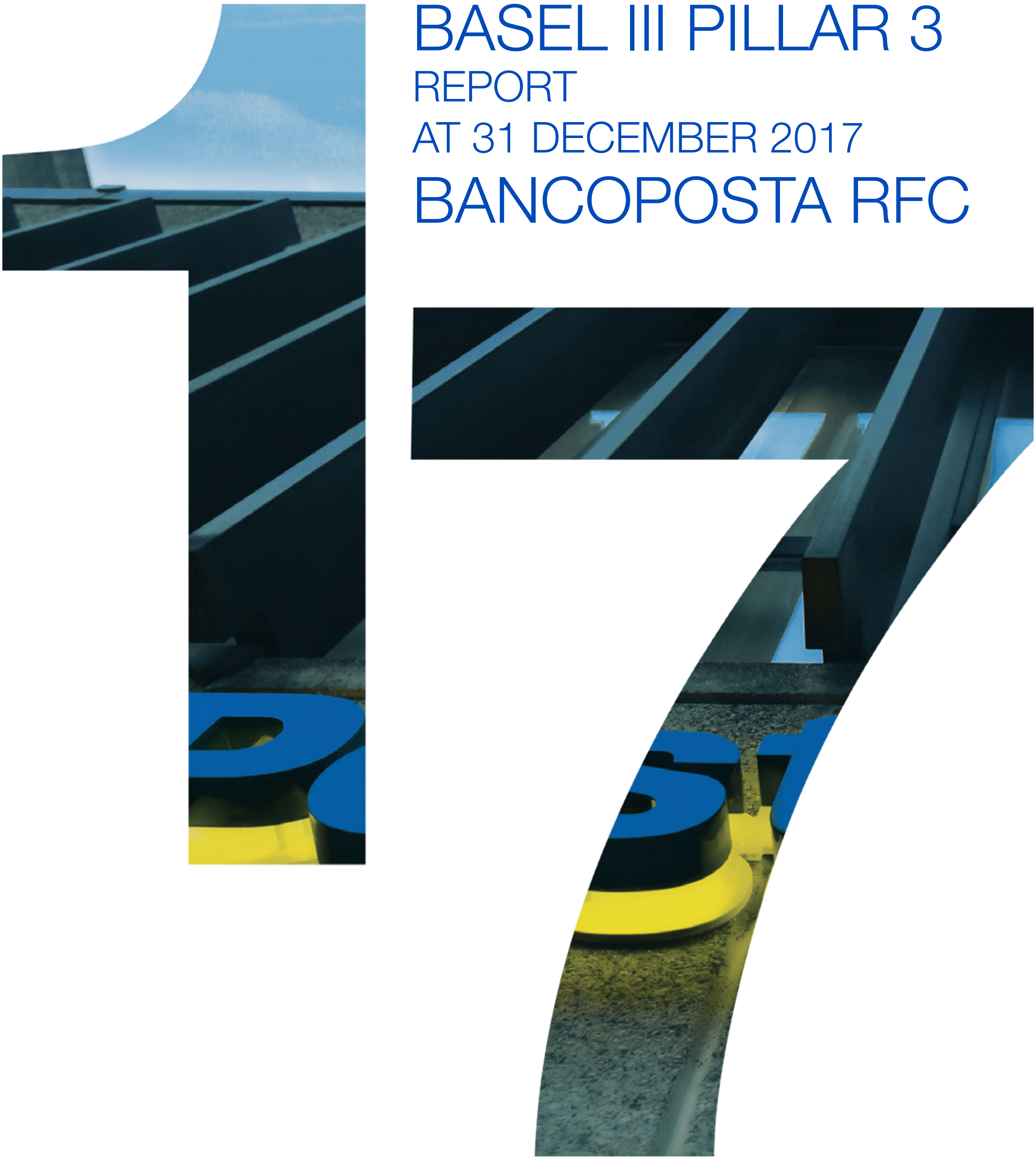
THE VALUE OF TRANSPARENCY



BASEL III PILLAR 3

REPORT

AT 31 DECEMBER 2017

BANCOPOSTA RFC

Posteitaliane

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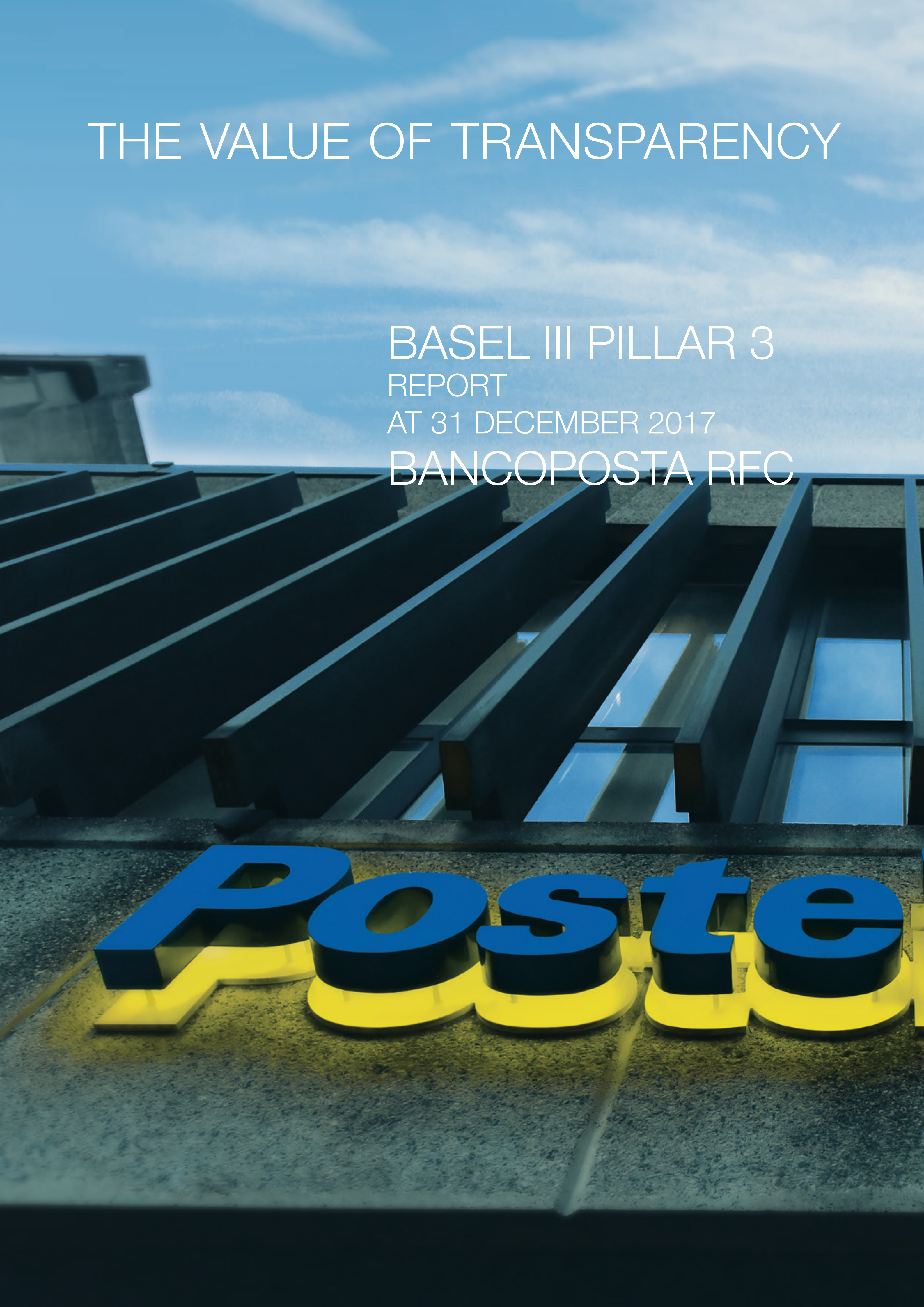

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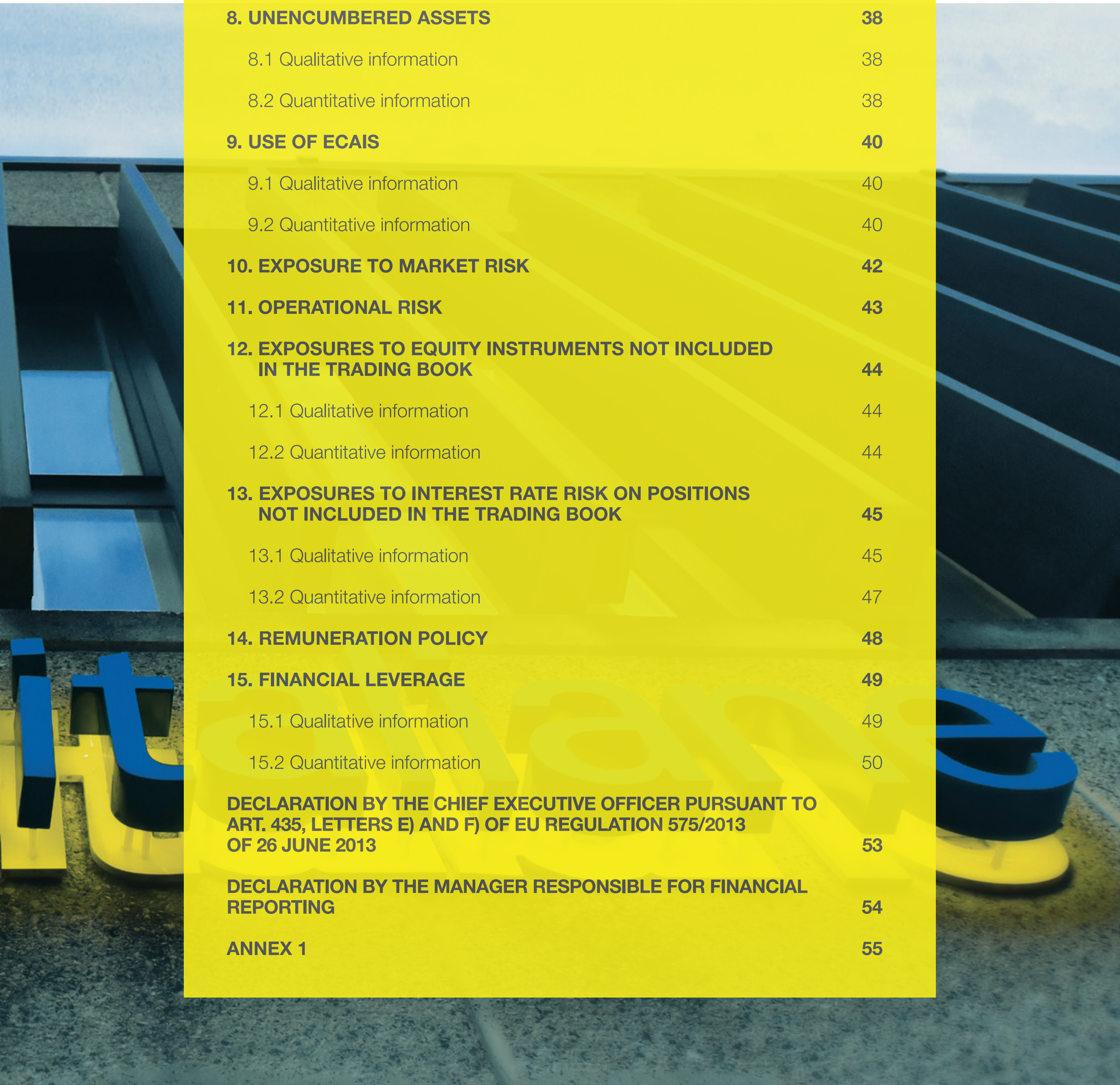

Introduction

Notes on the report

The prudential standards for banks include public disclosure obligations on capital adequacy, risk exposure and the general characteristics of the systems used to identify, measure and manage risk, in addition to requirements regarding the disclosure of information on governance systems, including remuneration policies and practices.

The prudential Supervisory Standards applicable to banks and investment firms from 1 January 2014 are contained in Bank of Italy Circular 285/2013, the purpose of which was to implement EU Regulation 575/2013 (the Capital Requirements Regulation, or "CRR") and Directive 2013/36/EU (the Capital Requirements Directive, or "CRD IV"), containing the reforms required in order to introduce the "Basel III" standards.

The public disclosure obligations are regulated by the CRR (Parts 8 and 10, Section I, Chapter 3) and European Commission regulations containing regulatory and implementing technical standards.

Banks are required to publish the disclosures at least annually, unless a bank itself decides that there is a need to disclose some or all of the required information on a more frequent basis, above all disclosures relating to own funds and capital requirements.

Application of the prudential standards for banks was extended to BancoPosta RFC by the third revision of Bank of Italy Circular 285/2013, dated 27 May 2014. Application was made possible by the establishment, in May 2011, of BancoPosta RFC.

In making the prudential standards for banks applicable to BancoPosta RFC, the Bank of Italy took into account the entity's peculiar nature, which has made it necessary to apply certain exemptions. These primarily regard the regulations governing "major exposures" and "related parties", the countercyclical capital buffer[1], the Leverage Ratio, and the Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR)[2].

In addition to Pillar 1 capital requirements (credit, counterparty, market and operational risks) and the self-assessment of capital adequacy with respect to all the identified risks (ICAAP – the Internal Capital Adequacy Assessment Process), requiring preparation of an annual report to be sent to the Bank of Italy for the purposes of the Bank's SREP (Supervisory Review and Evaluation Process), the prudential standards applied to BancoPosta RFC also require public disclosure of capital adequacy, risk exposure and the general characteristics of the related management and control systems.

The document is submitted to the Board of Directors for approval of the statements made by the Chief Executive Officer ("CEO"), contained in this document, regarding the adequacy of risk management processes and BancoPosta RFC's overall risk profile. In accordance with art. 154-bis of Legislative Decree 58/98, the document also includes the attestation by the Manager responsible for financial reporting, who declares that it is consistent with the underlying accounting books and records.

Unless otherwise stated, all amounts in this report are shown in millions of euros.

