



**MONTE
DEI PASCHI
DI SIENA**
BANCA DAL 1472

GROUP PROFILE

HISTORY

1472

MONTE DEI PASCHI DI SIENA, CONSIDERED TO BE THE OLDEST BANK IN THE WORLD, WAS FOUNDED IN 1472 AS A "MONTE PIO" (PAWN AGENCY) AT THE BEHEST OF THE MAGISTRATES OF THE REPUBLIC OF SIENA TO GIVE AID TO THE MORE UNDERPRIVILEGED CLASSES OF THE POPULATION DURING A TIME OF PARTICULAR HARDSHIP FOR THE LOCAL ECONOMY.

ITS ACTIVITY, CONTINUING THE GREAT TRADING AND LENDING TRADITIONS OF THE CITY OF SIENA, EVOLVED RAPIDLY TOWARDS TYPICAL BANKING OPERATIONS, ESPECIALLY AFTER THE REFORMS OF 1568 AND 1624.

1624

THE CHARTER OF 1624 LAUNCHED THE ADOPTION OF PROGRESSIVE OPERATING STRUCTURES, WHICH BOUND THE ACTIVITY OF THE MONTE EVEN MORE CLOSELY TO THE ECONOMY OF THE AREA WHERE IT WAS PRESENT.

AS A RESULT OF THIS REFORM, THE BANK CHANGED ITS NAME TO MONTE DEI PASCHI, BY WHICH IT IS STILL KNOWN TODAY; ON THIS OCCASION, GRAND DUKE FERDINAND II OF TUSCANY GRANTED THE MONTE'S DEPOSITORS A STATE GUARANTEE, ENTAILING FOR THIS PURPOSE THE REVENUES FROM THE STATE-OWNED PASTURE LANDS IN THE MAREMMA (KNOWN AS THE "PASCHI").

MONTE DEI PASCHI GRADUALLY EXTENDED ITS ACTIVITY TO LARGER AND LARGER AREAS OF TUSCANY AND, AT THE TIME OF ITALIAN UNIFICATION, IT WAS ONE OF THE MOST SOLID BANKS IN THE COUNTRY, INITIATING NEW ACTIVITIES INCLUDING LAND CREDIT, A FIRST FOR ITALY.

1936

MONTE DEI PASCHI DI SIENA, IN RECOGNITION OF ITS PUBLIC JURIDICAL STATUS, WAS OFFICIALLY DECLARED A PUBLIC-LAW CREDIT INSTITUTION AND RECEIVED A NEW CHARTER, WHICH - WITH SOME LATER MODIFICATIONS - REMAINED IN EFFECT UNTIL 1995, WHEN THE BANK WAS PROFOUNDLY TRANSFORMED ON THE INSTITUTIONAL LEVEL.



HISTORY

1995

A DECREE BY THE MINISTER OF THE TREASURY DATED 8 AUGUST 1995 GAVE BIRTH TO TWO ENTITIES: THE FONDAZIONE MONTE DEI PASCHI DI SIENA AND THE BANCA MONTE DEI PASCHI DI SIENA S.P.A.

THE FOUNDATION HAS AS ITS STATUTORY PURPOSE THE PURSUIT OF AIMS OF AID AND CHARITY AS WELL AS OF SOCIAL BENEFIT IN THE SECTORS OF SCIENTIFIC RESEARCH, EDUCATION, HEALTH CARE AND THE ARTS, ESPECIALLY IN THE CITY AND PROVINCE OF SIENA, AND IS THE DIRECT HEIR OF THE ORIGINAL MONTE, A PUBLIC LAW INSTITUTION.

THE SECOND IS THE BANK PROPER AND THE LEADER OF THE GROUP, CARRYING OUT ACTIVITIES OF CREDIT, FINANCE AND INSURANCE.

1999

ON 25 JUNE 1999 THE BANCA MONTE DEI PASCHI DI SIENA WAS QUOTED ON THE MILAN STOCK EXCHANGE, MARKING A FUNDAMENTAL MILESTONE IN THE PROCESS OF CONSOLIDATING THE GROUP'S SIZE AND COMPETITIVENESS.

2008

ACQUISITION OF BANCA ANTONVENETA, A COMPANY FOUNDED BY A PROCESS OF MERGERS AND AGGREGATION OF BANKS WITH STRONG TERRITORIAL ROOTS, WHICH ENABLED IT TO TRANSFORM ITSELF FROM A SMALL REGIONAL BANK TO A BANK OF NATIONAL IMPORTANCE, WHILE MAINTAINING, AT THE SAME TIME, A CLOSE RELATIONSHIP WITH LOCAL COMMUNITIES AND PLAYING AN ACTIVE ROLE IN SUPPORTING AND ENHANCING THE ECONOMIC FABRIC IN WHICH IT OPERATES.



