

## PRESS RELEASE

## THE BOARD OF DIRECTORS

OF PARENT COMPANY "BANCO DI DESIO E DELLA BRIANZA S.P.A." APPROVED THE CONSOLIDATED FINANCIAL STATEMENTS AND THE INDIVIDUAL FINANCIAL STATEMENTS FOR THE YEAR ENDED AT 31 DECEMBER 2010

CONCURRENTLY IT APPROVED THE MERGER OF 100% OF "Banco Desio Toscana S.p.A." and "Banco Desio Veneto S.p.A" INTO THE PARENT COMPANY

- ✓ INCREASE IN LOANS (+ 5.1% with special support to families and SMEs through mortgages and personal loans) AND TOTAL DEPOSITS (+1.0%)
- ✓ CONTINUED STRENGTHENING OF SHAREHOLDERS' EQUITY (+3.4%); Tier 1 and Core Tier 1 increase to 11.1%
- ✓ FURTHER EXPANSION OF A DISTRIBUTION NETWORK (6 new branches, bringing the total number to 175)
- ✓ OPERATING PROFIT UP (+ 31.5%, accompanied by a lesser impact on adjustments to loans, though the ratio of total value adjustments and total loans to customers remains unchanged)
- ✓ NET PROFIT IS STEADY at EUR 52.6 million
- ✓ PROPOSED DIVIDEND UNCHANGED COMPARED WITH THE PREVIOUS YEAR:

EUR 0.105 per ordinary share

EUR 0.126 per savings share

### **BALANCE SHEET FIGURES FOR 2010**

## **SUMMARY**

## **KEY CONSOLIDATED FIGURES AS AT 31 DECEMBER 2010**

Total deposits from customers EUR 18.51 billion (+1.0%) (1)

of which direct deposits EUR 6.91 billion

Net loans to customers EUR 6.48 billion (+5.1%)

Shareholders' equity pertaining to the Parent Company EUR 783.0 million (+3.4%) (2)

Tier 1 and Core Tier 1 11.1% (previously 10.4%)

Net operating profit EUR 38.2 million

Parent Company Profit for the period EUR 52.6 million

# KEY FIGURES IN THE INDIVIDUAL FINANCIAL STATEMENTS OF THE PARENT COMPANY AS AT 31 DECEMBER 2010

Total deposits from customers EUR 14.96 billion (+1.1%)<sup>(1)</sup>

of which direct deposits EUR 5.35 billion

Net loans to customers EUR 4.89 billion (+4.3%)

Shareholders' equity EUR 754.4 million (+3.2%)(2)

Tier 1 and Core Tier 1 20.0% (previously 18.3%)

Net operating profit EUR 33.9 million

Profit for the period EUR 49.1 million

- (1) not including depositary bank assets:
- (2) including profit for the period

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The Board of Directors of the Parent Company Banco di Desio e della Brianza S.p.A., met on 22 March 2011 and approved the consolidated and individual financial statements as at 31 December 2010.

The Board previously resolved to convene the Ordinary Shareholders' Meeting in first call on 28 April 2011, 11.00 am, at the Desio offices, and 29 April 2011, at the same time and in the same place, in second call.

#### Consolidated balance sheet data

Total customer assets under management increased as at the year-end to roughly EUR 18.5 billion, up by EUR 0.2 billion compared to the previous year, or a 1% rise. The balance of *direct deposits* amounted to EUR 6.9 billion, posting an annual drop of 4.5% or approximately EUR 0.3 billion, attributable to decreased amounts due to customers of EUR 0.4 billion (mainly due to lower liquidity of institutional customers/the depositary bank) which increased the outstanding securities and financial liabilities measured at fair value by EUR 0.1 billion. Conversely, *indirect deposits* increased by EUR 0.5 billion over the 12 months to reach 4.6% of the previous balance or EUR 11.6 billion; the deposits from "ordinary" customers increased to EUR 8.4 billion posting a EUR 0.2 billion growth of 2.8%, with the contribution from the administered as well as the managed savings areas despite the difficult financial environment, while for institutional customers there was an increase of approximately EUR 0.3 billion compared to the balance last year, net of the volumes involving depositary bank "servicing," of 9.7%.

The total value of *loans to customers* amounted to approximately EUR 6.5 billion, an increase of EUR 0.3 billion or 5.1% of the 2009 figure, attributable to medium/long-term loans, particularly mortgage loans.

Total Group *financial assets* stood at EUR 1 billion, an increase of approximately EUR 0.9 billion compared to the figure in the previous year.

The *net interbank position* improved by approximately EUR 0.1 billion, compared with approximately EUR 0.8 billion the previous year.

Shareholders' equity, including profit for the year, amounted to EUR 783 million, an annual rise of EUR 25.7 million over the final figure for 2009.

