

## Results of the 2011 EBA EU-wide stress test: Summary <sup>(1-3)</sup>

Name of the bank: Banca Monte dei Paschi di Siena

Actual results at 31 December 2010	million EUR, %
Operating profit before impairments	2,140
Impairment losses on financial and non-financial assets in the banking book	-1,194
Risk weighted assets <sup>(4)</sup>	109,238
Core Tier 1 capital <sup>(4)</sup>	6,301
Core Tier 1 capital ratio, % <sup>(4)</sup>	5.8%
<b>Additional capital needed to reach a 5 % Core Tier 1 capital benchmark</b>	

Outcomes of the adverse scenario at 31 December 2012, excluding all mitigating actions taken in 2011	%
Core Tier 1 Capital ratio	4.7%

Outcomes of the adverse scenario at 31 December 2012, including recognised mitigating measures as of 30 April 2011	million EUR, %
2 yr cumulative operating profit before impairments	3,809
2 yr cumulative impairment losses on financial and non-financial assets in the banking book	-3,995
2 yr cumulative losses from the stress in the trading book <i>of which valuation losses due to sovereign shock</i>	-369 -201
Risk weighted assets	113,072
Core Tier 1 Capital	7,119
<b>Core Tier 1 Capital ratio (%)</b>	<b>6.3%</b>
<b>Additional capital needed to reach a 5 % Core Tier 1 capital benchmark</b>	

Effects from the recognised mitigating measures put in place until 30 April 2011 <sup>(5)</sup>	
<i>Equity raisings announced and fully committed between 31 December 2010 and 30 April 2011 (CT1 million EUR)</i>	1,841
<i>Effect of government support publicly announced and fully committed in period from 31 December 2010 to 30 April 2011 on Core Tier 1 capital ratio (percentage points of CT1 ratio)</i>	
<i>Effect of mandatory restructuring plans, publicly announced and fully committed in period from 31 December 2010 to 30 April 2011 on Core Tier 1 capital ratio (percentage points of CT1 ratio)</i>	

Additional taken or planned mitigating measures	percentage points contributing to capital ratio
Use of provisions and/or other reserves (including release of countercyclical provisions)	
Divestments and other management actions taken by 30 April 2011	
Other disinvestments and restructuring measures, including also future mandatory restructuring not yet approved with the EU Commission under the EU State Aid rules	
Future planned issuances of common equity instruments (private issuances)	
Future planned government subscriptions of capital instruments (including hybrids)	
Other (existing and future) instruments recognised as appropriate back-stop measures by national supervisory authorities	2.5
Supervisory recognised capital ratio after all current and future mitigating actions as of 31 December 2012, % <sup>(6)</sup>	8.8%

### Notes

- (1) The stress test was carried using the EBA common methodology, which includes a static balance sheet assumption and incorporates regulatory transitional floors, where binding (see <http://www.eba.europa.eu/EU-wide-stress-testing/2011.aspx> for the details on the EBA methodology).
- (2) All capital elements and ratios are presented in accordance with the EBA definition of Core Tier 1 capital set up for the purposes of the EU-wide stress test, and therefore may differ from the definitions used by national supervisory authorities and/or reported by institutions in public disclosures.
- (3) Neither baseline scenario nor the adverse scenario and results of the stress test should in any way be construed as a bank's forecast or directly compared to bank's other published information.
- (4) Full static balance sheet assumption excluding any mitigating management actions, mandatory restructuring or capital raisings post 31 December 2010 (all government support measures and capital raisings fully paid in before 31 December 2010 are included).
- (5) Effects of capital raisings, government support and mandatory restructuring plans publicly announced and fully committed in period from 31 December 2010 to 30 April 2011, which are incorporated in the Core Tier 1 capital ratio reported as the outcome of the stress test.
- (6) The supervisory recognised capital ratio computed on the basis of additional mitigating measures presented in this section. The ratio is based primarily on the EBA definition, but may include other mitigating measures not recognised by the EBA methodology as having impacts in the Core Tier 1 capital, but which are considered by the national supervisory authorities as appropriate mitigating measures for the stressed conditions. Where applicable, such measures are explained in the additional announcements issued by banks/national supervisory authorities. Details of all mitigating measures are presented in the worksheet "3 - Mitigating measures).

