

#### PRESS RELEASE

# INTESA SANPAOLO WELL ABOVE COMPREHENSIVE ASSESSMENT CAPITAL REQUIREMENTS

Turin - Milan, October 26<sup>th</sup> 2014 – Intesa Sanpaolo notes the announcements made today by the European Central Bank and the European Banking Association regarding the results of the 2014 EU-wide Comprehensive Assessment. This was carried out on the balance sheets of the European banks as at December 31<sup>st</sup> 2013 by the aforementioned authorities and consisted of an asset quality review (AQR), as well as an exercise examining the impact of a negative macroeconomic scenario on banks' capital (Stress Test).

The Intesa Sanpaolo Group's Common Equity Tier 1 ratio (CET1 ratio) as resulted from the comprehensive assessment was well above the thresholds required by this assessment.

Compared with the starting-point figure of 11.95% <sup>(1)</sup>, the Group's CET1 ratio, **including the capital gain deriving from the stake in the Bank of Italy** <sup>(2)</sup> (approximately 1.8 billion euro) **as well as the other capital measures carried out in 2014** <sup>(3)</sup> (approximately 0.4 billion euro), came in at:

- 12.47% under the AQR, with excess capital of approximately 12.7 billion euro above the 8% threshold;
- 11.97% under the Stress Test baseline scenario (4), with excess capital of approximately 11.6 billion euro above the 8% threshold;
- 9.02% under the Stress Test adverse scenario (4), with excess capital of approximately 10.9 billion euro above the 5.5% threshold (5).

The Group's CET1 ratio, not including the capital gain deriving from the stake in the Bank of Italy and the other capital measures carried out in 2014, came in at:

- 11.70% under the AQR <sup>(6)</sup>, with excess capital of approximately 10.5 billion euro above the 8% threshold;
- 11.23% under the Stress Test baseline scenario (4)(7), with excess capital of approximately 9.4 billion euro above the 8% threshold;
- 8.31% under the Stress Test adverse scenario (4)(8), with excess capital of approximately
   8.7 billion euro above the 5.5% threshold.

<sup>(1)</sup> Item A6 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB (this item, in accordance with the criteria set out in the assessment, does not include the capital gain deriving from the stake in the Bank of Italy, although this was booked in the financial year 2013)

<sup>(2)</sup> Item C1 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(3)</sup> Item H of the enclosed template Results of the Comprehensive Assessment

<sup>(4)</sup> Adjusted down by such an impact that would bring it to the lowest capital level over the 2014-2016 three-year period

<sup>(5)</sup> Item I of the enclosed template Results of the Comprehensive Assessment

<sup>(6)</sup> Item B3 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(7)</sup> Item B5 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(8)</sup> Item B7 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

Specifically, the exercise has confirmed that the Intesa Sanpaolo Group's balance sheet is solid in all the five areas included in the AQR. In detail (before taxes):

- 1. **for the credit sample selected**, as at December 31<sup>st</sup> 2013, **adjustments to provisions on non-performing exposures are limited to 466 million euro** <sup>(9)</sup>. Information currently available makes it possible to estimate that, on the basis of the trend of the coverage ratio of this sample since December 31<sup>st</sup> 2013, approximately half of these adjustments have already been included in the results for the first half of 2014;
- 2. for the projection of findings to the entire credit portfolio selected for the AQR, adjustments to provisions on non-performing exposures are immaterial (eight million euro) (10);
- 3. for the collective provisioning calculated solely for the purpose of this exercise, adjustments to provisions amount to 498 million euro (11). The collective provisioning has been based on the conservative criteria of the Challenger Model, that are different from the accounting criteria and, therefore, bear no impact on the income statement and balance sheet results. The aforementioned amount does not include the benefit from the offsetting of excess coverage and shortfall coverage among portfolio categories within the total performing credit exposure, envisaged by current supervisory rules though not permitted under the conservative criteria of this exercise. On the basis of estimates made by the Group in accordance with the rules envisaged in the ECB methodological manual, if this offsetting was included, adjustments to provisions would be lower than 100 million euro;
- 4. for the Credit Value Adjustment of financial derivatives, no adjustments (12);
- 5. for level-3 fair value assets, including derivatives, adjustments are immaterial (650,000 euro) (13).

Finally, compared with the starting-point figure of 6.24% <sup>(14)</sup>, the Intesa Sanpaolo Group's **leverage ratio** (based on the CRD4/CRR definition) **came in at 6.12% under the AQR** <sup>(15)</sup>.

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<sup>(9)</sup> Item D1 and column D.C of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(10)</sup> Item D1 and column D.D of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(11)</sup> Item D1 and column D.E of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(12)</sup> Item D11 and column D.I of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(13)</sup> Item D12 and column D.I of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(14)</sup> Item F1 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

<sup>(15)</sup> Item F3 of the enclosed template for the 2014 COMPREHENSIVE ASSESSMENT OUTCOME prepared by the ECB

### **Results of the Comprehensive Assessment**

			Results disclose	ed by the ECB			Excess after the AQR, including main	Results including other measu	
	Excess after the AQR	Excess after the ST baseline	Excess after the ST adverse	Min Excess	Main capital strengthening measures	Excess, including main capital strengthening measures	capital strengthening measures	Other capital strengthening measures	Final Excess, including all capital strengthening measures
	А	В	С	D = min(A,B,C)	E	F = D+E	G = A+E	Н	I = D+E+H
Millions of euro	10,548	9,419	8,724	8,724	1,756 <sup>(1)</sup>	10,480	12,304	417 (2)	10,897

<sup>(1)</sup> Capital gain on the stake held in the Bank of Italy (2) Asset disposal €363m (Pirelli stake, SIA, NH Italia and Lauro 61) and authorisation concerning internal models €54m

#### Introduction to the Comprehensive Assessment disclosure templates

This document contains final disclosure of the results of the Comprehensive Assessment for Intesa Sanpaolo S.p.A.

Specifically, the template contains the bank's overall Comprehensive Assessment result, as well as more detail on Asset Quality Review (AQR) outcomes Further detail on the joint ECB-EBA stress tests can be found in the bank's EBA transparency template

This page provides detail on how to read the templates, and contains important caveats to consider within the context of final results

#### Bank-specific notes

#### Sheet descriptions

Main Results and Overview
A. Key information on the bank before the Comprehensive Assessment (end-2013)
B. The main results of the Comprehensive Assessment
C. Major capital measures impacting Tier 1 eligible capital, from 1 January 2014 to 30 September 2014

Detailed AQR Results
D. Matrix Breakdown of AQR Result
E. Matrix Breakdown of Asset Quality Indicators
F. Leverage ratio impact of the Comprehensive Assessment

Approved Restructuring Results
This is a repetition of Section B, main results of the Comprehensive Assessment, for those banks who have an agreed restructuring plan

Section descriptions			
Section	Contents	Key fields	Notes
Main information on the bank before the Comprehensive Assessment (end-2013)	This section contains information on the size, performance and starting point capital holding of the bank as at year-end 2013		<ul> <li>Numbers in this section are provided primarily for transparency purposes and should not be used for comparisons to other sections/sheets.</li> <li>As an example, the NPE ratio exhibited in this section applies across all segments and all bank portfolios, and as such does not provide a like for like comparison with the NPE ratio data displayed in section E (which relates only to portfolios selected in Phase 1 of the AQR)</li> </ul>
B. Main results of the Comprehensive Assessment	This key section of the disclosure template contains the main results of the Comprehensive Assessment	Key fields discussed in more detail below	<ul> <li>Banks have 6 months to recapitalise any shortfall resulting from the AQR and Stress Test baseline scenario, and 9 months to recapitalise any shortfall resulting from the Stress Test adverse scenario</li> </ul>
C. Major capital measures impacting Tier 1 eligible capital, from 1 January 2014 to 30 September 2014	This section displays major capital market activity affecting Tier 1 eligible capital		- Section C should be read as informational only. Figures here do not feed into the final CET1% results as detailed in section B, nor do they mitigate the bank's disclosed capital shortfall (B11) - For banks with a capital shortfall, this information will be taken into account during the capital planning phase that follows disclosure of Comprehensive Assessment results
D. Matrix Breakdown of AQR Result	This section gives workblock specific AQR results	D.A D.F provides AQR results broken down by asset segment, and by AQR workblock D.G D.I provides the results of the Level 3 non-derivative exposures review D20 is the gross impact of the AQR before offsetting D21 provides impact of insurance protection D22 provides the tax impact D23 shows the net total impact of the AQR	The selection of asset classes for portfolio review was based on an approach aimed at identifying those portfolios with the highest risk of misclassification and misvaluation. Therefore, extrapolation of results to the non-selected portfolios would be incorrect from a statistical stand-point. In the AQR exercise the resulting increase in provisions (from a supervisory perspective) are translated into a change in CET1.  Items D1 to D21 are before offsetting impacts such as asset protection and taxes.
E. Matrix Breakdown of Asset Quality Indicators	The section provides asset quality indicators (NPE levels and coverage ratio), broken down by asset segment	- E1 shows the evolution of NPE levels for portfolios selected in Phase 1	Information reported only for portfolios subject to detailed review in AQR, i.e. those selected in Phase 1 of the AQR     Figures presented should not be interpreted as accounting figures     The asset quality indicators are based on EBA's simplified definition of NPE     While the application of this definition constitutes an important step forward in terms of harmonisation across the error area banking sector, the degree of harmonisation reached is not complete due to factors such as different materiality thresholds across Member States. However, a solid basis of consistency has been implemented for the Comprehensive Assessment, implying a very significant improvement in comparability across banks and intradictions.
F. Leverage ratio impact of the Comprehensive Assessment	This shows the change in the leverage ratio from the AQR		<ul> <li>Leverage ratios are currently not binding, are displayed for information purposes only and have no impact on the capital shortfall</li> <li>Due to the 'static balance sheet' assumption used as part of the Stress Test, the leverage ratio might be misleading for the Stress Tests and is therefore displayed for AQR only</li> </ul>