Poste Italiane publishes this Basel III Pillar 3 Report and subsequent revisions on its website at http://www.posteitaliane.it/it/governance/documenti_bancoposta/informativa_pubblico_rischi.shtml

1. The Bank of Italy decided not to set prudential limits for "major exposures", "related parties" or the countercyclical capital buffer, given that BancoPosta RFC is prohibited from making loans to members of the public. BancoPosta RFC is, however, required to disclose "major exposures" and "related parties".
2. As of 31 December 2017, banks are not required to comply with Leverage and the NSFR requirements, but are required to disclose the related ratios.

1. Risk management objectives and policies

Existing statutory and regulatory requirements consider BancoPosta RFC to be comparable to a bank in respect of controls, establishing that the related operations must be carried out in compliance with the provisions of the Consolidated Law on Banking (TUB) and the Consolidated Law on Finance (TUF), which apply to the corresponding activities carried out by banks, brokers and other regulated intermediaries, with the exception of specific provisions adopted by the relevant authorities.

The prudential standards have imposed the same obligations on BancoPosta as those applicable to banks, requiring it to establish a system of internal controls in line with the provisions laid down in Part I – Section IV – Chapter 3 of Circular 285/2013, requiring, among other things, achievement of the following objectives:

- check of implementation of the Company's strategies and policies;
- the risks containment within the limits set by the entity's Risk Appetite Framework (RAF);
- protection of the value of assets and against losses;
- effective and efficient internal processes;
- reliable and secure corporate information and IT systems and procedures;
- prevention of the risk that the entity is involved, voluntarily or involuntarily, in illegal activities (with particular regard to money laundering, usury and the financing of terrorism);
- the compliance of transactions with the law and supervisory requirements, and with internal policies, regulations and procedures.

The Bank of Italy's prudential standards also require each intermediary to define a Strategic Plan and Budget, a Risk Appetite Framework, the ICAAP process and the system of internal controls through an integrated process that aims to ensure that the entity's operations are sustainable in terms of its adopted strategies and policies, and in relation to the pre-determined target risk profile.

1.1 Risk management strategies and processes

The risk management process, implemented before extension of the Supervisory Standards to include BancoPosta RFC, has been further strengthened following compliance with new prudential standards. BancoPosta RFC pays great attention to the risk management process, consisting of a body of rules, procedures, resources (human, technological and organisational) and controls designed to identify, measure or assess, monitor, prevent or mitigate and communicate to the appropriate organisational levels all the risks assumed or assumable[3].

Within the overall risk management system, the Internal Control and Risk Management System (or "SCIGR"), created in line with the corporate governance requirements for listed companies and the Supervisory Standards applicable to BancoPosta's operations. The SCIGR constitutes an effective way of managing corporate risk and their interrelations. It also ensures that the entity's operations are in line with the Company's strategies and policies and are conducted in a sound and prudent manner. For this reason, the SCIGR is of strategic importance and regards the entire organisation, beyond the various control functions.

3. See the Part 1 - Section IV - Chapter 3 of Bank of Italy Circular 285/2013.

Poste Italiane's SCIGR is a collection of instruments, organisational units, regulations and rules designed to ensure that the business is managed in a sound and correct manner and in line with the Company's objectives. It does this through an appropriate process for defining the roles, tasks and responsibilities of the various entities involved in carrying out controls and for the identification, measurement, management and monitoring of the principal risks, as well as by putting in place appropriate information flows designed to guarantee availability of the necessary information.

An effective SCIGR enables management to take informed decisions and helps to protect the value of the assets of the Company and of BancoPosta RFC. It also ensures the efficiency and effectiveness of business processes, the reliability of the information provided to the various corporate bodies and the market, and compliance with statutory and regulatory requirements, the Company's By-laws and with internal regulations.

The document aims to disseminate the SCIGR guidelines issued by Poste Italiane's Board of Directors, setting out:

- the related principles and framework;
- the SCIGR architecture;
- the tasks and responsibilities attributed to the various roles within Poste Italiane's SCIGR;
- the procedures for implementation of the SCIGR in subsidiaries;
- procedures for coordination and collaboration between control functions;
- the information flows between the various functions, the various corporate bodies and the former and the latter.

BancoPosta RFC carries out three different types of control in line with prudential standards:

- first-level controls: line controls designed to ensure that operations are conducted correctly.

These controls are conducted by operating units themselves (e.g., hierarchical, systematic and sample controls), in part using dedicated units whose sole role is to conduct controls and which report to the heads of the operating units, or in the form of controls conducted back office;

- second-level controls: risk and compliance controls with the aim of ensuring, among other things:
  a. correct implementation of the risk management process;
  b. respect for the operating limits assigned to the various functions;
  c. the compliance of operations with the related regulations, including self-regulatory guidelines.

These controls are conducted by BancoPosta's Risk Management, Compliance and Prevention of Money Laundering functions;

- third-level controls: controls that aim to identify violations of procedures and regulations and periodically assess the completeness, adequacy, functionality (in terms of efficiency and effectiveness) and reliability of the system of internal controls and of the IT system (ICT audit), with a frequency predetermined on the basis of the nature and intensity of risks.

These controls are carried out by BancoPosta's Internal Auditing function.

Definition and approval of the guidelines for the SCIGR and of risk management policies is the responsibility of corporate bodies (the CEO, the Board of Directors and the Board of Statutory Auditors), as is implementation of strategic guidelines and objectives and, in particular, of the RAF and the ICAAP, and assessment of the adequacy of the system of internal controls and the organisational structure.

The Head of BancoPosta manages the BancoPosta function, which is organisationally separate from the functions that carry out Poste Italiane's other operations, and exercises the powers of ordinary administration delegated by the Board of Directors. He or she also makes recommendations, carries out and assesses the guidance given by the bodies responsible for strategic oversight and management and reports directly to these bodies.

In order to facilitate efficient decision-making and coordination between the different corporate functions involved, BancoPosta's Cross-functional Committee has been set up under the BancoPosta RFC Regulation to provide advice and make recommendations. The Committee is chaired by the CEO and General Manager. Other permanent members are the Head of BancoPosta and the heads of the functions within Poste Italiane SpA primarily involved with BancoPosta.

In December 2014, when approving the strategic plan and annual budget, the Board of Directors defined a risk appetite framework (the "RAF"), summarising the strategies to be followed by BancoPosta RFC when assuming risks in line with the Business

Plan, the business model and the ICAAP. In particular:

- the Board of Directors has defined and approved risk appetite objectives, risk tolerance thresholds and risk capacity limits;
- a structured process is used to assess the direction in which operations are developing, as part of the wider strategic planning and budgeting process, resulting in definition of the risk appetite. This process enables an assessment of the financial sustainability of the strategic plan and to highlight circumstances in which the assumption of certain categories of risk must be avoided or contained;
- the scope of risk appetite monitoring and the related metrics have been defined;
- procedures and management actions (so-called escalation) have been provided for should it be necessary to reduce the degree of risk to within the pre-determined threshold or limits.

Oversight of the effective risk profile, with respect to the objectives set out in the RAF, involves monitoring the following:

- **capital adequacy**, with the aim of assessing whether or not capital is sufficient to cover pillar one and two capital requirements generated by the key risks to which BancoPosta RFC is exposed;
- **capital allocation**, to monitor the optimum composition, in terms of required capital, of the key risks to which BancoPosta RFC is exposed on the basis of its business model;
- **financial structure**, monitored in order to ensure a form of control that is both consistent with regulatory requirements regarding the leverage ratio and with the needs of the business, with the aim of overseeing the composition of funding (private customer or bank deposits) on the basis of the entity's operations;
- **liquidity**, with the aim of monitoring short- and medium/long-term liquidity;
- **economic performance**, with the aim of overseeing not just the overall risk profile, but also the earnings profile, taking into account the role carried out in terms of viability and balance sheet growth.

Risks that are difficult to quantify (reputational and strategic risk, etc.) are monitored through internal operational processes and the internal control and risk management system.

Following introduction of the RAF and to ensure compliance with it, operating limits have been established for the main types of risk. Operating units must respect these limits. To ensure correct implementation of the RAF, BancoPosta RFC requires compliance with the risk appetite to be subject to:

- ex-post assessment by monitoring the risk profile of each of the above areas at least on a quarterly basis;
- ex-ante checks by evaluating transactions of greater significance, meaning transactions that, due their size, innovative nature or expected impact on the risk/return profile, may have a material impact on achievement of the risk appetite objectives defined and approved by the Board of Directors.

1.2 Structure and organisation of the Risk Management unit

Within BancoPosta RFC, the role of the risk control function required by the Supervisory Standards is played by BancoPosta's Risk Management unit. In addition to Poste Italiane SpA's CEO and General Manager, this unit reports to the Head of BancoPosta, preparing the necessary reports on specific matters required by the above standards (e.g. the work plan, the annual report and the dashboard) for Poste Italiane SpA's corporate bodies (the CEO, the Board of Directors and the Board of Statutory Auditors), in their respective roles as functions with responsibility for management, strategic oversight and control of BancoPosta RFC.

BancoPosta's Risk Management unit contributes to the integrated risk management process, operating in keeping with the standards defined by the Group Risk Management ("GRG") function and ensuring that information is shared at the consolidated level. In particular, BancoPosta's Risk Management unit, in collaboration with the GRG function:

- ensures, with specific regard to BancoPosta RFC, an integrated, retrospective and prospective view of BancoPosta RFC's risk, capital and organisational adequacy (ICAAP);
- develops, in compliance with the supervisory standards, systems and methods for managing and measuring BancoPosta RFC's significant risks, identifying, classifying and updating continuously risk events;
- measures Poste Italiane's financial risks.

Furthermore, BancoPosta's Risk Management unit, with specific reference to the Ring-Fenced Capital:

- is involved in the definition and implementation of the Risk Appetite Framework and risk management policies, through an adequate risk management process, as well as in setting operating limits to the various types of risk;
- determines the risk appetite in keeping with the objectives and the business plan assumptions, developing awareness in the corporate bodies during the analysis and approval or strategic and operational guidelines;
- checks the adequacy of the RAF, the risk management process and the operating limits;
- constantly monitors the effective risk profile and its consistency with the risk appetite, working with the relevant functions in order to identify risk management and mitigation initiatives;
- is responsible for the development, validation (in accordance with the established independence requirements) and maintenance of risk measurement and control systems;
- determines common metrics to assess operational risks consistent with the RAF, in cooperation with the competent corporate functions;
- determines the manners in which reputational risk is assessed and controlled, working with the competent corporate functions and the corporate functions that are mostly exposed to such risk;
- is involved in the assessment of strategic risk, by participating in the process to prepare the Strategic Plan and the Budget, the identification of the relevant inherent risks and the review of the sustainability of the strategic assumptions in terms of capital adequacy and consistency with the risk appetite approved by the Board of Directors;
- ensures consistency between the risk measurement and control systems and the processes and methodologies to assess corporate activities, cooperating with the corporate departments concerned, with specific reference to the manner in which the value of financial instruments is determined;
- provides advice and support to operating and business units during the ex-ante assessment of their risk profiles in relation to new offerings and/or product design, by also providing a prior opinion on consistency with the risk appetite for larger transactions;
- checks the adequacy and effectiveness of the measures adopted to remedy any flaws in the risk management process;

1.3 Risk measurement systems and mitigation and monitoring policies

The scope of application of the risk measurement and capital adequacy assessment systems described below is limited to BancoPosta RFC.

The principal types of risk to which BancoPosta RFC is exposed in the course of its ordinary activities are briefly described below:

- operational risks;
- banking book interest rate risk;
- banking book spread and price risk;
- risk of excessive financial leverage;
- credit and counterparty risk;
- market risk[4]
- liquidity risk;
- concentration risk – large exposures and related parties;
- other risks.

In terms of capital adequacy, in line with the related Supervisory Standards, BancoPosta RFC has adopted simplified regulatory models to estimate its Pillar 1 capital requirements (credit, counterparty, market and operational risks). Instead, BancoPosta RFC uses internal methods in order to estimate its Pillar 2 capital requirements relating to interest rate and operational risks.

The above operational and interest rate risks are of greater relevance in terms of capital requirements, partly in relation to BancoPosta RFC's business model, given that it is not authorised to conduct the financing and lending activities typical of banks. The risks to which BancoPosta RFC is most exposed are analysed below, describing the nature of the related measurement systems and any risk mitigation policies.

1.3.1 Operational risk

Operational risk refers to the risk of losses resulting from inadequate or failed internal processes, people and systems, or from external events. This category of risk includes losses resulting from fraud, human error, business disruption, systems failures, breach of contracts and natural disasters. This form of risk also includes non-compliance risk, in its direct form, relating to the risk of legal or administrative fines and of material financial losses as a result of the violation of laws, regulations, or self-regulatory principles or codes of conduct.

Operational risk can result from any of the business processes falling within the scope of BancoPosta RFC's operations, including those carried out by Poste Italiane's functions in accordance with the related Operating Guidelines.

Operational risk also includes information technology risk, referring to the risk of incurring economic losses, reputational damage and loss of market share as a result of the use of information and communication technology (ICT).

4. BancoPosta RFC is only exposed to market risk in relation to foreign exchange risk, deriving from foreign currency bank accounts, foreign currency cash and dollar-denominated VISA shares.

The quantification of Pillar 1 capital requirements in respect of these risks is carried out applying the basic approach to calculation provided for in EU Regulation 575/2013.

Given the significance of operational risk and in order to enhance effective mitigation, BancoPosta RFC has adopted an Operational Risk Management system that uses guiding principles based on sound and prudent management and aligned with prudential standards[5],

The internal model enables calculation of a measure that is more sensitive to the effective risk identified within the scope of BancoPosta RFC's operations. The internal model used by BancoPosta RFC to measure its exposure to operational risk incorporates and sums up the four sources of risk indicated in the supervisory standards in force:

- **internal data**: information on operational risk events gathered internally with all the data needed to analyse such events, in accordance with the general criteria for recording and classifying the historical loss data fed into the operational loss database;
- **external data**: information on operational risk events gathered by the consortium database known as DIPO[6], classified and recorded in accordance with the rules established by the consortium and in line with the internal rules for gathering data, after appropriate standardisation and integration;
- **scenario analyses**: scenario analyses carried out by risk champions and specialist units within Poste Italiane on BancoPosta RFC processes, with the aim of identifying risks not adequately revealed by the historical loss data. The analyses focus on both the frequency and impact of operational risk events;
- **evaluation of the business environment and internal control system**: indicators that summarise the environment in which the risk arises and play a role in determining the related capital requirements, both indirectly, through inclusion in the process of estimating risk scenarios, and directly, in determining the weightings used in the qualitative-quantitative integration model for calculating VAR.

