



MEDIOBANCA
Banca di Credito Finanziario S.p.A.

1H results as at December 2008

Milan, 24 February 2009

Banking resilient, negative impact of equity stakes

MB Group

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- Banking performance resilient
- Trading activity profitable
- Capital ratios solid
- High visibility on asset content, low leverage
- Strong liquidity and funding base

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- Heavy impact of equity writedowns
- Lower contribution from Assicurazioni Generali
- Higher cost of risk

Strong balance sheet, P&L impacted by securities

MB Group

P&L KPIs (€m)			
	Dec 07PF ¹	Dec 08	Δ
Total income	1,209	939	-22%
Banking	953	830	-13%
Principal investing	256	109	-57%
Total costs	295	339	+15%
Ordinary	280	264	-6%
New platforms ²	15	75	5x
Risk provisions	129	207	+60%
Equities writedowns	4	281	
Net profit	640	100	-84%

Balance sheet KPIs (€bn)		
	June 08	Dec 08
Loans	34.6	36.6
Funding	45.6	48.3
Treasury	10.2	10.2
Total assets	54	55
Core Tier 1	5.7	5.2
Core Tier1 ratio	10.3%	10.2%
Total Capital ratio	11.9%	11.8%

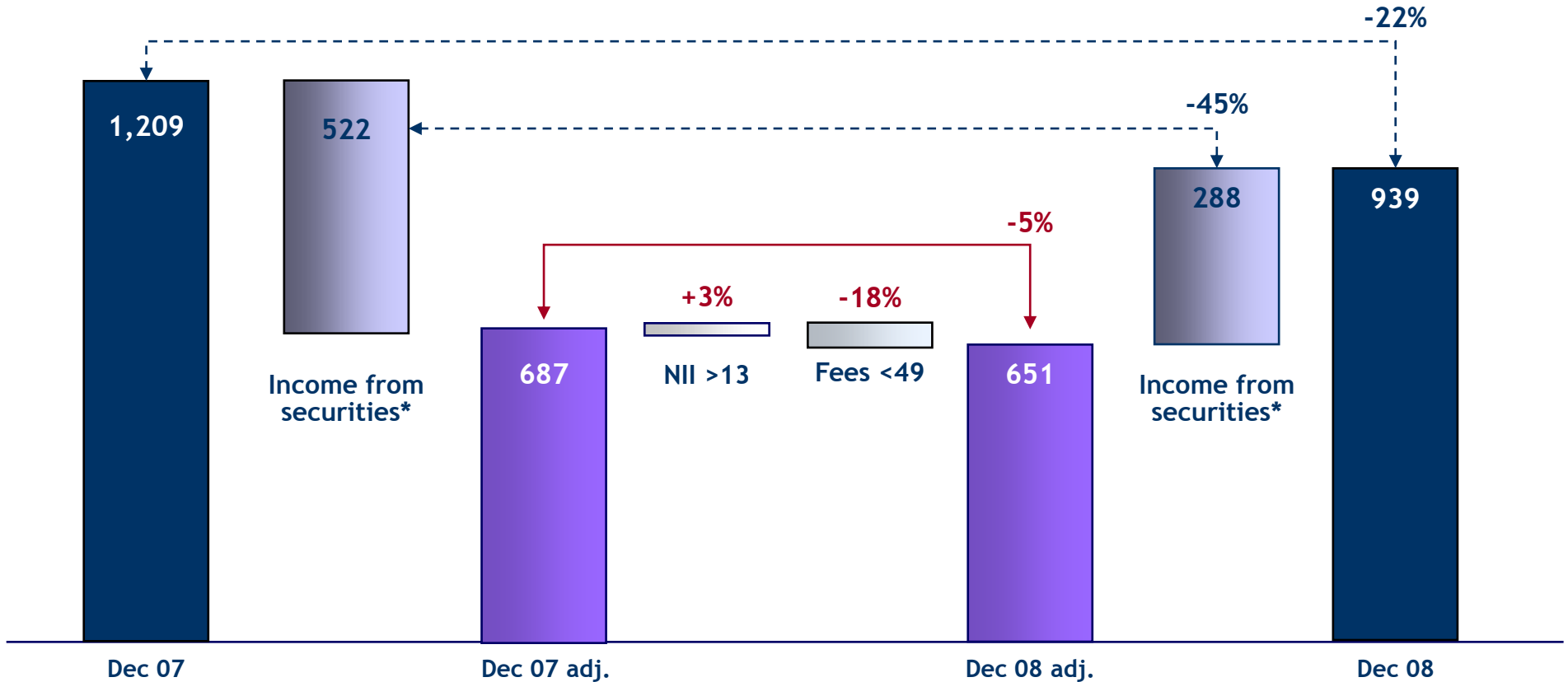
¹ Restated to include Linea figures

² CheBanca! and CIB non-Italian branches

Resilient NII and fees performance...

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Income trend by component (€m)

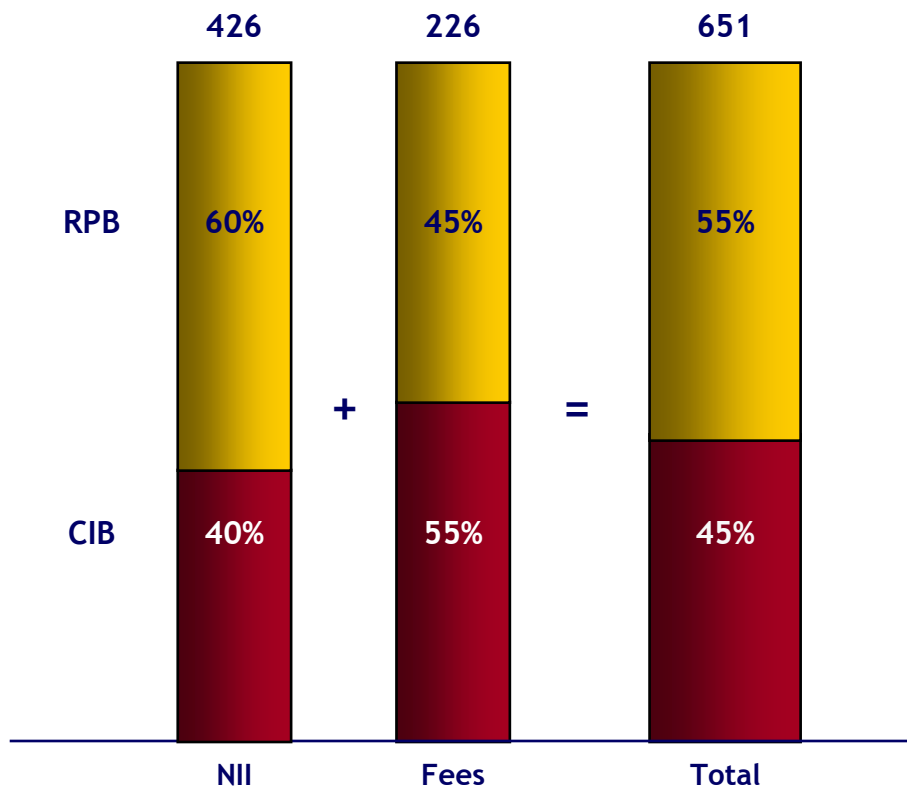


*Income from securities: trading income + AFS income (gains on disposals and dividends) + PI income

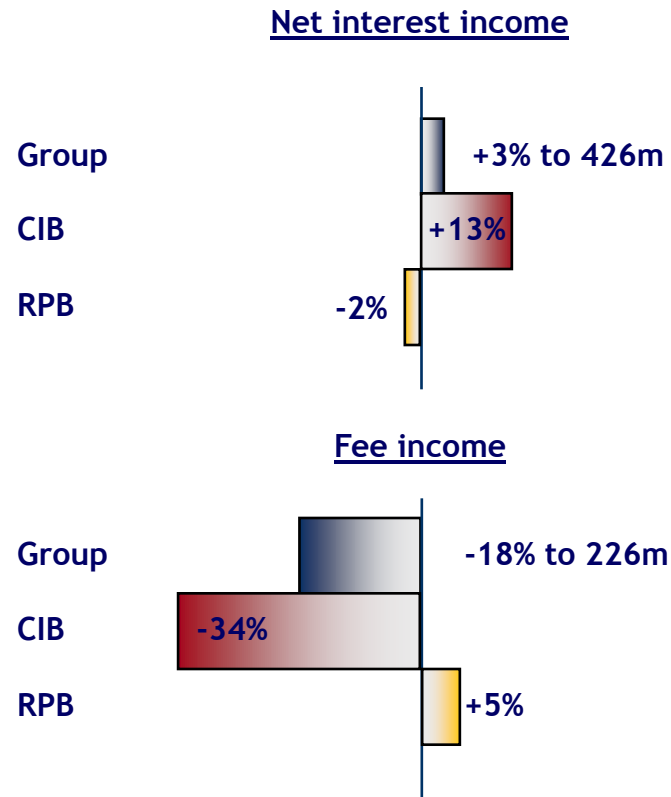
... produced 50:50 by corporate: retail

MB Group

NII & fees by division (€m - Dec 08)