In terms of the consolidated *capital ratios* at 31 December 2010, calculated in accordance with the supervisory regulations in force, *Tier 1* and *Core Tier 1* stood at 11.1% and *Tier 2* at 12.5%, up compared to the previous year.

#### Consolidated income statement data

The year closed with a *profit for the period pertaining to the Parent Company* of EUR 52.6 million, or EUR 0.9 million lower than in the previous year, (-1.7%) which had the benefit of higher non-recurring results net of taxes (EUR 9.4 million).

The performance of the main items in the reclassified Income Statement showed the following:

#### Operating income

The total balance consisting of items typical of operations amounted to EUR 341 million at the end of the year, down by EUR 3 million compared to last year or a 0.9% drop.

At EUR 184.3 million and 54.1% of the total, *net interest income* was down by EUR 8.4 million (-4.4%) as were profit/loss on trading, hedging and disposal/repurchase of financial assets and liabilities measured at fair value by EUR 0.8 million, the profits from investments in associated companies by EUR 0.3 million and Other operating income/charges by EUR 0.3 million; on the other hand, there were increases in *Net commissions* of EUR 4.1 million (+3.3%) and *Profit/loss from insurance management* of EUR 2.8 million, which partially offset the performance of the previously mentioned items.

## Operating charges

Total operating charges, which include *personnel expenses*, other administrative expenses and net adjustments to property, plant and equipment and intangible assets, showed a balance of EUR 233.3 million, an annual increase of 3%.

## Operating profit/loss

Operating profit/loss at the end of the period amounted to EUR 107.7 million compared to EUR 117.5 million in the comparative period.

Operating profit/loss after tax

The Net adjustments for impairment of loans of EUR 40.4 million (lower than the EUR 60 million the previous year, though the ratio between total value adjustments and total loans to customers remained unchanged), the positive effect of net provisions for risks and charges of EUR 0.6 million and the Income taxes for the period of EUR 29.7 million, led to Operating profit/loss after tax of EUR 38.2 million, up by 31.5% compared to 2009.

#### Non-recurring operating profit/loss after tax

The non-recurring operating profit amounts to EUR 15.2 million and mainly consists of the partial release of EUR 14.7 million of the allowance which totals EUR 37.8 million that was established at the end of 2008 against the risk of partial revision of the price collected for the disposal of 70% of Chiara Vita S.p.A. by the Parent Company as contractually provided within the company's business plan (2012). At the end of the previous year, the result was attributable to the capital gain from the disposal by the Parent Company of 21.191% of the share capital of Anima S.G.R.p.A. of EUR 21.9 million (EUR 29.9 million at the individual level), net of the EUR 8 million for consolidation adjustments, which was then adjusted for the relative taxes of EUR 0.4 million, and the effect from the tax redemption of off-book surpluses and the realignment between the tax and statutory values upon first time application of the International Accounting Standards, amounting to a total of EUR 3.2 million.

#### Parent Company Profit (Loss) for the period

By adding operating profit after taxes to non-recurring operating profit and profits pertaining to third parties, the *Parent Company Profit (Loss) for the period* amounts to EUR 52.6 million for 2010, approximately EUR 0.9 million less than in the previous year (-1.7%), which as indicated above benefited from a EUR 9.4 million non-recurring difference net of taxes.

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The **distribution network** expanded in 2010 as well despite the difficult macroeconomic environment, with the group expanding by six branches to reach 175 branches at the end of the year. There were 1846 **employees**, down by 38 compared to the total for last year (a 2.1% drop).

#### Proposed allocation of the net profit of the Parent Company's individual financial statements

The Board of Directors will propose to the Ordinary Shareholders' Meeting the distribution of a dividend of EUR 0.105 for each of the 117,000,000 ordinary shares and a dividend of EUR 0.126 for each of the 13,202,000 savings shares.

The proposed allocation of profit, if approved, will allow approximately EUR 35.1 million to be allocated to the equity reserves.

In compliance with the Stock Exchange timetable, the dividend shall be paid on 5 May 2011. The coupon detachment, for security listing purposes, the coupon detachment will instead take place on 2 May 2011.

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The schedules relating to the balance sheet and reclassified income statement and of Parent Company Banco di Desio e della Brianza S.p.A. are hereby attached.

The consolidated financial statements and individual financial statements are subject to an audit by PricewaterhouseCoopers S.p.A., which is currently in progress.

# MERGER BY INCORPORATION OF 100% OWNED SUBSIDIARIES "BANCO DESIO TOSCANA S.P.A." AND "BANCO DESIO VENETO S.P.A." INTO THE PARENT COMPANY

The Parent Company Banco di Desio e della Brianza S.p.A. proceeded to the reorganization of the Group so as to ensure optimal rationalization of the bank networks in relation to its focus on retail banking. On 22 March 2011 the Board of Directors of Banco di Desio e della Brianza approved the merger by incorporation of 100% owned Banco Desio Toscana S.p.A. and Banco Desio Veneto S.p.A. into the Parent Company itself.