THE BANK

- FOUNDED IN 1472, BANCA MONTE DEI PASCHI DI SIENA IS CONSIDERED TO BE THE OLDEST BANK IN THE WORLD. TODAY IT LEADS ONE OF THE MAJOR ITALIAN BANKING GROUPS WITH SIGNIFICANT MARKET SHARES IN ALL AREAS OF BUSINESS.
- THE MONTEPASCHI GROUP IS ACTIVE ACROSS ITALY AND IN THE MAJOR INTERNATIONAL FINANCIAL MARKETS WITH OPERATIONS RANGING FROM TRADITIONAL BANKING ACTIVITIES TO PRIVATE BANKING, DIGITAL BANKING (WITH THE ONLINE BANK WIDIBA) AND CORPORATE FINANCING (PROJECT FINANCE AND MERCHANT BANKING) AS WELL AS A STRONG FOCUS ON HOUSEHOLD ACCOUNTS AND SMALL AND MEDIUM ENTERPRISES.
- THE MONTEPASCHI GROUP'S ORGANISATIONAL MODEL IS BASED UPON FOUR PILLARS:
 - A CENTRAL STRUCTURE FOR DIRECTIONAL AND ADMINISTRATIVE COORDINATION REPRESENTED BY THE PARENT COMPANY, WHICH ALSO CARRIES OUT OPERATIONAL ACTIVITIES ON BEHALF OF THE COMMERCIAL NETWORK;
 - A PRODUCTION STRUCTURE, MADE UP OF THE PRODUCT COMPANIES, DEVOTED TO THE DEVELOPMENT OF SPECIALISED FINANCIAL INSTRUMENTS TO OFFER TO THE MARKET;
 - A DISTRIBUTION STRUCTURE, MADE UP OF THE BUSINESS UNITS, MAINLY REPRESENTED BY THE BRANCHES OF THE BANK AND THE SPECIALIST CENTRES OF THE PARENT COMPANY;
 - A SERVICE STRUCTURE, MADE UP OF THE COMPANIES AND OFFICES IN CHARGE OF INFORMATION TECHNOLOGY, REAL ESTATE AND OTHER BUSINESS SUPPORT ACTIVITIES.



GROUP OVERVIEW

KEY FIGURES AS AT 31/03/2017

EMPLOYEES	25,493
BRANCHES IN ITALY	1,861
CUSTOMERS	≅ 5 MILLION
TOTAL ASSETS (MLN €)	148,804.6
GROUP NET EQUITY (MLN €)	6,041.9
TOTAL REVENUES (MLN €)	933.2



BUSINESS MODEL

BANCA MPS HAS RADICALLY TRANSFORMED ITS WAY OF BANKING AND, THEREFORE, ITS OWN BUSINESS MODEL. THE CAPABILITIES AND SKILLS GOVERNING THIS CHANGE HAVE BEEN IMPLEMENTED AND FOCUS HAS BEEN PLACED ON THE CUSTOMER, CUSTOMER RELATIONS, QUALITY, EFFICIENCY AND ALL INTANGIBLE AND NON-FINANCIAL CAPITAL , THE REAL DRIVERS OF BUSINESS DEVELOPMENT.



SHARE OWNERSHIP

AS AT **31 MARCH 2017**, BANCA MONTE DEI PASCHI DI SIENA'S **SHARE CAPITAL** AMOUNTED TO **EUR 7,365,674,050.07**, BROKEN DOWN INTO **29,320,798 ORDINARY SHARES**, FOLLOWING IMPLEMENTATION OF THE DECISION TO REDUCE SHARE CAPITAL AND CARRY OUT A REVERSE SPLIT OF ORDINARY BMPS STOCK, AS APPROVED BY THE EXTRAORDINARY MEETING OF SHAREHOLDERS ON 24 NOVEMBER 2016.

