporate functions. The process of collateral management provides for monitoring and specific controls to check their eligibility, in line with the requirements of supervisory regulations.

#### 3. Non-performing exposure

#### 3.1 Management strategies and policies

The current regulatory framework provides for the classification of non-performing financial assets according to their risk status. In particular, there are three categories: "doubtful loans", "unlikely to pay" and "non-performing past due and/or overdrawn exposures".

- Doubtful loans: exposure to a borrower in a state of insolvency (even if not legally bankrupt) or in substantially similar situations, regardless of the loss forecasts made by the intermediary.
- Unlikely to pay: exposures for which the intermediary considers full compliance by the debtor unlikely without recourse to actions such as collection of guarantees, regardless of the presence of amounts due and/or overdrawn.
- Non-performing past due and/or overdrawn exposures: exposures, other than those classified as doubtful or unlikely to pay, with amounts that are past due and/or overdrawn continuously for more than 90 days.

"Exposures subject to forbearance" are also envisaged as a category, referring to the exposures subject to renegotiation and/or refinancing due to the customer's financial difficulties (manifest or in the process of manifestation). These exposures may constitute a subset of non-performing loans (exposures subject to forbearance on non-performing positions) rather than performing loans (exposures subject to forbearance on performing positions). The management of these exposures, in compliance with regulatory provisions with respect to timing and classification procedures, is assisted through specific work processes and IT tools.

The Group has introduced a policy that lays down the criteria for making adjustments by codifying the rules that establish the minimum percentages to be applied in determining expected losses, depending on the type of impaired loan, the original technical form and the type of collateral. The management of non-performing exposures is delegated to a specific organisational unit, the NPL Department, responsible for identifying strategies for maximising recovery on individual positions and defining the adjustments to be applied to them. The only "non-performing past-due/overdue" exposures subject to a collective write-down and with a high probability of reclassification between "performing" exposures are managed by the function delegated to credit performance monitoring, which eventually proceeds to classify among the "unlikely to pay" loans, transferring their management to the NPL Department.

The expected loss is the synthesis of several elements derived from various (internal and external) assessments about the principal debtor's assets and those of any guarantors. Monitoring of the expected loss is constant and compared with the development of the individual position. The Risk Management function of the Parent Company periodically monitors compliance with the doubtful percentages foreseen in the policy for managing non-performing loans by reporting any discrepancies to the relevant

departments for realignment and monitors the recovery of non-performing loans, both managed directly and through external specialised operators.

The time element linked to the present value of non-performing loans is determined by specific assessments carried out for each type of asset, drawn up on the basis of information relating to the individual legal jurisdiction.

Consistent with the Group's objectives for the reduction of the Group's non-performing loans indicated in the business plan and with a view to maximising recoveries, the competent corporate functions identify the best management strategy for non-performing exposures, which, based on the subjective characteristics of the individual counterparty/exposure and internal policies, can be identified in a revision of the contractual terms (forbearance), assignment to an internal recovery unit rather than to a specialised third-party operator, sale to third parties in the credit sector (at single exposure level or within a set of positions with homogeneous characteristics).

In execution of its capital management strategy, the Group has envisaged a programme of sales of NPLs for a gross value of Euro 1.1 billion, within which a securitisation transaction is also envisaged, for around Euro 1.0 billion, with recourse to the procedure for the issuance of a guarantee by the Italian State on the securitisation of non-performing loans on senior securities pursuant to Legislative Decree 18/2016 ("GACS") aimed at deconsolidating Banco Desio Group loans, while the remainder, approximately Euro 100 million, will be disposed of during the year through a traditional sale. These disposals of non-performing loans bring the Group's NPL ratio (ratio of gross non-performing loans/gross loans) below 8%. Following the significant reduction underway in the current year, in line with the policy of lowering the NPL ratio, disposals and write-offs of positions classified as non-performing will enable a further improvement in the NPL ratio already achieved.

#### 3.2 Write-off

Non-performing exposures for which there is no possibility of recovery (either total or partial) are subject to write-offs from accounting entries in accordance with the policies in force from time to time, subject to approval by the Group's Board of Directors. Among the strategies identified for the containment of non-performing loans, a distinction between the "going" and "gone concern" approach was envisaged for unlikely to pay loans, thereby allowing for the assessment of single-name assignments for those loans managed with a view to liquidation or total repayment ("gone concern").

#### 3.3 Impaired financial assets acquired or originated

As indicated in "IFRS 9 - Financial Instruments", in some cases, a financial asset is considered non-performing at the time of initial recognition as the credit risk is very high and, in the case of purchase, is purchased at a significant discount (compared with the initial value). In the event that the financial assets in question, based on the application of classification drivers (i.e. SPPI test and business model), are classified among assets valued at amortised cost or at fair value through other comprehensive income, they qualify as "Purchased or Originated Credit Impaired Assets" (in short "POCI") and are subject to a specific treatment. Adjustments equal to the lifetime expected credit loss (ECL) are recorded against them, from the date of initial recognition and throughout their life. In light of the above, POCI financial assets are initially registered in stage 3, without prejudice to the possibility of being subsequently transferred to performing loans, in which case a lifetime ECL (stage 2) will continue to be recorded. A "POCI" therefore qualifies as such in the reporting processes and in the calculation of the expected loss.

#### 4. Financial assets subject to commercial renegotiations and exposures subject to forbearance

In the face of financial difficulties on the part of the debtor, exposures may be subject to changes in the contractual terms in favour of the debtor in order to make their repayment sustainable. Depending on the subjective characteristics of the exposure and the reasons for the debtor's financial difficulties, the changes may act in the short term (temporary suspension from payment of the loan principal or an extension of a due date) or in the long term (lengthening the duration of a loan, revision of the interest rate) and lead to classification of the exposure (both performing and non-performing) as "forborne". "Forborne" exposures are subject to specific forecasts with a view to classification, as indicated in the ITS EBA 2013-35 implemented by the Group's credit policies; if the forbearance measures are applied to performing exposures, these are taken into account in the process of assigning the internal management rating and are part of the exposures in stage 2. All exposures classified as "forborne" are included in specific monitoring processes by the relevant company departments.

It is the faculty of the commercial network to proceed, if they see the opportunity, to a review of the conditions applied to customer exposures even in the absence of financial difficulties, within the limits of their autonomy in force from time to time.

#### **Quantitative information**

#### Credit quality

#### A.1.4 Banking Group - On- and off-balance sheet credit exposures to Banks: gross and net amounts

	Gross	exposure			
Types of exposure/Amounts	Non- performing	Performing	Total write-downs and provisions	Net exposure	
A. Cash exposures					
a) Doubtful loans	-	X	-	-	
- of which: exposures subject to forbearance	-	X	-	-	
b) Unlikely to pay	-	X	-	-	
- of which: exposures subject to forbearance	-	X	-	-	
c) Past due non-performing loans	-	X	-	-	
- of which: exposures subject to forbearance	-	X	-	-	
d) Past due performing loans	Х	-	-	-	
- of which: exposures subject to forbearance	Х	-	-	-	
e) Other performing exposures	Х	853.947	479	853.468	
- of which: exposures subject to forbearance	Х	-	-	-	
TOTAL A	-	853.947	479	853.468	
B. OFF-BALANCE SHEET EXPOSURES					
a) Non-performing	-	X	-	-	
b) Performing	X	22.745	-	22.745	
TOTAL B	-	22.745	-	22.745	
Total A+B	-	876.692	479	876.213	

A.1.5 Banking Group - On- and off-balance sheet credit exposures to customers: gross and net amounts

	Gross e	exposure			
Types of exposure/Amounts	Non- performing	Performing	Total write-downs and provisions	Net exposure	
A. Cash exposures					
a) Doubtful loans	1.062.362	X	650.869	411.493	
- of which: exposures subject to forbearance	79.348	X	43.430	35.918	
b) Unlikely to pay	396.651	X	113.933	282.718	
- of which: exposures subject to forbearance	194.279	X	46.861	147.418	
c) Past due non-performing loans	7.628	X	1.012	6.616	
- of which: exposures subject to forbearance	3.246	X	487	2.759	
d) Past due performing loans	Χ	204.546	4.174	200.372	
- of which: exposures subject to forbearance	Χ	21.938	1.182	20.756	
e) Other performing exposures	X	11.556.756	52.751	11.504.005	
- of which: exposures subject to forbearance	Χ	133.745	5.238	128.508	
TOTAL A	1.466.641	11.761.302	822.739	12.405.204	
B. OFF-BALANCE SHEET EXPOSURES					
a) Non-performing	44.177	X	1.183	42.994	
b) Performing	Χ	3.205.702	692	3.205.010	
TOTAL B	44.177	3.205.702	1.875	3.248.004	
TOTAL A+B	1.510.818	14.967.004	824.614	15.653.208	

The gross exposure and the related specific adjustments of non-performing loans acquired through the business combination (acquisition of control of Banca Popolare di Spoleto S.p.A.) are shown net of differences between the nominal value and the purchase price of such loans at 30 June 2018; details are provided below:

a) Doubtful loans: euro 136,177 thousand;

b) Unlikely to pay: euro 6,831 thousand.