## Results of the 2011 EBA EU-wide stress test: Aggregate information and evolution of capital <sup>(1-4)</sup>

Name of the bank: Banca Monte dei Paschi di Siena

All in million EUR, or %

**A. Results of the stress test based on the full static balance sheet assumption** without any mitigating actions, mandatory restructuring or capital raisings post 31 December 2010 (all government support measures fully paid in before 31 December 2010 are included)

Capital adequacy	2010	Baseline scenario		Adverse scenario	
		2011	2012	2011	2012
Risk weighted assets (full static balance sheet assumption)	109,238	109,857	110,058	111,281	113,072
Common equity according to EBA definition	4,401	4,602	4,813	3,818	3,378
of which ordinary shares subscribed by government	0	0	0	0	0
Other existing subscribed government capital (before 31 December 2010)	1,900	1,900	1,900	1,900	1,900
Core Tier 1 capital (full static balance sheet assumption)	6,301	6,502	6,713	5,718	5,278
<b>Core Tier 1 capital ratio (%)</b>	<b>5.8%</b>	<b>5.9%</b>	<b>6.1%</b>	<b>5.1%</b>	<b>4.7%</b>

**B. Results of the stress test recognising capital issuance and mandatory restructuring plans publicly announced and fully committed before 31 December 2010**

Capital adequacy	2010	Baseline scenario		Adverse scenario	
		2011	2012	2011	2012
Risk weighted assets (full static balance sheet assumption)	109,238	109,857	110,058	111,281	113,072
Effect of mandatory restructuring plans, publicly announced and fully committed before 31 December 2010 on RWA (+/-)					
Risk weighted assets after the effects of mandatory restructuring plans publicly announced and fully committed before 31 December 2010	109,238	109,857	110,058	111,281	113,072
Core Tier 1 Capital (full static balance sheet assumption)	6,301	6,502	6,713	5,718	5,278
Effect of mandatory restructuring plans, publicly announced and fully committed before 31 December 2010 on Core Tier 1 capital (+/-)					
Core Tier 1 capital after the effects of mandatory restructuring plans publicly announced and fully committed before 31 December 2010	6,301	6,502	6,713	5,718	5,278
<b>Core Tier 1 capital ratio (%)</b>	<b>5.8%</b>	<b>5.9%</b>	<b>6.1%</b>	<b>5.1%</b>	<b>4.7%</b>

**C. Results of the stress test recognising capital issuance and mandatory restructuring plans publicly announced and fully committed before 30 April 2011**

Capital adequacy	2010	Baseline scenario		Adverse scenario	
		2011	2012	2011	2012
Risk weighted assets after the effects of mandatory restructuring plans publicly announced and fully committed before 31 December 2010	109,238	109,857	110,058	111,281	113,072
Effect of mandatory restructuring plans, publicly announced and fully committed in period from 31 December 2010 to 30 April 2011 on RWA (+/-)					
Risk weighted assets after the effects of mandatory restructuring plans publicly announced and fully committed before 30 April 2011		109,857	110,058	111,281	113,072
of which RWA in banking book		93,760	93,760	94,229	95,060
of which RWA in trading book		6,658	6,658	6,658	6,658
RWA on securitisation positions (banking and trading book)		761	949	1,732	2,692
Total assets after the effects of mandatory restructuring plans publicly announced and fully committed and equity raised and fully committed by 30 April 2011	244,279	246,799	246,799	246,799	246,799
Core Tier 1 capital after the effects of mandatory restructuring plans publicly announced and fully committed before 31 December 2010	6,301	6,502	6,713	5,718	5,278
Equity raised between 31 December 2010 and 30 April 2011		1,221	1,221	1,221	1,221
Equity raisings fully committed (but not paid in) between 31 December 2010 and 30 April 2011		620	620	620	620
Effect of government support publicly announced and fully committed in period from 31 December 2010 to 30 April 2011 on Core Tier 1 capital (+/-)					
Effect of mandatory restructuring plans, publicly announced and fully committed in period from 31 December 2010 to 30 April 2011 on Core Tier 1 capital (+/-)					
Core Tier 1 capital after government support, capital raisings and effects of restructuring plans fully committed by 30 April 2011		8,342	8,553	7,558	7,119
Tier 1 capital after government support, capital raisings and effects of restructuring plans fully committed by 30 April 2011		9,955	10,166	9,171	8,731
Total regulatory capital after government support, capital raisings and effects of restructuring plans fully committed by 30 April 2011		14,957	15,105	14,197	13,673
<b>Core Tier 1 capital ratio (%)</b>	<b>5.8%</b>	<b>7.6%</b>	<b>7.8%</b>	<b>6.8%</b>	<b>6.3%</b>
<b>Additional capital needed to reach a 5% Core Tier 1 capital benchmark</b>					

