

BANCA AKROS - BOARD APPROVES H1 2012 RESULTS

- **Income before taxes of 14.7 million euro (+13% on H1 2011), thanks to net income from banking activities of 44.7 million euro (+1.7%) and operating expenses of 29.7 million euro (-4.1%)**
- **Core Tier 1 ratio of 19%**
- **Banca Akros maintains its high rankings in market making and brokerage of bonds (2nd place on the DomesticMOT, EuroMOT and EuroTLX) and equities (5th place on Italian Stock Exchange)**

Milan, 31 July 2012 - The Board of Directors of **Banca Akros** - the Investment and Private Bank of the Banca Popolare di Milano Group - chaired by Graziano Tarantini and led by the Chief Executive Officer Marco Turrina, has approved the interim financial statements as of 30 June 2012.

In the difficult scenario in which the Bank had to operate, management's approach was based on principles of prudence in taking on and managing risks, while consolidating the Bank's presence in the main markets where it operates, as reflected in the relevant market shares.

Operations in the Bank's areas of specialisation (market making and trading, brokerage, corporate finance/capital markets and private banking), together with the reduction in operating expenses (-4.1% compared with H1 2011), allowed for the achievement of a higher profit than in H1 2011 – which had not been affected by the turbulences in financial markets of the second half of last year – and to confirm adequate capital and liquidity ratios.

Market making in **bonds and government securities** remains relevant, with over 37 billion euros of securities traded, as well as market making in **equity derivatives**. During the first half, opportunities were taken to enhance and optimize the risk/return profile of the Bank's own securities portfolio, while the treasury ensured timely management of the Bank's funding requirements. The Bank also offered corporate and institutional counterparties hedging instruments for **interest rate** risks (trading notional volumes in excess of 13 billion euro), **FX** risks (55 billion euro) and commodities.

In its **brokerage activity** on financial markets, Banca Akros:

- strengthens its presence at the top in bond markets taking **2nd place** in the **DomesticMOT** and **EuroMOT** segments of the Italian Stock Exchange (with a market share of 14.5% and 15.8% respectively) and in the **EuroTLX** market (with a market share of 17.6%) (source: Assosim - Conto Terzi), helped by the contribution of **SABE**, a proprietary system for the dynamic search of best execution, in accordance with the MIFID, for the benefit of customers;
- confirms its **5th place** on the Borsa Italiana's **equity market** (MTA), with a substantially stable market share (6.7%, source: Assosim - Conto Terzi);



EUROPEAN SECURITIES NETWORK

Banca Akros S.p.A.

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Share capital: Euro 39,433,803 fully paid
Milan Company Register no. 15329
Tax code/VAT 03064920154
Chamber of Commerce 858967
Bank codes: ABI 03045 – CAB 01600

Registered in the Official List of Banks at no. 5328
Member of the Interbank Guarantee Fund and of the National Guarantee Fund
Belonging to the **BPM**
Banca Popolare di Milano Group
Registered in the Official List of Banking Groups
The company is subject to the management control and coordination of Banca Popolare di Milano

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- ranks **5th** in **futures on the FTSE MIB** and **1st** in **equity futures** and in derivatives on the **IDEX power market** run by Borsa Italiana (source: Assosim - Conto Terzi).

Customers are offered brokerage services on foreign stock markets through **ESN - European Securities Network**, the partnership in equities research and trading set up by Banca Akros with nine other European investment banks which are independent and active on their respective national stock markets.

In **Equity Capital Markets**, Banca Akros acted as Co-Manager, in the right issue of **Unicredit** and, as Underwriter, in the IPO of **Brunello Cucinelli**; in **M&A and Advisory** the Bank advised **VIVIGAS SpA** in its acquisition of AEMME Linea Energie SpA from the AMGA Legnano Group. In **Debt Capital Markets**, Banca Akros was involved in the placement of several bank issues, including three issues of **European Investment Bank (EIB)** and, acting as Underwriter in the Management Group, in the bond issue of **ENEL**, successfully placed in a public offering on the retail market for a total of 3 billion euro.

In **Private Banking**, aimed at a select clientele in the affluent and high net-worth segments with an offer that specializes in tailor-made wealth management and administration, the value of assets under management and under custody was substantially stable, despite the structural contraction in the savings generation in Italy. Total assets under management and under custody are approximately **2.2 billion** euro at the end of the first half.

Banca Akros has not booked any goodwill or other intangible assets with an indefinite life in its balance sheet. The **Core Tier 1 Ratio** is 19% at the end of the half-year, largely above regulatory requirements.

The **income statement** at 30 June 2012 shows a net income from financial activities of 44.7 million euro (+1.7% on 30.06.2011), income before taxes of 14.7 million euro (+13% on 30.06.2011) and net income of 8 million euro (+4.4% on 30.06.2011).

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Reclassified income statement	1st half 2012	1st half 2011	Change	
			Amount	%
(amounts in millions of euro)				
Net income from financial activities	44.7	43.9	+0.8	+1.7%
Income before taxes	14.7	13.0	+1.7	+13.0%
Net income	8.0	7.7	+0.3	+4.4%

Contacts

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