

PRESS RELEASE

THE BOARD OF DIRECTORS

OF THE PARENT COMPANY "BANCO DI DESIO E DELLA BRIANZA S.P.A." HAS APPROVED THE CONSOLIDATED INTERIM REPORT AS AT 30 SEPTEMBER 2014

(FIRST FINANCIAL REPORT SINCE BANCA POPOLARE DI SPOLETO JOINED THE GROUP)

- ✓ CONSOLIDATED NET PROFIT (pertaining to the Parent Company): EUR 45.6 million, compared to a net loss of EUR 4.9 million in the third quarter of the previous year. A significant net contribution was made by financial activities in addition to EUR 7.7 million due to the aggregation at fair value of the subsidiary Banca Popolare di Spoleto S.p.A., which presented an individual net loss of EUR 7.8 million, recorded between 1 August 2014 and 30 September 2014 by said subsidiary (1)
- ✓ OPERATING MARGIN: EUR 134.3 million, up by 21%
- ✓ GROWTH IN TOTAL DEPOSITS FROM ORDINARY CUSTOMERS: up to EUR 19.2 billion, marking an increase of EUR 3.9 billion (+25.8%) (assets of Banca Popolare di Spoleto S.p.A. totalling EUR 3.8 billion), of which DIRECT DEPOSITS amounting to EUR 10.6 billion (+35.8%), with a ratio of loans to ordinary customers/direct deposits of 89.6% (previously 88%).
- ✓ INCREASE IN LOANS: up to EUR 9.5 billion, marking an increase of EUR 2.6 billion (+38.2%) (loans of Banca Popolare di Spoleto S.p.A. of EUR 2.5 billion) net of repo transactions with institutional counterparties for EUR 0.4 billion.
- ✓ ADJUSTMENTS TO LOANS: totalling EUR 89.8 million (September 2013: EUR 97.8 million; -8.1%), including those relating to Banca Popolare di Spoleto S.p.A. consolidated in application of international accounting standards
- ✓ STRONG AND INCREASING CAPITAL SOLIDITY

Shareholders' equity: EUR 866.9 million (previously EUR 818.7 million);

Own Funds ⁽²⁾ EUR 952.9 million ⁽³⁾ (CET1 + AT1 EUR 850.7 million + T2 EUR 102.2 million) compared to EUR 815.3 million as at 31 December 2013, data recalculated according to the new regulations (the former Regulatory Capital stood at EUR 823.3 million as at 31 December 2013);

Common Equity Tier1 at 10.5% (4)

Tier1 at 10.7% (4)

Total capital ratio at 12% (4)

NOTE: THE COMPARISON WITH THE CONSOLIDATED FIGURES AT 30 SEPTEMBER 2014 WITH THE PREVIOUS PERIOD (FOR BALANCE SHEET DATA AS AT 31 DECEMBER 2103 AND FOR INCOME STATEMENT DATA AS AT 30 SEPTEMBER 2013) IS NOT HOMOGENEOUS GIVEN THAT THE FIGURES AT 30 SEPTEMBER 2014 ARE INFLUENCED BY THE CONSOLIDATION OF BANCA POPOLARE DI SPOLETO S.P.A.

⁽¹⁾ from the close of the reporting period at 31 July 2014 (date of end of the exercise of Extraordinary Administration lasting 19 months) approved by the Extraordinary Administrators but still not by the Bank of Italy as at the date of approval of the Consolidated Interim Report at 30 September 2014;

current definition of the former Regulatory Capital, according to the new regulations (Circular no. 285 and Circular no. 286 issued by the Bank of Italy, European regulation 575/2013);

with an expected pay-out not exceeding 40%;

⁽⁴⁾ equity ratios calculated according to the new regulations (those at 31 December 2013 calculated according to the previous regulations, do not allow for an accurate comparison).