Profit and losses	2010	Baseline scenario		Adverse scenario	
		2011	2012	2011	2012
Net interest income	3,592	3,661	3,744	3,399	3,555
Trading income	-52	-19	-19	-163	-163
of which trading losses from stress scenarios		-40	-40	-185	-185
of which valuation losses due to sovereign shock				-101	-101
Other operating income <sup>(5)</sup>	120	120	130	120	120
Operating profit before impairments	2,140	2,238	2,327	1,830	1,979
Impairments on financial and non-financial assets in the banking book <sup>(6)</sup>	-1,194	-1,091	-1,108	-1,929	-2,066
Operating profit after impairments and other losses from the stress	946	1,147	1,219	-99	-86
Other income <sup>(5,6)</sup>	432	-256	-256	-256	-256
Net profit after tax <sup>(7)</sup>	985	430	473	-461	-481
of which carried over to capital (retained earnings)	818	344	379	-461	-481
of which distributed as dividends	168	86	95	0	0

	Baseline scenario	Adverse scenario
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Additional information	2010	2011	2012	2011	2012
Deferred Tax Assets <sup>(8)</sup>	3,179	3,179	3,179	3,179	3,179
Stock of provisions <sup>(9)</sup>	8,989	10,080	11,188	10,897	12,942
of which stock of provisions for non-defaulted assets	818	688	610	868	931
of which Sovereigns <sup>(10)</sup>	1	1	1	16	31
of which Institutions <sup>(10)</sup>	12	11	11	27	42
of which Corporate (excluding Commercial real estate)	388	322	285	398	414
of which Retail (excluding Commercial real estate)	299	261	232	307	319
of which Commercial real estate <sup>(11)</sup>	118	93	81	121	125
of which stock of provisions for defaulted assets	8,171	9,392	10,578	10,029	12,010
of which Corporate (excluding Commercial real estate)	4,391	4,867	5,314	5,081	5,844
of which Retail (excluding commercial real estate)	3,611	4,159	4,708	4,364	5,162
of which Commercial real estate	100	262	418	351	608
Coverage ratio (%) <sup>(12)</sup>					
Corporate (excluding Commercial real estate)	41.7%	40.8%	40.8%	41.7%	42.0%
Retail (excluding Commercial real estate)	42.3%	42.0%	42.7%	42.7%	43.3%
Commercial real estate	7.1%	12.9%	16.6%	16.2%	20.9%
Loss rates (%) <sup>(13)</sup>					
Corporate (excluding Commercial real estate)	0.7%	0.7%	0.6%	1.0%	1.1%
Retail (excluding Commercial real estate)	0.7%	0.7%	0.7%	1.0%	1.1%
Commercial real estate	0.7%	0.7%	0.7%	1.1%	1.2%
Funding cost (bps)	114			192	270