#### Classification of exposures on the basis of external and internal rating

Regulatory Consolidation - Distribution of financial assets, commitments to disburse funds and financial guarantees given for external rating classes (gross values)

F			External ra	ting class			Without	Without
Exposures -	Class 1	Class 2	Class 3	Class 4	Class 5	Class 6	rating	Total
A. Financial assets measured at amortised cost	3.424	668.010	2.486.838	765.759	112.900	56.153	7.928.500	12.021.584
- First stage	3.424	650.468	2.402.947	626.164	71.727	26.627	6.301.414	10.082.771
- Second stage	-	17.542	81.704	121.674	30.091	21.899	926.157	1.199.067
- Third stage	-	-	2.187	17.921	11.082	7.627	700.929	739.746
B. Financial assets designated at fair value through other comprehensive income	5.252	4.554	1.198.146	25.557	5.039	-	70.666	1.309.214
- First stage	5.252	4.554	1.198.146	24.549	3.045	-	67.188	1.302.734
- Second stage	-	-	-	1.008	1.994	-	3.478	6.480
- Third stage	-	-	-	-	-	-	-	-
Total financial assets	8.676	672.564	3.684.984	791.316	117.939	56.153	7.999.166	13.330.798
C. Commitments to disburse funds and financial guarantees issued								
- First stage	1.752	411.836	497.294	168.680	17.187	5.288	2.321.495	3.423.532
- Second stage	-	7	6.667	5.225	257	1.349	13.773	27.278
- Third stage	-	-	663	1.064	776	1.875	42.647	47.025
Total commitments to disburse funds and financial guarantees issued	1.752	411.843	504.624	174.969	18.220	8.512	2.377.915	3.497.835
Total	6.924	260.721	3.180.360	616.347	99.719	47.641	5.621.251	9.832.963

The attribution of external ratings refers to the positions of the Group proprietary securities portfolio and to loans for which Cerved, an external credit assessment institution (or ECAI) has assigned a credit risk rating.

The following table gives a reconciliation between the internal rating classes reported later than those provided by the ECAI Moody's and Cerved, the agencies that the Group uses for external ratings.

Classes of credit quality	Moody's rating	Cerved rating
1	from Aaa to Aa3	A1
2	from A1 to A3	from A2 to A3
3	from Baa1 to Baa3	B1
4	from Ba1 to Ba3	B2
5	from B1 to B3	C11
6	Caa1 or less	C12 or less

Regulatory Consolidation - Distribution of financial assets, commitments to disburse funds and financial guarantees given for internal rating classes (gross values)

The Group does not use internal rating models for the determination of capital requirements.

The Group uses a rating model to assess retail customers (individual consumers) and corporate customers (Small Businesses, Small and Medium-sized Enterprises, Large Corporate, Real Estate, Financial and Institutional).

The following table shows performing loans belonging to the above categories with the proportion of each rating class to the overall exposure.

	Internal rating class					
Exposures at 30.06.2018	from 1 to 4	from 5 to 6	from 7 to 10	Financial and Institutional	Total	
Cash exposure	63.03%	28.89%	6.69%	1.39%	100%	
Off-balance sheet exposures	81.59%	14.75%	3.01%	0.65%	100%	

#### Large exposures

With reference to current supervisory regulations, the situation at 30 June 2018 is reported below:

Description	Nominal amount	Weighted amount	Number of positions
Large exposures	3,369,370	198,316	5

The positions indicated mainly relate to exposures towards the MEF, concerning securities in portfolio, to the Bank of Italy, Cassa di Compensazione e Garanzia, Guarantee Fund Law 662/1996 and to BNP Paribas.

#### 1.2 MARKET RISK

#### 1.2.1 INTEREST RATE RISK AND PRICE RISK - TRADING PORTFOLIO REPORTED FOR SUPERVISORY PURPOSES

#### **Qualitative information**

#### A. General aspects

Unexpected changes in market interest rates, in the presence of differences in maturities and in the timing of interest rate reviews for assets and liabilities, result in a change in the net interest flow and therefore in net interest income (or "interest margin"). In addition, these unexpected fluctuations expose the Group to changes in the economic value of assets and liabilities.

The information in this section refers only to Italian Group companies, as the assets held by the other companies are not significant.

The Group adopted a strategy to consolidate a return in line with budget, while maintaining a low risk profile through a low portfolio duration.

#### B. Management and measurement of interest rate risk and price risk

In carrying out its responsibilities for management and coordination, the Board of Directors of the Parent Company issued specific rules on controls to all companies in the Banking Group.

Trading by the Parent Company's Finance Department is undertaken only for the Italian Group banks and is subject to operating limits as set out in the "Risk policy" and in the Consolidated Texts; in order to mitigate market risk, specific limits have been set for size, duration and Value at Risk (VaR). A specific reporting system is the tool used to provide adequate information to the organisational units involved.

The content and frequency of reports depend on the objectives assigned to each participant in the process. Together with the above controls, the Group also uses internal models, assigning the monitoring and measurement of interest rate and price risk to the Parent Company's risk management function, which operates in complete autonomy from both the operational areas and the subsidiaries.

For the quantification of generic risks, the Group has adopted a model based on the concept of Value at Risk (VaR) in order to express synthetically and in monetary terms the maximum probable loss of a static portfolio with reference to a specific time horizon and at a specific confidence level under normal market conditions. This method has the advantage of allowing the aggregation of positions involving heterogeneous risk factors; it also provides a summary number which, being a monetary expression, is easily used by the organisational structure involved. The VaR model uses involves the Monte Carlo simulation technique which, after appropriate assumptions and correlations, estimates the value of the portfolio by calculating a number of possible revaluations and, given the vector of expected portfolio returns, determines the ideal percentile for distribution. The model uses a confidence interval of 95% with a period of 1 day. The application used to calculate the VaR is provided by Bloomberg.

The internal model is not used in the calculation of capital requirements for market risk.

#### **Quantitative information**

#### Regulatory trading book: internal models and other methodologies used for sensitivity analysis

The monitoring of the "trading portfolio reported for supervisory purposes" in the first half of 2018 evidenced a structure with limited market risks. Related VaR at 30.06.2018 amounted to Euro 0.158 million, with a percentage of 1% of the trading portfolio.

#### 1.2.2. INTEREST RATE RISK AND PRICE RISK - BANKING BOOK

#### Qualitative information

#### A. General aspects, management and measurement of interest rate risk and price risk

The measurement of interest rate risk is performed by the Parent Company's risk management function. This activity is carried out for the Group's banks, which cover almost all of the banking book. The whole of the Group's business associated with the transformation of maturities of assets and liabilities, portfolio securities, treasury operations and the respective hedging derivatives are monitored with Asset and Liability Management (ALM) methods using ALMpro/ERMAS3.

The static analysis currently performed allows us to measure the impact of changes in the interest rate structure expressed in terms of the change in the economic value of assets and net interest income. In this context, the results of the banking book for financial statement purposes are also presented, excluding analysis of financial instruments in the trading portfolio for supervisory purposes.

The variability of net interest income, driven by positive and negative changes in interest rates over a period of 365 days, is estimated by the use of Gap Analysis. The changes in the economic value of assets and liabilities are analysed by applying Duration Gap and Sensitivity Analysis approaches.

The analyses are performed considering also non-parallel shifts of the yield curve. With simulation analysis it is possible to predict specific scenarios of changes in market interest rates.

#### **Quantitative information**

Banking book - internal models and other methodologies for the analysis of sensitivity

The Group's operational and strategic approach is to consider the volatility of the interest margin and the overall economic value of own funds. The risk exposure does not present any critical issues and remains within the limits laid down in the prudential supervisory regulations. The distribution of assets and liabilities by maturity and repricing date has, however, some peculiarities arising from the current market environment, which sees an increase in demand and short-term deposits; this has led to a physiological decrease in the average duration of liabilities, whereas assets have not undergone any substantial changes in terms of average duration.

The following table shows the results of the impact on the interest margin - from a static perspective and in the absence of behavioural models for demand items - of the analyses carried out at 30 June 2018, assuming a parallel shift in the yield curve, and considering the time effect of repricing.

