

# Pillar 3 Disclosure

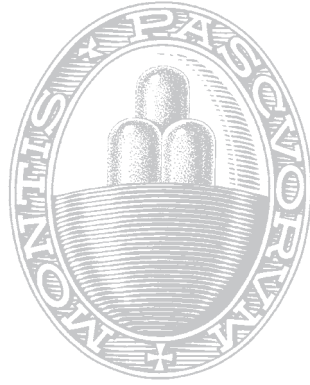
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Update as at  
30 June 2012



**MONTE  
DEI PASCHI  
DI SIENA**  
BANK SINCE 1472





# Pillar 3 Disclosure

Update as at  
30 June 2012



**Banca Monte dei Paschi di Siena SpA**

Company Head office in Siena, Piazza Salimbeni 3, [www.mps.it](http://www.mps.it)

Registered with the Companies Register of Siena – registration number, tax code and VAT number: 00884060526

Parent Company of the Monte dei Paschi di Siena Banking Group - code Bank and code group 1030.6

Included in the National Register of Banks No. 5274

Member of the Italian Interbank Deposit Protection Fund and of the National Guarantee Fund



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## Introduction

The existing prudential supervisory framework, commonly referred to as “Basel 2”, was developed by the Basel Committee and transposed into European Union Directives 2006/48 and 2006/49. The Basel 2 framework is based on three mutually underpinning concepts (so called “Pillars”).

More specifically, Pillar 3 was designed on the notion that Market Discipline can be harnessed to reinforce capital regulation and therefore promote stability and soundness in banks and financial systems.

The purpose of Pillar 3 therefore is to complement the operation of minimum capital requirements (Pillar 1) and the supervisory review process (Pillar 2) by developing a set of disclosure recommendations and requirements which will allow market participants to assess key, fully comprehensive and reliable information on capital adequacy, risk exposures and risk identification assessment and management processes.

In Italy, Pillar 3 disclosure is pursuant to Title IV, Chapter 1 of Bank of Italy Circular no. 263 of 27.12.2006 (“New Regulations for the Prudential Supervision of Banks”, hereafter “Circular”).

The information provided is both qualitative and quantitative and is presented under four synoptic tables as defined in Appendix

A, Title IV, Chapter 1 of the aforementioned Circular.

Under the Circular, banks that are authorised to use internal methodologies in their assessment of capital requirements for credit or operational risk – as is the case with the Montepaschi Group – are required to publish a quarterly report setting out the specific criteria and methodologies adopted.

In compliance with this requirement, the current publication provides a report on quantitative data as at 30 June 2012. For qualitative information please refer to the already-published annual report as at 31 December 2011. Considering the time mismatch between publication requirements for Pillar 3 Public Disclosure and the corresponding consolidated Supervisory report, some of the values contained herein may still be subject to further modification. The disclosure is prepared at consolidated level by the Parent Company.

Unless otherwise indicated, all the amounts in this report are stated in TEUR (thousands of Euro).

The Montepaschi Group regularly publishes its Pillar 3 disclosure on its website at:

**[www.mps.it/Investor+Relations](http://www.mps.it/Investor+Relations)**.



## Table 2 - Scope of application

### Quantitative disclosure

The following table reports all entities included in the scope of consolidation as at 30.06.2012.

Table 2.1 - Scope of consolidation as at 30.06.2012

|   | Registered office | Sector   | Shareholding % | Type of relationship (a) | % voting rights (b) | Treatment in the Balance Sheet | Treatment for Supervisory purposes |
|---|-------------------|--|----------------|--------------------------|---------------------|--------------------------------|------------------------------------|
| AIACE REOCO S.r.l.                              | Siena             | Real estate  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| ANTONVENETA CAPITAL LLC I                       | Delaware          | Financial vehicle                                  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| ANTONVENETA CAPITAL LLC II                      | Delaware          | Financial vehicle                                  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| ANTONVENETA CAPITAL TRUST I                     | Delaware          | Financial vehicle                                  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| ANTONVENETA CAPITAL TRUST II                    | Delaware          | Financial vehicle                                  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| BANCA ANTONVENETA S.p.a.                        | Padova            | Banking  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| BANCA MONTE DEI PASCHI DI SIENA S.p.a.          | Siena             | Banking  |                |                          |                     | Full                           | Full                               |
| BANCA MONTE PASCHI BELGIO S.A.                  | Bruxelles         | Banking  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| BANCA POPOLARE DI SPOLETO S.p.a.                | Spoleto           | Banking  | 26.01          | 7                        | 26.01               | Proportional                   | Proportional                       |
| BIVERBANCA CASSA RISP. BIELLA E VERCELLI S.p.a. | Biella            | Banking  | 60.42          | 1                        | 60.42               | Full                           | Full                               |
| CIRENE FINANCE S.r.l.                           | Conegliano        | Special purpose vehicle                            | 60.00          | 1                        | 60.00               | Full                           | Full                               |
| CONSORZIO OPERATIVO GRUPPO MPS                  | Siena             | IT and Information services                        | 99.94          | 1                        | 99.94               | Full                           | Full                               |
| CONSUM.IT S.p.a.                                | Firenze           | Consumer credit                                    | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| ENEA REOCO S.r.l.                               | Siena             | Real estate  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| G.IMM.ASTOR S.r.l.                              | Lecce             | Real estate renting                                | 52.00          | 1                        | 52.00               | Full                           | Full                               |
| IMMOBILIARE VICTOR HUGO S.C.I.                  | Parigi            | Real estate  | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| INTEGRA S.p.a.                                  | Firenze           | Consumer credit                                    | 50.00          | 7                        | 50.00               | Proportional                   | Proportional                       |
| MAGAZZINI GENERALI FIDUCIARI MANTOVA S.p.a.     | Mantova           | Deposit and custody warehouses (for third parties) | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MANTEGNA FINANCE S.r.l.                         | Mantova           | Special purpose vehicle                            | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTE PASCHI ASSURANCES FRANCE S.A.             | Parigi            | Insurance  | 99.40          | 1                        | 99.40               | Full                           | Excl. from Cons.                   |





Table 2.1 – Scope of consolidation as at 30.06.2012 (continued)

|  | Registered office | Sector                     | Shareholding % | Type of relationship (a) | % voting rights (b) | Treatment in the Balance Sheet | Treatment for Supervisory purposes |
|--|-------------------|----------------------------|----------------|--------------------------|---------------------|--------------------------------|------------------------------------|
| MONTE PASCHI BANQUE S.A.   | Parigi            | Banking                    | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTE PASCHI CONSEIL FRANCE SOCIETE PAR ACTIONS SEMPLIFIEE           | Parigi            | Financial Intermediary     | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTE PASCHI FIDUCIARIA S.p.a  | Siena             | Trust Company              | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTE PASCHI INVEST FRANCE SOCIETE PAR ACTIONS SEMPLIFIEE            | Parigi            | Financial Intermediary     | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTE PASCHI IRELAND LTD   | Dublino           | Financial activity         | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MONTEPASCHI LUXEMBOURG S.A.  | Bruxelles         | Financial vehicle          | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS CAPITAL SERVICE BANCA PER LE IMPRESE S.p.a                       | Firenze           | Banking                    | 99.92          | 1                        | 99.92               | Full                           | Full                               |
| MPS COVERED BOND S.r.l   | Conegliano        | Special purpose vehicle    | 90.00          | 1                        | 90.00               | Full                           | Full                               |
| MPS COVERED BOND 2 S.r.l   | Conegliano        | Special purpose vehicle    | 90.00          | 1                        | 90.00               | Full                           | Full                               |
| MPS GESTIONE CREDITI S.p.a.  | Siena             | Credit recovery management | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS IMMOBILIARE S.p.a  | Siena             | Real estate                | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS LEASING E FACTORING S.p.a.                                       | Siena             | Leasing e factoring        | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS PREFERRED CAPITAL I LLC  | Delaware          | Financial vehicle          | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS PREFERRED CAPITAL II LLC   | Delaware          | Financial vehicle          | 100.00         | 1                        | 100.00              | Full                           | Full                               |
| MPS TENIMENTI POGGIO BONELLI e CHIGI SARACINI SOCIETÀ AGRICOLA S.p.a | Siena             | Wine industry              | 100.00         | 1                        | 100.00              | Full                           | Consolidate at equity              |
| ULISSE 2 S.p.a   | Milano            | Special purpose vehicle    | 100.00         | 1                        | 100.00              | Full                           | Full                               |

a) Type of relationship:

1 majority of voting rights at ordinary shareholders' meetings

2 dominant influence at ordinary shareholders' meetings

3 agreements with other shareholders

4 other forms of control

5 unified management under art. 26.1 of Decree 87/92

6 unified management under art. 26.2 of Decree 87/92

7 joint control

(b) Actual voting rights in ordinary shareholders' meetings.



## Table 3 – Regulatory capital structure

### Quantitative disclosure

Table 3.1 - Breakdown of regulatory capital

|   | jun-12            | dec-11            |
|---|-------------------|-------------------|
| Total Tier 1 positive items                         | 15,322,655        | 20,051,774        |
| Total Tier 1 negative items                         | - 3,126,548       | - 7,730,746       |
| Total items to be deducted                          | - 909,929         | - 672,291         |
| <b>Tier 1 capital (Tier 1)</b>                      | <b>11,286,178</b> | <b>11,648,737</b> |
| Total Tier 2 positive items                         | 6,167,399         | 6,046,703         |
| Total Tier 2 negative items                         | - 58,591          | - 17,312          |
| Total items to be deducted                          | - 909,929         | - 672,291         |
| <b>Tier 2 capital (Tier 2)</b>                      | <b>5,198,879</b>  | <b>5,357,100</b>  |
| Items to be deducted from Tier 1 and Tier 2 capital | - 531,746         | - 502,416         |
| <b>Regulatory Capital</b>                           | <b>15,953,310</b> | <b>16,503,420</b> |
| <b>Tier 3 capital (Tier 3)</b>                      | -                 | -                 |
| <b>Regulatory Capital inclusive of Tier 3</b>       | <b>15,953,310</b> | <b>16,503,420</b> |

*Under the measures set forth by the Bank of Italy on 18 May 2010 regarding prudential filters for regulatory capital, the Group opted for the symmetrical treatment of revaluation reserves relating to debt securities issued by Central Governments of EU countries held in the "Available for Sale" portfolio. Consequently, for these securities, the impact of changes in AFS reserves upon regulatory capital as of 1 January 2010, amounting to approximately Euro 3,923.3 mln, has been completely sterilized.*



Table 3.1.1 - Breakdown of Tier 1 and Tier 2 Capital

|  | jun-12             | dec-11             |
|--|--------------------|--------------------|
| Share capital  | 7,534,613          | 6,769,881          |
| Share premium  | 268,499            | 4,131,276          |
| Reserves   | 4,944,561          | 6,586,680          |
| Innovative and held-to-maturity non-innovative capital instruments   | 646,361            | 622,676            |
| Innovative capital instruments   | 28,622             | 28,622             |
| Grandfathered instruments  | -                  | 12,639             |
| Profit for the period  | -                  | -                  |
| Prudential filters: decreases in Tier 1 capital  | 1,900,000          | 1,900,000          |
| <b>Total Tier 1 positive items</b>   | <b>15,322,655</b>  | <b>20,051,774</b>  |
| Treasury shares  | - 24,650           | - 26,461           |
| Goodwill   | - 770,471          | - 2,312,795        |
| Other intangible assets  | - 635,125          | - 676,688          |
| Loss for the period  | - 1,612,760        | - 4,688,739        |
| Other negative items   | -                  | -                  |
| Prudential filters: decreases in Tier 1 capital  | - 83,543           | - 26,063           |
| <b>Total Tier 1 negative items</b>   | <b>- 3,126,548</b> | <b>- 7,730,746</b> |
| Shareholdings in credit and financial institutions with a share of $\geq 20\%$ of the equity of the investee           | - 98,486           | - 92,687           |
| Shareholdings in credit and financial institutions with a share of $> 10\%$ but $< 20\%$ of the equity of the investee | - 31,719           | - 31,248           |
| Shareholdings in credit and financial institutions with a share of $\leq 10\%$ of the equity of the investee           | -                  | -                  |
| Shareholdings in insurance companies   | - 37,533           | - 39,990           |
| Surplus of expected losses in respect of related write-downs   | - 742,191          | - 508,366          |
| <b>Total items to be deducted</b>  | <b>- 909,929</b>   | <b>- 672,291</b>   |
| <b>Total Tier 1 capital</b>  | <b>11,286,178</b>  | <b>11,648,737</b>  |



**Table 3.1.1 - Breakdown of Tier 1 and Tier 2 Capital (continued)**

|  | jun-12            | dec-11            |
|--|-------------------|-------------------|
| Valuation reserve  | 185,455           | 100,988           |
| Innovative and held-to-maturity non-innovative capital instruments, not eligible for inclusion in Tier 1 capital | -                 | -                 |
| Non-innovative capital instruments not eligible for inclusion in Tier 1 capital                                  | -                 | -                 |
| Hybrid capital instruments   | 3,017,452         | 3,008,209         |
| Subordinated liabilities   | 2,964,493         | 2,937,506         |
| Other positive items   | -                 | -                 |
| <b>Total Tier 2 positive items</b>   | <b>6,167,399</b>  | <b>6,046,703</b>  |
| Other negative items   | - 69              | - 1,314           |
| Prudential filters: deductions from Tier 2 capital   | - 58,522          | - 15,998          |
| <b>Total Tier 2 negative items</b>   | <b>- 58,591</b>   | <b>- 17,312</b>   |
| Shareholdings in credit and financial institutions with a share of ≥ 20% of the equity of the investee           | - 98,486          | - 92,687          |
| Shareholdings in credit and financial institutions with a share of > 10% but <20% of the equity of the investee  | - 31,719          | - 31,248          |
| Shareholdings in insurance companies   | - 37,533          | - 39,990          |
| Surplus of expected losses in respect of overall write-downs value adjustments                                   | - 742,191         | - 508,366         |
| <b>Total items to be deducted</b>  | <b>- 909,929</b>  | <b>- 672,291</b>  |
| <b>Total Tier 2 capital</b>  | <b>5,198,879</b>  | <b>5,357,100</b>  |
| Items to be deducted from Tier 1 and Tier 2 capital  | - 531,746         | - 502,416         |
| <b>Regulatory Capital</b>  | <b>15,953,310</b> | <b>16,503,420</b> |
| Tier 3 Capital   | -                 | -                 |
| <b>Regulatory Capital inclusive of Tier 3</b>  | <b>15,953,310</b> | <b>16,503,420</b> |