KEY CONSOLIDATED DATA AS AT 30 SEPTEMBER 2014

SUMMARY

Total deposits from ordinary customers: EUR 19.2 billion (+25.8%)

of which Direct deposits: EUR 10.6 billion (+35.8%)

Net loans to ordinary customers: EUR 9.5 billion (+38.2%) and Loans to institutional customers, represented by REPOs (repurchase agreements): EUR 0.4 billion (previously EUR 0.1 billion)

"Net non-performing loans / net loans" ratio: 4.35% (previously 3.35%)

% Coverage of non-performing loans at 56.38% (previously 39.52%)

% Coverage of non-performing loans before write-offs equal to 63.80% (previously 59.41%)

Operating margin: EUR 134.3 million (+21%)

Net operating profit: EUR 28.4 million (versus a previous loss of EUR 5.8 million), after adjustments to loans for EUR 89.8 million (previously EUR 97.8 million)

Net profit from non-recurring operations of EUR 16.7 million (previously EUR 1 million), also thanks to the net contribution of EUR 8.4 million (gross EUR 12.4 million) from the Parent Company's disposal of all financial instruments in the HTM (Held to Maturity) portfolio and EUR 9.6 million in income (provisional) from the assets acquired and liabilities assumed of Banca Popolare di Spoleto S.p.A. at the respective fair values

Parent Company's profit for the period: EUR 45.6 million (previously a loss of EUR 4.9 million)

Shareholders' equity pertaining to the Parent Company: EUR 866.9 million (previously EUR 818.7 million)

Own Funds: EUR 952.9 million (CET1 + AT1 EUR 850.7 million + T2 EUR 102.2 million) compared to EUR 815.3 million as at 31 December 2013; this data was recalculated according to the new regulations (the former Regulatory Capital of EUR 823.3 million)

Common Equity Tier1 at 10.5%

Tier1 at 10.7%

Total capital ratio at 12%

The Board of Directors of the Parent Company Banco di Desio e della Brianza S.p.A., met on 13 November 2014, approved the *Consolidated Interim Report as at 30 September 2014*, drawn up pursuant to art. 154-ter of Legislative Decree 58/1998 ("Consolidated Law on Finance"), implementing Legislative Decree no.195 of 6 November 2007 (so-called "Transparency Directive"), also prepared for the purposes of determining Regulatory Capital (Own Funds).

As a result of the acquisition of control of Banca Popolare di Spoleto S.p.A., effective from 1 August 2014 (date on which the new Corporate Bodies took office as a result of the completion of Extraordinary Administration proceedings on 31 July 2014), the company was included in Group consolidation. In compliance with IFRS 3 – Business combinations, the Parent Company recorded the business combination by applying the acquisition method, recognising the assets acquired and the liabilities assumed at the acquisition date of 1 August 2014 at the respective fair values, which were determined by taking as a reference the equity position in the financial statements as at 31 July 2014 of the Extraordinary Administration approved by the Extraordinary Administrators but still not approved by the Bank of Italy at the date of approval of the Consolidated Interim Report as at 30 September 2014.

Consolidated balance sheet data

Total customer assets under management as at 30 September 2014 came to EUR 22.9 billion, marking an overall increase of around EUR 4.4 billion compared to the balance at the end of 2013, equal to 24%, through the contribution from both direct and indirect deposits, mainly attributable to assets deriving from the consolidation of the subsidiary Banca Popolare di Spoleto S.p.A. (EUR 3.9 billion).

Direct deposits at the end of the third quarter totalled roughly EUR 10.6 billion, marking an increase of around EUR 2.8 billion, in fact attributable to the entry of Banca Popolare di Spoleto S.p.A. to the Group, equal to 35.8%, with respect to the comparison period, while *indirect deposits* recorded an overall increase of around EUR 1.7 billion, equal to 15.4% of the balance at the end of the previous year, reaching EUR 12.4 billion (assets related to the subsidiary Banca Popolare di Spoleto S.p.A. amounted to approximately EUR 1.1 billion). Indirect deposits of ordinary customers stood at EUR 8.6 billion, marking growth of around EUR 1.1 billion, equal to 15.4%, which was more strongly linked to the asset management segment (+21.3%) than the administered assets segment (+10.1%).

The total value of *loans to ordinary customers* at the end of the third quarter of the year rose to around EUR 9.5 billion, exceeding the figure at the end of 2013 by roughly EUR 2.6 billion, mainly due to the size of the loans of the subsidiary Banca Popolare di Spoleto S.p.A. (approximately EUR 2.5 billion), while *loans to institutional customers*, made up exclusively of repo transactions, amounted to roughly EUR 0.4 billion, an increase of EUR 0.3 billion. Consequently, as at 30 September 2014, the Group's lending activities totalled approximately EUR 9.9 billion in *net loans to customers*, an increase of 41.9%.