#### Source of key figures / drivers of key results

(CA)	
%	10.00%
Basis Points Change	-100
%	9.00%
Basis Points Change	-200
%	7.00%
Basis Points Change	-400
%	5.00%
	%  Basis Points Change  %  Basis Points Change  %  Basis Points Change

For illustrative purposes only

B1 - the CET1 ratio as at 31 December 2013 is provided by the bank, and acts as the starting point against which Comprehensive Assessment impact is

measured

Note that CET1 is defined in accordance with CRDIV/CRR applicable as of 1 January 2014

B2 - sourced from D23, the net AQR impact after tax and risk protection netting effects

B3 = B1 + B2

B4 = the delta between the AQR adjusted CET1% and the baseline scenario CET1%, in the year where capital level vs threshold (8%) is the lowest

Note - this information comes from the EBA transparency templates. The key fields in these templates are the baseline figures in the "Capital" sheet, section C.1

B5 = B3 + B4 (note the starting point for this adjustment is the AQR adjusted CET1%)

B6 = the delta between the AQR adjusted CET1% and the adverse scenario CET1%, in the year where capital level vs threshold (5.5%) is the lowest

Note - this information comes from the EBA transparency templates. The key fields in these templates are the adverse figures in the "Capital" sheet, section C.1

B7 = B3 + B6 (note the starting point for this adjustment is the AQR adjusted CET1%)

# 2014 COMPREHENSIVE ASSESSMENT OUTCOME ECB PUBLIC NAME OF THE ENTITY ITISP Intesa Sanpaolo S.p.A.

#### 1 Main Results and Overview

#### A MAIN INFORMATION ON THE BANK BEFORE THE COMPREHENSIVE ASSESSMENT (end 2013)

			END 2013
A1	Total Assets (based on prudential scope of consolidation)	Mill. EUR	536,620.00
A2	Net (+) Profit/ (-) Loss of 2013 (based on prudential scope of consolidation)	Mill. EUR	-3,858.86
А3	Common Equity Tier 1 Capital according to CRDIV/CRR definition, transitional arrangements as of 1.1.2014	Mill. EUR	33,992.49
A4	Total risk exposure * according to CRDIV/CRR definition, transitional arrangements as of 1.1.2014	Mill. EUR	284,456.00
A5	Total exposure measure according to Article 429 CRR "Leverage exposure"	Mill. EUR	563,172.94
A6	CET1 ratio according to CRDIV/CRR definition, transitional arrangements as of 1.1.2014 A6=A3/A4	%	11.95%
A7	Tier 1 Ratio (where available) according to CRD3 definition, as of 31.12.2013 as reported by the bank	%	12.25%
A8	Core Tier 1 Ratio (where available) according to EBA definition	%	11.33%
A9	Leverage ratio	%	6.24%
A10	Non-performing exposures ratio	%	9.94%
A11	Coverage ratio for non-performing exposure	%	46.04%
A12	Level 3 instruments on total assets	%	1.12%
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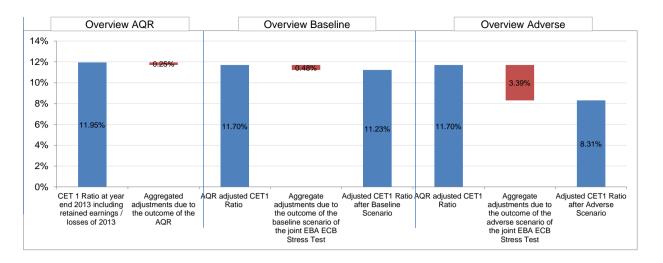
#### B MAIN RESULTS OF THE COMPREHENSIVE ASSESSMENT (CA)

B1	CET1 Ratio at year end 2013 including retained earnings / losses of 2013 B1 = A6	%	11.95%
B2	Aggregated adjustments due to the outcome of the AQR	Basis Points Change	-25
ВЗ	AQR adjusted CET1 Ratio B3 = B1 + B2	%	11.70%
B4	Aggregate adjustments due to the outcome of the <u>baseline</u> scenario of the joint EBA ECB Stress Test to lowest capital level over the 3-year period	Basis Points Change	-48
B5	Adjusted CET1 Ratio after Baseline Scenario B5 = B3 + B4	%	11.23%
В6	Aggregate adjustments due to the outcome of the <u>adverse</u> scenario of the joint EBA ECB Stress Test to lowest capital level over the 3-year period	Basis Points Change	-339
B7	Adjusted CET1 Ratio after Adverse Scenario B7 = B3 + B6	%	8.31%

Capi	ital Shortfall	Basis Points 1	Mill. EUR
B8	to threshold of 8% for AQR adjusted CET1 Ratio	0	0.00
B9	to threshold of 8% in Baseline Scenario	0	0.00
B10	to threshold of 5.5% in Adverse Scenario	0	0.00
B11	Aggregated Capital Shortfall of the Comprehensive Assessment B11 = max( B8, B9, B10 )	0	0

<sup>\*</sup> Total risk exposure figure is pre-AQR. Please note that the corresponding Year End 2013 figure in the EBA Transparency template is post-AQR and therefore may not match exactly.

<sup>&</sup>lt;sup>1</sup> RWA used corresponds to relevant scenario in worst case year



# C MAJOR CAPITAL MEASURES IMPACTING TIER 1 ELIGIBLE CAPITAL FROM 1 JANUARY 2014 TO 30 SEPTEMBER 2014

Issu	ance of CET1 Instruments	Impact on Common Equity Tier 1 Million EUR
C1	Raising of capital instruments eligible as CET1 capital	1,756.00
C2	Repayment of CET1 capital, buybacks	0.00
C3	Conversion to CET1 of hybrid instruments becoming effective between January and September 2014	0.00
Net i	ssuance of Additional Tier 1 Instruments	Impact on Additional Tier 1 Million EUR
C4	with a trigger at or above 5.5% and below 6%	0.00
C5	with a trigger at or above 6% and below 7%	0.00
C6	with a trigger at or above 7%	0.00
Fine	s/Litigation costs	Million EUR
C7	Incurred fines/litigation costs from January to September 2014 (net of provisions)	0.00

#### 2014 COMPREHENSIVE ASSESSMENT OUTCOME ECB PUBLIC ITISP NAME OF THE ENTITY Intesa Sanpaolo S.p.A.

#### 2. Detailed AQR Results

#### D. Matrix Breakdown of AQR Result (B2)

- The selection of asset classes for portfolio review was based on an approach aimed at identifying those portfolios with the highest risk of misclassification. Therefore, extrapolation of results to the non-selected portfolios would be
- The columns D. C to D. F include (but are not limited to) any impacts on provisioning associated with the reclassification of performing to non-performing exposure.
- In the AQR exercise the resulting increase in provisions (from a supervisory perspective) are translated into a change in CET1.
- Items D1 to D21 are before offsetting impacts such as asset protection and taxes.
- Basis points are calculated using total risk exposure from Section A4
- For the interpretation of the detailed results the interested reader may refer to the AQR manual outlining the methodology or to the accompanying Aggregate Report where the main features of the CA exercise are reiterated. Find the AQR manual here:

D.C D.D D.E

http://www.ecb.europa.eu/press/pr/date/2014/html/pr140311.en.html

			U ./\	U.U		.0		.0		J .L		
<b>\</b>	AQR breakdown Asset class breakdown		Credit Risk RWA year end 2013	Portolio selected in Phase 1	Adjustments to	provisions on sampled files	s to	provisions due to projection of findings	Adjustment to provisions	due to collective provisioning review	Impact on CET1 capital	before any offsetting impact
		Units of Measurement		% of RWA selected in Phase 1	Basis Points	Mill. EUR	Basis Points	Mill. EUR	Basis Points	Mill. EUR	Basis Points	Mill. EUR
D1	Total credit exposure		241,492.46	40 - 60%	16	465.50	0	8.38	18	498.31	-34	-972.19
D2	Sovereigns and Supranational non-governmental organisations		1,248.96	0%	0	0.00	0	0.00	0	0.00	0	0.00
D3	Institutions		32,794.37	0%	0	0.00	0	0.00	0	0.00	0	0.00
D4	Retail		39,956.93	20 - 40%	0	0.00	0	0.00	0	0.00	0	0.00
D5	thereof SME		7,502.71	0%					0	0.00	0	0.00
D6	thereof Residential Real Estate (RRE)		11,362.48	80 - 100%	0	0.00	0	0.00	0	0.00	0	0.00
D7	thereof Other Retail		21,091.74	0%			///		0	0.00	0	0.00
D8	Corporates		136,048.06	60 - 80%	16	465.50	0	8.38	18	498.31	-34	-972.19
D9	Other Assets		31,444.14	0%	0	0.00	0	0.00	0	0.00	0	0.00

10	Additional information on portfolios with	h largest adjustments accounting for (at least) 30%	of total banking book AQ	R adju	stment:							
	Asset Class	Geography										
	Large SME (non real estate)	ITALY	29,116.00	1		4	99.69	0.00	13	374.80	-17	-474.49
	Real estate related	ITALY	21,675.00			6	164.19	0.00	4	100.78	-9	-264.97
	Large corporates (non real estate)	ITALY	37,626.00			3	94.13	0.00		0.00	-3	-94.13
				//								
			//	1								
			//	7								
			7.7									

NB: In some cases the total credit RWA reported in field D.A1 may not equal the sum of the components below, or corresponding metrics in the EBA transparency templates. These cases are driven by inclusion of specialised assets types which lie outside the categories given above

	D.G	D.H	D	.1
	Portfolio size Carrying Amount	Portfolio selection	Impact on CET1 be	, ,
Units of Measurement	Mill. EUR	% selected in Phase 1	Basis points	Mill. EUR
			0	0.00
			0	-0.65
tions and Explanations sheet	1435.84	20 - 40%	0	0.00
	0.00	0%	0	0.00
	0.00	0%	0	0.00
	0.00	1	0	0.00
	1435.84	80 - 100%	0	0.00
	0.00	0%	0	0.00
			0	-0.65

Equity (Investment in PE and Participations)

Investment Properties / Real Estate / Other

D13 Non derivative exposures review

Securitisations

Bonds

Loans

D19 Derivatives Model Review

D22 Offsetting tax impact

D11 CVA

D14

D15 D16

D17

D12 Fair Value review

D20 Gross impact on capital D21 Offsetting impact due to risk protection

D23 Net total impact of AQR results on CET1 ratio

Please refer to Definitions and Explanations sheet D23 = (D20 + D21 + D22) + (Adjustment for change in RWA due to AQR)

Basis points 2	Mill. EUR
-34	-972.84
0	0.00
11	310.82
-25	

#### E. Matrix Breakdown of Asset Quality Indicators

- The selection of asset classes for portfolio review was based on an approach aimed at identifying those portfolios with the highest risk of misclassification. Therefore, extrapolation of results to the nonselected portfolios would be incorrect from a statistical stand-point.
- The asset quality indicators are based on EBA's simplified definition of NPE.
- All parties involved made significant efforts to increase the degree of harmonisation of the NPE definition and its application.