## Table 4 – Capital adequacy

### Quantitative information

Table 4.1 - capital requirements and capital ratio

|   | jun-12            | dec-11             |
|---|-------------------|--------------------|
| <b>Credit Risk</b>                      |                   |                    |
| Standardised approach                   | 2,759,590         | 3,394,628          |
| Advanced Internal Rating Based approach | 3,744,008         | 3,743,963          |
| <b>Total</b>                            | <b>6,503,598</b>  | <b>7,138,591</b>   |
| <b>Market Risk</b>                      |                   |                    |
| Standardised approach                   | 542,810           | 547,244            |
| Internal models approach                | -                 | -                  |
| Concentration risk                      | -                 | -                  |
| <b>Total</b>                            | <b>542,810</b>    | <b>547,244</b>     |
| <b>Operational Risk</b>                 |                   |                    |
| Foundation approach                     | 27,538            | 46,081             |
| Standardised approach                   | -                 | -                  |
| Advanced Measurement Approach           | 618,592           | 649,710            |
| <b>Total</b>                            | <b>646,130</b>    | <b>695,791</b>     |
| Regulatory Capital Floor                | -                 | 33,497             |
| Other requirements                      | -                 | -                  |
| <b>Aggregate Capital Requirements</b>   | <b>7,692,538</b>  | <b>8,415,122</b>   |
| <b>Risk-weighted assets</b>             | <b>96,156,727</b> | <b>105,189,030</b> |
| <b>Tier 1 Ratio</b>                     | <b>11.7%</b>      | <b>11.1%</b>       |
| <b>Total Capital Ratio</b>              | <b>16.6%</b>      | <b>15.7%</b>       |



**Table 4.2 - Capital requirements for Credit Risk**

| Standardised approach   | jun-12           | dec-11           |
|---|------------------|------------------|
| Exposures to central governments and central banks                                      | 5,692            | 5,780            |
| Exposures to regional governments and local authorities                                 | 50,249           | 47,717           |
| Exposures to non-commercial and public sector entities                                  | 53,617           | 56,405           |
| Exposures to multilateral development banks   | 4                | 2                |
| Exposures to international organisations  | -                | -                |
| Exposures to supervised institutions  | 428,790          | 422,043          |
| Exposures to corporates   | 933,604          | 1,233,447        |
| Retail exposures  | 440,359          | 512,286          |
| Exposures secured by real estate property   | 114,599          | 211,384          |
| Past due exposures  | 117,230          | 218,033          |
| High-risk exposures   | 102,838          | 107,187          |
| Exposures in the form of covered bonds  | 3,924            | 5,255            |
| Short term exposures to corporates  | -                | -                |
| Exposures to Undertakings for Collective Investments in Transferable Securities (UCITS) | 109,768          | 103,466          |
| Other exposures   | 308,887          | 398,995          |
| Securitisation exposures  | 90,029           | 72,628           |
| <b>Total Standardised Approach</b>  | <b>2,759,590</b> | <b>3,394,628</b> |
| <b>Advanced Internal Ratings-Based approach</b>   |                  |                  |
| Corporate exposures   | 2,628,238        | 2,589,265        |
| Retail exposures  | 1,115,770        | 1,153,627        |
| ↳ Secured by real estate property   | 573,628          | 591,486          |
| ↳ Qualifying revolving retail exposures   | 436              | 489              |
| ↳ Other exposures   | 541,706          | 561,652          |
| Other assets  | -                | 1,072            |
| <b>Total Advanced Internal Ratings-Based approach</b>                                   | <b>3,744,008</b> | <b>3,743,963</b> |
| <b>Total Credit Risk</b>  | <b>6,503,598</b> | <b>7,138,591</b> |

**Table 4.3 - Capital requirements for Market Risk**

| Standardised approach   | jun-12         | dec-11         |
|---|----------------|----------------|
| General market risk   | 281,375        | 287,188        |
| Specific risk   | 168,689        | 171,935        |
| Position risk of Undertakings for Collective Investments in Transferable Securities (UCITS) | 43,346         | 17,719         |
| Options   | 15,916         | 15,182         |
| Foreign exchange risk   | 33,484         | 55,219         |
| Commodities risk  | -              | -              |
| <b>Total Standardised Approach</b>  | <b>542,810</b> | <b>547,244</b> |
| Internal models   | -              | -              |
| <b>Total Internal models</b>  | <b>-</b>       | <b>-</b>       |
| Concentration risk  | -              | -              |
| <b>Total Market Risk</b>  | <b>542,810</b> | <b>547,244</b> |

(\*) Capital requirements under Specific Risk for positions with securitisations included in the Regulatory Trading Book amounted to EUR 22,210 (in thousands of Euro) for the first half of 2012.

**Tab. 4.4 - Requisito Patrimoniale per il Rischio Operativo**

| Breakdown of Operational Risk by | jun-12         | dec-11         |
|----------------------------------|----------------|----------------|
| Foundation approach              | 27,538         | 46,081         |
| Standardised approach            | -              | -              |
| Advanced approach                | 618,592        | 649,710        |
| <b>Total Operational Risk</b>    | <b>646,130</b> | <b>695,791</b> |



## Table 5 - Credit Risk: General disclosures for all banks

### Quantitative disclosure

A breakdown of financial assets by portfolio and credit quality is reported in Tables 5.1.1 and 5.1.2 below.

Table 5.1.1 - Summary of Financial Assets by Portfolio

| Portfolio                                    | Total              |                    | Period average |             |
|--|--------------------|--------------------|----------------|-------------|
|  | jun-12             | dec-11             | jun-12         | dec-11      |
| 1. Financial assets held for trading         | 28,612,023         | 31,592,026         | 30,046,149     | 31,592,288  |
| 2. Financial assets available-for- sale      | 20,464,322         | 20,728,635         | 21,273,292     | 20,943,821  |
| 3. Financial assets held-to-maturity         | 2                  | 2                  | 2              | 3           |
| 4. Loans and advances to banks               | 17,129,518         | 20,695,447         | 16,206,106     | 13,732,893  |
| 5. Loans and advances to customers           | 144,460,840        | 146,607,896        | 149,447,950    | 153,373,530 |
| 6. Financial assets designated at fair value | -                  | 38,231             | 25,923         | 39,090      |
| 7. Financial assets held for sale            | 3,138,665          | -                  | 1,046,222      | 17,290      |
| 8. Hedging derivatives                       | 467,210            | 363,351            | 364,853        | 313,587     |
| <b>Total</b>                                 | <b>214,272,581</b> | <b>220,025,588</b> |                |             |

Values reported in the tables above reflect those used in the Financial Statements and refer to positions in both the Banking Book and Regulatory Trading Book. Data reflects the logic of the Financial Statements and is therefore reported net of permitted offsetting, but does not take account of any credit risk mitigation actions. The current table has been compiled according to the rules applied for Table A.1.1 of the Annual Report





Table 5.1.2 - Breakdown of financial assets by portfolio and credit quality

| Portfolio/Quality                            | NPLs             | Watchlist loans  | Restructured loans | Past-due         | Other assets       | Total              |
|--|------------------|------------------|--------------------|------------------|--------------------|--------------------|
| 1. Financial assets held for trading         | 5,127            | 35,737           | 21,210             | 48,768           | 28,501,182         | 28,612,023         |
| 2. Financial assets available for sale       | 1,205            | 2,894            | 11,172             | -                | 20,449,051         | 20,464,322         |
| 3. Financial assets held to maturity         | -                | -                | -                  | -                | 2                  | 2                  |
| 4. Loans and advances to banks               | 1,670            | 1,355            | -                  | -                | 17,126,493         | 17,129,518         |
| 4. Loans and advances to customers           | 6,990,580        | 4,993,493        | 1,574,735          | 2,456,758        | 128,445,274        | 144,460,840        |
| 6. Financial assets designated at fair value | -                | -                | -                  | -                | -                  | -                  |
| 7. Financial assets held for sale            | 73,194           | 58,258           | 10,643             | 31,628           | 2,964,943          | 3,138,665          |
| 8. Hedging derivatives                       | -                | -                | -                  | -                | 467,210            | 467,210            |
| <b>Total 30/06/2012</b>                      | <b>7,071,776</b> | <b>5,091,737</b> | <b>1,617,760</b>   | <b>2,537,154</b> | <b>197,954,155</b> | <b>214,272,581</b> |
| <b>Total 31/12/2011</b>                      | <b>6,455,452</b> | <b>4,485,080</b> | <b>1,464,974</b>   | <b>1,149,487</b> | <b>206,470,595</b> | <b>220,025,588</b> |

The table provides a breakdown of financial assets by accounting portfolio and credit quality. Values reported in the table reflect those used in the Financial Statements and refer to positions in both the Banking Book and Regulatory Trading Book. The current table refers to Table A.1.1 of Annual Report.



**Table 5.2 - On and off-balance sheet exposures to customers: geographical breakdown**

| ITALY                                 | jun-12             |                    |                   | dec-11             |                    |                   |
|---------------------------------------|--------------------|--------------------|-------------------|--------------------|--------------------|-------------------|
|                                       | Exposure           |                    | Adjustments       | Exposure           |                    | Adjustments       |
|                                       | Gross              | Net                |                   | Gross              | Net                |                   |
| <b>A. Balance-sheet exposures</b>     |                    |                    |                   |                    |                    |                   |
| A.1 Non-performing loans              | 15,646,442         | 7,013,498          | 8,632,944         | 14,332,717         | 6,398,604          | 7,934,113         |
| A.2 Watchlist loans                   | 6,324,010          | 4,965,642          | 1,358,368         | 5,609,372          | 4,384,545          | 1,224,827         |
| A.3 Restructured loans                | 1,766,536          | 1,589,284          | 177,252           | 1,578,954          | 1,435,471          | 143,483           |
| A.4 Past due                          | 2,641,342          | 2,486,751          | 154,591           | 1,202,362          | 1,124,144          | 78,218            |
| A.5 Other exposures                   | 150,930,974        | 150,216,780        | 714,194           | 157,412,422        | 156,647,679        | 764,743           |
| <b>Total A</b>                        | <b>177,309,303</b> | <b>166,271,953</b> | <b>11,037,350</b> | <b>180,135,827</b> | <b>169,990,443</b> | <b>10,145,384</b> |
| <b>B. Off-balance-sheet exposures</b> |                    |                    |                   |                    |                    |                   |
| B.1 Non-performing loans              | 105,541            | 80,407             | 25,134            | 99,035             | 75,816             | 23,219            |
| B.2 Watchlist credits                 | 158,766            | 142,785            | 15,982            | 107,533            | 104,465            | 3,068             |
| B.3 Other impaired assets             | 202,656            | 188,843            | 13,813            | 99,928             | 85,305             | 14,623            |
| B.4 Other exposures                   | 20,596,919         | 20,567,982         | 28,937            | 21,458,146         | 21,427,277         | 30,869            |
| <b>Total B</b>                        | <b>21,063,882</b>  | <b>20,980,017</b>  | <b>83,866</b>     | <b>21,764,642</b>  | <b>21,692,863</b>  | <b>71,779</b>     |
| <b>Total (A+B)</b>                    | <b>198,373,186</b> | <b>187,251,970</b> | <b>11,121,216</b> | <b>201,900,469</b> | <b>191,683,306</b> | <b>10,217,163</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.2 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.2 - On- and off-balance sheet exposures to customers: geographical breakdown (continued)**

| OTHER EUROPEAN COUNTRIES              | jun-12            |                   |                | dec-11            |                   |                |
|---------------------------------------|-------------------|-------------------|----------------|-------------------|-------------------|----------------|
|                                       | Exposure          |                   | Adjustments    | Exposure          |                   | Adjustments    |
|                                       | Gross             | Net               |                | Gross             | Net               |                |
| <b>A. Balance-sheet exposures</b>     |                   |                   |                |                   |                   |                |
| A.1 Non-performing loans              | 134,990           | 46,306            | 88,684         | 130,634           | 43,100            | 87,534         |
| A.2 Watchlist loans                   | 110,284           | 75,787            | 34,497         | 116,150           | 71,994            | 44,156         |
| A.3 Restructured loans                | 9,817             | 7,266             | 2,551          | 9,937             | 9,362             | 575            |
| A.4 Past due                          | 1,223             | 1,163             | 60             | 10,661            | 10,108            | 553            |
| A.5 Other exposures                   | 8,986,603         | 8,976,723         | 9,880          | 7,786,719         | 7,779,364         | 7,355          |
| <b>Total A</b>                        | <b>9,242,917</b>  | <b>9,107,245</b>  | <b>135,672</b> | <b>8,054,101</b>  | <b>7,913,928</b>  | <b>140,173</b> |
| <b>B. Off-balance-sheet exposures</b> |                   |                   |                |                   |                   |                |
| B.1 Non-performing loans              | -                 | -                 | -              | -                 | -                 | -              |
| B.2 Watchlist credits                 | 917               | 917               | -              | 700               | 700               | -              |
| B.3 Other impaired assets             | 346               | 346               | -              | 415               | 415               | -              |
| B.4 Other exposures                   | 23,662,205        | 23,661,654        | 551            | 23,656,907        | 23,656,199        | 708            |
| <b>Total B</b>                        | <b>23,663,469</b> | <b>23,662,917</b> | <b>551</b>     | <b>23,658,022</b> | <b>23,657,314</b> | <b>708</b>     |
| <b>Total (A+B)</b>                    | <b>32,906,386</b> | <b>32,770,163</b> | <b>136,224</b> | <b>31,712,123</b> | <b>31,571,242</b> | <b>140,881</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.2 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.2 - On- and off-balance sheet exposures to customers: geographical breakdown (continued)**

| USA                                   | jun-12           |                  |               | dec-11           |                  |               |
|---------------------------------------|------------------|------------------|---------------|------------------|------------------|---------------|
|                                       | Exposure         |                  | Adjustments   | Exposure         |                  | Adjustments   |
|                                       | Gross            | Net              |               | Gross            | Net              |               |
| <b>A. Balance-sheet exposures</b>     |                  |                  |               |                  |                  |               |
| A.1 Non-performing loans              | 30,511           | 6,406            | 24,105        | 40,459           | 8,500            | 31,959        |
| A.2 Watchlist loans                   | 1,283            | 1,159            | 123           | 1,249            | 1,128            | 121           |
| A.3 Restructured loans                | -                | -                | -             | -                | -                | -             |
| A.4 Past due                          | 469              | 445              | 24            | 30               | 28               | 2             |
| A.5 Other exposures                   | 509,956          | 507,734          | 2,222         | 554,192          | 552,125          | 2,067         |
| <b>Total A</b>                        | <b>542,218</b>   | <b>515,744</b>   | <b>26,474</b> | <b>595,930</b>   | <b>561,781</b>   | <b>34,149</b> |
| <b>B. Off-balance-sheet exposures</b> |                  |                  |               |                  |                  |               |
| B.1 Non-performing loans              | 485              | 388              | 97            | 471              | 377              | 94            |
| B.2 Watchlist credits                 | -                | -                | -             | -                | -                | -             |
| B.3 Other impaired assets             | 580              | 561              | 19            | -                | -                | -             |
| B.4 Other exposures                   | 2,786,297        | 2,785,589        | 708           | 2,204,987        | 2,204,366        | 621           |
| <b>Total B</b>                        | <b>2,787,362</b> | <b>2,786,537</b> | <b>824</b>    | <b>2,205,458</b> | <b>2,204,743</b> | <b>715</b>    |
| <b>Total (A+B)</b>                    | <b>3,329,579</b> | <b>3,302,281</b> | <b>27,298</b> | <b>2,801,388</b> | <b>2,766,524</b> | <b>34,864</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.2 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.2 - On- and off-balance sheet exposures to customers: geographical breakdown (continued)**

