

## 1.3 BANKING GROUP - LIQUIDITY RISK

### QUALITATIVE INFORMATION

#### General aspects, liquidity risk management processes and measurement methods

Liquidity risk is defined as the risk that the Bank may not be able to meet its payment obligations due to the inability to obtain funds on the market (funding liquidity risk) or liquidate its assets (market liquidity risk).

The arrangement of a suitable control and management system for that specific risk has a fundamental role in maintaining stability, not only at the level of each individual bank, but also of the market as a whole, given that imbalances within a single financial institution may have systemic repercussions. Such a system must be integrated into the overall risk management system and provide for incisive controls consistent with developments in the context of reference.

The provisions on liquidity - introduced in the European Union in June 2013 with the publication of Regulation (EU) 575/2013 and Directive 2013/36/EU - were updated in early 2015 with the publication in the Official Journal of the European Union of Commission Delegated Regulation (EU) 61/2015 with regard to liquidity coverage requirements (liquidity coverage ratio - LCR), supplementing and partially amending previous regulations. Under Delegated Regulation 61/2015, from 1 October 2015 banks are required to comply with the new short-term indicator according to the phase-in process provided for in Art. 38 (60% from 1 October 2015, 70% from 1 January 2016, 80% from 1 January 2017 and 100% from 1 January 2018).

The Guidelines for Group Liquidity Risk Management, which already referred to Bank of Italy Circulars 263 and 285, and to Directive 2013/36/EU (CRD IV) and Regulation (EU) 575/2013 (CRR), were therefore updated with effect from March 2015 to reflect the above additional regulations, which revised the composition of the liquid assets eligible for liquidity reserves and the definition of 30-day liquidity flows valid for the calculation of the LCR. With respect to structural liquidity, the most recent regulatory provisions of the Basel Committee concerning the Net Stable Funding Ratio (NSFR) with its October 2014 publication were also adopted.

The “Guidelines for Group Liquidity Risk Management” approved by Intesa Sanpaolo’s corporate bodies illustrate the tasks of the various corporate functions, the rules and the set of control and management processes aimed at ensuring prudent monitoring of liquidity risk, thereby preventing the emergence of crisis situations. The key principles underpinning the Liquidity Policy of the Intesa Sanpaolo Group are:

- the existence of liquidity management guidelines approved by senior management and clearly disseminated throughout the bank;
- the existence of an operating structure that works within set limits and of a control structure that is independent from the operating structure;
- the constant availability of adequate liquidity reserves in relation to the pre-determined liquidity risk tolerance threshold;
- the assessment of the impact of various scenarios, including stress testing scenarios, on the cash inflows and outflows over time and the quantitative and qualitative adequacy of liquidity reserves;
- the adoption of an internal fund transfer pricing system that accurately incorporates the cost/benefit of liquidity, on the basis of the Intesa Sanpaolo Group’s funding conditions.

From an organisational standpoint, a detailed definition is prepared of the tasks assigned to the strategic and management supervision bodies and reports are presented to the senior management concerning certain important formalities such as the approval of measurement methods, the definition of the main assumptions underlying stress scenarios and the composition of early warning indicators used to activate emergency plans.

The departments of the Parent Company that are in charge of ensuring the correct application of the Guidelines are, in particular, the Treasury Department, the Planning Head Office Department and the Active Value Management Department, responsible for liquidity management, and the Financial and Market Risks Department, directly responsible for measuring liquidity risk on a consolidated basis.

With regard to liquidity risk measurement metrics and mitigation tools, in addition to defining the methodological system for measuring short-term and structural liquidity indicators, the Group also formalises the maximum tolerance threshold (risk appetite) for liquidity risk, the criteria for defining liquidity reserves and the rules and parameters for conducting stress tests.

The short-term Liquidity Policy is aimed at ensuring an adequate, balanced level of cash inflows and outflows with certain or estimated maturities included in 12 months’ time horizon, in order to face periods of tension, including extended ones, on different funding markets, also by establishing adequate liquidity reserves in the form of assets eligible for refinancing with Central Banks or liquid securities on private markets. To that end, and in keeping with the liquidity risk appetite, the system of limits consists of two short-term indicators for holding periods of one week (cumulative projected imbalance in wholesale operations) and of one month (Liquidity Coverage Ratio - LCR).