Mitigation initiatives are based on the output from the above internal measurement model, in accordance with a cost/benefit approach.

The activities of the specialist functions play a role in both measuring and manging risk, each according to their area of expertise (physical security, IT security, Compliance, Audit, Anti-money laundering, etc.). The management of BancoPosta RFC's operational risk is, therefore, conducted across the organisation by a range of different specifically appointed entities within BancoPosta RFC's and Poste Italiane's organisation.

In this regard, the Operational Risk Management unit is, among other things, responsible for:

- steering mitigation initiatives, in part by allocating the operational losses generated by the processes managed by the Poste Italiane functions that have entered into service agreements with BancoPosta RFC;
- monitoring exposure to this risk and consistency of the measures with the Risk Appetite Framework.

Finally, the validation process assesses the accuracy of estimates of all the relevant risk components and expresses an opinion on both the implementing rules and the robustness of the risk management system used.

5. See EU Regulation 575/2013 (Basel 3). In this regard, in the absence of specific supervisory instructions (issued on 27 May 2014), BancoPosta was not authorised to use an internal model to calculate its regulatory capital requirements. It should be noted that an Internal Validation function has been created within the Risk Management unit, with the role of validating internal models and the related inputs and outputs.
6. The Italian Operational Loss Database managed by ABI, the Italian Banking Association.

← Summary

1.3.2 Banking book interest rate risk

BancoPosta RFC defines banking book interest rate risk as the risk of incurring losses that have an impact on the economic value and interest margin, as a result of potential changes in risk-free interest rates[7].

Exposure to banking book interest rate risk reflects the peculiar nature of the investment of liquidity generated by postal current account deposits forming part of BancoPosta RFC's operations.

In quantifying banking book interest rate risk, BancoPosta RFC uses an internal model to measure economic value that reflects the key aspects of the simplified method proposes by the Bank of Italy. The main difference with respect to the simplified method used for supervisory purposes lies in the use of more granular maturity structures, compared with standard structures, and in the component relating to the estimated duration of postal current account deposits and prepaid cards, contractually on demand. Further details are provided in section 13.

As part of second-level controls, the Risk Management unit conducts a weekly audit of the established operating limits and a monthly audit of compliance with the risk appetite. In the event of any divergence, appropriate risk containment and mitigation measures are taken.

Finally, in terms of reporting, the Risk Management unit is responsible for producing periodic reports on interest rate risk for corporate bodies and the relevant committees and functions.

As regards the mitigation of interest rate risk, BancoPosta RFC uses derivatives to hedge this form of risk. To hedge its exposure to government securities, BancoPosta RFC uses the following hedges:

- cash flow hedges;
- cash flow hedges of a forecast transaction;
- fair value hedges.

Cash flow hedges aim to stabilise cash flows from securities through the use of swap contracts, under which BancoPosta RFC undertakes to pay third parties the coupon interest earned on inflation-linked or variable rate securities in return for collecting a fixed rate which, in traditionally structured transactions, is determined at the execution date and remains unchanged over the life of the swap.

Cash flow hedges of a forecast transaction take the form of Bond Forwards, that is forward purchases and sales. Forward purchases enable the purchaser to both reinvest liquidity with reasonable certainty that it will be available in the short term, and to fix the purchase price - and the matching return – of a security on the basis of market conditions at a specific moment in time prior to the date of the effective need to invest. Forward sales enable the seller to lock in capital gains under favourable market conditions, so as to stabilise revenue and limit interest rate and spread risk.

Fair value hedges are used to specifically hedge recognised assets. The hedge may be spot, and immediately effective from the date of execution, or forward start.

Finally, the validation process assesses the accuracy of estimates of all the relevant risk components and expresses an opinion on both the implementing rules and the robustness of the risk management system used.

7. These rates include the component relating to the change in the credit risk premium embedded in securities in the banking book, represented by spread risk in the banking book.

1.3.3 Banking book spread and price risk

Banking book spread risk

Given the nature of BancoPosta RFC's operations, banking book spread risk is linked to potential falls in the value of bonds held in the banking book following deterioration in the creditworthiness of the issuer.

At 31 December 2017, the banking book consists entirely of bonds issued or guaranteed by the Italian government. As a result, the principal source of risk is represented by the risk premium resulting from Italy's sovereign credit rating, which is inherently linked to BancoPosta RFC's operations.

In 2017, Italian government bond yields rose on the previous year. Indeed, the spreads between ten-year Italian government bonds and German bunds is approximately 159 bps at 31 December 2017, which was largely in line with the 161 bps recorded at 31 December 2016. The overall negative change in the fair value of BancoPosta RFC's available-for-sale portfolio is due mainly to such factors.

Banking book price risk

Banking book price risk regards the risk of incurring losses following changes in the value of available-for-sale financial assets that are not due to movements in interest rates.

The principal financial assets subject to banking book price risk held by BancoPosta RFC are the Visa Incorporated Series C Convertible Participating Preferred Stock and Series C Visa Incorporated shares allocated to BancoPosta RFC under commercial agreements regarding the sale of payment instruments. The principal source of risk for these financial instruments is represented by potential movements in the related share prices.

BancoPosta RFC monitors price risk attributable to the shares by calculating VaR (Value at Risk), estimated over a 1-day time horizon and at a 99% confidence level, whilst from a prudential viewpoint the exposures give rise to a credit risk requirement.

1.3.4 Risk of excessive financial leverage

This risk occurs when Tier 1 capital is insufficient in proportion to total on-balance sheet assets (not risk-weighted) increased by off-balance sheet exposures. This is a condition of financial stability that must be complied with, for which the Basel Committee has fixed a threshold of 3%[8].

Whilst exempted from application of the related regulatory requirements[9], BancoPosta RFC controls this risk by monitoring the leverage ratio introduced by Basel III[10] on a quarterly basis and by including it in the Risk Appetite Framework.

Further details are provided in section 15.

8. A binding Pillar 1 requirement as of 1 January 2018.
9. See Part Four – Chapter 1- Section III of Bank of Italy Circular 285/2013.
10. See EU Regulation 575/2013 and EU Regulation 62/2015.

← Summary

1.3.5 Credit and counterparty risk

Credit risk is defined as the possibility that a change in the creditworthiness of a counterparty, to which the entity is exposed, could result in a matching change in the value of the amount due. It thus represents the risk that the debtor is partially or entirely unable to repay the principal and interest due.

The method used to calculate the credit risk capital requirement is the standardised approach defined in EU Regulation 575/2013[11]. Application of this method entails the use of Standard & Poor's, Moody's and Fitch for the computation of counterparty credit rating classes. Quantitative information regarding credit risk is provided in section 4.

The majority of BancoPosta RFC's assets, consisting of euro area government securities (or those guaranteed by the government) and deposits with the MEF, do not give rise to credit risk capital requirements, in accordance with the relevant prudential standards. The exposure to credit risk, associated with exposures other than those linked to securities held in portfolio, relates to exposures deriving from BancoPosta RFC's conduct of the following transactions:

- items in process: cheque clearing, use of electronic cards, collections;
- trade receivables payable by partners in relation to financial/insurance product arrangement;
- cash collateral for outstanding transactions with banks and customers, in accordance with agreements intended to mitigate counterparty risk (CSA - Credit Support Annexes and GMRA – Global Master Repurchase Agreements);
- securities provided as collateral in accordance with agreements intended to mitigate counterparty risk (CSAs and GMRAs);
- shares (VISA) held in the banking book;
- temporarily overdrawn postal current accounts caused by debiting fees: limited to those which were not classified as impaired since the accounts were in funds in early 2018;
- any credit position with the State Treasury due to deposit transfers minus any advance received.

Credit risk is controlled through the following:

- minimum rating requirements for issuers/counterparties, based on the type of instrument;
- concentration limits per issuer/counterparty;
- monitoring of changes in the ratings of counterparties.

The limits for BancoPosta RFC's financial transactions contain rating limits that only permit dealings with investment grade counterparties.

Counterparty risk is the risk that a counterparty could default on obligations of a financial instrument during its term. This risk is inherent in certain types of transaction which, for BancoPosta RFC, would be derivatives and repurchase agreements.

The method used to calculate the counterparty risk capital requirement is the standardised approach defined in EU Regulation 575/2013. The following methods are used to estimate the exposure to counterparty risk inherent in each of the following types of transaction:

- OTC derivatives: the market value method;
- long settlement transactions: the market value method;
- Securities Financing Transactions (SFTs): the full method with the prudential adjustments for volatility required by credit risk mitigation techniques.

11. The supervisory instructions for BancoPosta RFC, issued on 27 May 2014, require sole use of the standardised approach to calculate credit risk.

Further details of the categories of instrument linked to this risk and of the methods used to calculate capital requirements are provided in section 5 of the document.

ISDA (International Swaps and Derivatives Association) agreements, Credit Support Annexes and GMRAs (Global Master Repurchase Agreements) are used to mitigate counterparty risk on derivatives and SFTs. These agreements provide for the netting of asset and liability positions and the posting of cash and/or government securities as collateral. The full method is used with prudential adjustments.

Moreover, to mitigate counterparty risk and to have easier market access, starting from December 2017 BancoPosta enters into repurchase agreements with "Cassa Conpensazione e Garanzia", the central counterparty. In this context, capital requirements are calculated in accordance with article 308 of Regulation (EU) 575/2013 on own funds requirements for pre-funded contributions to the default fund of a Qualified Central Counterparty.

In line with the indications introduced by Basel 3, BancoPosta RFC has included **Credit Valuation Adjustment (CVA) risk** in counterparty risk. This represents the risk of potential losses as a result of movements in market prices due to deterioration in the creditworthiness of counterparties and is quantified using the standardised approach. The capital requirement for CVA risk is calculated in relation to exposures to derivatives.

As part of second-level controls relating to credit and counterparty risk, the Risk Management unit conducts a weekly audit of the established operating limits. In the event of any divergence, appropriate risk containment and mitigation measures are taken. In order to enable senior management to appropriately assess the need for action to manage and/or mitigate risks, the Risk Management unit produces quarterly risk reports, including credit and counterparty risk, for corporate bodies and the relevant committees and functions. These reports are then sent on to the Bank of Italy, together with those produced by the other control functions.

1.3.6 Market risk

In the light of the definition provided in the related regulations, BancoPosta RFC does not have a trading book. As a result, the only component of market risk relevant to BancoPosta RFC regards foreign exchange risk, being the risk of incurring losses due to adverse movements in the value of foreign currencies across all the positions held, regardless of the book to which they are allocated. In BancoPosta RFC's case, this risk primarily derives from foreign currency bank accounts, foreign currency cash and VISA shares.

Foreign exchange risk is controlled by the Risk Management unit using the measurement of exposure to the risk in accordance with financial operations guidelines which restrict currency trading to the foreign exchange service and international bank transfers.

Foreign exchange risk is measured using the Bank of Italy's prudential methodology provided for in EU Regulation 575/2013.

1.3.7 Liquidity risk

In accordance with the definition provided in the related regulations, liquidity risk may be defined as the risk that a financial institution is unable to meet its payment obligations due to its inability to raise sufficient funds in the market (funding liquidity risk) or to sell financial assets quickly and not on excessively onerous terms (market liquidity risk).

The specific financial policy adopted by BancoPosta RFC aims to minimise liquidity risk through:

- diversification of the various forms of short-term and long-term borrowings and counterparties;
- gradual and consistent distribution of the maturities of medium/long-term borrowings and the related investments in securities;
- use of dedicated analytical models to monitor the maturities of assets and liabilities;
- the availability of the interbank markets as a source of repurchase agreement finance, with collateral in the form of securities held in portfolio, due to the fact that such assets consist of financial instruments deemed to be highly liquid assets by current standards.

← Summary

BancoPosta RFC's exposure to this risk reflects the specific nature of its business model and regards the investment of the liquidity resulting from current account deposits. BancoPosta RFC's liquidity risk is managed in the following manner:

- Liquidity risk deriving from private customer postal current account deposits is managed by monitoring of the related cash flows, enabling "dynamic" treasury management based on the efficient management of short-term cash shortfalls and excesses. In this regard, BancoPosta RFC makes use of specific instruments to meet its liquidity requirements, as described below:

  a. a liquidity buffer in the form of a demand current account held at the MEF, aimed at managing BancoPosta RFC's liquidity requirements in keeping with the current account dynamics;

  b. a portfolio of "euro area government securities", with the following characteristics:
     - it consists of financial instruments that, in accordance with the relevant regulations, may be used as collateral in interbank repurchase agreements and may, therefore, be assimilated with primarily liquidity reserves, given that they are highly liquid assets, suitable to cope with short-term stress scenarios;
     - it is the result of application of the funding model defined as part of the process of managing interest rate risk, identifying a medium- to long-term maturity and repricing profile for private customer current account deposits and prepaid cards, resulting in the vector in hypothetical "virtual runoff rates". Construction of the securities portfolio based on the funding maturity model aims to minimise liquidity risk;
     - it consists primarily of government securities which, given the breadth and depth of the markets in which they are generally traded, may be considered among the securities most readily and rapidly convertible into cash under normal market conditions;

  c. the option of meeting its temporary liquidity requirements, relating to both current account deposits and margin deposits for cash collateral agreements resulting from CSAs and GMRAs, by entering into repurchase agreements in which the underlyings are the securities held in portfolio[12].

- The fact that there is a substantial match between the contractual maturities of liabilities and assets helps to minimise liquidity risk deriving from the current account deposits of Public Administration entities.