Please refer to Definitions and Explanations sheet

- While the application of this definition constitutes a very important leap forward in terms of harmonisation across the euro area banking sector, the degree of harmonisation reached is not completely perfect due to factors such as different materiality thresholds across Member States. However, a solid basis of consistency has been implemented for the comprehensive assessment, implying a very significant improvement in comparability across banks from different jurisdictions.
- The figures presented should not be understood as accounting figures.

<sup>&</sup>lt;sup>2</sup> Basis point impact includes adjustment to RWA

## Information reported only for portfolios subject to detailed review in AQR Asset quality indicators

Based on EBA simplified definition

#### Non-Performing Exposure Ratio

E1 Total credit exposure
--------------------------

E2 Sovereigns and Supranational non-governmental organisations

E3 Institutions

E4 Retail

E5 thereof SME

E6 thereof Residential Real Estate (RRE)

E7 thereof Other Retail

E8 Corporates

E9 Other Assets

#### Coverage Ratio

NB: Coverage ratios displayed in E.E - E.I cover only the exposure that was marked as non-performing pre-AQR.

Therefore exposures that were newly reclassified to NPE during the AQR are NOT included in the calculation for E.E - E.I

- E10 Total credit exposure
- E11 Sovereigns and Supranational non-governmental organisation
- E12 Institutions
- E13 Retail
- E14 thereof SME
- E15 thereof Residential Real Estate (RRE)
- E16 thereof Other Retail
- E17 Corporates
- E18 Other Assets

	E.A	E .B	E.C	E .D
	<b>unadjusted NPE</b> <b>Level</b> year end 2013	Changes due to the credit file review	Changes due to the projection of findings	AQR-adjusted NPE Level
Units of Measurement	%	Basis Points	Basis Points	%
weasarement	16.85%	41	2	17.27%
	-	0	0	
	-	0	0	
	7.05%	1	0	7.06%
	-			
	7.05%	1	0	7.06%
	-		//////	
	20.51%	55	2	21.09%
	-	0	0	

	E.E	E.F	E .G	E.H	E.I	E.J
	unadjusted coverage ratio of non-performing exposure, year end 2013	Changes due to the credit file review	Changes due to the projection of findings	Changes due to the collective provisioning review on non-performing exposures	AQR - adjusted ratio of provisions on NPE to NPE	Coverage ratio for exposures newly classified as NPE during the AQR
Units of Measurement	%	%	%	%	%	%
	40.17%	0.78%	0.02%	0.00%	40.96%	111111
İ	-	0.00%	0.00%	///////		
	-	0.00%	0.00%			
	23.00%	0.01%	0.00%	0.00%	23.01%	
	-			0.00%		
	23.00%	0.01%	0.00%	0.00%	23.01%	
	-			0.00%		
ļ	42.37%	0.88%	0.02%		43.27%	11.72%
	-	0.00%	0.00%			/////

For	information	purposes	only

#### F. LEVERAGE RATIO IMPACT OF THE COMPREHENSIVE ASSESSMENT

#### Explanatory Note:

- Note that the leverage ratio is based on the CRR Article 429 as of January 2014.
  It is currently not binding, is displayed for information purposes only and has no impact on the capital shortfall (B11).
- · As the constant balance sheet assumption, which is applied in the Stress Test, might be misleading for the leverage ratio, the ratio is displayed for AQR only.

F1	Leverage Ratio at year end 2013	%	6.24%
	Please refer to Definitions and Ex	cplanations sheet	
	F1 = A9		
F2	Aggregated adjustments to Leverage Ratio due to the outcome of the AQF	R Basis Points	-12
	F2 = (D20+D21+D22)/A5		
F3	AQR adjusted Leverage Ratio	%	6.12%
	F3 = F1 + F2		

# 3. Definitions and Explanations

Reference	Name	Definition or further explanation
A. MAIN INFO	RMATION ON THE BANK BEFORE THE	E COMPREHENSIVE ASSESSMENT (end 2013)
A1	Total Assets (based on prudential scope of consolidation)	Sum of on balance positions. Note that for this and all following positions the scope of consolidation follows Article 18 CRR (therefore direct comparison with financial accounts based on accounting scope of consolidation will result in differences). Year-end 2013.
A2	Net (+) Profit/ (-) Loss of 2013 (based on prudential scope of consolidation)	Net profits (positive number) or net losses (negative number) in the year 2013. After taxes. Exclusive Other Comprehensive Income. The scope of consolidation follows Article 18 CRR (therefore direct comparison with financial accounts based on accounting scope of consolidation will result in differences).
А3	Common Equity Tier 1 Capital	At year-end 2013, according to CRDIV/CRR definition, transitional arrangements as of 1.1.2014, Article 50 CRR. The only exception to national transitional arrangements is sovereign AFS losses (Article 467 CRR) where a harmonised approach is taken with a 20% deduction irrespective of national discretion concerning phase-in. This exception is necessary to be consistent with EBA's CET1 definition applied in the stress test exercise. This includes losses of 2013 or retained earnings of 2013 subject to Article 26.2 CRR.
A4	Total risk exposure	Article 92.3 CRR, "total RWA", as of year-end 2013. according to CRDIV/CRR definition, transitional arrangements as of 1.1.2014.
A5	Total exposure measure according to Article 429 CRR	Denominator of leverage ratio (A9), "leverage exposure", according to Article 429 CRR.
A6	CET1 ratio	A6=A3/A4, Article 92.1a CRR, figures as of year-end 2013. With national transitional arrangements as per 1 January 2014. The only exception to national transitional arrangements is sovereign AFS losses (Article 467 CRR) where a harmonised approach is taken with a 20% deduction irrespective of national discretion concerning phase-in. This exception is necessary to be consistent with EBA's CET1 definition applied in the stress test exercise.
A7	Tier 1 Ratio	Unadjusted Basel II figure as of 31.12.2013 as reported by the bank
A8	Core Tier one ratio	Unadjusted Basel II figure as of 31.12.2013 as reported by the bank
A9	Leverage ratio at year end 2013	See EBA Implementing Technical Standards for Supervisory Reporting (Legal basis: Article 99 of Regulation (EU) No 575/2013 and ITS on Supervisory Reporting of institutions published in the Official Journal of the European Commission on 28/06/2014) module for leverage ratio:  - Annex X - Leverage ratio templates - Annex XI - Instructions on Leverage (Part II 2.12)
A10	Non-performing exposures ratio	Numerator: Exposure (book value plus CCF-weighted off-balance exposure) that is non-performing according to the simplified NPE definition (see Section 2.4.4. of the AQR Phase 2 manual) at year end 2013 (total of consolidated bank):  An NPE is defined as:  • Every material exposure that is 90 days past-due even if it is not recognised as defaulted or impaired  • Every exposure that is impaired (respecting specifics of definition for nGAAP vs. IFRS banks)  • Every exposure that is in default according to CRR  Definition of exposure:  • Any facility that is NPE must be classed as such  • For retail: NPE is defined at the facility level  • For non-retail: NPE is defined at the debtor level – if one material exposure is classified as NPE, all exposures to this debtor level shall be treated as NPE  • Materiality is defined as per the EBA ITS guidelines (i.e. as per Article 178 CRR) and hence in line with national discretion  • Off balance sheet exposures are included. Derivative and trading book exposures are not included as per the EBA ITS.  Denominator: total exposure (performing and non-performing). Same definition of exposure as above.  As of year-end 2013 and total of consolidated bank.