#### D. Other mitigating measures (see Mitigating measures worksheet for details), million EUR <sup>(14)</sup>

All effects as compared to regulatory aggregates as reported in Section C	Baseline scenario		Adverse scenario	
	2011	2012	2011	2012
A) Use of provisions and/or other reserves (including release of countercyclical provisions), capital ratio effect <sup>(6)</sup>				
B) Divestments and other management actions taken by 30 April 2011, RWA effect (+/-)				
B1) Divestments and other business decisions taken by 30 April 2011, capital ratio effect (+/-)				
C) Other disinvestments and restructuring measures, including also future mandatory restructuring not yet approved with the EU Commission under the EU State Aid rules, RWA effect (+/-)				
C1) Other disinvestments and restructuring measures, including also future mandatory restructuring not yet approved with the EU Commission under the EU State Aid rules, capital ratio effect (+/-)				
D) Future planned issuances of common equity instruments (private issuances), capital ratio effect				
E) Future planned government subscriptions of capital instruments (including hybrids), capital ratio effect				
F) Other (existing and future) instruments recognised as appropriate back-stop measures by national supervisory authorities, RWA effect (+/-)				
F1) Other (existing and future) instruments recognised as appropriate back-stop measures by national supervisory authorities, capital ratio effect (+/-)				
Risk weighted assets after other mitigating measures (B+C+F)	2,850	2,850	2,850	2,850
Capital after other mitigating measures (A+B1+C1+D+E+F1)	109,857	110,058	111,281	113,072
Supervisory recognised capital ratio (%) <sup>(15)</sup>	11,192	11,403	10,408	9,969
	<b>10.2%</b>	<b>10.4%</b>	<b>9.4%</b>	<b>8.8%</b>

#### Notes and definitions

(1) The stress test was carried using the EBA common methodology, which includes a static balance sheet assumption (see <http://www.eba.europa.eu/EU-wide-stress-testing/2011.aspx> for the details on the EBA methodology).

(2) All capital elements and ratios are presented in accordance with the EBA definition of Core Tier 1 capital set up for the purposes of the EU-wide stress test, and therefore may differ from the definitions used by national supervisory authorities and/or reported by institutions in public disclosures.

(3) Neither baseline scenario nor the adverse scenario and results of the stress test should in any way be construed as a bank's forecast or directly compared to bank's other published information.

(4) Regulatory transitional floors are applied where binding. RWA for credit risk have been calculated in accordance with the EBA methodology assuming an additional floor imposed at a level of RWA, before regulatory transitional floors, for December 2010 for both IRB and STA portfolios.

(5) Banks are required to provide explanations of what "Other operating income" and "Other income" constitutes for.

Composition of "Other operating income" and "Other income":

- "Other operating income": net dividend income +91,8 mln; net losses from hedging -0,6 mln; gains on disposal of assets +59,4; net losses from financial assets and liabilities designated at fair value through profit and loss -30,4 mln.

- "Other income": In 2010 the "ordinary other income" item was equal to a loss of 256 mln, composed by 24% risks provisions, 34% by other income (as robbery charges, depreciation expenses for leasehold improvements, transactions for lawsuits) and 43% Purchase price allocation effect.

During the same period the extraordinary component was equal to an income of 688 mln. Therefore, the 2011-2012 Forecast estimate was made comparable eliminating these extraordinary operations and kept stable for the following two years (as instructions provided).

(6) If under the national legislation, the release of countercyclical provisions and/or other similar reserves is allowed, this figure for 2010 could be included either in rows "Impairments on financial assets in the banking book" or "Other income" for 2010, whereas under the EU-wide stress test methodology such release for 2011-2012 should be reported in Section D as other mitigating measures.

(7) Net profit includes profit attributable to minority interests.

(8) Deferred tax assets as referred to in paragraph 69 of BCBS publication dated December 2010: "Basel 3 – a global regulatory framework for more resilient banks and banking systems".

(9) Stock of provisions includes collective and specific provisions as well as countercyclical provisions, in the jurisdictions, where required by the national legislation.