The cumulative projected wholesale imbalances indicator measures the Bank’s independence from unsecured wholesale funding in the event of a freeze of the money market and aims to ensure financial autonomy, assuming the use on the market of only the highest quality liquidity reserves. The LCR indicator is aimed at strengthening the short-term liquidity risk profile, ensuring that sufficient unencumbered high quality liquid assets (HQLA) are retained that can be converted easily and immediately into cash on the private markets to satisfy the short-term liquidity requirements (30 days) in a liquidity stress scenario. To this end, the Liquidity Coverage Ratio measures the ratio between: (i) the stock of HQLA and (ii) the total net cash outflows calculated according to the scenario parameters defined by the Regulations.

The aim of Intesa Sanpaolo Group's structural Liquidity Policy is to adopt the structural requirement provided for by the regulatory provisions of Basel 3: Net Stable Funding Ratio (NSFR). This indicator is aimed at promoting the increased use of stable funding, to prevent medium/long-term operations from giving rise to excessive imbalances to be financed in the short term. To this end, it sets a minimum "acceptable" amount of funding exceeding one year in relation to the needs originating from the characteristics of liquidity and residual duration of assets and off-balance sheet exposures. NSFR's regulatory requirement, which is still subject to a period of observation, will come into force starting from 1 January 2018.

Within the Liquidity Policy it is also envisaged the time extension of the stress scenario for LCR indicator, provided by the new regulatory framework, measuring, for up to 3 months, the effect of specific acute liquidity tensions (at bank level) combined with a widespread and general market crisis. The internal management guidelines also envisage an alert threshold (Stressed soft ratio) for the LCR indicator up to 3 months, with the purpose of establishing an overall level of reserves covering greater cash outflows during a period of time that is adequate to implement the required operating measures to restore the Group to balanced conditions.

The Guidelines also establish methods for management of a potential liquidity crisis, defined as a situation of difficulty or inability of the Bank to meet its cash obligations falling due, without implementing procedures and/or employing instruments that, due to their intensity or manner of use, do not qualify as ordinary administration. By setting itself the objectives of safeguarding the Group's asset value and also guaranteeing the continuity of operations under conditions of extreme liquidity emergency, the Contingency Liquidity Plan ensures the identification of the early warning signals and their ongoing monitoring, the definition of procedures to be implemented in situations of liquidity stress, the immediate lines of action, and the intervention measures for the resolution of emergencies. The early warning indexes, aimed at spotting the signs of a potential liquidity strain, both systematic and specific, are monitored with daily frequency by the Financial and Market Risks Department.

Moreover, there are no medium/long-term loan contracts containing contractual clauses that result in the immediate collectability of the loans following the downgrading of the bank.

For several medium/long-term loan contracts from supranational bodies, compensation for the rating trigger, i.e. loss of the minimum rating, may be requested with the issue of additional guarantees or collateral deemed suitable by the counterparty.

The Group's sound liquidity position - supported by suitable high quality liquid assets (HQLA) and the significant contribution from retail stable funding - remained well within the risk limits set out in the current Group Liquidity Policy for all of 2015: both indicators (LCR and NSFR) were met, already reaching a level above the limits under normal conditions. As at 31 December 2015, the Central Banks eligible and liquid reserves, mainly under centralised management by the Treasury Department of the Parent Company, including the reserves (cash and deposits) held with central banks, came to a total of 117 billion euro (105 billion euro at the end of December 2014), of which 78 billion euro, net of haircut, was unencumbered (70 billion euro at the end of December 2014).

Also the stress tests, when considering the consistent liquidity reserves (liquid or eligible), yielded results in excess of the target threshold for the ISP Group, with a liquidity surplus capable of meeting extraordinary cash outflows for a period of more than 3 months. Adequate and timely information regarding the development of market conditions and the position of the Bank and/or Group was provided to company bodies and internal committees in order to ensure full awareness and manageability of the main risk factors.

## QUANTITATIVE INFORMATION

## 1. Breakdown by contractual residual maturity of financial assets and liabilities

The breakdown by maturity of financial assets and liabilities is shown in the tables below according to the rules set forth in financial statement regulations (Bank of Italy Circular 262 and related clarifications issued by the Supervisory Authority), using accounting information organised by contractual residual maturity.

Therefore, no operational data was used that would require, for example, the modelling of demand liabilities and the representation of cash items according to their level of liquidity.