Risk ratios: parallel shifts in the yield curve at 30.06.2018

	+100 bps	-100 bps
% of the expected margin	2.42%	-24.97%
% of net interest and other banking income	2.62%	-26.96%
% of the result of the year	29.28%	-301.58%
% of shareholders' equity	0.45%	-4.60%

With regard to the economic value, the estimated impact of the change with the help of measurement models in a static perspective and in the absence of behavioural models for demand items, showed a risk exposure that has been maintained at levels that do not result in significant impacts on total capital.

The following table shows the changes in the economic value analysed by applying deterministic approaches with parallel shifts in the yield curve.

Risk ratios: parallel shifts in the yield curve at 30.06.2018.

	+100 bps	-100 bps
% of the economic value	-7.78%	5.88%

#### 1.2.3. EXCHANGE RISK

#### **Qualitative information**

#### A. General aspects, management and measurement of exchange risk

The Group is exposed to exchange risk as a result of its trading activities in foreign exchange markets and investment activities and funding with instruments denominated in a currency other than the domestic one.

The exposure to exchange risk is marginal. As regards only the Italian banks, forex operations are managed by the Parent Company's Finance Department.

Exchange rate risk is managed through operating limits, both by currency areas and by concentration on each currency. In addition, daily and yearly stop-loss operating limits have been set.

#### B. Hedging of exchange risk

The Group's main objective is to manage exchange risk in a prudent manner, always taking into consideration the possibility of taking advantage of any market opportunities. Transactions that involve taking on exchange risk are managed through appropriate hedging strategies.

#### **Quantitative information**

#### Internal models and other methodologies or the analysis of sensitivity

The Group's exchange risk profile is not particularly significant, given the limited foreign currency exposure of the main asset and liability items and the related hedges put in place through the use of financial derivatives.

#### 1.3 HEDGING POLICIES

#### A. Fair value hedges

As part of an active and prudent management of the risks associated with operations, the Group uses fair value hedges and solely on behalf of the Italian banks in the Group, in order to protect the income statement from risks arising from adverse changes in fair value; the objective of a hedge is to offset any changes in the fair value of the hedged instrument with changes in the fair value of the hedging instrument.

To date, hedged instruments relate to assets (fixed rate mortgage loans granted). As regards assets, various types of hedges represented by Group micro and macro hedges have been implemented. For hedging, we use derivatives represented by unlisted securities - mainly amortising interest rate swaps and interest rate options - but only to hedge interest rate risk.

The Parent Company has prepared a model able to manage hedge accounting in accordance with the rules laid down in International Accounting Standards (IAS). The method used by the Parent Company for the effectiveness test is the "dollar offset method" (hedge ratio) on a cumulative basis.

#### B. Cash flow hedges

The Group uses cash flow hedges to reduce exposure to adverse changes in expected cash flows; the objective is to stabilise the cash flows of the hedged instrument with the flows of the hedging instrument.

To date, hedged instruments relate to liabilities (bonds issued) through specific micro-hedges.

For hedging, we use derivatives represented by unlisted securities - interest rate swaps - but only to hedge interest rate risk.

The Parent Company has prepared a model able to manage hedge accounting in accordance with the rules laid down in International Accounting Standards (IAS). The method used by the Parent Company for the effectiveness test is the "dollar offset method" (hedge ratio) on a cumulative basis.

#### 1.4. LIQUIDITY RISK

#### **Qualitative information**

#### A. General aspects, management and measurement of liquidity risk

Liquidity risk is managed by the Parent Company's Finance Department with the aim of verifying the Group's ability to meet liquidity needs, avoiding situations of excessive and/or insufficient cash, resulting in the need to invest and/or raise funds at less favourable rates than the market.

The monitoring of and periodic reporting on liquidity risk is carried out by the Parent Company's Risk Management function in compliance with the threshold of tolerance for this kind of risk as determined by the Policy for the management of liquidity risk. Treasury activities consist of procuring and allocating available liquidity through the interbank market, open market operations and transactions in repurchase agreements and derivatives.

The management of operational liquidity has the objective of ensuring the Group is capable of meeting expected and unexpected payment commitments in the context of the "normal course of business" (going concern) over a short term time horizon that does not exceed 3 months. The scope of reference of the daily report on operating liquidity refers to items with a high level of volatility and a considerable impact on the monetary base. The monitoring and control of operating limits is carried out through the acquisition of information resulting from collection and payment transactions, management of accounts for services and trading in the financial instruments held in proprietary portfolios.

The counterbalancing capacity model allows us to integrate the report with all of the free assets that can readily be used, both to be eligible for refinancing with the ECB and to be sold. Next to the application of haircuts determined by the ECB for eligible securities, appropriate discount factors are prepared (divided by type of security, rating and currency), also for all securities not eligible, but still considered marketable if appropriately positioned in time buckets.

Further support for the management of liquidity risk is derived from the monitoring of structural liquidity with the primary objective of maintaining an adequate dynamic relationship between assets and liabilities in the medium to long term.

Operations are measured using Asset and Liability Management (ALM) methods through the ALMpro application: by developing all of the cash flows generated by operations, it allows us to evaluate and manage in the various time periods any liquidity requirement that the Bank may encounter due to imbalances between inflows and outflows.

The analysis of the overall structural liquidity is developed on a monthly basis using the technique, i.e. showing imbalances by date of liquidation of capital flows over a set time horizon.

In order to evaluate the impact of the negative events on the risk exposure, stress tests are performed at consolidation level. In particular, the events considered are:

- outflow from overdrafts repayable on demand considered non core;
- lack of inflow from contractual lending (mortgage loans, leasing, personal loans) due to unpaid instalments;
- decrease in value of the owned securities portfolio;
- repurchase of Bonds issued by the Group;
- use of available facilities for revocable lines of credit (call risk).

On completion of the analysis, three types of scenarios are created:

- 1. Idiosyncratic, defined as a loss of confidence by the Group's market;
- 2. Market, defined as a loss arising from exogenous events and from the impact of a general economic downturn;
- 3. Combined, being a combination of scenarios 1 and 2.

The time horizon for the simulation of all scenarios is 1 month, a period in which the Group would have to cope with the crisis before commencing structural interventions.

Particular attention is paid to funding policy, which is coordinated by the Finance Department of the Parent Company by organising bond issues on the retail market and on the Euromarket. The financing strategies adopted by the Group are focused on a subdivision of funding sources, with a preference for retail as opposed to wholesale customers, as well as on a significant number of counterparties and thus ensuring an adequate diversification of the residual maturities of liabilities.

#### 1.5. OPERATIONAL RISK

#### **Qualitative information**

#### A. General aspects, management and measurement of operational risk

Operational risk is the risk of incurring losses due to inadequate or dysfunctional procedures, human resources or internal systems, or to exogenous events, inclusive of legal risk (see EU regulation 575/2013).

The Group uses the above definition of operational risk within the operational risk management model that has been approved and embodied within corporate policy.

In this regard, a specific operational risk management macro-process (ORM framework) has been designed that consists of the following phases:

- Identification: recognition, collection and classification of information relating to operational risks;
- Measurement: economic measurement of operational risks linked to the Bank's operations;
- Monitoring and reporting: collection and structured organisation of the results in order to monitor the evolution of operational risk exposure;
- Mitigation and control: risk transfer and improvement of business processes.

To support the operational risk management model, the following processes have been formalised both for the Parent Company and for the subsidiaries Banca Popolare di Spoleto and Fides:

- Loss Data Collection structured process for gathering data on operational losses arising within the Bank;
- Risk Self Assessment structured process for the measurement of operational risks designed to have complete vision of risk events in terms of the potential impact and the worst case impact.

The Parent Company's Risk Management function applied company regulations to structure an adequate monitoring and reporting system for operational risk by integrating it with the dictates of the supervisory regulations about the provisions regarding coordination between control functions. With respect to the detrimental events gathered in the Corporate Database of Operational Losses (DBPOA), a reporting system was implemented that is capable of providing information concerning the events in question: number of events, gross losses and possible recoveries.

In compliance with Bank of Italy regulations (Circular 285/2013, Part I, Title IV, chap. 4, 5), the Group adopted:

- Security Policy;
- Procedure for Accident Management;
- IT Risk Assessment methodology.

As regards the management of risks impacting business continuity, a Business continuity plan has been prepared: measures were drawn up to identify services deemed to be vital for the business, system documentation was prepared to support operations (operating procedures for emergency management and recovery), a Business Continuity site was prepared and maintained in Bologna, as an alternative to that for normal business operations, to be used in the event of an emergency and for testing purposes. The measures adopted for business continuity management and for the oversight of the IT provider were updated.

For risk management of criminal offences pursuant to Legislative Decree 231/2001 "Regulation of the administrative liability of legal entities, companies and associations with or without legal personality", Group companies have adopted an organisational model for the prevention thereof. The supervision of the effective implementation of the aforementioned models has been assigned to specific internal bodies.

