

CUSTOMER MANAGEMENT  
Issuer Relations Department

03977 – 03.11.2010 MT

To Issuers of  
corporate financial instruments

To the Issuers Association  
Their seats

**Object: New initiatives regarding the Custody services offered to Issuing Companies**

Dear Customer,

Monte Titoli is delighted to announce some initiatives addressed to Issuers that will be launched during next year.

The plan of these initiatives will be the object of a presentation scheduled on 16 November, at 2.30 p.m. at Monte Titoli premises, in via Mantegna 6, Milan.

The plan of such initiatives is part of the migration process to *Target 2-Securities* (T2S), currently scheduled to go live mid 2014, aiming at making the transition from the current context to the one consequent the beginning of T2S smoother.

The strategy behind is to progressively enhance Monte Titoli services. This will include a revision of both the operative and the contractual aspects as well as the pricing of the service offering.

Regarding the contractual aspects, on 26 October Monte Titoli sent a communication announcing the conclusion of the updating and review of the participation contracts. To help customers in the contractual update, a Request for Services form, already partially filled in with client data, has been sent to each customer asking them to return the form, duly signed as acceptance of the new contractual conditions.

From the operative point of view, the most relevant news concern **the processes automation** via MT-X to interact with the system.

Furthermore, it is worth noting that process automation fully enacts the provisions of current rules and regulation. The Italian Supervisory Authorities, together with trade associations, have jointly agreed the development plan. Monte Titoli is fully convinced that the new initiatives will encounter the operative and the business needs of the issuers.

Following items are part of the enhancement plan:

- Further automation of the communications between Monte Titoli and Issuing Companies,

- Fiscal service *ex law* 239/96 on financial instruments issued by Italian entities;
- Introduction of new functions dedicated to paying agents (**EPAG**);
- Revision of right issues processing (**ECAP**);
- Retrieval of financial instruments static data from issuers;
- implementation of the “*Shareholder Identification Directive*”.
- Implementation of the Market Standards for Corporate Action Processing

The important effort made by Monte Titoli to make the service level currently offered to equity issuers equivalent to the one dedicated to issuers of bonds requires a revision of the pricing currently applied to the latter.

In reason of this, dating from 1 January 2011, the price list for the services rendered to issuers will include a monthly participation fee amounting to **€125,00** applicable to companies issuing corporate bonds..

The new fee includes:

- the maintenance of the issuer account at Monte Titoli;
- the maintenance fee of the first user to access MT-X via digital certificate (HTTPS way). The set-up fee charged to each digital certificate is excluded;
- the real time and the end of day statements of balances and transactions recorded on the account;
- the management of corporate events (payment pre-advice and advice information, settlement of cash).

The new pricing also includes a sliding scale fee for new corporate bonds admitted to Monte Titoli aiming at recovering the costs incurred by Monte Titoli for consultancy and preliminary investigation on eligibility; management of the securities static data and their up-dates The applicable fees are as follows:

	Number of issues during the year		Unit Fee applicable to each new issue (€)	Progressive average cost (€)
	From	To		
Corporate Bonds	0	5	500.00	500.00
	6	10	250.00	375.00
	11	25	125.00	225.00
	26	50	25.00	124.50
	51	100	10.00	67.15
	101	further	5.00	< 67.15

*The Price List for services rendered to Issuing Companies will enter into force on 1 January 2011. The new price list will be made available within the first half of December on our website [www.montetitoli.it](http://www.montetitoli.it).*

Regarding the **issuers of shares**, Monte Titoli has entered into a negotiation process with Associations in order to agree a gradual replacement of the current pricing structure based on commissions calculated on the amount of cash settled on occasion of actions to the favor of a new pricing scheme specifically related to each single service.

Monte Titoli, will keep you informed on any progress made.

Our Customer Relations Department is available at the phone number 02.33635640 or at the mail address [customersrelations@montetitoli.it](mailto:customersrelations@montetitoli.it) for each clarification.

To deepen the news regarding the issuers in the following months, we invite to contact our Sales Team calling the number 02.72426504 or writing the mail address [pt.sales@londonstockexchange.com](mailto:pt.sales@londonstockexchange.com).

Yours sincerely.

MONTE TITOLI S.P.A.  
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(Claudio Anfossi)