

POSTE ITALIANE

Q2 & H1-22 FINANCIAL RESULTS

28 JULY 2022

A PLATFORM COMPANY AT WORK

CONTENTS

- EXECUTIVE SUMMARY
- BUSINESS REVIEW
- APPENDIX



EXECUTIVE SUMMARY



RECURRING REVENUES AND COST DISCIPLINE TO SUCCESSFULLY NAVIGATE A CHALLENGING ENVIRONMENT

- REVENUES UP BY OVER 5% IN Q2-22 DRIVEN BY FINANCIAL SERVICES AND PAYMENTS & MOBILE
- RECORD HIGH EBIT AT €1.4BN IN H1-22 WITH POSITIVE CONTRIBUTION FROM ALL SEGMENTS
- DIVERSIFIED BUSINESS MODEL AND PROACTIVE COST MANAGEMENT INITIATIVES TO ENSURE SUSTAINABLE REVENUE & EBIT GROWTH
- STRONG VISIBILITY ON 2022 EBIT TARGET - ADAPTING TO CHANGING MACRO SCENARIO

Q2 & H1-22 RESULTS OVERVIEW

RECORD HIGH EBIT OF €1.4BN IN H1-22

€ m unless otherwise stated

	Q2-21	Q2-22	VAR.	VAR. (%)	H1-21	H1-22	VAR.	VAR. (%)
REVENUES	2,751	2,892	+141	+5.1%	5,684	5,865	+181	+3.2%
TOTAL COSTS	2,322	2,194	(128)	(5.5%)	4,634	4,473	(161)	(3.5%)
EBIT	429	698	+269	+62.7%	1,049	1,392	+342	+32.6%
NET PROFIT	326	469	+143	+44.0%	773	964	+191	+24.7%

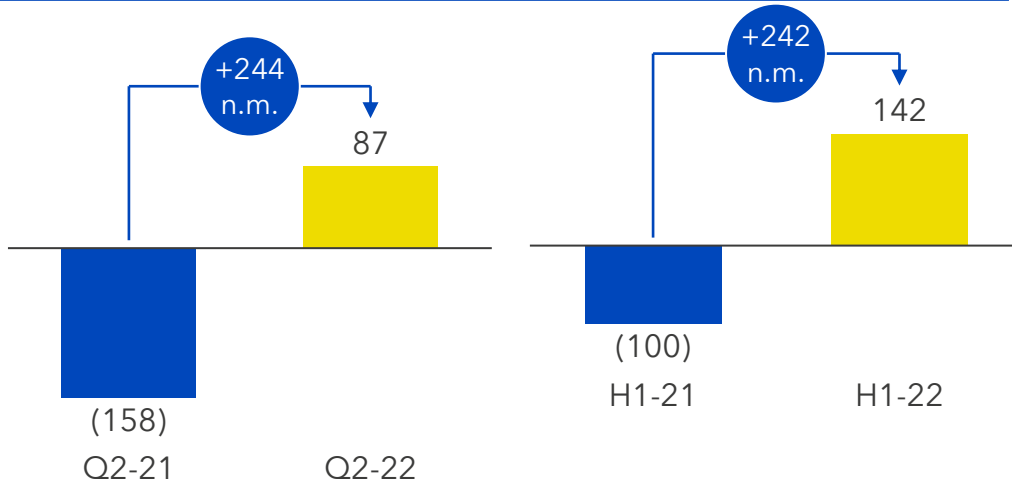
OPERATING PROFIT BY SEGMENT

PAVING THE WAY TO A STRONG 2022 PERFORMANCE

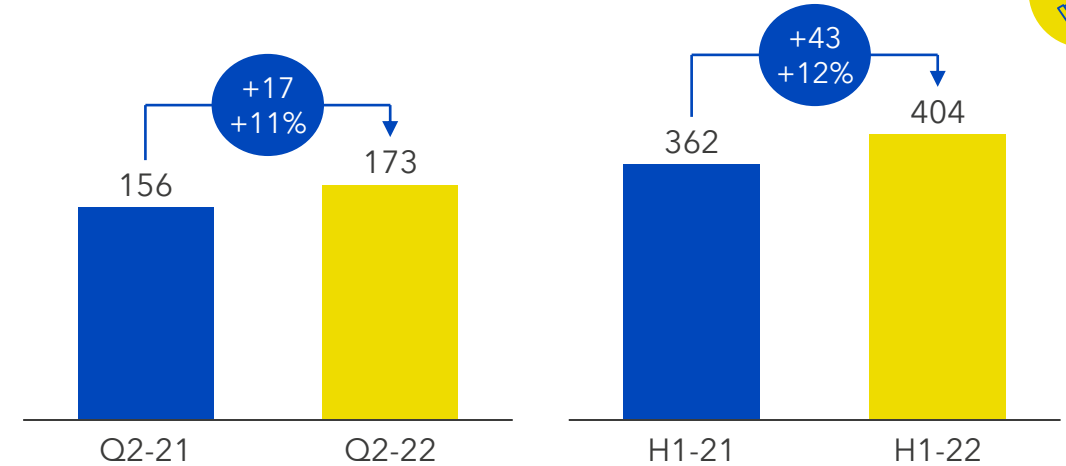


MAIL, PARCEL & DISTRIBUTION¹

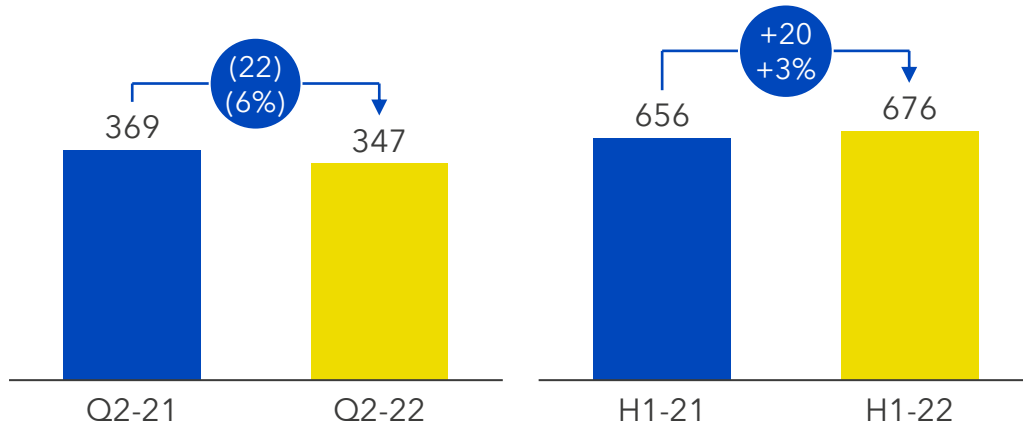
€ m unless otherwise stated



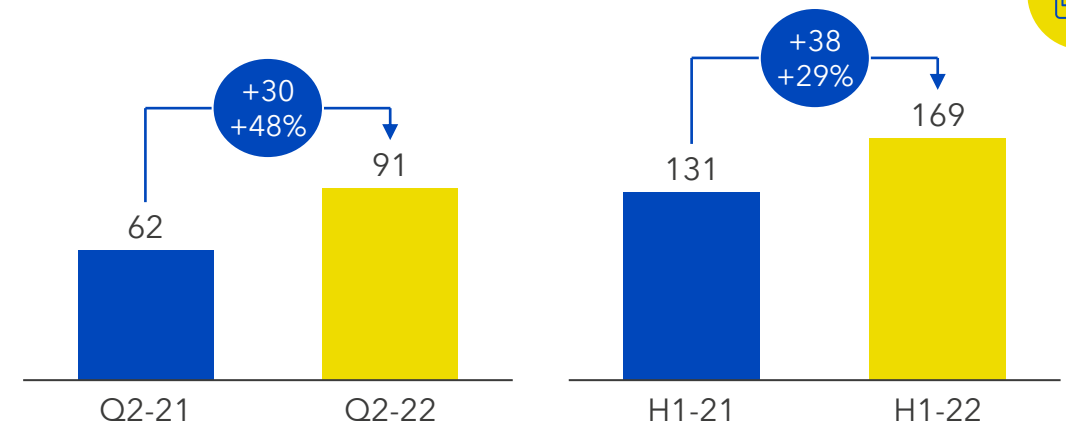
FINANCIAL SERVICES



INSURANCE SERVICES¹



PAYMENTS & MOBILE



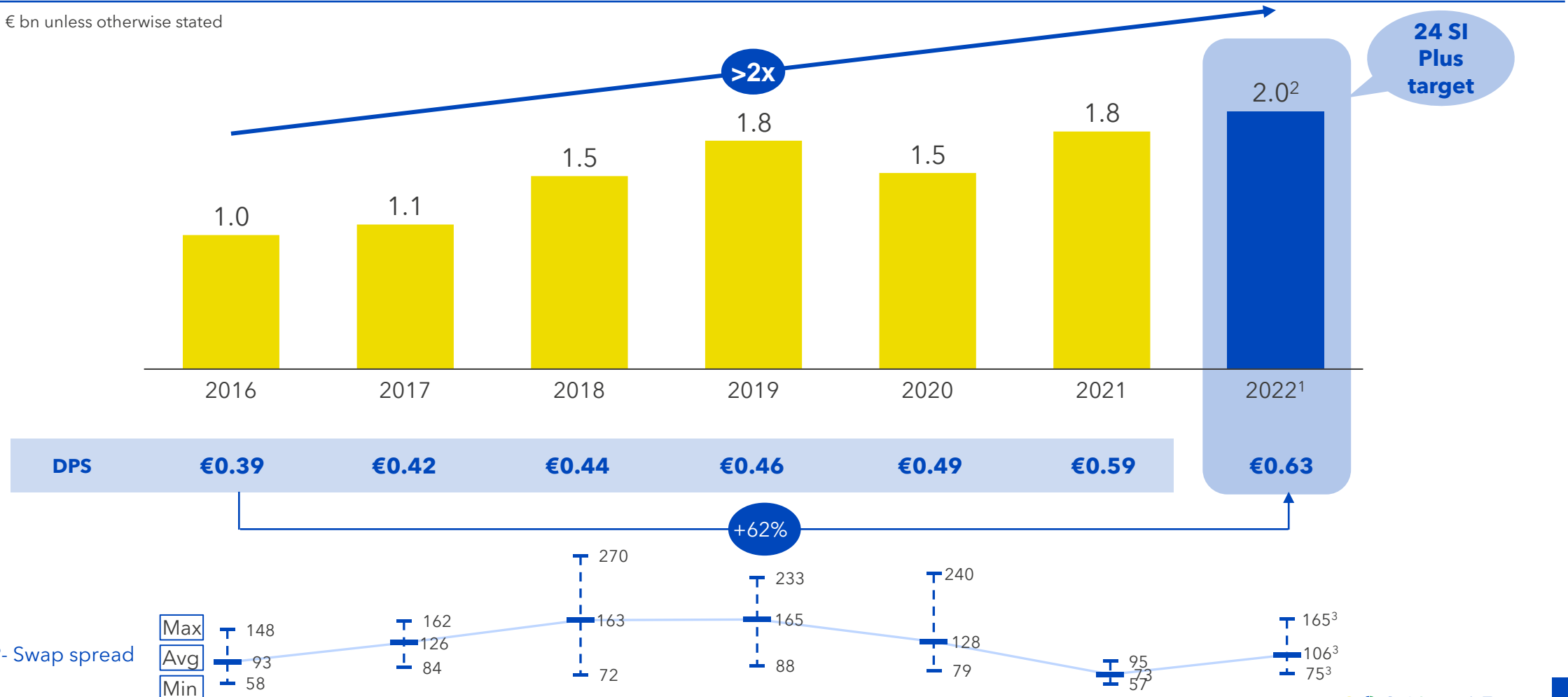
1. 2021 figures have been restated to account for Poste Welfare Servizi (PWS) change of perimeter

STRONG OPERATING TRACK RECORD

DIVERSIFIED BUSINESS MODEL ADAPTING TO CHANGING MACRO SCENARIO

EBIT EVOLUTION 2016 - 2022¹

€ bn unless otherwise stated



1. 24 SI Plus EBIT target; 2. Excluding LIS contribution; 3. Bloomberg, 2022 YTD figures updated as of July 26, 2022

CONTENTS

- EXECUTIVE SUMMARY
- BUSINESS REVIEW
- APPENDIX



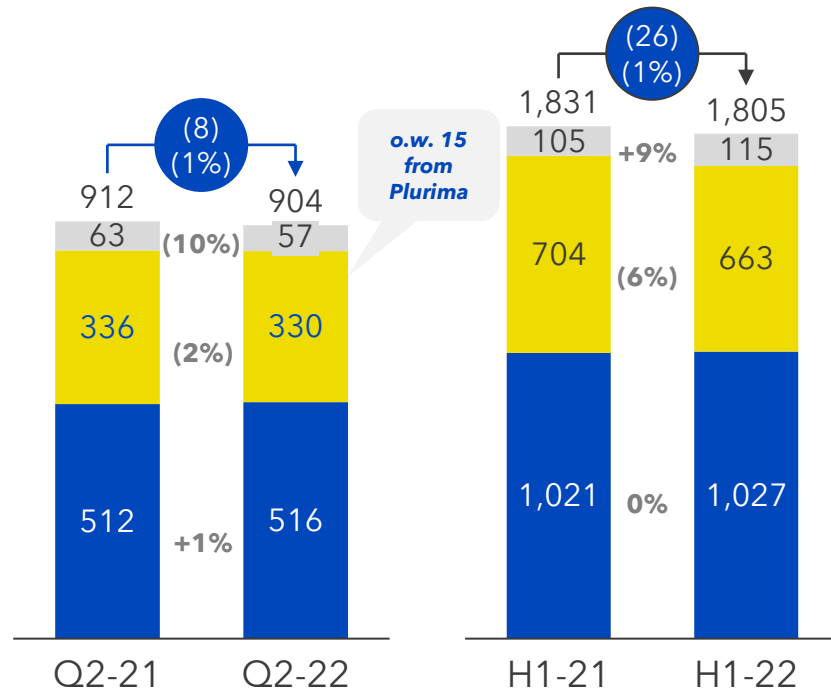
MAIL, PARCEL & DISTRIBUTION

LOWER COSTS AND HIGHER DISTRIBUTION FEES MORE THAN OFFSETTING PARCEL SLOWDOWN

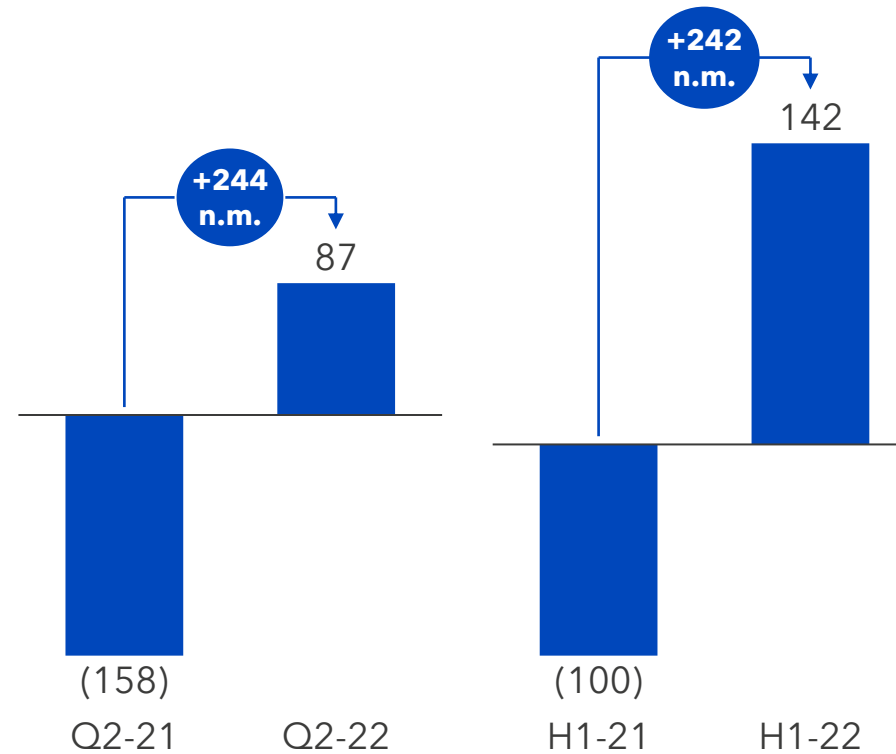
€ m unless otherwise stated

SEGMENT REVENUES¹

- Other²
- Parcel & logistics
- Mail



EBIT¹



Q2 HIGHLIGHTS

- Stable mail revenues with higher margin integrated-services up, compensating unrecorded mail decline
- Parcel revenues down, with B2C impacted by a weaker macro environment
- Distribution fees up mirroring Financial Services revenues
- EBIT up supported by continued cost management initiatives and higher distribution fees

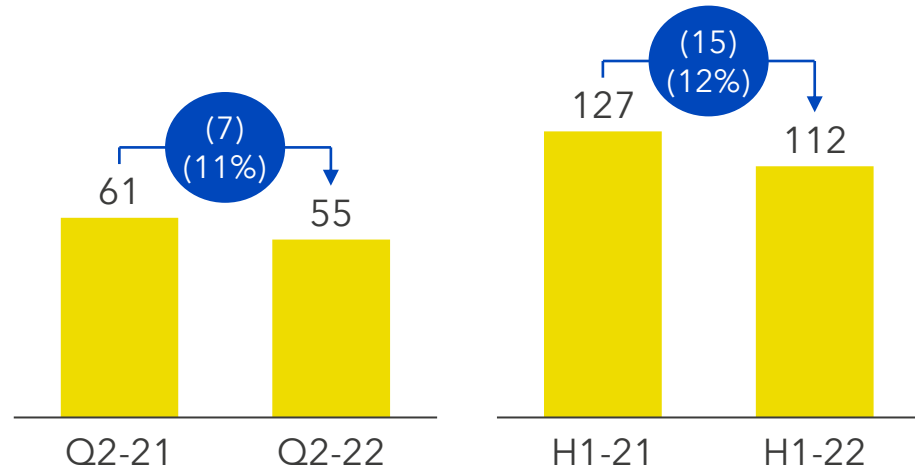
Distribution Revenues ³	Q2-21	Q2-22	H1-21	H1-22
	1,072	1,212	2,347	2,481

1. 2021 figures have been restated to include Poste Welfare Servizi (PWS), in Mail, Parcel & Distribution; 2. Includes Tax Credit contribution, Digital Identities fees, vaccination plan related expense recovery, EGI, Poste Air Cargo, Patenti Via Poste, Philately, Poste Motori; 3. Includes income received by Other Segments in return for use of the distribution network and Corporate Services

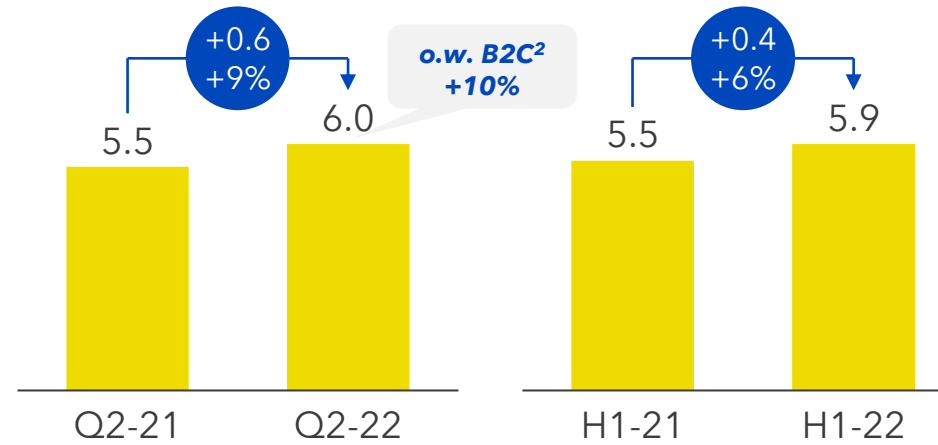
MAIL, PARCEL & DISTRIBUTION: VOLUMES AND PRICING

PARCELS IMPACTED BY MARKET ENVIRONMENT AND RESILIENT MAIL - POSITIVE TARIFF EFFECT

PARCEL VOLUMES (M, PC)



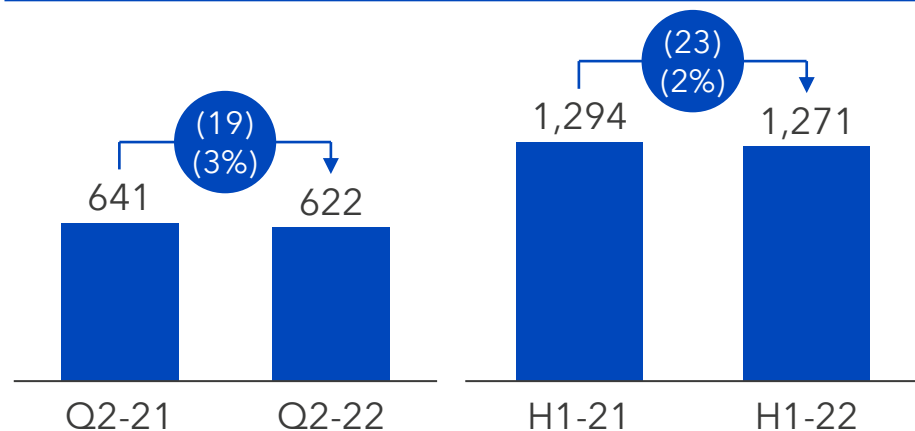
PARCEL TARIFFS¹ (€/PC)



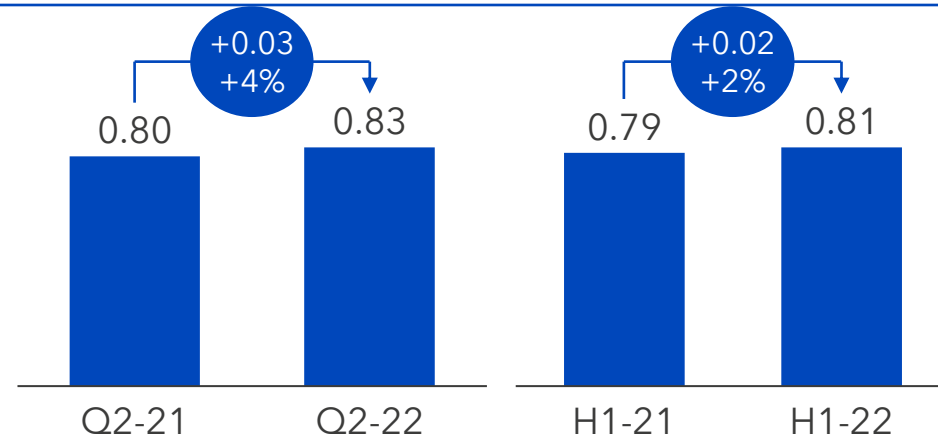
Q2 HIGHLIGHTS

- Parcel volumes impacted by lower consumer confidence
- Inbound volumes from China improving since May, as restriction measures eased
- Parcel tariff up with B2C improvement partly driven by customer base mix
- Stable mail volumes despite the structural decline - tariff up supported by positive mix effect

MAIL VOLUMES (M, PC)



MAIL TARIFFS¹ (€/PC)