| ASIA                                  | jun-12         |                |              | dec-11         |                |              |
|---------------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
|                                       | Exposure       |                | Adjustments  | Exposure       |                | Adjustments  |
|                                       | Gross          | Net            |              | Gross          | Net            |              |
| <b>A. Balance-sheet exposures</b>     |                |                |              |                |                |              |
| A.1 Non-performing loans              | 3,524          | 90             | 3,434        | 3,505          | 80             | 3,425        |
| A.2 Watchlist loans                   | 13,089         | 11,724         | 1,365        | 1,858          | 1,289          | 569          |
| A.3 Restructured loans                | -              | -              | -            | -              | -              | -            |
| A.4 Past due                          | 10             | 9              | 1            | 10,701         | 10,166         | 535          |
| A.5 Other exposures                   | 254,086        | 252,631        | 1,455        | 207,151        | 206,036        | 1,115        |
| <b>Total A</b>                        | <b>270,709</b> | <b>264,454</b> | <b>6,255</b> | <b>223,215</b> | <b>217,571</b> | <b>5,644</b> |
| <b>B. Off-balance-sheet exposures</b> |                |                |              |                |                |              |
| B.1 Non-performing loans              | -              | -              | -            | -              | -              | -            |
| B.2 Watchlist credits                 | 26             | 24             | 2            | -              | -              | -            |
| B.3 Other impaired assets             | -              | -              | -            | 26             | 24             | 2            |
| B.4 Other exposures                   | 200,251        | 200,197        | 54           | 195,284        | 195,239        | 45           |
| <b>Total B</b>                        | <b>200,277</b> | <b>200,221</b> | <b>56</b>    | <b>195,310</b> | <b>195,263</b> | <b>47</b>    |
| <b>Total (A+B)</b>                    | <b>470,985</b> | <b>464,674</b> | <b>6,311</b> | <b>418,525</b> | <b>412,834</b> | <b>5,691</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.2 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.2 - On- and off-balance sheet exposures to customers: geographical breakdown (continued)**

| REST OF THE WORLD                     | jun-12         |                |              | dec-11         |                |              |
|---------------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
|                                       | Exposure       |                | Adjustments  | Exposure       |                | Adjustments  |
|                                       | Gross          | Net            |              | Gross          | Net            |              |
| <b>A. Balance-sheet exposures</b>     |                |                |              |                |                |              |
| A.1 Non-performing loans              | 1,719          | 240            | 1,479        | 1,618          | 237            | 1,381        |
| A.2 Watchlist loans                   | 227            | 134            | 93           | 215            | 126            | 89           |
| A.3 Restructured loans                | -              | -              | -            | -              | -              | -            |
| A.4 Past due                          | 19             | 18             | 1            | 9              | 9              | -            |
| A.5 Other exposures                   | 152,915        | 152,471        | 444          | 137,963        | 137,604        | 359          |
| <b>Total A</b>                        | <b>154,880</b> | <b>152,862</b> | <b>2,017</b> | <b>139,805</b> | <b>137,976</b> | <b>1,829</b> |
| <b>B. Off-balance-sheet exposures</b> |                |                |              |                |                |              |
| B.1 Non-performing loans              | -              | -              | -            | -              | -              | -            |
| B.2 Watchlist credits                 | -              | -              | -            | -              | -              | -            |
| B.3 Other impaired assets             | -              | -              | -            | -              | -              | -            |
| B.4 Other exposures                   | 286,897        | 286,657        | 240          | 268,021        | 267,997        | 24           |
| <b>Total B</b>                        | <b>286,897</b> | <b>286,657</b> | <b>240</b>   | <b>268,021</b> | <b>267,997</b> | <b>24</b>    |
| <b>Total (A+B)</b>                    | <b>441,777</b> | <b>439,519</b> | <b>2,257</b> | <b>407,826</b> | <b>405,973</b> | <b>1,853</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.2 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.3 - On and off-balance-sheet exposures to banks: geographical breakdown**

| ITALY                                 | jun-12            |                   |               | dec-11            |                   |               |
|---------------------------------------|-------------------|-------------------|---------------|-------------------|-------------------|---------------|
|                                       | Exposure          |                   | Adjustments   | Exposure          |                   | Adjustments   |
|                                       | Gross             | Net               |               | Gross             | Net               |               |
| <b>A. Balance-sheet exposures</b>     |                   |                   |               |                   |                   |               |
| A.1 Non-performing loans              | 6,000             | -                 | 6,000         | 6,000             | -                 | 6,000         |
| A.2 Watchlist loans                   | 2,122             | 2,122             | -             | 2,122             | 2,122             | -             |
| A.3 Restructured loans                | -                 | -                 | -             | -                 | -                 | -             |
| A.4 Past due                          | -                 | -                 | -             | -                 | -                 | -             |
| A.5 Other exposures                   | 11,799,385        | 11,776,924        | 22,461        | 18,572,212        | 18,560,048        | 12,164        |
| <b>Total A</b>                        | <b>11,807,507</b> | <b>11,779,046</b> | <b>28,461</b> | <b>18,580,334</b> | <b>18,562,170</b> | <b>18,164</b> |
| <b>B. Off-balance-sheet exposures</b> |                   |                   |               |                   |                   |               |
| B.1 Non-performing loans              | -                 | -                 | -             | -                 | -                 | -             |
| B.2 Watchlist credits                 | 608               | 608               | -             | 576               | 576               | -             |
| B.3 Other impaired assets             | -                 | -                 | -             | -                 | -                 | -             |
| B.4 Other exposures                   | 2,677,232         | 2,677,173         | 59            | 3,752,112         | 3,752,053         | 59            |
| <b>Total B</b>                        | <b>2,677,840</b>  | <b>2,677,781</b>  | <b>59</b>     | <b>3,752,688</b>  | <b>3,752,629</b>  | <b>59</b>     |
| <b>Total (A+B)</b>                    | <b>14,485,346</b> | <b>14,456,827</b> | <b>28,520</b> | <b>22,333,022</b> | <b>22,314,799</b> | <b>18,223</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to banks. The values were reported according to the rules applied for Table B.3 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.3 - On and off-balance-sheet exposures to banks: geographical breakdown (continued)**

| OTHER EUROPEAN COUNTRIES              | jun-12            |                   |               | dec-11            |                   |               |
|---------------------------------------|-------------------|-------------------|---------------|-------------------|-------------------|---------------|
|                                       | Exposure          |                   | Adjustments   | Exposure          |                   | Adjustments   |
|                                       | Gross             | Net               |               | Gross             | Net               |               |
| <b>A. Balance-sheet exposures</b>     |                   |                   |               |                   |                   |               |
| A.1 Non-performing loans              | 5,472             | 555               | 4,917         | 5,405             | 536               | 4,869         |
| A.2 Watchlist loans                   | 15,860            | 2,127             | 13,733        | 14,603            | 1,388             | 13,215        |
| A.3 Restructured loans                | -                 | -                 | -             | -                 | -                 | -             |
| A.4 Past due                          | -                 | -                 | -             | -                 | -                 | -             |
| A.5 Other exposures                   | 6,655,257         | 6,653,486         | 1,771         | 5,276,620         | 5,274,100         | 2,520         |
| <b>Total A</b>                        | <b>6,676,589</b>  | <b>6,656,167</b>  | <b>20,422</b> | <b>5,296,628</b>  | <b>5,276,024</b>  | <b>20,604</b> |
| <b>B. Off-balance-sheet exposures</b> |                   |                   |               |                   |                   |               |
| B.1 Non-performing loans              | -                 | -                 | -             | -                 | -                 | -             |
| B.2 Watchlist credits                 | -                 | -                 | -             | -                 | -                 | -             |
| B.3 Other impaired assets             | -                 | -                 | -             | -                 | -                 | -             |
| B.4 Other exposures                   | 9,496,326         | 9,495,461         | 865           | 9,599,140         | 9,598,813         | 327           |
| <b>Total B</b>                        | <b>9,496,326</b>  | <b>9,495,461</b>  | <b>865</b>    | <b>9,599,140</b>  | <b>9,598,813</b>  | <b>327</b>    |
| <b>Total (A+B)</b>                    | <b>16,172,915</b> | <b>16,151,628</b> | <b>21,287</b> | <b>14,895,768</b> | <b>14,874,837</b> | <b>20,931</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to banks. The values were reported according to the rules applied for Table B.3 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.





**Table 5.3 - On and off-balance-sheet exposures to banks: geographical breakdown (continued)**

| USA                                   | jun-12           |                  |               | dec-11           |                  |               |
|---------------------------------------|------------------|------------------|---------------|------------------|------------------|---------------|
|                                       | Exposure         |                  | Adjustments   | Exposure         |                  | Adjustments   |
|                                       | Gross            | Net              |               | Gross            | Net              |               |
| <b>A. Balance-sheet exposures</b>     |                  |                  |               |                  |                  |               |
| A.1 Non-performing loans              | 21,732           | 1,137            | 20,595        | 21,733           | 1,503            | 20,230        |
| A.2 Watchlist loans                   | -                | -                | -             | -                | -                | -             |
| A.3 Restructured loans                | -                | -                | -             | -                | -                | -             |
| A.4 Past due                          | -                | -                | -             | -                | -                | -             |
| A.5 Other exposures                   | 985,222          | 985,014          | 208           | 352,456          | 352,392          | 64            |
| <b>Total A</b>                        | <b>1,006,955</b> | <b>986,151</b>   | <b>20,804</b> | <b>374,189</b>   | <b>353,895</b>   | <b>20,294</b> |
| <b>B. Off-balance-sheet exposures</b> |                  |                  |               |                  |                  |               |
| B.1 Non-performing loans              | -                | -                | -             | -                | -                | -             |
| B.2 Watchlist credits                 | -                | -                | -             | -                | -                | -             |
| B.3 Other impaired assets             | -                | -                | -             | -                | -                | -             |
| B.4 Other exposures                   | 717,294          | 717,286          | 8             | 741,759          | 741,752          | 7             |
| <b>Total B</b>                        | <b>717,294</b>   | <b>717,286</b>   | <b>8</b>      | <b>741,759</b>   | <b>741,752</b>   | <b>7</b>      |
| <b>Total (A+B)</b>                    | <b>1,724,249</b> | <b>1,703,437</b> | <b>20,811</b> | <b>1,115,948</b> | <b>1,095,647</b> | <b>20,301</b> |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to banks. The values were reported according to the rules applied for Table B.3 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.3 - On- and off-balance sheet exposures to banks: geographical breakdown (continued)**

| ASIA                                  | jun-12         |                |             | dec-11         |                |             |
|---------------------------------------|----------------|----------------|-------------|----------------|----------------|-------------|
|                                       | Exposure       |                | Adjustments | Exposure       |                | Adjustments |
|                                       | Gross          | Net            |             | Gross          | Net            |             |
| <b>A. Balance-sheet exposures</b>     |                |                |             |                |                |             |
| A.1 Non-performing loans              | -              | -              | -           | -              | -              | -           |
| A.2 Watchlist loans                   | -              | -              | -           | -              | -              | -           |
| A.3 Restructured loans                | -              | -              | -           | -              | -              | -           |
| A.4 Past due                          | -              | -              | -           | -              | -              | -           |
| A.5 Other exposures                   | 155,474        | 155,381        | 93          | 183,928        | 183,795        | 133         |
| <b>Total A</b>                        | <b>155,474</b> | <b>155,381</b> | <b>93</b>   | <b>183,928</b> | <b>183,795</b> | <b>133</b>  |
| <b>B. Off-balance-sheet exposures</b> |                |                |             |                |                |             |
| B.1 Non-performing loans              | -              | -              | -           | -              | -              | -           |
| B.2 Watchlist credits                 | 2,235          | 2,078          | 156         | 2,235          | 2,079          | 156         |
| B.3 Other impaired assets             | -              | -              | -           | -              | -              | -           |
| B.4 Other exposures                   | 109,255        | 109,198        | 58          | 127,673        | 127,581        | 92          |
| <b>Total B</b>                        | <b>111,490</b> | <b>111,276</b> | <b>214</b>  | <b>129,908</b> | <b>129,660</b> | <b>248</b>  |
| <b>Total (A+B)</b>                    | <b>266,964</b> | <b>266,657</b> | <b>307</b>  | <b>313,836</b> | <b>313,455</b> | <b>381</b>  |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to banks. The values were reported according to the rules applied for Table B.3 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.3 - On- and off-balance sheet exposures to banks: geographical breakdown (continued)**

| REST OF THE WORLD                     | jun-12         |                |             | dec-11         |                |             |
|---------------------------------------|----------------|----------------|-------------|----------------|----------------|-------------|
|                                       | Exposure       |                | Adjustments | Exposure       |                | Adjustments |
|                                       | Gross          | Net            |             | Gross          | Net            |             |
| <b>A. Balance-sheet exposures</b>     |                |                |             |                |                |             |
| A.1 Non-performing loans              | 235            | 96             | 139         | 234            | 95             | 139         |
| A.2 Watchlist loans                   | -              | -              | -           | -              | -              | -           |
| A.3 Restructured loans                | -              | -              | -           | -              | -              | -           |
| A.4 Past due                          | -              | -              | -           | -              | -              | -           |
| A.5 Other exposures                   | 41,223         | 41,183         | 41          | 38,886         | 38,850         | 36          |
| <b>Total A</b>                        | <b>41,458</b>  | <b>41,279</b>  | <b>179</b>  | <b>39,120</b>  | <b>38,945</b>  | <b>175</b>  |
| <b>B. Off-balance-sheet exposures</b> |                |                |             |                |                |             |
| B.1 Non-performing loans              | -              | -              | -           | -              | -              | -           |
| B.2 Watchlist credits                 | -              | -              | -           | -              | -              | -           |
| B.3 Other impaired assets             | -              | -              | -           | -              | -              | -           |
| B.4 Other exposures                   | 141,385        | 141,302        | 82          | 146,590        | 146,534        | 56          |
| <b>Total B</b>                        | <b>141,385</b> | <b>141,302</b> | <b>82</b>   | <b>146,590</b> | <b>146,534</b> | <b>56</b>   |
| <b>Total (A+B)</b>                    | <b>182,843</b> | <b>182,581</b> | <b>262</b>  | <b>185,710</b> | <b>185,479</b> | <b>231</b>  |