The Group's total *financial assets* at the end of the third quarter of 2014 came to around EUR 2.1 billion, marking a rise of roughly EUR 0.5 billion compared to the figure at the end of 2013, attributable primarily to the value of the portfolio of the subsidiary Banca Popolare di Spoleto S.p.A. (around EUR 0.5 billion), partially adjusted by the disposal of the portfolio of securities held to maturity by the Parent Company.

As confirmation of the sound balance sheet structure of the Group, the *Shareholders' equity pertaining to the Parent Company*, including the profit (loss) for the period, as at 30 September 2014, stood at approximately EUR 866.9 million compared with EUR 818.7 million at the end of 2013.

Shareholders' equity, calculated according to the new supervisory regulations (Circular no. 285 and Circular no. 286 issued by the Bank of Italy, European Regulation 575/2013), defined as Own Funds, with an expected pay-out not exceeding 40%, amounted, at the end of the third quarter of the year, to EUR 952.9 million (CET1 + AT1 EUR 850.7 million + T2 EUR 102.2 million), whereas the same figure as at 31 December 2013, recalculated according to the new regulations, amounted to EUR 815.3 million (the former Regulatory Capital, calculated according to the previous regulations, amounted to EUR 823.3 million).

As at 30 September 2014, the Common Equity Tier 1 capital ratio, i.e. the ratio of Tier 1 capital (CET1) to risk-weighted assets, stood at 10.5% (versus 4.5% as the minimum requirement set forth in the regulations). The Tier 1 ratio, represented by the total Tier 1 capital (T1) in relation to the risk-weighted assets, stood at 10.7%, whereas the Total capital ratio, represented by Own Funds in relation to the risk-weighted assets, stood at 12% (versus 6% and 8% respectively as minimum requirements set forth in the applicable regulations and at 10.50% including the capital reserve which for Groups is set at 2.50%). The equity ratios previously calculated in accordance with the former regulations do not allow for an accurate comparison.

Consolidated income statement data

The third quarter of 2014 closed with *Net profit pertaining to the Parent Company* of roughly EUR 45.6 million, compared to a net loss of EUR 4.9 million recorded in the third quarter of the previous year (the latter saw a reduction of roughly EUR 0.2 million compared to the figures shown previously for the purposes of uniformity, as a result of the change of the accounting method adopted for service bonuses, from valuation reserves in the income statement, with the reduction in personnel expenses).

The net contribution from financial activities related to the Parent Company's disposal of all financial instruments in the HTM (Held To Maturity) portfolio of EUR 8.4 million should be noted, as well as the contribution relating to the consolidation of the subsidiary Banca Popolare di Spoleto S.p.A. of EUR 7.7 million, relating, for EUR 9.6 million to the income recorded - provisionally - in application of IFRS 3 (acquisition method)⁽⁵⁾, income which fell by EUR 1.9 million due to the consolidation of the individual loss of the subsidiary amounting to EUR 7.8 million⁽⁶⁾, partially neutralised by the fair value measurements already envisaged in the acquisition phase.

⁽⁵⁾ with reference to the accounting balances of the financial statements as at 31 July 2014 (date of end of exercise of Extraordinary Administration lasting 19 months) approved by the Extraordinary Administrators but still not by the Bank of Italy as at the date of approval of the Consolidated Interim Report as at 30 September 2014

⁽⁶⁾ recorded for the two months that take effect from the date of the end of Extraordinary Administration as at 30 September 2014

The breakdown and performance of the main reclassified Income Statement items are summarised as follows:

Operating income

The revenue items related to operations recorded an increase of 12.8% compared to the third quarter of the previous year, rising to EUR 304.1 million, marking growth of EUR 34.5 million (of which around EUR 15.5 million related to the consolidation of Banca Popolare di Spoleto S.p.A.). This increase is mainly attributable to the *net interest income* which, at EUR 162.1 million, marked growth of about EUR 20.1 million (14.1%).