#### Risk related to outstanding legal disputes

The Banco Desio e della Brianza Group, as part of its day-to-day operations, has been involved in legal proceedings for which specific loss estimates have been made when deemed appropriate by the competent corporate functions. The following table summarises the outstanding disputes at the end of the period, together with the related provisions:

	Number	Claim	Provisions
Claw-back suits	19	€ 12.862 million	€ 0.936 million
Other lawsuits	715	€ 90.913 million	€ 12.649 million

The principal disputes (claims in excess of Euro 1 million) at 30 June 2018, involving Banco di Desio e della Brianza are described below:

- CLAIM: € 2 million. By writ of summons, the counterparty brought legal proceedings against Banco di Desio e della Brianza S.p.A. to seek a declaration of ineffectiveness against the creditors associated with remittances made to the company's current account in the year prior to the issue of declaratory judgement of insolvency. The Court of First Instance partially upheld the demands of the bankrupt party and ordered Banco di Desio e della Brianza S.p.A. to return an amount that was lower than the claim. The counterparty lodged an appeal. Banco di Desio e della Brianza S.p.A. paid the amount fixed by the judgement made by the Court of First Instance, subject to restitution based on the outcome of the appeal proceedings. With a judgement issued in 2015, the Milan Court of Appeal rejected the appeal filed by the counterparty. By application filed in November 2015, the counterparty appealed to the Supreme Court, effectively proposing the same arguments already submitted in first and second degree. The Supreme Court has not yet set the date for the hearing;
- CLAIM: € 1.103 million. Bankruptcy clawback action aimed at the clawback of the payment of the purchase price for a fixed asset owned by Banco di Desio e della Brianza S.p.A. and leased to the counterparty plus amounts paid into a current account. The receiver contested the way in which the payments were made (art. 65 Bankruptcy Law). The first-instance judgement issued in favour of the Bank by the Court of Como has been appealed by the receivership. The Court of Appeal has overturned the first-instance decision. The Bank has appealed to the Supreme Court, which has not yet set a date for the hearing. The receivership has served notice of an injunction for a sum of € 1.2 million and Banco Desio has opposed the injunction, mainly by reason of the legitimacy of the request, including the stance that, in the meantime, an appeal had been made to the Supreme Court. The judge competent to decide on the opposition to the injunction, however, pending the outcome of the Supreme Court's decision, has ordered Banco Desio to pay a sum of € 1.2 million and, at the same time, has obliged the receivership not to take delivery of the sum, until the outcome of the decision by the court of third instance (Supreme Court) concerning the appeal lodged by Banco Desio against the Court of Appeal's decision;
- CLAIM: € 3.052 million. The plaintiff has filed suit concerning a loss of capital deriving from operations in financial instruments deemed inconsistent with the risk profile thereof. The Bank appeared before the court to request that the claims be dismissed, given that the contractual documentation had been signed and that the operations appeared to be consistent with the risk profile. The case is at the preliminary stage with the completion of a handwriting expert appraisal to verify all purchase and sale instructions; the case was postponed to 27 November 2018 in anticipation of the filing of the expert report;
- CLAIM: € 13.279 million. The counterparty established a Preventive Technical Assessment ("PTA") at the Court of Monza to ascertain the alleged apocrypha of the subscriptions affixed to a series of transactions (bank transfers and requests for bank drafts) for an amount of some 13 million euro. From the investigation conducted it was found that: (i) for transactions totalling Euro 9.2 million, the plaintiff's claim had fallen into prescription; (ii) with regard to transactions totalling Euro 4 million, the outcome of the technical verification performed by leading graphic experts on the available documentation, the signatures not recognised are not in any case attributable to an imitative process. By order of 23 April 2018 the Court of Monza declared the PTA procedure inadmissible. The counterparty has lodged a complaint against this provision and, at the hearing on 21 June 2018, the Court retired to consider the matter.

The principal disputes (claims in excess of Euro 1 million) involving Banco Popolare di Spoleto are described below:

- CLAIM: € 1.933 million: the receivership summoned Banca Popolare di Spoleto S.p.A. to appear before the Court of Terni, assuming that the overall exposure to the lending banks and the compromised nature of the financial statements should have led the bank to refrain from granting credit, so the Bank's operations allowed the party to remain on the market and delay the declaration of bankruptcy. The Bank appeared in court to defend itself, arguing that the credit lines granted were very low (maximum Euro 60 thousand), so lacking any causal link for the allegation of abusive concession of credit. The investigation authorised by the judge did not address conduct attributable to the Bank. With a ruling in 2017, the Court of Terni rejected the request submitted by the Receivership and the appeal was served on 16 January 2018. At the first hearing before the Court of Appeal of Perugia, scheduled for 26 April 2018, the Court reserved the right to decide on whether the means of investigation were admissible;
- CLAIM: € 4.7 million: the Receivership summoned Banca Popolare di Spoleto S.p.A. before the Court of Perugia for it to be ordered to refund € 4.7 million. The Receiver assumes that the Bank permitted an abnormal transaction to be carried out by a person not entitled to do so on behalf of the company. The Bank is disputing the legitimacy of the Receiver, the total groundlessness of the claims, as well as the existence of a causal link between the conduct of BPS and the bankruptcy of the company. During 2017 the expert appraisal was filed, stating that the Bank was not responsible; the case postponed for clarification of the conclusions to 17 May 2018 was assumed for a decision;
- CLAIM: € 1.461 million: with an appeal served in 2013, a former employee appealed against the interruption of his employment contract by Banca Popolare di Spoleto S.p.A., asking for the Bank to be condemned to pay the salary disparity allegedly not paid, his re-employment or, as an alternative, an order to pay damages. The Bank appealed, arguing the legality of the dismissal which was for serious acts performed by the former employee. The hearing set for 19 July 2018 was postponed to 13 September 2018 by conciliation or by appearance of the parties;
- CLAIM: € 1.526 million: by writ notified in 2015, the counterparty summoned Banco di Desio e della Brianza S.p.A. and Banca Popolare di Spoleto S.p.A. before the Court of Prato to obtain reimbursement of the capital invested in a series of securities and, alternatively, the amount of the loss incurred during the course of the investment. The Bank has stated that it is not involved, given the contribution to Banca Popolare di Spoleto S.p.A. of the relationship concerned, as part of the special transaction that transferred the line of business consisting of 32 branches; Banca Popolare di Spoleto has objected to the merits of the application. At the hearing of 19 April 2018, the counterparty was formally interrogated. The case is in reserve;
- CLAIM: € 2.305 million: the receivership summoned Banca Popolare di Spoleto S.p.A. before the Court of Perugia seeking an order, jointly with the directors of the bankrupt company and a subsidiary, to pay the amount of (a) € 1.9 million as penalty for the corporate and accounting crimes perpetrated by former officers and (b) € 0.4 million for alleged abusive lending by granting a mortgage for the same amount. The inclusion of the Bank in point a) appears to be an error, as the brief does not contain anything that involves the Bank in the acts for which the other defendants (former directors) are called upon to pay the above amount; moreover, the question made to the Bank would seem in any case to be unfounded, as there seems to be no causal link between the loan and the instrumental use that the company made of it while it was operating; and, in any case, there is no evidence of a state of economic difficulty to justify the action in question. The judge scheduled the hearing for 22 February 2018 for the assignment of the expert appraisal and for the performance of the witness testimony, which did not, however, refer to circumstances related to the Bank's activities; the interrupted case was

resumed within the terms. The next hearing is scheduled for 18 October 2018;