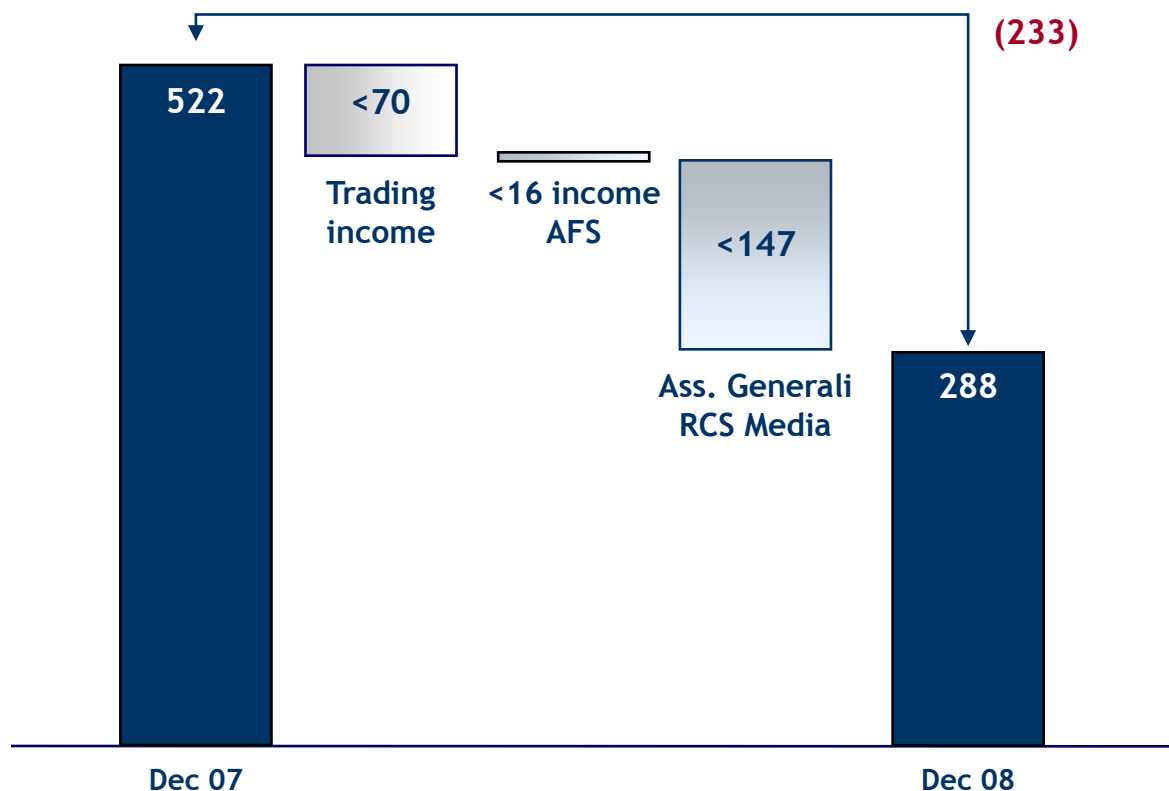
NII & fees trend (€m - Dec 08)



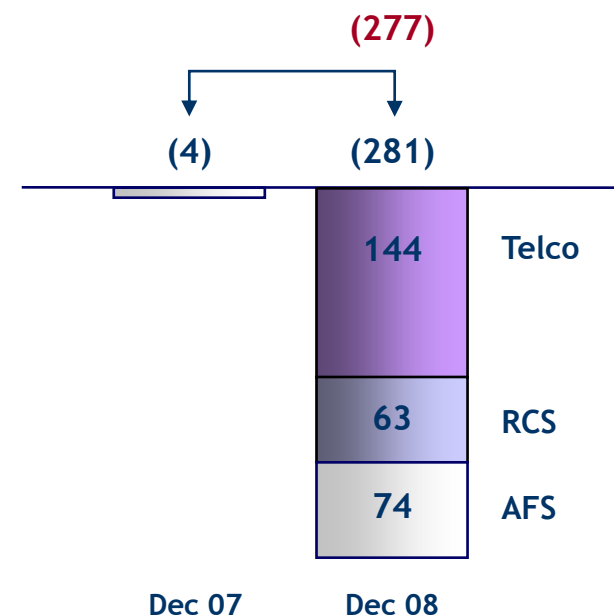
€0.5bn negative impact by securities (lower income and writedowns)

MB Group

Trend in income from securities (€m)



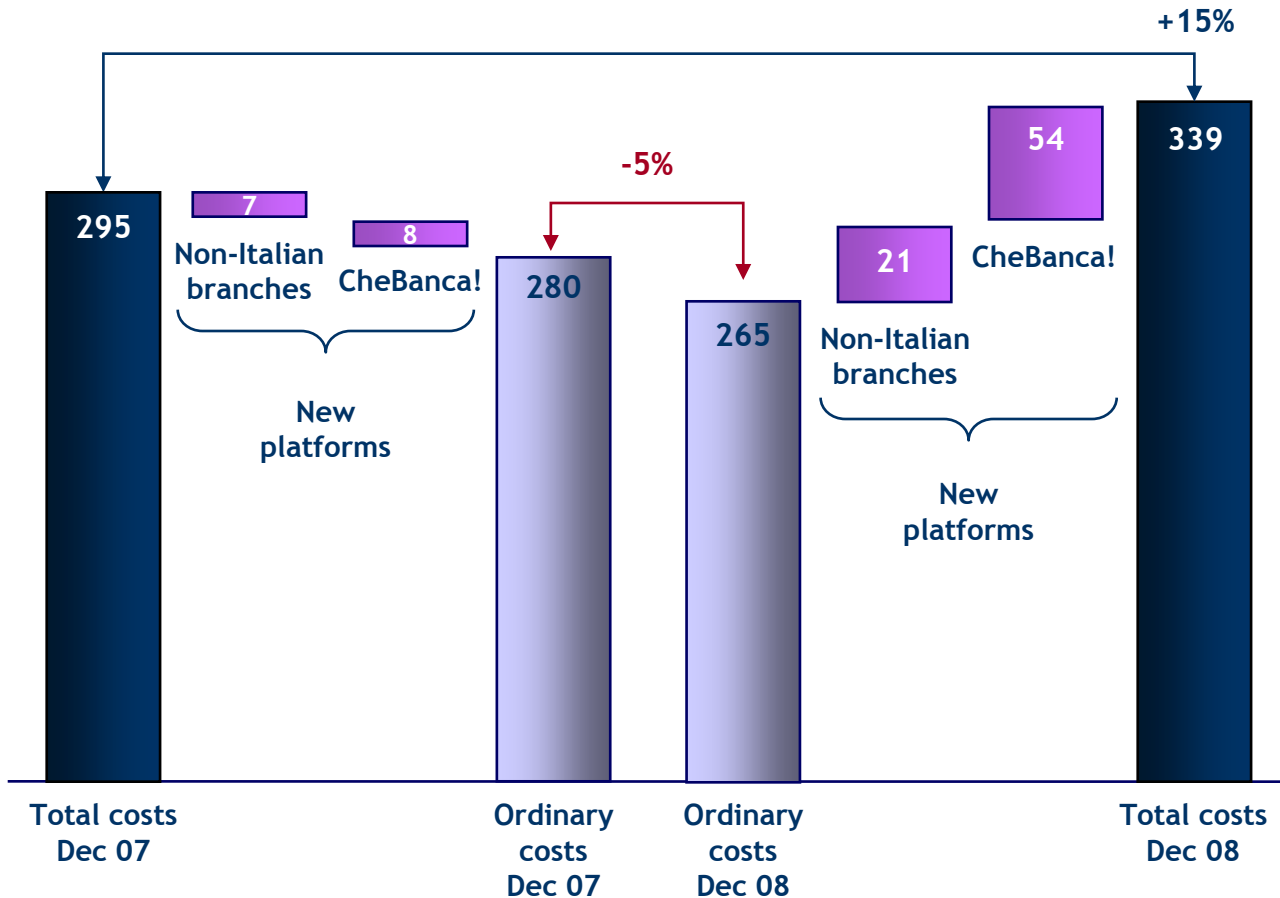
Writedowns to securities (€m)



Costs dynamic

MB Group

Cost trends by component (€m)