Other significant changes were also recorded by *net commissions* which, amounting to EUR 89 million, showed a EUR 10.4 million (+13.3%) increase, and by the aggregate of the *net income from trading activities, hedging and disposal or repurchase of loans, financial assets and liabilities designated at fair value,* with an increase of EUR 6.8 million (+21%) (however, net of the contribution of approximately EUR 12.4 million, before taxes, resulting from the disposal by the Parent Company of all financial instruments included in the HTM portfolio, reclassified under Profit (Loss) from non-recurring operations) and by the balance of *other operating income/charges*, which was down roughly EUR 3 million.

Operating charges

Total operating charges, which include personnel expenses, other administrative expenses, net adjustments to property, plant and equipment and intangible assets, recorded an overall increase of EUR 11.1 million, up 7% over the comparison period, reaching EUR 169.7 million. The increase is entirely attributable to the expenses of the subsidiary Banca Popolare di Spoleto S.p.A. amounting to EUR 13.4 million, partially offset by other minor charges of the Group.

Personnel expenses, net of EUR 0.2 million relating to the impact of IAS implementation on the Solidarity Fund and the voluntary redundancy programme incentive, reclassified under Profit (Loss) from non-recurring operations, recorded an increase of EUR 8.1 million (+8%), while other administrative expenses, net of consulting fees related to the project for the acquisition of control of Banca Popolare di Spoleto S.p.A. equal to around EUR 1.7 million and reclassified under Profit (Loss) from non-recurring operations, rose by EUR 2.7 million (+5.4%). The item net adjustments to property, plant and equipment and intangible assets also recorded an increase of EUR 0.3 million (4.7%).

Operating margin

Consequently, the *operating margin*, at the end of the third quarter of the year, stood at roughly EUR 134.3 million, a 21% increase compared with EUR 23.4 million reported in the same period of the previous year.

Operating profit (loss) after tax

The weight of *net adjustments for impairment of loans* of EUR 89.8 million, down by EUR 97.8 million compared with the previous period, which includes those relating to Banca Popolare di Spoleto S.p.A. consolidated in application of international accounting standards, the losses from disposal or repurchase of loans, amounting to EUR 0.5 million, the net positive balances of *adjustments/write-backs for impairment of other financial transactions* of EUR 0.8 million, the *net allocations to provisions for risks and charges* of EUR 1 million, as well as the *income taxes for the period on current operations*, standing at EUR 17.5 million, marking an increase of 3.6 million, all contributed to the *operating profit after tax* of around EUR 28.4 million.

Conversely, in the third quarter of the previous year, the same balance showed an operating loss, after tax, of EUR 5.8 million.

Profit from non-recurring operations after tax

At the end of the third quarter of the year, *profit from non-recurring operations after tax* came to around EUR 16.7 million. The balance was determined, for around EUR 12.4 million by the contribution before tax deriving from the Parent Company's disposal of all financial instruments in the HTM (Held To Maturity) portfolio, consulting fees related to the project for the acquisition of control of Banca Popolare di Spoleto S.p.A. equal to EUR 1.7 million, the impact of IAS implementation on the Solidarity Fund and the voluntary redundancy programme incentive equal to EUR 0.2 million and the income of EUR 9.6 million recorded – provisionally – in application of IFRS 3 (acquisition method) with reference to the accounting balances as at 31 July 2014 (date of end of exercise of Extraordinary Administration lasting 19 months) approved by the Extraordinary Administrators but still not by the Bank of Italy at the date of approval of the consolidated interim report at 30 September 2014.

Lastly, the relative effects of taxes had a total net impact of around EUR 3.4 million on the balances indicated.

At the end of the third quarter of the previous year, non-recurring profit after tax of EUR 1 million was comprised of the capital gain realised from the price adjustment following disposal by the Parent Company at the end of 2012 of its remaining 30% investment in the former associated Chiara Vita S.p.A., equal to EUR 7.2 million and by the capital gain realised on the disposal of the controlling interest in Chiara Assicurazione S.p.A. (from 66.66%

to 32.7%) equal to EUR 4.6 million. Positive effects were also recorded as a result of the change of consolidation method for that company, which became an associate, amounting to around EUR 1.3 million; in addition the impact of estimated one-off expenses was recorded against the total use of funds in implementation of the Group Business Plan 2013-2015, which amounted to EUR 17.7 million before tax. Finally, the balance of non-recurring profit after tax was also determined by the tax effect on said one-off expenses, on the aforementioned capital gains, and as a result of tax redemption pursuant to Italian Law Decree 185/2008 (for the subsidiary Banco Desio Lazio S.p.A.) and goodwill included in the book value of the investment in Fides S.p.A. and recognised to the consolidated financial statements of the Group for about EUR 0.9 million, for an additional total net contribution to the aggregate item of around EUR 5.6 million.