A11	Coverage ratio for non-performing exposure	Numerator: Specific allowances for individually assessed financial assets (As per IAS 39 AG.84-92. FINREP table 4.4, column 080. EBA/ITS/2013/03 Annex V. Part 2. 35-38) + Specific allowances for collectively assessed financial assets (As per IAS 39 AG.84-92. FINREP table 4.4, column 090. EBA/ITS/2013/03 Annex V. Part 2. 35-38) + Collective allowances for incurred but not reported losses (As per IAS 39 AG.84-92. FINREP table 4.4, column 100. EBA/ITS/2013/03 Annex V. Part 2. 35-38)  Denominator: the non-performing exposure (numerator of A10)  As of year-end 2013 and total of consolidated bank.
A12	Level 3 instruments on total assets	Level 3 assets are those according to IFRS 13, para. 86-90 (covering Available for Sale, Fair Value through P&L and Held for Trading) Not defined for banks using nGAAP. Total assets = A1
B. MAIN RI	ESULTS OF THE COMPREHENSIVE ASSE	SSMENT (CA)
B1	CET1 Ratio	B1=A6
B2	Aggregated adjustments due to the outcome of the AQR	This is the sum of all AQR results impacting (from an accounting or prudential perspective) the CET1 ratio. The split into its components is provided in the sheet "Detailed AQR Results". In basis points, marginal effect.
В3	AQR adjusted CET1 Ratio	B3 = B1 + B2 based on year-end 2013 figures and CRR/CRDIV phase-in as of 1 January 2014
B4	Aggregate adjustments due to the outcome of the baseline scenario of the joint EBA ECB Stress Test	Additional adjustments due to baseline scenario to lowest capital level over the 3-year period. Note that this also includes phasing-in effects of CRR and CRD 4 as of arrangements of respective national jurisdiction. In line with EBA disclosure.
B5	Adjusted CET1 Ratio after Baseline Scenario	B5= B4 + B3  Note that this is an estimate of the outcome of a hypothetical scenario and refers to a future point in time. It should not be confused with the bank's forecast or multi year plan.
В6	Aggregate adjustments due to the outcome of the adverse scenario of the joint EBA ECB Stress Test	Additional adjustments due to adverse scenario to lowest capital level over the 3-year period. Note that this also includes phasing-in effects of CRR and CRDIV as of arrangements of respective national jurisdiction. In line with EBA disclosure.
В7	Adjusted CET1 Ratio after Adverse Scenario	B7 = B5 + B6 Note that this is an estimate of the outcome of an adverse hypothetical scenario and refers to a future point in time. It should not be confused with the bank's forecast or multi-year plan.
В8	Shortfall to threshold of 8% for AQR adjusted CET1 Ratio	B8=(8-B3)*100 (if B3<8, otherwise 0)
В9	Shortfall to threshold of 8% in Baseline Scenario	B9=(8-B5)*100 (if B5<8, otherwise 0)
B10	Shortfall to threshold of 5.5% in Adverse Scenario	B10=(5.5-B7)*100 (if B7<5.5, otherwise 0)
B11	Aggregated Capital Shortfall of the Comprehensive Assessment	B11= max( B8, B9, B10 ) B11 will be capital shortfall coming out of the comprehensive assessment. For details on which measures are considered eligible to mitigate the shortfall see the accompanying Aggregated Report.

C. Memorand	um Items	
Please refer to Stress Test	the bank specific notes on the first sheet	for details on any capital raising that is already reflected in the dynamic balance sheet of the
C1	Raising of capital instruments eligible as CET1 capital (+)	Changes to CET1 due to new issuances of common equity.
C2	Repayment of CET1 capital, buybacks (-	Changes to CET1 due to repayment or reduction of CET1 (i.e. buybacks).
С3	Conversion to CET1 of existing hybrid instruments (+)	Changes to CET1 due to conversion of existing hybrid instruments into CET1 which took place between 1 January 2014 and 30 September 2014.
C4	Net Issuance of Additional Tier 1 Instruments with a trigger at or above 5.5% and below 6%	Net issuance of AT1 Instruments (Article 52 CRR) with a trigger at or above 5.5% and below 6% between 1 January 2014 and 30 September 2014, expressed in terms of RWA. AT1 instruments which have been converted into CET1 are not to be accounted for in this cell to avoid double counting with C3.
C5	Net Issuance of Additional Tier 1 Instruments with a trigger at or above 6% and below 7%	Net issuance of AT1 Instruments (Article 52 CRR) with a trigger at or above 6% and below 7% between 1 January 2014 and 30 September 2014, expressed in terms of RWA. AT1 instruments which have been converted into CET1 are not to be accounted for in this cell to avoid double counting with C3.
C6	Net Issuance of Additional Tier 1 Instruments with a trigger at or above 7%	Net issuance of AT1 Instruments (Article 52 CRR) with a trigger at or above 7% CET1 between 1 January 2014 and 30 September 2014, expressed in terms of RWA. AT1 instruments which have been converted into CET1 are not to be accounted for in this cell to avoid double counting with C3.
C7	Incurred fines/litigation costs from January to September 2014 (net of provisions)	Incurred fines/litigation costs from 1 January to September 2014 (net of provisions).  Only litigation costs with a realized loss > 1 Basis Point of CET1 (as of 1.1.2014) are in scope.
	1	
D. Matrix Brea	akdown of AQR Result	
Asset class	Corporates	Asset class is an aggregated of the AQR sub-asset classes Project finance, Shipping, Aviation, Commercial real estate (CRE), Other real estate, Large corporates (non real estate) and Large SME (non real estate)
D .A	Credit Risk RWA year end 2013	Total credit risk weighted assets including off balance sheet items.
D.B	Portfolio selected	Indication of the fraction of the overall RWA per asset class that was selected in Phase 1 of the AQR. This follows a "bucketing approach" rather than disclosing the precise figures. Buckets are defined as follows:  "Not relevant"; 0%; < 20%; 20-40%; 40-60%; 60-80%; 80-100%; 100%
D .C	Adjustments to provisions on sampled files	Amount of adjustments to specific provisions on the credit file samples.  This includes all files from the single credit file review (on a technical note: also the prioritized files).
D .D	Adjustments to provisions due to projection of findings	Amount of adjustments to specific provisions based on the projection of findings of the credit file review to the wider portfolio (negative numbers).
D .E	Adjustment to provisions due to collective provisioning review	Amount of adjustments to collective provisions as determined based on the challenger model in cases where the bank's collective provisioning model is found to be out of line with the standards expressed in the AQR Manual.
D.F	Adjustments on CET1 before offsetting impact	Gross amount of the aggregated adjustments disclosed in D.C - D.E before the offsetting impact of risk protection and tax (negative numbers).
D.G	Portfolio size Carrying Amount	Portfolio size - Level 3 Carrying Amount
D .H	Portfolio selection	Indication of the carrying amount (gross mark-to-market as of year-end 2013, before AQR adjustment) of Level 3 position that has been reviewed by NCA Bank Team divided by total level 3 carrying amount (gross mark-to-market as of year-end 2013, before AQR adjustment and before PP&A) for this asset class.
D .I	Adjustments on CET1 before offsetting impact	Amount of adjustments resulting from: - CVA Challenger model (D11) the different components of the fair value exposures review (D13-D19), as well as the fair value review as a whole (D12).

D10	Additional information on portfolios with largest adjustments accounting for (at least) 30% of total banking book AQR adjustment:	This breakdown is omitted where the overall AQR impact (B2) is less than 10 basis points CET1 and single rows are omitted where they have an impact of less than 1 basis point CET1. Note this adjustment is already reflected in the asset class break down of D1 to D9 and displayed here only on a more granular level.
D11	CVA	Adjustments resulting from CVA challenger model. CVA see Article 383 CRR CVA, calculated as the market loss-given-default multiplied by the sum of expected losses at each point in time. The expected loss at each point in time is calculated as the product of the PD factor at that point in time and the Exposure factor at that point in time
D12	Adjustments to fair value assets in the banking and trading book	Split of the aggregated adjustment from the fair value review, excluding the adjustment to CVA (D11)
D13	Non derivative exposures review	This includes changes in scope of exposure following PP&A. Note this includes accrual accounted real estate positions and portfolios accounted at cost.
D20	Sum of D.F1, D.I 11 and D.I 12	Gross amount of the aggregated CET1 adjustment based on the AQR before offsetting impact of asset protection, insurance and tax (negative number).
D21	Offsetting impact due to risk protection	Aggregated estimated impact of asset protection schemes (e.g. portfolio guarantees) and insurance effects that may apply toapplicable portfolios (positive number).
D22	Offsetting tax impact	The offsetting tax impact includes the assumed creation of DTAs, which accounts for limitations imposed by accounting rules. Appropriate CRRIV DTA deductions are made for any tax offsets.
D23	Net total impact of AQR results on CET1	Net amount of the aggregated CET1 adjustment based on the AQR after offsetting impact of risk protection and tax (negative number). Sums the impact from D20, D21, D22, and incorporates the effect of changing RWA.
E. Matrix Breakdown of Asset Quality Indicators		

- The asset quality indicators are based on EBA's simplified definition of NPE.
  All parties involved made significant efforts to increase the degree of harmonisation of the NPE definition and its application.
  While the application of this definition constitutes a very important leap forward in terms of harmonisation across the euro area banking sector, the degree of harmonisation reached is not completely perfect due to factors such as different materiality thresholds across Member States. However, a solid basis of consistency has been implemented for the comprehensive assessment, implying a very significant improvement in comparability across banks from different jurisdictions.
- The figures presented should not be understood as accounting figures.