- In terms of its intraday liquidity risk, BancoPosta RFC's exposure regards the following:

  a. the ordinary daily operations of post offices and settlement systems (the transfer of customers' funds), for which BancoPosta makes use of the following instruments:
     - short-term advances from the MEF generally with maturities of 2 days via an account with the Bank of Italy, requested and obtained at the beginning of the day without any limits on amount with the aim of meeting estimated daily liquidity requirements;
     - intraday credit from the Bank of Italy, in order to ensure flexibility in settling intraday interbank transactions. It should be noted, however, that the funds obtained from the Bank of Italy under the intraday credit facility must be repaid by the end of the business day.

  b. trading in securities in which intraday liquidity risk particularly regards switch transactions: in cases where the amount of purchases temporarily exceeds liquidity in the buffer account or generated by sales, the depositary bank's Self Collateralization service allows the securities owned by BancoPosta RFC and held by the depositary bank to be used as collateral in order to ensure satisfactory completion of the settlement process. Also in this case, it is necessary that the amount is repaid by the end of the business day. In this case, the risk is mitigated via an uncommitted, non-specific line of credit provided by the depositary bank, which, when necessary, enables BancoPosta RFC to obtain funding of up to €50 million;

  c. the settlement of repurchase agreements, entered into to finance day-to-day operations and margin deposits for CSAs, GMRAs and with "Cassa Compensazione e Garanzia" for Repo-MTS activities. A buffer was established to manage "intraday" liquidity risk, to manage any intraday margin calls after-market cut-offs. This buffer is monitored on a daily basis through VaR analyses at 99%.

12. To mitigate liquidity risk, starting from December 2017, BancoPosta enters into repurchase agreements though "Cassa Compensazione e Garanzia", the Central Counterparty. This allows easy access to a transparent, orderly and regulated market, with a large number of participants, and makes it possible to conserve liquidity thanks to the netting of opening and closing positions and the lenting and borrowing transactions.

BancoPosta monitors its exposure to liquidity risk by using:

- a maturity ladder to analyse the mismatch between cash in and outflows for each time band. These mismatches indicate the volume of liquidity that BancoPosta RFC may potentially need to have in each time band if all the outflows occur at the earliest possible date;
- indicators required by the prudential standards contained in EU Regulation 575/2013 and in Delegated EU Regulation 61/2015, such as the Liquidity Coverage Ratio (LCR) and the Net Stable Funding Ratio (NSFR);
- Early Warning Indicators (EWI) defined internally, consisting of specific indicators and market indicators, in order to promptly identify any stress situations impacting liquidity.

According to RAF framework, the entity also monitors the funding gap, which is an indicator of the level of BancoPosta RFC's funding obtained through the different forms of current account deposit.

As part of second-level controls, the Risk Management unit conducts a weekly audit of the established operating limits. Following this process, in the event of any divergence, the relevant Poste Italiane and BancoPosta RFC functions take appropriate risk containment and mitigation measures. The Risk Management unit also produces periodic reports for corporate bodies and the relevant committees and functions on the outcome of its audits and the performance of the Early Warning Indicators.

In order to mitigate liquidity risk, a Contingency Funding and Recovery Plan, referred to in the ILAAP contained in the ICAAP report, has also been drawn up, with the aim of preparing senior management to respond to a sudden liquidity crisis (whether systemic or specific) and to ensure that BancoPosta RFC conserves an adequate level of liquidity, by predefining the roles, responsibilities, procedures, timings and methods of communication to be used in implementing and executing the planned contingency measures.

1.3.8 Concentration risk – large exposures

In compliance with the supervisory standards in force, "large exposures" means exposures to customers or groups of connected customers that exceed 10% of total own funds.

Given the nature of BancoPosta RFC's operations, concentration risk results from positions deriving from:

- trade receivables due from partners in relation to the distribution of financial products;
- OTC derivatives;
- forward trading in government securities;
- collateral pledged for contracts entered into to hedge counterparty risk (CSAs/GMRAs);
- repurchase agreements.

The largest proportion of transactions entered into by BancoPosta RFC involve exposure to the Italian State, to which the prudential standards assign a risk weighting of 0%, thereby rendering the concentration risk resulting from such transactions equal to zero.

Even if the specific Supervisory Standards do not impose quantitative limits, BancoPosta's Risk Management unit conducts weekly audits of the level of the risk-weighted exposures assumed, applying the method described in EU Regulation 575/2013. The results of the audits are, if necessary, brought to the attention of senior management.

The full method with prudential adjustments is used to mitigate credit risk and regards netting agreements and securities and cash received as collateral for ISDAs, CSAs and GMRAs.

1.3.9 Related parties

The specific Supervisory Standards do not impose quantitative limits on BancoPosta RFC with regard to the risk exposure to related parties. However, in order to comply with regulatory requirements regarding authorisations and reporting, BancoPosta RFC conducts quarterly audits of outstanding positions applying the method described in Bank of Italy Circular 263/2006.

1.3.10 Other risks

Residual risk

Residual risk is defined as the risk that the recognised techniques used to mitigate credit and counterparty risk are less effective than expected. This risk has been considered high for BancoPosta RFC since 2014, following completion of the internal process that enabled the entity to take into account mitigation techniques for prudential purposes with regard to derivatives and repurchase agreements.

BancoPosta RFC monitors residual risk applying a conservative approach that involves assessing compliance with minimum capital requirements for counterparty risk assuming the absence of collateral.

Strategic risk

Strategic risk consists of two components described below:

- business risk, regarding potential unexpected declines in profit/margins, not linked to other risk factors, but to the volatility of volumes or to changes in customer behaviour;
- "pure" strategic risk, associated with significant business discontinuity linked to key strategic decisions.

The monitoring of RAF metrics, designed to identify and assess any discrepancies over time with respect to the plans drawn up when preparing the Strategic Plan, is used to manage strategic risk. It involves both the Risk Management unit, which conducts the monitoring process, and senior management, who receive appropriate information.

If periodic monitoring reveals the failure to meet one or more objectives, thresholds or limits defined in the Risk Appetite Framework, or if it identifies a deterioration in the risk profile not covered by the framework, a process of escalation is initiated in order to inform corporate bodies and, if necessary, take the appropriate corrective action to reduce the risk assumed to within the desired level.

Reputational risk

Reputational risk is defined as the current or future risk of a loss or decline in profits or capital as a result of a negative perception of the entity's image among customers, counterparties, shareholders, investors or regulators. Given its importance in relation to achievement of the objectives set out in the business plan, BancoPosta RFC monitors this form of risk in order to manage its exposure.

BancoPosta recognises that this category of risk may have more than one origin and its dependence on a variety of specific risk factors from which it may derive.

In identifying BancoPosta's exposure to reputational risk, importance has been given to interconnections between its reputational profile and the Poste Italiane Group's overall reputational profile.

In March 2018, Poste Italiane's Board of Directors was informed of implementation of the Group's "Reputational Risk Framework – Risk Management". BancoPosta has begun monitoring an initial set of KRIs to keep a check on its reputational risk, with particular regard to aspects relating to operational risk. In this context, BancoPosta's Risk Management unit has embarked on a phase of monitoring the key elements that make up BancoPosta's reputational profile among customers. From the third quarter of 2017, "BancoPosta's reputation index" is being monitored.

BancoPosta began monitoring its reputation risk in the third quarter of 2017.

Regulatory risk

In BancoPosta RFC's case, regulatory risk primarily regards its exposure to potential changes in the regulations governing the weightings assigned to government securities for the purposes of credit risk, counterparty risk, operational risk, interest rate risk and the leverage ratio.

1.4 Adequacy of risk management procedures and consistency with the overall risk profile and the business strategy

With regard the requirements of article 435 – paragraph 1, letters e) and f) of the CRR, the following section:

- presents the concluding summary on the adequacy of risk management procedures and consistency between risk management systems and BancoPosta RFC's profile and strategy;
- briefly describes BancoPosta RFC's overall risk profile and the related business strategy.

BancoPosta RFC's risk management process, consisting of a body of systems, processes and methods, is primarily assessed and audited by the various corporate functions involved in control procedures, according to their areas of responsibility.

The following table shows key aspects of BancoPosta RFC's risk profile:

(€m)	At 31 December 2017	At 31 December 2016
OWN FUNDS		
Common Equity Tier 1 (CET1)	2,059	1,949
Additional Tier 1 capital (AT1)	-	-
Tier 1 capital	**2,059**	**1,949**
Tier 2 capital (T2)	-	-
Total own funds	**2,059**	**1,949**
RISK-WEIGHTED ASSETS		
Credit and counterparty risk	1,464	1,588
Risk of changes in credit ratings	288	178
Market risk	54	116
Operational risk	10,409	10,280
Total risk-weighted assets	12,215	12,162
CAPITAL RATIOS		
CET1 capital ratio	16.9%	16.0%
Tier 1 capital ratio	16.9%	16.0%
Total capital ratio	**16.9%**	**16.0%**

Own funds, risk weighted assets (RWAs) and capital ratios at 31 December 2017 have been calculated on the basis of the "Basel III" standards contained in Directive 2013/36/EU (the Capital Requirements Directive, or "CRD IV") and EU Regulation 575/2013 (the Capital Requirements Regulation, or "CRR") and on the basis of Bank of Italy Circular 285/2013.

At 31 December 2017, own funds amount to €2,059 million and consist solely of Common Equity Tier 1 (CET1).

Total risk-weighted assets amount to €12,215 million and primarily consist of operational and credit risks and to a lesser extent counterparty risk, with market risk accounting for a marginal proportion (relating solely to foreign exchange risk).

Given the composition of own funds, the Total Capital Ratio, the ratio of Tier 1 Capital to all RWAs (the Tier 1 ratio) and the ratio of CET1 to RWAs (the Common Equity ratio) are the same at 16.0%, well above the thresholds imposed by Bank of Italy Circular 285/2013, after also taking into account the capital conservation buffer. **This value is satisfactory, in relation to the BancoPosta RFC's risk management objectives, taking into account the limits imposed by the Risk Appetite Framework.**

In order to ensure consistency between the risk appetite strategy and policy and the Planning and Budgeting process, a prior analysis of the performance of risks in the operating and market scenarios envisaged in the strategic plan has been conducted, and the target levels, risk tolerance thresholds and risk limits for 2017 set out in the Risk Appetite Framework (approved in February 2017).

2. Scope of application

The information provided in the following report regards “Poste Italiane SpA –**BancoPosta RFC**”.

As it is not part of a banking group, BancoPosta RFC does not prepare consolidated accounts, nor does it engage in transfers of own funds or the repayment of liabilities to subsidiaries, nor does it make use of deductions permitted by supervisory standards with regard to capital requirements.

3. Own funds

3.1 Qualitative information

The prudential standards, known as Basel III, contained in Directive 2013/36/EU (CRD IV) and EU Regulation 575/2013 (CRR) were applicable to banks and investment firms from 1 January 2014. These regulations were implemented within the European Union through the Regulatory Technical Standards and Implementing Technical Standards issued by the EBA. In Italy, application of the new regulatory framework was introduced through the issue and/or revision of the following Bank of Italy Circulars:

- Circular 285/2013: "Supervisory Standards for Banks";
- Circular 286/2013: "Instructions for Preparing Prudential Reports for Banks and Investment Firms";
- Circular 154/1991: "Supervisory Reporting by Credit and Financial Institutions: Preparation and Transmission".

Under the new regulatory framework, own funds (previously referred to as "Regulatory Capital") represent the algebraic sum of the following elements:

- Tier 1 Capital, in turn consisting of:
  a. Common Equity Tier 1 – CET1;
  b. Additional Tier 1 - AT1;
- Tier 2 Capital - T2.

CET1 consists of elements that enable the entity to absorb any losses and continue operating as a going concern, thanks to its particular nature, such as the level of subordination, unredeemability and the absence of any obligation to pay dividends.

The AT1 category includes equity instruments with a lower level of subordination with respect to CET1.

Tier 2 Capital is capital that enables the entity to absorb losses in the event of a crisis situation (gone concern capital) and generally consists of subordinated liabilities. Tier 2 has a lower level of subordination with respect to the above categories of own funds (CET1 and AT1).

The supervisory authority's application of the prudential standards for banks to BancoPosta RFC, which dates from 27 May 2014 with the third revision of Bank of Italy Circular 285/2013, also took into account the specific nature of BancoPosta RFC in relation to own funds. Based on the regulations contained in the above Circular, BancoPosta RFC's own funds, used to make up its regulatory capital, consist of:

- earnings reserve originating from the creation of the ring-fence;
- undistributed earnings, being BancoPosta RFC's profits appropriated on approval of Poste Italiane SpA's financial statements;
- further amounts attributed by Poste Italiane SpA[13] that meet the requirements for inclusion in own funds.

The transitional provisions, governing the gradual application of Basel III standards, and the deductions and prudential filters provided for in the CRR are thus not applicable to BancoPosta RFC.

Al 31 dicembre 2017 i fondi propri ammontano a 2.059 milioni di euro e sono costituiti esclusivamente da componenti riconducibili al Capitale Primario di Classe 1 (CET1).

13. Contributions from non-controlling shareholders to BancoPosta RFC are excluded, as they are not provided for in the special regulations governing the ring-fence. Poste Italiane's overall capital, which has to meet different requirements with respect to those to which BancoPosta TFC is subject, is not included in the computation of BancoPosta RFC's own funds.

At 31 December 2017, own funds amount to €2,059 million and consist solely of Common Equity Tier 1 (CET1).

BancoPosta's CET1 consists of:

- other reserves, being revenue reserves, amounting to €1,000 million originating from the creation of the ring-fence;
- retained earnings, being BancoPosta RFC's profits appropriated on approval of Poste Italiane SpA's financial statements, totalling €1,059 million.

3.2 Quantitative information

Composition of own funds

The composition of BancoPosta RFC's own funds at 31 December 2017 is summarised in the following table.

Annex 1 shows the composition using the "transitional model for publishing information on own funds" contained in annex VI to Implementing Regulation 1423/2013 issued by the European Commission on 20 December 2013, in compliance with the provisions of article 492, paragraph 3 of the CRR.