The table provides a geographical breakdown of balance-sheet and off-balance-sheet exposures to banks. The values were reported according to the rules applied for Table B.3 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector**

| Gouvernement and central Banks        | jun-12            |                   |             |            | dec-11            |                   |               |            |
|---------------------------------------|-------------------|-------------------|-------------|------------|-------------------|-------------------|---------------|------------|
|                                       | Exposure          |                   | Adjustments |            | Exposure          |                   | Adjustments   |            |
|                                       | Gross             | Net               | Specific    | portfolio  | Gross             | Net               | Specific      | portfolio  |
| <b>A. Balance-sheet exposures</b>     |                   |                   |             |            |                   |                   |               |            |
| A.1 Non-performing loans              | 31                | 0                 | 31          | x          | 31                | -                 | 31            | x          |
| A.2 Watchlist loans                   | 641               | 641               | -           | x          | 20,141            | 2,960             | 17,181        | x          |
| A.3 Restructured loans                | -                 | -                 | -           | x          | -                 | -                 | -             | x          |
| A.4 Past due                          | 695               | 532               | 163         | x          | 652               | 495               | 157           | x          |
| A.5 Other exposures                   | 27,954,952        | 27,954,428        | x           | 524        | 26,575,509        | 26,575,035        | x             | 474        |
| <b>Total A</b>                        | <b>27,956,320</b> | <b>27,955,601</b> | <b>194</b>  | <b>524</b> | <b>26,596,333</b> | <b>26,578,490</b> | <b>17,369</b> | <b>474</b> |
| <b>B. Off-balance-sheet exposures</b> |                   |                   |             |            |                   |                   |               |            |
| B.1 Non-performing loans              | -                 | -                 | -           | x          | -                 | -                 | -             | x          |
| B.2 Watchlist credits                 | -                 | -                 | -           | x          | -                 | -                 | -             | x          |
| B.3 Other impaired assets             | -                 | -                 | -           | x          | -                 | -                 | -             | x          |
| B.4 Other exposures                   | 10,581,821        | 10,581,820        | x           | 1          | 10,420,160        | 10,420,160        | x             | x          |
| <b>Total B</b>                        | <b>10,581,821</b> | <b>10,581,820</b> | <b>-</b>    | <b>1</b>   | <b>10,420,160</b> | <b>10,420,160</b> | <b>-</b>      | <b>-</b>   |
| <b>Total (A+B)</b>                    | <b>38,538,140</b> | <b>38,537,421</b> | <b>194</b>  | <b>525</b> | <b>37,016,493</b> | <b>36,998,650</b> | <b>17,369</b> | <b>474</b> |

X: value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector (continued)**

| Other public entities                 | jun-12           |                  |             |              | dec-11           |                  |             |              |
|---------------------------------------|------------------|------------------|-------------|--------------|------------------|------------------|-------------|--------------|
|                                       | Exposure         |                  | Adjustments |              | Exposure         |                  | Adjustments |              |
|                                       | Gross            | Net              | Specific    | portfolio    | Gross            | Net              | Specific    | portfolio    |
| <b>A. Balance-sheet exposures</b>     |                  |                  |             |              |                  |                  |             |              |
| A.1 Non-performing loans              | 1,745            | 784              | 961         | x            | 698              | 451              | 247         | x            |
| A.2 Watchlist loans                   | -                | -                | -           | x            | 1,068            | 810              | 258         | x            |
| A.3 Restructured loans                | -                | -                | -           | x            | -                | -                | -           | x            |
| A.4 Past due                          | 1                | 1                | 0           | x            | -                | -                | -           | x            |
| A.5 Other exposures                   | 3,386,660        | 3,385,391        | x           | 1,269        | 3,261,065        | 3,259,346        | x           | 1,719        |
| <b>Total A</b>                        | <b>3,388,405</b> | <b>3,386,175</b> | <b>961</b>  | <b>1,269</b> | <b>3,262,831</b> | <b>3,260,607</b> | <b>505</b>  | <b>1,719</b> |
| <b>B. Off-balance-sheet exposures</b> |                  |                  |             |              |                  |                  |             |              |
| B.1 Non-performing loans              | -                | -                | -           | x            | -                | -                | -           | x            |
| B.2 Watchlist credits                 | -                | -                | -           | x            | -                | -                | -           | x            |
| B.3 Other impaired assets             | -                | -                | -           | x            | -                | -                | -           | x            |
| B.4 Other exposures                   | 510,546          | 510,541          | x           | 5            | 596,625          | 596,619          | x           | 6            |
| <b>Total B</b>                        | <b>510,546</b>   | <b>510,541</b>   | <b>-</b>    | <b>5</b>     | <b>596,625</b>   | <b>596,619</b>   | <b>-</b>    | <b>6</b>     |
| <b>Total (A+B)</b>                    | <b>3,898,951</b> | <b>3,896,716</b> | <b>961</b>  | <b>1,274</b> | <b>3,859,456</b> | <b>3,857,226</b> | <b>505</b>  | <b>1,725</b> |

X: value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector (continued)**

| Financial companies                   | jun-12            |                   |                |               | dec-11            |                   |                |               |
|---------------------------------------|-------------------|-------------------|----------------|---------------|-------------------|-------------------|----------------|---------------|
|                                       | Exposure          |                   | Adjustments    |               | Exposure          |                   | Adjustments    |               |
|                                       | Gross             | Net               | Specific       | portfolio     | Gross             | Net               | Specific       | portfolio     |
| <b>A. Balance-sheet exposures</b>     |                   |                   |                |               |                   |                   |                |               |
| A.1 Non-performing loans              | 129,786           | 25,702            | 104,085        | x             | 137,840           | 27,692            | 110,148        | x             |
| A.2 Watchlist loans                   | 198,896           | 120,116           | 78,780         | x             | 149,815           | 78,615            | 71,200         | x             |
| A.3 Restructured loans                | -                 | -                 | -              | x             | 47,392            | 36,319            | 11,073         | x             |
| A.4 Past due                          | 7,501             | 7,128             | 373            | x             | 3,080             | 2,923             | 157            | x             |
| A.5 Other exposures                   | 10,284,405        | 10,266,372        | x              | 18,033        | 13,532,563        | 13,516,737        | x              | 15,826        |
| <b>Total A</b>                        | <b>10,620,588</b> | <b>10,419,318</b> | <b>183,237</b> | <b>18,033</b> | <b>13,870,690</b> | <b>13,662,286</b> | <b>192,578</b> | <b>15,826</b> |
| <b>B. Off-balance-sheet exposures</b> |                   |                   |                |               |                   |                   |                |               |
| B.1 Non-performing loans              | 7                 | 6                 | 1              | x             | 8                 | 6                 | 2              | x             |
| B.2 Watchlist credits                 | 2,822             | 1,718             | 1,104          | x             | 2,877             | 1,777             | 1,100          | x             |
| B.3 Other impaired assets             | 10                | 10                | 0              | x             | 7,926             | 7,926             | -              | x             |
| B.4 Other exposures                   | 7,197,587         | 7,196,560         | x              | 1,027         | 7,086,750         | 7,085,680         | x              | 1,070         |
| <b>Total B</b>                        | <b>7,200,427</b>  | <b>7,198,294</b>  | <b>1,106</b>   | <b>1,027</b>  | <b>7,097,561</b>  | <b>7,095,389</b>  | <b>1,102</b>   | <b>1,070</b>  |
| <b>Total (A+B)</b>                    | <b>17,821,015</b> | <b>17,617,612</b> | <b>184,343</b> | <b>19,060</b> | <b>20,968,251</b> | <b>20,757,675</b> | <b>193,680</b> | <b>16,896</b> |

X : value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector (continued)**

| Insurance companies                   | jun-12           |                  |             |            | dec-11           |                  |             |            |
|---------------------------------------|------------------|------------------|-------------|------------|------------------|------------------|-------------|------------|
|                                       | Exposure         |                  | Adjustments |            | Exposure         |                  | Adjustments |            |
|                                       | Gross            | Net              | Specific    | portfolio  | Gross            | Net              | Specific    | portfolio  |
| <b>A, Balance-sheet exposures</b>     |                  |                  |             |            |                  |                  |             |            |
| A,1 Non-performing loans              | 116              | 22               | 95          | x          | 108              | 13               | 95          | x          |
| A,2 Watchlist loans                   | -                | -                | -           | x          | -                | -                | -           | x          |
| A,3 Restructured loans                | -                | -                | -           | x          | -                | -                | -           | x          |
| A,4 Past due                          | -                | -                | -           | x          | -                | -                | -           | x          |
| A,5 Other exposures                   | 969,264          | 969,047          | x           | 217        | 1,072,101        | 1,071,922        | x           | 179        |
| <b>Total A</b>                        | <b>969,380</b>   | <b>969,068</b>   | <b>95</b>   | <b>217</b> | <b>1,072,209</b> | <b>1,071,935</b> | <b>95</b>   | <b>179</b> |
| <b>B, Off-balance-sheet exposures</b> |                  |                  |             |            |                  |                  |             |            |
| B,1 Non-performing loans              | -                | -                | -           | x          | -                | -                | -           | x          |
| B,2 Watchlist credits                 | -                | -                | -           | x          | -                | -                | -           | x          |
| B,3 Other impaired assets             | -                | -                | -           | x          | -                | -                | -           | x          |
| B,4 Other exposures                   | 3,349,759        | 3,349,745        | x           | 14         | 3,166,760        | 3,166,741        | x           | 19         |
| <b>Total B</b>                        | <b>3,349,759</b> | <b>3,349,745</b> | <b>-</b>    | <b>14</b>  | <b>3,166,760</b> | <b>3,166,741</b> | <b>-</b>    | <b>19</b>  |
| <b>Total (A+B)</b>                    | <b>4,319,139</b> | <b>4,318,813</b> | <b>95</b>   | <b>231</b> | <b>4,238,969</b> | <b>4,238,676</b> | <b>95</b>   | <b>198</b> |

X: value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector (continued)**

| Non-financial companies               | jun-12             |                    |                  |                | dec-11             |                    |                  |                |
|---------------------------------------|--------------------|--------------------|------------------|----------------|--------------------|--------------------|------------------|----------------|
|                                       | Exposure           |                    | Adjustments      |                | Exposure           |                    | Adjustments      |                |
|                                       | Gross              | Net                | Specific         | portfolio      | Gross              | Net                | Specific         | portfolio      |
| <b>A, Balance-sheet exposures</b>     |                    |                    |                  |                |                    |                    |                  |                |
| A,1 Non-performing loans              | 13,158,914         | 5,943,333          | 7,215,581        | x              | 12,023,382         | 5,365,142          | 6,658,240        | x              |
| A,2 Watchlist loans                   | 5,407,888          | 4,306,845          | 1,101,043        | x              | 4,807,390          | 3,799,915          | 1,007,475        | x              |
| A,3 Restructured loans                | 1,772,512          | 1,592,898          | 179,614          | x              | 1,531,400          | 1,402,595          | 128,805          | x              |
| A,4 Past due                          | 2,011,719          | 1,903,160          | 108,558          | x              | 858,700            | 809,681            | 49,019           | x              |
| A,5 Other exposures                   | 75,157,475         | 74,565,015         | x                | 592,460        | 77,125,465         | 76,507,873         | x                | 617,592        |
| <b>Total A</b>                        | <b>97,508,507</b>  | <b>88,311,251</b>  | <b>8,604,796</b> | <b>592,460</b> | <b>96,346,337</b>  | <b>87,885,206</b>  | <b>7,843,539</b> | <b>617,592</b> |
| <b>B, Off-balance-sheet exposures</b> |                    |                    |                  |                |                    |                    |                  |                |
| B,1 Non-performing loans              | 105,169            | 79,966             | 25,203           | x              | 98,752             | 75,466             | 23,286           | x              |
| B,2 Watchlist credits                 | 153,536            | 138,772            | 14,765           | x              | 102,465            | 100,658            | 1,807            | x              |
| B,3 Other impaired assets             | 201,768            | 187,947            | 13,821           | x              | 90,826             | 76,234             | 14,592           | x              |
| B,4 Other exposures                   | 25,498,242         | 25,469,121         | x                | 29,121         | 26,059,796         | 26,028,921         | x                | 30,875         |
| <b>Total B</b>                        | <b>25,958,715</b>  | <b>25,875,805</b>  | <b>53,789</b>    | <b>29,121</b>  | <b>26,351,839</b>  | <b>26,281,279</b>  | <b>39,685</b>    | <b>30,875</b>  |
| <b>Total (A+B)</b>                    | <b>123,467,222</b> | <b>114,187,056</b> | <b>8,658,585</b> | <b>621,581</b> | <b>122,698,176</b> | <b>114,166,485</b> | <b>7,883,224</b> | <b>648,467</b> |

X: value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.





**Table 5.4 - On- and off- balance sheet exposures to customers: breakdown by sector (continued)**

| Other                                 | jun-12            |                   |                  |                | dec-11            |                   |                  |                |
|---------------------------------------|-------------------|-------------------|------------------|----------------|-------------------|-------------------|------------------|----------------|
|                                       | Exposure          |                   | Adjustments      |                | Exposure          |                   | Adjustments      |                |
|                                       | Gross             | Net               | Specific         | portfolio      | Gross             | Net               | Specific         | portfolio      |
| <b>A, Balance-sheet exposures</b>     |                   |                   |                  |                |                   |                   |                  |                |
| A,1 Non-performing loans              | 2,526,593         | 1,096,699         | 1,429,893        | x              | 2,346,874         | 1,057,223         | 1,289,651        | x              |
| A,2 Watchlist loans                   | 841,467           | 626,843           | 214,624          | x              | 750,430           | 576,782           | 173,648          | x              |
| A,3 Restructured loans                | 3,841             | 3,652             | 190              | x              | 10,099            | 5,919             | 4,180            | x              |
| A,4 Past due                          | 623,148           | 577,565           | 45,583           | x              | 361,331           | 331,356           | 29,975           | x              |
| A,5 Other exposures                   | 43,081,778        | 42,966,086        | x                | 115,692        | 44,531,744        | 44,391,895        | x                | 139,849        |
| <b>Total A</b>                        | <b>47,076,827</b> | <b>45,270,845</b> | <b>1,690,290</b> | <b>115,692</b> | <b>48,000,478</b> | <b>46,363,175</b> | <b>1,497,454</b> | <b>139,849</b> |
| <b>B, Off-balance-sheet exposures</b> |                   |                   |                  |                |                   |                   |                  |                |
| B,1 Non-performing loans              | 849               | 823               | 26               | x              | 747               | 721               | 26               | x              |
| B,2 Watchlist credits                 | 3,351             | 3,236             | 115              | x              | 2,890             | 2,729             | 161              | x              |
| B,3 Other impaired assets             | 1,804             | 1,793             | 11               | x              | 1,617             | 1,585             | 32               | x              |
| B,4 Other exposures                   | 394,615           | 394,292           | x                | 323            | 453,254           | 452,957           | x                | 297            |
| <b>Total B</b>                        | <b>400,619</b>    | <b>400,145</b>    | <b>152</b>       | <b>323</b>     | <b>458,508</b>    | <b>457,992</b>    | <b>219</b>       | <b>297</b>     |
| <b>Total (A+B)</b>                    | <b>47,477,466</b> | <b>45,670,989</b> | <b>1,690,441</b> | <b>116,015</b> | <b>48,458,986</b> | <b>46,821,167</b> | <b>1,497,673</b> | <b>140,146</b> |

X: value not attributable

The table provides a breakdown by sector of balance-sheet and off-balance-sheet exposures to customers. The values were reported according to the rules applied for Table B.1 in the Annual Report and refer to positions in both the Banking book and Regulatory trading book.