1. Including mix effect; 2. Including logistics value chain contribution from China inbound volumes

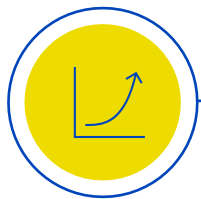
PARCEL MARKET TRENDS

MANAGEMENT ACTIONS TO OFFSET SHORT-TERM HEADWINDS AND EXPAND GROWTH OPPORTUNITIES



MACROECONOMIC HEADWINDS

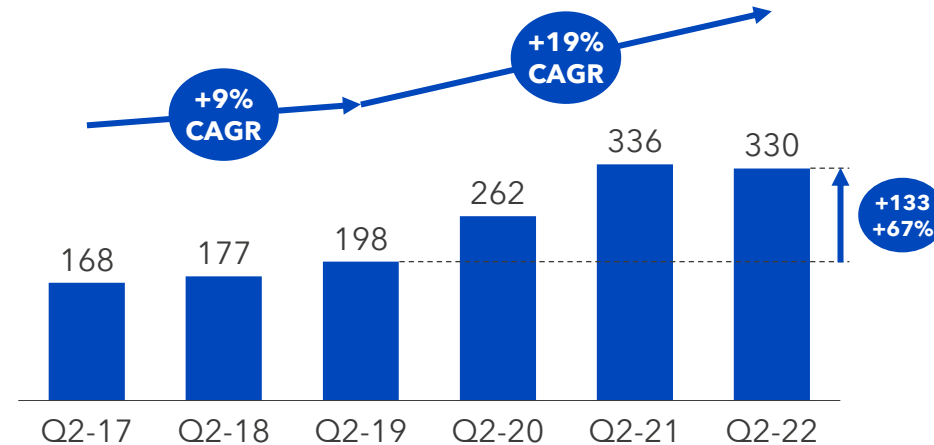
- Declining consumer confidence since early 2022 impacting e-commerce demand¹
- Reduced propensity to spend on discretionary items driving parcel volumes down²



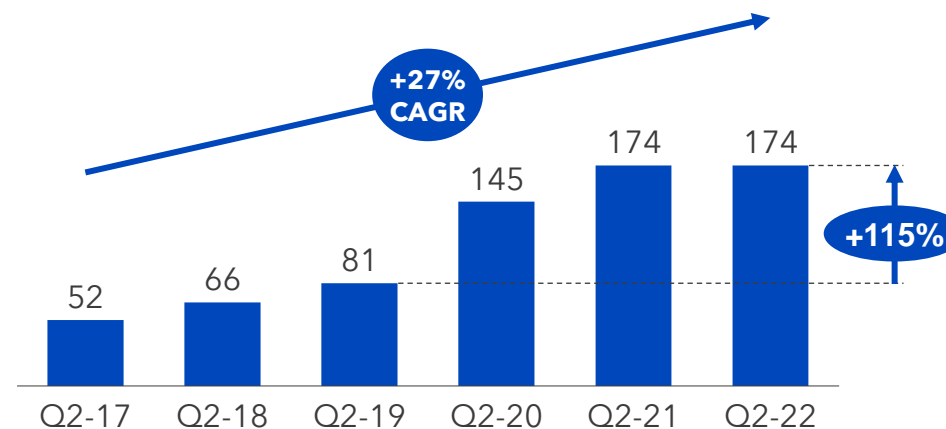
SUSTAINABLE MARKET DRIVERS

- Strong growth of e-commerce in Italy - CAGR +23% since 2017³
- Long-term growth confirmed (16 parcels per capita/year in Italy - average of 21 in Europe⁴)

POSTE ITALIANE TOTAL PARCEL REVENUES (M, €)



POSTE ITALIANE B2C PARCEL REVENUES (M, €)



HIGHLIGHTS

- Successful parcel strategy – business strengthened throughout the pandemic, with volumes well above 2019 (+67% revenues vs Q2-19)
- Flexible cost management to offset short-term headwinds – full visibility on 2022 EBIT target for MPD
- Entering new businesses (e.g. healthcare) to develop a sustainable business mix – towards a fully-fledged logistics operator

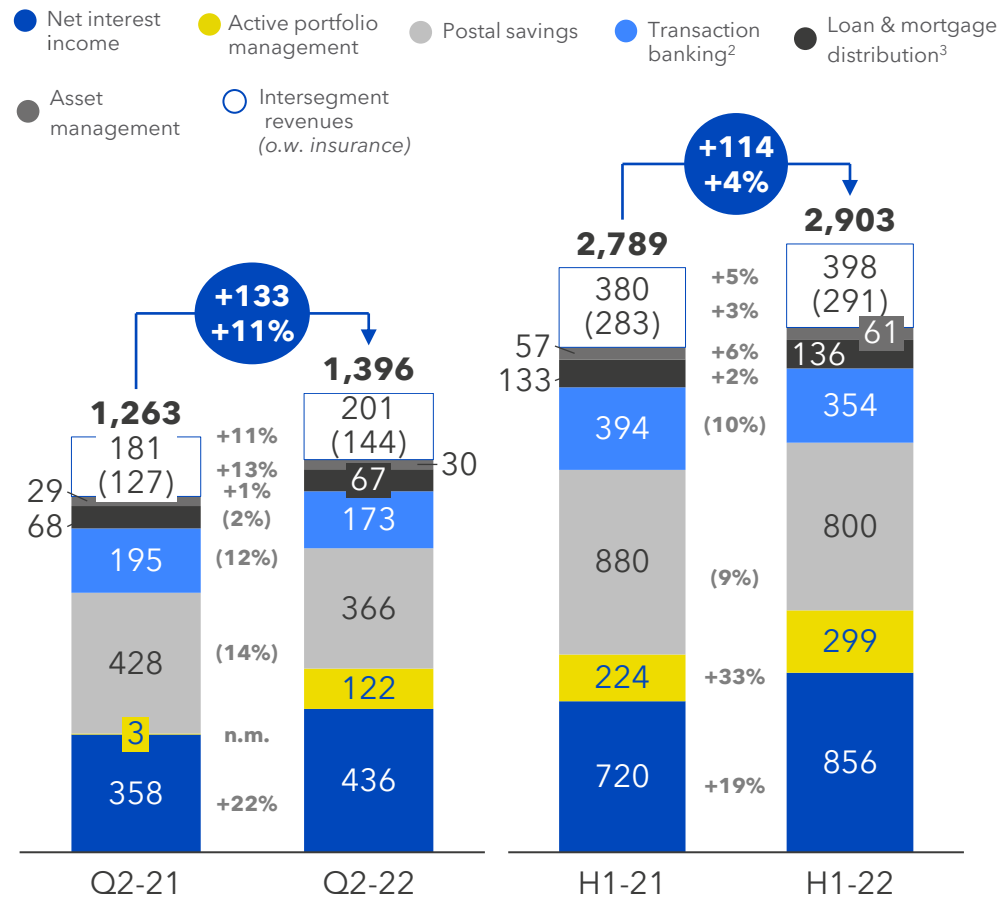
1. ISTAT; 2. Non-food discretionary items. Source: McKinsey & Company Pulse survey (calculated by subtracting all "lower" from all "higher" answers); 3. Politecnico di Milano; 4. The European Regulators Group for Postal Services and internal estimates

FINANCIAL SERVICES

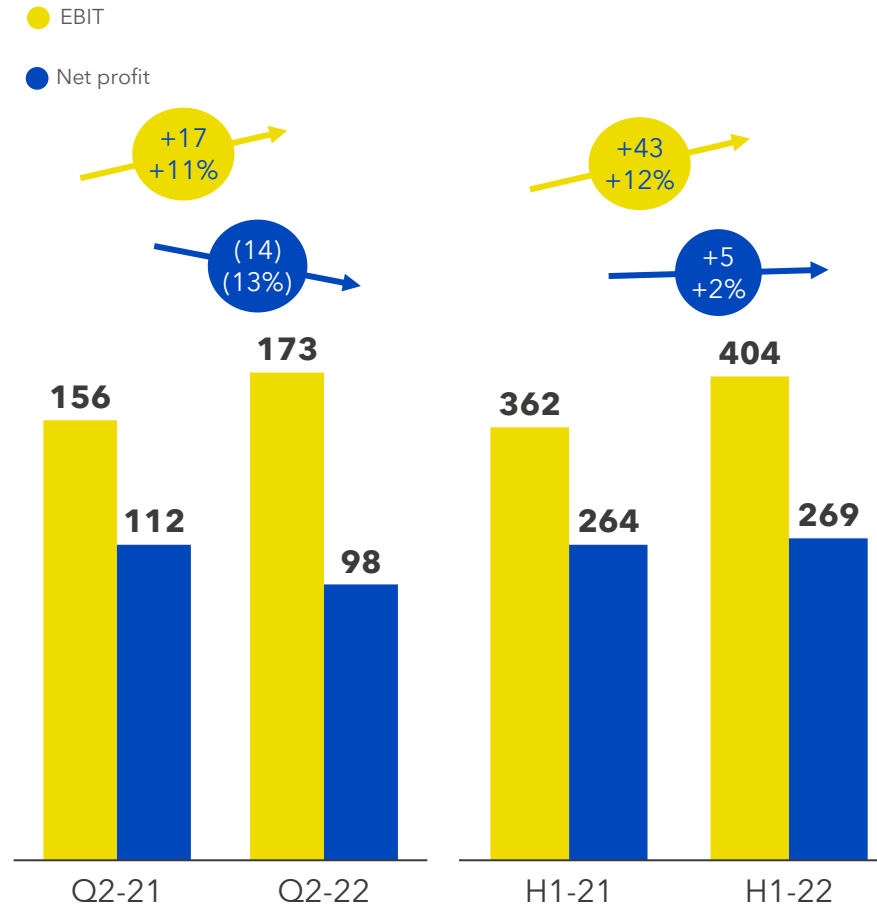
REVENUES SUPPORTED BY STRONG CONTRIBUTION FROM INVESTMENT PORTFOLIO

€ m unless otherwise stated

GROSS REVENUES¹



EBIT & NET PROFIT



Q2 HIGHLIGHTS

- Strong recurring NII contribution, supported by rising interest rates and tax credit investments
- Active portfolio management for FY-22 mostly booked
- Postal savings fees at floor remuneration in H1-22
- Transaction banking fees impacted by lower payment slips volumes
- Loan and mortgage fees stable in a challenging interest rate environment
- Asset management fees supported by resilient AUM
- Increasing EBIT mirroring revenue trends - Net Profit impacted by one-off non-cash charges

1. Figures presented include intersegment distribution revenues; 2. Includes revenues from payment slips (*bollettino*), banking accounts related revenues, fees from INPS and money transfers, Postamat (only for 2021); 3. Includes reported revenues from custody accounts, credit cards, other revenues from third party products distribution

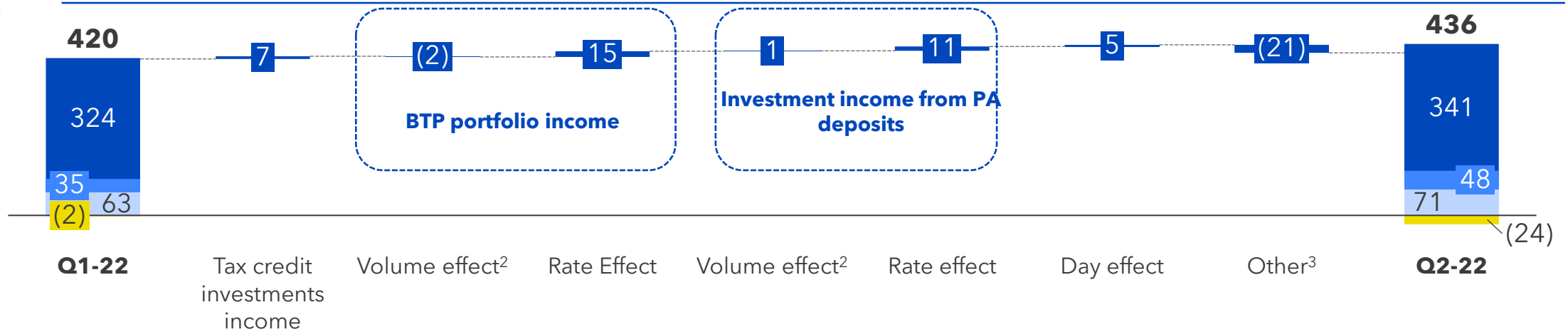
NET INTEREST INCOME EVOLUTION

POSITIVE IMPACT Y/Y FROM RISING INTEREST RATES AND TAX CREDIT INVESTMENTS

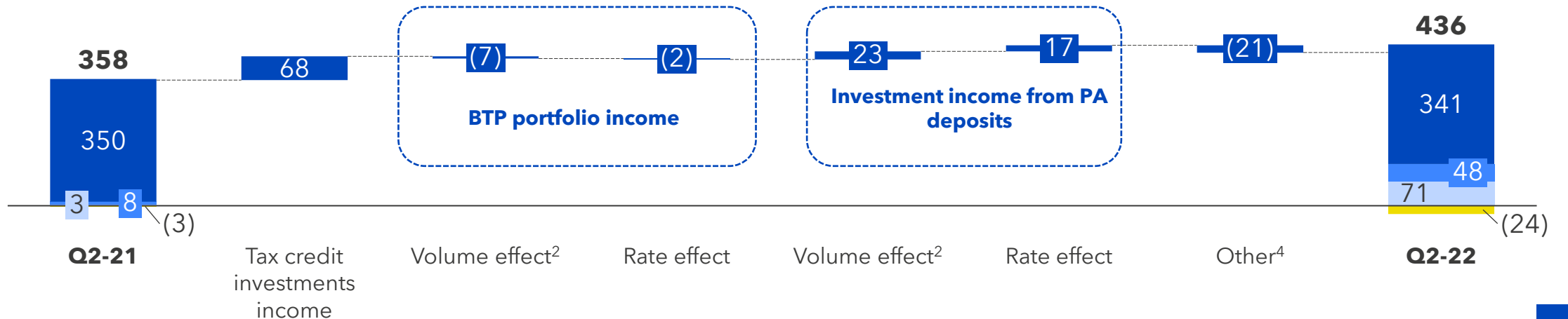
€ m unless otherwise stated

- BTP Portfolio
- PA deposits
- Tax credit
- Other¹

Q/Q EVOLUTION



Y/Y EVOLUTION



1. Including repo and interest expenses; 2. Including mix effect; 3. Of which (19) temporary effect related to mark-to-market of a hedge due to expire in H2-22, 4. Of which (32) temporary effect related to mark-to-market of a hedge due to expire in H2-22

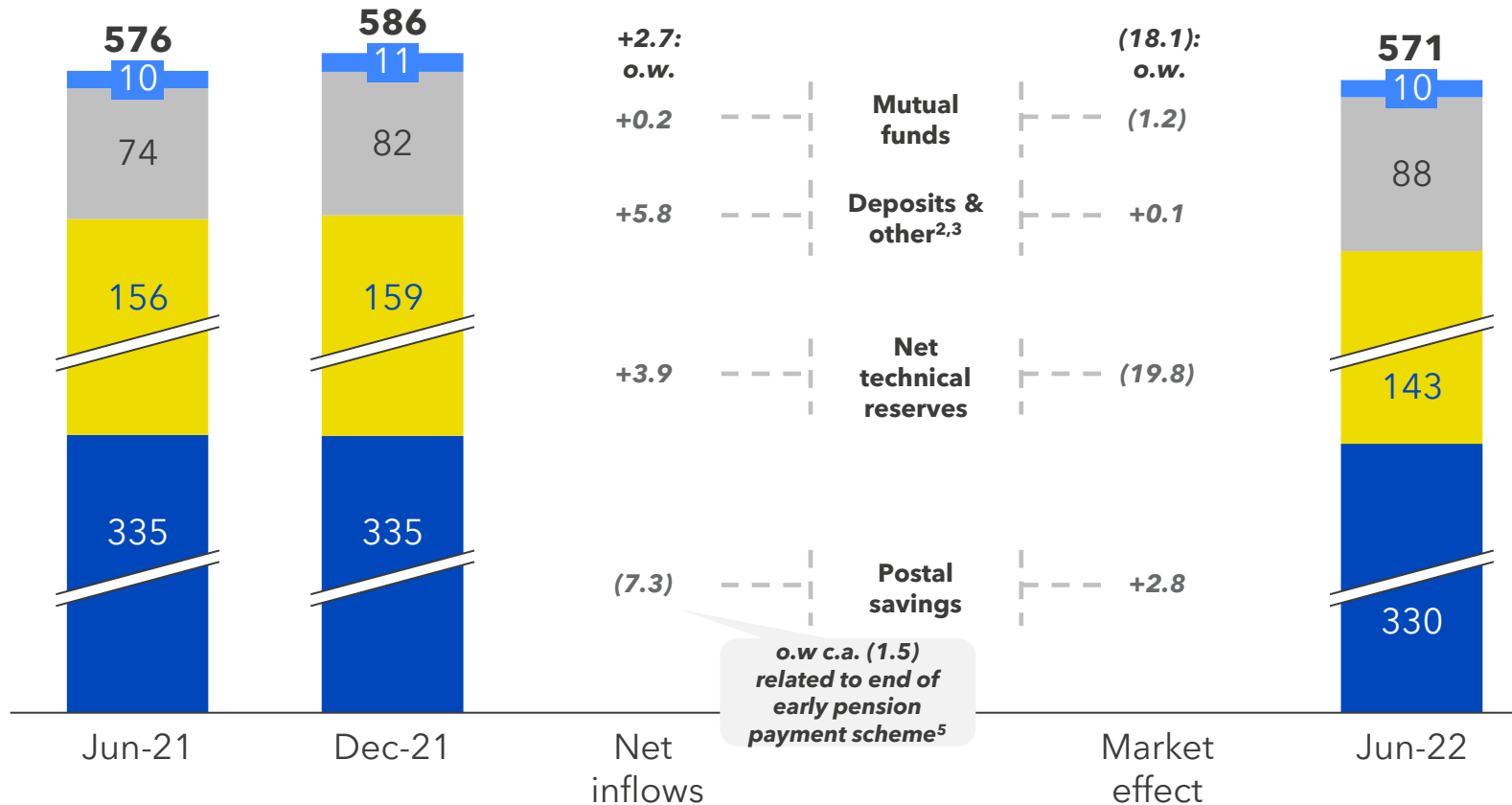
GROUP TOTAL FINANCIAL ASSETS

POSITIVE NET INFLOWS DRIVEN BY DEPOSITS AND INSURANCE PRODUCTS

€ bn unless otherwise stated

- Mutual funds⁴
- Deposits & other^{2,3}
- Net technical reserves
- Postal savings

TFA EVOLUTION¹



HIGHLIGHTS

- Postal savings down due to lower cash inflows and higher cash outflows in postal books and early redemptions in postal bonds
- Net technical reserves impacted by interest rates increase despite positive net inflows
- Higher deposits mainly thanks to Public Administration
- Positive net inflows in Mutual funds - negative impact from market effect

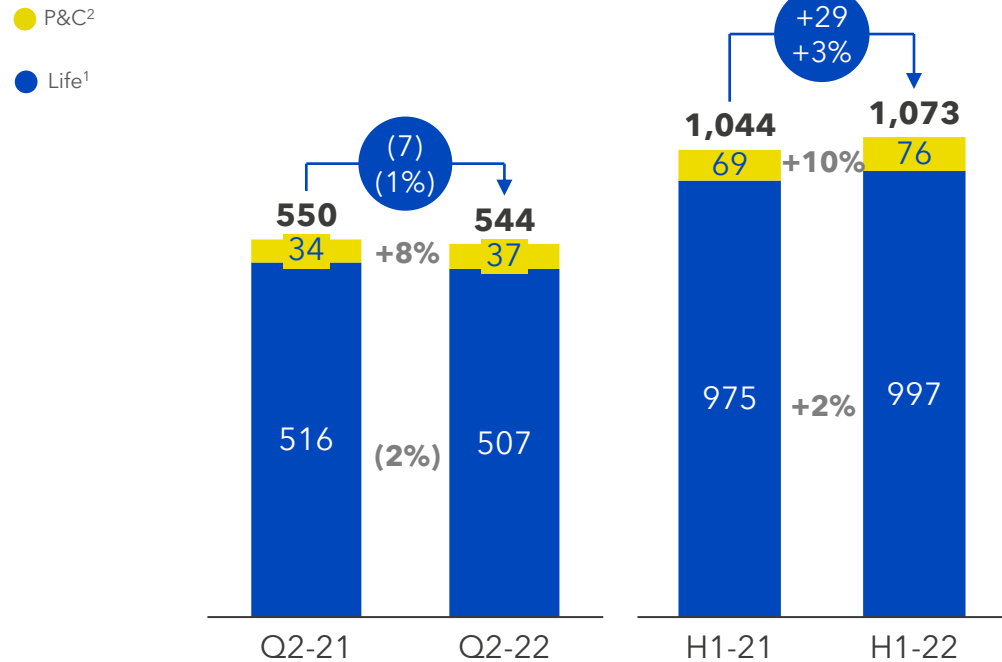
¹. EoP figures; ². Includes deposits and Assets Under Custody; ³. Deposits do not include REPOs and Poste Italiane liquidity, includes early pension payment effect; ⁴. Includes Moneyfarm; ⁵. Scheme related to extraordinary COVID-19 related measures expired in March 2022

INSURANCE SERVICES

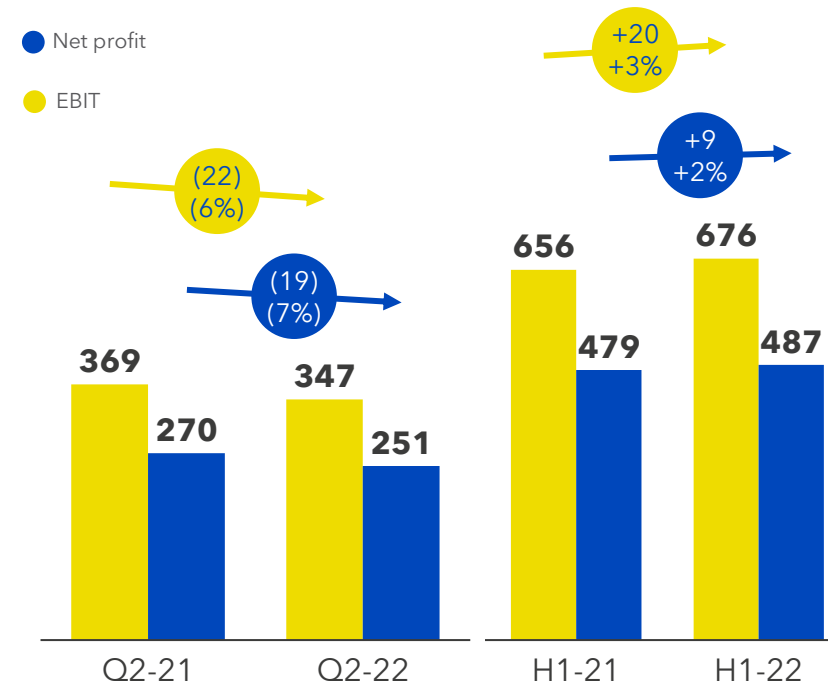
LIFE REVENUES IMPACTED BY TIMING OF POLICYHOLDERS REBATES Y/Y – SOLID P&C GROWTH

€ m unless otherwise stated

SEGMENT REVENUES^{1,2,3}



EBIT & NET PROFIT³



Q2 HIGHLIGHTS

- Resilient life revenues – Y/Y comparison impacted by front loading of FY-21 investment margin in Q2-21
- Positive net flows, with product mix adapting to changing market conditions
- P&C supported by higher GWP (+25% Y/Y) driven by health insurance products
- EBIT impacted by higher maintenance fees rebated to the network, driven by increasing stock

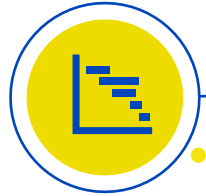
Life Net Inflows (€ bn)	2.2	1.3	4.2	3.9
Lapse Rate (%)	3.2	3.9	3.0	3.9