ACCORDING TO THE COMMUNICATIONS RECEIVED PURSUANT TO THE APPLICABLE LEGISLATION AND BASED ON OTHER INFORMATION AVAILABLE, THE **ENTITIES THAT, AS AT 31 MARCH 2017**, DIRECTLY AND/OR INDIRECT **HOLD ORDINARY SHARES REPRESENTING A SHAREHOLDING EXCEEDING 3% OF THE ISSUER'S SHARE CAPITAL** AND THAT DO NOT FALL UNDER THE CASES OF EXEMPTION SET FORTH IN ARTICLE 119-BIS OF THE ISSUERS' REGULATION, AS WELL AS ON THE BASIS OF WHAT IS SET FORTH ON THE CONSOB INSITUATIONAL WEBSITE, ARE AS FOLLOWS:

BREAKDOWN OF THE BANK'S SHARE CAPITAL AS AT 30.09.2016

SHAREHOLDER	% OF OUTSTANDING ORDINARY SHARES*
MINISTRY OF ECONOMY AND FINANCE	4.024%
AXA S.A.*	3.170%



CORPORATE GOVERNANCE

BOARD OF DIRECTORS	
ALESSANDRO FALCIAI	CHAIRPERSON
ROBERTO ISOLANI	DEPUTY CHAIRMAN
MARCO MORELLI	MANAGING DIRECTOR
STEFANIA BARIATTI	DIRECTOR - INDEPENDENT
FIGRELLA BIANCHI	DIRECTOR
DANIELE BONVICINI	DIRECTOR - INDEPENDENT
LUCIA CALVOSA	DIRECTOR - INDEPENDENT
MARIA ELENA CAPPELLO	DIRECTOR - INDEPENDENT
BÉATRICE DEROUVROY BERNARD	DIRECTOR
MASSIMO EGIDI	DIRECTOR - INDEPENDENT
FIGRELLA KOSTORIS	DIRECTOR - INDEPENDENT
STEFANIA TRUZZOLI	DIRECTOR - INDEPENDENT
ANTONINO TURICCHI	DIRECTOR