E .A	unadjusted NPE Level year end 2013	Total NPE for all portfolios in-scope for detailed review during the AQR. Expressed as a percentage of Total Exposure for these portfolios
E .B	Changes due to the single credit file review	Exposure re-classified from performing to non-performing according to the CFR classification review.
E .C	Changes due to the projection of findings	Exposure re-classified from performing to non-performing according to the projection of findings.
E .D	AQR - adjusted NPE level	Numerator:  Exposure (book value plus CCF-weighted off-balance exposure) reported by the bank as non-performing according to the simplified NPE definition (see AQR Phase 2 Manual Section 2.4.4. and explanation for A10 above) at year end 2013 +  Exposure re-classified from performing to non-performing according to the CFR classification review and projection of findings.  Denominator: total exposure (performing and non-performing). Same exposure definition as above.
E .E	unadjusted coverage ratio of non-performing exposure, year end 2013	Specific provisions divided by non-performing exposure for portfolios in-scope for detailed review in the AQR. NB: The NPE used is that set of of exposures which were originally marked as NPE pre-AQR.
E.F	Changes due to the single credit file review	Amount of adjustments to provisions based on single credit file review.
E .G	Changes due to the projection of findings	Amount of adjustments to provisions based on the projection of findings of the credit file review to the wider portfolio.
E .H	Changes due to the collective provisioning review on non-performing exposures	Amount of adjustments to collective provisions as determined based on the challenger model in cases where the bank's collective provisioning model is found to be out of line with the standards expressed in the AQR Manual.
E .I	AQR - adjusted ratio of provisions on NPE to NPE	Coverage ratio adjusted for AQR findings.
E.J	Coverage ratio for exposures newly classified as NPE during the AQR	Additional provisions specified for exposure newly classified as non-performing during the AQR

F. LEVERAGE RATIO IMPACT OF THE COMPREHENSIVE ASSESSMENT			
F1	Leverage Ratio at year end 2013	See A9 above	
F2	Aggregated adjustments due to the outcome of the AQR	Adjustments to the leverage ratio based on all quantitative AQR adjustments affecting its components	
F3	AQR adjusted Leverage Ratio	Leverage ratio as at December 2013, incorporating all quantitative AQR adjustments to capital. Leverage ratio definition based on CRR Article 429 as of September 2014	



#### **2014 EU-wide Stress Test**

**Summary Adverse Scenario** 

#### IT - Intesa Sanpaolo S.p.A.

Actual figures as of 31 December 2013	mln EUR, %
Operating profit before impairments	9,510
Impairment losses on financial and non-financial assets in the banking book	14,522
Common Equity Tier 1 capital (1)	33,333
Total Risk Exposure (1)	284,781
Common Equity Tier 1 ratio, % (1)	11.70%

Outcome of the adverse scenario as of 31 December 2016	mln EUR, %
3 yr cumulative operating profit before impairments	12,382
3 yr cumulative impairment losses on financial and non-financial assets in the banking book	21,147
3 yr cumulative losses from the stress in the trading book	1,452
Valuation losses due to sovereign shock after tax and prudential filters	446
Common Equity Tier 1 capital (1)	25,772
Total Risk Exposure (1)	309,974
Common Equity Tier 1 ratio, % (1)	8.31%

Memorandum items	mln EUR
Common EU wide CET1 Threshold (5.5%)	17,049
Total amount of instruments with mandatory conversion into ordinary shares upon a fixed date in the 2014 -2016 period (cumulative conversions) (2)	0
Total Additional Tier 1 and Tier 2 instruments eligible as regulatory capital under the CRR provisions that convert into Common Equity Tier 1 or are written down upon a trigger event (3)	0
Of which: eligible instruments whose trigger is above CET1 capital ratio in the adverse scenario (3)	0

<sup>(1)</sup> According to CRR/CRD4 definition transitional arrangements as per reporting date. Figures as of 31/12/2013 computed as of first day of application: 01/01/2014.



#### **2014 EU-wide Stress Test**

**Summary Baseline Scenario** 

#### IT - Intesa Sanpaolo S.p.A.

Actual figures as of 31 December 2013	mln EUR, %
Operating profit before impairments	9,510
Impairment losses on financial and non-financial assets in the banking book	14,522
Common Equity Tier 1 capital (1)	33,333
Total Risk Exposure (1)	284,781
Common Equity Tier 1 ratio, % (1)	11.70%

Outcome of the baseline scenario as of 31 December 2016	mln EUR, %
3 yr cumulative operating profit before impairments	16,132
3 yr cumulative impairment losses on financial and non-financial assets in the banking book	11,388
3 yr cumulative losses from the stress in the trading book	1,158
Common Equity Tier 1 capital (1)	32,764
Total Risk Exposure (1)	291,809
Common Equity Tier 1 ratio, % (1)	11.23%

Memorandum items	mln EUR
Common EU wide CET1 Threshold (8.0%)	23,345

(1) According to CRR/CRD4 definition transitional arrangements as per reporting date. Figures as of 31/12/2013 computed as of first day of application: 01/01/2014.

<sup>(2)</sup> Conversions not considered for CET1 computation

<sup>(3)</sup> Excluding instruments with mandatory conversion into ordinary shares upon a fixed date in the 2014 -2016 period

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EBA SUPPLIANT	2014 EU-wide Stress Test																									
	(mhBP %)	LTV % (as of 31/12/2013) Non-de	F-GRS  Feated Defaulted Non	A-IMS defaulted Defaulted	Non-defaulted Defa	r-st sulted Non-defaulted	Risk exposure	A-DIZI A-DIZI Faulted Defaulted	2/2013) STA Non-defaulted D	efaulted Non-defa	Value adju 1-283 suited Defaulted	Non-defaulted	Defaulted Non-d	STA STA defaulted Defaulted	Impairment rate	Stock of Provisions - Defa	ge Ratio Impairment uit Stock räfe	seline Scenario s of 31/12/2015  Stock of Provisions Default		Stock of Provisions Default Stock	Impairment rate	Stock of Provisions Coverage Ratio - Default St		s Scenario 31/12/2015 tock of ovisions	as of 31/1 Impairment Stock of Provision	12/2016  Coverage Ratio - One Default Stock
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Control locate and dental amountments Institution Controlled Contr	171 to (and 1712/285)		Note		
Control levels and confine any analysis of the Control levels and confine any any any and any any and any	\$\frac{1}{24\cdot \cdot	Application   Application			
Serbia se	1979 (see 2 1979)		An all   1   1   2   2   3   3   4   4   4   4   4   4   4   4		

30.TR\_Evolution of P&L 26/10/2014



### **2014 EU-wide Stress Test**

AUTHORITY ZOIT EO WIGC SCIESS ICS	,,								
P&L		I	Baseline Scenari	0	Adverse Scenario				
(mln EUR)	31/12/2013	31/12/2014	31/12/2015	31/12/2016	31/12/2014	31/12/2015	31/12/2016		
Net interest income	7,626	7,626	7,513	7,626	7,171	6,481	6,478		
Net trading income		-393	-161	-45	-540	-249	-104		
of which trading losses from stress scenarios		-579	-347	-232	-726	-436	-290		
Other operating income	3,340	-161	-96	-63	-241	-96	-80		
Operating profit before impairments	9,510	5,168	5,351	5,613	4,279	4,075	4,028		
Impairment of financial assets (-)	-7,982	-4,536	-3,694	-3,126	-7,666	-6,295	-6,555		
Impairment of financial assets other than instruments designated at fair value through P&L (-)	-7,956	-4,531	-3,691	-3,123	-7,640	-6,279	-6,544		
Impairment Financial assets designated at fair value through P&L (-)	-26	-6	-3	-2	-27	-16	-11		
Impairment on non financial assets (-)	-6,540	-32	0	0	-308	-198	-124		
Operating profit after impairments from stress scenarios	-5,012	600	1,657	2,487	-3,695	-2,419	-2,651		
Other Income and expenses	-320	0	0	0	0	0	0		
Pre-Tax profit	-5,332	600	1,657	2,487	-3,695	-2,419	-2,651		
Tax	804	-180	-497	-746	1,109	726	795		
Net income	-4,528	420	1,160	1,741	-2,587	-1,693	-1,855		
Attributable to owners of the parent	-4,521	409	1,132	1,699	-2,529	-1,655	-1,814		
of which carried over to capital through retained earnings	-4,521	-1	-1	-1	-2,529	-1,655	-1,814		
of which distributed as dividends	0	410	1,133	1,700	0	0	0		

### EBA SUROPEAN BANKING AUTHORITY

#### 2014 EU-wide Stress Test

RWA			Baseline Scenario			Adverse Scenario					
(min EUR)	as of 31/12/2013	as of 31/12/2014	as of 31/12/2015	as of 31/12/2016	as of 31/12/2014	as of 31/12/2015	as of 31/12/2016				
Risk exposure amount for credit risk	243,683	247,919	249,795	250,710	258,935	258,205	259,937				
Risk exposure amount Securitisation and re-securitisations	6,884	8,378	9,213	9,760	9,941	11,632	12,797				
Risk exposure amount Other credit risk	236,799	239,542	240,581	240,951	248,994	246,573	247,140				
Risk exposure amount for market risk	18,036	18,036	18,036	18,036	26,066	26,541	26,975				
Risk exposure amount for operational risk	22,737	22,737	22,737	22,737	22,737	22,737	22,737				
Transitional floors for Risk exposure amount	0	0	0	0	0	0	0				
AQR adjustments	325	325	325	325	325	325	325				
Total Risk exposure amount	284,781	289,018	290,893	291,809	308,064	307,808	309,974				

STRICTLY CONFIDENTIAL 26/10/2014



### **2014 EU-wide Stress Test**

AUTHORITY	Securitisation			Baseline scenario		Adverse scenario			
	(mln EUR)	as of 31/12/2013	31/12/2014	31/12/2015	31/12/2016	31/12/2014	31/12/2015	31/12/2016	
	Banking Book	3,659							
Everence velves	Trading Book (excl. correlation trading positions under CRM)	1,244							
Exposure values	Correlation Trading Portfolio (CRM)	0							
	Total	4,903							
	Banking Book	5,318	6,122	6,716	7,102	7,304	8,526	9,382	
Risk exposure values	Trading Book (excl. correlation trading positions under CRM)	1,566	2,255	2,497	2,657	2,637	3,106	3,415	
	Total	6,884	8,378	9,213	9,760	9,941	11,632	12,797	
	Hold to Maturity porfolio	3,608	3,608	3,608	3,608	3,615	3,623	3,633	
Turnaiumanta	Available for Sale porfolio	0	0	0	0	0	0	0	
Impairments	Held for trading portfolio								
	Total	3,608	3,608	3,608	3,608	3,615	3,623	3,633	