## Currency of denomination: Euro

Type / Residual maturity	(millions of euro)									
	On demand	Between 1 and 7 days	Between 7 and 15 days	Between 15 days and 1 month	Between 1 and 3 months	Between 3 and 6 months	Between 6 months and 1 year	Between 1 and 5 years	Over 5 years	Unspecified maturity
<b>Cash assets</b>	<b>59,530</b>	<b>18,495</b>	<b>7,674</b>	<b>12,031</b>	<b>22,560</b>	<b>18,379</b>	<b>30,325</b>	<b>122,947</b>	<b>113,032</b>	<b>3,908</b>
A.1 Government bonds	58	2	22	63	884	2,583	5,021	20,973	21,571	41
A.2 Other debt securities	56	603	1,000	1,808	336	631	645	5,548	8,997	2
A.3 Quotas of UCI	1,967	-	-	-	-	-	-	-	-	-
A.4 Loans	57,449	17,890	6,652	10,160	21,340	15,165	24,659	96,426	82,464	3,865
- Banks	8,273	1,235	716	1,424	1,828	992	1,484	1,420	104	3,859
- Customers	49,176	16,655	5,936	8,736	19,512	14,173	23,175	95,006	82,360	6
<b>Cash liabilities</b>	<b>185,536</b>	<b>23,495</b>	<b>5,407</b>	<b>5,325</b>	<b>12,217</b>	<b>14,589</b>	<b>21,807</b>	<b>90,326</b>	<b>27,005</b>	<b>2,114</b>
B.1 Deposits and current accounts	177,973	2,136	915	3,880	7,737	7,012	5,753	9,013	1,835	14
- Banks	4,337	157	74	352	133	227	270	1,575	342	-
- Customers	173,636	1,979	841	3,528	7,604	6,785	5,483	7,438	1,493	14
B.2 Debt securities	426	10	3,206	763	2,169	6,720	15,148	48,749	20,513	2,100
B.3 Other liabilities	7,137	21,349	1,286	682	2,311	857	906	32,564	4,657	-
<b>Off-balance sheet transactions</b>										
C.1 Financial derivatives with exchange of capital										
- Long positions	1,427	5,800	3,062	8,072	14,369	4,773	5,092	15,607	11,714	-
- Short positions	1,272	5,227	2,794	7,460	11,907	5,005	4,184	13,133	12,077	-
C.2 Financial derivatives without exchange of capital										
- Long positions	28,291	2	4	24	90	112	293	1,008	474	-
- Short positions	30,289	20	2	38	114	143	309	1,008	474	-
C.3 Deposits and loans to be settled										
- Long positions	25,848	-	-	-	-	-	-	-	-	-
- Short positions	-	25,808	-	-	40	-	-	-	-	-
C.4 Irrevocable commitments to lend funds										
- Long positions	2,303	29,048	51	375	361	197	961	11,582	2,137	-
- Short positions	46,711	24	33	8	102	148	145	480	159	-
C.5 Financial guarantees given	94	11	1	6	50	96	14	71	286	-
C.6 Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7 Credit derivatives with exchange of capital										
- Long positions	-	-	-	-	747	1,237	1,889	2,775	1,277	-
- Short positions	-	-	-	-	747	1,237	1,889	2,775	1,277	-
C.8 Credit derivatives without exchange of capital										
- Long positions	642	-	-	-	-	-	-	-	-	-
- Short positions	603	-	-	-	-	-	-	-	-	-