- CLAIM: € 7.310 million: with a writ notified in 2013, the Receivership summoned Banca Popolare di Spoleto S.p.A. together with Banca delle Marche and Monte dei Paschi di Siena before the Court of Perugia to hear ascertained and declared invalid and/or ineffective and/or unenforceable as the receiver of the sale of the loan and, therefore, to hear them condemned, jointly and severally, to pay the sum. The application seems totally unfounded as confirmed by the counsel that we appointed to appear in court. On 2 December 2009, and therefore about three years before the declaration of bankruptcy (judgement 21 March 2013), Banca Popolare di Spoleto, together with the two other banks, granted a line of credit to the bankrupt company, usable in the technical form of an advance on contracts to public entities and/or public administration, for an amount of € 1 million for each bank; the deed of transfer expressly mentioned the revolving nature of the advance granted. The Judge rejected all of the preliminary enquiries proposed by the Receivership and scheduled the hearing for 21 November 2018 for clarification of the conclusions without carrying out any investigation work;
- CLAIM: € 1.744 million: the company, as well as the guarantors, sued Banca Popolare di Spoleto S.p.A. before the Court of Spoleto in order to hear, ascertain and declare the application of usurious interest, asking the Court for payment by the Bank of € 338 thousand for interest allegedly not due, in addition to € 169 thousand by way of damages for the company and € 730 thousand for each guarantor in compensation for damages for breach of the principles of fairness and good faith. This case appears to be unfounded, given the favourable jurisprudence regarding similar situations and the general nature of the application for damages. The Judge admitted the testimony of the court-appointed expert witness, thereby commencing the experts' contribution to the case. The next hearing is scheduled for 6 March 2019:
- CLAIM: € 1.136 million: one of the founding members of a cooperative, which is now in liquidation, has alleged that it had obtained, via the cooperative, various loans granted by other banks, upon the issue of guarantees by the cooperative. In July 2013, the founding member claims it had agreed with the cooperative to fully settle the loans obtained from the latter; as a consequence, the cooperative should have arranged for the member to be freed of its guarantee commitments that had been assumed towards the other banks. This, according to the founding member, had not occurred, so he summoned all of the members of the Board of Directors before the Court of Perugia with effect from 23 May 2013 (including a former officer of the Bank) and asked that they be convicted, jointly and severally among them and the cooperative, to pay the sum of € 1.1 million as compensation for damages. The next hearing is scheduled for 6 November 2018 for investigative measures. The Bank appealed by claiming its total lack of involvement in the claims made by the counterparty.
- CLAIM: € 1.0 million: in a preventive summons, the counterparty contends that the Bank, by exploiting its bargaining power, refused to grant a mortgage loan requested by the company in 2011 of € 1 million for a building project in Frascati, demanding a different form of facility be taken out, namely, a mortgage current account, with an undertaking to convert the financing to a mortgage loan on completion of the project. According to the counterparty's defence, the failure to convert the facility to a mortgage loan, in breach of the alleged agreement, would have given rise to severe financial difficulties for the company. The case presented by the adversary, which is totally unfounded, appears to be somewhat pretentious. After the mediation process was completed, the case was postponed to 28 March 2018 after the filing of the statements pursuant to art. 183, paragraph VI, of the Code of Civil Procedure (terms currently pending). At this hearing, the Judge admitted the witness's evidence requested by the counterparty, as well as the bank's witness's testimony as counter-evidence,

postponing for the hearing of one witness per party at the hearing of 10 October 2018, reserving any decision on the preliminary investigations till the outcome of this hearing;

• CLAIM: € 3.0 million: the receivership summoned Banca Popolare di Spoleto S.p.A. to appear before the Court of Terni, assuming that the overall exposure to the lending banks and the compromised nature of the financial statements should have led the bank to refrain from granting credit, so the Bank's operations allowed the party to remain on the market and delay the declaration of bankruptcy. The Court of Terni rejected the plaintiff's claim that was challenged before the Court of Appeal of Perugia. The Court of Appeal has confirmed the first-instance decision. On 8 March 2018, notice was served of the appeal to the Supreme Court. To date, the hearing still has to be scheduled.

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Action for damages against former corporate officers of Banca Popolare di Spoleto S.p.A.

For completeness, it should be noted that, under article 72, paragraph 5, of the CBA, after approval has been obtained from the Bank of Italy, the Extraordinary Commissioners of in charge of special administration of the subsidiary Banca Popolare di Spoleto, at the end of their mandate, had taken legal action of responsibility against members of the dissolved administrative and control bodies and the general manager. On 7 April 2016, the Ordinary Shareholders' Meeting of Banca Popolare di Spoleto resolved, among other things, confirmation of the action of responsibility already taken by the Extraordinary Commissioners and its extension against the former Statutory Auditors. It should be noted that this action contains a request for the defendants to be sentenced to pay damages of approximately € 30 million, broken down according to their respective responsibilities. The proceedings relating to admission of the evidence and the case brought against the former auditors have been combined; on 11 January 2018 a hearing was held during which the magistrate reserved judgement on how to investigate the case. By releasing the reserve with a provision of 20 June 2018, the Judge invited the parties to file a list of the documents that they asked to exhibit, also scheduling a hearing for discussion on this matter for 22 November 2018, when the case will be again reserved for decision on the preliminary investigations (including the expert witness).

#### **Quantitative information**

The number of detrimental events recorded by the Group in the course of the first half of 2018, comes to 1,131. The result of the process of collecting adverse events is summarised in the table below:

Event type	% events	% gross loss of total	% net loss of total	% Recov- eries
INTERNAL FRAUD Losses due to acts of fraud, embezzlement, circumvention of statutes, laws or company policies (excluding incidents of discrimination), involving at least one member of the bank	0.09%	0.18%	0.18%	0.00%
EXTERNAL FRAUD Losses due to acts of fraud, embezzlement, circumvention of statutes, laws or company policies (excluding incidents of discrimination) perpetuated by third parties	1.33%	3.58%	3.58%	0.00%
EMPLOYMENT AND SAFETY AT WORK Losses due to actions contrary to employment laws and contracts on health and safety in the workplace, and compensation for injury or incidents of discrimination	0.27%	2.21%	2.21%	0.00%
RELATIONAL ACTIVITY CONNECTED TO CUSTOMERS, PRODUCTS AND CHANNELS Losses due to inability (not intentional or negligent) to fulfil professional commitments taken with customers (including fiduciary requirements and adequate information on investments)	22.19%	68.53%	68.53%	0.00%
DAMAGE TO ASSETS This category includes events of a natural origin or attributable to actions taken by third parties that cause damage to physical assets of the bank	0.35%	0.11%	0.11%	0.00%
BUSINESS INTERRUPTION AND SYSTEM FAILURE Losses arising from a blockage of information systems or line connections	0.35%	0.03%	0.03%	0.00%
EXECUTION OF INSTRUCTIONS, DELIVERY OF PRODUCTS AND PROCESS MANAGEMENT	75.42%	25.37%	25.37%	0.00%
TOTAL Banco Desio e della Brianza Group	100.00%	100.00%	100.00%	5.08%

The gross operating loss comes to Euro 3.143 million, for which provisions were made during the half-year of Euro 2.106 million. During the half-year there were no recoveries, therefore the net operating loss amounted to 3.143 million.

TRANSACTIONS WITH RELATED PARTIES

#### TRANSACTIONS WITH RELATED PARTIES

#### Information on the remuneration of directors and managers

For information on the remuneration paid to directors and managers with strategic responsibilities, please refer to the "Report on the Group's Remuneration Policies" at 31 December 2017 prepared in accordance with art. 31-ter CFA.

#### Related party disclosures

The Internal Procedure for the management of transactions with related parties and entities included in the scope of application of art. 136 of the CBA, adopted in accordance with Consob Regulation no. 17221/2010 and supplemented in accordance with the Minimum Capital Requirement in respect of risk assets and conflicts of interest with respect to persons linked to the Bank or the Banking Group pursuant to art. 53 CBA, is explained in the Annual Report on Corporate Governance. The same procedure is published in accordance with the Regulation on our website www.bancodesio.it in the "Bank/Governance/Corporate documents/Related parties" section.

Given that, pursuant to art. 5 of Consob Regulation 17221/2010 and art. 154-ter of the CFA, periodic information has to be provided:

- a) on individual "significant" transactions carried out during the reference period, i.e. those transactions that, as a total, exceed the thresholds foreseen in Attachment 3 of the said Regulation2;
- b) on other individual transactions with related parties as defined under art. 2427, second paragraph, of the Italian Civil Code, entered into during the reporting period, that have materially impacted the financial position and results of the Group;
- c) on changes or developments in related-party transactions disclosed in the last annual report that have had a material effect on the financial position or results of the Group during the period, there have been no transactions worth mentioning during the reference period.

Transactions with related parties are generally entered into on an arm's length basis or standard terms and are, in any case, in the Group's interest.

The comparison with equivalent conditions to those of the market or standard ones is indicated in the periodic reporting of transactions carried out to the Board of Directors and Board of Statutory Auditors.

In this context, there are no transactions outstanding at 30 June 2018 that present particular risk profiles compared with those considered part of the normal course of business or that present profiles of atypical/unusual features worthy of note.

The following paragraphs summarise - in a prudential logic of unified management of potential conflicts of interest - existing relationships with the Parent Company, subsidiary companies, associates and other related parties pursuant to art. 53 CBA and/or art. 2391-bis of the Italian Civil Code, included entities treated as per art 136 of CBA also in compliance with Italian laws), highlighting, in particular, the balance of current accounts and of the securities portfolio at the end of the first half of 2017.