32.TR\_Securitisation



#### 2014 EU-wide Stress Test - Sovereign Exposure

	(mln EUR)	VALUES AS OF 31/12/2013							VALUES AS OF	31/12/201	3	V	ALUES AS OF	31/12/2013	В
			ONG EXPOSURES	NET DIRECT PO	DSITIONS (gross e	exposures (long) n	et of cash short nly where there is		CT SOVEREIGN EXPOS			INDIRECT SOVEREIGN EXPOSURES (3) (on and off balance sheet)			
		(accounting value (	gross of provisions) 1)	a maturity matching) (1)				Derivatives with pos 31/12/			th negative fair value at 1/12/2013	Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013	
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(-	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(-)
「0 - 3M 「 「3M - 1Y 「 [1Y - 2Y [ [2Y - 3Y [ [3Y - 5Y [ FSY - 10Y [ F10Y - more Tot	Austria	0 10 0 1 0 8 3 23	0 0 0 0 0	0 8 0 1 0 8 3 <b>21</b>	0 3 0 1 0 0 0	0 0 0 0 0	0 5 0 0 0 8 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 76 20 15 0	0 0 1 0 0 0	0 0 69 35 7 0	0 0 -1 -1 0 0 0
[ 0 - 3M [	Belgium	17 7 16 2 0 58 0	0 0 0 0 0	17 7 16 2 -2 58 0	0 0 3 2 0 58 0	0 0 0 0 0	17 7 13 0 -2 1 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	36 0 65 112 0 0	0 0 1 3 0 0 0	36 0 65 112 0 0	0 0 -1 -3 0 0
[ 0 - 3M [	Bulgaria	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0
「0 - 3M 「 [3M - 1Y [ [1Y - 2Y [ [2Y - 3Y [ [3Y - 5Y [ [5Y - 10Y [ 10Y - more Tot	Cyprus	0 6 3 0 0 0	0 0 0 0 0	0 6 3 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0
[ 0 - 3M [	Czech Republic	0 0 0 1 26 18	0 0 0 0 0 0 18 11 29	0 0 0 1 26 18 11 56	0 0 0 0 0 26 0	0 0 0 0 0	0 0 0 1 1 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0
To - 3M	Denmark	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
To - 3M	Estonia	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0

	(min EUR) VALUES AS OF 31/12/2013								VALUES AS OF	31/12/201	3	V	ALUES AS OF	31/12/2013	3
			ONG EXPOSURES		POSITIONS (gross of greeign debt to other			DIREC	CT SOVEREIGN EXPOS	URES IN DERIVAT	TVES (1)	INDIRECT SOVI	EREIGN EXPOSURES	6 (3) (on and off b	balance sheet)
			gross of provisions) (1)		a maturity	/ matching) (1)		Derivatives with po 31/12			th negative fair value at 1/12/2013		positive fair value 12/2013	Derivatives wit value at 31	
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(- )	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013 (-)
「0-3M「 [3M-1Y[ [1Y-2Y[ [2Y-3Y[ [3Y-5Y] [5Y-10Y[ [10Y-more	Finland	0 2 2 2 2 9 2 0	0 2 2 2 2 4 2	0 2 2 2 2 9 2	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 5 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [1Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	France	3 21 31 72 8 130 22 287	0 1 1 1 3 7 4	17 3 19 26 14 8 101 -10	3 0 0 0 0 0 0	0 0 0 0 0	0 18 24 13 6 1 -29 34	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	73 0 91 373 819 0 0	0 0 0 0 2 0 2	73 0 91 316 801 0 0	0 0 0 0 0 -2 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [1Y-2Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	Germany	57 79 33 81 28 75 45	0 0 0 0 0 0	57 72 12 44 9 33 42 <b>269</b>	21 30 0 25 0 0 43	0 0 0 0 0 0	36 42 12 -20 9 33 -1	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	18 0 36 149 0 0 203	0 0 0 1 0 0 0 0	18 0 152 65 7 0 243	0 0 0 0 0 0 0
0 - 3M     3M - 1Y     1Y - 2Y     2Y - 3Y     3Y - 5Y     15Y - 10Y	Croatia	231 364 335 184 246 413 99 1,871	1 13 219 178 159 405 99 1,074	231 364 335 184 246 412 99 1,871	0 0 0 0 0	156 343 56 7 3 0 0	0 8 2 0 0 0	0 0 0 0 0 0 0 297 <b>297</b>	0 0 0 0 0 0 0 34 34	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 15 7 0	0 0 0 0 1 1 0	0 0 0 0 0	0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [1Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	Greece	28 5 0 0 0 1 1 <b>34</b>	0 0 0 0 0	28 5 0 0 0 1 1 <b>34</b>	0 0 0 0 0 0	0 0 0 0 0	28 5 0 0 0 1 1 <b>34</b>	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0
[ 0 - 3M   [ 3M - 1Y   [ 1Y - 2Y   [ 2Y - 3Y   [ 3Y - 5Y   [ 5Y - 10Y	Hungary	922 25 9 44 32 21 195 <b>1,249</b>	0 6 9 0 1 15 194 225	922 25 9 44 31 21 195 <b>1,248</b>	900 0 0 43 0 0 0	0 0 0 0 0	4 19 0 0 1 6 1	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 7 17 7 0 0	0 0 0 0 0 0	0 0 4 21 7 0 0	0 0 0 0 0 0
[ 0 - 3M [	Iceland	0 0 0 0 0 0 3 0	0 0 0 0 0	0 0 0 0 0 0 3	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 3	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
TO - 3M	Ireland	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 -11 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 -11 0 - <b>11</b>	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 22 0 0 18 0	0 0 0 0 0 0	0 0 0 22 0 0 18 0	0 0 0 0 0 0
TO - 3M	Italy	10.232 24.897 11.513 9,963 7,323 6,005 7.338 77,271	3 2.911 2.806 2.741 3.953 3.188 4.475 20,077	10.184 24.647 11.256 9,517 6,473 5,809 7,185 <b>75,072</b>	8.293 19.044 8.150 6.860 2.835 959 1.076 47,216	0 0 0 24 0 23 0 0	1.886 2.672 267 -84 -337 239 160 <b>4.804</b>	0 2 68 1 8 253 9,810 <b>10,142</b>	0 0 3 1 1 57 3,423 <b>3,484</b>	0 0 53 8 0 155 96 312	0 0 -1 -7 0 -9 -10	0 0 0 0 96 155 219 303 <b>773</b>	0 0 0 1 1 4 22 75 102	0 0 1 46 230 44 989 1,308	0 0 0 0 -1 -17 -4 -174

	(mln EUR)		V	ALUES AS O	F 31/12/201	13			VALUES AS OF	31/12/201	3	V.	ALUES AS OF	31/12/2013	1
		GROSS DIRECT LO	ONG EXPOSURES	NET DIRECT P	OSITIONS (gross e	exposures (long) n	et of cash short	DIREC	CT SOVEREIGN EXPOS				REIGN EXPOSURES		
			(accounting value gross of provisions) (1)		positions of sovereign debt to other counterpaties only where there is a maturity matching) (2)			Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013		Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013	
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(- )	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013 (-)
[ 0 - 3M   [ 3M - 1Y   [ 1Y - 2Y   [ 2Y - 3Y	Latvia	1 3 4 3 3 33 17 12	1 3 4 3 7 17 12 <b>47</b>	1 3 4 3 3 33 17 12 73	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0
Tot [0 - 3M] [3M - 1Y] [1Y - 2Y] [2Y - 3Y] [3Y - 5Y] [5Y - 10Y] [10Y - more	Liechtenstein	73 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
Tot [0-3M] [3M - 1Y] [1Y - 2Y] [2Y - 3Y] [3Y - 5Y] [5Y - 10Y] [10Y - more Tot	Lithuania	0 0 0 0 0 20 0 20	0 0 0 0 0 0	0 0 0 0 0 20 0	0 0 0 0 0 20 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 7 7 0 0	0 0 0 0 0 0	0 0 0 7 7 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
[ 0 - 3M [	Luxembourg	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [2Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	Malta	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
[ 0 - 3M [	Netherlands	3 46 43 0 0 0 0	0 0 0 0 0 0	3 46 33 0 0 0	0 30 3 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3 15 30 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 105 0 4 0 0	0 0 0 0 0 0	0 36 69 0 4 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Tot	Norway	0 0 0 0 0 0 41 5	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -1 0 0 41 5	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -1 0 0 41 5	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [2Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more	Poland	34 3 0 10 0 0 15 <b>61</b>	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	34 3 0 10 0 0 15 <b>61</b>	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	34 3 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Tot 	Portugal	0 1 0 0 0 11 10 7	0 0 0 0 1 6 7	0 1 0 0 0 11 10 7 30	0 0 0 0 0 0	0 0 0 0 0 0	0 1 0 0 10 5 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 53 54 4 18 18 0	0 0 1 0 1 3 0 5	0 53 54 4 18 18 0 147	0 0 -1 0 -1 -2 0