It is anticipated that conclusion of the mergers will take place during this year subject to the release of the necessary authorizations by the Supervisory Authority.

Desio, 22 March 2011

BANCO DI DESIO E DELLA BRIANZA S.p.A.
The Chairman

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The Manager in charge of drawing up the company accounting documents, Piercamillo Secchi, 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.

Piercamillo Secchi

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## **CONSOLIDATED- Balance sheet**

Assets Amounts in thousands of EUR	31.12.2010	31.12.2009
10 Cash and cash equivalents	28.615	26.315
20 Financial assets held for trading	40.759	74.778
40 Financial assets available for sale	833.814	865.713
50 Financial assets held to maturity	124.480	3.089
60 Due from banks	302.852	792.983
70 Loans to customers	6.476.720	6.160.151
100 Equity investments	16.720	20.964
110 Technical reserves ceded to reinsurers	6.363	5.529
120 Property, plant and equipment	150.821	148.210
130 Intangible assets	47.592	45.377
of which: goodwill	44.345	43.186
140 Tax assets	42.822	43.074
a) current	7.289	13.561
b) deferred	35.533	29.513
160 Other assets	91.452	122.597
Total assets	8.163.010	8.308.780

Liabilities		
Amounts in thousands of EUR	31.12.2010	31.12.2009
10 Due to banks	171.918	36.658
20 Due to customers	4.459.599	4.868.276
30 Outstanding securities	2.114.408	1.808.570
40 Financial liabilities held for trading	6.657	2.519
50 Financial liabilities measured at fair value	334.326	557.152
60 Hedging derivatives	2.653	
80 Tax liabilities	12.664	13.571
a) current	2.763	1.808
b) deferred	9.901	11.763
100 Other liabilities	174.893	153.408
110 Employee severance indemnity	24.378	25.696
120 Provisions for risks and charges	43.517	61.099
a) pensions and similar obligations	186	164
b) other provisions	43.331	60.935
130 Technical reserves	29.980	20.512
140 Valuation reserves	17.536	26.892
170 Reserves	629.025	593.098
180 Share premium	16.145	16.145
190 Capital	67.705	67.705
210 Minority interest (+/-)	4.995	3.947
220 Profit (Loss) for the period (+/-)	52.611	53.532
Total Liabilities and Shareholders' Equity	8.163.010	8.308.780

## **CONSOLIDATED - Reclassified Income Statement**

		_		Chang	es
Items		31.12.2010	31.12.2009	Value	%
		184.314	192.722	-8.408	-4,4%
10+20	Net interest income	370	417	-47	-11,3%
70	Dividends and similar income	3.380	3.643	-263	-7,2%
	Profits from investments in associated companies	127.606	123.539	4.067	3,3%
40+50	Net commissions	9.611	10.415	-804	-7,7%
0+90+100+	Profit/loss on trading, hedging and disposal/repurchase of fin. assets and				
110	liabilities measured at fair value	10.373	7.587	2.786	36,7%
150+160	Profit/loss from insurance management	5.338	5.643	-305	-5,4%
220	Other operating income/charges				
		340.992	343.966	-2.974	-0,9%
		-154.975	-147.236	-7.739	5,3%
180 a	Personnel expenses	-67.545	-68.532	987	-1,4%
180 b	Other administrative expenses	-10.728	-10.707	-21	0,2%
200+210	Net adj. to prop., plant and equip. and intangible assets				
		-233.248	-226.475	-6.773	3,0%
	Operating charges				
		107.744	117.491	-9.747	-8,3%
	Operating profit/loss	_			
		60	-293	353	-120,5%
	Profit (loss) on disposal or repurchase of receivables	-40.306	-60.008	19.702	-32,8%
130 a	Net adjustments for impairment of loans	-102	139	-241	-173,4%
130 d	Net adjustments for impairment of other financial transactions	570	-1.875	2.445	-130,4%
400					,
190	Net allocations to provisions for risks and charges	07.000	55.454	10.510	00.00/
	Profit (Loss) from current operations before tax	67.966	55.454	12.512	22,6%
		20.745	26 201	2 254	12,7%
000	Income toyon for the period	-29.745	-26.391	-3.354	12,7%
290	Income taxes for the period				
		38.221	29.063	9.158	31,5%
	Profit (Loss) from current operations before tax				
		<b>-</b> 529	21.863	-21.334	-97,6%
240+270	Profit (loss) from investments and disposals of investments	14.717	0	14.717	,,,,,,,
		15.246	21.863	-6.617	-30,3%
	Profit (Loss) from non-recurring transactions before tax				·
	Train (2000) from the frost training in an odd and the bottom and	<b>-</b>	2.756	-2.763	-100,3%
		15.239	24.619	-9.380	-38,1%
	Profit (Loss) from non-recurring transactions after tax	50.400	50.000	200	0.40/
	Duefit / Local for the maried	53.460	53.682	-222	-0,4%
320	Profit (Loss) for the period	-			
		-849	-150	-699	466,0%
330	Minority interests				
340	Parent Company Profit (Loss) for the period	52.611	53.532	-921	-1,7%