## Currency of denomination: Other currencies

Type / Residual maturity	On demand	Between 1 and 7 days	Between 7 and 15 days	Between 15 days and 1 month	Between 1 and 3 months	Between 3 and 6 months	Between 6 months and 1 year	Between 1 and 5 years	Over 5 years	Unspecified maturity	(millions of euro)
<b>Cash assets</b>	<b>5,698</b>	<b>2,915</b>	<b>1,579</b>	<b>2,434</b>	<b>5,256</b>	<b>4,636</b>	<b>6,132</b>	<b>15,602</b>	<b>8,723</b>	<b>2,384</b>	
A.1 Government bonds	9	91	246	134	764	828	1,214	2,251	3,298	14	
A.2 Other debt securities	27	75	14	35	84	47	154	2,777	952	-	
A.3 Quotas of UCI	615	-	-	-	-	-	-	-	-	-	
A.4 Loans	5,047	2,749	1,319	2,265	4,408	3,761	4,764	10,574	4,473	2,370	
- Banks	2,828	1,259	771	635	875	1,076	1,868	218	86	2,370	
- Customers	2,219	1,490	548	1,630	3,533	2,685	2,896	10,356	4,387	-	
<b>Cash liabilities</b>	<b>13,820</b>	<b>5,585</b>	<b>3,962</b>	<b>4,430</b>	<b>5,581</b>	<b>2,078</b>	<b>1,502</b>	<b>9,518</b>	<b>5,692</b>	-	
B.1 Deposits and current accounts	13,134	2,822	1,590	3,455	1,889	820	1,235	2,049	648	-	
- Banks	2,459	747	237	500	212	41	79	377	186	-	
- Customers	10,675	2,075	1,353	2,955	1,677	779	1,156	1,672	462	-	
B.2 Debt securities	9	153	1,879	879	448	1,246	256	6,363	4,638	-	
B.3 Other liabilities	677	2,610	493	96	3,244	12	11	1,106	406	-	
<b>Off-balance sheet transactions</b>											
C.1 Financial derivatives with exchange of capital											
- Long positions	147	10,354	4,612	9,047	13,535	6,426	6,766	15,009	10,373	-	
- Short positions	664	11,462	4,897	9,656	14,957	6,639	8,056	15,554	9,885	-	
C.2 Financial derivatives without exchange of capital											
- Long positions	2,356	15	-	9	40	16	52	31	45	-	
- Short positions	1,516	-	1	7	28	17	54	31	45	-	
C.3 Deposits and loans to be settled											
- Long positions	839	-	-	-	-	-	-	-	-	-	
- Short positions	69	767	3	1	-	-	-	-	-	-	
C.4 Irrevocable commitments to lend funds											
- Long positions	3,735	4	16	5	117	449	1,281	10,366	1,445	-	
- Short positions	15,258	66	2	80	220	519	183	298	90	3	
C.5 Financial guarantees given	-	1	2	6	15	20	27	13	1	-	
C.6 Financial guarantees received	-	-	-	-	-	-	-	-	-	-	
C.7 Credit derivatives with exchange of capital											
- Long positions	-	-	-	-	487	87	191	2,993	9	-	
- Short positions	-	-	-	-	487	87	191	2,993	9	-	
C.8 Credit derivatives without exchange of capital											
- Long positions	121	-	-	-	-	-	-	-	-	-	
- Short positions	133	-	-	-	-	-	-	-	-	-	

## 2. Self-securitisations

The Intesa Sanpaolo Group has carried out securitisations in which all the liabilities issued by the vehicle companies involved were subscribed by Group companies.

A brief description of the existing transactions as at 31 December 2015 is provided below.

**Adriano Lease SEC S.r.l.**

The transaction in question is a securitisation undertaken pursuant to Law 130/99 with the support of the vehicle Adriano Lease SEC S.r.l., which took the form of the sale by the subsidiary Leasint S.p.A. (subsequently merged into Mediocredito Italiano) of a portfolio of loans selected on the basis of pre-defined criteria and arising from performing property, equipment and car lease contracts, for a total amount of approximately 5.8 billion euro. The purpose of the transaction is to expand the liquidity reserve that may be activated through refinancing transactions on the Eurosystem.

The vehicle Adriano Lease SEC issued two series of notes:

- a senior series, with a nominal value of 2.8 billion euro, listed and assigned an A+ rating by Standard & Poor's and AAA by DBRS. The security amortisation period started on July 2013; as at 31 December 2015, it had been fully amortised;
- a junior series, with a nominal value of 3 billion euro, unlisted and unrated, is still being repaid. As at 31 December 2015, 2.6 billion euro was still to be repaid.

All these notes were purchased by the subsidiary Leasint (now Mediocredito Italiano). In 2015, the junior notes were partially assigned through a repurchase agreement to Intesa Sanpaolo, which partially used them as collateral for a loan received.

**Intesa Sanpaolo SEC S.A.**

The securitisation of loans issued to large international corporate customers by some international branches of Intesa Sanpaolo (Frankfurt, Hong Kong, Madrid and New York) was finalised in August 2013. The securitisation was conducted through the Luxembourg-based vehicle company Intesa Sanpaolo SEC. SA, which is fully owned subsidiary of the Group.