	(mln EUR)		V	ALUES AS C	F 31/12/20:	13			VALUES AS OF	31/12/201	3	V	ALUES AS OF	31/12/2013	
			ONG EXPOSURES	NET DIRECT POSITIONS (gross exposures (long) net of cash short positions of sovereign debt to other counterpaties only where there is				DIRECT SOVEREIGN EXPOSURES IN DERIVATIVES (1)				INDIRECT SOVEREIGN EXPOSURES (3) (on and off balance sheet)			
		(accounting value gross of provisions) (1)		a maturity matching) (1)			Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013		Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013		
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(· )	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(-)
[ 0 - 3M [	Romania	2 44 28 59 28 9 0	0 2 2 2 2 3 8 0	2 44 28 59 26 9 0	2 42 16 58 25 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1 0 -1 1 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
Tot [0-3M] [3M-1Y] [1M-2Y] [1Y-2Y] [2Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	Slovakia	170 403 86 416 585 417 394 124 2,425	17 17 12 32 17 32 21 135	403 86 416 585 417 394 124 <b>2,425</b>	0 0 0 391 553 247 82 0 1,274	0 0 0 0 0 0	7 0 13 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
Tot [0-3M] [3M-1Y  [1Y-2Y  [1Y-2Y  [3Y-5Y] [5Y-10Y  [10Y-more Tot	Slovenia	0 110 48 69 8 48 50	0 85 1 34 1 23 39	0 110 48 69 7 48 50 332	0 25 47 35 8 25 12	0 0 0 0 0 0	0 0 0 0 -1 0 -1	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 7 0 0	0 0 0 0 0	0 0 0 7 0 0 0	0 0 0 0 0
0 - 3M     3M - 1Y     1Y - 2Y     2Y - 3Y     3Y - 5Y     5Y - 10Y     10Y - more	Spain	91 279 75 210 575 147 42 <b>1,420</b>	14 35 57 33 171 144 33 488	88 275 67 208 558 145 41 1,382	0 0 0 0 0	0 0 0 0 0	22 240 9 175 33 0 8 488	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 89 366 622 723 36 0	0 0 2 3 14 1 0	0 125 330 605 721 36 0	0 -1 -2 -1 -13 -1 0 -18
Tot [ 0 - 3M [ ] 3M - 1Y [ ] 1Y - 2Y [ ] 12Y - 3Y [ ] 3Y - 5Y [ ] 5Y - 10Y [ ] 10Y - more Tot	Sweden	0 0 0 0 36 0 0	0 0 0 0 0	0 0 0 36 0 37	0 0 0 0 0	0 0 0 0 0	0 0 0 0 36 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0
[ 0 - 3M [	United Kingdom	0 0 0 0 0 6	0 0 0 0 0	0 0 0 0 0 1	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 1	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 141 0 0 0 0	0 0 2 0 0 0	0 0 141 7 0 0 0	0 0 -2 0 0 0
TO - 3M	Australia	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 -1 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 -1 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Ot   O - 3M	Canada	0 117 613 0 0 202 0 0 932	0 0 0 0 0	-1 117 613 0 0 0 202 0 0 932	0 0 0 0 0 26 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1 117 613 0 0 176 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
TO - 3M	Hong Kong	932 47 0 0 0 0 0 0 0	0 0 0 0 0	932 47 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	906 47 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

	(mln EUR)		V	ALUES AS C	F 31/12/20:	13			VALUES AS OF	31/12/201	3	V	ALUES AS OF	31/12/2013	
			ONG EXPOSURES	NET DIRECT POSITIONS (gross exposures (long) net of cash short positions of sovereign debt to other counterpaties only where there is				DIRE	CT SOVEREIGN EXPOS	URES IN DERIVAT	TVES (1)	INDIRECT SOVEREIGN EXPOSURES (3) (on and off balance sheet)			
			(accounting value gross of provisions) (1)		a maturity matching) (1)			Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013		Derivatives with positive fair value at 31/12/2013		Derivatives with negative fair value at 31/12/2013	
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013(·	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013 (-)
[ 0 - 3M   [ 3M - 1Y   [ 1Y - 2Y   [ 2Y - 3Y	Japan	21 0 0 0 0 0 0	0 0 0 0 0	21 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0
Tot [ 0 - 3M ] [ 3M - 1Y ] [ 1Y - 2Y ] [ 2Y - 3Y ] [ 3Y - 5Y ] [ 5Y - 10Y ] [ 10Y - more Tot	u.s.	1 0 514 3 89 33 73 712	0 0 0 0 0 0	1 0 514 3 88 31 73 <b>709</b>	0 0 1 1 16 6 28	0 0 0 0 0	1 0 513 0 34 -2 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 50 50 20 0 0	0 0 0 0 0 0	0 0 0 0 20 0 0	0 0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [1Y-2Y] [2Y-3Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	China	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
[ 0 - 3M [	Switzerland	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Tot [0-3M] [3M-1Y] [1Y-2Y] [1Y-2Y] [3Y-5Y] [5Y-10Y] [10Y-more Tot	Other advanced economies non EEA	6 19 0 5 4 0 0	0 0 0 0 0 0	6 19 0 5 4 0 0	0 0 0 0 0 0	0 0 0 0 0	6 19 0 5 4 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
TO - 3M	Other Central and eastern Europe countries non EEA	86 249 297 95 126 35 8 <b>8</b>	1 17 26 15 41 21 0	86 249 296 95 125 33 8 <b>893</b>	41 137 194 30 0 0 5 407	0 0 0 0 0 0	9 0 0 0 -1 -1 2	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	5 0 7 15 22 0 0	0 0 0 0 0 1 0	5 0 0 15 22 0 0	0 0 0 0 0 -1 0
[ 0 - 3M [	Middle East	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
Tot [0-3M[ [3M-1Y[ [1Y-2Y[ [2Y-3Y[ [3Y-5Y[ [3Y-10Y[ [10Y-more	Latin America and the Caribbean	0 9 12 1 8 3 3	0 0 0 0 0	0 9 3 0 7 1 38	0 0 0 0 0 3 0 17	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 9 3 0 3 1 20	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 7 7 7 0	0 0 0 0 0	0 0 7 7 7 0	0 0 0 0 0
Tot	Africa	71 1.046 61 30 6 52 4 20 1,220	0 11 9 2 2 4 1 0	59 1.046 61 30 6 52 4 20 1,219	986 53 28 4 28 4 20 1,123	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	38 49 0 0 0 -1 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 11 0 0 0	0 0 0 0 0	0 0 0 0 11 0 0	0 0 0 0 0

(mln EUR) VALUES AS OF 31/12/2013							VALUES AS OF	31/12/201	3	V	ALUES AS OF	31/12/2013	В		
			ONG EXPOSURES				DIRECT SOVEREIGN EXPOSURES IN DERIVATIVES (1)				INDIRECT SOVEREIGN EXPOSURES (3) (on and off balance sheet)				
	(accounting value gross of pri (1)			a maturity matching) (1)				Derivatives with positive fair value at 31/12/2013			erivatives with negative fair value at 31/12/2013		Derivatives with positive fair value at 31/12/2013		h negative fair ./12/2013
Residual Maturity	Country / Region		of which: loans and advances		of which: AFS banking book	of which: FVO (designated at fair value through profit&loss) banking book	of which: Financial assets held for trading (2)	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013( )	Notional value	Fair-value at 31/12/2013 (+)	Notional value	Fair-value at 31/12/2013 (-)
[ 0 - 3M   [ 3M - 1Y   [ 1Y - 2Y   [ 1Y - 2Y   [ 2Y - 3Y   [ 3Y - 5Y   [ 15Y - 10Y   [ 10Y - more Tot	Others	107 34 38 2 5 7 6 199	98 0 0 0 0 0 0 0	107 34 38 2 -1 3 3	9 22 29 0 0 0 0	0 0 0 0 0	0 11 8 2 -1 3 3	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 15 22 0 0	0 0 0 0 0	15 22 0 18 0 0 0	0 0 0 0 0

Notes and definitions
(1) The exossures reported cover only exposures to central. regional and local governments on immediate borrower basis. and do not include exossures to other counterparts with full or partial government guarantees
(2) The banks disclose the exossures in the "Financial assets held for trading" controllo after offsetting the cash short positions having the same maturities.
(3) The exposures reported include the positions towards counterparts (other than sovereign) on sovereign cent is the full counterparts (other than sovereign) on sovereign cent in the positions for the description of the description and or accounterparts (other than sovereign) with full or partial government guarantees by central, regional and local governments.