P&C GWP	68	85	163	199
Comb. Ratio (%) ⁴	–	–	86.4	86.4

1. Includes Private Pension Plan (PPP); 2. Net of claims; includes Poste Insurance Broker and Other Revenues and Income; 3. 2021 figures have been restated net of Poste Welfare Servizi (PWS), included in Mail, Parcel & Distribution business segment; 4. Net of reinsurance

IFRS 17 ADOPTION STARTING FROM JAN-23 ON INSURANCE BUSINESS

SIGNIFICANT STOCK OF FUTURE PROFITS (CSM) AT INCEPTION, TO BE RELEASED IN P&L OVER TIME



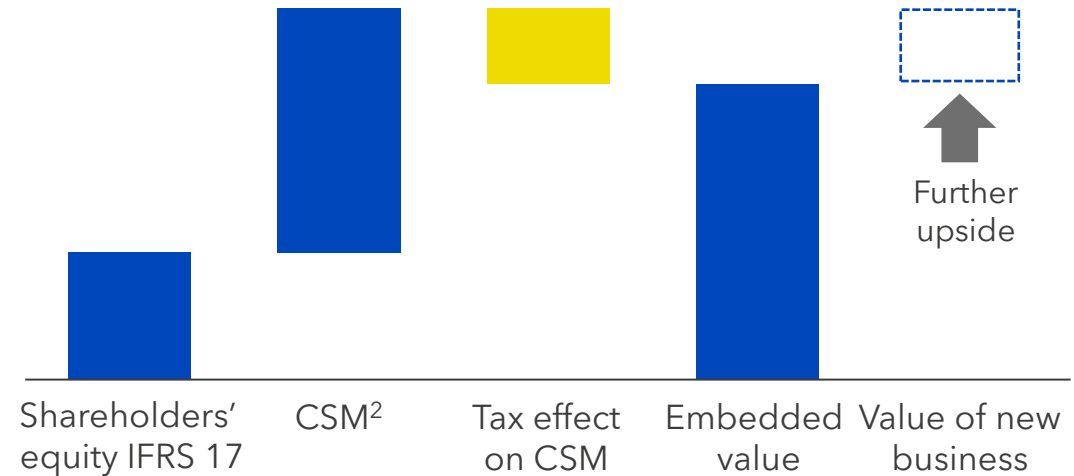
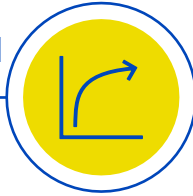
Key takeaways

- IFRS 17 expected to have a neutral or slightly positive impact on life business P&L. Impact assessment still ongoing for non-life business
- Solvency II ratio unaffected, as the new standard does not impact own funds calculation
- As a result of the transition, a significant stock of CSM², a proxy of value in-force, is expected to emerge also providing a guidance on the insurance business embedded value
- Value of investments (assets) unchanged, already accounted at fair value - Poste Italiane is the first insurance group already adopting IFRS 9
- IFRS 17 allows for the accounting of an additional release of CSM, to reduce unwanted P&L volatility arising from market conditions

IFRS 17



IFRS 17 providing guidance on embedded value¹



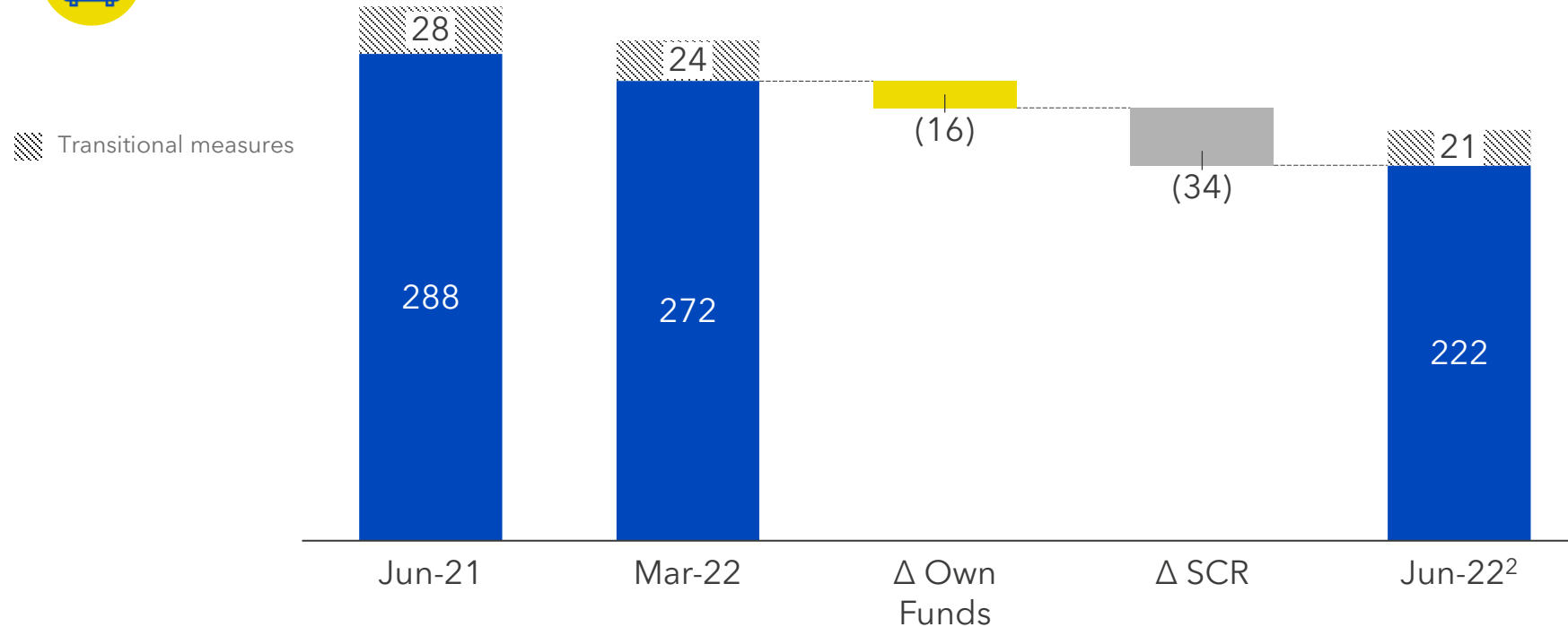
1. Illustrative; not to scale, 2. Contractual Service Margin - CSM

SOLVENCY II RATIO

SOLVENCY RATIO ABOVE MANAGERIAL AMBITION OF c.200% IN A VOLATILE ENVIRONMENT



Q2 SOLVENCY II RATIO EVOLUTION¹



Volatility adjustment	5	6	25
10Y Swap (bp)	10	119	219
BTP-Swap spread (bp)	72	85	109

Q2 HIGHLIGHTS

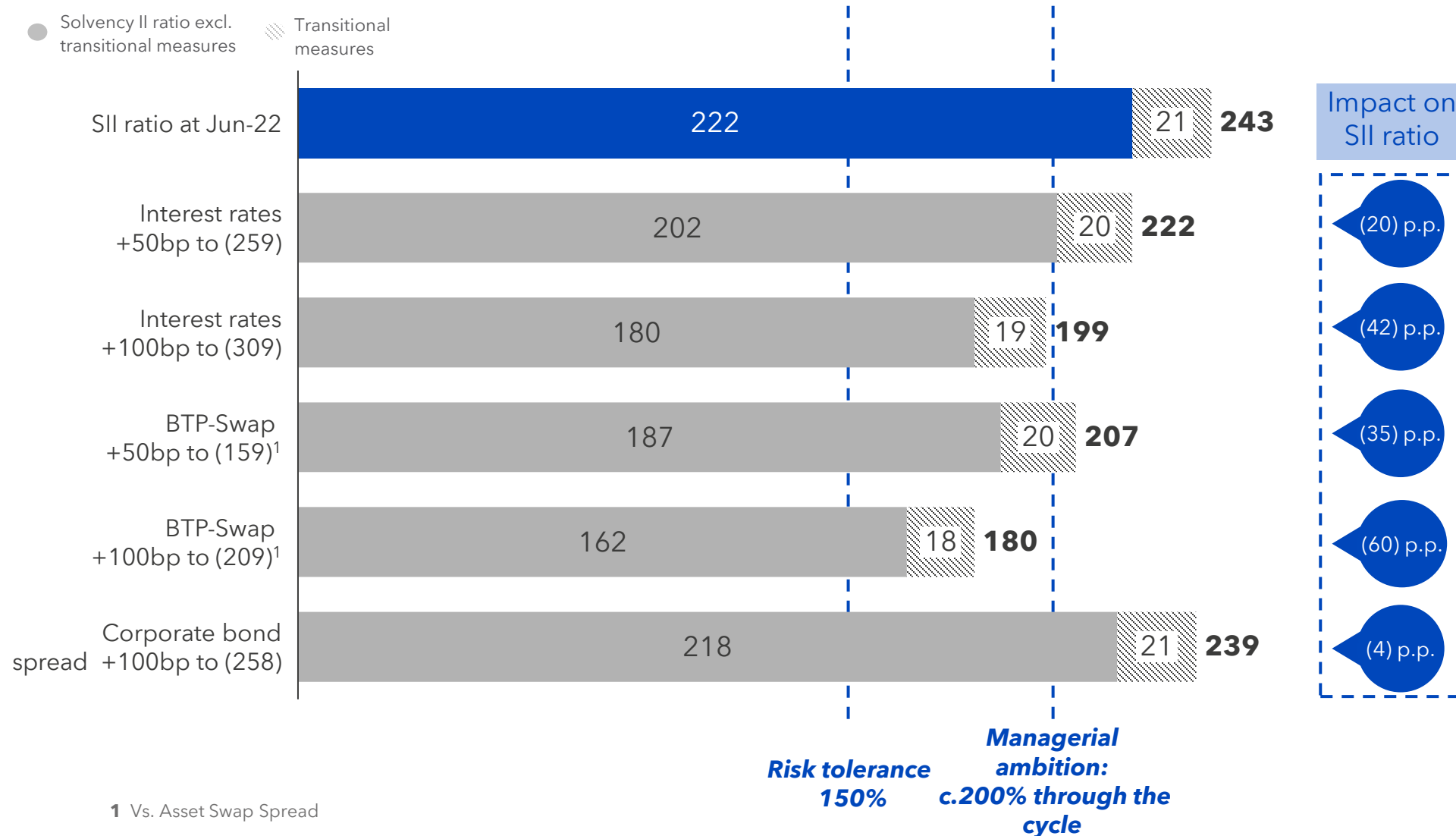
- Solvency II ratio at 222%, net of 4p.p. from foreseeable dividend
- Positive impact from higher risk-free rates and volatility adjustment more than offset by higher lapse risk and widening of both BTP and corporate spreads
- Transitional measures provide additional 21 p.p. to address potential market volatility

1. EoP figures; 2. Net of foreseeable dividend, subject to review by the Independent Auditor

SOLVENCY II RATIO SENSITIVITIES

RATIOS ABOVE RISK TOLLERANCE UNDER SIMULATED SCENARIOS – REDUCED SENSITIVITY TO BTP SPREAD

% unless otherwise stated



HIGHLIGHTS

- Evolution Solvency II ratio sensitivity to BTP-Swap spread (+100bp):
 - (129) p.p. as of Dec-20
 - (98) p.p. as of Dec-21
 - (71) p.p. as of Mar-22
 - (60) p.p. as of Jun-22

¹ Vs. Asset Swap Spread

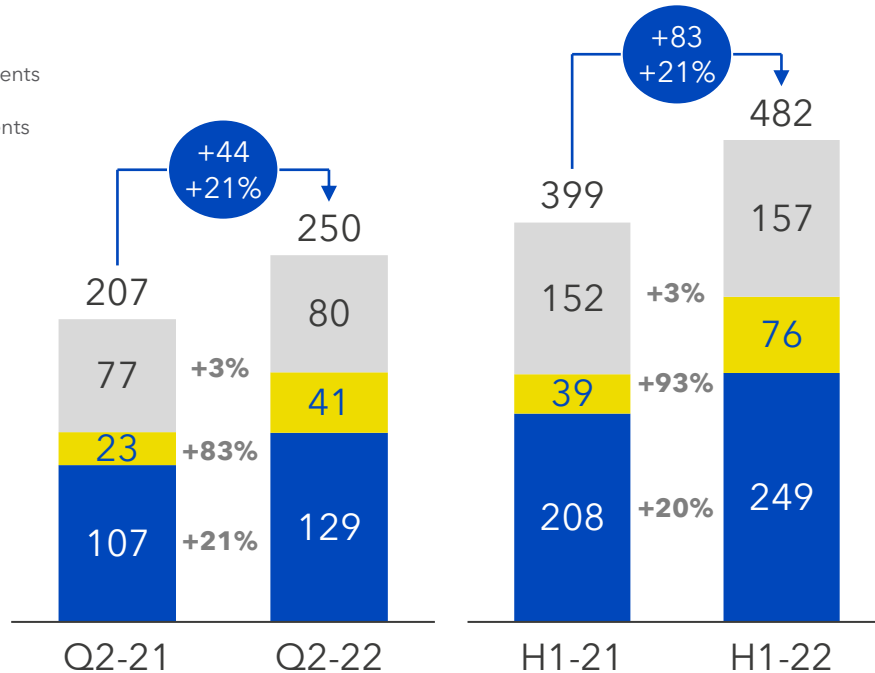
PAYMENTS & MOBILE

IMPRESSIVE GROWTH ACROSS ALL BUSINESS LINES

€ m unless otherwise stated

SEGMENT REVENUES

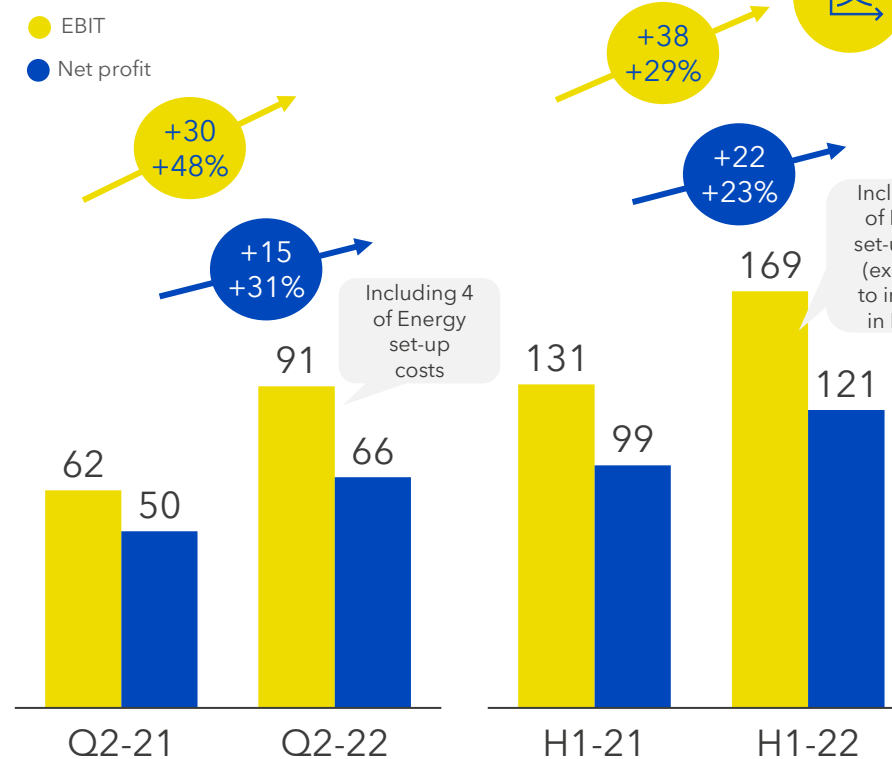
- Telco
- Other payments
- Card Payments



Intersegment revenues	84	69	167	136
-----------------------	-----------	-----------	------------	------------

EBIT & NET PROFIT

- EBIT
- Net profit



Q2 HIGHLIGHTS

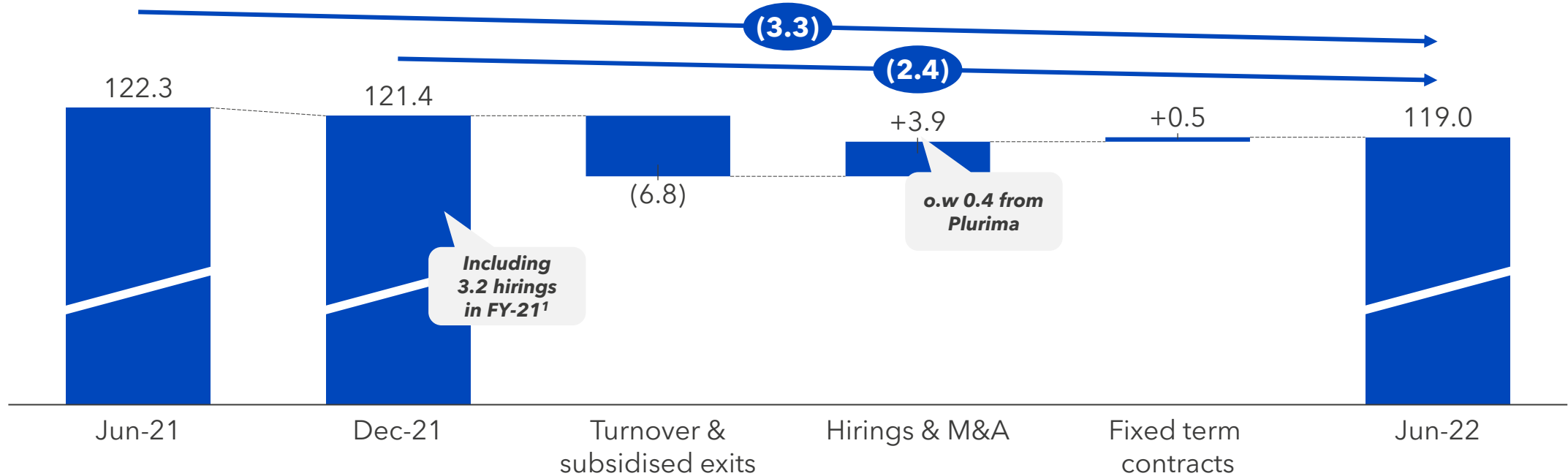
- Strong card payments with higher-margin prepaid cards and increasing physical and digital transactions
- Other payments significantly up thanks to transactions directly managed by PostePay as Payment Service Provider
- Telco revenues supported by a low churn and newly acquired fibre customers
- Intersegment revenues impacted by lower payment slips volumes
- Strong EBIT growth supported by higher revenues and the new telco wholesale contract

HUMAN CAPITAL

HR COSTS DOWN SUPPORTED BY LOWER FTEs WHILE EMBEDDING HIGHER AVG. HIRINGS THAN FY-21



AVERAGE WORKFORCE EVOLUTION (#, K)



Including 3.2 hirings in FY-21¹

o.w 0.4 from Plurima

Value added/ FTEs (€ K) ^{2,3}	70	69	75
	Q2-21		Q2-22
HR costs (€ M)	1,328		1,265

Y/Y

+8%

-5%

1. Excluding Nexive consolidation of 1.1k FTEs; 2. Annualised figures; 3. Group revenues minus cost of goods sold

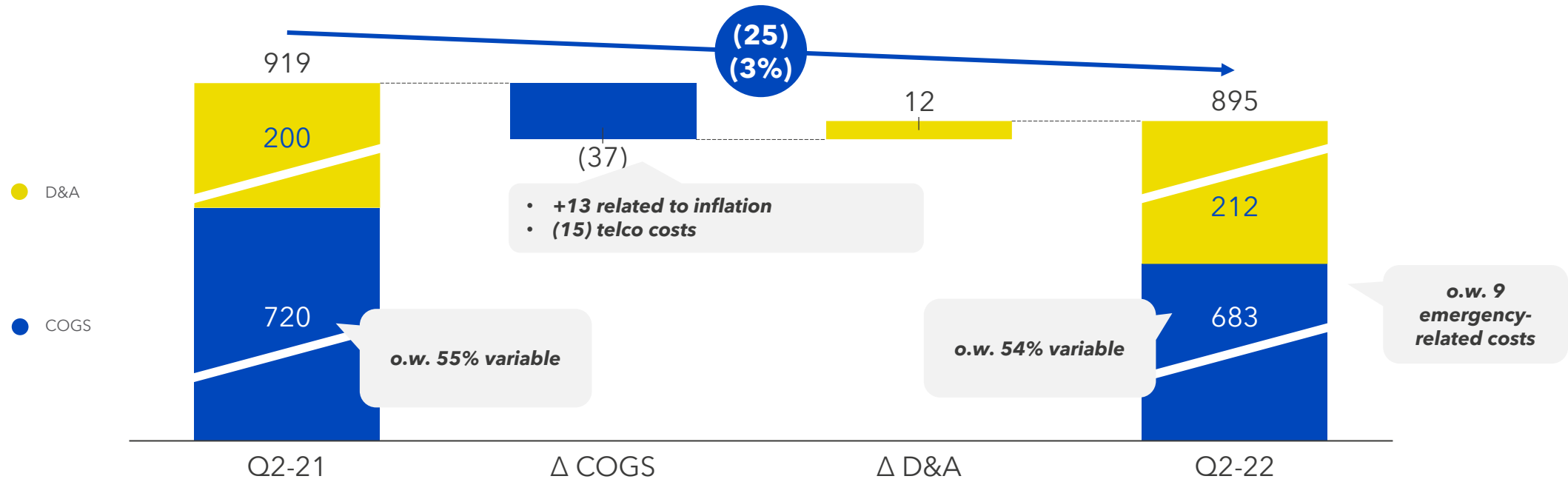
NON-HR COSTS

UNIT VARIABLE COST OPTIMIZATION MORE THAN OFFSETTING INFLATION IMPACT

NON-HR COSTS¹

€ m unless otherwise stated

Variable costs / variable revenues (%)	73%	63%
Fixed COGS / total revenues (%)	12%	11%



1. Excluding other non-HR costs

CLOSING REMARKS



RECURRING REVENUES AND COST DISCIPLINE TO SUCCESSFULLY NAVIGATE A CHALLENGING ENVIRONMENT

- REVENUES UP BY OVER 5% IN Q2-22 DRIVEN BY FINANCIAL SERVICES AND PAYMENTS & MOBILE
- RECORD HIGH EBIT AT €1.4BN IN H1-22 WITH POSITIVE CONTRIBUTION FROM ALL SEGMENTS
- DIVERSIFIED BUSINESS MODEL AND PROACTIVE COST MANAGEMENT INITIATIVES TO ENSURE SUSTAINABLE REVENUE & EBIT GROWTH
- STRONG VISIBILITY ON 2022 EBIT TARGET - ADAPTING TO CHANGING MACRO SCENARIO