The securities issued, with a total value of about 325 million euro, were subscribed by Intesa Sanpaolo and used for a value of about 308 million euro (corresponding to the most senior class of notes issued, representing the principal of the securitised loans) as collateral of a loan received by a primary European bank.

**Intesa Sanpaolo Securitisation Vehicle S.r.l.**

In December 2014 a new securitisation was approved, involving three portfolios of loans originated by CIB Bank ZRT, primarily non-performing positions, secured by guarantees and mortgages and denominated in euro, Hungarian forints and Swiss francs. Those portfolios were transferred without recourse to Intesa Sanpaolo, which on 30 December 2014 in turn assigned the three portfolios without recourse to the vehicle for 241 million euro, 17.1 billion Hungarian forints and 57.2 million Swiss francs, respectively.

Intesa Sanpaolo is the servicer of the portfolio and CIB Bank ZRT the sub-servicer, in accordance with applicable legislation.

In February 2015, Intesa Sanpaolo Securitisation Vehicle S.r.l. issued two classes of notes for each of the three separate asset pools. All classes of notes, which are unlisted and unrated, were subscribed for by Intesa Sanpaolo, as summarised below:

- class-A (senior) notes of 138.2 million euro and class-J (junior) notes of 103.3 million euro were issued for the portfolio of securitised loans in euro;

- class-A (senior) notes of 7.8 billion forints and class-J (junior) notes of 9.3 billion forints were issued for the portfolio of securitised loans in Hungarian forints;
- class-A (senior) notes of 29.4 million francs and class-J (junior) notes of 27.9 million francs were issued for the portfolio of securitised loans in Swiss francs.

As at 31 December 2015, the asset pools held by the vehicle were composed as follows:

- securitised assets in euro of 105.8 million, in addition to cash of 19 million euro. The securities in issue had a residual value of 115.5 million euro (class A) and 103.3 million euro (class J);
- securitised assets in Hungarian forints with a value in euro of 17.6 million and cash with a value in euro of 1 million euro. The securities in issue had a residual value of 14.5 million euro (class A) and 29.5 million euro (class J);
- securitised assets in Swiss francs with a value in euro of 7.3 million euro and cash with a value in euro of 11.2 million euro. The securities in issue had a residual value of 13.1 million euro (class A) and 25.7 million euro (class J).

The table below shows the characteristics of the securities issued by the vehicles and subscribed by the Group companies.

(millions of euro)				
Vehicle	Type of security issued	Type of asset securitised	External rating	Principal as at 31.12.2015
<b>Adriano Lease SEC S.r.l.</b>				<b>2,571</b>
	Senior	Receivables from lease payments	A+	-
	Junior	Receivables from lease payments	no rating	2,571
<b>Intesa Sanpaolo SEC SA</b> <i>of which issued in EUR</i>				<b>325</b> 291
	Secured Principal Notes	Receivables from large international corporate customers	no rating	276
	Secured Income Notes	Receivables from large international corporate customers	no rating	15
<i>of which issued in USD</i>				34
	Secured Principal Notes	Receivables from large international corporate customers	no rating	32
	Secured Income Notes	Receivables from large international corporate customers	no rating	2
<b>Intesa Sanpaolo Securitisation Vehicle SRL</b>				<b>349</b>
<i>of which issued in EUR</i>				241
	Class A ABS F/R Notes	Commercial mortgage loans	no rating	138
	Class J ABS F/R and Additional Return Notes	Commercial mortgage loans	no rating	103
<i>of which issued in CHF</i>				53
	Class A ABS F/R Notes	Commercial mortgage loans	no rating	27
	Class J ABS F/R and Additional Return Notes	Commercial mortgage loans	no rating	26
<i>of which issued in HUF</i>				55
	Class A ABS F/R Notes	Commercial mortgage loans	no rating	25
	Class J ABS F/R and Additional Return Notes	Commercial mortgage loans	no rating	30
<b>TOTAL</b>				<b>3,245</b>

## OTHER INFORMATION ON FINANCIAL RISKS

## SOVEREIGN RISK EXPOSURE BY COUNTRY OF RESIDENCE OF THE COUNTERPARTY

The following table illustrates the value of the main exposures of the Intesa Sanpaolo Group to sovereign risk.