(10) Provisions for non-defaulted exposures to sovereigns and financial institutions have been computed taking into account benchmark risk parameters (PDs and LGDs) provided by the EBA and referring to external credit ratings and assuming hypothetical scenario of rating agency downgrades of sovereigns.

(11) For definition of commercial real estate please refer to footnote (5) in the worksheet "4 - EADs".

(12) Coverage ratio = stock of provisions on defaulted assets / stock of defaulted assets expressed in EAD for the specific portfolio.

(13) Loss rate = total impairment flow (specific and collective impairment flow) for a year / total EAD for the specific portfolio (including defaulted and non-defaulted assets but excluding securitisation and counterparty credit risk exposures).

(14) All elements are reported net of tax effects.

(15) The supervisory recognised capital ratio computed on the basis of additional mitigating measures presented in this section. The ratio is based primarily on the EBA definition, but may include other mitigating measures not recognised by the EBA methodology as having impacts in the Core Tier 1 capital, but which are considered by the national supervisory authorities as appropriate mitigating measures for the stressed conditions. Where applicable, such measures are explained in the additional announcements issued by banks/national supervisory authorities. Details of all mitigating measures are presented in the worksheet "3 - Mitigating measures".

## Results of the 2011 EBA EU-wide stress test: Composition of capital as of 31 December 2010

Name of the bank: Banca Monte dei Paschi di Siena

Situation at December 2010	December 2010		References to COREP reporting
	Million EUR	% RWA	
<b>A) Common equity before deductions (Original own funds <u>without hybrid instruments and government support measures other than ordinary shares</u>) (+)</b>	<b>5,262</b>	4.8%	COREP CA 1.1 - hybrid instruments and government support measures other than ordinary shares
Of which: (+) eligible capital and reserves	12,775	11.7%	COREP CA 1.1.1 + COREP line 1.1.2.1
Of which: (-) intangibles assets (including goodwill)	-7,472	-6.8%	Net amount included in T1 own funds (COREP line 1.1.5.1)
Of which: (-/+) adjustment to valuation differences in other AFS assets <sup>(1)</sup>	855	0.8%	Prudential filters for regulatory capital (COREP line 1.1.2.6.06)
<b>B) Deductions from common equity (Elements deducted from original own funds) (-)</b>	<b>-861</b>	-0.8%	COREP CA 1.3.T1* (negative amount)
Of which: (-) deductions of participations and subordinated claims	-170	-0.2%	Total of items as defined by Article 57 (l), (m), (n) (o) and (p) of Directive 2006/48/EC and deducted from original own funds (COREP lines from 1.3.1 to 1.3.5 included in line 1.3.T1*)
Of which: (-) securitisation exposures not included in RWA	0	0.0%	COREP line 1.3.7 included in line 1.3.T1*
Of which: (-) IRB provision shortfall and IRB equity expected loss amounts (before tax)	-691	-0.6%	As defined by Article 57 (q) of Directive 2006/48/EC (COREP line 1.3.8 included in 1.3.T1*)
<b>C) Common equity (A+B)</b>	<b>4,401</b>	4.0%	
Of which: ordinary shares subscribed by government	0	0.0%	Paid up ordinary shares subscribed by government
<b>D) Other Existing government support measures (+)</b>	<b>1,900</b>	1.7%	
<b>E) Core Tier 1 including existing government support measures (C+D)</b>	<b>6,301</b>	5.8%	Common equity + Existing government support measures included in T1 other than ordinary shares
<b>Difference from benchmark capital threshold (CT1 5%)</b>	<b>839</b>	0.8%	Core tier 1 including government support measures - (RWA*5%)
<b>F) Hybrid instruments not subscribed by government</b>	<b>2,842</b>	2.6%	Net amount included in T1 own funds (COREP line 1.1.4.1a + COREP lines from 1.1.2.2**01 to 1.1.2.2**05 + COREP line 1.1.5.2a (negative amount)) not subscribed by government
<b>Tier 1 Capital (E+F) (Total original own funds for general solvency purposes)</b>	<b>9,142</b>	8.4%	COREP CA 1.4 = COREP CA 1.1 + COREP CA 1.3.T1* (negative amount)
<b>Tier 2 Capital (Total additional own funds for general solvency purposes)</b>	<b>5,456</b>	5.0%	COREP CA 1.5
<b>Tier 3 Capital (Total additional own funds specific to cover market risks)</b>	<b>0</b>	0.0%	COREP CA 1.6
<b>Total Capital (Total own funds for solvency purposes)</b>	<b>14,144</b>	12.9%	COREP CA 1
<b>Memorandum items</b>			
Amount of holdings, participations and subordinated claims in credit, financial and insurance institutions <u>not deducted for the computation of core tier 1</u> but deducted for the computation of total own funds	625	0.6%	Total of items as defined by Article 57 (l), (m), (n) (o) and (p) of Directive 2006/48/EC not deducted for the computation of original own funds
Amount of securitisation exposures not included in RWA and <u>not deducted for the computation of core tier 1</u> but deducted for the computation of total own funds	0	0.0%	Total of items as defined by Article 57 (r) of Directive 2006/48/EC not deducted for the computation of original own funds
Deferred tax assets <sup>(2)</sup>	3,179	2.9%	As referred to in paragraph 69 of BCBS publication dated December 2010 : "Basel 3 – a global regulatory framework for more resilient banks and banking systems"
Minority interests (excluding hybrid instruments) <sup>(2)</sup>	142	0.1%	Gross amount of minority interests as defined by Article 65 1. (a) of Directive 2006/48/EC
Valuation differences eligible as original own funds (-/+) <sup>(3)</sup>	7	0.0%	COREP line 1.1.2.6