Q&A

CONTENTS

- EXECUTIVE SUMMARY
- BUSINESS REVIEW
- APPENDIX



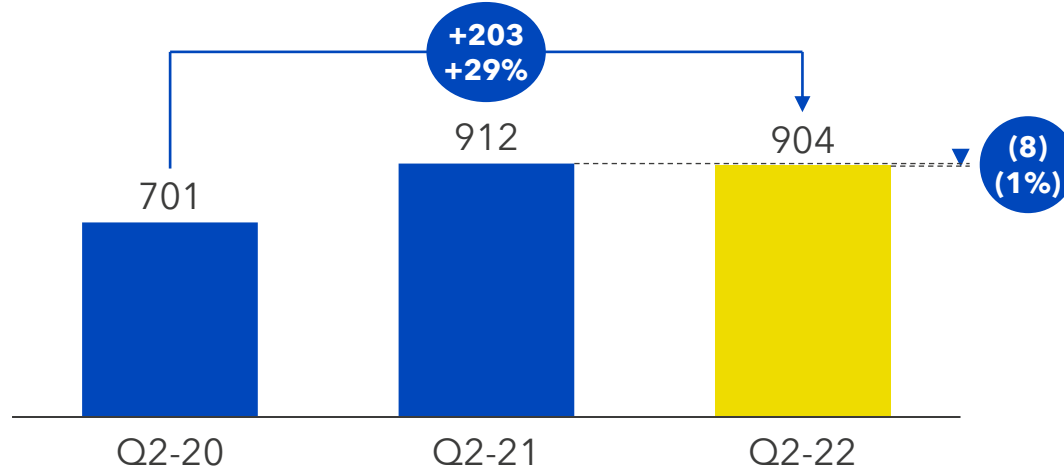
SEGMENT REVENUES

POSITIVE TOP-LINE CONTRIBUTION FROM FINANCIAL SERVICES AND PAYMENTS & MOBILE

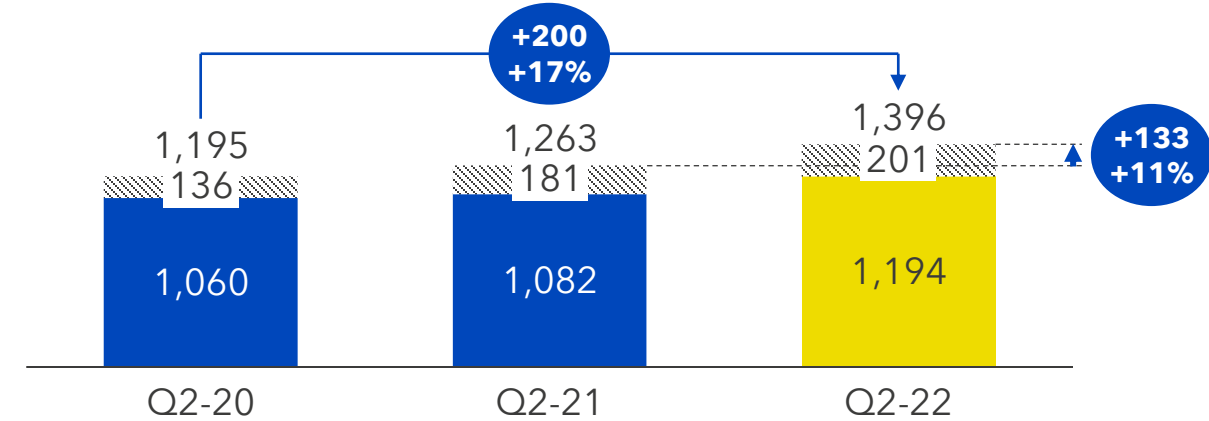


MAIL, PARCEL & DISTRIBUTION

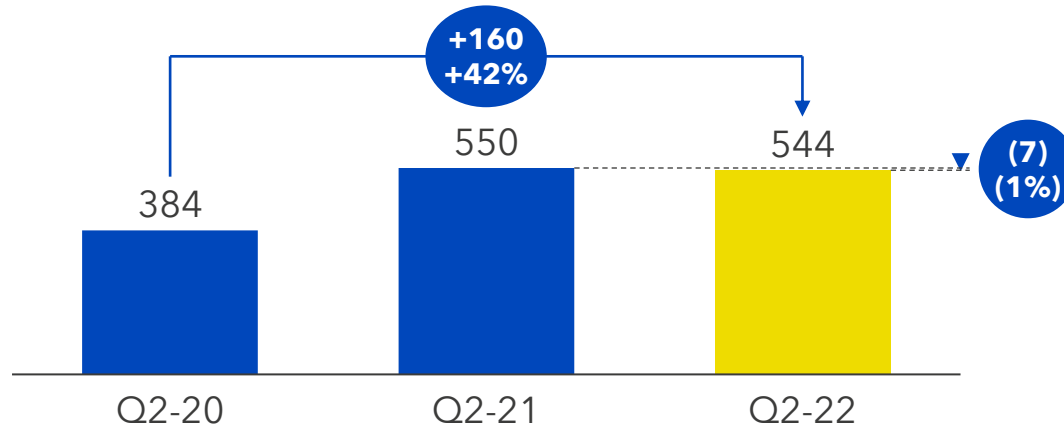
€ m unless otherwise stated



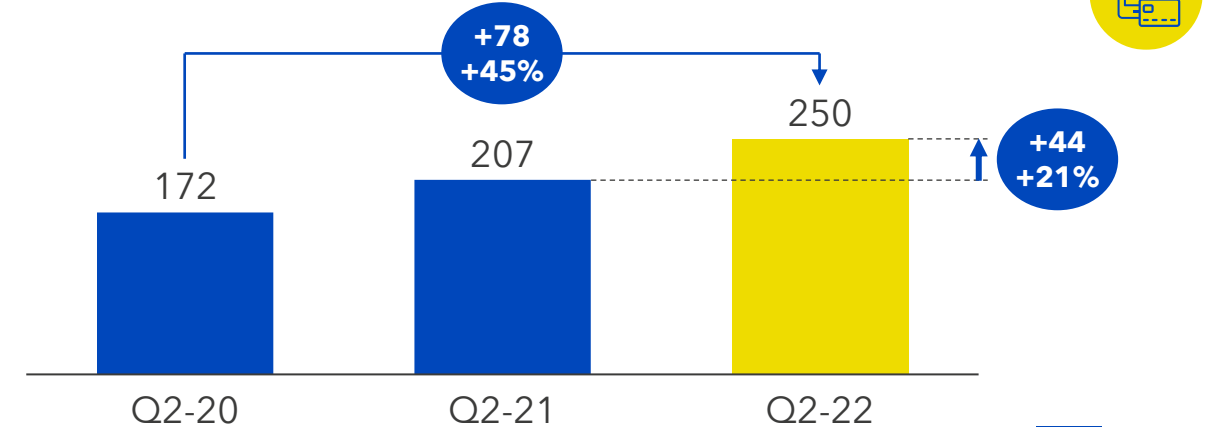
FINANCIAL SERVICES



INSURANCE SERVICES



PAYMENTS & MOBILE



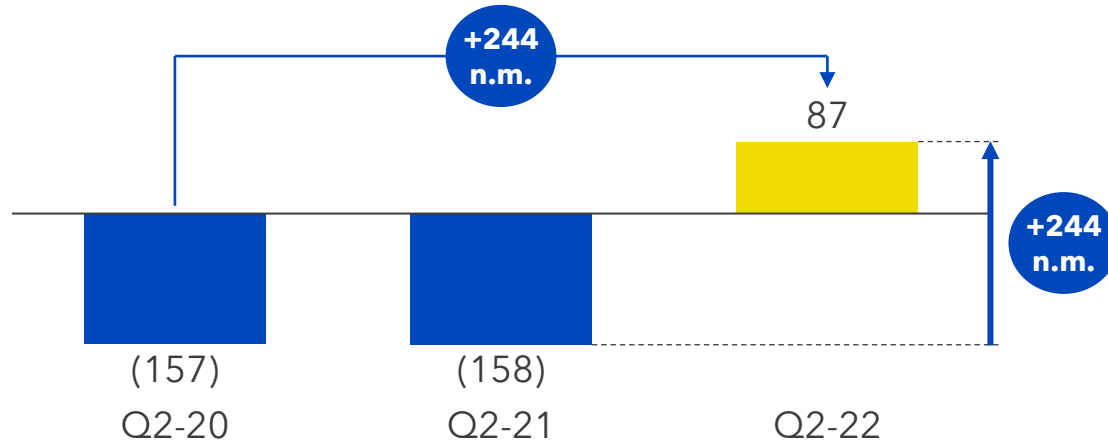
SEGMENT OPERATING PROFIT

PAVING THE WAY TO A SUCCESSFUL 2022

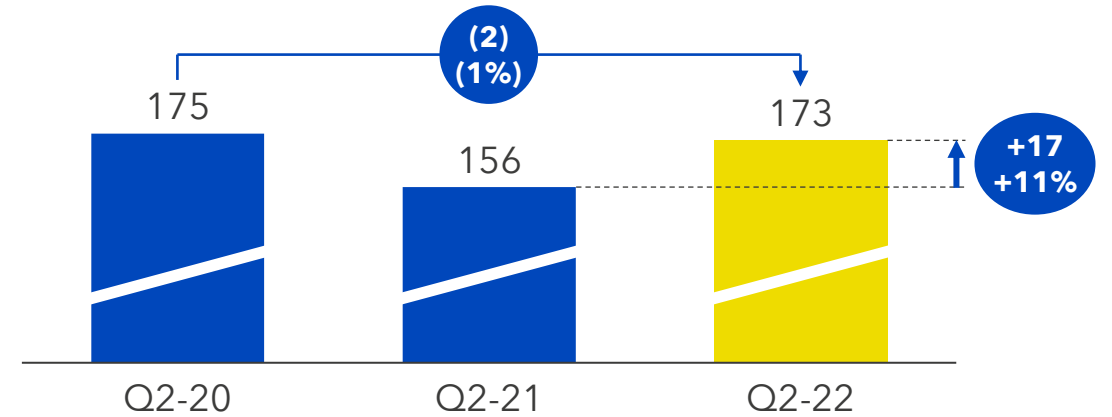


MAIL, PARCEL & DISTRIBUTION

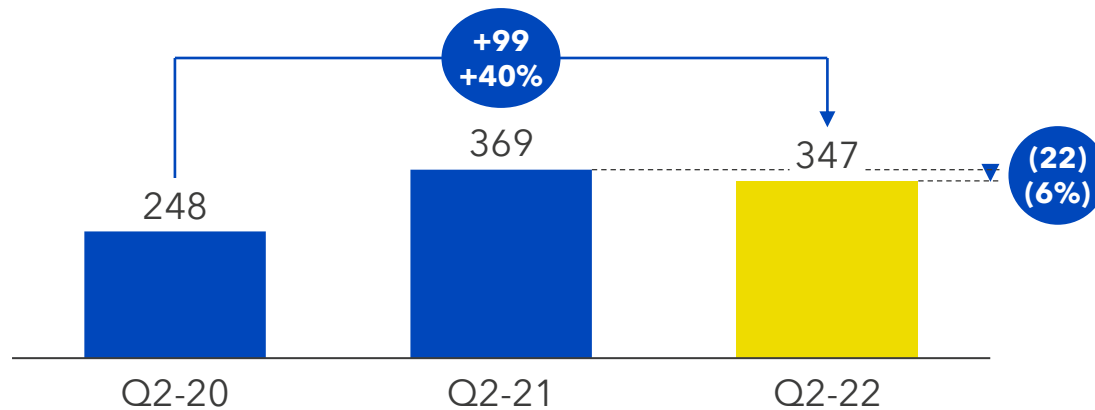
€ m unless otherwise stated



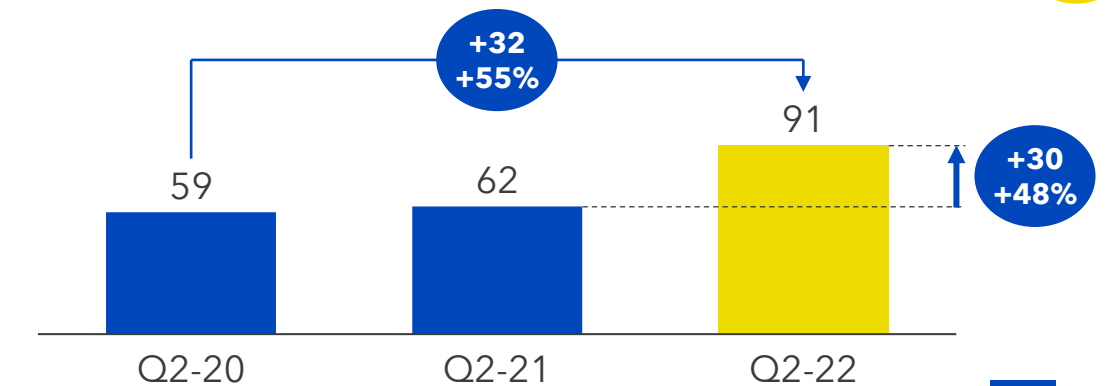
FINANCIAL SERVICES



INSURANCE SERVICES



PAYMENTS & MOBILE



POSTE ITALIANE'S ESG RATED PERFORMANCE, AWARDS AND MEMBERSHIPS

ESG Index Scores

Rating agency	Performance
CDP	A- Rating (Leader)
MSCI	A Rating (Average)
ISS E&S Disclosure Quality Score	1- Environmental & Social
Equileap Gender Equality Index	Top 100 globally
Vigeo Eiris Eurozone 120	#1 (Universo - Transport & Logistics)
Borsa Italiana	#1 MIB ESG
Sustainalytics	ESG Industry Top-Rated

Included in these indices



Awards & Recognitions

Financial Innovation-Italian Award



Top Employer Italia 2022



Certificate of Excellence



2021 Celent Model Insurer Award for Customer Experience Transformation

LinkedIn - Best Talent Acquisition Team 2021



European Funds Trophy 2021



Most attractive employer 2021



One of the World's Top 25 strongest brands

Brand Finance®



Top Rated ESG Performer



Postepay Green product of the year 2022



Find out more about our awards and recognition in our [annual report](#)

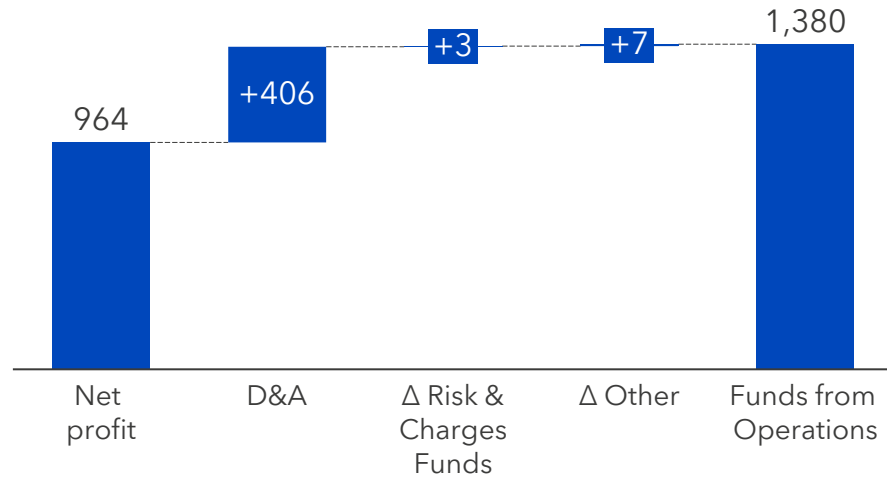
Memberships

- UN Global Compact
- Principles for Responsible Investment
- UNEP FI Principles for Sustainable Insurance
- UN Women
- CSR Exhibition
- Sodalitas
- Anima per Il Sociale
- CSR Manager
- Valore D
- Fondazione ASPHI Onlus
- Organismo Italiano di Business Reporting - Sustainability, Non-Financial e Integrated Reporting (O.I.B.R.)
- Parks - Liberi e Uguali

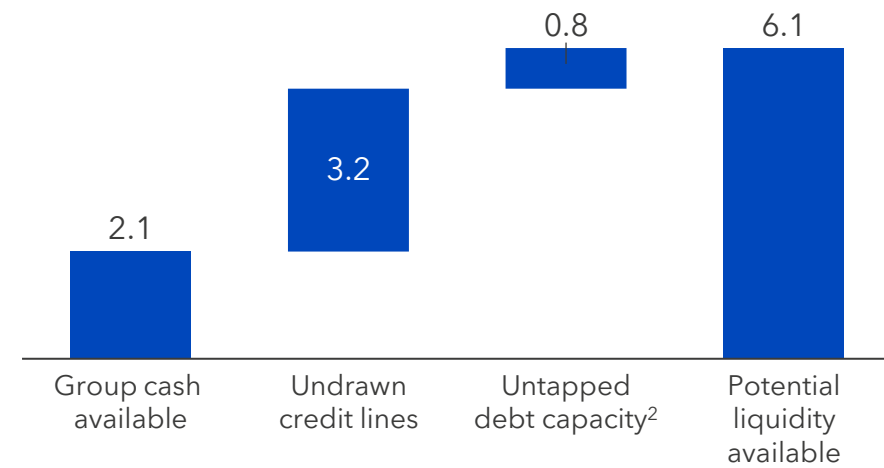
STRONG CASH GENERATION, AMPLE LIQUIDITY & BALANCED DEBT PROFILE



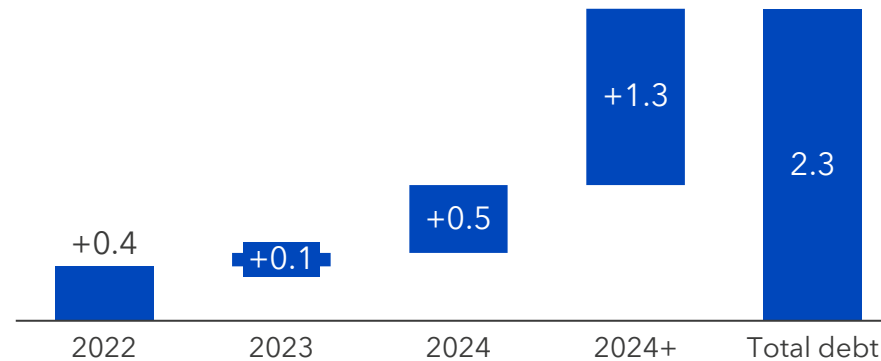
GROUP FUNDS FROM OPERATIONS (Q2-22 - € M)



SIGNIFICANT LIQUIDITY RESOURCES (€ BN)¹



BALANCED MATURITY PROFILE (€ BN)



1. As of June 2022; 2. Debt capacity consistent with current rating (based on the Moody's credit opinion as of June 2022) and available for future potential financing operations

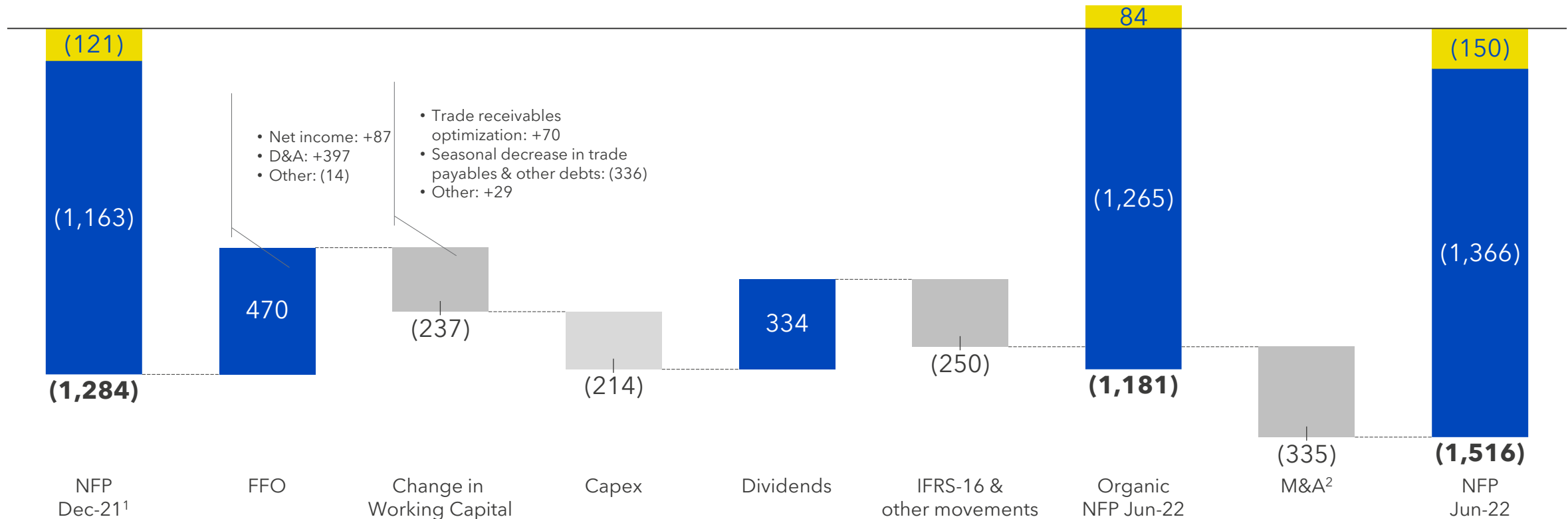
MAIL, PARCEL AND DISTRIBUTION NET FINANCIAL POSITION

POSITIVE UNDERLYING PFN NET OF IFRS 16

€ m unless otherwise stated



NET FINANCIAL POSITION (+CASH - DEBT)



● Net financial position excluding IFRS 16 ● IFRS 16

1. 2021 figures have been restated to include Poste Welfare Servizi (PWS), now included in Mail, Parcel & Distribution business segment; 2. Includes IFRS 16 effect from Plurima and PWS (from insurance segment) acquisitions

HUMAN CAPITAL

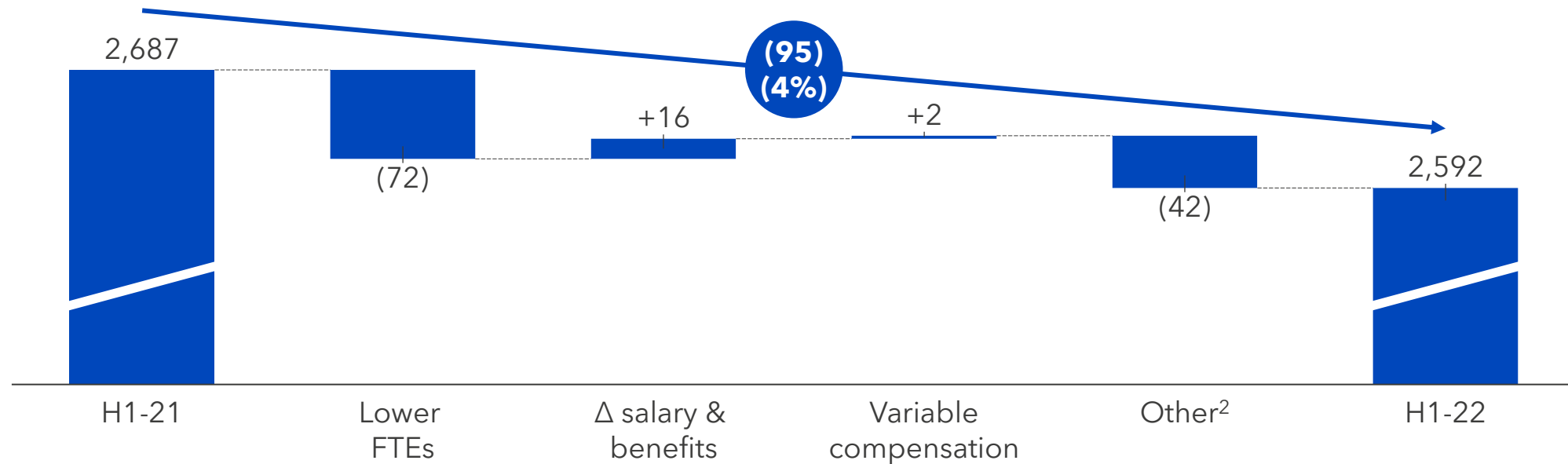
LOWER FTE BASE MORE THAN OFFSETTING SALARY INCREASE IMPACT ON HR COSTS



ORDINARY HR COSTS¹

€ m unless otherwise stated

Ordinary HR costs / revenues (%) **47** **44**



1. Excluding legal disputes with employees; 2. Unpaid leave and provisions for holidays, extraordinary items on bonuses and compensation, family subsidy (*Assegno familiare*), turnover and other