**Table 5.5 - Time breakdown by contractual residual maturity of financial assets**

| Account/Maturity                                    | On demand         | 1 to 7 days       | 7 to 15 days     | 15 days to 1 month | 1 to 3 months     | 3 to 6 months     | 6 months to 1 year | 1 to 5 years      | Over 5 years      | Unspecified maturity |
|---|-------------------|-------------------|------------------|--------------------|-------------------|-------------------|--------------------|-------------------|-------------------|----------------------|
| Government securities                               | 5,105             | -                 | -                | 203,459            | 1,224,289         | 1,160,196         | 2,732,477          | 4,668,018         | 19,100,933        | -                    |
| Other debt securities                               | 15,057            | 3,629             | 3,182            | 33,509             | 113,365           | 823,756           | 582,906            | 3,076,701         | 2,662,708         | 611,278              |
| Units in UCITS                                      | 1,092,441         | -                 | -                | -                  | -                 | -                 | -                  | -                 | -                 | -                    |
| Loans   | 36,921,388        | 3,663,500         | 2,097,859        | 5,235,080          | 7,968,592         | 10,978,844        | 10,098,851         | 37,136,848        | 48,217,399        | 3,622,225            |
| - to banks  | 10,030,322        | 1,179,780         | 101,967          | 166,881            | 1,296,665         | 157,464           | 269,190            | 231,738           | 68,530            | 3,597,877            |
| - to customers                                      | 26,891,066        | 2,483,720         | 1,995,892        | 5,068,199          | 6,671,927         | 10,821,379        | 9,829,661          | 36,905,110        | 48,148,869        | 24,348               |
| <b>Balance sheet assets (30/06/2012)</b>            | <b>38,033,992</b> | <b>3,667,130</b>  | <b>2,101,041</b> | <b>5,472,048</b>   | <b>9,306,246</b>  | <b>12,962,796</b> | <b>13,414,233</b>  | <b>44,881,567</b> | <b>69,981,040</b> | <b>4,233,503</b>     |
| <b>Balance sheet assets (31/12/2011)</b>            | <b>36,139,700</b> | <b>3,895,759</b>  | <b>2,859,314</b> | <b>6,700,342</b>   | <b>13,102,478</b> | <b>13,541,148</b> | <b>12,326,904</b>  | <b>46,824,480</b> | <b>67,534,493</b> | <b>5,018,282</b>     |
| Financial derivatives with exchange of principal    | 210,817           | 4,715,800         | 3,860,252        | 3,823,217          | 7,848,053         | 5,245,416         | 1,271,861          | 3,834,722         | 1,825,715         | 2,495,032            |
| - Long positions                                    | 107,841           | 2,606,436         | 1,937,238        | 2,080,040          | 3,938,369         | 2,531,824         | 577,433            | 2,034,632         | 368,653           | 1,250,482            |
| - Short positions                                   | 102,976           | 2,109,364         | 1,923,014        | 1,743,177          | 3,909,684         | 2,713,592         | 694,428            | 1,800,090         | 1,457,062         | 1,244,550            |
| Financial derivatives without exchange of principal | 26,897,152        | 34,932            | 1,275            | 5,187              | 187,321           | 179,716           | 336,798            | -                 | -                 | -                    |
| - Long positions                                    | 13,981,057        | 33,596            | 1,275            | 501                | 56,667            | 65,519            | 66,760             | -                 | -                 | -                    |
| - Short positions                                   | 12,916,095        | 1,336             | -                | 4,685              | 130,654           | 114,196           | 270,037            | -                 | -                 | -                    |
| Deposits and borrowings receivable                  | 334,746           | 109,795           | 3,250            | 1,383,053          | 41,610            | -                 | -                  | -                 | -                 | -                    |
| - Long positions                                    | 334,052           | 48,700            | -                | 532,670            | 20,805            | -                 | -                  | -                 | -                 | -                    |
| - Short positions                                   | 693               | 61,096            | 3,250            | 850,383            | 20,805            | -                 | -                  | -                 | -                 | -                    |
| Irrevocable commitments to disburse funds           | 6,691,811         | 623,582           | 2,988            | 1,087,367          | 1,512,201         | 999,953           | 9,849,152          | 64,159,761        | 13,455,038        | 935,450              |
| - Long positions                                    | 1,253,239         | 312,603           | 2,988            | 569,656            | 919,068           | 565,402           | 5,008,179          | 32,323,650        | 8,236,114         | 698,737              |
| - Short positions                                   | 5,438,572         | 310,979           | -                | 517,712            | 593,133           | 434,551           | 4,840,973          | 31,836,112        | 5,218,924         | 236,713              |
| Financial guarantees issued                         | 40,486            | 31                | 125              | 2,039              | 6,391             | 9,394             | 28,585             | 47,793            | 3,184             | 52                   |
| <b>Off-balance sheet transactions (30/06/2012)</b>  | <b>34,175,012</b> | <b>5,484,140</b>  | <b>3,867,891</b> | <b>6,300,864</b>   | <b>9,595,576</b>  | <b>6,434,478</b>  | <b>11,486,397</b>  | <b>68,042,276</b> | <b>15,283,937</b> | <b>3,430,534</b>     |
| <b>Off-balance sheet transactions (31/12/2011)</b>  | <b>31,324,688</b> | <b>11,840,696</b> | <b>3,567,028</b> | <b>4,897,651</b>   | <b>9,519,847</b>  | <b>5,400,491</b>  | <b>4,635,114</b>   | <b>69,885,383</b> | <b>20,513,679</b> | <b>2,322,835</b>     |

The table reports the time breakdown of financial assets by residual contractual life. Values reported in the table reflect those used in the Financial Statements and refer to positions in both the Banking Book and Regulatory Trading Book.



**Table 5.6 - Balance sheet exposures to banks: changes in overall value adjustments**

| Source/Categories                                      | NPLs          | Watchlist     | Restructured | Past due | Total<br>30/06/2012 | Total<br>31/12/2011 |
|--|---------------|---------------|--------------|----------|---------------------|---------------------|
| <b>A. Gross exposure, opening balance</b>              | <b>31,239</b> | <b>13,214</b> | -            | -        | <b>44,453</b>       | <b>71,266</b>       |
| ↳ of which: financial assets sold and not derecognised | -             | -             | -            | -        | -                   | -                   |
| <b>B. Increases</b>                                    | <b>463</b>    | <b>556</b>    | -            | -        | <b>1,019</b>        | <b>1,859</b>        |
| B.1 Value adjustments                                  | 403           | 556           | -            | -        | 958                 | 1,522               |
| B.2 Transfers from other impaired exposures            | -             | -             | -            | -        | -                   | -                   |
| B.3 Other increases                                    | 61            | -             | -            | -        | 61                  | 337                 |
| <b>C. Reductions</b>                                   | <b>51</b>     | <b>37</b>     | -            | -        | <b>88</b>           | <b>28,672</b>       |
| C.1 Writebacks from evaluation                         | 51            | 37            | -            | -        | 88                  | 402                 |
| C.2 Writebacks from recoveries                         | -             | -             | -            | -        | -                   | 11,507              |
| C.3 Write-offs   | -             | -             | -            | -        | -                   | 16,763              |
| C.4 Transfers to other impaired exposures              | -             | -             | -            | -        | -                   | -                   |
| C.5 Other reductions                                   | -             | -             | -            | -        | -                   | -                   |
| <b>D. Gross exposure, closing balance</b>              | <b>31,651</b> | <b>13,733</b> | -            | -        | <b>45,384</b>       | <b>44,453</b>       |
| ↳ of which: financial assets sold and not derecognised | -             | -             | -            | -        | -                   | -                   |

The values reported according to the applied for Table A 1.5 in the Annual Report.



**Table 5.7 - Balance sheet exposures to customers: changes in overall value adjustments**

| Source/Categories                                      | NPLs             | Watchlist        | Restructured   | Past due       | Total<br>30/06/2012 | Total<br>31/12/2011 |
|--|------------------|------------------|----------------|----------------|---------------------|---------------------|
| <b>A. Gross exposure, opening balance</b>              | <b>8,058,411</b> | <b>1,269,762</b> | <b>144,058</b> | <b>79,308</b>  | <b>9,551,539</b>    | <b>8,195,932</b>    |
| ↳ of which: financial assets sold and not derecognised | 83               | 290              | -              | 236            | 609                 | 80                  |
| <b>B. Increases</b>                                    | <b>1,099,495</b> | <b>539,228</b>   | <b>71,995</b>  | <b>146,256</b> | <b>1,856,974</b>    | <b>2,902,223</b>    |
| B.1 Value adjustments                                  | 864,604          | 509,167          | 68,827         | 142,355        | 1,584,953           | 2,122,252           |
| B.2 Transfers from other impaired exposures            | 229,380          | 27,491           | 3,167          | 949            | 260,987             | 499,619             |
| B.3 Other increases                                    | 5,510            | 2,571            | 1              | 2,952          | 11,034              | 280,352             |
| <b>C. Reductions</b>                                   | <b>407,260</b>   | <b>414,543</b>   | <b>36,249</b>  | <b>70,887</b>  | <b>928,940</b>      | <b>1,546,615</b>    |
| C.1 Writebacks from evaluation                         | 268,477          | 148,605          | 16,694         | 33,502         | 467,278             | 596,503             |
| C.2 Writebacks from recoveries                         | 41,793           | 8,530            | 829            | 8,935          | 60,087              | 110,210             |
| C.3 Write-offs   | 62,743           | 25,006           | 5,549          | 555            | 93,854              | 255,767             |
| C.4 Transfers to other impaired exposures              | 247              | 230,000          | 4,024          | 26,716         | 260,987             | 499,620             |
| C.5 Other reductions                                   | 33,999           | 2,401            | 9,153          | 1,179          | 46,732              | 84,515              |
| <b>D. Gross exposure, closing balance</b>              | <b>8,750,646</b> | <b>1,394,446</b> | <b>179,803</b> | <b>154,677</b> | <b>10,479,573</b>   | <b>9,551,540</b>    |
| ↳ of which: financial assets sold and not derecognised | 783              | 264              | -              | 477            | 1,524               | 609                 |

The values reported according to the applied for Table A 1.5 in the Annual Report.



## Table 6 – Disclosures for portfolios treated under the standardised approach and specialised lending and equity exposures treated under IRB approaches

### Quantitative disclosure

**Table 6.1 - Portfolios treated under the standardised approach**

| Standard portfolio                         | Classes of creditworthiness |                   |                |                  |               |                |                                   | Total              | Deduction from regulatory capital |
|--|-----------------------------|-------------------|----------------|------------------|---------------|----------------|-----------------------------------|--------------------|-----------------------------------|
|  | 1                           | 2                 | 3              | 4                | 5             | 6              | No creditworthiness class applied |                    |                                   |
| Central governments and central banks      | 955,246                     | 29,947,193        | 32,044         | 214,271          | -             | 612            | 3,078                             | 31,152,444         | -                                 |
| Regional governments and local authorities | 160,247                     | 2,803,506         | -              | 3,786            | -             | -              | -                                 | 2,967,539          | -                                 |
| Non-commercial and public sector entities  | 2                           | 678,375           | 15,002         | 3,074            | -             | -              | 390,326                           | 1,086,778          | -                                 |
| Multi-lateral development banks            | 197,331                     | -                 | -              | -                | -             | -              | 37                                | 197,368            | -                                 |
| International Organisations                | -                           | -                 | -              | -                | -             | -              | 102                               | 102                | -                                 |
| Supervised institutions                    | 16,768,156                  | 5,348,863         | 187,071        | 183,017          | 41,822        | 4,215          | 151,330                           | 22,684,473         | -                                 |
| Corporates                                 | 125,999                     | 453,810           | 237,358        | 1,348,974        | 14,664        | 85,947         | 9,704,749                         | 11,971,502         | 260,410                           |
| Retail exposures                           | -                           | -                 | -              | -                | -             | -              | 7,025,084                         | 7,025,084          | -                                 |
| Exposures secured by real estate property  | -                           | -                 | -              | -                | -             | -              | 3,295,011                         | 3,295,011          | -                                 |
| Past due exposures                         | -                           | -                 | -              | -                | -             | -              | 1,259,586                         | 1,259,586          | -                                 |
| High-risk exposures                        | -                           | -                 | -              | -                | -             | -              | 884,063                           | 884,063            | -                                 |
| Exposures in the form of covered bonds     | 188,459                     | 151,043           | -              | -                | -             | -              | -                                 | 339,502            | -                                 |
| Short-term exposures to corporates         | -                           | -                 | -              | -                | -             | -              | -                                 | -                  | -                                 |
| Exposures to UCITS                         | -                           | -                 | -              | 32               | -             | -              | 1,372,072                         | 1,372,103          | -                                 |
| Other exposures                            | -                           | -                 | -              | -                | -             | -              | 6,497,024                         | 6,497,024          | 606,814                           |
| Securitization positions                   | 154,161                     | 558,653           | 366,367        | 104,549          | 1,788         | -              | 16,517                            | 1,202,034          | -                                 |
| <b>Total 30/06/2012</b>                    | <b>18,549,601</b>           | <b>39,941,443</b> | <b>837,842</b> | <b>1,857,701</b> | <b>58,274</b> | <b>90,775</b>  | <b>30,598,978</b>                 | <b>91,934,614</b>  | <b>867,224</b>                    |
| <b>Total 31/12/2011</b>                    | <b>12,195,197</b>           | <b>53,184,321</b> | <b>958,856</b> | <b>1,279,061</b> | <b>75,762</b> | <b>119,948</b> | <b>40,734,673</b>                 | <b>108,547,819</b> | <b>830,266</b>                    |

The Table shows the Banking Group's exposures reported by classes of creditworthiness (ECA/ECAI rating) and by regulatory asset classes. It also shows Off-balance-sheet exposures in relation to guarantees and commitments following the application of Credit Conversion Factors (FCC). Class 1 contains positions with the lowest risk weighting ratios which correspond to the best ratings (e.g. Aaa for Moody's, AAA for Fitch and AAA for Standard & Poor's); the higher the creditworthiness class, the higher the risk weighting becomes, with class 6 defining the worse ratings (eg. Caa1 and lower for Moody's, CCC+ and lower for Fitch and CCC+ and lower for Standard & Poor's).