### Notes and definitions

(1) The amount is already included in the computation of the eligible capital and reserves and it is provided separately for information purposes.

(2) According to the Basel 3 framework specific rules apply for the treatment of these items under the Basel 3 framework, no full deduction is required for the computation of common equity.

(3) This item represents the impact in original own funds of valuation differences arising from the application of fair value measurement to certain financial instruments (AFS/FVO) and property assets after the application of prudential filters.

## Results of the 2011 EBA EU-wide stress test: Overview of mitigating measures <sup>(1-2)</sup>

Name of the bank: Banca Monte dei Paschi di Siena

### Use of countercyclical provisions, divestments and other management actions

Please fill in the table using a separate row for each measure	Narrative description	Date of completion (actual or planned for future issuances)	Capital / P&L impact (in million EUR)	RWA impact (in million EUR)	Capital ratio impact (as of 31 December 2012) %
<b>A) Use of provisions and/or other reserves</b> (including release of countercyclical provisions), <sup>(3)</sup>					
<b>B) Divestments and other management actions taken by 30 April 2011</b>					
1)					
2)					
<b>C) Other disinvestments and restructuring measures, including also future mandatory restructuring not yet approved with the EU Commission under the EU State Aid rules</b>					
1)					
2)					

### Future capital raisings and other back stop measures

Please fill in the table using a separate row for each measure	Date of issuance (actual or planned for future issuances, dd/mm/yy)	Amount  (in million EUR)	Maturity  (dated/ undated) <sup>(4)</sup>	Loss absorbency in going concern  (Yes/No)	Flexibility of payments (capacity to  (Yes/No)	Permanence (Undated and without incentive to redeem)  (Yes/No)	Conversion clause (where appropriate)			
							Nature of conversion  (mandatory/ discretionary)	Date of conversion  (at any time/from a specific date: dd/mm/yy)	Triggers  (description of the triggers)	Conversion in common equity  (Yes/No)
<b>D) Future planned issuances of common equity instruments (private issuances)</b>										
<b>E) Future planned government subscriptions of capital instruments (including hybrids)</b>										
1) Denomination of the instrument										
2)										
<b>F) Other (existing and future) instruments recognised as back stop measures by national supervisory authorities (including hybrids)</b>										
1) Ordinary Shares with other arrangements.	April, 2008	950	boundary contract.	Yes	No	Yes				
2) Government support bond "so called" Tremonti Bond	December 2009	1,900	undated	Yes	Yes	No	Discretionary	December 2012		Yes

#### Notes and definitions

(1) The order of the measures follows the order of mitigating measures reported in the Section D of the worksheet "1 - Aggregate information".