Summary composition of own funds

Items/Amounts (€m)	Amount at 31 December 2017	Amount at 31 December 2016
Common Equity Tier 1 - CET1, before application of prudential filters	**2,059**	**1,949**
of which CET1 instruments subject to transitional requirements	-	-
Prudential CET1 filters (+/-)	**-**	**-**
CET1 before investments to be deducted and adjustments for the transitional regime (A+/- B)	**2,059**	**1,949**
Elements to be deducted from CET1	**-**	**-**
Transitional regime - Impact on CET1 (+/-)	**-**	**-**
Total Common Equity Tier 1 - CET1 (C - D +/- E)		**1,949**
Additional Tier 1 - AT1 before elements to be deducted and adjustments for the transitional regime	**-**	**-**
of which AT1 instruments subject to transitional requirements	-	-
Elements to be deducted from AT1	**-**	**-**
Transitional regime - Impact on AT1 (+/-)	**-**	**-**
Total Additional Tier 1 - AT1 (G - H +/- I)		**-**
Tier 2 - T2 before investments to be deducted and adjustments for the transitional regime	**-**	**-**
of which T2 instruments subject to transitional requirements	-	-
Elements to be deducted from T2	**-**	**-**
Transitional regime - Impact on T2 (+/-)	**-**	**-**
Total Tier2 - T2 (M - N +/- O)	**-**	**-**
Total own funds (F + L + P)		**1,949**

Reconciliation of net book value and CET1

The following table shows the reconciliation of BancoPosta RFC's own funds and the statement of financial position.

Reconciliation of the net book value and regulatory capital

Liabilities (€m)	Carrying amount	Amounts recognised for purpose of own funds	Ref. "Transitional model for own funds disclosure"
130. Valuation reserves	**115**	**-**	
160. Reserves, of which:	**2,059**	**2,059**	
- Undistributed earnings	1,059	1,059	2
- Other reserves	1,000	1,000	3
270 Profit/(Loss) for the year	**585**	**-**	
Total own funds	**2,759**	**2,059**	

At the current date, total own funds is less than net book value due to the net profit for the year as well as to exclusion of the valuation reserve for securities issued or guaranteed by the Italian government accounted for in the AFS portfolio, as required by the related regulations. The elements included in BancoPosta RFC's regulatory capital are, therefore, of high quality given that they consist exclusively of revenue reserves.

4. Capital requirements

4.1 Qualitative information

Assessment of BancoPosta's capital adequacy is conducted taking into account the following requirements of an internal (the Risk Appetite Framework - RAF) and external (prudential standards) nature:

- pillar 1 requirements. Capital must be sufficient to cover regulatory capital requirements for operational risk, credit and counterparty risk and, to a lesser extent, foreign exchange risk. In relation to pillar 1 regulatory capital requirements, based on the prudential supervisory standards applicable from 31 December 2014, BancoPosta RFC is required to comply with the following minimum capital ratios:
    - Common Equity Tier 1 ratio (the ratio of CET1 to total RWAs[14]): equal to 7.0% (4.5% being the minimum requirement and 2.5% being the capital conservation buffer[15]);
    - Tier 1 ratio (the ratio of T1 and total RWAs): equal to 8.5% (6.0% being the minimum requirement and 2.5% being the capital conservation buffer);
    - Total capital ratio (the ratio of total own funds to total risk weighted assets - RWAs), equal to 10.5% (8% being the minimum requirement and 2.5% being the capital conservation buffer).

Given that BancoPosta RFC's own funds consist solely of CET1 capital, the applicable limits can be summed up as a minimum Common Equity Tier 1 ratio of 10.5%;

- pillar 2 requirements. In addition to pillar 1 risks, capital must be sufficient to also cover banking book interest rate risk. Additional capital is also held to cover capital requirements resulting from model risk, risks that are difficult to quantify and stress scenarios;
- leverage ratio[16]. This is the ratio of CET1 to Total Assets (including adjustments for derivatives and off-balance sheet items) and must be above the minimum requirement, currently 3% based on the regulatory guidance applicable to banks, and in line with the targets set by the internal RAF.

As previously noted, BancoPosta RFC gives great importance to risk management and control, aiming to achieve sustainable current and prospective levels of earnings within a controlled risk environment. The measures of capital adequacy, combined with the remaining RAF metrics, have been determined in order to monitor and preserve, over time, the earnings and financial stability incorporated in the strategic plan and that the entity intends to guarantee for the following financial year and over the medium to long term. In line with BancoPosta RFC's Risk Appetite Framework, compliance with the capital adequacy targets set by the Board of Directors is thus monitored on at least a quarterly basis.

BancoPosta RFC has prepared its ICAAP Report (Pillar 2 requirements) on the basis of the figures for 31 December 2017 and on a prospective basis at 31 December 2018. This will be submitted to the Bank of Italy, following prior approval by the Board of Directors, by 30 April 2018. The assessments conducted show that BancoPosta RFC has sufficient levels of capital for the risks assumed, as measured on a current and prospective basis and under stress scenarios in accordance with a prudential building block approach[17]. The level of capital is guaranteed, on a current and prospective basis, by the entity's ability to self-finance its capital growth, linked to the highly profitable nature of its operations and the prudent approach to earnings retention.

The methods used to determine capital requirements are described in section 1.3.

14. Risk weighted assets, or RWAs, are calculated by multiplying the capital requirements for credit, counterparty, market and operational risks by 12.5.
15. The capital conservation buffer is designed to ensure a minimum level of regulatory capital under adverse market conditions by enabling the build-up of high-quality capital outside periods of market stress. As of 1 January 2017, transitional arrangements are in place to reduce this buffer, to put Italian banks on equal footing with the other intermediaries of the euro area. The new minimum capital conservation buffers are now: 1.250% from 1 January 2017 to 31 December 2017; 1.875% from 1 January 2018 to 31 December 2018; 2.500% from 1 January 2019.
16. Financial leverage is only monitored for internal purposes (the RAF), given that BancoPosta RFC is exempted from the related regulatory requirements contained in Bank of Italy Circular 285/2013.
17. In accordance with Part One, Title III, Chapter 1, Section II of Bank of Italy Circular 285/2013, BancoPosta RFC, as class 2 intermediary, computes its total internal capital requirements using a simplified building block approach, based on the sum of prudential capital requirements for Pillar 1 risks (or internal capital requirements for such risks computed using internal methods) and any internal capital requirements for other identified risks.

4.2 Quantitative information

As noted in the qualitative information, based on the prudential standards applied, BancoPosta RFC's Common Equity Tier 1 capital must represent at least 10.5% of its total risk-weighted assets (the Common Equity Tier 1 ratio).

The following tables show BancoPosta RFC's position with regard to Pillar 1 capital requirements.

Capital requirements and capital ratios

	Unweighted amounts		Weighted amounts/ Requirements	
Categories / Amountsi (€m)	at 31 December 2017	at 31 December 2016	at 31 December 2017	at 31 December 2016
A. RISK ASSETS				
A.1 Credit and counterparty risk	67,513	65,532	1,464	1,588
1. Standardised approach	67,513	65,532	1,464	1,588
2. Internal ratings based approach	-	-	-	-
2.1 Basic	-	-	-	-
2.2 Advanced	-	-	-	-
3. Securitisations	-	-	-	-
B. SUPERVISORY CAPITAL REQUIREMENTS				
B.1 Credit and counterparty risk			117	127
B.2 Risk of changes in credit ratings			23	14
B.3 Regulatory risk			-	-
B.4 Market risk			4	9
1. Standard approach			4	9
2. Internal models			-	-
3. Concentration risk			-	-
B.5 Operational risk			833	823
1. Basic approach			833	823
2. Standardised approach			-	-
3. Advanced approach			-	-
B.6 Other elements in the calculation			-	-
B.7 Total prudential requirements			977	973
C. RISK ASSETS AND CAPITAL RATIOS				
C.1 Risk-weighted assets			12,215	12,162
C.2 CET1 capital ratio			16.9%	16.0%
C.3 Tier 1 capital ratio			16.9%	16.0%
C.4 Total capital ratio			16.9%	16.0%

Unweighted risk exposures do not take into account risk mitigation techniques[18] and the credit conversion factors used for off-balance sheet exposures.

The BancoPosta RFC principal risk is the operational one, which absorbs approximately 85% of total prudential requirements.

Market risk solely regards foreign exchange risk, which absorbs less than 1% of total capital requirements.

Credit risk amounts to €108 million (approximately 11% of total capital requirements), whilst the remaining amount absorbed regards counterparty risk (€9 million)[19] and the CVA component (€23 million).

Capital requirements for credit and counterparty risk

Risk (€m)	Capital requirement	
	at 31 December 2017	at 31 December 2016
Credit risk	108	118
Counterparty risk	9	9
Total capital requirement for credit and counterparty risk	**117**	**127**

Details of capital requirements for credit and counterparty risk by regulatory portfolio are shown below.

Capital requirements for credit and counterparty risk: by regulatory portfolio

Regulatory portfolio (€m)	Capital requirement	
	at 31 December 2017	at 31 December 2016
Exposures to or secured by central governments and central banks	28	23
Exposures to or secured by regional governments or local authorities	0	0
Exposures to or secured by public sector organisations	5	5
Exposures to or secured by corporates and other entities	16	15
Exposures to or secured by supervised institutions	42	54
Retail exposures	1	0
Equity exposures	3	8
Other exposures	23	22
Total capital requirement for credit and counterparty risk	**117**	**127**

The component linked to “Central governments and central banks” refers to net deferred tax assets that, given that they are not deducted from own funds, are given a risk weighting of 250%, in accordance with the CRR.

The component relating to “Supervised institutions” primarily consists of cash and securities provided as collateral in accordance with agreements intended to mitigate counterparty risk (CSAs and GMRAs), and trade receivables due from partners in relation to the distribution of financial products (above all Cassa Depositi e Prestiti).

18. Counterparty risk exposures in the form of derivatives and repurchase agreements take into account netting and master netting agreements. Exposures resulting from repurchase agreements are shown net of the corresponding funding.
19. Counterparty risk includes capital charges related to the transactions with “Cassa Comepnsazione e Garanzia”, the Central Counterparty, for a negligible amount.

5. Exposure to counterparty risk

5.1 Qualitative information

Counterparty risk is the risk that a counterparty could default on obligations of a financial instrument during its term. This is a particular type of credit risk, generating a loss if the transactions entered into with a certain counterparty have a positive value at the time of default.

The financial instruments that, in line with the prudential standards, are exposed to this risk in respect of BancoPosta RFC are described below:

- **OTC derivatives**, which include over-the-counter (OTC) derivatives entered into for hedging and/or trading purposes, primarily relating to interest rate swaps;
- **long settlement transactions**, regarding bond forwards on government securities used as cash flow hedges in order to stabilise returns;
- **SFTs (Securities Financing Transactions)**, a category that includes the financial instruments used in managing the liquidity buffer, such as repurchase agreements and Buy and Sell Back agreements for the temporary investment of liquidity.

In calculating its exposure to counterparty risk, BancoPosta RFC applies the simplified method defined in accordance with prudential standards. More specifically, for each category of transaction giving rise to counterparty risk, the following methods of calculation are used to determine the internal capital requirement:

- OTC derivatives: the market value method[20];
- long settlement transactions: the market value method;
- SFTs: the full method with the prudential adjustments for volatility required by credit risk mitigation techniquest[21].

The method used by BancoPosta RFC to calculate the counterparty risk capital requirement is the standardised approach defined in the CRR, which involves the weighting of exposures with factors that take into account the type of exposure and the nature of counterparties, partly in relation to the risk associated with external credit rating classes.

Capital requirements for transactions with the Qualified Central Counterparty "Cassa Compensazione e Garanzia" are calculated in accordance with article 308 of Regulation (EU) 575/2013 and applicable to pre-funded contributions to the default fund.

Lastly, regarding the credit valuation adjustment (CVA) component of financial derivatives, capital requirements are calculated with the standardised approach under the CRR.

To control and manage this risk, BancoPosta RFC has defined a system of objectives, thresholds or limits included in the Risk Appetite Framework, enabling it to continuously monitor its risk profile. In view of the particular nature of its operations, BancoPosta RFC is only minimally exposed to counterparty risk, as is the case with credit and foreign exchange risk. Checks are conducted to ensure that the capital requirements for these risks does not erode the capital allocated to cover the main risks to which BancoPosta RFC is exposed (operational risk and interest rate risk).

In addition, BancoPosta RFC has adopted rating limits that only permit dealings with investment grade counterparties, with the exception of exemptions granted by the Board of Directors.

20. The "Market Value" method to measure the risk inherent in derivatives entails summing two components: the current replacement cost, represented by fair value, if positive, and an add-on equal to the product of the nominal value and the probability that the fair value, if positive, increases the value or, if negative, turns positive.
21. The full Credit Risk Mitigation (CRM) method entails reducing risk exposure by the value of the guarantee. Specific rules are applied to take into account market price volatility of the guaranteed asset as well as the collateral received.

In order to limit the counterparty risk exposure, BancoPosta RFC concludes standard ISDA master agreements and special agreements for the mitigation of risk for repo transactions (GMRAs) and OTC derivatives (CSAs). These agreements provide for the netting of asset and liability positions and the posting of cash or government securities as collateral.

In compliance with the disclosure obligations provided for in article 453 of the CRR, it should be noted that the techniques used to mitigate credit and counterparty risk (collateral underlying ISDAs, CSAs and GMRAs) have been recognised for prudential supervisory purposes. For this purpose, the procedures related required by the CRR have been adopted, including monitoring of the legal validity and enforceability of the mitigation agreements and of the fair value of the collateral received on a daily basis.

Given the type of collateral received (cash and/or government securities), the absence of any material link between the debtor's creditworthiness and the collateral is guaranteed.

The amount of any additional collateral to be provided by BancoPosta RFC in the event of a downgrade of Poste Italiane SpA is negligible. Such contracts include those for margin lending of derivatives, which require the threshold amount to be reduced to zero in the event that Poste Italiane SpA's rating is downgraded to below "BBB-". The threshold amounts relating to margin lending contracts included in repurchase agreements are equal to zero, meaning that these transactions are not subject to liquidity risk.

5.2 Quantitative information

The following tables show the quantitative information required by the CRR.

The following table summarises the exposure to counterparty risk for each type of transaction, applying the methods described in the qualitative information[22].

Counterparty risk: Total exposures

Category of transaction (€m)	Total exposure	
	at 31 December 2017	at 31 December 2016
Derivatives	164	106
SFTs (Securities Financing Transactions) and long settlement transactions	89	122
Total exposures	**252**	**228**

22. The table does not show the €100 thousand exposure to central counterparties, as the amount is too small.

The following table provides, for derivative contracts alone, details of the positive fair value of derivatives, netting benefits, the netted current credit exposure, any collateral held and the resulting net credit exposure.