(millions of euro)

	DEBT SECURITIES					INSURANCE COMPANIES (**)	LOANS	
	Loans and Receivables	Financial assets available for sale	BANKING GROUP		Financial assets held for trading (*)		TOTAL	
			Investments held to maturity	Financial assets designated at fair value through profit and loss				
<b>EU Countries</b>	<b>7,314</b>	<b>41,212</b>	<b>977</b>	<b>754</b>	<b>8,028</b>	<b>55,111</b>	<b>113,396</b>	<b>19,161</b>
Austria	-	-	3	-	45	7	55	-
Belgium	-	262	-	-	27	10	299	-
Bulgaria	-	-	-	-	-	44	44	-
Croatia	95	125	2	754	7	45	1,028	1,052
Cyprus	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-
Denmark	-	14	-	-	19	-	33	-
Estonia	-	-	-	-	-	-	-	-
Finland	105	81	-	-	119	9	314	8
France	104	4,800	-	-	347	118	5,369	15
Germany	40	4,405	-	-	879	1,277	6,601	-
Greece	-	-	-	-	1	-	1	-
Hungary	31	295	-	-	200	34	560	175
Ireland	-	196	-	-	6	91	293	-
Italy	6,640	23,525	356	-	5,041	52,464	88,026	17,115
Latvia	-	5	-	-	-	-	5	53
Lithuania	-	46	-	-	-	-	46	-
Luxembourg	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-
Netherlands	-	40	-	-	826	141	1,007	-
Poland	28	67	-	-	120	19	234	-
Portugal	17	-	-	-	1	-	18	25
Romania	-	133	-	-	-	80	213	2
Slovakia	-	923	616	-	-	-	1,539	141
Slovenia	-	202	-	-	-	8	210	209
Spain	254	5,768	-	-	120	764	6,906	366
Sweden	-	116	-	-	270	-	386	-
United Kingdom	-	209	-	-	-	-	209	-
<b>North African Countries</b>	<b>-</b>	<b>1,405</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,405</b>	<b>-</b>
Algeria	-	-	-	-	-	-	-	-
Egypt	-	1,405	-	-	-	-	1,405	-
Libya	-	-	-	-	-	-	-	-
Morocco	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-
<b>Japan</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>825</b>	<b>-</b>	<b>825</b>	<b>-</b>

(\*) Taking into consideration on-balance sheet positions

(\*\*) Debt securities of insurance companies are classified almost entirely to the available-for-sale portfolio

As illustrated in the table, the exposure to Italian government securities totalled approximately 88 billion euro, in addition to around 17 billion euro represented by loans. The value of debt security exposures decreased by approximately 4 billion euro compared to the figure recorded as at 31 December 2014.

### INFORMATION ON STRUCTURED CREDIT PRODUCTS

The risk exposure to structured credit products amounted to 2,429 million euro as at 31 December 2015 with respect to funded and unfunded ABS/CDOs, compared to 2,492 million euro as at 31 December 2014, in addition to an exposure of 2 million euro with respect to structured packages, which compares with the 21 million euro observed as at 31 December 2014.

The strategy regarding the portfolio in question in 2015 focused on increasing the trading book to exploit market opportunities, on the one hand, and on disposing of the portfolio hard hit by the financial crisis, which is now managed by Capital Light Bank.

Specifically, the rise in exposure in funded and unfunded ABS/CDOs designated at fair value (from 1,821 million euro in December 2014 to 1,988 million euro in December 2015) is attributable to higher investments in ABS by the subsidiary Banca IMI, part of which was classified to the available-for-sale portfolio, as well as to European ABS/CDOs acquired by the Parent Company and classified in the trading portfolio. Banca IMI's investments mainly consist of securities with underlying residential mortgages and CLOs with mainly AA ratings. The Parent Company invested in European RMBS with mainly Aaa ratings.

With regard to the exposure represented by securities classified under the loan portfolio, on the other hand, another decrease was recorded (from 671 million euro in December 2014 to 441 million euro in December 2015), mostly attributable to sales that concerned the portfolios of the Parent Company and of Banca IMI.

From an income statement perspective, there was a loss of 1 million euro as at 31 December 2015 compared to the 40 million euro income recorded at the end of 2014.

As at 31 December 2015 the nil impact on "Profits (losses) on trading – caption 80" of the exposure in funded and unfunded ABS/CDOs was generated as the offsetting of:

- the positive effect of 1 million euro of positions in Multisector CDOs;
- the negative effect of 1 million euro of funded European and US ABS/CDOs, fully attributable to the Parent Company.