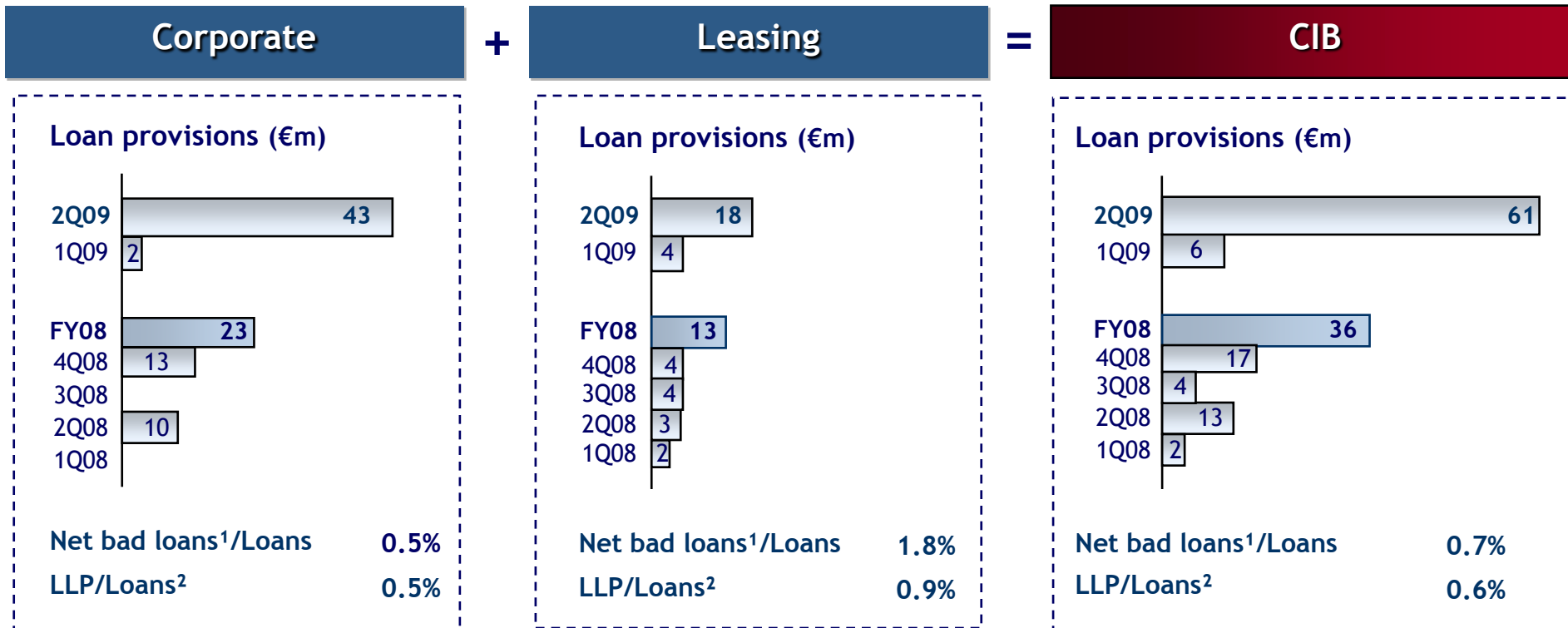


Costs by division (€m)

	Dec 07	Dec 08	Δ
GROUP	295	339	+15%
Ordinary costs	280	265	-5%
CIB	129	140	+8%
Ordinary costs	122	119	-3%
Non-Italian branches	7	21	
RPB	175	212	+21%
Ordinary costs	167	158	-6%
CheBanca!	8	54	

CIB: provisions increased to preserve asset quality

MB Group

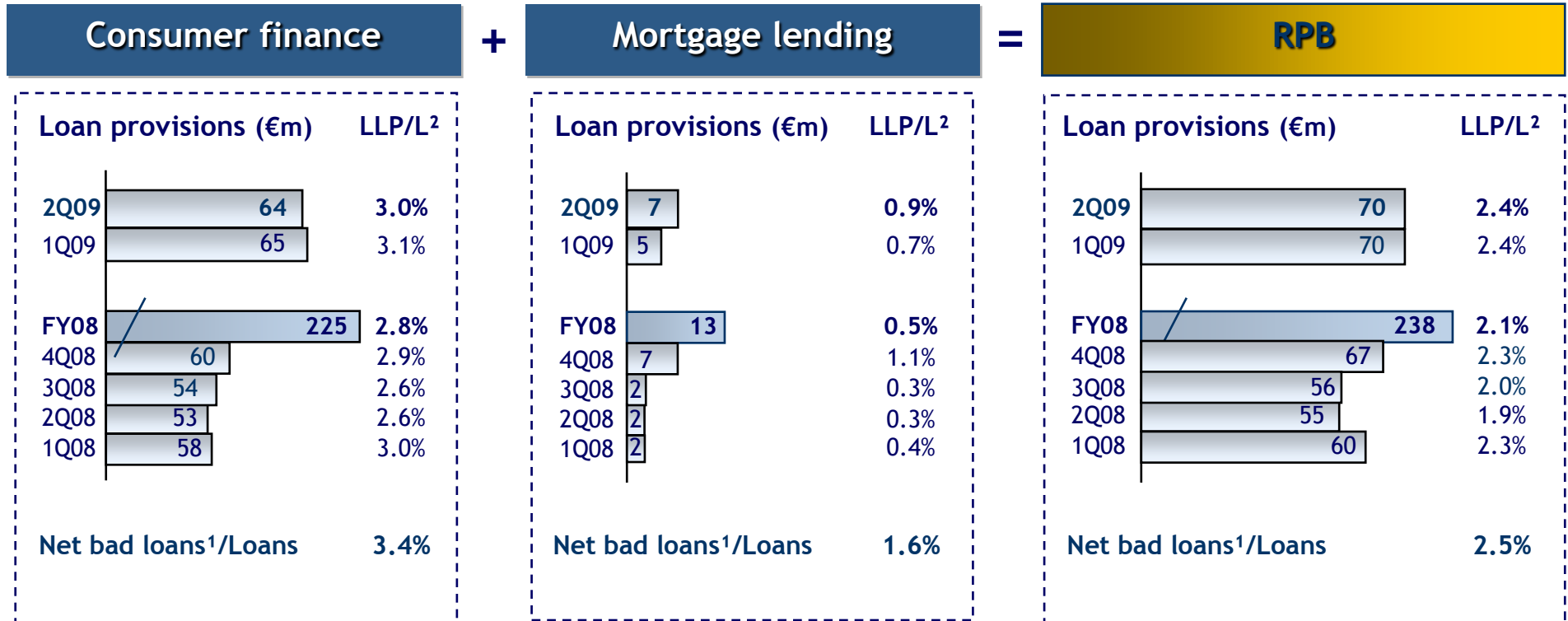


¹ Bad loans: non-performing loans + potential problem accounts + overdue items

² 1H08 annualized

RPB: asset quality worsening

MB Group



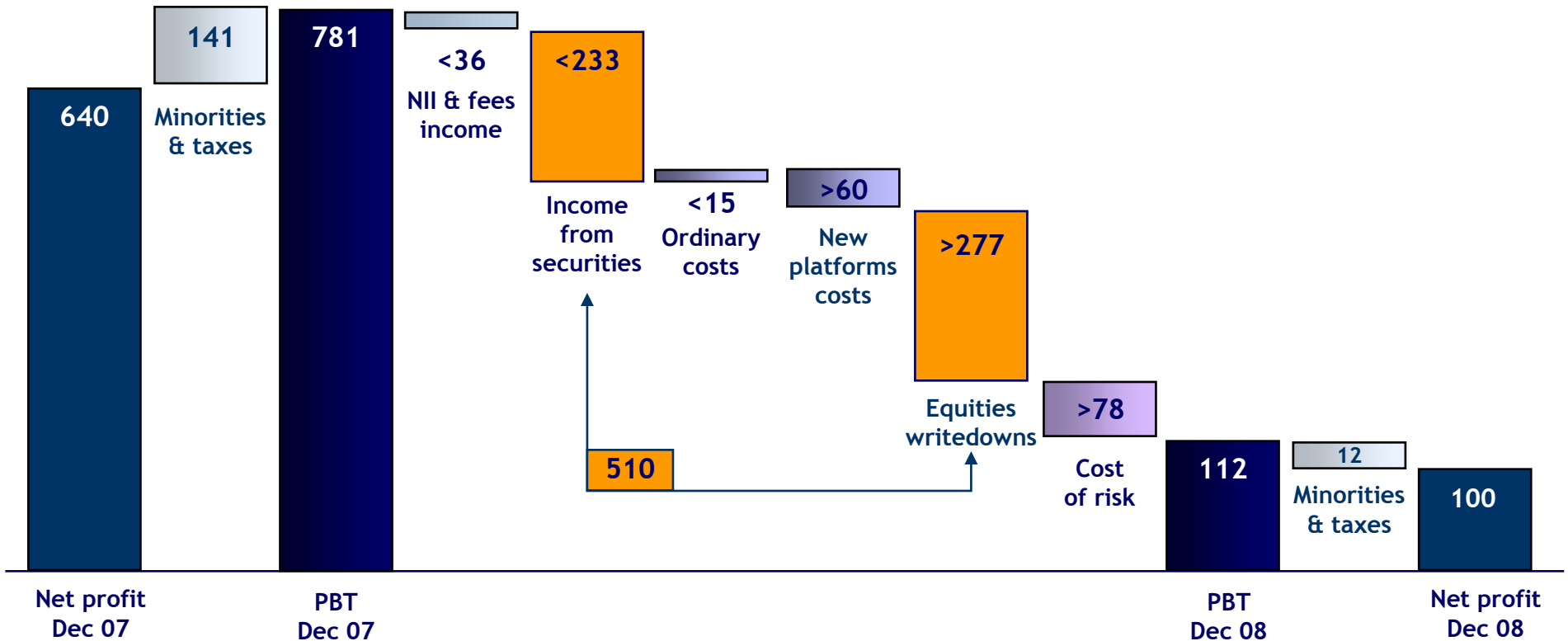
¹Bad loans: non-performing loans + potential problem accounts + overdue items. For consumer finance, bad loans as at 31 Dec. 08 reflect changes to the Bank of Italy's criteria for classifying such accounts. The new classification criteria has not affected the Group's provisioning policy which continues to be linked to estimated losses.