BANCOPOSTA ASSETS AND LIABILITIES STRUCTURE

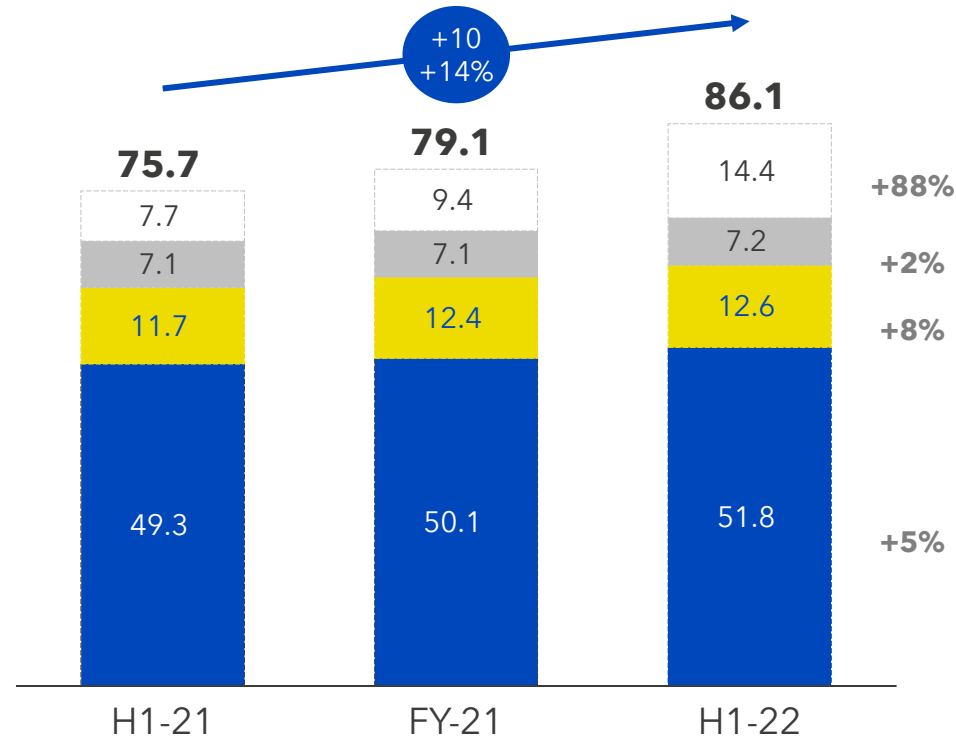
CURRENT ACCOUNT DEPOSITS SUPPORTED MAINLY BY PUBLIC ADMINISTRATION

€ bn unless otherwise stated



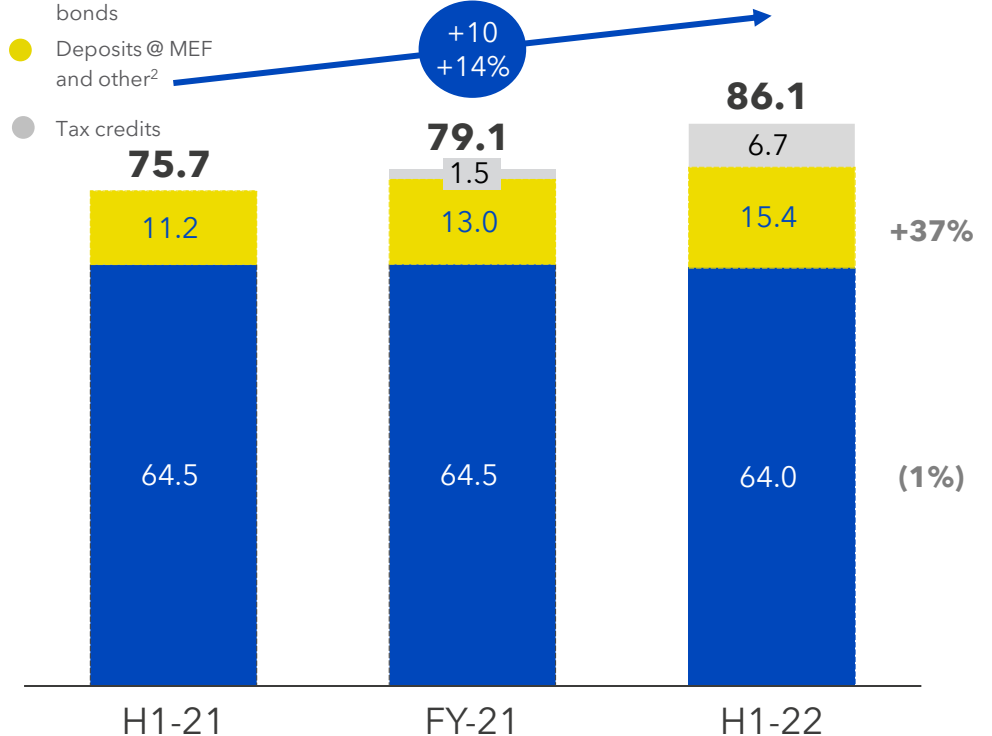
AVERAGE CURRENT ACCOUNT DEPOSITS

- Public Administration¹
- REPO
- Corporate customers & other³
- Retail + Postepay



AVERAGE INVESTMENT PORTFOLIO

- Italian government bonds
- Deposits @ MEF and other²
- Tax credits



Avg. Return exc. Cap. gains (%) ⁴	1.93	1.88	2.07
Duration (# of years)	5.9	5.4	5.6

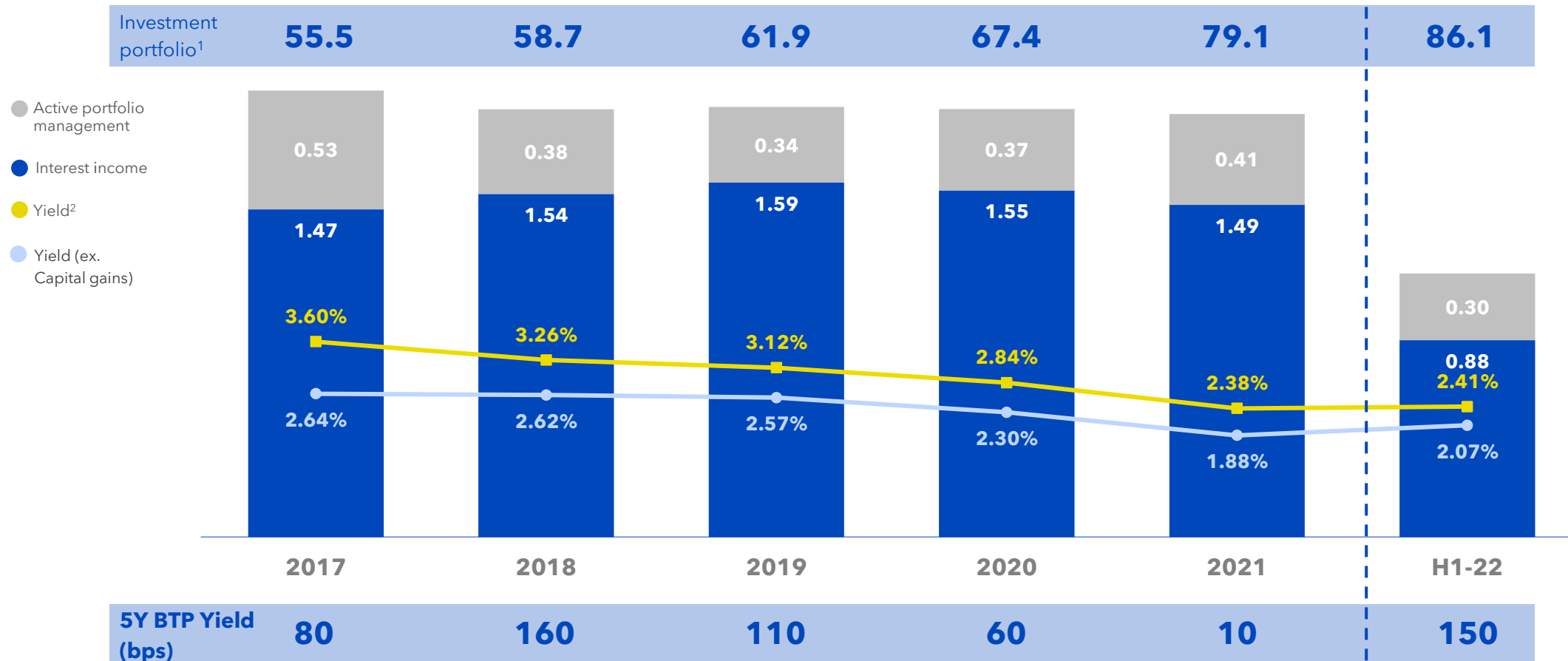
1. Entirely invested in floating rate deposits c/o MEF; 2. Including deposits from PA, liquidity buffer, deposits c/o other financial institutions, short term bonds (for treasury management); 3. Includes business current accounts, PostePay business and other customers debt; 4. Average yield calculated as interest income on average current account deposits

FLEXIBLE INVESTMENT STRATEGY IN EVOLVING MARKET CONDITIONS

INTEREST INCOME CONTRIBUTION SUPPORTED BY HIGHER RATES

€ bn unless otherwise stated

REVENUES FROM INVESTMENT ACTIVITY



Figures presented consistent with 24SI perimeter

1. Annual average, includes Public Administration deposits with the Ministry of Economy and Finance and tax credits; 2. Return including the contribution from active portfolio management; calculated on average bond portfolio

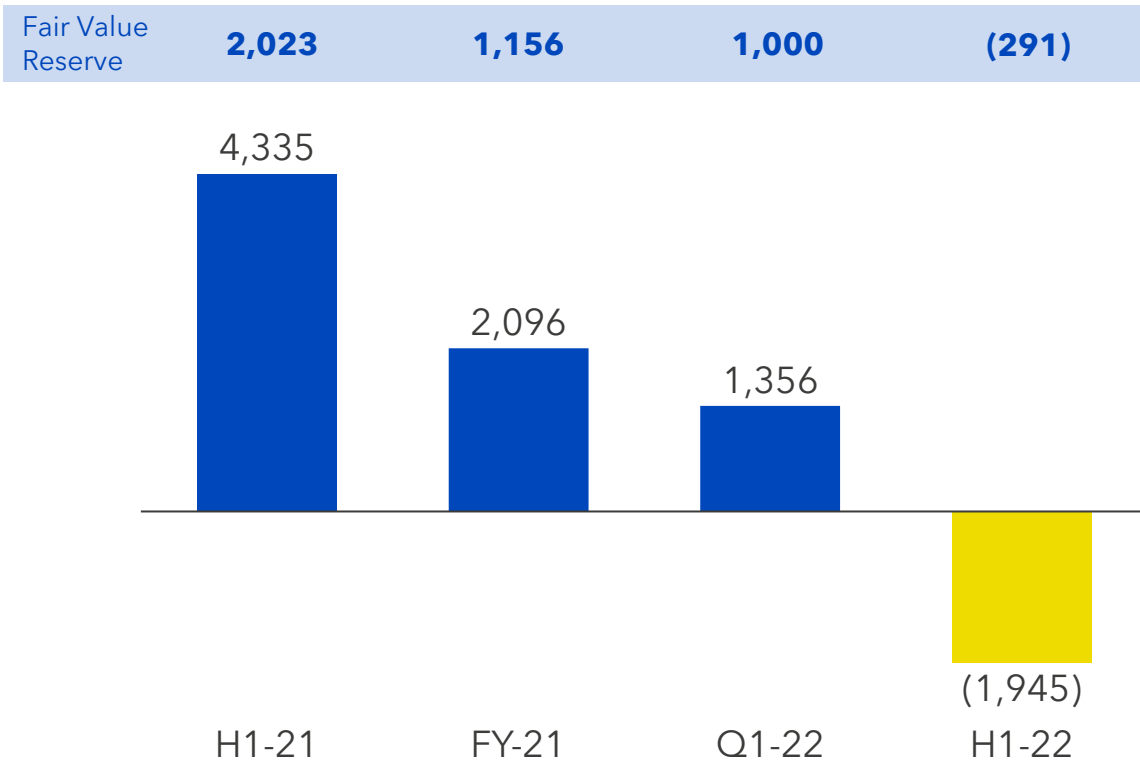
UNREALISED GAINS & LOSSES AND SENSITIVITIES

NET UNREALISED LOSSES AT € 1.9BN

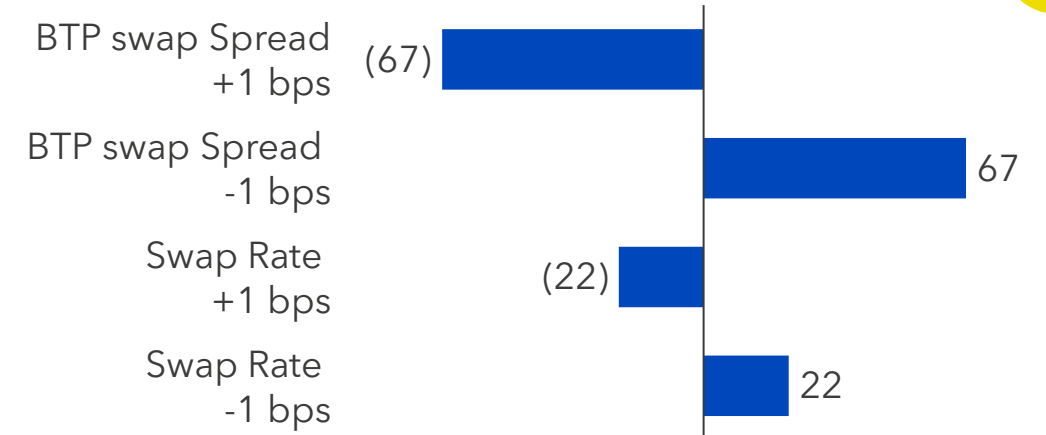
€ m unless otherwise stated



UNREALISED NET GAINS AND LOSSES



PORTFOLIO SENSITIVITIES



	Q2-21	FY-21	Q1-22	Q2-22	Var (bp) Q2-22 vs Q1-22
BTP 10Y	0.82	1.17	2.04	3.26	+123
SWAP 10Y	0.1	0.30	1.19	2.17	+98
BTP 15Y	1.29	1.54	2.18	3.44	+126
SWAP 15Y	0.36	0.49	1.29	2.35	+106
BTP 30Y	1.84	1.99	2.49	3.67	+118
SWAP 30Y	0.48	0.48	1.02	1.98	+97

TAX CREDIT PURCHASE - OVERVIEW

€9.0BN PURCHASED, NEARING APPETITE LEVEL



PUBLIC ADMINISTRATION

- Tax credit recognized for certain expenses such as (eco-friendly) building renovation
- Such tax credit is currently tradable
- Credit duration: from 1 to 10 years



BUSINESSES & INDIVIDUALS

Sell tax credits at discount



Interest income generated by the discount spread over the duration of the tax credit (similar to a zero-coupon bond)

Funding



AVAILABLE CASH & UP TO c.15% OF CORPORATE AND RETAIL DEPOSITS

POSTAL SAVINGS

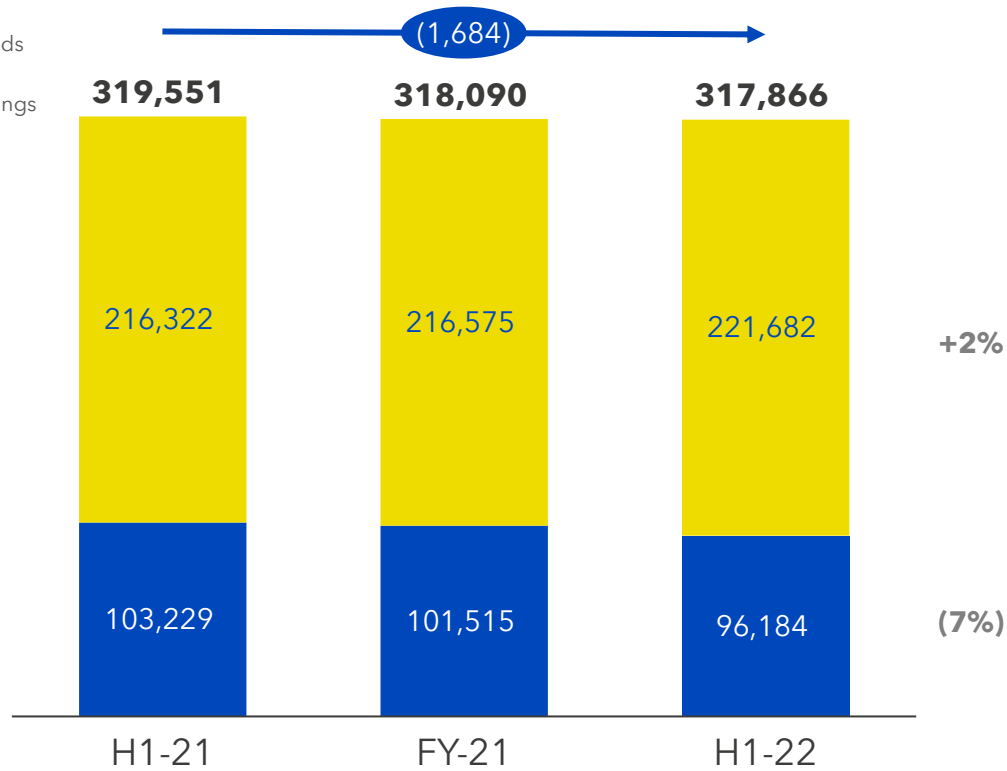
LOWER SAVINGS AND RAPID RATES INCREASE LEAD TO OUTFLOWS

€ m unless otherwise stated

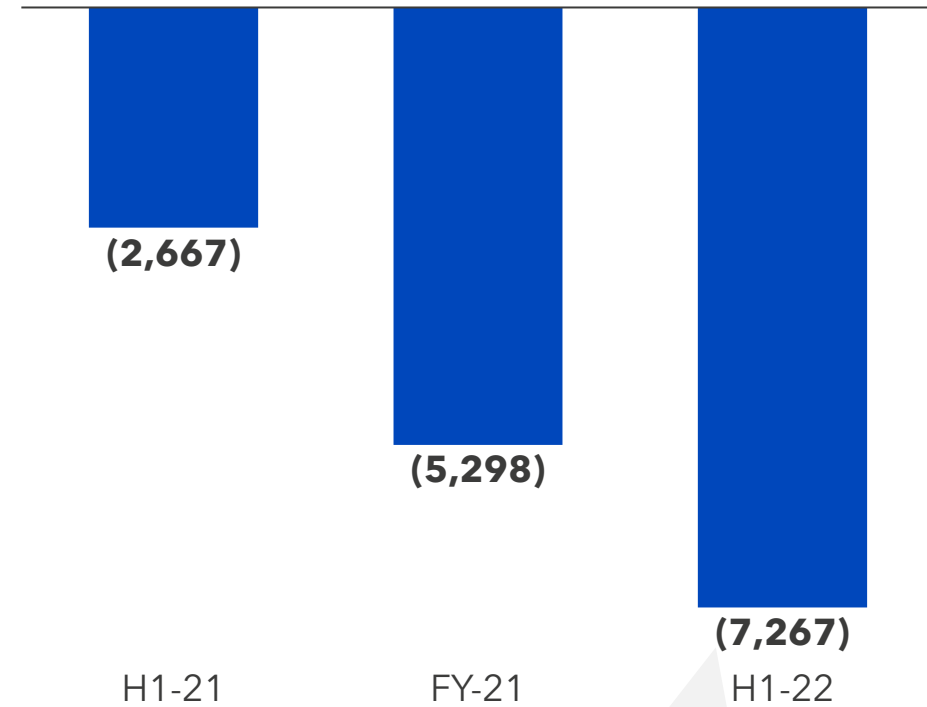


AVERAGE POSTAL SAVINGS¹

- Postal Bonds
- Postal savings books



POSTAL SAVINGS NET INFLOWS



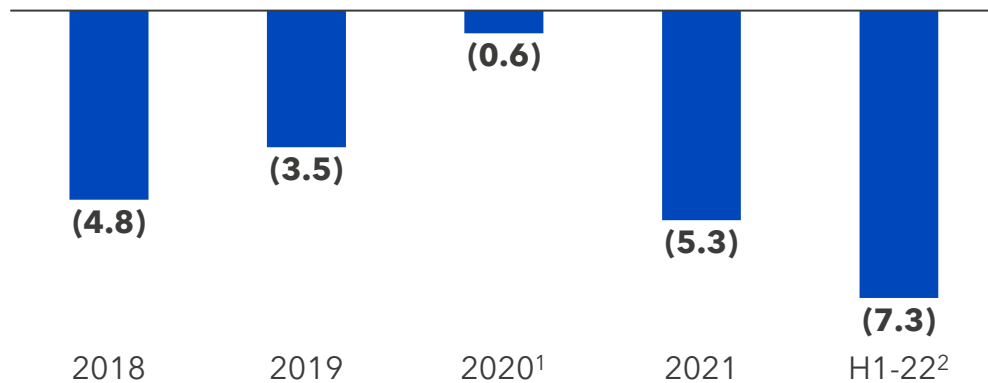
o.w c.a. (1.5) related to end of early pension payment scheme²

1. Average postal savings excludes interests accrued year-to-date and interests compounded, but not yet payable, on postal bonds not matured as of the reporting date; 2. Scheme related to extraordinary COVID-19 related measures expired in March 2022

POSTAL SAVINGS

FLAWS IMPACTED BY THE RAPID CHANGE IN MACRO ENVIRONMENT

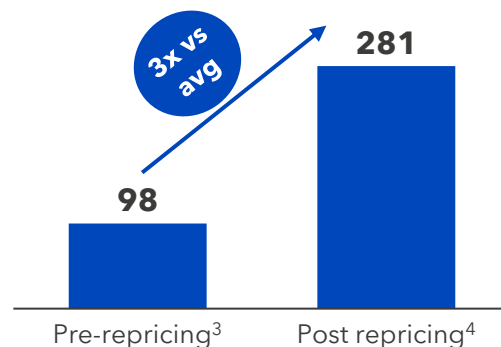
TOTAL POSTAL SAVINGS NET FLOWS (€BN)



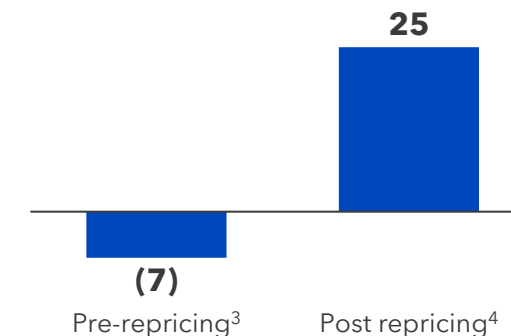
KEY FLOWS DRIVERS

- Postal books impacted by lower saving capacity, expected to continue
- Positive trend on postal bond flows after significant repricing actions taken by CDP in early July, in response to a rapid increase in interest rates in H1-22
- Stock of postal bonds embedding lower yields: early redemptions expected to continue in H2-22
- Early redemptions and outflows driving postal savings distribution fees towards the floor remuneration of €1.6bn for FY-22

POSTAL BONDS GROSS FLOWS (DAILY AVG €M)



POSTAL BONDS NET FLOWS (DAILY AVG €M)



1. Includes 13 Pension payments due to extraordinary COVID-19 related measures which envisaged early pension payments; **2.** Includes 5 Pension payments due to the end of extraordinary COVID-19 related measures which envisaged early pension payments (expired in Mar-22); **3.** Refers to 1 January 2021 to 5 July 2022; **4.** Refers to 6 July 2022 to 21 July 2022