As regards the exposure to funded and unfunded ABS/CDOs, it should be noted that the securities classified by the subsidiary Banca IMI in the available-for-sale portfolio recorded a net decrease in fair value of around 1 million euro, accounted for in the specific Shareholders' Equity Reserve.

The securities reclassified to the loan portfolio had a negative impact of 1 million euro on the income statement as at 31 December 2015. This result is attributable to Banca IMI, which realised gains of 1 million euro and the Parent Company which posted negative adjustments due to the impairment of several securities in the portfolio for 2 million euro.

The "Monoline risk" and "Non-monoline packages" made a nil contribution to "Profits (Losses) on trading – caption 80" as at 31 December 2015, compared with the 1 million euro loss recorded as at 31 December 2014.

**INFORMATION ON LEVERAGED FINANCE TRANSACTIONS**

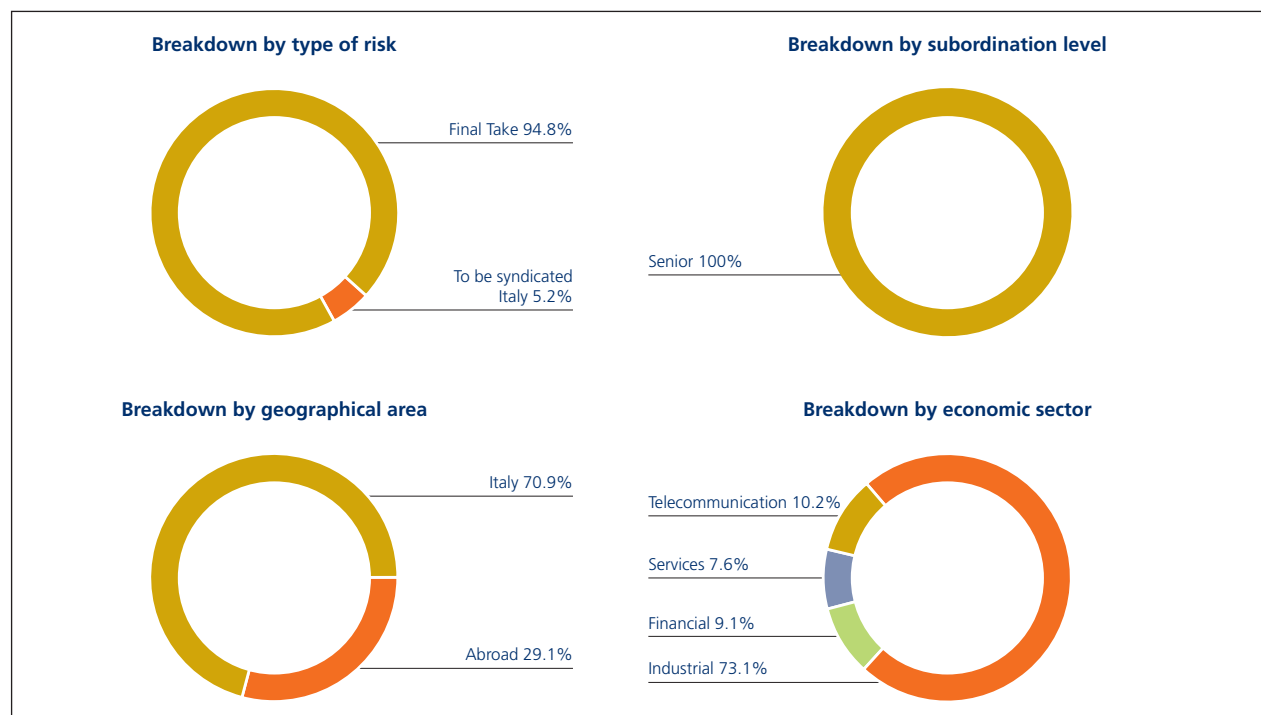
Since there is no univocal and universally agreed-upon definition of leveraged finance transactions, Intesa Sanpaolo decided to include in this category the exposures (loans granted and disbursed in relation to structured financing operations, normally medium/long term) to legal entities, in which the majority of share capital is held by private equity funds.