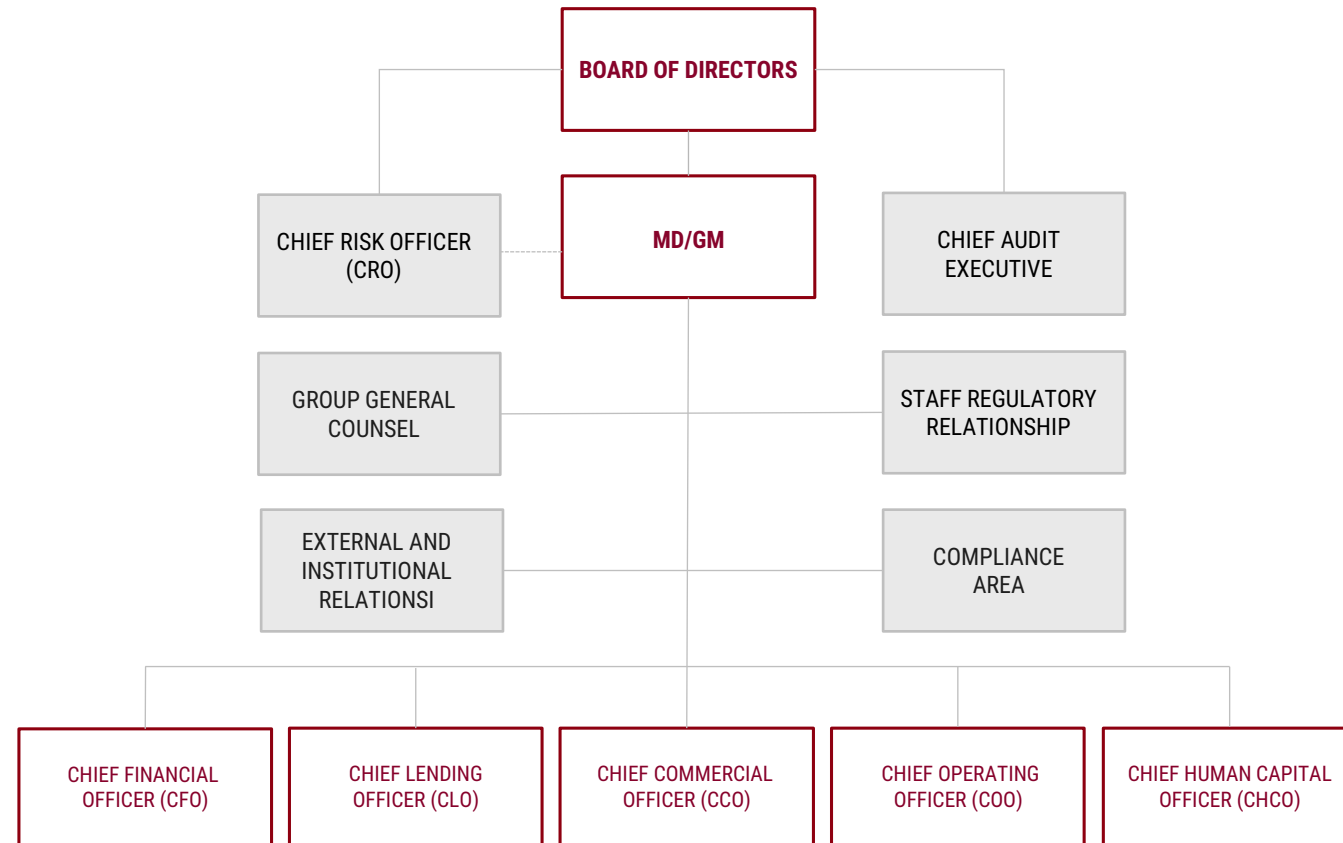
BOARD OF STATUTORY AUDITORS

ELENA CENDERELLI	CHAIRPERSON
ANNA GIRELLO	AUDITOR
PAOLO SALVADORI	AUDITOR
GABRIELLA CHERSICLA	ALTERNATE AUDITOR
CARMELA REGINA SILVESTRI	ALTERNATE AUDITOR



ORGANISATION

ORGANISATIONAL CHART OF THE PARENT COMPANY'S GENERAL MANGEMENT DIVISION AS AT 25.10.2016





MAIN COMPANIES OF THE GROUP

COMPANY	ACTIVITIES
 <p>MONTE DEI PASCHI DI SIENA BANCA DAL 1472</p>	<p>BANCA MONTE DEI PASCHI DI SIENA AND ITS SUBSIDIARIES OPERATE IN THE DIFFERENT SEGMENTS OF THE BANKING AND FINANCIAL INDUSTRY, WITH ACTIVITIES RANGING FROM TRADITIONAL BANKING TO SPECIAL PURPOSE LOANS, ASSET MANAGEMENT, BANKASSURANCE, CONSUMER CREDIT AND INVESTMENT BANKING. THE BANK PERFORMS FUNCTIONS OF DIRECTION, COORDINATION AND CONTROL OVER THE GROUP'S COMPANIES, AS PART OF THE MORE GENERAL GUIDELINES SET OUT BY THE BOARD OF DIRECTORS IN COMPLIANCE WITH BANK OF ITALY INSTRUCTIONS AND IN THE INTEREST OF THE GROUP'S STABILITY.</p>
 <p>MPS FIDUCIARIA GRUPPOMONTEPASCHI</p>	<p>MONTE PASCHI FIDUCIARIA AIMS TO MEET THE NEEDS OF INDIVIDUALS AND LEGAL ENTITIES WISHING TO HAVE THEIR ASSETS MANAGED WITH THE UTMOST CONFIDENTIALITY. MONTE PASCHI FIDUCIARIA MAY TAKE ON THE CUSTODY OF ASSETS IN ITS CAPACITY AS TRUSTEE AND ACT AS A PROTECTOR IN TRUSTS.</p>
 <p>MPS CAPITAL SERVICES GRUPPOMONTEPASCHI</p>	<p>MPS CAPITAL SERVICES BANCA PER LE IMPRESE PROVIDES CUSTOMERS WITH SOLUTIONS TO FINANCIAL AND CREDIT ISSUES, FOCUSING ITS BUSINESS ON MEDIUM-LONG TERM CREDIT FACILITIES, SPECIAL-PURPOSE LOANS, CORPORATE FINANCE, CAPITAL MARKETS AND STRUCTURED FINANCE.</p>
 <p>MPS LEASING & FACTORING GRUPPOMONTEPASCHI</p>	<p>MPS LEASING & FACTORING IS THE GROUP BANK SPECIALISED IN DEVELOPING AN OFFER OF INTEGRATED LEASING AND FACTORING PACKAGES FOR BUSINESSES, ARTISANS AND PROFESSIONALS.</p>



MAIN COMPANIES OF THE GROUP

COMPANY	ACTIVITIES
	<p>WIDIBA (WISE-DIALOG-BANKING) IS THE GROUP'S DIRECT BANK THAT COMBINES A SELF-SERVICE OFFER WITH THE EXPERTISE OF MPS'S NETWORK OF FINANCIAL ADVISORS.</p>
	<p>THE <i>CONSORZIO OPERATIVO</i> IS THE CENTRE FOR THE DEVELOPMENT AND MANGEMENT OF ICT AND TELECOMMUNICATION SYSTEMS.</p>
	<p>MONTE PASCHI BANQUE SA IS THE GROUP'S BANK THAT SUPPORTS COMMERCIAL TRADE AND INVESTMENTS OF ITALIAN COMPANIES IN FRANCE.</p>
	<p>BANCA MONTE PASCHI BELGIO SA IS THE GROUP'S BANK THAT SUPPORTS COMMERCIAL TRADE AND INVESTMENTS OF ITALIAN COMPANIES IN BELGIUM.</p>