The external ratings used in this table reflect the relevant treatment set out for prudential supervision purposes.

The last column, "Deductions from regulatory capital" shows exposures not considered for weighting purposes as they are directly deducted from regulatory capital (see Table 3.1.1). These exposures include both exposures that are deducted 50% from Tier 1 and 50% from Tier 2 (net of the expected losses in excess of value adjustments - AIRB models) and those that are deducted from the total of Tier 1 and Tier 2 (cfr. Table 3.1.1).



## Table 7 – Credit risk: disclosures for portfolios treated under IRB approaches

### Quantitative disclosure

Table 7 - Total AIRB Exposure

| PD Class     | jun-12                  |                   | dec-11              |                      |
|--------------|-------------------------|-------------------|---------------------|----------------------|
|              | Exposures to corporates | Retail exposures  | Total Exposure AIRB | Total Exposure AIRBB |
| Class 1      | 5,959,481               | 9,766,467         | 15,725,947          | 15,218,470           |
| Class 2      | 15,775,550              | 18,770,315        | 34,545,865          | 33,285,767           |
| Class 3      | 31,517,989              | 7,080,734         | 38,598,723          | 37,225,733           |
| Class 4      | 12,810,222              | 1,254,740         | 14,064,962          | 13,834,558           |
| Class 5      | 2,769,011               | 209,660           | 2,978,671           | 3,562,972            |
| Class 6      | 22,175,349              | 3,170,307         | 25,345,656          | 19,779,703           |
| <b>Total</b> | <b>91,007,601</b>       | <b>40,252,223</b> | <b>131,259,824</b>  | <b>122,907,203</b>   |

Following are the quantitative tables for the advanced IRB approach for each regulatory class of activity.

Table 7.1 - Exposures to corporates - SMEs

| PD Class     | jun-12            |                              |                   |  |                             |                                     | dec-11            |  |
|--------------|-------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|-------------------|--|
|              | Exposure          | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure          |  |
| Class 1      | 2,303,738         | 3,749,057                    | 353,308           | 9.42%  | 36.38%                      | 19.84%                              | 2,075,684         |  |
| Class 2      | 5,631,908         | 4,554,710                    | 457,642           | 10.05%   | 34.10%                      | 38.30%                              | 5,362,204         |  |
| Class 3      | 14,501,478        | 4,713,635                    | 696,669           | 14.78%   | 32.29%                      | 61.32%                              | 13,529,186        |  |
| Class 4      | 6,527,440         | 1,184,548                    | 211,880           | 17.89%   | 32.92%                      | 101.05%                             | 6,488,558         |  |
| Class 5      | 1,416,891         | 317,951                      | 48,469            | 15.24%   | 32.52%                      | 154.99%                             | 1,730,293         |  |
| Class 6      | 12,553,026        | 655,995                      | 127,868           | 19.49%   | 39.22%                      | -                                   | 9,544,173         |  |
| <b>Total</b> | <b>42,934,482</b> | <b>15,175,895</b>            | <b>1,895,837</b>  |  |                             |                                     | <b>38,730,098</b> |  |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.



**Table 7.2 – Exposures to corporates (Other companies)**

| PD Class     | jun-12            |                              |                   |  |                             |                                     | dec-11            |
|--------------|-------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|-------------------|
|              | Exposure          | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure          |
| Class 1      | 3,327,318         | 7,292,303                    | 954,562           | 13.09%   | 41.83%                      | 21.03%                              | 2,711,018         |
| Class 2      | 7,845,511         | 8,107,821                    | 1,154,703         | 14.24%   | 42.53%                      | 41.68%                              | 7,074,553         |
| Class 3      | 6,389,227         | 5,110,450                    | 854,304           | 16.72%   | 42.39%                      | 81.33%                              | 6,193,526         |
| Class 4      | 1,701,428         | 735,575                      | 195,727           | 26.61%   | 39.32%                      | 144.19%                             | 1,211,108         |
| Class 5      | 413,695           | 115,665                      | 23,150            | 20.01%   | 41.39%                      | 225.74%                             | 577,773           |
| Class 6      | 2,693,621         | 552,662                      | 178,349           | 32.27%   | 43.44%                      | -                                   | 1,964,728         |
| <b>Total</b> | <b>22,370,800</b> | <b>21,914,475</b>            | <b>3,360,793</b>  |  |                             |                                     | <b>19,732,706</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.

**Table 7.3 – Retail exposures – Secured by real estate (SMEs)**

| PD Class     | jun-12           |                              |                   |  |                             |                                     | dec-11           |
|--------------|------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|------------------|
|              | Exposure         | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure         |
| Class 1      | 66,828           | 5,283                        | 2,641             | 49.99%   | 20.81%                      | 5.58%                               | 73,389           |
| Class 2      | 710,217          | 75,455                       | 35,580            | 47.15%   | 21.77%                      | 14.49%                              | 712,223          |
| Class 3      | 3,451,545        | 369,413                      | 179,708           | 48.65%   | 22.11%                      | 36.69%                              | 3,448,998        |
| Class 4      | 1,300,692        | 167,613                      | 76,810            | 45.83%   | 22.77%                      | 94.51%                              | 1,427,192        |
| Class 5      | 434,982          | 61,834                       | 30,593            | 49.48%   | 23.57%                      | 140.18%                             | 476,352          |
| Class 6      | 809,571          | 121,757                      | 54,337            | 44.63%   | 19.85%                      | -                                   | 551,729          |
| <b>Total</b> | <b>6,773,834</b> | <b>801,355</b>               | <b>379,670</b>    |  |                             |                                     | <b>6,689,883</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.



**Table 7.4 - Retail exposures secured by real estate (Individuals)**

| PD Class     | jun-12            |                              |                   |  |                             |                                     | dec-11            |
|--------------|-------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|-------------------|
|              | Exposure          | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure          |
| Class 1      | 8,821,640         | 50,570                       | 23,710            | 46.89%   | 15.63%                      | 4.80%                               | 9,101,467         |
| Class 2      | 17,670,377        | 28,112                       | 8,466             | 30.12%   | 15.40%                      | 8.93%                               | 17,523,432        |
| Class 3      | 5,901,783         | 21,873                       | 6,892             | 31.51%   | 15.10%                      | 19.67%                              | 6,030,037         |
| Class 4      | 986,242           | 4,672                        | 1,857             | 39.74%   | 15.47%                      | 65.30%                              | 969,297           |
| Class 5      | 166,785           | 1,035                        | 506               | 48.87%   | 15.12%                      | 91.44%                              | 192,678           |
| Class 6      | 772,121           | 15,557                       | 1,312             | 8.43%  | 14.88%                      | -                                   | 618,539           |
| <b>Total</b> | <b>34,318,948</b> | <b>121,820</b>               | <b>42,743</b>     |  |                             |                                     | <b>34,435,449</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.

**Table 7.5 - Retail exposures (Qualifying revolving)**

| PD Class     | jun-12        |                              |                   |  |                             |                                     | dec-11        |
|--------------|---------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|---------------|
|              | Exposure      | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure      |
| Class 1      | 5,303         | 6,020                        | -                 | 0.00%  | 41.82%                      | 3.31%                               | 6,111         |
| Class 2      | 8,566         | 1,499                        | -                 | 0.00%  | 42.99%                      | 7.70%                               | 8,592         |
| Class 3      | 14,028        | 2,423                        | -                 | 0.00%  | 43.92%                      | 21.27%                              | 15,010        |
| Class 4      | 1,908         | 129                          | -                 | 0.00%  | 46.49%                      | 68.80%                              | 2,237         |
| Class 5      | 237           | 8                            | -                 | 0.00%  | 43.32%                      | 133.44%                             | 297           |
| Class 6      | 358           | 134                          | -                 | 0.00%  | 41.54%                      | -                                   | 245           |
| <b>Total</b> | <b>30,400</b> | <b>10,212</b>                | <b>-</b>          |  |                             |                                     | <b>32,493</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.





**Table 7.6 - Other retail exposures (SMEs)**

| PD Class     | jun-12            |                              |                   |  |                             |                                     | dec-11            |
|--------------|-------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|-------------------|
|              | Exposure          | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure          |
| Class 1      | 261,596           | 484,229                      | 31,661            | 6.54%  | 35.44%                      | 9.40%                               | 276,394           |
| Class 2      | 1,587,914         | 1,502,113                    | 160,269           | 10.67%   | 34.48%                      | 20.83%                              | 1,530,199         |
| Class 3      | 7,175,738         | 3,860,739                    | 395,767           | 10.25%   | 36.67%                      | 43.53%                              | 6,850,120         |
| Class 4      | 3,280,661         | 744,126                      | 72,494            | 9.74%  | 38.53%                      | 63.29%                              | 3,420,590         |
| Class 5      | 503,444           | 119,788                      | 15,003            | 12.52%   | 37.64%                      | 96.97%                              | 543,633           |
| Class 6      | 6,119,132         | 346,999                      | 36,272            | 10.45%   | 50.47%                      | -                                   | 5,026,718         |
| <b>Total</b> | <b>18,928,486</b> | <b>7,057,995</b>             | <b>711,465</b>    |  |                             |                                     | <b>17,647,654</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.

**Table 7.7 - Other retail exposures (Individuals)**

| PD Class     | jun-12           |                              |                   |  |                             |                                     | dec-11           |
|--------------|------------------|------------------------------|-------------------|--|-----------------------------|-------------------------------------|------------------|
|              | Exposure         | Unused Amount <sup>(a)</sup> | Credit equivalent | Average Credit Conversion Factor (average CCF) | Average weighted LGD (LGD%) | Average Risk Weighting factor (RW%) | Exposure         |
| Class 1      | 939,524          | 903,647                      | 56,368            | 6.24%  | 25.85%                      | 7.25%                               | 974,407          |
| Class 2      | 1,091,372        | 325,079                      | 20,943            | 6.44%  | 26.01%                      | 13.08%                              | 1,074,565        |
| Class 3      | 1,164,923        | 399,621                      | 34,990            | 8.76%  | 30.25%                      | 31.85%                              | 1,158,856        |
| Class 4      | 266,590          | 35,426                       | 10,196            | 28.78%   | 27.56%                      | 43.62%                              | 315,576          |
| Class 5      | 42,638           | 4,008                        | 1,818             | 45.36%   | 28.47%                      | 69.04%                              | 41,945           |
| Class 6      | 2,397,828        | 26,275                       | 3,503             | 13.33%   | 43.23%                      | -                                   | 2,073,570        |
| <b>Total</b> | <b>5,902,874</b> | <b>1,694,054</b>             | <b>127,819</b>    |  |                             |                                     | <b>5,638,919</b> |

(a) For reporting purposes, the value of exposures includes Credit Conversion Factors (for guarantees pledged and commitments to disburse funds); Unused Portions of commitments and respective Credit Equivalents refer to guarantees issued and revocable and irrevocable commitments to disburse funds.



## A comparison of estimated vs. actual results

As previously pointed out, the Monte dei Paschi Group adopts advanced models to determine capital requirements for ‘corporate’ and ‘retail’ portfolios. Internally estimated PD (Probability of Default) and LGD (Loss Given Default) parameters are therefore used for both portfolios.

A comparison of estimated vs. actual losses is made on a yearly basis within the framework of PD and LGD backtesting by internal first- and second level control functions.

As for PD, statistical models are monitored using a structured automated algorithm. Monitoring consists in a determined number of tests aimed at assessing whether the characteristics of the models in the implementation/production environment continue to be similar to those found in the development phase, in terms of representativeness and performance. Within the monitoring process, estimated PDs are compared against observed default rates according to a specific calibration protocol which includes a set of tests designed to verify the alignment between the Probability of Default and Default Rates and, in the event of a negative outcome, may require additional verifications taking account of both a methodological ap-

proach of development based on long-term average values and the impact of any underestimated default rates on the variables used to measure credit risk (Expected Loss and Regulatory Capital). Recent backtesting activities carried out on the various PD models of the Group revealed their satisfactory ability to forecast defaults, partially as a result of the re-estimation completed in 2011 which brought about some upgrades and factored in the negative effect of the economic cycle.

As far as the LGD estimate is concerned, which was reviewed in 2011, it is observed that the conservative approach used during the estimation phase (an over 15-year time series; LGD rate floor at 0% for each position; downturn) and inclusion of the latest defaults in the cure rate estimate guarantee a conservative estimate of expected losses.



## Table 8 – Risk mitigation techniques

### Quantitative disclosure

Table 8.1 - Exposures secured by guarantees

| Regulatory portfolio                       | Financial collaterals |                   | Personal guarantees |                | Total             |                   |
|--|-----------------------|-------------------|---------------------|----------------|-------------------|-------------------|
|  | jun-12                | dec-11            | jun-12              | dec-11         | jun-12            | dec-11            |
| Central Governments and Central banks      | 7,336                 | 1,632             | 166,765             | 7,013          | 174,101           | 8,645             |
| Regional governments and local authorities | 9,526                 | 3,500             | 91,843              | 46,312         | 101,369           | 49,812            |
| Non-commercial and public sector entities  | 200,518               | 636,983           | 5,693               | 3,998          | 206,211           | 640,981           |
| Multilateral development banks             | 258                   | 166               | 37                  | -              | 295               | 166               |
| International organisations                | -                     | -                 | 102                 | 91             | 102               | 91                |
| Supervised institutions                    | 17,540,707            | 25,674,729        | 433,667             | 34,819         | 17,974,374        | 25,709,548        |
| Exposures to Corporates                    | 643,543               | 1,094,610         | 35,889              | 101,505        | 679,432           | 1,196,115         |
| Retail exposures                           | 2,517,471             | 1,129,039         | -                   | -              | 2,517,471         | 1,129,039         |
| Exposures secured by real estate           | 2,855                 | 3,664             | -                   | -              | 2,855             | 3,664             |
| Past due exposures                         | 20,087                | 18,583            | -                   | -              | 20,087            | 18,583            |
| High risk exposures                        | -                     | -                 | -                   | -              | -                 | -                 |
| Exposures in the form of covered bonds     | -                     | -                 | -                   | -              | -                 | -                 |
| Short-term exposures to corporates         | -                     | -                 | -                   | -              | -                 | -                 |
| Exposures to UCITs                         | 155,564               | 19,326            | -                   | -              | 155,564           | 19,326            |
| Other exposures                            | 41,459                | 19,289            | -                   | -              | 41,459            | 19,289            |
| Securisation exposures                     | -                     | -                 | -                   | -              | -                 | -                 |
| <b>Total</b>                               | <b>21,139,324</b>     | <b>28,601,521</b> | <b>733,996</b>      | <b>193,738</b> | <b>21,873,320</b> | <b>28,795,259</b> |

The table provides, by regulatory asset class, the exposures of the banking group considered for credit risk purposes – standardised method secured by financial collaterals and by personal guarantees; the exposures taken into consideration are determined according to prudential supervisory regulations, net of any netting agreements. Therefore, the table does not include all types of guarantees; for example, the exposures guaranteed by real estate are not included, since they are not recognized for the purpose of risk mitigation and are directly reported in the same class, as shown in table 6.1.