These are mainly positions in support of Leveraged Buy Out projects (therefore with high financial leverage), i.e. linked to the full or partial acquisition of companies through recourse to SPEs created for this purpose. After acquisition of the target company's shares/quotas package, these SPEs are normally merged into the target. The target companies generally have good economic prospects, stable cash flows in the medium term and low original leverage levels. Intesa Sanpaolo has financed entities of this type, as normal borrowers, without acting as sponsor.

None of these SPEs is consolidated, since the guarantees to support the transaction are solely instrumental for the granting of the financing and are never directed to the acquisition of direct or indirect control over the vehicle.

As at 31 December 2015, 109 transactions for a total amount granted of 3,014 million euro met the above definition.

These exposures are classified under the loans portfolio. They also include the portions of syndicated loans underwritten or under syndication. In line with disclosure requirements, breakdown of exposures by geographical area, economic sector and by level of subordination is set out below.

**INFORMATION ON INVESTMENTS IN HEDGE FUNDS**

The hedge fund portfolio as at 31 December 2015 totalled 758 million euro, compared to 733 million euro recorded in December 2014. An analysis of changes in the portfolio shows distributions and redemptions during the period, which, however, were more than offset by the increase in the value in euro of the positions in US dollars due to the sharp appreciation of the foreign currency.

As at the same date, the overall result of the investments in this segment was negative for 4.6 million euro, compared to a positive 11 million euro of "Profits (Losses) on trading – caption 80" as at 31 December 2014.

Net losses of 4.6 million euro, recognised as at 31 December 2015 under "Profits (losses) on trading – caption 80", were attributable to a deterioration in the listed NAV of several funds, partially offset by gains on foreign exchange transactions deriving from the appreciation of the US dollar against the euro, even with a breakeven position in foreign currency.

The hedge fund portfolio earned net profit on trading of 3 million euro on several positions liquidated during the year (the net balance includes 5.5 million euro realised on the Eurizon Penghua Fund) and valuation gains, whose net impact on the "Profits (losses) on trading – caption 80" was a negative 8 million euro. At gross level, the portfolio reported gains of 33 million euro, distributed over 12 positions, and losses of 41 million euro, distributed over 8 positions.

In the fourth quarter of 2015, hedging strategies were implemented for events involving the Chinese market.



### INFORMATION ON TRADING TRANSACTIONS IN DERIVATIVES WITH CUSTOMERS

Considering relations with customers only, as at 31 December 2015, the Intesa Sanpaolo Group, in relation to derivatives trading with retail customers, non-financial companies and public entities (therefore excluding banks, financial and insurance companies), presented a positive fair value, not having applied netting agreements, of 7,670 million euro (8,731 million euro as at 31 December 2014). The notional value of these derivatives totalled 45,855 million euro (49,251 million euro as at 31 December 2014). Of these, the notional value of plain vanilla contracts was 42,521 million euro (44,543 million euro as at 31 December 2014), while that of structured contracts was 3,334 million euro (4,708 million euro as at 31 December 2014).

Please note that the positive fair value of contracts outstanding with the 10 customers with the highest exposures came to 5,161 million euro (5,469 million euro as at 31 December 2014), of which 493 million euro (558 million euro as at 31 December 2014) referred to structured contracts.

Conversely, the negative fair value referring to total contracts outstanding, determined with the same criteria, for the same types of contracts and with the same counterparties, totalled 1,929 million euro as at 31 December 2015 (1,306 million euro as at 31 December 2014). The notional value of these derivatives totalled 20,304 million euro (17,000 million euro as at 31 December 2014). Of these, the notional value of plain vanilla contracts was 17,999 million euro (15,150 million euro as at 31 December 2014), while that of structured contracts was 2,305 million euro (1,850 million euro as at 31 December 2014).

The fair value of derivative financial instruments entered into with customers was determined considering, as for all other OTC derivatives, the creditworthiness of the single counterparty ("Bilateral Credit Value Adjustment"). With regard to contracts outstanding as at 31 December 2015, this led to a positive effect of 97 million euro being recorded under "Profits (Losses) on trading" in the income statement.

As regards the methodologies used in determining the fair value of financial instruments, see the specific paragraphs in Part A of the Notes to the consolidated financial statements.

Please note that contracts made up of combinations of more elementary derivative instruments have been considered "structured" and that the aforesaid figures do not include fair value of derivatives embedded in structured bond issues as well as the relative hedges agreed by the Group.