## INDIVIDUAL - Balance Sheet

	Assets Amounts in thousands of EUR	31.12.2010	31.12.2009
10	Cash and cash equivalents	19.948	17.996
20	Financial assets held for trading	35.859	70.198
40	Financial assets available for sale	759.809	768.921
50	Financial assets held to maturity	120.831	0
60	Due from banks	399.445	920.613
70	Loans to customers	4.885.870	4.686.128
100	Equity investments	193.447	177.795
110	Property, plant and equipment	133.108	130.251
120	Intangible assets	2.815	2.716
	of which:		
	- goodwill	1.729	1.729
130	Tax assets	34.800	36.661
	a) current	2.971	10.469
	b) deferred	31.829	26.192
150	Other assets	61.439	89.509
	Total assets	6.647.371	6.900.788

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Liabilities	31.12.2010	31.12.2009
Amounts in thousands of EUR		
10 Due to banks	338.710	257.628
20 Due to customers	3.236.374	3.675.226
30 Outstanding securities	1.790.741	1.473.209
40 Financial liabilities held for trading	2.489	1.669
50 Financial liabilities measured at fair value	323.525	549.197
60 Hedging derivatives	2.653	0
80 Tax liabilities	8.834	10.742
b) deferred	8.834	10.742
100 Other liabilities	124.737	118.295
110 Employee severance indemnity	23.151	24.350
120 Provisions for risks and charges	41.797	59.210
b) other provisions	41.797	59.210
130 Valuation reserves	14.140	26.187
160 Reserves	607.276	563.162
170 Share premium	16.145	16.145
180 Capital	67.705	67.705
200 Profit (Loss) for the period (+/-)	49.094	58.063
Total Liabilities and Shareholders' Equity	6.647.371	6.900.788

## INDIVIDUAL - Reclassified Income Statement

Items			Cha		ges
Amounts in	thousands of EUR	31.12.2010	31.12.2009	Value	%
10+20	Net interest income	145.595	154.429	-8.834	-5,7%
70	Dividends and similar income	3.748	444	3.304	743,5%
40+50	Net commissions	97.828	98.473	-645	-0,7%
	Profit/loss on trading, hedging and disposal/repurchase of loans and				
+110	financial assets and liabilities measured at fair value	7.973	8.378	-405	-4,8%
190	Other operating income/charges	5.674	7.480	-1.807	-24,2%
	Operating income	260.819	269.205	-8.387	-3,1%
150 a	Personnel expenses	-117.696	-111.606	-6.090	5,5%
150 b	Other administrative expenses	-47.728	-49.115	1.387	-2,8%
170+180	Net adj. to prop., plant and equip. and intangible assets	-7.570	-7.789	218	-2,8%
	Operating charges	-172.994	-168.510	-4.484	2,7%
	Operating profit/loss	87.824	100.695	-12.871	-12,8%
	Profit (loss) on disposal or repurchase of receivables	55	-293	348	-118,8%
130 a	Net adjustments for impairment of loans	-34.465	-53.325	18.861	-35,4%
130 d	Net adjustments for impairment of other financial transactions	-115	59	-175	-294,4%
160	Net allocations to provisions for risks and charges	536	-1.501	2.038	-135,7%
	Dividends from investments in subsidiaries	3.379	3.137	241	7,7%
	Profit (Loss) from current operations before tax	57.214	48.772	8.442	17,3%
260	Income taxes for the period	-23.323	-22.554	-769	3,4%
	Profit (Loss) from current operations before tax	33.891	26.218	7.673	29,3%
210	Profit (loss) from equity investments	493	29.886	-29.392	-98,3%
	Allocations to provisions for risks on extraordinary transactions	14.717	0	14.717	
	Profit (Loss) from non-recurring transactions before tax	15.210	29.886	-14.676	-49,1%
	Income taxes for the year from non-recurring components	-7	1.959	-1.966	-100,3%
	Profit (Loss) from non-recurring transactions after tax	15.203	31.845	-16.641	-52,3%
290	Profit (Loss) for the period	49.094	58.063	-8.968	-15,4%