² 1H08 annualized

Net profit reduced by equity exposure

MB Group

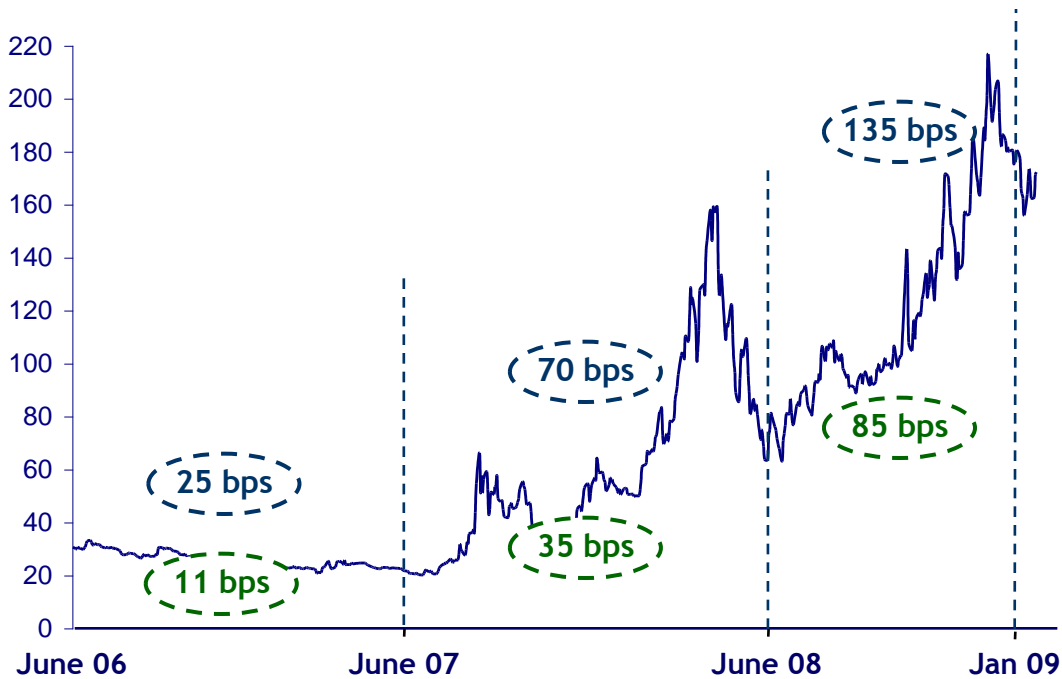
Net profit trend (€m)



Funding preserved at manageable cost - high liquidity

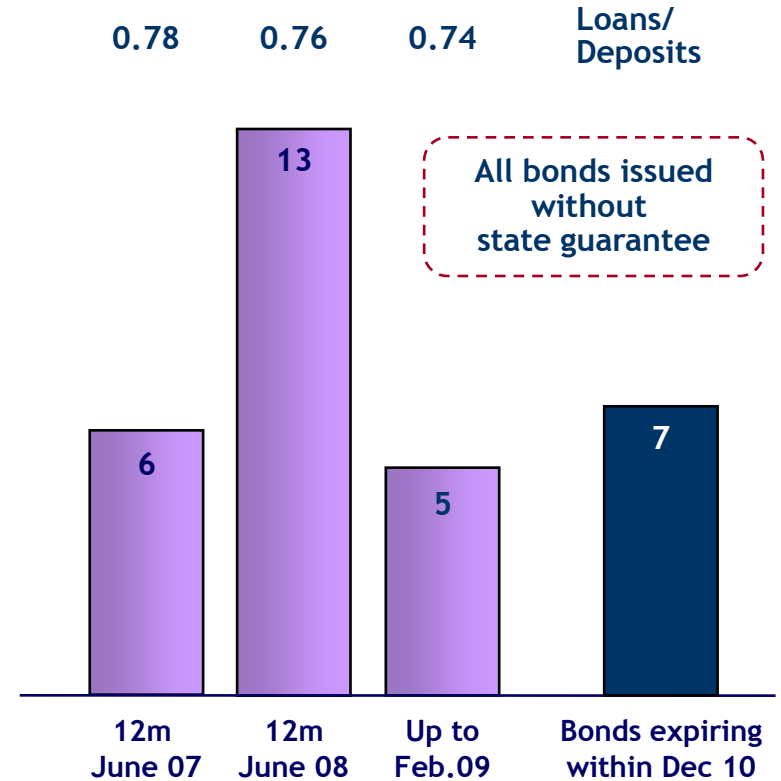
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Cost of new funding (bps)



(---) Avg. CDS 5Y investment grade
 (---) Mediobanca avg. cost of new bonds issued

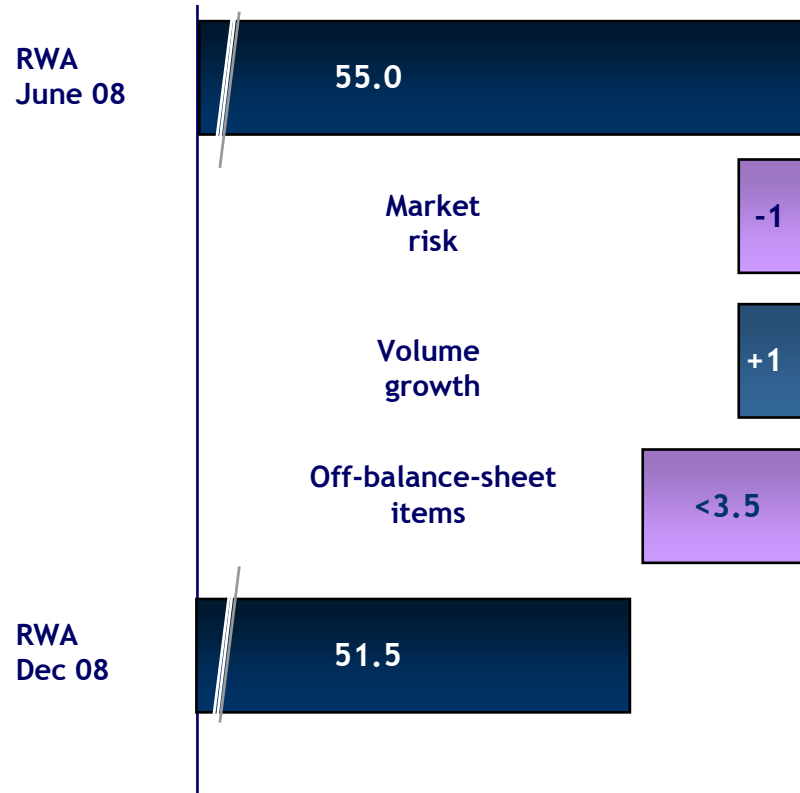
Funding: new bonds issued (€bn)



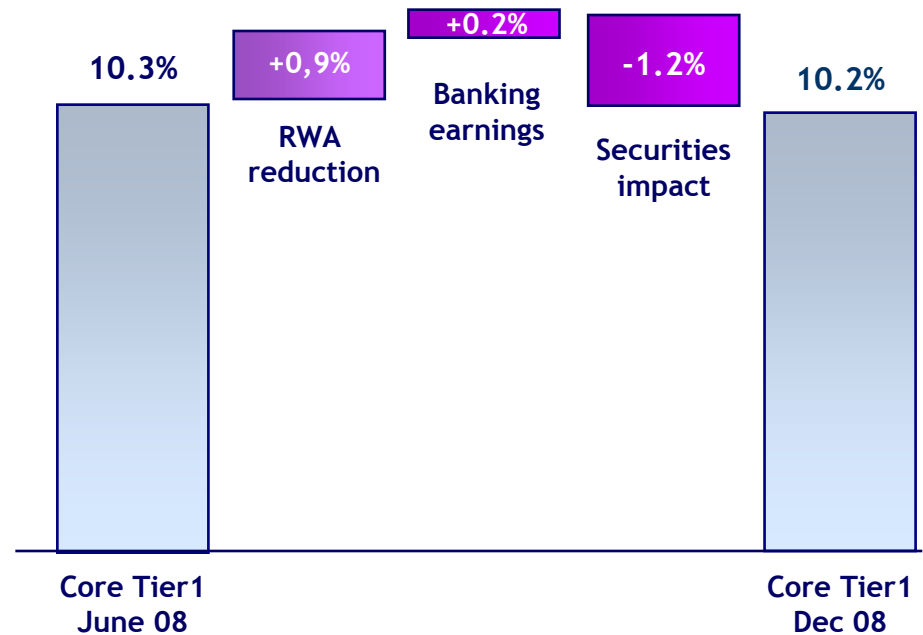
Core T1 remains strong and above 10%

MB Group

RWA trend (€bn)