Parent Company Profit (Loss) for the period

The sum of *Operating profit* and the *non-recurring profit*, both after tax, taking into account the minority interest, determined the *Parent Company's Profit for the period*, as at 30 September 2014, of around EUR 45.6 million, versus the negative EUR 4.9 million posted in the same period of the previous year.

In consideration of the entry of Banca Popolare di Spoleto S.p.A., the Group increased the size of its *distribution network* which, at 30 September 2014 consisted of 283 branches, of which 163 of Banco di Desio e della Brianza S.p.A., 21 of the subsidiary Banco Desio Lazio S.p.A. and 99 of the subsidiary Banca Popolare di Spoleto S.p.A.

Following up on the communications already circulated, over the next few months, the distribution network will be rationalised by targeting the competitive positioning of the Parent Company in the north and by concentrating, in the centre, on the branches of the Group operating in Lazio and the Banca Popolare di Spoleto S.p.A. branches present in the Tuscany region.

As at 30 September 2014, the number of Group *employees* rose to 2,478, marking an increase of 718 staff (40.8%), with respect to the final figure at the end of the previous year. The trend is in fact attributable to the entry of Banca Popolare di Spoleto S.p.A. to the Group, which employs 754 staff, with the partial adjustment attributable mainly to the number of employees of the Parent Company who benefitted from the first of the three "windows" for voluntary access to the Solidarity Fund, in consideration of the Resource Programme adopted with regard to the exit plan.

The tables of the consolidated Balance Sheet and Reclassified Income Statement as at 30 September 2014 are herewith attached.

The consolidated interim report is subject to a limited audit as regards the quarterly financial statements used to determine the quarterly profit for the purposes of the calculation of Regulatory Capital (Own Funds) by Deloitte & Touche S.p.A., whose audit is in the process of being completed.

Desio, 13 November 2014

BANCO DI DESIO E DELLA BRIANZA S.p.A. The Chief Executive Officer

The Manager in charge of drawing up the company accounting documents, Mauro Walter Colombo, hereby declares that, pursuant to art. 154-bis, paragraph 2 of the Consolidated Law on Finance, the accounting information contained in this press release corresponds to the company's documents, books and accounting records.

Mauro Walter Colombo

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CONSOLIDATED – Balance Sheet