OTC derivatives: exposure to counterparty risk and benefits of netting

(€m)	Governments and Central Banks	Other public entities	Banks	Finance companies	Insurance companies	Non-finance companies	Other entities	Total
Nominal amount	-	-	18,783	3,490	-	-	-	22,273
Positive fair value	-	-	318	77	-	-	-	395
Negative fair value	-	-	(1,505,13)	(132)	-	-	-	(1,637)
Benefits of netting	-	-	225	57	-	-	-	281
Netted current credit exposure	-	-	93	20	-	-	-	113
Potential future credit exposure	-	-	127	23	-	-	-	150
Total gross counterparty credit risk exposure	-	-	220	43	-	-	-	263
Collateral	-	-	82	18	-	-	-	100
Total counterparty credit risk exposure	**-**	**-**	**138**	**25**	**-**	**-**	**-**	**164**

6. Capital reserves

Given that BancoPosta RFC is not authorised to engage in lending, Bank of Italy Circular 285/2013 exempts it from the requirement to institute a countercyclical capital buffer with the aim of protecting the banking sector in the event of excessive credit growth.

7. Impairment losses on receivables

7.1 Qualitative information

“Non-performing” financial assets include on- and off-balance sheet assets, as classified in accordance with EU Implementing Regulation 680/2014 issued by the European Commission, as amended and supplemented. Financial instruments classified as “Financial assets held for trading” and derivatives are excluded.

In classifying non-performing assets in the various risk categories (doubtful, unlikely to pay, past-due and/or non-performing overdue), BancoPosta RFC makes reference to the regulations issued by the Bank of Italy[23].

Assets in the “Doubtful” category are on- and off-balance sheet exposures (loans and debt securities) to borrowers in a state of insolvency (even when not recognised in a court of law) or borrowers in a similar situation, regardless of any loss forecasts made by the entity. Exposures where the doubtful nature is attributable to country risk are excluded from this category.

The “Unlikely to pay” category regards on- and off-balance sheet exposures (loans and debt securities) where, in the view of the entity, full repayment (in terms of principal and/or interest) is unlikely, without recourse to actions such as enforcement of collateral arrangements.

“Past-due and/or non-performing overdue” exposures are on-balance sheet exposures, other than those classified as “Doubtful” or “Unlikely to pay”, that are past-due or where repayment is over 90 days overdue.

BancoPosta RFC is prohibited by Presidential Decree 144 of 14 March 2001 from making loans to customers. Impairments and recoveries of loans and receivables, consequently, relate exclusively to unpaid trade receivables deriving primarily from contractually agreed fees to be collected from customers. Impairments and recoveries are made with reference to assessments of credit risk based on historical experience of similar receivables, an analysis of past due items (current and historical), losses and collections and the monitoring of the current and future economic conditions in the related markets.

23. See Bank of Italy Circular 272/2008.

7.2 Quantitative information

The quantitative information required by article 442 of the CRR, relating to impairment losses on receivables, is provided below.

Distribution of credit exposure by portfolio and credit quality (gross and net amounts)

Portfolio/Credit quality (€m)	Non-performing			Performing			Total (net exposure)
	Gross exposure	Specific provisions	Net exposure	Gross exposure	Collective provisions	Net exposure	
Available-for-sale financial assets	-	-	-	39,099	-	39,099	39,099
Held-to-maturity financial assets	-	-	-	12,912	-	12,912	12,912
Due from banks	-	-	-	1,151	-	1,151	1,151
Due from customers	-	-	-	8,128	177	7,951	7,951
Financial assets designated at fair value	-	-	-	X	X	-	-
Financial assets held for sale	-	-	-	-	-	-	-
Total at 31 December 2017	**-**	**-**	**-**	**61,290**	**177**	**61,113**	**61,113**
Total at 31 December 2016	**-**	**-**	**-**	**60,322**	**162**	**60,160**	**60,160**

Portfolio/Credit quality (€m)	Assets of evidently low credit quality		Other assets
	Cumulative losses	Net exposure	Net exposure
Financial assets held for trading	-	-	-
Hedging derivatives	-	-	395
Total at 31 December 2017	**-**	**-**	**395**
Total at 31 December 2016	**-**	**-**	**191**

Distribution of on and off-balance sheet credit exposures to customers by geographic area (carrying amount)

Exposures/geographic area (€m)	ITALY		OTHER EUROPEAN COUNTRIES		AMERICA		ASIA		REST OF THE WORLD	
	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions
On-balance sheet exposures										
Doubtful loans	-	-	-	-	-	-	-	-	-	-
Unlikely to pay	-	-	-	-	-	-	-	-	-	-
Non-performing past-due exposures	-	-	-	-	-	-	-	-	-	-
Performing exposures	59,868	177	86	-	8	-	-	-	-	-
TOTAL A	**59,868**	**177**	**86**	**-**	**8**	**-**	**-**	**-**	**-**	**-**
Off-balance sheet exposures										
Doubtful loans	-	-	-	-	-	-	-	-	-	-
Unlikely to pay	-	-	-	-	-	-	-	-	-	-
Non-performing past-due exposures	-	-	-	-	-	-	-	-	-	-
Performing exposures	-	-	20	-	-	-	-	-	-	-
TOTAL B	**-**	**-**	**20**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
TOTAL (A+B) at 31 December 2017	**59,868**	**177**	**106**	**-**	**8**	**-**	**-**	**-**	**-**	**-**
TOTAL (A+B) at 31 December 2016	**59,044**	**162**	**210**	**-**	**8**	**-**	**-**	**-**	**-**	**-**

Distribution of on and off-balance sheet credit exposures to banks by geographic area (carrying amount)

Exposures/geographic area (€m)	ITALY		OTHER EUROPEAN COUNTRIES		AMERICA		ASIA		REST OF THE WORLD	
	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions	Net exposure	Collective provisions
On-balance sheet exposures										
Doubtful loans	-	-	-	-	-	-	-	-	-	-
Unlikely to pay	-	-	-	-	-	-	-	-	-	-
Non-performing past-due exposures	-	-	-	-	-	-	-	-	-	-
Performing exposures	134	-	1,017	-	-	-	-	-	-	-
TOTAL A	**134**	**-**	**1,017**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
Off-balance sheet exposures										
Doubtful loans	-	-	-	-	-	-	-	-	-	-
Unlikely to pay	-	-	-	-	-	-	-	-	-	-
Non-performing past-due exposures	-	-	-	-	-	-	-	-	-	-
Performing exposures	184	-	221	-	-	-	-	-	-	-
TOTAL B	**184**	**-**	**221**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
TOTAL (A+B) at 31 December 2017	**318**	**-**	**1,238**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
TOTAL (A+B) at 31 December 2016	**564**	**-**	**1,632**	**-**	**-**	**-**	**-**	**-**	**-**	**-**

Distribution of on and off-balance sheet credit exposures to customers by economic sector (carrying amount)

Exposures/ counterparties (€m)	Governments			Other public entities			Finance companies			Insurance companies			Non-finance companies			Other entities		
	Net exposure	Specific provisions	Collective provisions	Net exposure	Specific provisions	Collective provisions	Net exposure	Specific provisions	Collective provisions	Net exposure	Specific provisions	Collective provisions	Net exposure	Specific provisions	Collective provisions	Net exposure	Specific provisions	Collective provisions
On-balance sheet exposures																		
Doubtful loans	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
- of which forborne exposures	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Unlikely to pay	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
- of which forborne exposures	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Non-performing past-due exposures	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
- of which forborne exposures	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Performing exposures	56,010	X	8	62	X	8	2,981	X	-	143	X	-	756	X	21	10	X	140
- of which forborne exposures	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-
TOTAL A	**56,010**	**-**	**8**	**62**	**-**	**8**	**2,981**	**-**	**-**	**143**	**-**	**-**	**756**	**-**	**21**	**10**	**-**	**140**
Off-balance sheet exposures																		
Doubtful loans	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Unlikely to pay	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Non-performing past-due exposures	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X	-	-	X
Performing exposures	-	X	-	-	X	-	20	X	-	-	X	-	-	X	-	-	X	-
TOTAL B	**-**	**-**	**-**	**-**	**-**	**-**	**20**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
TOTAL (A+B) at 31 December 2017	**56,010**	**-**	**8**	**62**	**-**	**8**	**3,001**	**-**	**-**	**143**	**-**	**-**	**756**	**-**	**21**	**10**	**-**	**140**
TOTAL (A+B) at 31 December 2016	**56,293**	**-**	**7**	**57**	**-**	**5**	**2,118**	**-**	**-**	**134**	**-**	**-**	**652**	**-**	**19**	**8**	**-**	**131**

Distribution of financial assets and liabilities and off-balance sheet items by residual contractual term to maturity

Currency: Euro

Assets - Liabilities / Residual term to maturity (€m)		On demand	1 - 7 days	7 - 15 days	15 days - 1 month	1 - 3 months	3 - 6 months	6 months - 1 year	1 - 5 years	> 5 years	Unspecified maturity
Assets		**8,089**	**1,180**	**-**	**-**	**1,010**	**282**	**2,811**	**12,042**	**33,868**	**-**
A.1	Government securities	-	-	-	-	1,010	272	2,791	10,534	32,868	-
A.2	Other debt securities	-	-	-	-	-	10	20	1,500	1,000	-
A.3	UCIs	-	-	-	-	-	-	-	-	-	-
A.4	Loans	8,089	1,180	-	-	-	-	-	8	-	-
	- Banks	53	1,096	-	-	-	-	-	-	-	-
	- Customers	8,036	84	-	-	-	-	-	8	-	-
Liabilities		**54,693**	**267**	**101**	**251**	**1,303**	**521**	**102**	**2,401**	**-**	**-**
B.1	Deposits and current accounts	47,491	-	-	-	-	-	-	-	-	-
	- Banks	1,023	-	-	-	-	-	-	-	-	-
	- Customers	46,468	-	-	-	-	-	-	-	-	-
B.2	Debts securities	-	-	-	-	-	-	-	-	-	-
B.3	Other liabilities	7,202	267	101	251	1,303	521	102	2,401	-	-
Off-balance sheet transactions											
C.1	Financial derivatives with exchange of principal										
	- Long positions	-	-	1,705	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	245	1,163	-
C.2	Financial derivatives without exchange of principal										
	- Long positions	-	-	-	2	31	-	39	-	-	-
	- Short positions	-	-	-	-	33	-	44	-	-	-
C.3	Deposits and loans to be received										
	- Long positions	-	371	-	-	-	-	-	-	-	-
	- Short positions	-	371	-	-	-	-	-	-	-	-
C.4	Irrevocable commitments to disburse funds										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.5	Financial guarantees issued	-	-	-	-	-	-	-	-	-	-
C.6	Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7	Credit derivatives with exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.8	Credit derivatives without exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-

Currency: US dollar

Assets - Liabilities / Residual term to maturity (€m)		On demand	1 - 7 days	7 - 15 days	15 days - 1 month	1 - 3 months	3 - 6 months	6 months - 1 year	1 - 5 years	> 5 years	Unspecified maturity
Assets		**1**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
A.1	Government securities	-	-	-	-	-	-	-	-	-	-
A.2	Other debt securities	-	-	-	-	-	-	-	-	-	-
A.3	UCIs	-	-	-	-	-	-	-	-	-	-
A.4	Loans	1	-	-	-	-	-	-	-	-	-
	- Banks	1	-	-	-	-	-	-	-	-	-
	- Customers	-	-	-	-	-	-	-	-	-	-
Liabilities		**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
B.1	Deposits and current accounts	-	-	-	-	-	-	-	-	-	-
	- Banks	-	-	-	-	-	-	-	-	-	-
	- Customers	-	-	-	-	-	-	-	-	-	-
B.2	Debts securities	-	-	-	-	-	-	-	-	-	-
B.3	Other liabilities	-	-	-	-	-	-	-	-	-	-
Off-balance sheet transactions											
C.1	Financial derivatives with exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.2	Financial derivatives without exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.3	Deposits and loans to be received										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.4	Irrevocable commitments to disburse funds										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.5	Financial guarantees issued	-	-	-	-	-	-	-	-	-	-
C.6	Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7	Credit derivatives with exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-
C.8	Credit derivatives without exchange of principal										
	- Long positions	-	-	-	-	-	-	-	-	-	-
	- Short positions	-	-	-	-	-	-	-	-	-	-

Currency: Swiss franc

Assets - Liabilities / Residual term to maturity (€m)	On demand	1 - 7 days	7 - 15 days	15 days - 1 month	1 - 3 months	3 - 6 months	6 months - 1 year	1 - 5 years	> 5 years	Unspecified maturity
Assets	**1**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
A.1 Government securities	-	-	-	-	-	-	-	-	-	-
A.2 Other debt securities	-	-	-	-	-	-	-	-	-	-
A.3 UCIs	-	-	-	-	-	-	-	-	-	-
A.4 Loans	1	-	-	-	-	-	-	-	-	-
- Banks	1	-	-	-	-	-	-	-	-	-
- Customers	-	-	-	-	-	-	-	-	-	-
Liabilities	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
B.1 Deposits and current accounts	-	-	-	-	-	-	-	-	-	-
- Banks	-	-	-	-	-	-	-	-	-	-
- Customers	-	-	-	-	-	-	-	-	-	-
B.2 Debts securities	-	-	-	-	-	-	-	-	-	-
B.3 Other liabilities	-	-	-	-	-	-	-	-	-	-
Off-balance sheet transactions										
C.1 Financial derivatives with exchange of principal										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.2 Financial derivatives without exchange of principal										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.3 Deposits and loans to be received										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.4 Irrevocable commitments to disburse funds										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.5 Financial guarantees issued	-	-	-	-	-	-	-	-	-	-
C.6 Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7 Credit derivatives with exchange of principal										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.8 Credit derivatives without exchange of principal										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-

8. Unencumbered assets

8.1 Qualitative information

Disclosure of encumbered and unencumbered assets is provided in accordance with the guidelines issued by the EBA on 27 June 2014 in the document "Disclosure of encumbered and unencumbered assets" (EBA/CP/2014/03), as provided for in article 443 of the CRR. Under the guidelines, an asset should be treated as encumbered if it has been pledged or if it is subject to any form of arrangement to secure, collateralise or credit-enhance any on-balance-sheet or off-balance-sheet transaction from which it cannot be freely withdrawn (for instance, to be pledged for funding purposes). Assets pledged that are subject to any restrictions in withdrawal, such as assets that require prior approval before withdrawal or replacement by other assets, should be considered encumbered.