<sup>&</sup>lt;sup>2</sup> with respect to the level of significance of the transactions with related parties, the Internal Procedure refers to a threshold of Euro 37.5 million (equivalent to 5% of consolidated regulatory capital recognised at the date of adoption of the Procedure)

#### Parent Company

At the end of the period, payables (to customers) versus the Parent Company Brianza Unione di Luigi Gavazzi e Stefano Lado SapA at Banco Desio amounted to Euro 149.1 million, of which Euro 144.9 million, relating to the securities portfolio. There are no outstanding payables held by the same Company.

During the half-year, there were no other transactions entered into with this company (under art. 136 CBA by virtue of the positions held in it by certain officers referred to in paragraph below.

#### <u>Transactions with Officers and parties related to them</u>

As for the granting of credit lines approved in the first half of 2018 pursuant to art. 53 of the CBA (also according to the new provisions introduced by Legislative Decree implementing Directive 2013/36/EU, the so-called CRD IV) and/or art. 2391-bis of the Civil Code (including parties treated in accordance with art. 136 CBA), these were mainly ordinary lending transactions to officers of the Group and/or parties related to them (i.e. directors, statutory auditors and managers with strategic responsibilities in Banco Desio and its subsidiaries). These relationships did not affect the application of the normal assessment criteria of creditworthiness. The total amount granted in connection with the 39 positions existing at 30 June 2018 comes to some Euro 12.1 million and the related utilisations amount in total to some Euro 5.3 million.

As regards funding relationships held by Group banks directly with Officers, as well as parties related to them, it should also be noted that the total balances at 30 June 2018 amounted to Euro 141.3 million in amounts due to customers (including approximately Euro 105.1 million in securities portfolios).

Details on to the lending and funding relationships referred to in this paragraph are shown in the following table:

	Balances at 30.06.2018 (in €/million)
Lending transactions:	
Amount granted	12.1
Amount drawn down	5.3
Funding transactions:	
C/c and d/r amount (a)	36.2
Amount of securities portfolios (b)	105.1
Total (A+B)	141.3

In accordance with Consob Resolution no. 15519 of 27 July 2006, it should be noted that the overall incidence of the balances shown in the previous paragraphs, in terms of equity, financial and economic results, is more or less insignificant.

## **SEGMENT REPORTING**

#### **SEGMENT REPORTING**

The Banco Desio Group operates by carrying out traditional banking activities, providing asset management services and selling life and non-life bancassurance products.

Consistent with the system of internal reporting used by management to monitor the trend in results and take operating decisions about the allocation of resources, the Group's segment reporting takes account of the organisational and managerial structure described below.

The "banking" segment comprises the two network banks in the Group, Banco di Desio e della Brianza S.p.A. and Banca Popolare di Spoleto S.p.A. and the SPV Desio OBG s.r.l.

The "near-banking" segment comprises Fides S.p.A., a financial intermediary that is registered pursuant to art. 106 TUB.

The "consolidation adjustments" column includes the consolidation entries and the intercompany eliminations, except for the Purchase Price Allocation entries attributed to the "banking" segment to which they relate.

The total of the columns described above is the amount reported in the consolidated half-yearly report of the Banco Desio Group.

Income statement	Banking	Near-banking	Consolidation adjustments	Total 30.06.2018	
Net profit from financial and insurance activities (1)	227.726	8.428	(12.235)	223.919	
Fixed costs (2)	(155.248)	(3.358)	3.577	(155.029)	
Provisions and adjustments (3)	(50.890)	(33)		(50.923)	
Profit (loss) from equity investments carried at equity					
Gains (losses) on disposal of investments					
Profit (loss) from current operations before tax	21.588	5.037	(8.658)	17.967	

<sup>(1)</sup> Including other operating charges/income
(2) Administrative costs, net adjustments to property, plant and equipment and intangible assets
(3) Net impairment adjustments to loans and financial assets, provisions for risks and charges, goodwill

Balance sheet	Banking	Near-banking	Consolidation adjustments	Total 30.06.2018
Financial assets	2.840.315	15	(1.590)	2.838.740
Due from banks (4)	947.855	6.083	(376.404)	577.534
Loans to customers (4) (5)	9.614.468	674.958	(619.795)	9.669.631
Non-current assets and disposal groups held for sale	287.829			287.829
Due to banks	2.018.010	621.810	(990.549)	1.649.271
Due to customers	9.527.033	3.867	(5.658)	9.525.242
Debt securities in issue	1.627.935		(996)	1.626.939
Indirect deposits, under administration and management	14.267.778		(34.763)	14.233.015

<sup>&</sup>lt;sup>(4)</sup> Net of Held to collect (HTC) debt securities measured at amortized cost and reported under Financial Assets <sup>(5)</sup> Net of doubtful loans classified under Non-current assets and held for sale as of 30 June 2018

Income statement	Banking	Near-banking	Consolidation adjustments	Total 30.06.2017	
Net profit from financial and insurance activities (1)	225.421	8.525	(10.030)	223.916	
Fixed costs (2)	(155.977)	(3.028)	3.392	(155.613)	
Provisions and adjustments (3)	(38.857)	(463)		(39.320)	
Profit (loss) from equity investments carried at equity	-			-	
Gains (losses) on disposal of investments	41			41	
Profit (loss) from current operations before tax	30.628	5.034	(6.638)	29.024	

<sup>(1)</sup> Including other operating charges/income

<sup>(3)</sup> Net impairment adjustments to loans and financial assets, provisions for risks and charges, goodwill

Balance sheet	Banking	Near-banking	Consolidation adjustments	Total 31.12.2017
Financial assets	2.283.277	15	(2.143)	2.281.149
Due from banks	1.650.034	2.481	(434.455)	1.218.060
Loans to customers	9.805.343	636.940	(580.421)	9.861.862
Due to banks	2.137.940	580.676	(1.012.688)	1.705.928
Due to customers	9.271.898	2.622	(2.183)	9.272.337
Debt securities in issue	1.710.172		(1.852)	1.708.320
Indirect deposits, under administration and management	14.192.416		(43.538)	14.148.878

<sup>(2)</sup> Administrative costs, net adjustments to property, plant and equipment and intangible assets

CERTIFICATION OF THE CONDENSED INTERIM FINANCIAL STATEMENTS PURSUANT TO ART. 81-TER OF CONSOB REGULATION 11971 OF 19 MAY 1999

# CERTIFICATION OF THE CONDENSED INTERIM FINANCIAL STATEMENTS PURSUANT TO ART. 81-TER OF CONSOB REGULATION 11971 OF 14 MAY 1999 AND SUBSEQUENT AMENDMENTS AND ADDITIONS

- 1. The undersigned, Stefano Lado, Chairman, and Mauro Walter Colombo, Financial Reporting Manager, of Banco di Desio e della Brianza S.p.A., certify pursuant to paragraphs 3 and 4 of art. 154 bis of Legislative Decree 58 of 24 February 1998:
  - the adequacy with respect to the Company and
  - their effective application of the administrative and accounting procedures for the preparation of the condensed consolidated interim financial statements during the first half of 2018.
- 2. The assessment of the adequacy of the administrative and accounting procedures for the preparation of the condensed consolidated interim financial statements at 30 June 2018 was based on a process defined by Banco di Desio e della Brianza S.p.A. in accordance with the Internal Control Integrated Framework model, issued by the Committee of Sponsoring Organizations of the Treadway Commission, which acts as a reference framework that is generally accepted internationally.
- 3. We also certify that:
  - 3.1 the condensed consolidated interim financial statements:
    - a. have been prepared in accordance with the applicable IAS/IFRS recognised within the European Union pursuant to European Parliament and Council Regulation (EC) no. 1606/2002 dated 19 July 2002;
    - b. agree with the books of account and accounting records;
    - c. are able to provide a true and fair view of the assets and liabilities, results and financial position of the issuer and of the companies included in the consolidation;
  - 3.2 the interim report on operations includes a reliable analysis of significant events that took place during the first six months of the year and their impact on the condensed consolidated interim financial statements, together with a description of the principal risks and uncertainties for the remaining six months of the year. The interim report on operations also includes a reliable analysis of the information on significant transactions with related parties.

Desio, 2 August 2018

Chairman

Financial Reporting Manager

Stefano Lado

Mauro Walter Colombo

## **AUDITORS' REPORT**



Deloitte & Touche S.p.A. Via Tortona, 25 20144 Milano Italia

Tel: +39 02 83322111 Fax: +39 02 83322112 www.deloitte.it

#### REPORT ON REVIEW OF THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

To the Shareholders of BANCO DI DESIO E DELLA BRIANZA S.p.A.