Core Tier1 ratio trend



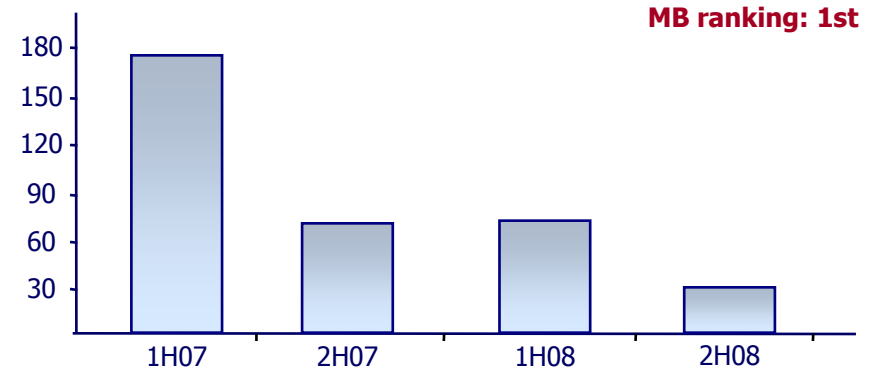
CIB: resilient leadership on Italian market ...

Corporate & Investment Banking

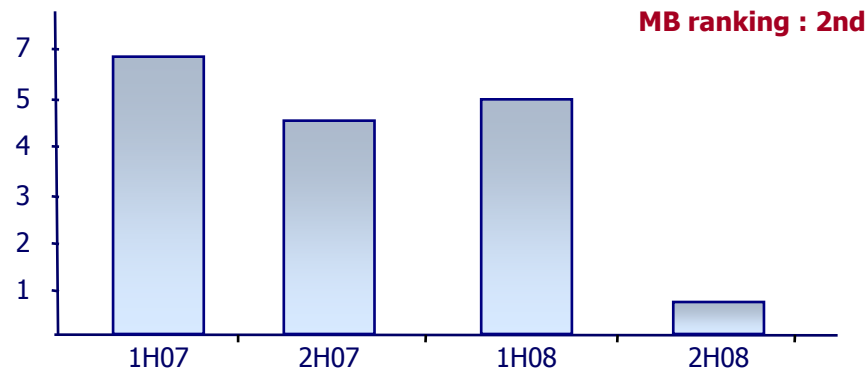
Key issues

- Plunging volumes: in H208 volumes halved compared to the previous year
- MB limited the reduction in CIB fees due to its wide range of products and by adding contributions from non-domestic operations

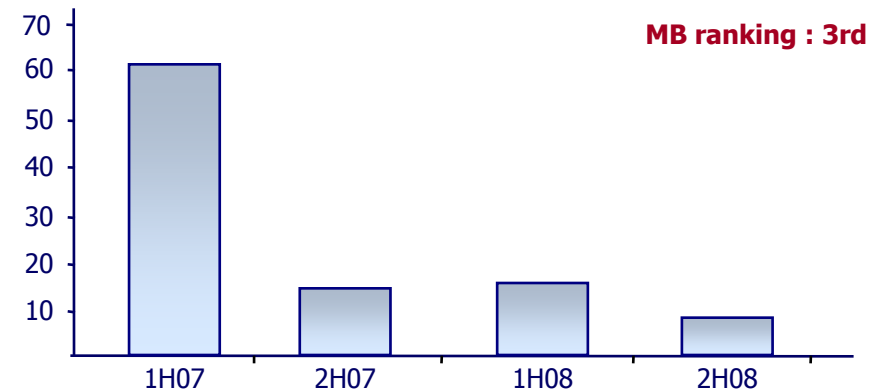
M&A (TF - Total announced deals in Italy - \$bn)



ECM (TF - Total Italian market - \$bn)



Loans (Loanware - Total Italian market - €bn)



... adding contribution from new European markets

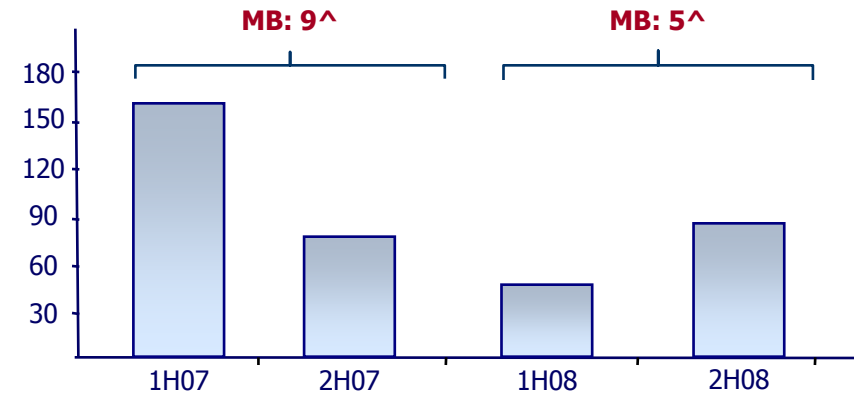
Corporate & Investment Banking

Key issues

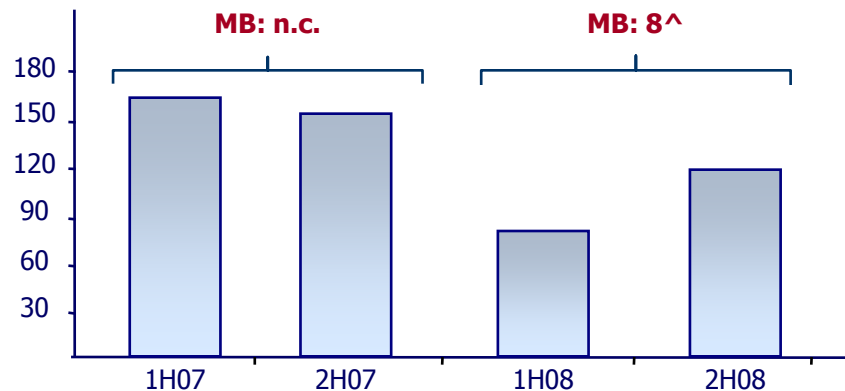
- M&A volumes in core European markets more solid than those in Italy
- MB improving its market shares
- Contribution of non-domestic markets to CIB normalized income up to ~20% (as at Dec 08.)



