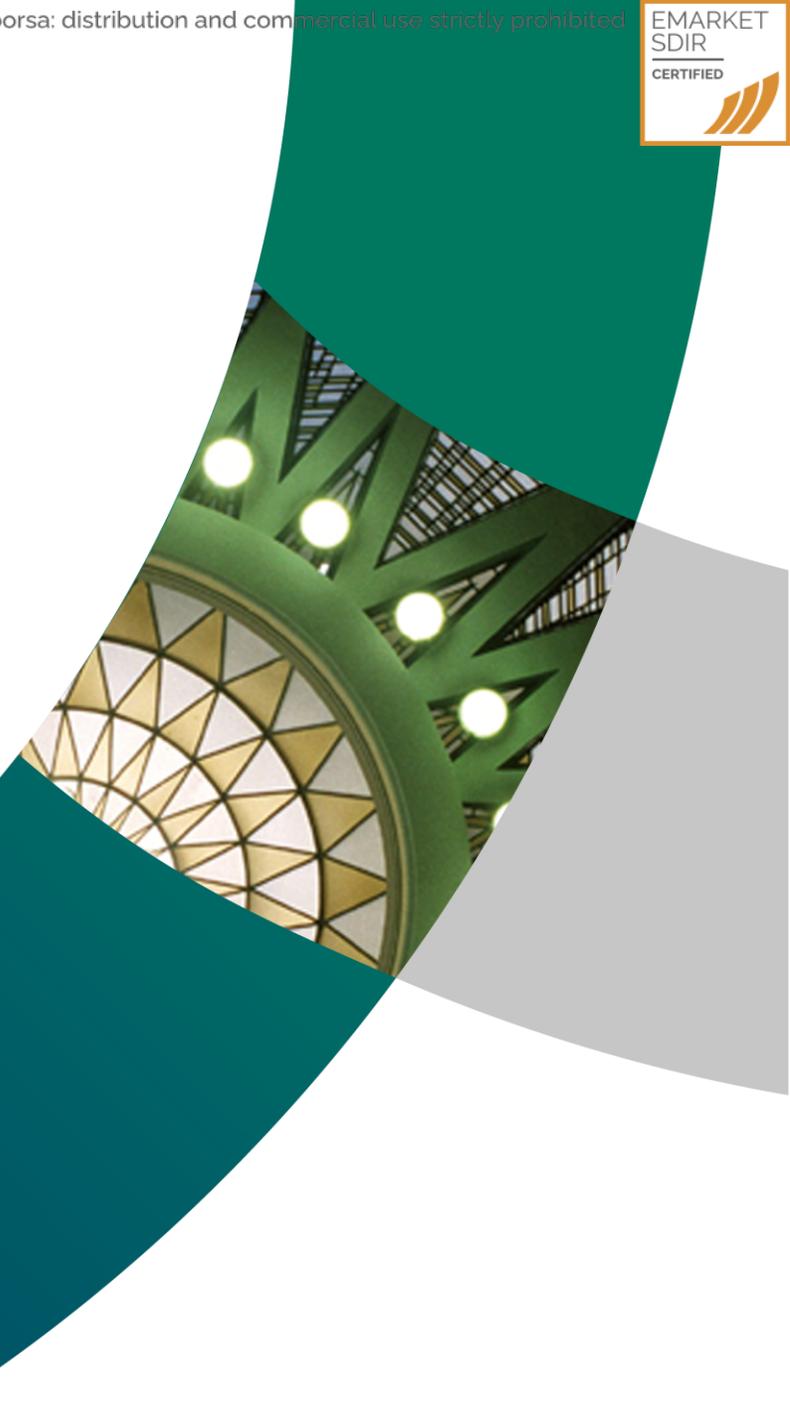




# Group H1 2024 Results Presentation

06 August 2024



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This presentation includes both accounting data (based on financial accounts) and internal managerial data (which are also based on estimates).

Mr. Gianpietro Val, as the manager responsible for preparing the Bank's accounts, hereby states pursuant to Article 154-bis, paragraph 2 of the Financial Consolidated Act that the accounting data contained in this presentation correspond to the documentary evidence, corporate books and accounting records.