(2) All elements are reported net of tax effects.

(3) If under the national legislation, the release of countercyclical provisions and/or other similar reserves is allowed, this figure for 2010 could be included either in rows "Impairments on financial assets in the banking book" or "Other income" for 2010, whereas under the EU-wide stress test methodology such release for 2011-2012 should be reported in Section D of the worksheet "1- Aggregate information" as other mitigating measures and explained in this worksheet.

(4) If dated please insert the maturity date (dd/mm/yy) otherwise specify undated.

Results of the 2011 EBA EU-wide stress test: Credit risk exposures (EAD - exposure at default), as of 31 December 2010, min EUR, <sup>(1-9)</sup>

Name of the bank: Banca Monte dei Paschi di Siena

All values in million EUR, or %

	Non-defaulted exposures								Defaulted exposures (excluding sovereign)	Total exposures <sup>(7)</sup>	
	Institutions	Corporate (excluding commercial real estate)	Retail (excluding commercial real estate)				Commercial Real Estate				
			of which Residential mortgages	of which Revolving	of which SME	of which other	Loan to Value (LTV) ratio (%) <sup>(6)</sup>				
			Loan to Value (LTV) ratio (%) <sup>(6)</sup>								
Austria			0								
Belgium			0								
Bulgaria			0								
Cyprus			0								
Czech Republic			0								
Denmark			0								
Estonia			0								
Finland			0								
France			0								
Germany			0								
Greece			0								
Hungary			0								
Iceland			0								
Ireland			0								
Italy	12,074	60,482	64,817	43,850	50	37	20,930	20,483	41	20,684	205,346
Latvia			0								
Liechtenstein			0								
Lithuania			0								
Luxembourg			0								
Malta			0								
Netherlands			0								
Norway			0								
Poland			0								
Portugal			0								
Romania			0								
Slovakia			0								
Slovenia			0								
Spain			0								
Sweden			0								
United Kingdom			0								
United States			0								
Japan			0								
Other non EEA non Emerging countries			0								
Asia			0								
Middle and South America			0								
Eastern Europe non EEA			0								
Others			0								
<b>Total</b>	<b>12,074</b>	<b>60,482</b>	<b>64,817</b>	<b>43,850</b>		<b>37</b>	<b>20,930</b>	<b>20,483</b>		<b>20,684</b>	<b>205,346</b>

Notes and definitions

(1) EAD - Exposure at Default or exposure value in the meaning of the CRD.

(2) The EAD reported here are based on the methodologies and portfolio breakdowns used in the 2011 EU-wide stress test, and hence may differ from the EAD reported by banks in their Pillar 3 disclosures, which can vary based on national regulation. For example, this would affect breakdown of EAD for real estate exposures and SME exposures.

(3) Breakdown by country and macro area (e.g. Asia) when EAD >=5%. In any case coverage 100% of total EAD should be ensured (if exact mapping of some exposures to geographies is not possible, they should be allocated to the group "others").

(4) The allocation of countries and exposures to macro areas and emerging/non-emerging is according to the IMF WEO country groupings. See: <http://www.imf.org/external/pubs/ft/weo/2010/01/weodata/groups.htm>

(5) Residential real estate property which is or will be occupied or let by the owner, or the beneficial owner in the case of personal investment companies, and commercial real estate property, that is, offices and other commercial premises, which are recognised as eligible collateral in the meaning of the CRD, with the following criteria, which need to be met:

(a) the value of the property does not materially depend upon the credit quality of the obligor. This requirement does not preclude situations where purely macro economic factors affect both the value of the property and the performance of the borrower; and

(b) the risk of the borrower does not materially depend upon the performance of the underlying property or project, but rather on the underlying capacity of the borrower to repay the debt from other sources. As such, repayment of the facility does not materially depend on any cash flow generated by the underlying property serving as collateral.