There are no exposures hedged with credit derivatives, which are valid for the purpose of the risk mitigation techniques.



## Table 9 - Counterparty risk

### Quantitative disclosure

**Table 9.1 - Counterparty risk: derivatives**

|                              | Gross Positive Fair value (book values) | Effect of nettings agreements | Netted Fair value | Effect of collateral arrangements | Net Credit Exposure |
|------------------------------|---|-------------------------------|-------------------|-----------------------------------|---------------------|
| Derivatives as at 30/06/2012 | 12,167,883                              | 9,220,970                     | 2,946,913         | 1,071,075                         | 5,809,406           |
| Derivatives as at 31/12/2011 | 11,940,520                              | 9,241,470                     | 2,699,050         | 968,835                           | 5,579,328           |

The table represents the exposure of the Banking Group to counterparty risk for derivative instruments. All the financial and credit derivatives traded over the counter (OTC) with any counterparty institutional, corporate, retail counterparties etc.) are included in the table irrespective of the regulatory (trading and banking) portfolio they belong to. In particular, the "gross positive fair value" corresponds to the book value of the above-mentioned contracts and therefore is inclusive of the netting agreements. The "Nettings" represent the gross positive fair value amount, which as a result of the agreements executed with the counterparties, is offset with negative value transactions. The net "netted fair value" indicates the positive fair value amount remaining after the nettings. The "Exposure" is a value calculated according to prudential supervisory requirements. In the Current Value method adopted by the Montepaschi Group, it is based on the positive fair value net of nettings; this value is increased by the future credit exposure (add-on) and reduced by the effects of the guarantee agreements. The future credit exposure takes account of the probability that in future the current value of the contract, if positive, may increase or, if negative, may become a credit position. This probability is linked with the volatility of the underlying market factors and the residual maturity of the contract. In other terms, it is calculated on the basis of the notional amount of all the derivatives taken into consideration, both with a positive and negative fair value. With regard to LSTs (Long Settlement Transactions) and SFTs (Securities Financing Transactions), the overall nominal exposure recorded comes to approximately Euro 3,6 billion.

**Table 9.2 - Derivatives: breakdown of positive fair value by type of underlying**

|                              | Interest rates | Foreign currencies and gold | Equity securities | Credits   | Other  | Total      |
|------------------------------|----------------|-----------------------------|-------------------|-----------|--------|------------|
| Derivatives as at 30/06/2012 | 8,803,437      | 215,935                     | 481,407           | 2,651,857 | 15,247 | 12,167,883 |
| Derivatives as at 31/12/2011 | 8,334,899      | 365,721                     | 323,866           | 2,886,331 | 29,703 | 11,940,520 |

The table illustrates the breakdown of the positive gross fair value of OTC derivative contracts by type of underlying assets.

**Table 9.3 - Credit derivatives: notional amounts**

| Group of Products             | Banking Book         |                  | Regulatory Trading Book |                   |
|-------------------------------|----------------------|------------------|-------------------------|-------------------|
|                               | Protection purchases | Protection sales | Protection purchases    | Protection sales  |
| Credit default swap           | 81,900               | -                | 42,304,673              | 43,254,524        |
| Total rate of return swap     | -                    | -                | -                       | 179,533           |
| <b>Total as at 30/06/2012</b> | <b>81,900</b>        | <b>-</b>         | <b>42,304,673</b>       | <b>43,434,057</b> |
| <b>Total as at 31/12/2011</b> | <b>81,900</b>        | <b>-</b>         | <b>39,128,374</b>       | <b>39,902,955</b> |

The table shows the notional values of credit derivative contracts, by portfolio (banking and trading book) and the role played by the Montepaschi Group (buyer/seller of protection).



## Table 10 – Securitisation transactions

### Quantitative disclosure

**Table 10.1 - Exposures securitised by the MPS**

| Type of Assets/Exposures securitised          | Exposures        |                   | Losses for the period |
|---|------------------|-------------------|-----------------------|
|   | net              | of which impaired |                       |
| <b>RMBS</b>                                   | <b>4,672,172</b> | <b>27,469</b>     | -                     |
| Non-performing loans                          | 13,365           | 13,365            | -                     |
| <i>Ulisse 4</i>                               | <i>13,365</i>    | <i>13,365</i>     | -                     |
| Mortgages                                     | 4,658,807        | 14,104            | -                     |
| <i>Mantegna Finance II (Bam)</i>              | <i>39,695</i>    | <i>4,452</i>      | -                     |
| <i>Spoletto 03 4 (Banca Popolare Spoleto)</i> | <i>35,225</i>    | <i>2,111</i>      | -                     |
| <i>Casaforte Srl (Banca MPS)</i>              | <i>1,533,635</i> | -                 | -                     |
| <i>Siena Mortgages 10 - 7 (Banca MPS)</i>     | <i>3,050,252</i> | <i>7,541</i>      | -                     |
| <b>CDO</b>                                    | <b>15,000</b>    | -                 | -                     |
| Bond and credit derivatives                   | 15,000           | -                 | -                     |
| <i>Gonzaga Finance (Bam)</i>                  | <i>15,000</i>    | -                 | -                     |
| <b>Total as at 30/06/2012</b>                 | <b>4,687,172</b> | <b>27,469</b>     | -                     |
| <b>Total as at 31/12/2011</b>                 | <b>4,881,261</b> | <b>28,365</b>     | -                     |

The table above details traditional outstanding exposures securitised by the Bank as originator and included in the banking book. These securitisations involve total derecognition of underlying assets from an accounting viewpoint, with the exception of Siena Mortgages 10 – 7. Until now the Group has not carried out any synthetic securitisations.



The following tables report the Group's overall exposures in on- and off-balance sheet securitisations broken down by Banking and Trading Book and by type of securities. The tables refer to exposures used for prudential supervisory reporting purposes and include securitised exposures that are not recognised for the purpose of capital requirement calculation. In this latter case, capital requirements are calculated having regard to the securitised assets and not to the corresponding exposure.

**Table 10.2 - Total securitised exposures by type of securities\* (on- and off-balance-sheet)**

|                                       | Securitisations |                  | Total            |
|---------------------------------------|-----------------|------------------|------------------|
|                                       | own             | of third parties |                  |
| <b>1. Balance-sheet exposures</b>     | <b>129,237</b>  | <b>1,399,271</b> | <b>1,528,508</b> |
| <b>Banking book</b>                   | <b>12,446</b>   | <b>1,197,199</b> | <b>1,209,645</b> |
| ABS                                   | -               | 3,357            | 3,357            |
| CBO                                   | -               | 3,687            | 3,687            |
| CDO                                   | -               | 27,036           | 27,036           |
| CDO di ABS                            | -               | 328,936          | 328,936          |
| CLN                                   | -               | 615,468          | 615,468          |
| CLO                                   | -               | 22,006           | 22,006           |
| CMBS                                  | -               | 5,785            | 5,785            |
| RMBS                                  | 12,446          | 82,604           | 95,050           |
| SPI                                   | -               | 108,320          | 108,320          |
| <b>Trading book</b>                   | <b>116,791</b>  | <b>202,072</b>   | <b>318,863</b>   |
| ABS                                   | -               | 1,422            | 1,422            |
| CBO                                   | -               | 97,549           | 97,549           |
| CDO                                   | -               | 6,926            | 6,926            |
| CMBS                                  | 109,845         | 22,067           | 131,912          |
| RMBS                                  | 6,946           | 74,108           | 81,054           |
| <b>2. Off-balance-sheet exposures</b> | <b>-</b>        | <b>-</b>         | <b>-</b>         |
| <b>Total as at 30/06/2012</b>         | <b>129,237</b>  | <b>1,399,271</b> | <b>1,528,508</b> |
| <b>Total as at 31/12/2011</b>         | <b>157,601</b>  | <b>1,543,415</b> | <b>1,701,016</b> |

(\*) For a description of type of securities, see glossary published in Full-Year Report as at 31 December 2011.



**Table 10.2.1 - Own securitised exposures by type of securities and underlying assets- Banking Book**

|                                | Junior        | Mezzanine | Senior     | Total         |
|--------------------------------|---------------|-----------|------------|---------------|
| <b>RMBS</b>                    |               |           |            |               |
| Residential mortgages          | 3,749         | -         | -          | 3,749         |
| Mortgages                      | 8,029         | -         | 667        | 8,697         |
| <b>Total as at 31/06/2012*</b> | <b>11,779</b> | <b>-</b>  | <b>667</b> | <b>12,446</b> |
| <b>Total as at 31/12/2011</b>  | <b>23,848</b> | <b>-</b>  | <b>920</b> | <b>24,768</b> |

\* Only 4,835 euros of the above exposures are recognised for regulatory prudential requirements as detailed in the next Tables 10.3.1 and 10.3.2.

**Table 10.2.2 - Third-party securitised exposures by type of securities and underlying assets – Banking Book**

|                               | Junior        | Mezzanine     | Senior           | Total            |
|-------------------------------|---------------|---------------|------------------|------------------|
| <b>ABS</b>                    | -             | <b>625</b>    | <b>2,732</b>     | <b>3,357</b>     |
| Equip Leases                  | -             | -             | 2,732            | 2,732            |
| Consumer loans                | -             | 625           | -                | 625              |
| <b>CBO</b>                    | <b>3,687</b>  | -             | -                | <b>3,687</b>     |
| Bonds                         | 3,687         | -             | -                | 3,687            |
| <b>CDO</b>                    | <b>27,036</b> | -             | -                | <b>27,036</b>    |
| Mixed Assets                  | 27,036        | -             | -                | 27,036           |
| <b>CDO of ABS</b>             | -             | -             | <b>328,936</b>   | <b>328,936</b>   |
| Financial                     | -             | -             | 49,869           | 49,869           |
| Mixed Assets                  | -             | -             | 279,067          | 279,067          |
| <b>CLO</b>                    | -             | <b>16,742</b> | <b>5,265</b>     | <b>22,006</b>    |
| Residential mortgages         | -             | 16,742        | -                | 16,742           |
| <b>SME loans</b>              | -             | -             | <b>5,265</b>     | <b>5,265</b>     |
| <b>CMBS</b>                   | <b>1,493</b>  | <b>4,292</b>  | -                | <b>5,785</b>     |
| Commercial mortgages          | 1,493         | 4,292         | -                | 5,785            |
| <b>RMBS</b>                   | -             | <b>1,230</b>  | <b>81,374</b>    | <b>82,604</b>    |
| Loans                         | -             | -             | 52,167           | 52,167           |
| <b>Residential mortgages</b>  | -             | <b>1,230</b>  | <b>29,206</b>    | <b>30,436</b>    |
| <b>SPI</b>                    | -             | -             | <b>108,320</b>   | <b>108,320</b>   |
| Mixed Assets                  | -             | -             | 108,320          | 108,320          |
| <b>CLN</b>                    | -             | -             | <b>615,468</b>   | <b>615,468</b>   |
| Bonds                         | -             | -             | 615,468          | 615,468          |
| <b>Total as at 30/06/2012</b> | <b>32,216</b> | <b>22,889</b> | <b>1,142,095</b> | <b>1,197,199</b> |
| <b>Total as at 31/12/2011</b> | <b>15,778</b> | <b>26,891</b> | <b>1,204,709</b> | <b>1,247,378</b> |



**Table 10.2.3 - Own securitised exposures by type of securities and underlying assets Trading Book**

|                                | Junior | Mezzanine     | Senior        | Total          |
|--------------------------------|--------|---------------|---------------|----------------|
| <b>CMBS</b>                    | -      | <b>23,068</b> | <b>86,777</b> | <b>109,845</b> |
| Non-residential mortgage loans | -      | 23,068        | 86,777        | 109,845        |
| <b>RMBS</b>                    | -      | -             | <b>6,946</b>  | <b>6,946</b>   |
| Residential mortgage loans     | -      | -             | 6,869         | 6,869          |
| Commercial mortgage            | -      | -             | 77            | 77             |
| <b>Total as at 30/06/2012</b>  | -      | <b>23,068</b> | <b>93,722</b> | <b>116,791</b> |
| <b>Total as at 31/12/2011</b>  | -      | <b>52,970</b> | <b>79,863</b> | <b>132,833</b> |

**Table 10.2.4 – Third-party securitised exposures by type of securities and underlying assets – Trading Book**

|                               | Junior | Mezzanine    | Senior         | Total          |
|-------------------------------|--------|--------------|----------------|----------------|
| <b>ABS</b>                    | -      | -            | <b>1,422</b>   | <b>1,422</b>   |
| Consumer loans                | -      | -            | 1,348          | 1,348          |
| Real estate leases            | -      | -            | 74             | 74             |
| <b>CBO</b>                    | -      | -            | <b>97,549</b>  | <b>97,549</b>  |
| Bonds                         | -      | -            | 97,549         | 97,549         |
| <b>CDO</b>                    | -      | <b>5</b>     | <b>6,921</b>   | <b>6,926</b>   |
| Bonds                         | -      | -            | 6,921          | 6,921          |
| SME loans                     | -      | 5            | -              | 5              |
| <b>CMBS</b>                   | -      | -            | <b>22,067</b>  | <b>22,067</b>  |
| Commercial mortgages          | -      | -            | 22,067         | 22,067         |
| <b>RMBS</b>                   | -      | -            | <b>74,108</b>  | <b>74,108</b>  |
| Residential mortgages         | -      | -            | 21,329         | 21,329         |
| Loans                         | -      | -            | 52,778         | 52,778         |
| <b>Total as at 30/06/2012</b> | -      | <b>5</b>     | <b>202,067</b> | <b>202,072</b> |
| <b>Total as at 31/12/2011</b> | -      | <b>3,648</b> | <b>292,389</b> | <b>296,038</b> |

The tables refer to securitised exposures (own and third-party securitisations), broken down by Banking or Trading Book subject to the standardised approach and their related capital requirements. The tables do not include exposures whose requi-

rements are calculated on the basis of their underlying assets. The risk weighting factors provided for by regulations are applied in this latter case and such exposures are included in the regulatory portfolios of Table 6.1.