ASSET MANAGEMENT

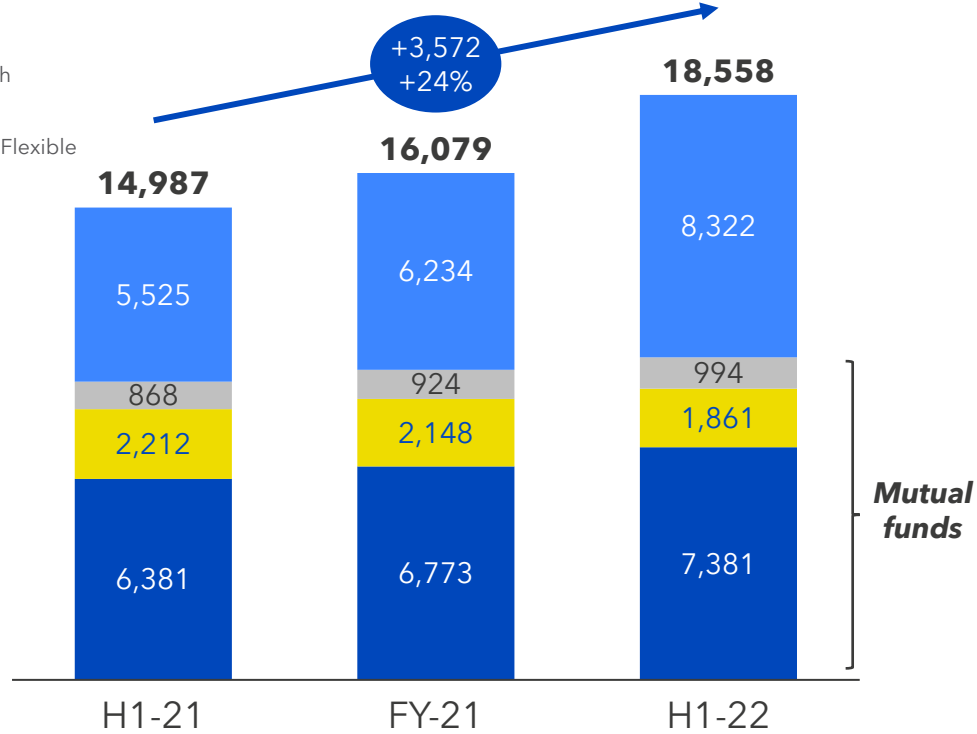
POSITIVE NET INFLOWS SUPPORTED BY MULTICLASS PRODUCTS

€ m unless otherwise stated

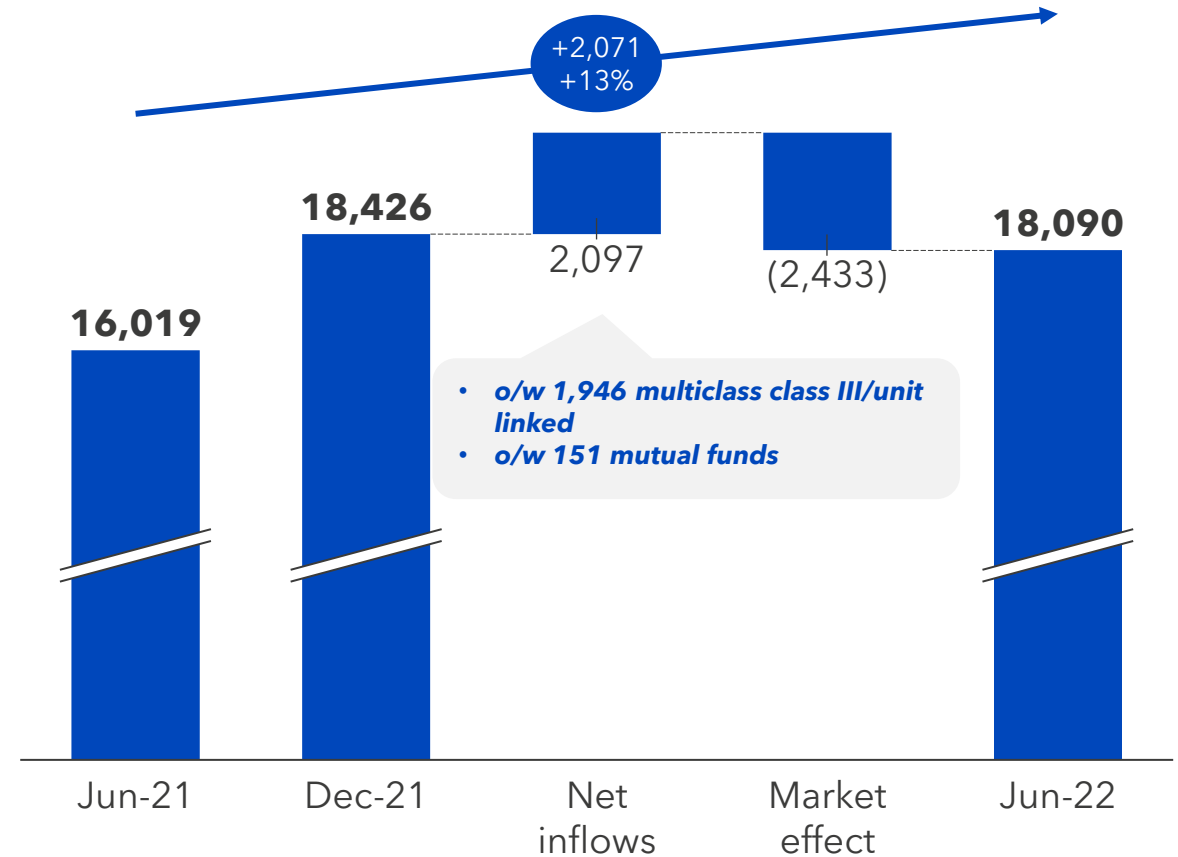


AVERAGE ASSETS UNDER MANAGEMENT

- Unit linked & multiclass Class III
- Equity
- Bond & Cash
- Balanced & Flexible



AUM EVOLUTION - EOP



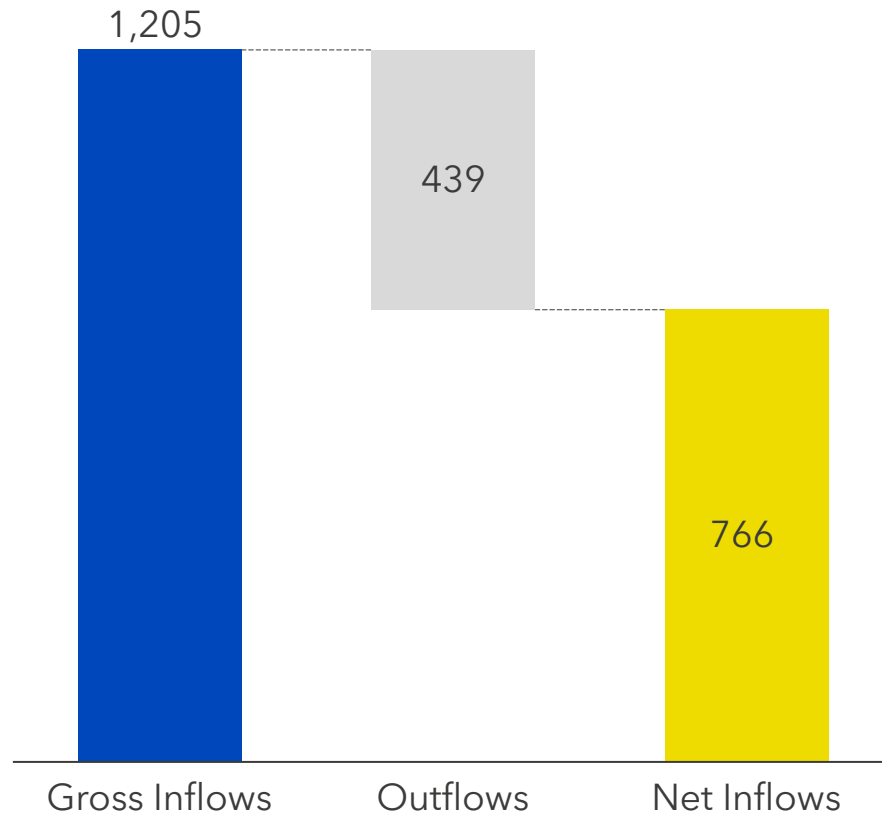
ASSET MANAGEMENT NET INFLOWS

POSITIVE NET INFLOWS THANKS TO MULTICLASS CLASS III PRODUCTS

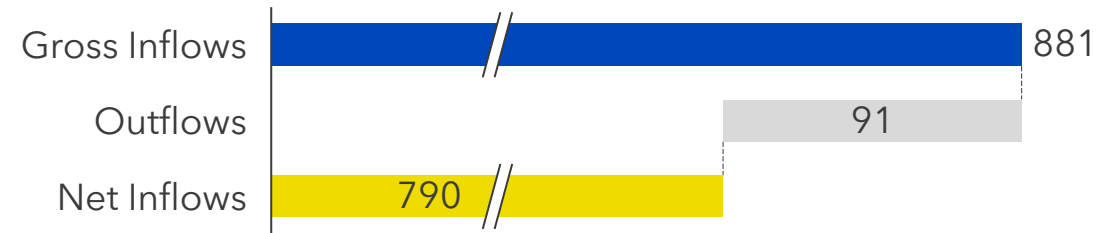
€ m unless otherwise stated



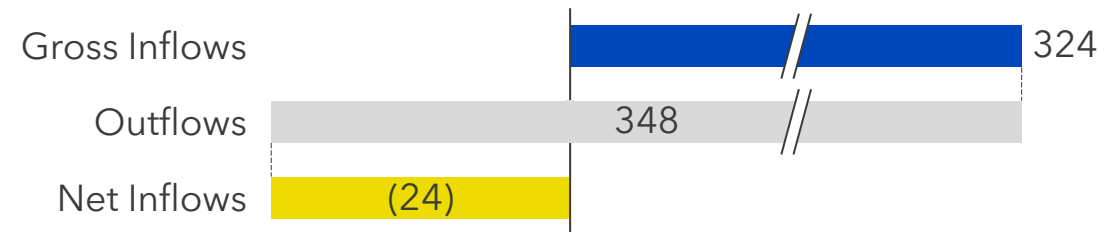
TOTAL NET INFLOWS Q2-22



MULTICLASS CLASS¹ III & UNIT LINKED



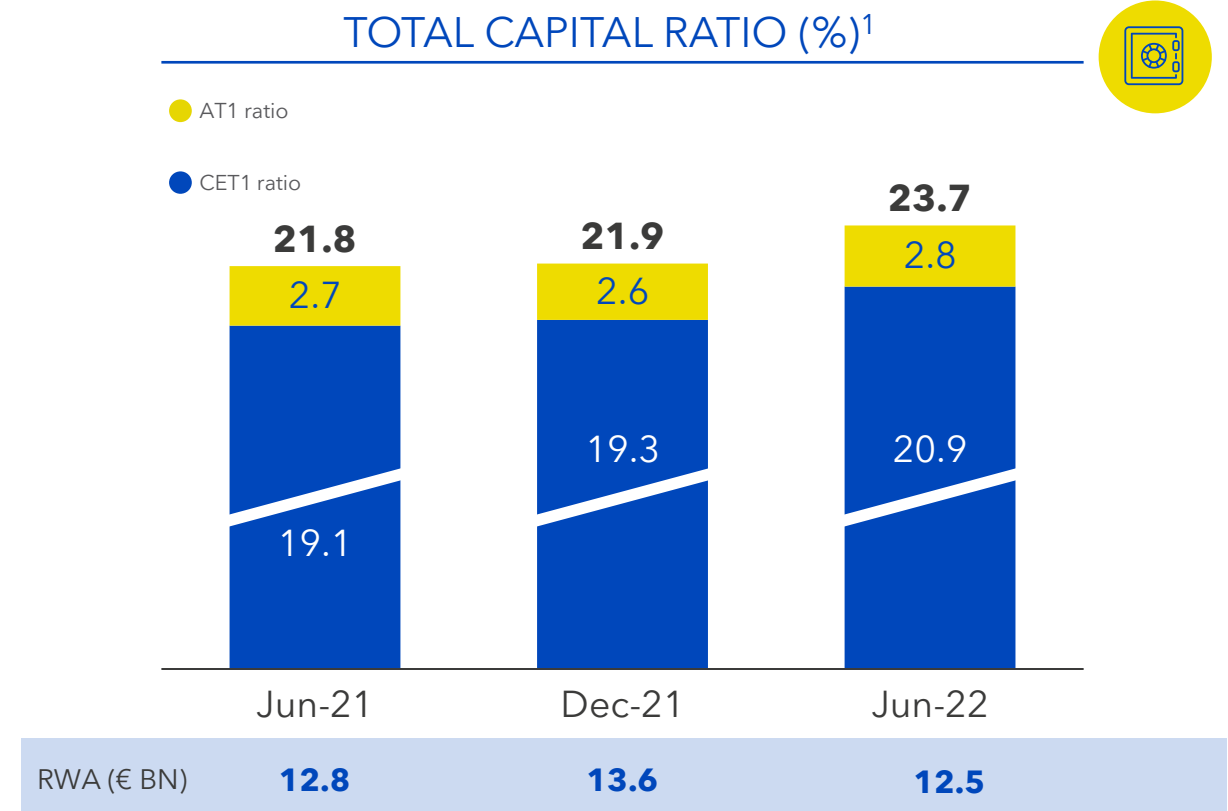
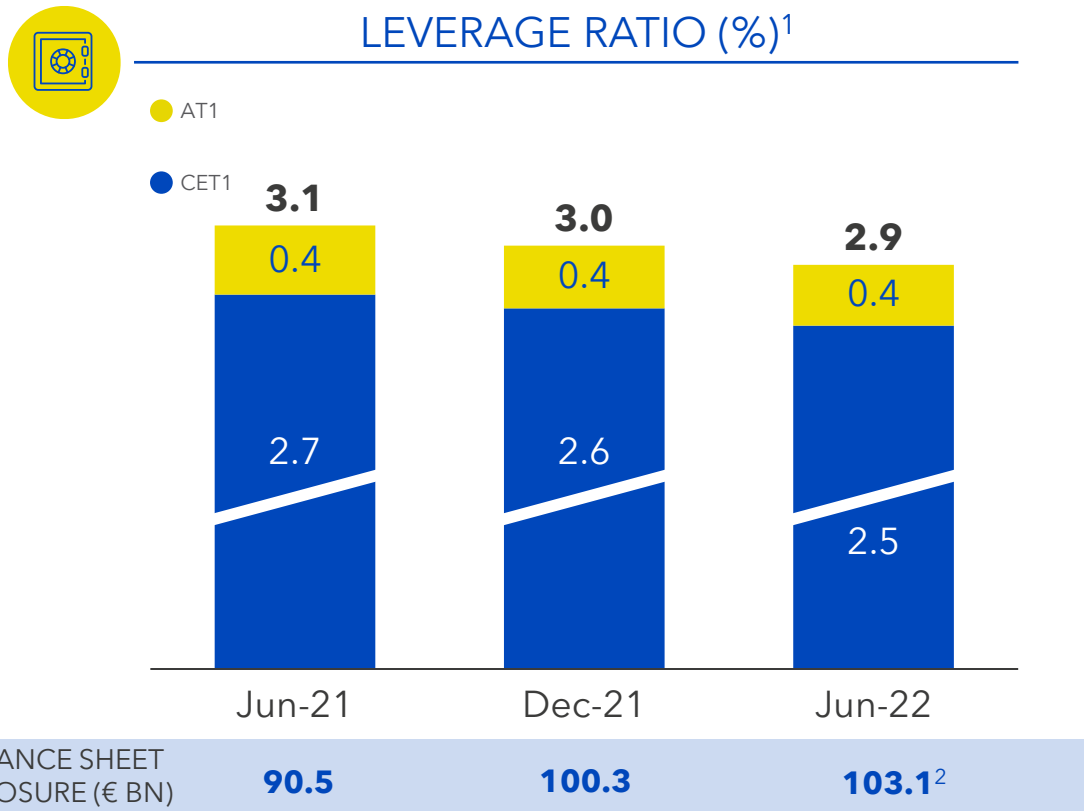
MUTUAL FUNDS



1. Inflows at target

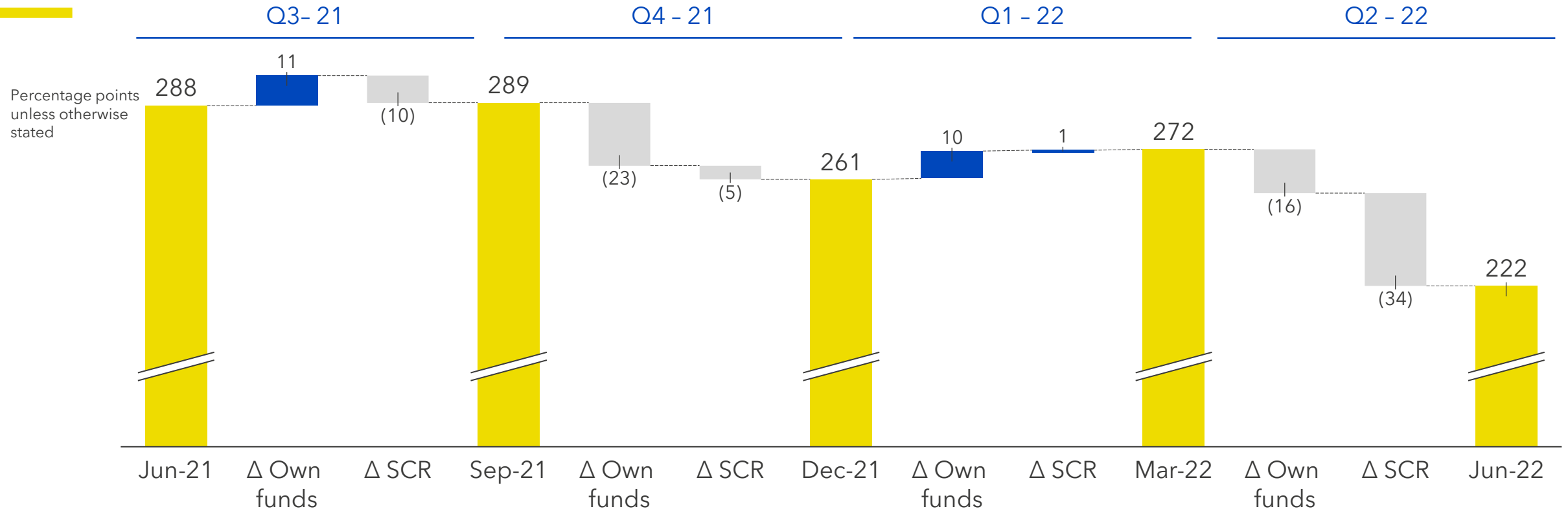
BANCOPOSTA: SOLID AND EFFICIENT CAPITAL POSITION

AN ASSET GATHERER WITH A CAPITAL LIGHT BALANCE SHEET



1. June figures exclude Retained Earnings; 2. Increase vs Dec-21 impacted by the end of the leverage ratio relief for banks (expired in March 2022) which allowed banks to exclude central bank exposure to leverage ratio as an exceptional COVID-19 related measure

INSURANCE SERVICES SOLVENCY II EVOLUTION

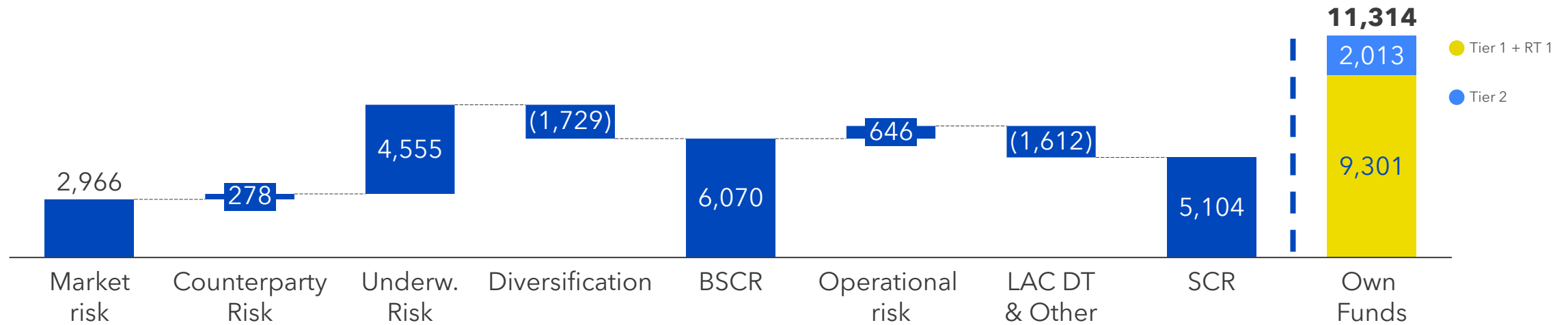


SWAP (BP)	10	16	30	119	219
BTP-SWAP SPREAD (BP)	72	70	87	85	109
V.A. CURR. (BP)	5	3	3	6	25

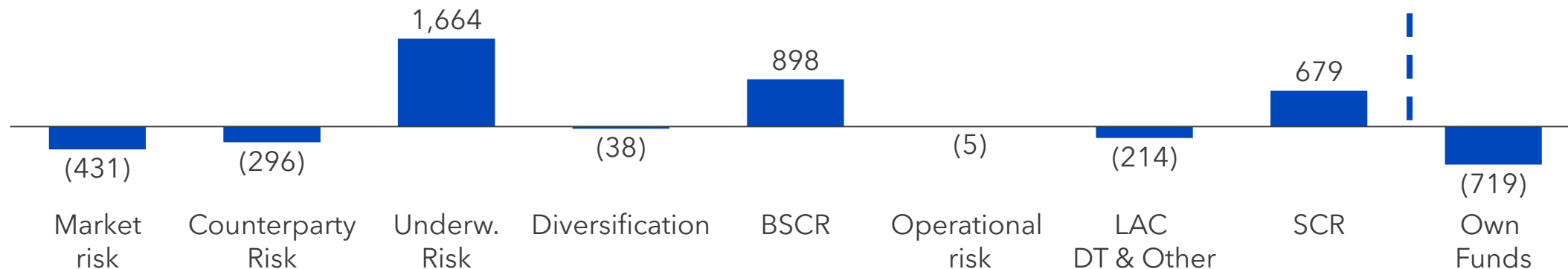
INSURANCE SERVICES

SOLVENCY II OWN FUNDS TIERING AND SOLVENCY CAPITAL REQUIREMENTS

SOLVENCY II CAPITAL AND SOLVENCY II CAPITAL REQUIREMENT BREAKDOWN (€ M)



CHANGE VS MARCH 2022 (€ M)



INSURANCE SERVICES

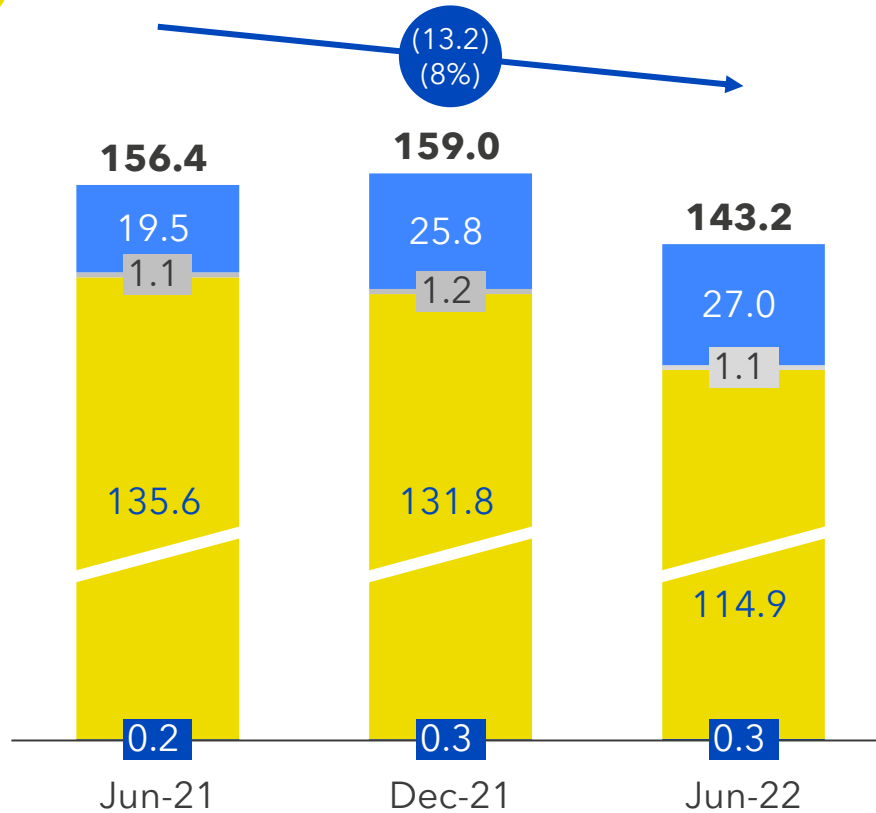
STRONG MULTICLASS PRODUCT NET INFLOWS – UNREALIZED GAINS IMPACTED BY HIGHER RATES