Otherwise, all assets not falling within the scope of the above definition are considered unencumbered.

In BancoPosta RFC's case, the most important component of encumbered assets is represented by securities pledged as collateral for repurchase agreements, which are used as:

- an alternative to current account deposits for funding purposes, as part of clearly-defined operating strategies, or a response to temporary liquidity gaps;
- collateral for derivatives/repos required under CSAs/GMRAs.

8.2 Quantitative information

The tables required by document EBA/CP/2014/03, showing detailed quantitative information for BancoPosta RFC, are provided below.

Encumbered and unencumbered assets

Transaction type (€m)	Encumbered		Unencumbered	
	Carrying amount	Fair value	Carrying amount	Fair value
Equity instruments	-	-	41	41
Debt securities	4,755	5,202	47,256	48,281
Other assets	1,179	x	14,004	x
Total at 31 December 2017	**5,934**	**x**	**61,301**	**x**
Total at 31 December 2016	**7,045**	**x**	**58,008**	**x**

Collateral received

Transaction type (€m)	Fair value at 31 December 2017		Fair value at 31 December 2016	
	Collateral received or own debt securities encumbered	Collateral received or own debt securities potentially encumbered	Collateral received or own debt securities encumbered	Collateral received or own debt securities potentially encumbered
Equity instruments	-	-	-	-
Debt securities	-	-	-	-
Other assets	-	100	-	32
Total collateral received	**-**	**100**	**-**	**32**
Debt securities issued other than covered bonds and ABSs	**-**	**-**	**-**	**-**

In order to comply with article 453 of the CRR regarding credit risk mitigation techniques, it should be noted that the collateral shown in the table refers to exposures to supervised institutions in relation to repurchase agreements for €0.5 million and derivatives for €82 million, including €18 million to hedge derivative transactions with foreign supervised institutions. This collateral consists solely of cash deposits.

Encumbered assets/collateral received and the associated liabilities

(€m)	Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
Carrying amount of selected financial liabilities	6,198	6,381
Total at 31 December 2017	**6,198**	**6,381**
Total at 31 December 2016	**7,522**	**7,772**

Liabilities in the above table include funding in the form of repurchase agreements and, as required by the EBA guidelines, liabilities without any associated funding, such as derivatives. The latter have been included after any netting.

Assets include collateral (securities, shown at fair value, and cash) pledged in relation to the above liabilities.

9. Use of ecais

9.1 Qualitative information

To identify a counterparty's creditworthiness, necessary in order to measure credit and counterparty risks using the standardised approach, BancoPosta RFC uses the ratings issued by Standard & Poor's, Moody's and Fitch.

BancoPosta RFC applies the standardised approach for calculating the credit and counterparty risk capital requirements to all the regulatory portfolios, given that the Bank of Italy has not provided the option of using advanced approaches based on internal ratings.

The external ratings published by each ECAI (External Credit Assessment Institution)[24] are associated with the credit rating classes in accordance with the standard model defined by the EBA in the consultation paper entitled "Draft implementing technical standard on the mapping of ECAIs' credit assessment under Article 136(1) and (3) of EU Regulation No 575/2013 (Capital Requirement Regulation – CRR)".

9.2 Quantitative information

The following tables show the quantitative information required by the CRR, detailing the value of exposures, with or without credit risk mitigation, associated with each credit rating class and the value of exposures deducted from own funds.

Distribution of exposures by regulatory asset class with or without credit risk mitigation

Regulatory portfolio (€m)	At 31 December 2017			At 31 December 2016		
	Exposure without credit risk mitigation	Exposure with credit risk mitigation	Exposures deducted from regulatory capital	Exposure without credit risk mitigation	Exposure with credit risk mitigation	Exposures deducted from regulatory capital
Exposures to or secured by central governments and central banks	58,246	60,721	x	57,224	58,724	x
Exposures to or secured by regional governments or local authorities	0	0	x	1	1	x
Exposures to or secured by public sector organisations	62	62	x	57	57	x
Exposures to or secured by corporates and other entities	939	939	x	823	823	x
Exposures to or secured by supervised institutions	4,778	2,203	x	4,521	2,989	x
Retail exposures	9	9	x	6	6	x
Equity exposures	41	41	x	104	104	x
Other exposures	3,438	3,438	x	2,796	2,796	x
Total	**67,513**	**67,413**		**65,532**	**65,500**	

24. External rating agencies.

Distribution of exposures by credit rating class and regulatory asset class: exposures without credit risk mitigation

Regulatory portfolio (€m)	At 31 December 2017							
	0%	**20%**	**50%**	**75%**	**100%**	**150%**	**250%**	**Total**
Exposures to or secured by central governments and central banks	58,106		0		0		139	58,246
Exposures to or secured by regional governments or local authorities		0						0
Exposures to or secured by public sector organisations		0			62			62
Exposures to or secured by corporates and other entities	734		11		193	0		939
Exposures to or secured by supervised institutions	2,575	1,964	225		14			4,778
Retail exposures				9				9
Equity exposures					41			41
Other exposures	2,809	427			202			3,438
Total	**64,225**	**2,392**	**236**	**9**	**512**	**0**	**139**	**67,513**

The previous table the counterparty risk exposures in derivatives and repurchase agreements take into account the impact of netting and master netting agreements. Exposures resulting from repurchase agreements are shown net of the corresponding funding.

Exposures with a weighting of 250% regard net deferred tax assets which, not being deducted from own funds, are assigned this risk weighting in accordance with the CRR.

Exposures secured by collateral, which under the full method results in a reduction in the exposure, are usually assigned a zero weighting.

Distribution of exposures by credit rating class and regulatory asset class: exposures with credit risk mitigation

Regulatory portfolio (€m)	At 31 December 2017							
	0%	**20%**	**50%**	**75%**	**100%**	**150%**	**250%**	**Totale**
Exposures to or secured by central governments and central banks	60,582		0		0		139	60,721
Exposures to or secured by regional governments or local authorities		0						0
Exposures to or secured by public sector organisations		0			62			62
Exposures to or secured by corporates and other entities	734		11		193	0		939
Exposures to or secured by supervised institutions		1,964	225		14			2,203
Retail exposures				9				9
Equity exposures					41			41
Other exposures	2,809	427			202			3,438
Total	**64,125**	**2,392**	**236**	**9**	**512**	**0**	**139**	**67,413**

10. Exposure to market risk

As defined by the relevant standards, BancoPosta RFC does not have a trading book. As a result, the sole component of market risk relevant to BancoPosta RFC is foreign exchange risk, defined as the risk of incurring losses due to adverse movements in the value of foreign currencies across all the positions held, regardless of the book to which they are allocated. In BancoPosta RFC's case, this risk primarily derives from foreign currency bank accounts, foreign currency cash and VISA shares.

At 31 December 2017, the standardised approach application required by the CRR for calculating the capital requirement for exchange risk results in a capital requirement of €4.3 million for BancoPosta RFC.

11. Operational risk

In computing the capital requirement for operational risk, BancoPosta RFC applies the simplified approach (BIA – Basic Indicator Approach) provided for by EU Regulation 575/2013. This consists of applying a percentage of 15% to the average of the relevant indicator for the last three years[25] as at the end of the reporting period[26].

The capital requirement for operational risk obtained by applying this method amounts to €833 million at 31 December 2017.

25. BancoPosta RFC calculates the relevant indicator as the sum of the following income statement items (in accordance with IAS): net interest income (items 10-20); net fee and commission income (items 40-50); the portion of "other operating income" not generated by extraordinary or non-recurring items (a portion of the positive component of item 190); net profits on the trading book (items 80, 90, 100b, 100c, 110); dividends (item 70).
26. This method is only used for Pillar 1 risks, as BancoPosta RFC uses an advanced internal approach for computing operational risk capital requirements (details are provided in section 1.3.1).

12. Exposures to equity instruments not included in the trading book

12.1 Qualitative information

Investments in equity instruments included in BancoPosta RFC's banking book consist of Series C Visa Incorporated shares and Visa Incorporated Series C Convertible Participating Preferred Stock.

BancoPosta RFC classifies this type of financial instrument in "Available-for-sale financial assets" (AFS). Information on the relevant accounting treatment and the measurement criteria used is provided in Parts A.2 and A.4 of the "Notes" in BancoPosta RFC's Separate Report.

12.2 Quantitative information

The following table provides the information required by article 447 of the CRR.

Exposure to equity instruments not included in the trading book[27]

Type (€m)	Carrying amount	Fair value			Market Value	Realised gains/ losses		Unrealised gains/ losses		Unrealised gains/losses included in CET1	
		Level 1	Level 2	Level 3	Level 1	Gains	Losses	Gains	Losses	Plus (+)	Minus (-)
AFS	41	-	4	37	-	91	-	15	-	-	-
Investments	-	-	-	-	-	-	-	-	-	-	-
Total at 31 December 2017	**41**	**-**	**4**	**37**	**-**	**91**	**-**	**15**	**-**	**-**	**-**
Total at 31 December 2016	**104**	**-**	**77**	**27**	**-**	**121**	**-**	**74**	**-**	**-**	**-**

27. "Unrealised gains/losses" are shown after tax.

13. Exposures to interest rate risk on positions not included in the trading book

13.1 Qualitative information

Exposure to banking book interest rate risk reflects the peculiar nature of the investment of liquidity generated by postal current account deposits and prepaid cards forming part of BancoPosta RFC's operations, as detailed below:

- funds deriving from private customer current account deposits and prepaid cards, which represent a form of funding without a contractual term to maturity, in keeping with the finance act of 27 December 2006, as amended[28], is invested in euro area government securities and/or securities guaranteed by the Italian government. The investment profile is based, among other things, on the constant monitoring of habits of current account holders and a use of a leading market operator's statistical/econometric model of typical postal current account interest rates and maturities, based on a prudent projection of the future volume of deposits. The above mentioned model is thus the general reference for the investments (the limits of which are determined by specific guidelines approved by the Board of Directors) in order to limit exposure to interest rate and liquidity risks;
- funds deriving from deposits by Public Administration entities represents a form of funding without a contractual term to maturity. The only permitted form of investment of these deposits, which are periodically monitored by BancoPosta's Risk Management unit with the aim of determining the expected maturity profile, is currently their deposit with the MEF in return for payment of a variable rate of interest.

Exposure to interest rate risk primarily reflects the potential impact on BancoPosta RFC's economic value of mismatches between the maturities and the method of determining the profit and loss components of assets and liabilities.

In quantifying banking book interest rate risk, BancoPosta RFC uses an internal sensitivity analysis model that reflects the key aspects of the simplified method proposes by the Bank of Italy[29]. The main difference with respect to the simplified method used for supervisory purposes lies in the use of more granular maturity structures, compared with standard structures, and in the component relating to the estimated duration of postal current account deposits, defined contractually as on demand.

In particular:

- in terms of the forms of funding, funds deriving from postal current account deposits and prepaid cards are allocated across maturity buckets on the basis of percentages derived from a specific model for analysing forms of funding defined contractually as on demand, and which produces a maturity profile over a time horizon that differs from the simplified method provided for in the relevant standards. The duration is estimated for each segment (retail customers, business customers, prepaid cards and Public Administration current account holders[30]) by maturity analysis. Based on historical trends and the volatility of average postal current account deposits, this process results in the computation of the minimum deposit base that, with a confidence level of 99%, may be available in future periods (the Profile of Likely Minimum Volumes) and, to complete the process, portions of deposits maturing in each time horizon are taken into account. The maturity profile for liabilities produced by the internal model tends towards infinity and, therefore, in order to apply the model, a cut-off point is established, based on reasonable assumptions regarding the duration of deposits. Based on the different characteristics of customers, the cut-off point is 20 years for retail customer deposits, as these are more stable on average, 10 years for business customer deposits and prepaid cards and 5 years for Public Administration deposits, as these are assumed to be more volatile. As a result, all the estimated volumes still present beyond these time horizons are allocated on a time proportionate basis[31] to the deposits estimated to mature in all the periods prior to the maximum maturity date;

28. The 2015 Stability Law (of 23 December 2014) made it possible for BancoPosta RFC to invest up to 50% of its deposits in securities guaranteed by the Italian government.
29. See Bank of Italy Circular 285/2013, Title III, Annex C.
30. The components of deposits by Public Administration entities relating to INPS and INPDAP are not relevant to the quantification of banking book interest rate risk. Deposits by treasuries are prudently considered on demand.
31. The allocation of remaining deposits beyond the cut-off point in proportion to the distance between the date of production of the model and each time horizon makes the process of estimating the duration of the most remote time horizons more prudent.

- the use of more granular maturity buckets compared with the related standards primarily aims to mitigate the effect of weighting gaps (implicit in the simplified approach defined in Bank of Italy Circular 285/2013) on the exposure to interest rate risk.

Net mismatches for each residual maturity category are determined on the basis of the time distribution of assets and liabilities. Weightings that take into account the average duration by maturity category and a hypothetical interest rate shock are then applied to the mismatches.

The entity of any downward shock[32] is determined on the basis of the net mismatch resulting in an exposure to a decline in interest rates, and in view of current market trends (interest rates at all-time lows) and regulatory guidance[33], applying a shock below the standard 200 bps[34]. In particular, at 31 December 2017, the exposure to interest rate risk was assessed applying a parallel shift in rates of 75 bps.

This model is subject to internal validation with the aim of providing assurance on the method, the sources and the supporting IT systems used.

Measurement of the sensitivity of the interest margin is based on an analysis of movements in income over a twelve-month period, generated by a sudden parallel shock on the interest rate curve of +/- 100 bps. This measure shows the impact of movements in rates on the banking book at the measurement date, without taking into account any future changes in the asset and liability mix. As a result, it cannot be considered an indicator of the projected future level of the interest margin.

BancoPosta's Risk Appetite Framework (RAF) defines a metric that quantifies the capital requirement for banking book interest rate risk. This was then used as the basis for determining the risk appetite, risk tolerance and risk capacity.