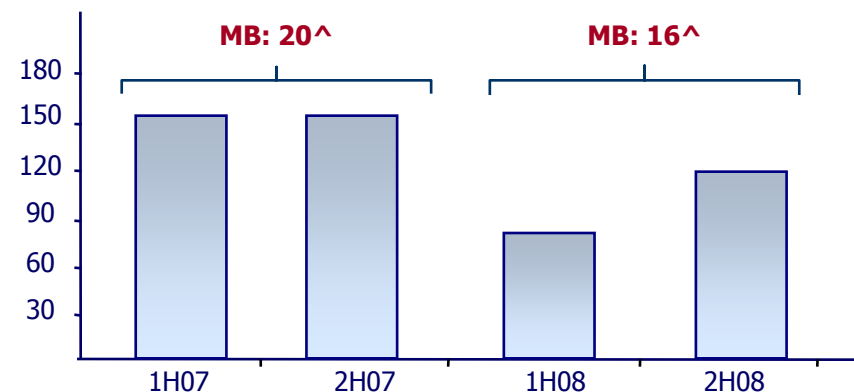
Spain - M&A



Germany - M&A



France - M&A

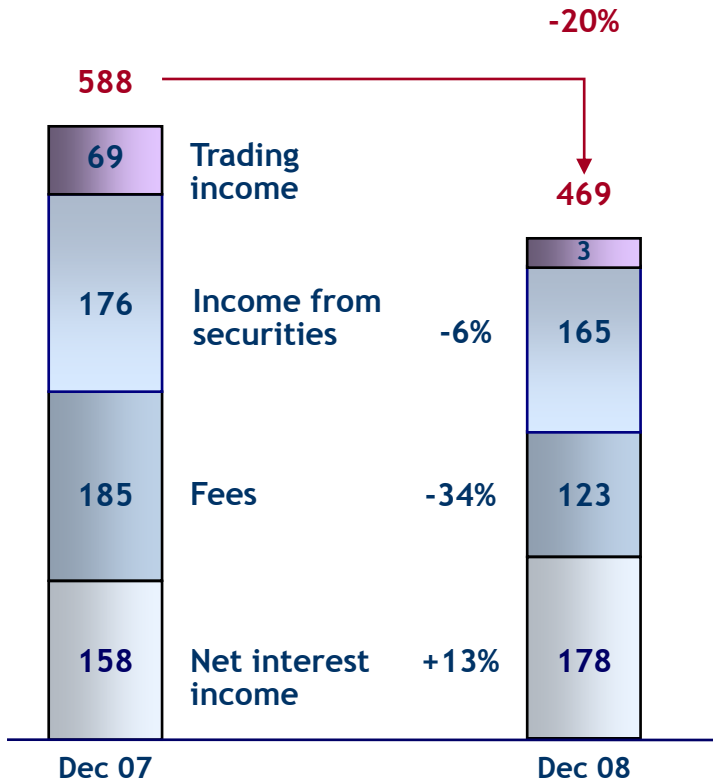


Source: Thomson Financial - Announced deals - \$bn

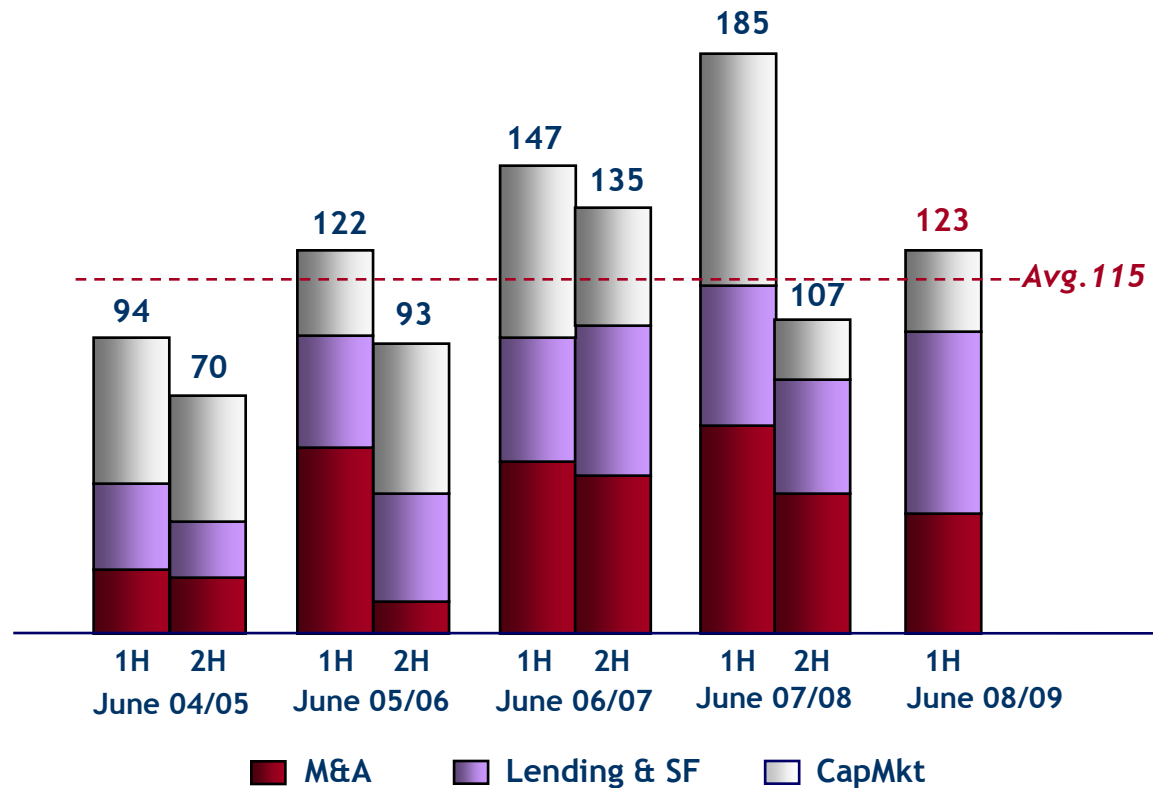
CIB: sound NII, profitable trading, good level in fees

Corporate & Investment Banking

Income by component trend (€m)



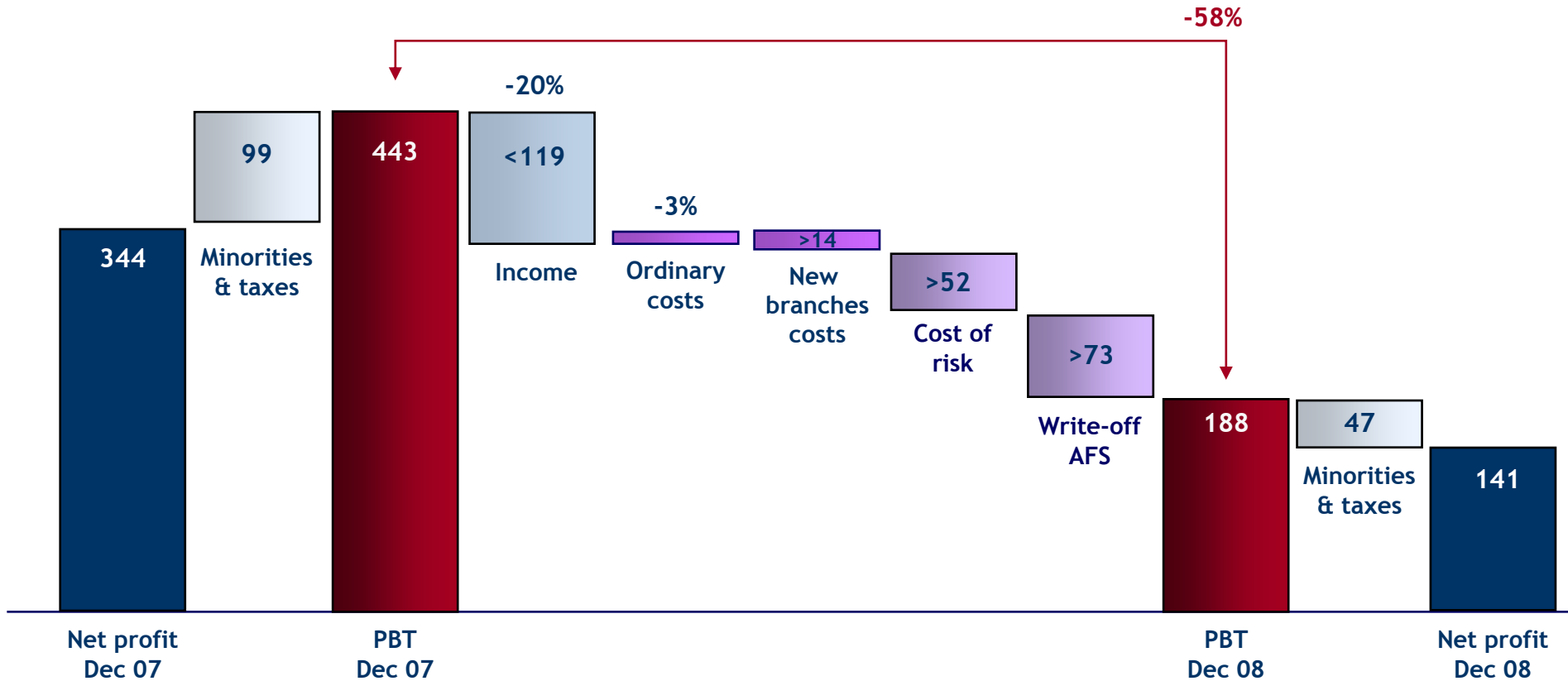
Fees by product trend (€m)



CIB: results halved but positive

Corporate & Investment Banking

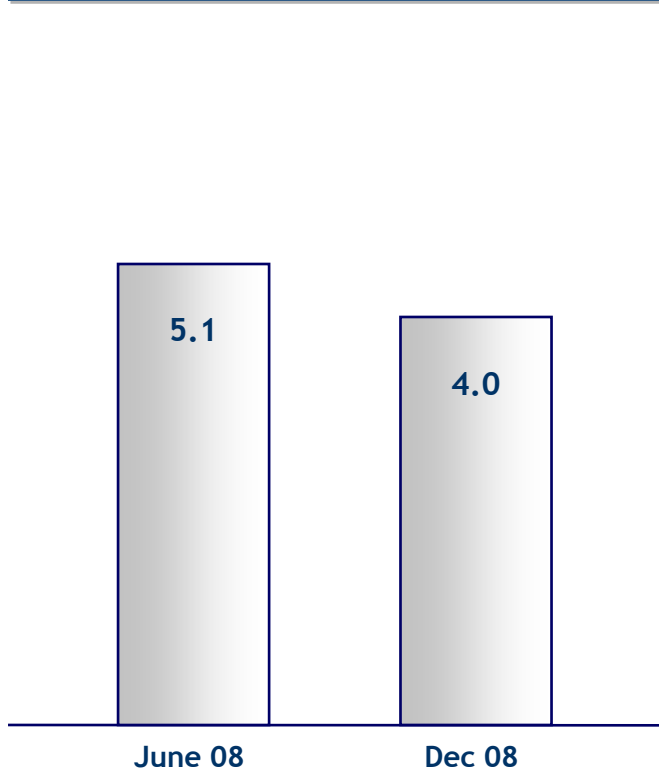
Net profit trend (€m)