€ bn unless otherwise stated



GROUP NET TECHNICAL PROVISIONS¹

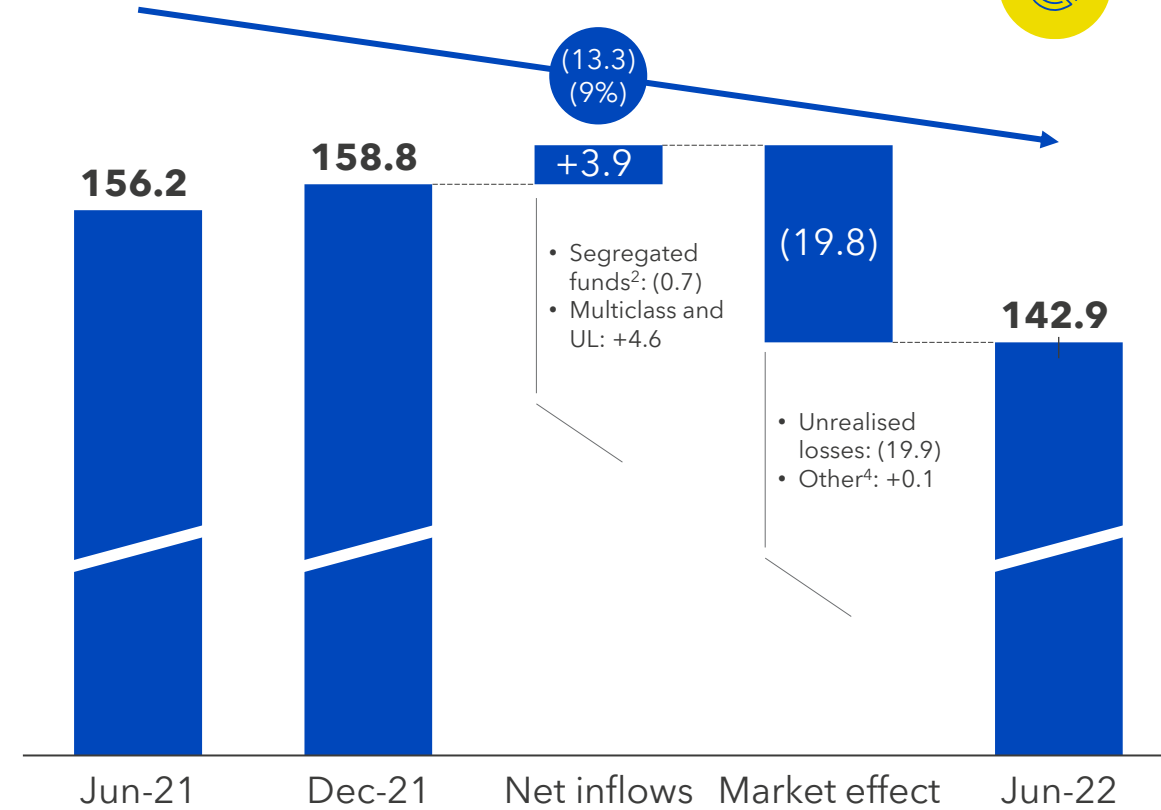
- Multiclass
- Unit linked (Class III)
- Segregated fund products (class I-V)²
- P&C



(13.2)
(8%)



LIFE NET TECHNICAL PROVISIONS EVOLUTION³



(13.3)
(9%)

- Segregated funds²: (0.7)
- Multiclass and UL: +4.6

- Unrealised losses: (19.9)
- Other⁴: +0.1

Unrealised gains	Jun-21	Dec-21	Jun-22
	15.2	13.2	(6.7)

1. Includes non-life technical reserves and net of re-insurance reserves; EoP figures; 2. Includes life protection and PPP; 3. EoP figure; 4. Includes interests, upfront fees and other minor items

INSURANCE SERVICES GWP

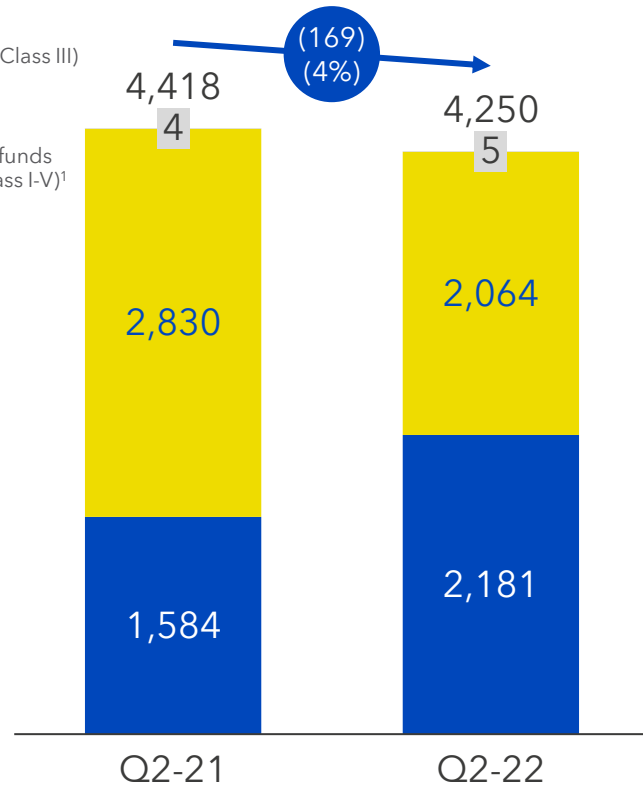
LIFE IMPACTED BY VOLATILE ENVIRONMENT - NON-LIFE GROWING

€ m unless otherwise stated



LIFE

- Unit Linked (Class III)
- Multiclass
- Segregated funds products (class I-V)¹



Multiclass (% of life GWP)

64

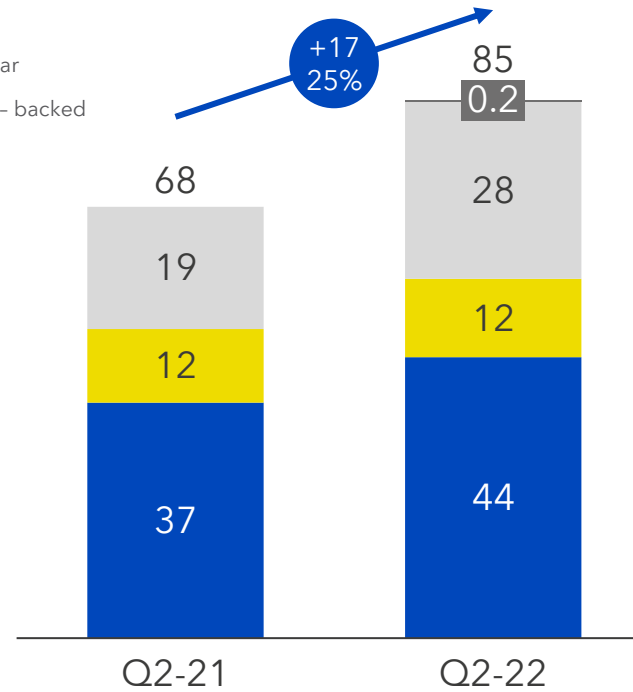
49

1. Includes life protection and PPP



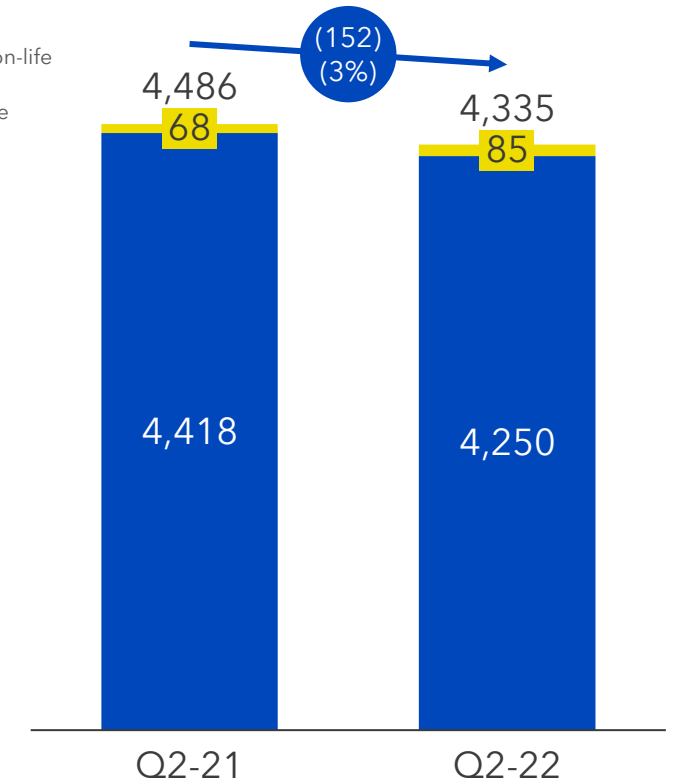
NON-LIFE

- Welfare
- CPI
- Modular
- Salary - backed Loan



TOTAL

- Non-life
- Life



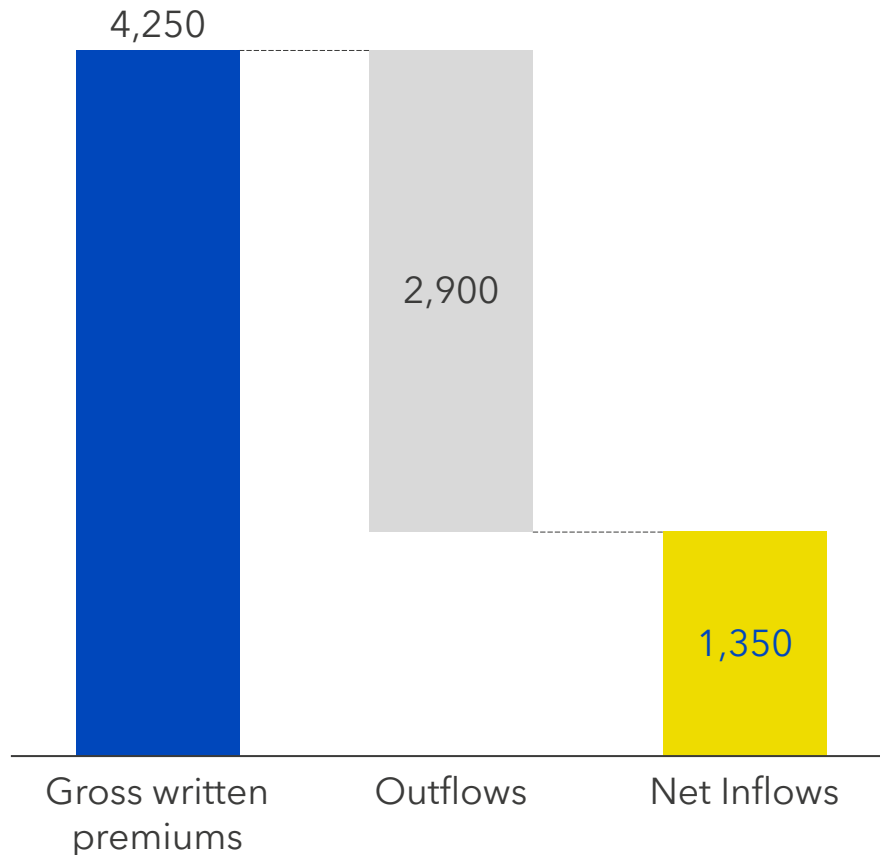
INSURANCE SERVICES NET INFLOWS

POSITIVE NET INFLOWS THANKS TO MULTICLASS INSURANCE PRODUCTS

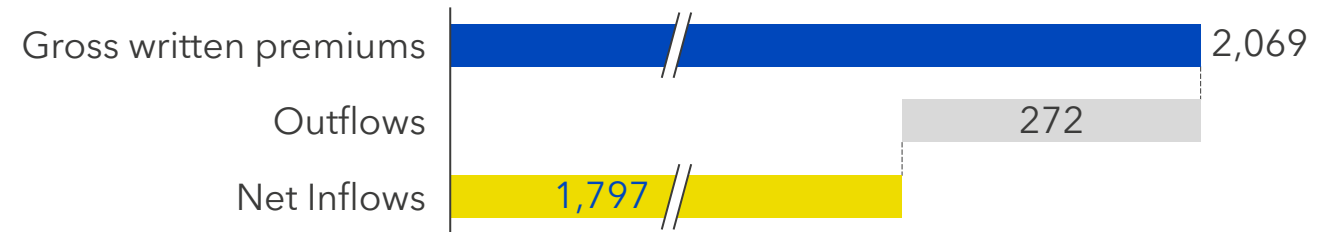
€ m unless otherwise stated



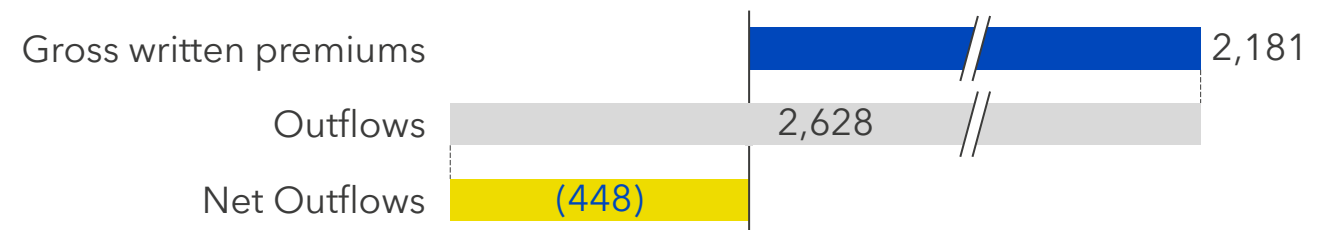
TOTAL NET INFLOWS Q2-22



MULTICLASS & UNIT LINKED¹



CLASS I²



1. Including original Class I premiums shifted to Class III in accordance with contractual clauses; 2. Includes life protection and PPP

INSURANCE SERVICES

INVESTMENT PORTFOLIO ONGOING DIVERSIFICATION

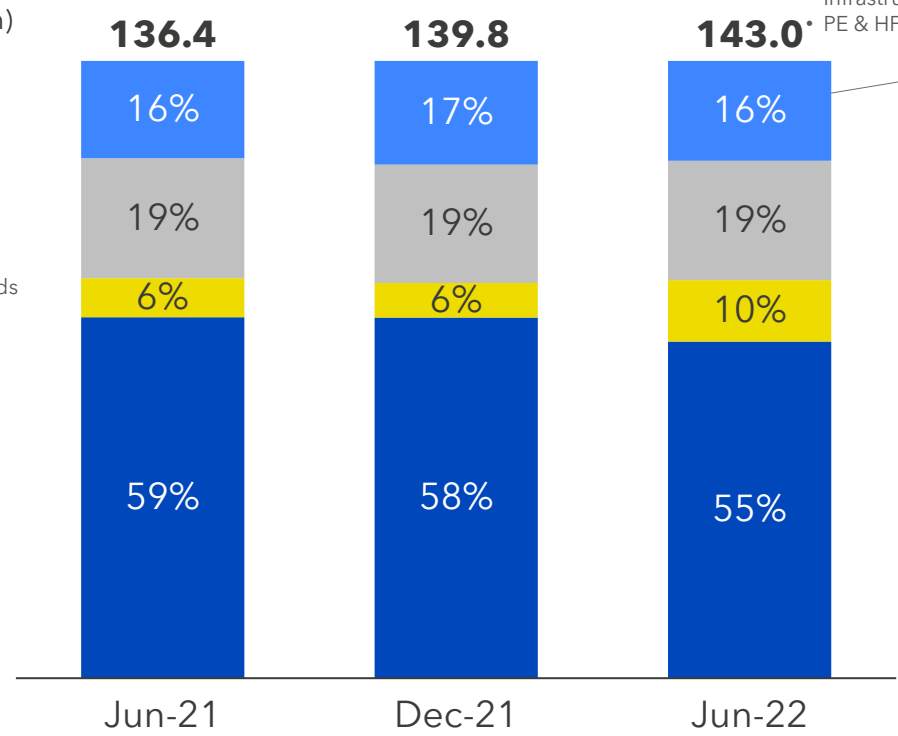


INVESTMENT PORTFOLIO BREAKDOWN¹

Total investment portfolio (€ bn)

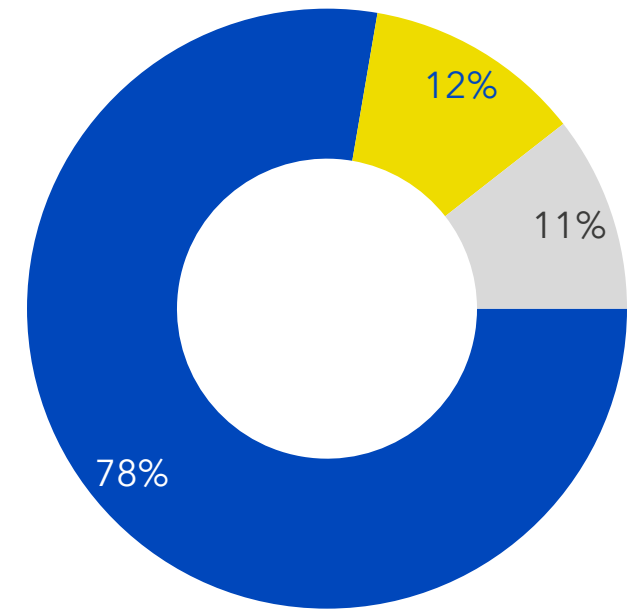
- HY: 6%
- EM: 5%
- Equity: 1%
- Private Debt: 1%
- RE: 1%
- Infrastructure: 1%
- PE & HF: 1%

- Other
- Corporate bonds
- Global Govies
- Italian Govies



BOND PORTFOLIO BREAKDOWN BY COUPON TYPE

- Fixed
- Floating
- Inflation linked



	H1-21	FY21	Q1-22	H1-22	Var (bp) H1-22 vs Q1-22
Minimum guaranteed return (Class I) (%)	0.47	0.58	0.57	0.56	(1bp)
Segregated Fund return (%)	2.31	2.35	2.33	2.58	+25bp

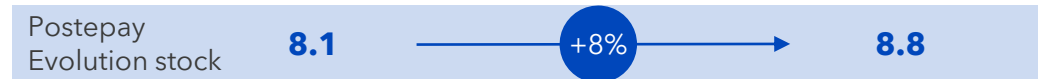
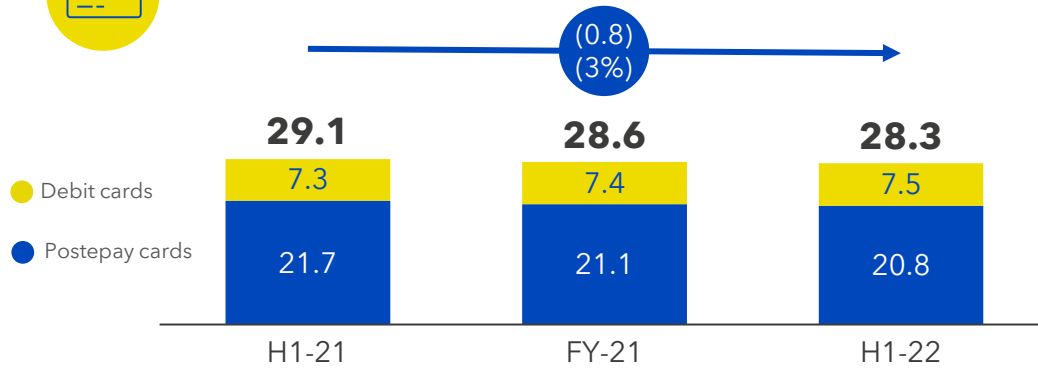
1. Includes financial assets covering Class I technical provisions and free surplus investments according to local GAAP

PAYMENTS & MOBILE KEY METRICS

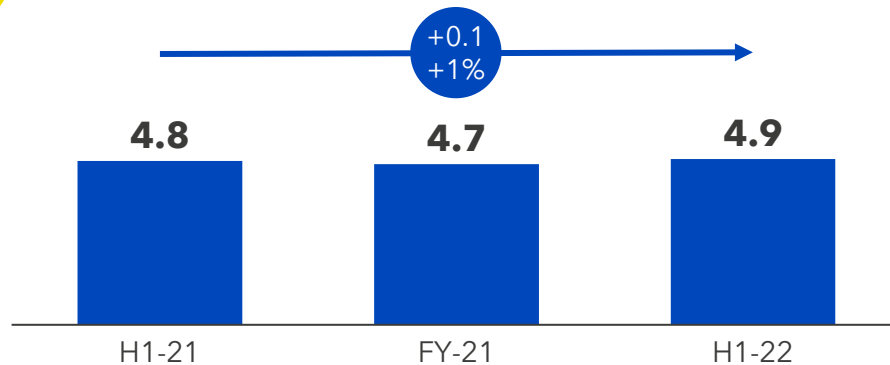
STEADY INCREASE ACROSS KEY METRICS



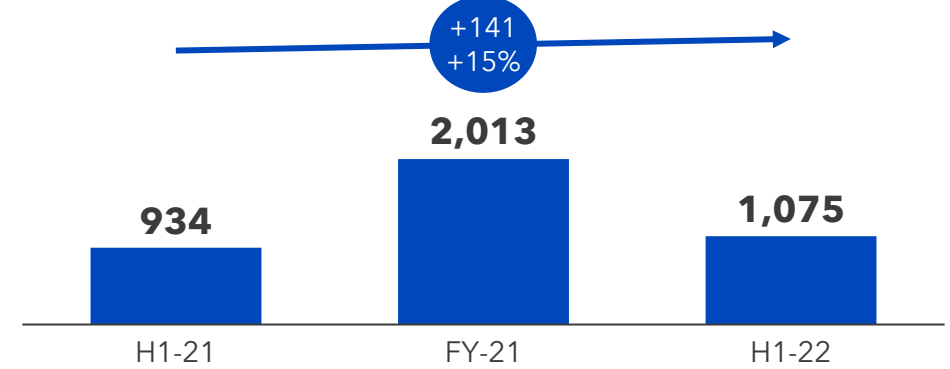
CARD STOCK¹ (# M)