**Table 10.3 - Total securitised exposures by Banking/Trading Book and related capital requirements (Standardised Approach)**

| Type                          | Exposures        | Capital requirements |
|-------------------------------|------------------|----------------------|
| Banking Book                  | 1,202,034        | 90,029               |
| Trading Book                  | 318,863          | 22,210               |
| <b>Total as at 30/06/2012</b> | <b>1,520,897</b> | <b>112,238</b>       |
| <b>Total as at 31/12/2011</b> | <b>1,681,611</b> | <b>102,593</b>       |

Exposures in own and third-party securitisations and re-securitisations are not credit risk mitigated through CRM techniques such as those included in Table 8.1. The exposures broken down by Banking or Trading Book, type of securitisation and weight band are reported in the tables below.

**Table 10.3.1 - Securitised exposures by risk weight bands - Banking Book**

| Type                          | Risk weight band |                |                |                |              |               | 1250%<br>no<br>Rating | Total            |
|-------------------------------|------------------|----------------|----------------|----------------|--------------|---------------|-----------------------|------------------|
|                               | 20%              | 50%            | 100%           | 225%           | 350%         | 650%<br>1250% |                       |                  |
| Own Securitisations           | -                | -              | -              | -              | -            | -             | 4,835                 | 4,835            |
| Third-party Securitisations   | 154,161          | 558,653        | 142,275        | -              | 1,493        | -             | 11,682                | 868,263          |
| Re-securitisations            | -                | -              | 224,093        | 104,549        | -            | 295           | -                     | 328,936          |
| <b>Total as at 30/06/2012</b> | <b>154,161</b>   | <b>558,653</b> | <b>366,367</b> | <b>104,549</b> | <b>1,493</b> | <b>295</b>    | <b>16,517</b>         | <b>1,202,034</b> |
| <b>Total as at 31/12/2011</b> | <b>725,842</b>   | <b>54,351</b>  | <b>399,773</b> | <b>54,676</b>  | <b>1,502</b> | <b>7,434</b>  | <b>9,163</b>          | <b>1,252,741</b> |

The table above details the securitised exposures by risk weight bands and type of transactions. The amounts shown, in line with prudential regulations, relate to own and third-party securitised exposures included in the banking book. Therefore, they do not include the securitised exposures included in the regulatory trading book, detailed in the following Table 10.3.3. Moreover, as far as own securitisations are concerned, in compliance with supervisory regulations, the table does not include securitised exposures:

- a) that refer to transactions that are not recognised as securitisations for prudential supervisory purposes, since, among other reasons, they do not entail the actual transfer of credit risk,
- b) whose overall risk-weighted value to the same securitisation exceeds the risk-weighted value of underlying securitised assets, calculated as if they had not been securitised (cap test). Both in the case of a) and b), capital requirements are calculated in relation to securitised assets and not to the corresponding exposures securitised. Moreover, in this case, securitized assets are classified in their original regulatory classes (exposures secured by real estate, etc.) and are therefore excluded from "Securitisations"



**Table 10.3.2 - Capital requirements of securitised exposures by risk weight bands – Banking Book**

| Type                          | Risk weight band |               |               |               |            |               |               | 1250%<br>no<br>Rating | Total  |
|-------------------------------|------------------|---------------|---------------|---------------|------------|---------------|---------------|-----------------------|--------|
|                               | 20%              | 50%           | 100%          | 225%          | 350%       | 650%<br>1250% |               |                       |        |
| Own Securitisations           | -                | -             | -             | -             | -          | -             | -             | 4,835                 | 4,835  |
| Third-party Securitisations   | 2,467            | 22,346        | 11,382        | -             | 418        | -             | -             | 11,682                | 48,294 |
| Re-securitisations            | -                | -             | 17,927        | 18,819        | -          | 153           | -             | -                     | 36,900 |
| <b>Total as at 30/06/2012</b> | <b>2,467</b>     | <b>22,346</b> | <b>29,309</b> | <b>18,819</b> | <b>418</b> | <b>153</b>    | <b>16,517</b> | <b>90,029</b>         |        |
| <b>Total as at 31/12/2011</b> | <b>11,613</b>    | <b>2,174</b>  | <b>31,982</b> | <b>9,842</b>  | <b>420</b> | <b>11,234</b> | <b>5,363</b>  | <b>72,628</b>         |        |

**Table 10.3.3 - Securitised exposures by risk weight bands - Trading Book**

| Type                          | Risk weight band |               |                |          |               |               |          | 1250%<br>no<br>Rating | Total          |
|-------------------------------|------------------|---------------|----------------|----------|---------------|---------------|----------|-----------------------|----------------|
|                               | 20%              | 50%           | 100%           | 225%     | 350%          | 650%<br>1250% |          |                       |                |
| Own Securitisations           | 6,869            | 77            | 109,845        | -        | -             | -             | -        | -                     | 116,791        |
| Third-party Securitisations   | 53,559           | 44,037        | 96,410         | -        | 7,066         | 999           | -        | -                     | 202,072        |
| Re-securitisations            | -                | -             | -              | -        | -             | -             | -        | -                     | -              |
| <b>Total as at 30/06/2012</b> | <b>60,429</b>    | <b>44,114</b> | <b>206,255</b> | <b>-</b> | <b>7,066</b>  | <b>999</b>    | <b>-</b> | <b>-</b>              | <b>318,863</b> |
| <b>Total as at 31/12/2011</b> | <b>169,537</b>   | <b>33,924</b> | <b>196,669</b> | <b>-</b> | <b>25,803</b> | <b>2,936</b>  | <b>-</b> | <b>-</b>              | <b>428,870</b> |

The table above details the exposures securitised by risk weight bands and by type of transactions. The amounts shown relate to own and third-party securitised exposures included in the regulatory trading book.

**Table 10.3.4 - Capital requirements of securitised exposures by risk weight bands - Trading Book.**

| Type                          | Risk weight band |              |               |          |              |               |          | 1250%<br>no<br>Rating | Total         |
|-------------------------------|------------------|--------------|---------------|----------|--------------|---------------|----------|-----------------------|---------------|
|                               | 20%              | 50%          | 100%          | 225%     | 350%         | 650%<br>1250% |          |                       |               |
| Own Securitisations           | 110              | 3            | 8,788         | -        | -            | -             | -        | -                     | 8,901         |
| Third-party Securitisations   | 857              | 1,761        | 7,713         | -        | 1,978        | 999           | -        | -                     | 13,309        |
| Re-securitisations            | -                | -            | -             | -        | -            | -             | -        | -                     | -             |
| <b>Total as at 30/06/2012</b> | <b>967</b>       | <b>1,765</b> | <b>16,500</b> | <b>-</b> | <b>1,978</b> | <b>999</b>    | <b>-</b> | <b>-</b>              | <b>22,210</b> |
| <b>Total as at 31/12/2011</b> | <b>2,713</b>     | <b>1,357</b> | <b>15,734</b> | <b>-</b> | <b>7,225</b> | <b>2,936</b>  | <b>-</b> | <b>-</b>              | <b>29,964</b> |



## Table 13 – Equity exposures: disclosures for banking book positions

### Quantitative disclosure

Table 13.1 - Equity exposures - disclosure for banking book positions

| Type                                     | Book Value     | Fair Value     | Market Value | Exposure       | Realised gains/losses | Unrealised gains/losses |  |
|--|----------------|----------------|--------------|----------------|-----------------------|-------------------------|--|
|  |                |                |              |                |                       | Total                   | of which included in Tier 1 and Tier 2 capital |
| <b>Available For Sale securities (A)</b> | <b>436,912</b> | <b>436,912</b> | <b>x</b>     | <b>436,912</b> | <b>25,912</b>         | <b>32,057</b>           | <b>16,028</b>                                  |
| quoted                                   | 85,835         | 85,835         | 85,835       | 85,835         | 24,213                | 416                     | 208  |
| unquoted                                 | 351,077        | 351,077        | x            | 351,077        | 1,699                 | 31,641                  | 15,820   |
| <b>Investments (B)</b>                   | <b>160,284</b> | <b>x</b>       | <b>x</b>     | <b>237,122</b> | <b>-16</b>            | <b>-</b>                | <b>-</b>                                       |
| quoted                                   | 50,165         | x              | x            | 45,438         | -                     | -                       | -  |
| unquoted                                 | 110,118        | x              | x            | 191,684        | -16                   | -                       | -  |
| <b>Total 30.06.2012 (A+B)</b>            | <b>597,196</b> | <b>436,912</b> |              | <b>674,034</b> | <b>25,896</b>         | <b>32,057</b>           | <b>16,028</b>                                  |
| quoted                                   | 136,000        | 85,835         | x            | 131,273        | 24,213                | 416                     | 208  |
| unquoted                                 | 461,195        | 351,077        | x            | 542,761        | 1,683                 | 31,641                  | 15,820   |
| <b>Total 31.12.2011 (A+B)</b>            | <b>741,596</b> | <b>586,300</b> |              | <b>818,422</b> | <b>70,091</b>         | <b>-16,255</b>          | <b>-16,255</b>                                 |

x = value not attributable

PN = Patrimonio Netto, Net Equity

PB, PS = Patrimonio di Base (Core Capitale) and Patrimonio Supplementare (Supplementary Capital), respectively

The table illustrates exposures in capital instruments broken down by the respective accounting portfolio. Values refer to the exposures included in the Banking Book and do not include exposures in capital instruments which are deducted for the calculation of Regulatory Capital. In the column "Exposure" the related value is calculated according to the rules of Prudential Supervision and thus differs from the Book value. The value of the Exposure also includes the value of the shareholding in MPS Tenimenti which, for prudential purposes, is calculated with the net equity method while for Financial Statements the comprehensive method is applied.



## Table 14 - Interest rate risk on positions in the banking book

### Quantitative disclosure

The sensitivity of the Montepaschi Group, at the end of June 2012, suggests a profile of exposure to rate hike risk. With a shift of +200 bp in the interest rate curve, total sensitivity of the economic value would stand at -1,573.85 EUR mln. Risk is almost entirely allocated to exposures in Euro.

**Table 14.1 – Interest Rate Risk in the Banking Book (IRRBB)**

| Shift (+/-)         | Effect on Economic Capital<br>(EUR/mln) |                  |
|---------------------|---|------------------|
|                     | jun-12                                  | dec-11           |
| Eur +200bp          | -1,571,58                               | -1,643,49        |
| Usd +200bp          | -16,16                                  | -6,39            |
| Other +200bp        | 13,90                                   | 11,41            |
| <b>Total +200bp</b> | <b>-1,573,85</b>                        | <b>-1,638,47</b> |
| Eur -200bp          | 2,224,40                                | 2,057,52         |
| Usd -200bp          | 5,12                                    | 3,17             |
| Other -200bp        | -8,81                                   | -13,81           |
| <b>Total -200bp</b> | <b>2,220,71</b>                         | <b>2,046,88</b>  |

*The amount of the economic value at risk is, in any case, below the level considered as a critical threshold by current regulations.*



## Table15 – Remuneration and incentive policies and practices

### Quantitative disclosure

Table 15.1 - Total remuneration by Areas of Business - June 2012

| Areas of business | Total          | No. of employees |
|-------------------|----------------|------------------|
| Private           | 498,725        | 22,749           |
| Corporate         | 28,962         | 968              |
| Finance           | 3,933          | 128              |
| Services          | 147,581        | 5,864            |
| <b>Total</b>      | <b>679,201</b> | <b>29,709</b>    |

The identified personnel was selected with a self-assessment process based on objective organisational elements such as the prominence of the position held, decision-making autonomy in terms of credit risk, operational limits for other types of risk (market, liquidity, rate, Country risk, etc.) membership in corporate bodies with decision-making autonomy on credit issues (i.e. Credit Committee, Finance Committee, etc.). Here follow the details of the variable and fixed components of remuneration.

Table 15.2 - Identified Staff total remuneration - June 2012: variable and fixed remuneration

| Identified Staff                                      | Total        | Nr. of incumbents | Total                  |                            | Nr. of incumbents      |                            |
|---|--------------|-------------------|------------------------|----------------------------|------------------------|----------------------------|
|   |              |                   | fixed remuneration(**) | variable remuneration(***) | fixed remuneration(**) | variable remuneration(***) |
| General Manager                                       | 797          | 1                 | 657                    | 140                        | 1                      | 1                          |
| Executives responsible for Business lines             | 2,563        | 6                 | 1,986                  | 578                        | 6                      | 6                          |
| Others Executives responsible for Strategic functions | -            | -                 | -                      | -                          | -                      | -                          |
| Executives responsible for Control functions (*)      | 636          | 4                 | 636                    | -                          | 4                      | -                          |
| Other Risk takers                                     | 1,846        | 13                | 1,846                  | -                          | 13                     | -                          |
| <b>Total</b>  | <b>5,843</b> | <b>24</b>         | <b>5,125</b>           | <b>718</b>                 | <b>24</b>              | <b>7</b>                   |

(\*) Inclusive of position-related allowances for "Control Functions"

(\*\*) Fixed remuneration paid during 2012 and relating to 2012

(\*\*\*) The variable component of compensation for 2011 was not paid in 2012 and the entry into force of the 2012 Incentive System has not yet been defined. The amount indicated for the General Manager refers to his "joining bonus", whereas the amount reported for the Heads of the Business Lines is a share of the "write-off" in relation to the medium-long term system introduced for 2010 and disbursed in the first half of 2012.



The following table reports the number of beneficiaries and not the breakdown of the variable component of compensation according to the new Incentive System, since the entry into force of the 2012 Incentive System has not yet been defined.

**Table 15.3 - Variable remuneration by job position - 2012**

|   | Nr. of incumbents | Variable remuneration (*) |        |
|---|-------------------|---------------------------|--------|
|   |                   | Cash                      | Shares |
| General Manager                                       | 1                 | n/a                       | n/a    |
| Executives responsible for Business lines             | 6                 | n/a                       | n/a    |
| Others Executives responsible for Strategic functions | -                 | -                         | -      |
| Executives responsible for Control functions          | 4                 | n/a                       | n/a    |
| Other Risk takers                                     | 13                | n/a                       | n/a    |

(\*) The variable component relating to 2011 will not be paid for failure to reach pre-set condition of consolidated net income.



## Declaration of the Financial Reporting Officer

Pursuant to para. 2, article 154-bis of the Consolidated Law on Banking, the Financial Reporting Officer, Mr. Daniele Bigi, declares that the accounting information contained in this document corresponds to the underlying documentary evidence and accounting records.

Siena, 28 August 2012

**Daniele Bigi**

Financial Reporting Officer



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