(6) Loan to value ratio - ratio of EAD to the market value of real estate used as collateral for such exposures. Given the different methodologies applied to assessing the value, the bank is required to explain the computation of the ratio. In particular

(a) whether collateral values is marked-to-market or any other valuation method is used, (b) whether the amount has been adjusted for principal repayments, and (c) how guarantees other than the underlying property are treated.

**Definition of Loan to Value ratio used: The "loan to value" is calculated as the simple mean of the ratios between the remaining debt and the value of the real estate determined by an independent expert in relation with the lending process, without considering the presence of additional collateral.**

**On the date of 31/12/2010 this value happens to be highest (about 5 percentage points) than you would get using to calculate the simple mean the ratios between the remaining debt and the value of the revalued/devalued real estate defined with the data provided by one of the major player in the Italian real estate market (Nomisma).**

(7) Total exposures is the total EAD according to the CRD definition based on which the bank computes RWA for credit risk. Total exposures, in addition to the exposures broken down by regulatory portfolios in this table, include EAD for securitisation transactions, counterparty credit risk, sovereigns, guaranteed by sovereigns, public sector entities and central banks.









Residual Maturity	Country/Region	GROSS DIRECT LONG EXPOSURES (accounting value gross of specific provisions)		NET DIRECT POSITIONS (gross exposures (long) net of cash short position of sovereign debt to other counterparties only where there is maturity matching)				DIRECT SOVEREIGN EXPOSURES IN DERIVATIVES Net position at fair values (Derivatives with positive fair value + Derivatives with negative fair value)	INDIRECT SOVEREIGN EXPOSURES IN THE TRADING BOOK Net position at fair values (Derivatives with positive fair value + Derivatives with negative fair value)
			of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Trading book <sup>(3)</sup>		
		0	0	0	0	0	0	0	0
3M	Other non EEA non Emerging countries	5	5	0					
1Y		0		0			0		
2Y				0					
3Y				0					
5Y				0					
10Y				0					
15Y		5	5	0	0	0	0	0	
3M	Asia	0	0	0					
1Y				0					
2Y				0					
3Y				0					
5Y				0					
10Y				0					
15Y		0		0			0		
		0	0	0	0	0	0	0	
3M	Middle and South America	7		7			7		
1Y			1		1			1	
2Y			1						
3Y			0		0			0	
5Y			1		1			1	
10Y									
15Y		7		7			7		
		17	0	16	0	0	16	0	
3M	Eastern Europe non EEA	13	6	6			6		
1Y			1		1			1	
2Y			0		0			0	
3Y					0			0	
5Y			21		21	21		0	0
10Y			0		0			0	
15Y		10		10			4		
		45	6	38	21	0	11	0	
3M	Others								
1Y									
2Y									
3Y									
5Y									
10Y									
15Y		0	0	0	0	0	0	0	
	<b>TOTAL</b>	<b>33,759</b>	<b>8,016</b>	<b>33,209</b>	<b>18,322</b>	<b>0</b>	<b>6,462</b>	<b>17</b>	<b>-10</b>

**Notes and definitions**

(1) The allocation of countries and exposures to macro areas and emerging/non-emerging is according to the IMF WEO country groupings. See: <http://www.imf.org/external/pubs/ft/weo/2010/01/weodata/groups.htm>

(2) The exposures reported in this worksheet cover only exposures to central and local governments on immediate borrower basis, and do not include exposures to other counterparties with full or partial government guarantees (such exposures are however included in the total EAD reported in the worksheet "4 - EADs").

(3) According to the EBA methodologies, for the trading book assets banks have been allowed to offset only cash short positions having the same maturities (paragraph 202 of the Methodological note).