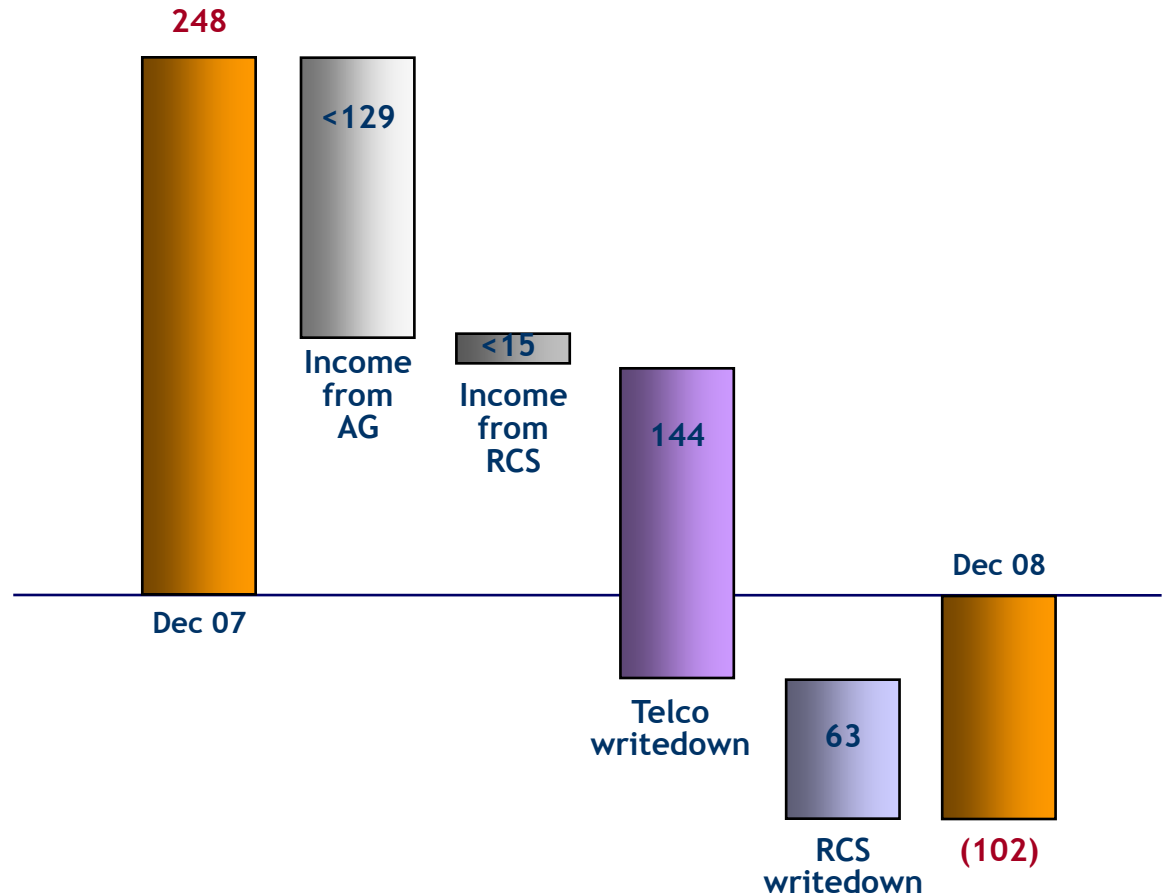
Principal Investing: PBT negative

Principal Investing

Market value trend (€bn)



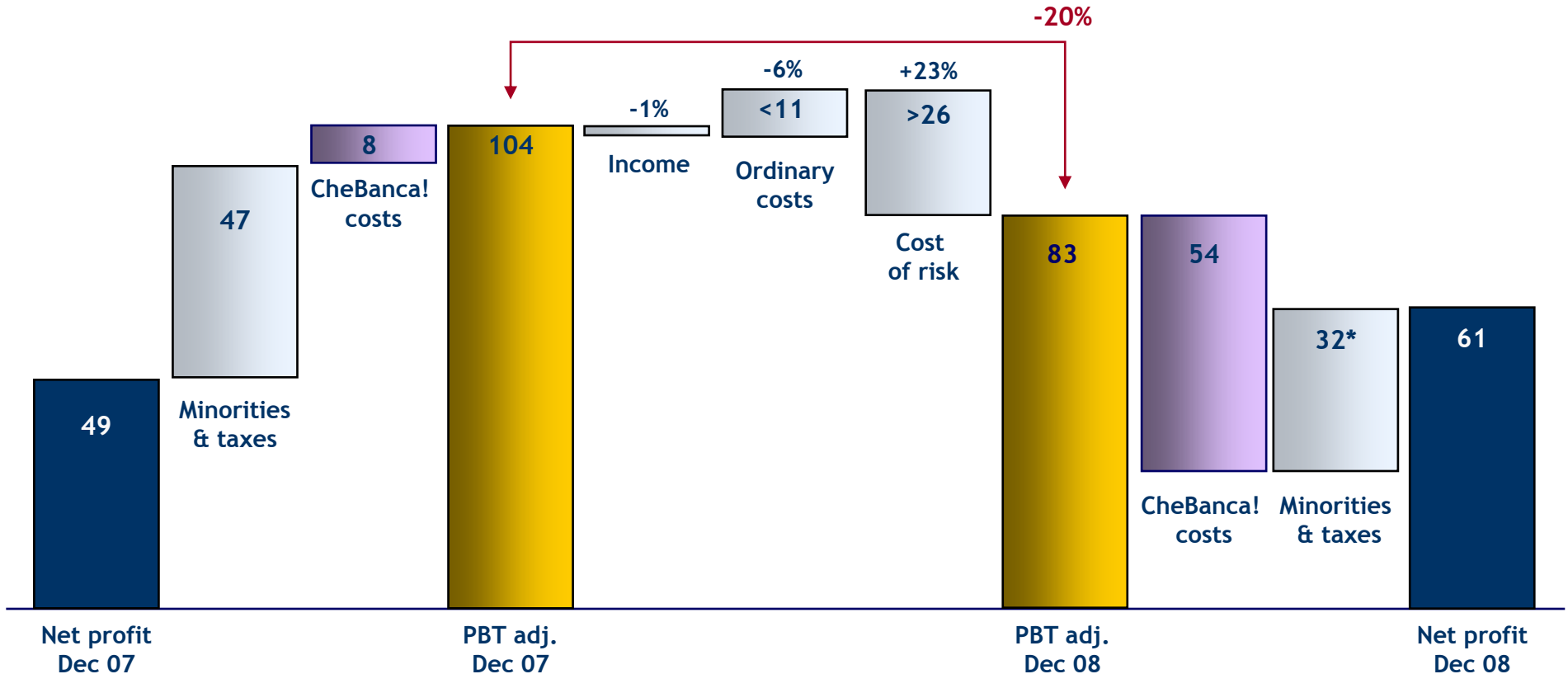
PBT trend (€m)



RPB: Compass sustaining CheBanca! development

Retail & Private Banking

Net profit trend (€m)



* Includes €46m positive tax effect from goodwill being released

Consumer finance: rationalization speeded up - cost synergies

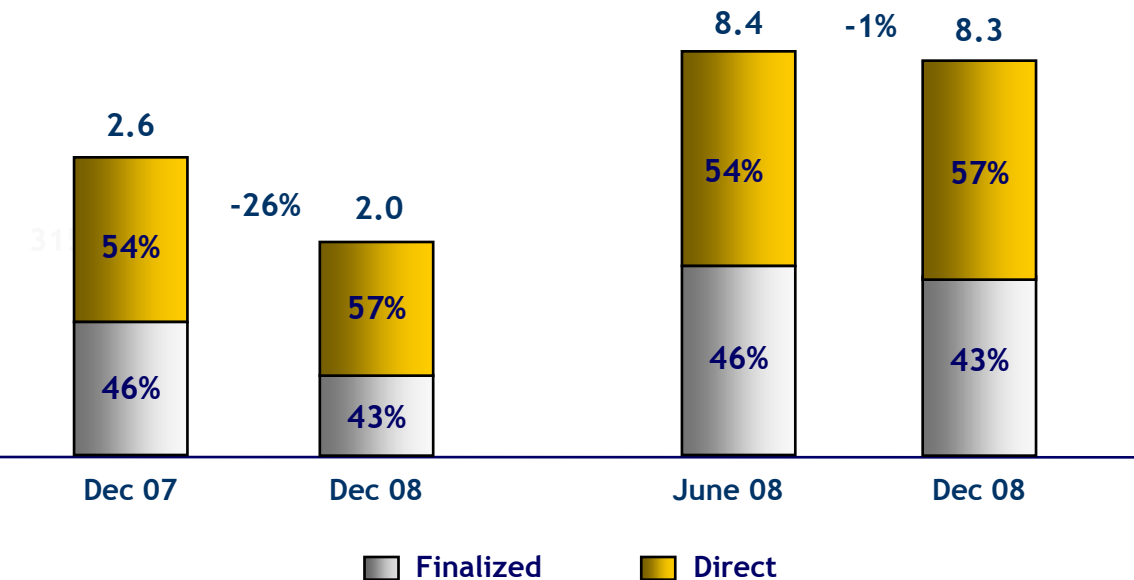
Retail & Private Banking

Franchise

	Dec 07	Dec 08	Δ
Staff	1.570	1.371	-199
Branches	167	146	-21

New loans (€bn)