34.TR\_Capital 26/10/2014

### 2014 EU-wide Stress Test

Capital			Baseline Scenario			Adverse Scenario		]	
CRR / CRDIV DEFINITION OF CAPITAL	A621/12/2012	4621/12/2014	As of 31/12/2015		A621/12/2014		4621/12/2016	COREP CODE	REGULATION
OWN FUNDS  COMMON EQUITY TIER 1 CAPITAL (net of deductions and after applying	43,147	42,120	40,948	39,264	39,120	35,937	31,945	CA1 (1)	Articles 4(118) and 72 of CRR
transitional adjustments)  Capital instruments eligible as CET1 Capital (including share premium and net own	33,333	33,623	33,233	32,764	30,855	28,538	25,772	CA1 (1.1.1)	Article 50 of CRR  Articles 26(1) points (a) and (b), 27 to 29, 36(1) point (f)
capital instruments)	38,940	38,940	38,940	38,940	38,940	38,940	38,940	CA1 (1.1.1.1)	and 42 of CRR
Of which: CET1 instruments subscribed by Government	0	0	0	0	0	0	0	-	-
Retained earnings	4,686	4,685	4,683	4,682	2,157	502	-1,312	CA1 (1.1.1.2)	Articles 26(1) point (c), 26(2) and 36 (1) points (a) and (l) of CRR
Accumulated other comprehensive income	-1,074	-1,150	-1,196	-1,226	-2,237	-2,046	-2,200	CA1 (1.1.1.3)	Articles 4(100), 26(1) point (d) and 36 (1) point (l) of CRR
Of which: arising from unrealised gains/losses from Sovereign exposure in AFS portfolio	-8	-8	-8	-8	-976	-667	-743	-	
Of which: arising from unrealised gains/losses from the rest of AFS portfolio	371	295	249	219	176	59	-20	-	-
Other Reserves	0	0	0	0	0	0	0	CA1 {1.1.1.4}	Articles 4(117) and 26(1) point (e) of CRR
Funds for general banking risk	0	0	0	0	0	0	0	CA1 (1.1.1.5)	Articles 4(112), 26(1) point (f) and 36 (1) point (l) of CRR
Minority interest given recognition in CET1 capital	84	84	84	84	84	84	84	CA1 (1.1.1.7)	Article 84 of CRR
Adjustments to CET1 due to prudential filters excluding those from unrealised gains/losses from AFS portfolio	-1,588	-1,619	-1,655	-1,690	-1,619	-1,655	-1,690	CA1 (1.1.1.9)	Articles 32 to 35 of and 36 (1) point (I) of CRR
Adjustments to CET1 due to prudential filters from unrealised gains/losses from Sovereign Exposure in AFS portfolio	6	6	5	3	781	400	297	-	
(-) Intangible assets (including Goodwill)	-7,376	-7,177	-7,067	-6,957	-7,177	-7,067	-6,957	CA1 (1.1.1.10 + 1.1.1.11)	Articles 4(113), 36(1) point (b) and 37 of CRR. Articles 4(115), 36(1) point (b) and 37 point (a) of CCR
(-) DTAs that rely on future profitability and do not arise from temporary differences	-374	-374	-374	-374	-374	-374	-374	CA1 (1.1.1.12)	Articles 36(1) point (c) and 38 of CRR
net of associated DTLs  (-) IRB shortfall of credit risk adjustments to expected losses	-614	-27	0	0	0	0	0	CA1 (1.1.1.13)	Articles 36(1) point (d), 40 and 159 of CRR
(-) Iro shoruall of Credit risk adjustments to expected itsses  (-) Defined benefit pension fund assets	0	0	0	0	0	0	0	CA1 (1.1.1.14)	Articles 4(109), 36(1) point (e) and 41 of CRR
()					0				Articles 4(109), 36(1) point (e) and 41 of CRR  Articles 4(122), 36(1) point (e) and 44 of CRR
(-) Reciprocal cross holdings in CET1 Capital	0	0	0	0	0	0	0	CA1 (1.1.1.15)	Articles 4(122), 36(1) point (g) and 44 of CRR
(-) Excess deduction from AT1 items over AT1 Capital	0	0	0	0	0	0	0	CA1 (1.1.1.16)	Article 36(1) point (j) of CRR
(·) Deductions related to assets which can alternatively be subject to a 1.250% risk weight	0	0	0	0	0	0	0	CA1 {1.1.1.17 to 1.1.1.21}	Articles 4(36), 36(1) point (k) (i) and 89 to 91 of CRR; Articles 36(1) point (k) (ii), 243(1) point (b), 244(1) point (b) and 258 of CRR; Articles 36(1) point k) (ii) and 379(3) of CRR- Articles 36(1) noint k) (ii). and 153(8) of CRR and
Of which: from securitisation positions (-)	0	0	0	0	0	0	0	CA1 (1.1.1.18.1)	Articles 36(1) point (k) (ii), 243(1) point (b), 244(1) point (b) and 258 of CRR
(-) Holdings of CET1 capital instruments of financial sector entities where the institution does not have a significant investment	0	0	0	0	0	0	0	CA1 (1.1.1.22)	Articles 4(27), 36(1) point (h); 43 to 46, 49 (2) and (3) and 79 of CRR
(-) Deductible DTAs that rely on future profitability and arise from temporary differences	0	0	0	0	0	0	0	CA1 {1.1.1.23}	Articles 36(1) point (c) and 38; Articles 48(1) point (a) and 48(2) of CRR
<ul> <li>(-) Holdings of CET1 capital instruments of financial sector entities where the institution has a significant investment</li> </ul>	-1,839	-1,810	-1,813	-1,823	-2,069	-2,244	-2,453	CA1 (1.1.1.24)	Articles 4(27); 36(1) point (i); 43, 45; 47; 48(1) point (b); 49(1) to (3) and 79 of CRR
(-) Amount exceding the 17.65% threshold	0	0	0	0	0	0	-57	CA1 (1.1.1.25)	Article 470 of CRR
Transitional adjustments	2,482	2,066	1,625	1,124	2,371	1,998	1,494	CA1 {1.1.1.6 + 1.1.8 + 1.1.26}	-
Transitional adjustments due to grandfathered CET1 Capital instruments (+/-)	0	0	0	0	0	0	0	CA1 {1.1.1.6}	Articles 483(1) to (3), and 484 to 487 of CRR
Transitional adjustments due to additional minority interests (+/-)	224	224	168	112	224	168	112	CA1 (1.1.1.8)	
Other transitional adjustments to CET1 Capital excl. adjustments for Sovereign exposure in AFS (+/-)	2,259	1,842	1,457	1,012	2,147	1,830	1,383	CA1 {1.1.1.26}	Articles 479 and 480 of CRR
ADDITIONAL TIER 1 CAPITAL (net of deductions and after transitional adjustments)	1,150	1,397	1,388	1,414	1,304	1,258	1,256	CA1 (1.1.2)	Articles 469 to 472, 478 and 481 of CRR Article 61 of CRR
Of which: (+) Other existing support government measures	0	0	0	0	0	0	0	-	-
TIER 1 CAPITAL (net of deductions and after transitional adjustments)	34,483	35,019	34,620	34,178	32,159	29,796	27,028	CA1 {1.1}	Article 25 of CRR
TIER 2 CAPITAL (net of deductions and after transitional adjustments)	8,663	7,101	6,328	5,086	6,961	6,141	4,917	CA1 (1.2)	Article 71 of CRR
TOTAL RISK EXPOSURE AMOUNT	284,781	289,018	290,893	291,809	308,064	307,808	309,974	CA2 {1}	Articles 92(3), 95, 96 and 98 of CRR
of which: stemming from exposures that fall below the 10% / 15% limits for CET1 deduction (+) of which: stemming from from CVA capital requirements (+)	11,581	0	0	0	0	0	0		Articles 36(1) points (a) and (i); Article 38 and Article 48 of CRR  Article 381 to 386 of CRR
of which: stemming from higher asset correlation parameter against exposures	0	0	0	0	0	0	0		Articles 153(2) of CRR
to large financial institutions under IRB the IRB approaches to credit risk (+) of which: stemming from the application of the supporting factor to increase	-4,700	0	0	0	0	0	0		Recital (44) of CRR
lending to SMEs (-) of which: stemming from the effect of exposures that were previously part of	0	0	0		0	0	0		_
Risk Exposure amount and receive a deduction treatment under CRR/CRDIV (-) of which: others subject to the discretion of National Competent Authorities	0	0	0	0	0	0	0		Article 124 to 164 of CRR
Common Equity Tier 1 Capital ratio	11.70%	11.63%	11.42%	11.23%	10.02%	9.27%	8.31%	CA3 {1}	-
Tier 1 Capital ratio	12.11%	12.12%	11.90%	11.71%	10.44%	9.68%	8.72%	CA3 (3)	-
Total Capital ratio	15.15%	14.57%	14.08%	13.46%	12.70%	11.68%	10.31%	CA3 (5)	-
Common Equity Tier 1 Capital Threshold		23,121	23,271	23,345	16,944	16,929	17,049		
Total amount of instruments with mandatory conversion into ordinary shares upon a fixed date in the 2014 -2016 period (cumulative conversions) (1)		0	0	0	0	0	0		
Total Additional Tier 1 and Tier 2 instruments eligible as regulatory capital under the CRR provisions that convert into Common Equity Tier 1 or are written down upon a trigger event (2)					0	0	0		
Of which: eligible instruments whose trigger is above CET1 capital ratio in the adverse scenario (2)					0	0	0		
Fully Loaded Common Equity Tier 1 Capital ratio (3)				10.84%			7.83%		

ation

nted CRR/CRD IV definition of Common Equity Tier 1 capital including 60% of unrealised gains/losses from Sovereign Exposure in AFS portfolio

35.TR\_Restruct Scenarios 26/10/2014



# **2014 EU-wide Stress Test - Restructuring scenarios**

	Effects of mandatory	restructuring plans publ	licly announced be	fore 31st December 2	013 and formally agreed with the European Commission.
	Baseline	scenario	Advers	se scenario	Narrative description of the transactions. (type, date of
(mln EUR)	CET1 impact	Risk exposure amount impact	CET1 impact	Risk exposure amount impact	completion/commitment, portfolios, subsidiaries, branches)
2013	0	0			
2014	0	0	C	0	
2015	0	0	C	0	
2016	0	0	0	0	
Total	0	0	C	0	



### **2014 EU-wide Stress Test**

Outcome of the Stress Test based on the Restructuring plan for banks whose plan was formally agreed with the European Commission after 31 December 2013

			Baseline scenario		Adverse scenario			
(mln EUR)	As of 31/12/2013	As of 31/12/2014	As of 31/12/2015	As of 31/12/2016	As of 31/12/2014	As of 31/12/2015	As of 31/12/2016	
COMMON EQUITY TIER 1 CAPITAL (net of deductions and after applying transitional adjustments)								
TOTAL RISK EXPOSURE AMOUNT								
COMMON EQUITY TIER 1 RATIO								



# **2014 EU-wide Stress Test**

Major Capital Measures from 1 January to 30 September 2014

### Major Capital Measures Impacting Tier 1 and Tier 2 Eligible Capital from 1 January 2014 to 30 September 2014

Issuance of CET 1 Instruments	Impact on Common Equity Tier 1 Million EUR
Raising of capital instruments eligible as CET1 capital (+)	1,756
Repayment of CET1 capital, buybacks (-)	0
Conversion to CET1 of hybrid instruments becoming effective between 1 January and 30 September 2014 (+)	0

Net issuance of Additional Tier 1 and T2 Instruments	Impact on Additional Tier 1 and Tier 2 Million EUR
Net issuance of Additional Tier 1 and T2 Instruments with a trigger at or above bank's post stress test CET1 ratio in the adverse scenario during the stress test horizon (+/-)	n/a
Net issuance of Additional Tier 1 and T2 Instrument with a trigger below bank's post stress test CET1 ratio in the adverse scenario during the stress test horizon (+/-)	n/a

Losses	Million EUR
Realized fines/litigation costs from 1 January to 30 September 2014 (net of provisions) (-)	0
Other material losses and provisions from 1 January to 30 September 2014 (-)	n/a