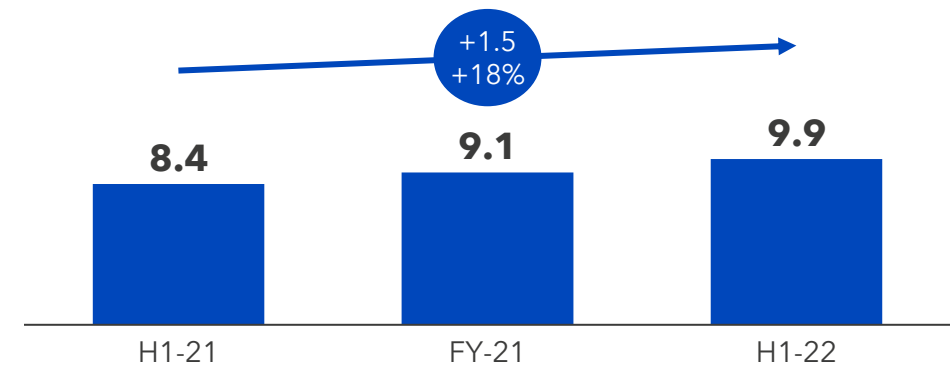
MOBILE & LAND LINE, STOCK (# M)



TOTAL CARD TRANSACTIONS (# M)²



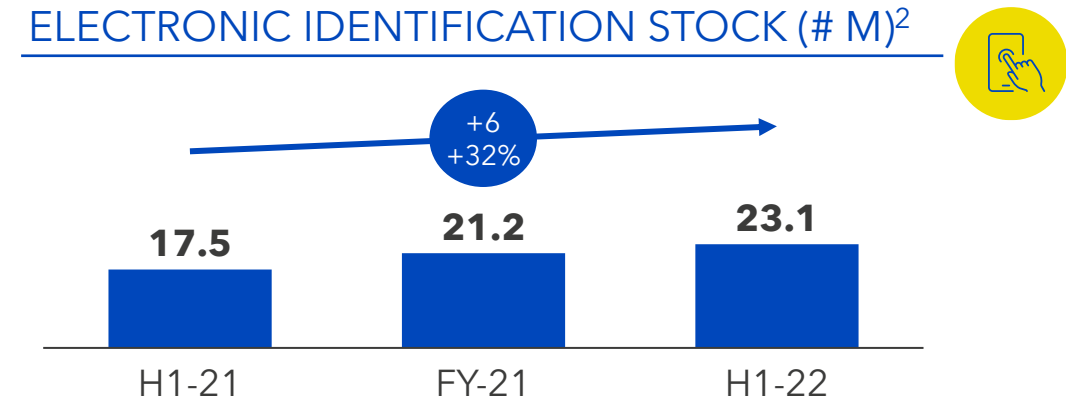
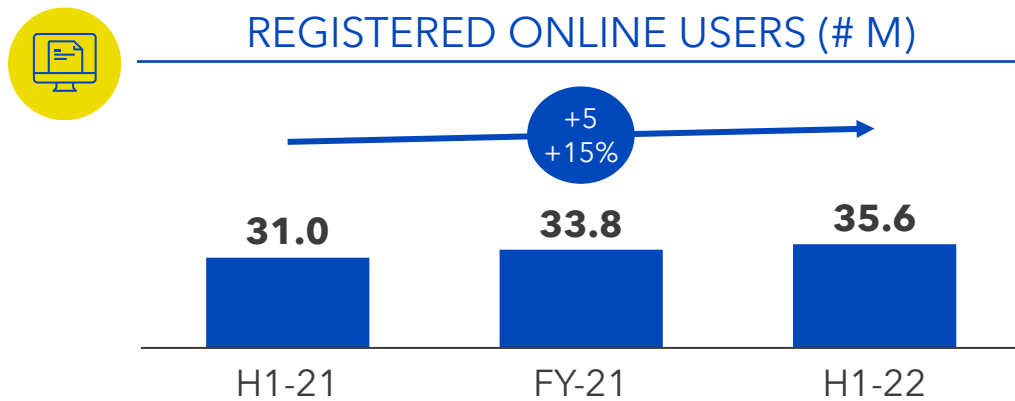
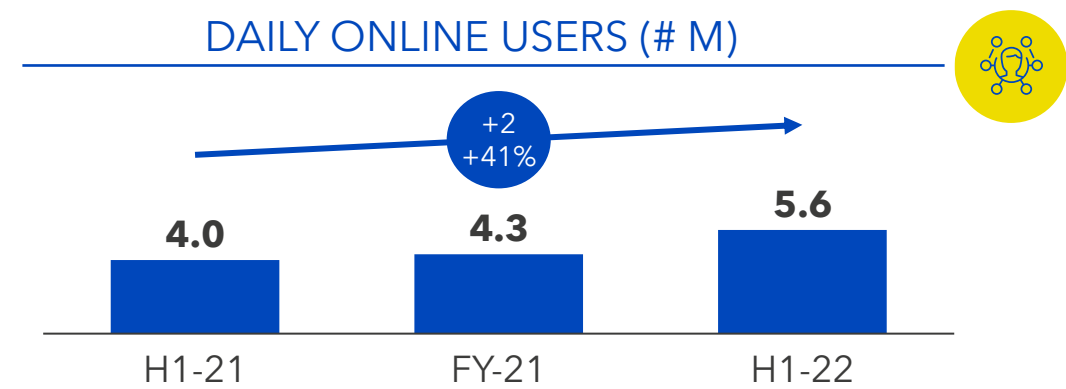
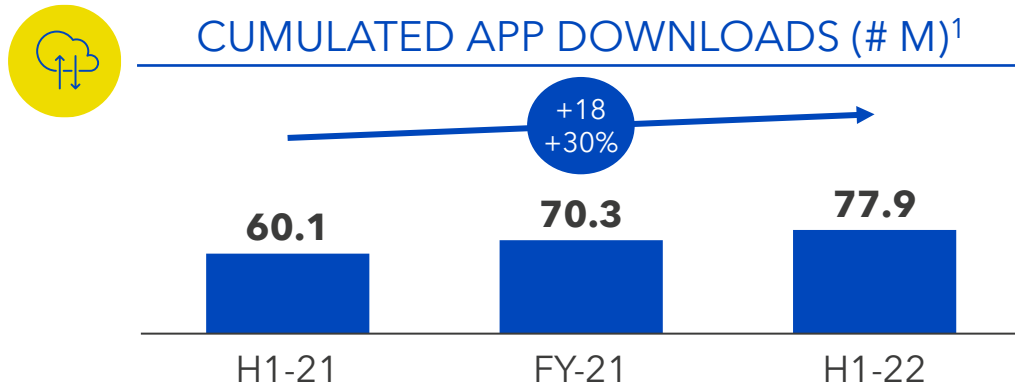
POSTE ITALIANE DIGITAL E-WALLETS (# M)⁴



1. Including social measures related cards; 2. Including payments, top ups and withdrawals; 3. Includes e-commerce and web transactions on Poste Italiane channels; 4. An innovative electronic tool associated to a single customer, able to authorize in app payment transactions

POSTE ITALIANE DIGITAL FOOTPRINT

KEY METRICS CONSTANTLY IMPROVING



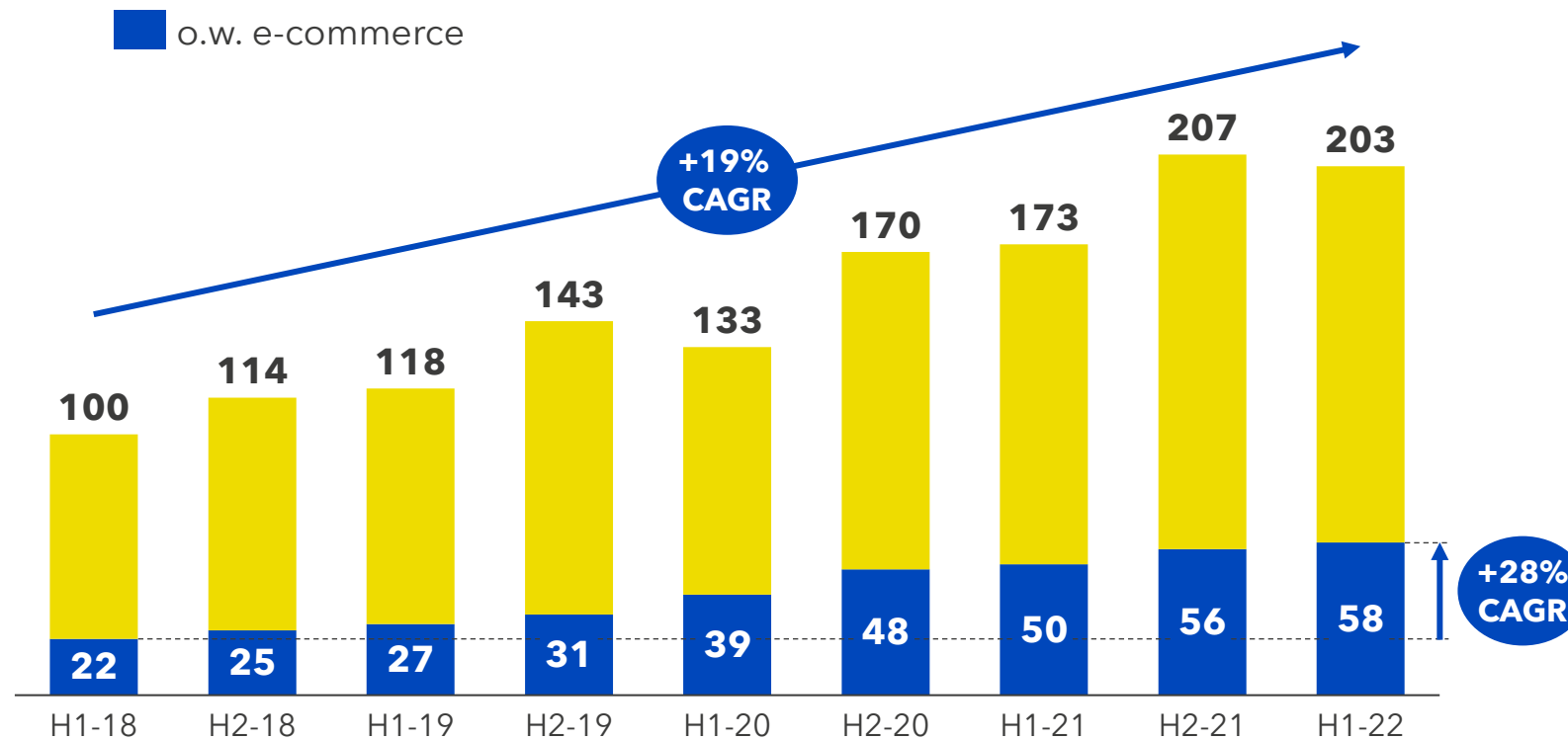
1. Source: App stores (iOS and Android); 2. Electronic identification refers to number of ID outstanding

POSTEPAY PAYMENTS TRANSACTION VALUE

STEADY INCREASE IN E-COMMERCE TRANSACTIONS



POSTEPAY TRANSACTION VALUE (BASE 100)¹



HIGHLIGHTS

- PostePay payment transaction value up by a strong 19% CAGR, compared to a market growth of 11%²
- Significant room for growth also thanks to the low penetration of digital payments in Italy (38%³ in 2021)
- E-commerce transactions accelerated by post pandemic customer behaviour

1. Refers to PostePay SpA transaction value; 2. Bank of Italy, CAGR relative to 2018-21; 3. Osservatorio Innovative Payments

INTERSEGMENT COSTS AS OF Q2-22

INTERSEGMENT DYNAMICS' KEY DRIVERS

€ m unless otherwise stated

MAIN RATIONALE	INDICATIVE MAIN REMUNERATION SCHEME	2Q-21	2Q-22
<ul style="list-style-type: none"> • Payments and Mobile remunerates: <ul style="list-style-type: none"> a) Mail, Parcel and Distribution for providing IT, delivery volume, promoting and selling SIMs and energy contracts and other corporates services¹; b) Financial Services for promoting and selling card payments and other payments (e.g. tax payments) throughout the network; 	<ul style="list-style-type: none"> a) Number of payment transactions flat fee (depending on the product) b) Fixed % of revenues 	<ul style="list-style-type: none"> a) 59 b) 51 Total: 109 	<ul style="list-style-type: none"> a) 57 b) 63 Total: 121
<ul style="list-style-type: none"> • Insurance Services remunerates: <ul style="list-style-type: none"> c) Financial Services for promoting and selling insurance products² and for investment management services³; d) Mail, Parcel and Distribution for providing corporate services¹; 	<ul style="list-style-type: none"> c) Fixed % of upfront fees d) Depending on service/product 	<ul style="list-style-type: none"> c) 128 d) 18 Total: 146 	<ul style="list-style-type: none"> c) 144 d) 21 Total: 165
<ul style="list-style-type: none"> • Financial Services remunerates: <ul style="list-style-type: none"> e) Mail, Parcel and Distribution for promoting and selling Financial, Insurance and PMD products throughout the network and for proving corporate services⁴; f) Payments & Mobile for providing certain payment services⁵ 	<ul style="list-style-type: none"> e) Fixed % (depending on the product) of revenues f) Depending on service/product 	<ul style="list-style-type: none"> e) 995 f) 66 Total: 1,060⁶ 	<ul style="list-style-type: none"> e) 1,136 f) 54 Total: 1,189⁶
<ul style="list-style-type: none"> • Mail, Parcel and Distribution remunerates: <ul style="list-style-type: none"> g) Payments & Mobile for acquiring services and postman electronic devices h) Financial Services as distribution fees related to "Bollettino DTT" 	<ul style="list-style-type: none"> g) Annual fee h) Flat fee for each "Bollettino" 	<ul style="list-style-type: none"> g) 11 h) 10 Total: 21 	<ul style="list-style-type: none"> g) 8 h) 0 Total: 8

1. Corporate Services such as communication, anti money laundering, IT, back office and call centres; 2. Which, in turn, remunerates Mail, Parcel and Distribution; 3. Investment management services provided by BancoPosta Fondi SGR; 4. E.g. Corporate services are remunerated according to number of allocated FTEs, volumes of letters sent and communication costs; 5. E.g. "Bollettino" 6. Excluding interest charges

CONSOLIDATED ACCOUNTS

PROFIT & LOSS

€m	Q2-21	Q2-22	Var.	Var. %	H1-21	H1-22	Var.	Var. %
Total revenues	2,751	2,892	+141	+5%	5,684	5,865	+181	+3%
of which:								
Mail, Parcel and Distribution	912	904	(8)	(1%)	1,831	1,805	(26)	(1%)
Financial Services	1,082	1,194	+112	+10%	2,409	2,505	+96	+4%
Insurance Services	550	544	(7)	(1%)	1,044	1,073	+29	+3%
Payments and Mobile	207	250	+44	+21%	399	482	+83	+21%
Total costs	2,322	2,194	(128)	(6%)	4,634	4,473	(161)	(3%)
of which:								
Total personnel expenses	1,335	1,263	(71)	(5%)	2,693	2,590	(103)	(4%)
<i>of which personnel expenses</i>	<i>1,328</i>	<i>1,265</i>	<i>(64)</i>	<i>(5%)</i>	<i>2,687</i>	<i>2,592</i>	<i>(95)</i>	<i>(4%)</i>
<i>of which early retirement incentives</i>	<i>10</i>	<i>3</i>	<i>(7)</i>	<i>(69%)</i>	<i>11</i>	<i>5</i>	<i>(6)</i>	<i>(55%)</i>
<i>of which legal disputes with employees</i>	<i>(3)</i>	<i>(4)</i>	<i>(1)</i>	<i>n.m.</i>	<i>(5)</i>	<i>(7)</i>	<i>(2)</i>	<i>n.m.</i>
Other operating costs	788	719	(69)	(9%)	1,543	1,477	(66)	(4%)
Depreciation, amortisation and impairments	200	212	12	+6%	398	406	+8	+2%
EBIT	429	698	+269	+63%	1,049	1,392	+342	+33%
EBIT Margin	+16%	+24%			+18%	+24%		
Finance income/(costs) and profit/(loss) on investments accounted for using the equity method	19	(15)	(34)	n.m.	39	4	(35)	(89%)
Profit before tax	448	683	+235	+52%	1,088	1,396	+308	+28%
Income tax expense	122	214	+92	+75%	315	432	+117	+37%
Profit for the period	326	469	+143	+44%	773	964	+191	+25%

MAIL, PARCEL & DISTRIBUTION PROFIT & LOSS

€m	Q2-21	Q2-22	Var.	Var. %	H1-21	H1-22	Var.	Var. %
Segment revenue	912	904	(8)	(1%)	1,831	1,805	(26)	(1%)
Intersegment revenue	1,072	1,212	+141	+13%	2,347	2,481	+135	+6%
Total revenues	1,984	2,116	+132	+7%	4,178	4,286	+108	+3%
Personnel expenses	1,306	1,237	(69)	(5%)	2,639	2,537	(102)	(4%)
<i>of which personnel expenses</i>	1,298	1,234	(63)	(5%)	2,629	2,532	(97)	(4%)
<i>of which early retirement incentives</i>	8	3	(5)	(64%)	10	5	(5)	(49%)
Other operating costs	620	578	(42)	(7%)	1,209	1,188	(21)	(2%)
Intersegment costs	21	8	(13)	(63%)	41	22	(19)	(46%)
Total costs	1,947	1,823	(124)	(6%)	3,889	3,747	(142)	(4%)
EBITDA	37	293	+256	n.m.	289	539	+250	+87%
Depreciation, amortisation and impairments	195	206	+12	+6%	389	397	+8	+2%
EBIT	(158)	87	+244	n.m.	(100)	142	+242	n.m.
EBIT MARGIN	(8%)	+4%			(2%)	+3%		
Finance income/(costs)	(4)	1	+5	n.m.	1	4	+3	n.m.
Profit/(Loss) before tax	(162)	88	+250	n.m.	(99)	146	+245	n.m.
Income tax expense	(56)	32	+89	n.m.	(32)	59	+91	n.m.
Profit for the period	(106)	55	+161	n.m.	(67)	87	+154	n.m.

FINANCIAL SERVICES PROFIT & LOSS

€m	Q2-21	Q2-22	Var.	Var. %	H1-21	H1-22	Var.	Var. %
Segment revenue	1,082	1,194	+112	+10%	2,409	2,505	96	+4%
Intersegment revenue	181	201	+21	+11%	380	398	17	+5%
Total revenues	1,263	1,396	+133	+11%	2,789	2,903	+114	+4%
Personnel expenses	11	10	(1)	(11%)	22	21	(1)	(6%)
<i>of which personnel expenses</i>	11	10	(1)	(10%)	22	21	(1)	(5%)
<i>of which early retirement incentives</i>	0	0	(0)	n.m.	0	0	(0)	(81%)
Other operating costs	35	23	(12)	(35%)	77	49	(28)	(36%)
Depreciation, amortisation and impairments	0	0	+0	n.m.	0	0	+0	+56%
Intersegment costs	1,060	1,189	+129	+12%	2,329	2,429	+100	+4%
Total costs	1,107	1,223	+116	+10%	2,428	2,499	+71	+3%
EBIT	156	173	17	+11%	362	404	43	+12%
EBIT MARGIN	12%	12%			13%	14%		
Finance income/(costs)	2	(27)	(30)	n.m.	7	(22)	(30)	n.m.
Profit/(Loss) before tax	159	146	(13)	(8%)	369	382	13	+4%
Income tax expense	46	48	1	+3%	105	113	8	+7%
Profit for the period	112	98	(14)	(13%)	264	269	5	+2%

INSURANCE SERVICES PROFIT & LOSS

€m	Q2-21	Q2-22	Var.	Var. %	H1-21	H1-22	Var.	Var. %
Segment revenue	550	544	(7)	(1%)	1,044	1,073	+29	+3%
Intersegment revenue	1	1	+0	+8%	1	1	+0	+3%
Total revenues	551	544	(6)	(1%)	1,046	1,074	+29	+3%
Personnel expenses	10	9	(1)	(14%)	18	18	(0)	(3%)
<i>of which personnel expenses</i>	9	9	(0)	(2%)	17	18	+1	+4%
<i>of which early retirement incentives</i>	1	0	(1)	n.m.	1	0	(1)	n.m.
Other operating costs	24	22	(2)	(9%)	51	46	(5)	(10%)
Depreciation, amortisation and impairments	1	1	0	+47%	2	3	1	+26%
Intersegment costs	146	165	+19	+13%	318	332	+14	+4%
Total costs	182	197	+15	+8%	389	399	+9	+2%
EBIT	369	347	(22)	(6%)	656	676	+20	+3%
EBIT MARGIN	67%	64%			63%	63%		
Finance income/(costs)	16	12	(4)	(28%)	27	23	(5)	(17%)
Profit/(Loss) before tax	385	359	(26)	(7%)	684	699	15	+2%
Income tax expense	115	108	(8)	(7%)	205	211	+6	+3%
Profit for the period	270	251	(19)	(7%)	479	487	9	+2%

PAYMENTS & MOBILE PROFIT & LOSS

€m	Q2-21	Q2-22	Var.	Var. %	H1-21	H1-22	Var.	Var. %
Segment revenue	207	250	+44	+21%	399	482	+83	+21%
Intersegment revenue	84	69	(15)	(18%)	167	136	(31)	(19%)
Total revenues	291	319	+28	+10%	567	618	+51	+9%
Personnel expenses	7	7	+0	+3%	13	14	+1	+6%
<i>of which personnel expenses</i>	7	7	+0	+3%	13	14	+1	+6%
Other operating costs	109	96	(13)	(12%)	206	194	(12)	(6%)
Intersegment costs	109	121	+11	+10%	208	233	+25	+12%
Total costs	225	224	(1)	(1%)	427	441	+14	+3%
EBITDA	66	95	+30	+45%	139	177	+37	+27%
Depreciation, amortisation and impairments	4	4	0	+3%	8	7	(1)	(8%)
EBIT	62	91	+30	+48%	131	169	+38	+29%
EBIT MARGIN	21%	29%			23%	27%		
Finance income/(costs)	5	0	(5)	n.m.	3	0	(4)	n.m.
Profit/(Loss) before tax	67	91	+25	+37%	135	169	+34	+25%
Income tax expense	17	26	+9	+56%	36	48	+12	+33%
Profit for the period	50	66	+15	+31%	99	121	+22	+23%

DISCLAIMER

This document contains certain forward-looking statements that reflect Poste Italiane's management's current views with respect to future events and financial and operational performance of the Company and of the Company's Group.

These forward-looking statements are made as of the date of this document and are based on current expectations, reasonable assumptions and projections about future events and are therefore subject to risks and uncertainties. Actual future results and performance may indeed differ materially from what is expressed or implied in this presentation, due to any number of different factors, many of which are beyond the ability of Poste Italiane to foresee, control or estimate precisely, including, but not limited to, changes in the legislative and regulatory framework, market developments, price fluctuations and other risks and uncertainties, such as, for instance, risks deriving from the recent Covid-19 pandemic and from the direct and indirect effects resulting from the international conflict in Eastern Europe.

Forward-looking statements contained herein are not a guarantee of future performance and you are therefore cautioned not to place undue reliance thereon.

This document does not constitute a recommendation regarding the securities of the Company; it does not contain an offer to sell or a solicitation of any offer to buy any securities issued by Poste Italiane or any of its Group companies or other forms of financial assets, products or services.

Except as may be required by applicable law, Poste Italiane denies any intention or obligation to update or revise any forward-looking statements contained herein to reflect events or circumstances after the date of this presentation.

Pursuant to art. 154- BIS, par.2, of the Consolidated Financial Bill of February 24, 1998, the executive (Dirigente Preposto) in charge of preparing the corporate accounting documents at Poste Italiane, Alessandro Del Gobbo, declares that the accounting information contained herein corresponds to document results and accounting books and records.

This presentation includes summary financial information and should not be considered a substitute for Poste Italiane's full financial statements.

Numbers in the document may not add up only due to roundings.

Posteitaliane

    [posteitaliane.it](https://www.posteitaliane.it)