32. The entity of the upward shock is equal to the standard 200 bps.
33. See "Basel Committee on Banking Supervision - Interest Rate risk in the banking book", April 2016.
34. The entity of the downward shock will become more significant (as it tends towards the standard 200 bps) as rates return to more normal levels.

← Summary

13.2 Quantitative information

The interest rate risk generated by BancoPosta RFC's banking book, measured using the internal sensitivity analysis model, amounted to an average of approximately €98 million in 2017, standing at €177 million at the end of the year[35]. The change in economic value is equal to 9% of Common Equity Tier 1.

Banking book interest rate risk – Sensitivity of the economic value

	Economic value
(€m)	at 31 December 2017
Shift -75 bps	177

The sensitivity of the interest margin amounts to +/-€108 million at the end of 2017 based on a hypothetical parallel movement in rates of 100 bps.

The following table summarises the quantification of banking book interest rate risk. The only currency of significance for BancoPosta RFC in terms of the impact of interest rate risk on economic value is the euro.

Banking book interest rate risk – Sensitivity of the interest margin

	Interest margin
(€m)	at 31 December 2017
Shift +100 bps	108
Shift -100 bps	(108)

35. Based on a hypothetical parallel movement in rates of 75 bps.

14. Remuneration policy

In pursuing the objectives of profitability and financial stability over the medium to long term, BancoPosta RFC is committed to adopting remuneration policies based on the principles of transparency and the sound and prudent management of risk, effectively managing any potential conflicts of interest and its capital and liquidity positions.

In this regard, on 19 April 2018, the Board of Directors will propose revised "Guidelines for BancoPosta RFC's remuneration and incentive policies" to be submitted for approval by the Annual General Meeting of Poste Italiane's shareholders to be held on 29 May 2018.

This document has been prepared with the aim of aligning BancoPosta's specific remuneration and incentive policies with the Supervisory Standards for banks and for "remuneration and incentive policies and practices" for banks and banking groups" contained in Bank of Italy Circular 285 (Part I, Title IV, Chapter 2) of 17 December 2013.

BancoPosta's remuneration and incentive policies, in line with those adopted by the Company as a whole, play a key role in pursuit of strategic objectives and are designed:

I. to form a part of the rewards for merit and performance;
II. to create value and direct personnel towards achievement of short-, medium- and long-term objectives within a set of rules established to ensure appropriate management of the related risks;
III. to align the conduct of Material Risk Takers and of other BancoPosta RFC personnel with the interests of stakeholders, medium- to long-term strategies and the entity's objectives, within a set of rules established to ensure appropriate management of current and future risks and adequate levels of liquidity and capital;
IV. to attract, motivate and retain high calibre professionals;
V. to ensure internal equity, linking remuneration with responsibilities and rewarding everyone's contribution to the achievement of the targets set;
VI. to ensure external competitiveness through a continuous process of market benchmarking, conducted with the support of specialist consulting firms who provide the related benchmarks;
VII. to ensure that the remuneration and incentive policies are sustainable in terms of BancoPosta RFC's operating performance and financial position.

In view of the particular nature of BancoPosta RFC and its relations with Poste Italiane functions, the above "Guidelines" apply to the following entities, insofar as their activities relate to BancoPosta RFC:

- Poste Italiane's Board of Directors (the Chairwoman, the Chief Executive Officer and General Manager and Directors);
- Poste Italiane's Board of Statutory Auditors;
- Poste Italiane's Manager Responsible for Financial Reporting;
- the Head of the BancoPosta function;
- personnel in BancoPosta's internal control functions;
- other Material Risk Takers;
- other BancoPosta personnel not identified as Material Risk Takers.

Further details are provided in Poste Italiane's "Remuneration Report 2018" and the annexed "Guidelines for BancoPosta RFC's remuneration and incentive policies for 2018".

15. Financial leverage

15.1 Qualitative information

Monitoring the Leverage Ratio is a way of controlling BancoPosta RFC's exposure to the risk of excessive leverage.

The indicator is the ratio of Common Equity Tier 1 to total assets, including exposures to off-balance sheet risks. In addition to total assets in the financial statements, in application of EU Regulation 575/2013 (as amended by EU Regulation 62/2015), the denominator thus includes the following:

- the add-on for derivatives that takes into account the effects of netting agreements;
- exposure to counterparty risk deriving from repo agreements without applying, as required by the Regulation, prudent additional haircuts (applicable to securities pledged as collateral) and without considering collateral received under GMRAs;
- other off-balance sheet exposures represented by securities pledged as collateral for CSAs and GMRAs and securities underlying forward contracts;
- deductions from assets in the statement of financial position for receivables (cash collaterals and derivative assets) resulting from derivatives guaranteed by cash collateral with daily variation margins.

15.2 Quantitative information

A summary of the data used in computing BancoPosta RFC's Leverage Ratio is shown in the table below in accordance with the provisions of the CRR and reported in keeping with the provisions of Implementing Regulation (EU) 2016/200. The tables below exhibit financial leverage at 31 December 2017 and the opening of total exposures in the main categories, in accordance with articles 451(1)(a), 451(1)(b) and 451(1)(c).

Table LRSum – Summary reconciliation of accounting assets and leverage ratio exposure

(€m)		At 31 December 2017
1	Total assets as per published financial statements	67,235
2	Adjustment for entities which are consolidated for accounting purposes but are outside the scope of regulatory consolidation	0
3	(Adjustment for fiduciary assets recognised on the balance sheet pursuant to the applicable accounting framework but excluded from the leverage ratio exposure measure in accordance with Article 429(13) of Regulation (EU) No 575/2013 "CRR")	0
4	Adjustments for derivative financial instruments	-231
5	Adjustments for securities financing transactions "SFTs"	89
6	Adjustment for off-balance sheet items (ie conversion to credit equivalent amounts of off-balance sheet exposures)	312
EU-6a	(Adjustment for intragroup exposures excluded from the leverage ratio exposure measure in accordance with Article 429 (7) of Regulation (EU) No 575/2013)	0
EU-6b	(Adjustment for exposures excluded from the leverage ratio exposure measure in accordance with Article 429 (14) of Regulation (EU) No 575/2013)	0
7	Other adjustments	-1,110
8	**Total leverage ratio exposure**	**66,295**

Table LRCom – Leverage ratio common disclosure

(milioni di euro)		31.12.2017
On-balance sheet exposures (excluding derivatives and SFTs)		
1	On-balance sheet items (excluding derivatives, SFTs and fiduciary assets, but including collateral)	66,841
2	(Asset amounts deducted in determining Tier 1 capital)	0
3	**Total on-balance sheet exposures (excluding derivatives, SFTs and fiduciary assets) (sum of lines 1 and 2)**	**66,841**
Derivative exposures		
4	Replacement cost associated with all derivatives transactions (ie net of eligible cash variation margin)	13
5	Add-on amounts for PFE associated with all derivatives transactions (mark-to-market method)	150
UE 5a	Exposure determined under Original Exposure Method	0
6	Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the applicable accounting framework	0
7	(Deductions of receivables assets for cash variation margin provided in derivatives transactions)	-1,110
8	(Exempted CCP leg of client-cleared trade exposures)	0
9	Adjusted effective notional amount of written credit derivatives	0
10	(Adjusted effective notional offsets and add-on deductions for written credit derivatives)	0
11	**Total derivative exposures**	**-946**
Securities financing transaction exposures		
12	Gross SFT assets (with no recognition of netting), after adjusting for sales accounting transactions	0
13	(Netted amounts of cash payables and cash receivables of gross SFT assets)	0
14	Counterparty credit risk exposure for SFT assets	89
UE 14a	Derogation for SFTs: Counterparty credit risk exposure in accordance with Article 429b (4) and 222 of Regulation (EU) No 575/2013	0
15	Agent transaction exposures	0
UE 15a	(Exempted CCP leg of client-cleared SFT exposure)	0
16	**Total securities financing transaction exposures**	**89**
Other off-balance sheet exposures		
17	Off-balance sheet exposures at gross notional amount	312
18	(Adjustments for conversion to credit equivalent amounts)	0
19	**Other off-balance sheet exposures**	**312**
Exempted exposures in accordance with CRR Article 429 (7) and (14) (on and off balance sheet)		
EU 19a	(Exemption of intragroup exposures (solo basis) in accordance with Article 429(7) of Regulation (EU) No 575/2013 (on and off balance sheet))	0
EU 19b	(Exposures exempted in accordance with Article 429 (14) of Regulation (EU) No 575/2013 (on and off balance sheet))	0
Capital and total exposures		
20	Tier 1 capital	2,059
21	**Total leverage ratio exposures**	**66,295**
Leverage ratio		
22	**Leverage ratio**	**3.11%**
Choice on transitional arrangements and amount of derecognised fiduciary items		
UE 23	Choice on transitional arrangements for the definition of the capital measure	fully loaded
UE 24	Amount of derecognised fiduciary items in accordance with Article 429(11) of Regulation (EU) NO 575/2013	0

Table LRSpl – Split-up of on balance sheet exposures (excluding derivatives, SFTs and exempted exposures)

(€m)		At 31 December 2017
UE 1	**Total on-balance sheet exposures (excluding derivatives, SFTs, and exempted exposures), of which:**	**66,841**
UE 2	Trading book exposures	0
UE 3	Banking book exposures, of which:	66,841
UE 4	Covered bonds	0
UE 5	Exposures treated as sovereigns	58,246
UE 6	Exposures to regional governments, MDB, international organisations and PSE NOT treated as sovereigns	0
UE 7	Institutions	62
UE 8	Secured by mortgages of immovable properties	0
UE 9	Retail exposures	9
UE 10	Corporate	939
UE 11	Exposures in default	0
UE 12	Other exposures (eg equity, securitisations, and other non-credit obligation assets)	7,585

Following the growth of postal demand deposits in 2017, monitoring of the risk profile revealed, starting from June, a decline in the leverage ratio below the targets set by the Risk Appetite Framework (RAF). At 31 December 2017 the leverage ratio stood at approximately 3.11% (3% the minimum level required by regulations).

To restore this ratio to the internal target level (3.15%), on 25 January 2018 the Board of Directors of Poste Italiane approved the recapitalisation of BancoPosta via the transfer of free reserves for €210 million.

Declaration by the Chief Executive Officer

pursuant to art. 435, letters e) and f) of EU regulation 575/2013 of 26 june 2013

The Chief Executive Officer, Matteo Del Fante, under the authority granted to him by Poste Italiane SpA's Board of Directors, declares, pursuant to letters e) and f) of Art. 435 of EU Regulation 575/2013 of 26 June 2013, that:

a. the risk management systems implemented by BancoPosta RFC and described in the "Basel III Pillar 3 Report at 31 December 2017 – BancoPosta RFC", are adequate in respect of the entity's profile and strategy;

b. the particular section, "Adequacy of risk management procedures and consistency with the overall risk profile and the business strategy", in the above document briefly describes BancoPosta RFC's overall risk profile in relation to the business strategy implemented.

19 April 2018

Matteo Del Fante

Chief Executive Officer

Declaration by the manager
responsible for financial reporting

The manager responsible for financial reporting, Luciano Loiodice, declares, pursuant to paragraph 2 of article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this document is consistent with the underlying accounting records.

Annex 1

Transitional model for own funds disclosure

The following table shows the composition of own funds, assuming no retention of earnings for the year, in accordance with the model defined in annexes VI and VII of EU Regulation 1423/2013.

Categories / Amounts (€m)		(A) Amount at the reporting date	(C) Amounts pre-EU Regulation 575/2013 or residual amounts required by EU Regulation 575/2013
	Common Equity Tier 1 (CET1): instruments and reserves		
1	Equity instruments and the related share premium reserves		
	of which: ordinary shares		
2	Undistributed earnings	1,059	
3	Other accumulated components of profit or loss (and other reserves, including unrealised gains and losses under the applicable accounting standards)	1,000	
3a	Provisions for general banking risk		
4	Amount of eligible items under article 484 (3) and the related share premium reserves, subject to phase-out from Tier 1 capital		
4a	Public sector capital injections grandfathered until 1 January 2018		
5	Non-controlling interests (amount allowed in consolidated CET1)		
5a	Independently audited profit for the period after any foreseeable charges or dividends		
6	**Common Equity Tier 1 (CET1) before regulatory adjustments**	**2,059**	
	Common Equity Tier 1 (CET1): regulatory adjustments		
28	**Total regulatory adjustments to Common equity Tier 1 (CET1)**		
29	**Common Equity Tier 1 (CET1) capital**		
	Additional Tier 1 capital (AT1): Instruments		
36	**Additional Tier 1 (AT1) capital before regulatory adjustments**		
	Additional Tier 1 (AT1) capital: regulatory adjustments		
43	**Total regulatory adjustments to Additional Tier 1 (AT1) capital**		
44	**Additional Tier 1 (AT1) capital**		
45	**Tier 1 capital (T1 = CET1 + AT1)**		
	Capitale di classe 2 (T2): strumenti e accantonamenti		
	Conferimenti di capitale pubblico che beneficiano della clausola di grandfathering fino al 1 gennaio 2018		
51	**Tier 2 capital (T2) before regulatory adjustments**		
	Tier 2 capital (T2): regulatory adjustments		
57	**Total regulatory adjustments to additional Tier 2 capital (T2)**		
58	**Tier 2 capital (T2)**		
59	**Total capital (TC = T1 + T2)**	**2,059**	
60	**Total risk-weighted assets**	**12,215**	
	Capital ratios and buffers		
61	Common Equity Tier 1 capital (as percentage of amount of risk exposure)	16.9%	
62	Tier 1 capital (as percentage of amount of risk exposure)	16.9%	
63	Total capital (as percentage of amount of risk exposure)	16.9%	
64	Institution specific buffer requirement (CET1 requirement in accordance with article 92 (1) (a) plus capital conservation and countercyclical buffer requirements, plus systemic risk buffer, plus the systemically important institution buffer, expressed as a percentage of risk exposure amount)	5.75%	
	65 *of which capital requirement of capital conservation buffer*	1.25%	
	66 *of which capital requirement of anticyclical buffer*		
	67 *of which systemic risk buffer*		
	67a *of which Global Systemically Important Institutions (G-SII) and Other Systemically Important Istitutions (O-SII) buffers*		
68	Common Equity Tier 1 available to meet buffers (as percentage of amount of risk exposure)	8.86%	

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