#### Introduction

We have reviewed the accompanying condensed interim consolidated financial statements of Banco di Desio e della Brianza S.p.A. and its subsidiaries (the "Banco Desio Group"), which comprise the consolidated balance sheet as of June 30, 2018, the consolidated income statement, the statement of consolidated comprehensive income, the statement of changes in consolidated shareholders' equity, the consolidated cash flow statement for the six-month period then ended and the related explanatory notes. The Directors are responsible for the preparation of this condensed interim consolidated financial statements in accordance with the International Accounting Standard applicable to the interim financial reporting (IAS 34) as adopted by the European Union. Our responsibility is to express a conclusion on the condensed interim consolidated financial statements based on our review.

#### Scope of Review

We conducted our review in accordance with the criteria recommended by the Italian Regulatory Commission for Companies and the Stock Exchange ("Consob") for the review of the half-yearly interim financial statements under Resolution no 10867 of July 31, 1997. A review of condensed interim consolidated financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing (ISA Italia) and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the condensed interim consolidated financial statements of Banco Desio Group as of June 30, 2018 are not prepared, in all material respects, in accordance with the International Accounting Standard applicable to the interim financial reporting (IAS 34) as adopted by the European Union.

DELOITTE & TOUCHE S.p.A.

Signed by
Maurizio Ferrero
Partner

Milan, Italy August 3, 2018

This report has been translated into the English language solely for the convenience of international readers.

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Consolidated interim	financial statements
	at 30 Juno 2019

### **ATTACHMENT:**

**INFORMATION ON THE CONSOLIDATED SHAREHOLDERS' EQUITY** 

#### SECTION 1 - CONSOLIDATED SHAREHOLDERS' EQUITY (BANCO DESIO BANKING GROUP)

#### A. Qualitative information

The Banco Desio Group pays a great deal of attention to its own capital, being well aware both of its function as a factor in defence of the trust of external funders, as it can be used to absorb losses, and of its importance for purely operational and business development purposes.

The policy of the Banco Desio Group is therefore to assign a considerable priority to capital to use it in the best way possible in expanding the business.

A good level of capitalisation allows us to address the question of business development with the necessary degree of autonomy and to preserve the stability of the Group.

The concept of book equity used by the Group is given by the sum of the following liability captions: Share capital, valuation reserves, reserves, share premium reserve and net profit (loss) for the period.

#### B. Quantitative information

Consolidated equity pertaining to the Banco Desio Group at 30 June 2018, including net profit for the period, amounts to Euro 845.6 million. The negative change of Euro 81.5 million is due to first-time adoption of IFRS 9 (so-called "first-time adoption" or "FTA") of Euro 54.4 million, payment of the dividend for 2017 of Euro 13.3 million and the negative comprehensive income for the period of Euro 13.7 million. Equity of minority interests amounts to Euro 41.9 million at 30 June 2018.

#### B.1 Consolidated shareholders' equity: breakdown by business type

Captions	Banking Group *	Insurance companies	Other businesses	Consolidation adjustments and eliminations	30.06.2018
1. Share capital	125.457				125.457
2. Share premium reserve	31.594				31.594
3. Reserves	697.847				697.847
4. Equity instruments					
5. (Treasury shares)	(51)				(51)
6. Valuation reserves:	19.150				19.150
7. Net profit (loss) of the year (+/-) pertaining to the Group and minority interests	13.548				13.548
Shareholders' equit	y 887.545				887.545

<sup>\*</sup> Including minority interests for a total of Euro 41.9 million

#### B.2 Valuation reserves of financial assets measured at fair value through other comprehensive income: breakdown

Assets/Amounts	Regul consoli	,		rance panies	Other b	usinesses	adjustm	lidation ents and nations	То	tal
Assets/Amounts	Positive reserve	Negative reserve	Positive reserve	Negative reserve	Positive reserve	Negative reserve	Positive reserve	Negative reserve	Positive reserve	Negative reserve
1. Debt securities	1,090	(25,873)							1,090	(25,873)
2. Equity instruments	25,447								25,447	
3. Loans										
Total	26,537	(25,873)							26,537	(25,873)
Total	26,978	(7,663)					•		26,978	(7,663)

The comparative figure includes the total positive and negative reserves of the mutual fund units classified under assets available for sale in compliance with IAS 39; these valuation reserves were reclassified to profit reserves (in particular, the IFRS9 FTA reserve) on 1 January 2018. In fact, starting from that date mutual funds were reclassified to item "20.c. Financial assets mandatorily at fair value" since by their very nature they are not compatible with passing the SPPI test (solely payments of principal and interests) foreseen in IFRS 9 "Financial Instruments" for the classification of financial assets measured at fair value through other comprehensive income.

#### SECTION 2 - OWN FUNDS AND CAPITAL ADEQUACY RATIOS (BANCO DESIO BANKING GROUP)

The scope of consolidation, defined in accordance with current prudential regulations, includes companies that have the following characteristics:

- banking, financial and product/service companies, directly or indirectly controlled by the Parent Company and consolidated on a line-by-line basis;
- companies, other than banking, financial and product/service companies, controlled directly or indirectly by the Parent Company exclusively or jointly, or subject to significant influence; the equity method is applied to these companies.

The banking and financial companies and the companies other than banking and financial companies carried at equity held directly or indirectly by the Parent Company are included in risk-weighted assets based on articles 46 "Deduction of Common Equity Tier 1 instruments of financial sector entities where the institution has a significant investment in those entities" and 48 "Threshold exemptions from deduction from Common Equity Tier 1 items" of EU regulation no. 575/2013.

Within the Banking Group, there are no restrictions or impediments to the transfer of capital resources between Group companies.

#### 2.1 Consolidated Own Funds

The elements included in Own Funds, as the basis of the capital adequacy requirements that banks must satisfy, are defined in accordance with the harmonised rules for banks and investment companies contained in the EU Capital Requirements Regulation (CRR) and Capital Requirements Directive (CRD IV) of 26/06/2013 that transpose into EU law the standards defined by the Basel Committee for banking supervision (Basel 3 framework).

The applicable regulation, in compliance with EU directives, indicates the method for the calculation of capital for supervisory purposes. The latter is the sum of Common Equity Tier 1 capital, Additional Tier 1 capital and Tier 2 capital.

Based on legislation in force, the components of Own Funds are described below:

- i. Common Equity Tier 1 CET 1 The components of Common Equity Tier 1 are the following: a) equity instruments, as long as they comply with the conditions set out in art. 28 or, where applicable, in article 29 of EU Regulation no. 575/2013; b) share premium reserves relating to the instruments indicated in the foregoing point; c) profit not distributed; d) accumulated other comprehensive income; e) other reserves; f) provisions for general banking risks. Components c) to f) are recognised as common equity tier 1 only if they can be used without restriction and without delay by an entity to cover risks or losses as and when the risks or losses arise.
- ii. Additional Tier 1 AT1 The components of Additional Tier 1 are the following: a) equity instruments, where they comply with the conditions set out in art. 52, paragraph 1 of EU Regulation no. 575/2013;

- b) share premium reserves relating to the instruments indicated in the foregoing point. The instruments included under a) do not qualify as components of common equity tier 1 or tier 2.
- iii. *Tier 2 capital T2 –* The components of Tier 2 are the following: a) equity instruments and subordinated debt, where they comply with the conditions set out in article 63 of EU Regulation no. 575/2013; b) share premium reserves relating to the instruments indicated in the foregoing point; c) for entities that compute risk-weighted exposure amounts in compliance with part three, title II, chapter 2 of EU Regulation no. 575/2013, general loan provisions, gross of the related tax effect, up to 1.25 % of the risk-weighted exposure amounts computed in compliance with part three, title II, chapter 2 of the Regulation; d) for entities that compute risk-weighted exposure amounts in compliance with part three, title II, chapter 3 of EU Regulation no. 575/2013, the positive amounts, gross of the related tax effect, resulting from the computation in accordance with articles 158 and 159 up to 0.6 % of the risk-weighted exposure amounts in compliance with part three, title II, chapter 3 of the Regulation.

The Consolidated Own Funds of the Banco Desio Group calculated in this way amount to Euro 1,032.1 million at 30 June 2018 (CET 1 + AT1 of Euro 905.6 million + T2 of Euro 126.5 million).

In January 2018, the Boards of Directors of Banca Popolare di Spoleto and Banco di Desio e della Brianza, taking account of a best estimate of the higher adjustments for expected losses on performing and non-performing loans on first-time application of IFRS 9, resolved to join the transitional regime for the determination of own funds and capital ratios, introduced by Regulation (EU) 2017/2395 of 12 December 2017 with a view to reducing the impact of first-time application, with reference to both the increase in adjustments for expected losses on performing and non-performing loans on first-time application of the standard and to the increase in expected losses on performing loans compared with the date of first-time application of the standard.

The table below shows the breakdown of Banco Desio Group's consolidated own funds calculated with and without applying the transitional provisions.