Loan book (€bn)



Consumer finance P&L (€m)

	Dec 07	Dec 08	Δ
Income of which	292	297	+2%
NII	223	213	-5%
Fees	68	84	+24%
Costs	116	107	-8%
Risk provisions	110	129	+16%
PBT	66	62	-6%

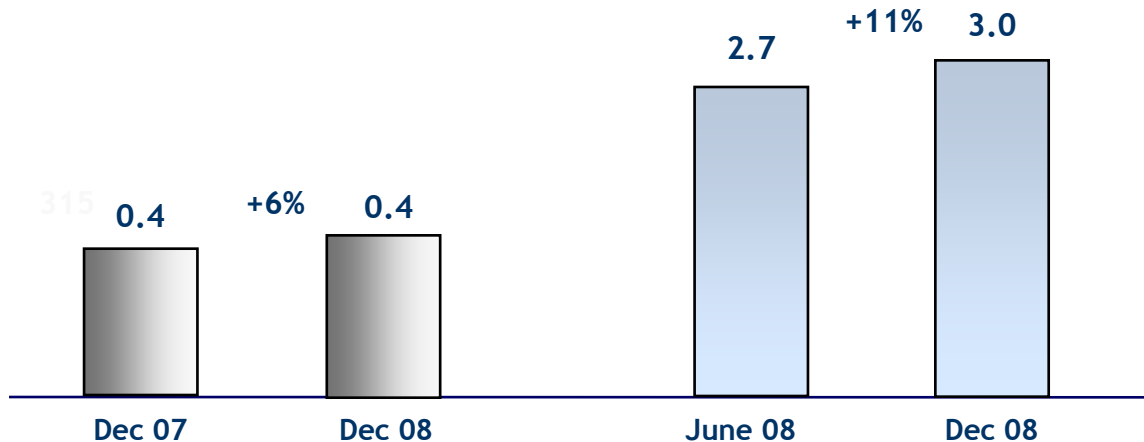
Retail banking: excellent commercial results - investments ongoing

Retail & Private Banking

Franchise

	Dec 07	Dec 08	Δ
Staff	290	620	+330
Branches	29	43	+14

New loans (mortgage - €bn)



Mortgage loan book (€bn)

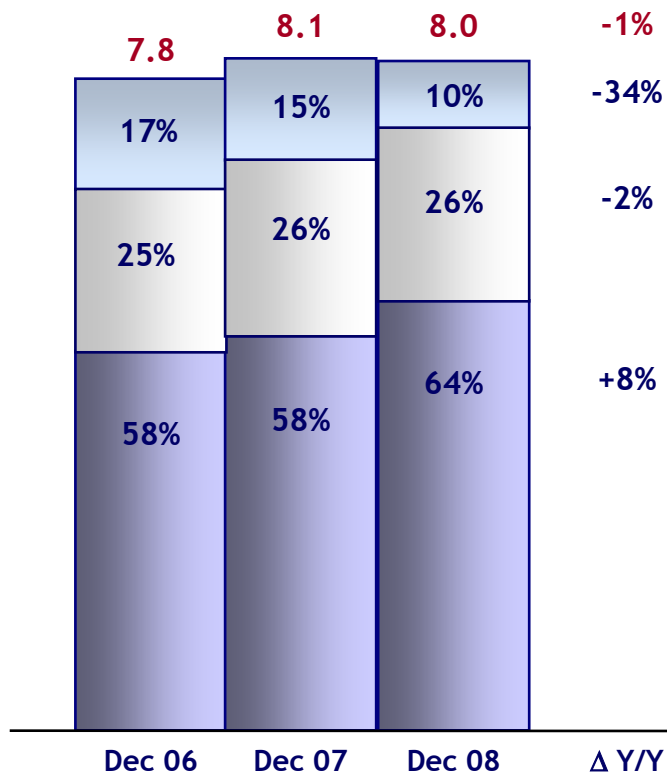
Retail banking P&L (€m)

	Dec 07	Dec 08	Δ
Income	22	25	+15%
Costs of which	21	67	+3x
Ordinary	13	13	-
New platform	8	54	+7x
Risk provisions	4	12	+3x
PBT	(3)	(53)	

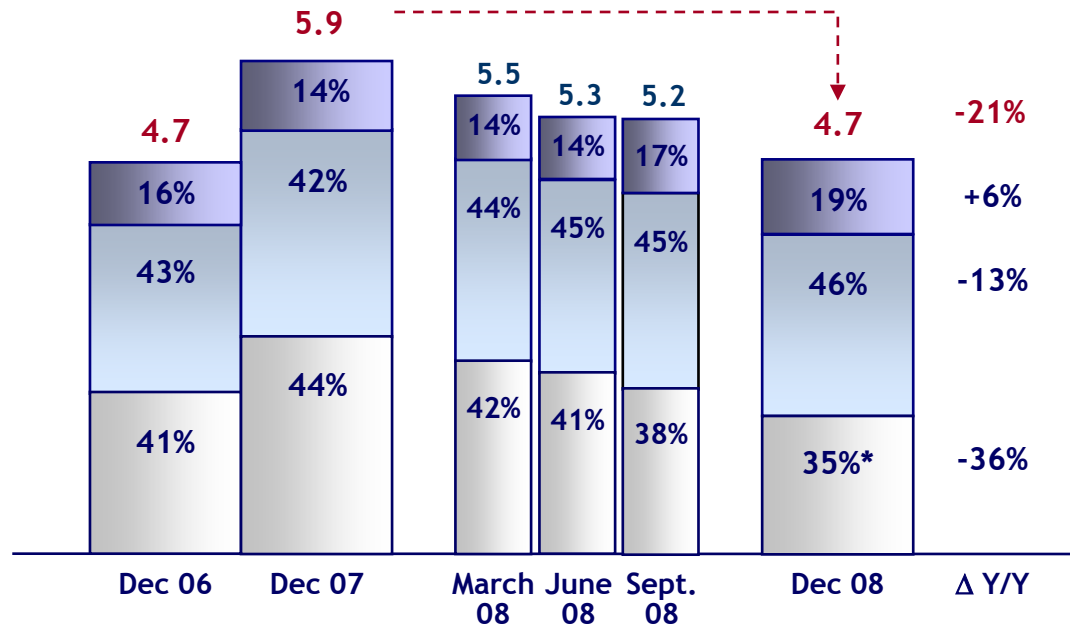
Private banking: CMB resilient, hedge funds impact. More defensive asset allocation

Retail & Private Banking

CMB - AUM trend (100% - €bn)



Banca Esperia - AUM trend (48.5% - €bn)



█ Deposits/non-discretionary █ Investment funds █ Discretionary AUM

* Of which hedge funds 13%

Different nature of CMB and BE

Retail & Private Banking

CMB P&L (€m)				+	Esperia P&L (€m)				=	Private Banking P&L (€m)*			
	Dec 07	Dec 08	Δ			Dec 07	Dec 08	Δ			Dec 07	Dec 08	Δ
Income	45	44	-3%		Income	23	12	-48%		Income	71	59	-17%
<i>of which</i>					<i>of which</i>					<i>of which</i>			
NII	16	18	+10%		NII	2	2			NII	18	20	+13%
Fees	21	18	-13%		Fees	21	13	-38%		Fees	45	34	-24%
Costs	21	23	+7%		Costs	14	13	-9%		Costs	38	38	-
PBT	24	21	-11%		PBT	8	(1)			PBT	33	21	-36%
Significant depositary/banking activity. More traditional asset allocation. New branch opening in Lugano.					Strong reduction in hedges and Sicavs. More conservative asset allocation. Strict cost control.								

* Private Banking: Compagnie Monégasque de Banque, 48.5% of Banca Esperia, Spafid and Prudentia.



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Banca di Credito Finanziario S.p.A.

Disclaimer

This presentation contains certain forward-looking statements, estimates and targets with respect to the operating results, financial condition and business of the Mediobanca Banking Group. Such statements and information, although based upon Mediobanca's best knowledge at present, are certainly subject to unforeseen risk and change. Future results or business performance could differ materially from those expressed or implied by such forward-looking statements and forecasts. The statements have been based upon a reference scenario drawing on economic forecasts and assumptions, including the regulatory environment.

Declaration by Head of Company Financial Reporting

As required by Article 154-bis, paragraph 2 of Italian Legislative Decree 58/98, the undersigned hereby declares that the stated accounting information contained in this report conforms to the documents, account ledgers and book entries of the company.

Head of Company Financial Reporting

Massimo Bertolini

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