	Assets			Changes	
	Amounts in thousands of EUR	30.09.2014	31.12.2013	Amount	%
10	Cash and cash equivalents	58,186	29,848	28,338	94.9%
20	Financial assets held for trading	17,961	2,798	15,163	541.9%
40	Financial assets available for sale	2,073,545	1,423,419	650,126	45.7%
50	Financial assets held to maturity		181,568	-181,568	-100.0%
60	Due from banks	243,151	275,848	-32,697	-11.9%
70	Loans to customers	9,870,367	6,955,429	2,914,938	41.9%
80	Hedging derivatives	8,813	5,052	3,761	74.4%
90	Value adjustment of financial assets subject to macro hedging (+/-)	2,058			
100	Equity investments	14,391	13,969	422	n.d.
120	Property, plant and equipment	190,220	144,417	45,803	31.7%
130	Intangible assets	26,403	25,506	897	3.5%
	of which: goodwill	23,533	23,533	0	0.0%
140	Tax assets	196,095	93,856	102,239	108.9%
	a) current	19,735	5,118	14,617	285.6%
	b) prepaid	176,360	88,738	87,622	98.7%
	- as per law 214/2011	160,310	78,225	82,085	104.9%
160	Other assets	221,833	118,581	103,252	87.1%
	Total assets	12,923,023	9,270,291	3,650,674	39.4%
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	Liabilities and Shareholders' Equity		Changes		nges
	Amounts in thousands of EUR	30.09.2014	31.12.2013	Amount	%
10	Due to banks	870,151	438,026	432,125	98.7%
20	Due to customers	7,583,480	5,489,782	2,093,698	38.1%
30	Outstanding securities	2,937,849	2,239,092	698,757	31.2%
40	Financial liabilities held for trading	2,716	480	2,236	465.8%
50	Financial liabilities measured at fair value	28,779	38,617	-9,838	-25.5%
60	Hedging derivatives	6,825	2,894	3,931	135.8%
70	Value adjustment of financial liabilities subject to macro hedging (+/-)	0			
80	Tax liabilities	22,490	14,832	7,658	51.6%
	a) current	4,279	2,825	1,454	51.5%
	b) deferred	18,211	12,007	6,204	51.7%
100	Other liabilities	466,410	164,639	301,771	183.3%
110	Employee severance indemnity	34,829	23,971	10,858	45.3%
120	Provisions for risks and charges	44,621	39,021	5,600	14.4%
	a) pensions and similar obligations	27	27	0	0.0%
	b) other provisions	44,594	38,994	5,600	14.4%
140	Valuation reserves	44,765	30,620	14,145	46.2%
170	Reserves	692,699	709,084	-16,385	-2.3%
180	Share premium	16,145	16,145	0	0.0%
190	Capital	67,705	67,705	0	0.0%
210	Minority interest (+/-)	58,006	221	57,785	n.d.
220	Profit (Loss) for the period (+/-)	45,553	-4,838	50,391	n.d.
	Total Liabilities and Shareholders' Equity	12,923,023	9,270,291	3,652,732	39.4%

CONSOLIDATED - Reclassified Income Statement

Items	Items			Changes	
Amounts in thousands of EUR		30.09.2014	30.09.2013	Amount	%
10+20	Net interest income	162,058	141,992	20,066	14.1%
70	Dividends and similar income	133	117	16	13.7%
	Profits from investments in associated companies	740	591	149	25.2%
40+50	Net commissions	88,994	78,556	10,438	13.3%
	Profit/loss on trading, hedging and disposal/repurchase of fin. assets and				
110	liabilities measured at fair value	39,062	32,281	6,781	21.0%
220	Other operating income/charges	13,096	16,054	-2,958	-18.4%
	Operating income	304,083	269,591	34,492	12.8%
180 a	Personnel expenses	-110,143	-102,006	-8,137	8.0%
180 b	Other administrative expenses	-52,324	-49,657	-2,667	5.4%
200+210	Net adj. to prop., plant and equip. and intangible assets	-7,281	-6,951	-330	4.7%
	Operating charges	-169,748	-158,614	-11,134	7.0%
	Operating margin	134,336	110,977	23,358	21.0%
	Profit (loss) on disposal or repurchase of loans	-448	-503	55	-10.9%
130 a	Net adjustments for impairment of loans	-89,812	-97,763	7,951	-8.1%
130 b	Net adjustments for impairment of financial assets available for sale	17	0	17	
130 d	Net adjustments for impairment of other financial transactions	825	66	759	n.d
190	Net allocations to provisions for risks and charges	1,001	-4,645	5,646	n.d
	Operating profit (loss) before tax	45,919	8,132	37,786	464.6%
290	Income taxes for the period on current operations	-17,542	-13,959	-3,584	25.7%
	Operating profit (loss) after tax	28,376	-5,826	34,203	n.d
240+270	Profit (loss) from investments and disposals of investments Extraordinary provisions for risks and charges, other provisions and	9,645	13,134	-3,489	-26.6%
	expenses / profits from disposal of financial assets held to maturity	10,486	-17,681	28,167	n.d
	Profit (Loss) from non-recurring operations before tax	20,131	-4,547	24,678	n.d
	Income taxes from non-recurring components for the period	-3,440	5,552	-8,991	n.c
	Profit (Loss) from non-recurring operations after tax	16,692	1,004	15,687	n.d
320	Profit (Loss) for the period	45,068	-4,822	49,890	n.d
330	Minority interest	485	-71	556	n.c
340	Parent Company Profit (Loss) for the period	45,553	-4.893	50.446	n.d