Euro/000	With transitional regime	Without transitional regime
A. Common Equity Tier 1 (CET 1) prior to application of prudential filters	864,417	863,578
of which: CET 1 capital instruments subject to transitional provisions	-	-
B. CET 1 prudential filters (+/-)	(1)	(1)
C. CET 1 gross of amounts to be deducted and the effects of transitional provisions (A +/- B)	864,416	863,577
D. Items to be deducted from CET 1	45,206	45,206
E. Transitional provisions – Impact on CET 1 (+/-)	585	585
E.bis. Adjustments due to IFRS 9 transitional provisions	75,124	-
F. Total Common Equity Tier 1 (CET 1) (C - D +/-E)	894,919	818,956
G. Additional Tier 1 (AT1) gross of amounts to be deducted and the effects of transitional provisions	14,767	14,561
of which: AT1 capital instruments subject to transitional provisions	6,865	6,865
H. Items to be deducted from AT1	-	-
I. Transitional provisions – Impact on AT1 (+/-)	(4,119)	(4,119)
	10,648	10,442
L. Total Additional Tier 1 (AT1) (G - H +/- I)		
L. Total Additional Tier 1 (AT1) (G - H +/- I)  M. Tier 2 (T2) gross of amounts to be deducted and the effects of transitional provisions	126,486	118,508
		118,508
M. Tier 2 (T2) gross of amounts to be deducted and the effects of transitional provisions		118,508
M. Tier 2 (T2) gross of amounts to be deducted and the effects of transitional provisions  N. Items to be deducted from T2		118,508 - - 118,508

#### 2.2 Consolidated regulatory requirements

Following the periodic review and prudential assessment process (SREP), on 4 April 2017, the Bank of Italy notified Banco di Desio e della Brianza the minimum prudential requirements for the banking group it controls. Taking into account the 1,875% capital conservation reserve applicable to Italian banking groups in 2018, they presuppose compliance with the minimum limits indicated below, applicable to the regulatory scope of consolidation of Brianza Unione:

- 6.625% for the Common Equity Tier 1 ratio, binding pursuant to art. 67-ter TUB to the extent of 4.8% (of which 4.5% for the minimum regulatory requirements and 0.3% for additional requirements) and the capital conservation buffer for the remainder;
- 8.225% for the Tier 1 ratio, binding pursuant to art. 67-ter TUB to the extent of 6.4% (of which 6.0% for the minimum regulatory requirements and 0.4% for additional requirements) and the capital conservation buffer for the remainder;
- 10.375% for the Total Capital ratio, binding pursuant to art. 67-ter of the CBA to the extent of 8.5% (of which 8% for the minimum regulatory requirements and 0.5% for additional requirements) and for the remainder from the capital conservation buffer.

The following table shows the consolidated regulatory requirements of the Banco Desio Group calculated with and without applying the transitional provisions.

Euro/000	With transitional regime	Without transitional regime
OWN FUNDS		
Common Equity Tier 1 ratio (CET 1)	894,919	818,956
Tier 1 capital (AT1)	905,567	829,398
Total Own Funds	1,032,053	947,906
RISK ASSETS		
Risk-weighted assets	8,007,412	7,916,364
CAPITAL RATIOS		
Common Equity Tier 1 ratio/Risk-weighted assets (CET 1 capital ratio)	11.176%	10.345%
Core Tier 1 capital/Risk-weighted assets (Tier 1 capital ratio)	11.309%	10.477%
Total Own Funds/Risk-weighted assets (Total capital ratio)	12.889%	11.974%

At 30 June 2018 the Banco Desio Group ratios<sup>1</sup> are above the regulatory thresholds, also considering the limits imposed by the Supervisory Authority through the SREP procedure:

	SREP	With transitional regime	Without transitional regime
Common Equity Tier 1 ratio (CET 1 ratio)	6.625%	11.176%	10.345%
Tier 1 ratio	8.225%	11.309%	10.477%
Total capital ratio	10.375%	12.889%	11.974%

<sup>&</sup>lt;sup>1</sup> Simulating the effects of derecognition of the doubtful loans involved in the GACS transaction at the reference date of 30 June 2018, the following pro-forma coefficients have been estimated, applying the transitional provisions: 11.64% (CET 1 ratio), 11.77% (Tier 1 ratio) and 13.41% (Total capital ratio)

## SECTION 3 - OWN FUNDS AND CAPITAL ADEQUACY RATIOS (FINANCIAL PARENT COMPANY BRIANZA UNIONE)

Under the provisions of Articles 11, paragraphs 2 and 3 and 13, paragraph 2 of the CRR Regulation, the banks controlled by a "financial parent company" have to comply with the requirements established by the aforementioned regulation on the basis of the consolidated situation of the financial parent company. As a result, we have had to change the Group's scope of consolidation for supervisory purposes, now calculating capital ratios at the level of Brianza Unione di Luigi Gavazzi and Stefano Lado S.A.p.A., which is the company that controls 52.084% of Banco di Desio and Brianza S.p.A.

The calculation of Own Funds and of the consolidated prudential requirements at 30 June 2018, which are transmitted to the Bank of Italy in relation to the prudential supervisory reports (COREP) and statistical reports (FINREP), was therefore made with reference to Brianza Union di Luigi Gavazzi e Stefano Lado S.A.p.A. as it is the financial parent company of the banking group according to European legislation. This section therefore presents the results of this calculation, relating to the regulatory scope of the consolidated financial statements drawn up by Brianza Unione di Luigi Gavazzi e Stefano Lado S.A.p.A. (the financial parent company).

#### 3.1. Consolidated Own Funds

The consolidated own funds calculated by the financial parent company amount to Euro 914.1 million at 30 June 2018 (CET1 AT1 of Euro 764.4 million, T2 of Euro 149.7 million).

The following table shows the composition of the consolidated own funds of the financial parent company with and without applying the transitional provisions.

Euro/000	With transitional regime	Without transitional regime
A. Common Equity Tier 1 (CET 1) prior to application of prudential filters	699,736	696,401
of which: CET 1 capital instruments subject to transitional provisions		
B. CET 1 prudential filters (+/-)	(1)	(1)
C. CET 1 gross of amounts to be deducted and the effects of transitional provisions (A +/- B)	699,735	696,400
D. Items to be deducted from CET 1	45,206	45,206
E. Transitional provisions – Impact on CET 1 (+/-)	304	304
E.bis. Adjustments due to IFRS 9 transitional provisions	39,127	
F. Total Common Equity Tier 1 (CET 1) (C – D +/-E)	693,960	651,498
G. Additional Tier 1 (AT1) gross of amounts to be deducted and the effects of transitional provisions	70,416	69,597
of which: AT1 capital instruments subject to transitional provisions		
H. Items to be deducted from AT1		l
I. Transitional provisions – Impact on AT1 (+/-)		
L. Total Additional Tier 1 (AT1) (G - H +/- I)	70,416	69,597
M. Tier 2 (T2) gross of amounts to be deducted and the effects of transitional provisions	149,689	124,449
N. Items to be deducted from T2		l
O. Transitional provisions – Impact on T2 (+/-)		İ
P. Total Tier 2 (T2) (M - N +/- O)	149,689	124,449
Q. Total Own Funds (F + L + P)	914,065	845,544

#### 3.2 Consolidated precautionary requirements

The following table shows the consolidated prudential requirements of the financial parent company calculated with and without applying the transitional provisions.

Euro/000	With transitional regime	Without transitional regime
OWN FUNDS		
Common Equity Tier 1 ratio (CET 1)	693,960	651,498
Tier 1 capital (AT1)	764,376	721,096
Total Own Funds	914,065	845,544
RISK ASSETS		
Risk-weighted assets	8,007,416	7,916,368
CAPITAL RATIOS		
Common Equity Tier 1 ratio/Risk-weighted assets (CET 1 capital ratio)	8.666%	8.230%
Core Tier 1 capital/Risk-weighted assets (Tier 1 capital ratio)	9.546%	9.109%
Total Own Funds/Risk-weighted assets (Total capital ratio)	11.415%	10.681%

At 30 June 2018 the consolidated ratios calculated for the financial parent company<sup>2</sup> are above the regulatory thresholds, also considering the limits imposed by the Supervisory Authority through the SREP procedure previously referred to:

	With transitional regime	Without transitional regime
Common Equity Tier 1 ratio (CET 1 ratio)	8.666%	8.230%
Tier 1 ratio	9.546%	9.109%
Total capital ratio	11.415%	10.681%

<sup>&</sup>lt;sup>2</sup> Simulating the effects of derecognition of the doubtful loans involved in the GACS transaction at the reference date of 30 June 2018, the following pro-forma coefficients have been estimated, applying the transitional provisions: 8.97% (CET 1 ratio), 9.87% (Tier 1 ratio) and 11.80% (Total capital ratio)