# Methodological Notes

- The balance sheet and income statement layouts contained in this news release have been reclassified along management criteria in order to provide an indication on the Group's overall performance based on more easily understandable aggregate operating and financial data. These layouts have been prepared based on the financial statement layouts indicated in the Bank of Italy's Circular no. 262/2005 and following updates.
- It is reminded that, as part of a wider reorganization on the Bancassurance business model started in 2022 (please refer to FY 2022 and FY 2023 Annual Reports for details), on 14 December 2023 the Group completed:
  - the acquisition of control of Vera Vita – previously already held at 35% - through the purchase of 65% of the capital from Generali Italia, in execution of the exercise of the call option by the Banco BPM Group on 29 May 2023. Consequently, as of 31/12/23, the balance sheet of Vera Vita is included, line-by-line, in the consolidated financial statements. The economic contribution, for the entire 2023 financial year, is shown in the reclassified income statement item "Income (loss) from investments in associates carried at equity", as the company was owned at 35% until the end of 2023, while, starting from Q1 2024, the economic contribution from Vera Vita is reported line-by-line.
  - the purchase transaction of 65% of the shares of Vera Assicurazioni (which in turn holds 100% of Vera Protezione) from Generali Italia and the simultaneous sale of a 65% stake to Crédit Agricole Assurances (CAA). Consequently, as of 31/12/23, the investment held in Vera Assicurazioni (and indirectly in Vera Protezione) for 35% is included in the reclassified balance sheet line item "Equity investment", in line with the classification at the beginning of the year. The related economic contribution, for the stake held (35%), is shown in the reclassified income statement item "Income (loss) from investments in associates carried at equity", as the investment is qualified as an "associates" for the entire 2023 financial year. Nothing changes for the financial year 2024.
  - the sale of its 65% controlling stake in Banco BPM Assicurazione to CAA. As a result of the following loss of control of the subsidiary, the stake held (35%) in Banco BPM Assicurazione is considered as "associate" and included in the reclassified balance sheet line item "Equity investment". The related economic contribution is represented, line-by-line, in the consolidated income statement for the entire 2023 financial year, as it was considered as subsidiary until the end of the 2023, while, starting from Q1 2024, it is included in the reclassified income statement item "Income (loss) from investments in associates carried at equity".

As a result of the above, for the 2023 financial year, in the reclassified income statement a new item "Impact of bancassurance reorganization" has been created, which includes the overall net effects related to bancassurance transactions, with the aim of simplifying their illustration and guarantee a homogeneous comparison (€ -22,2 million). In the first quarter of 2024, the definition of the prices of purchase and sale transactions led to a revision of the estimate of the effects recognized in 2023, by crediting the Q1 2024 income statement of € 2,4 million.

- With reference to the binding agreement signed for the establishment of a strategic partnership aimed at developing a new Italian and independent reality in the digital payments sector, which provides for the contribution to the joint venture Numia S.p.A. of Banco BPM's payment activities and the equity investment in Tecmarket Servizi S.p.A., it should be noted that:
  - starting from the situation as of June 30, 2023, the related assets and liabilities, subject to contribution, are reclassified in the specific balance sheet items "Non-current assets and groups of assets held for sale" and "Liabilities associated with assets held for sale," in line with IFRS 5;
  - starting from Q1 2024, the profits generated by activities tied to the monetics sector carried out by the subsidiary Tecmarket Servizi S.p.A., as well as profits from the management of digital payment services, provided by the Parent company (after the partial demerger of the abovementioned subsidiary on 1 January 2023), which were previously posted under "Other net operating income", has been reclassified under the line-item "Net fees and commission income" of the reclassified income statement starting from Q1 2024, due to the incoming finalization of the JV in Payments system. 2023 data have been restated accordingly. Looking ahead, this representation will allow for a more homogeneous comparison with the commission income that will be received by the Group for the distribution of services related to payment/monetics business, following the completion of the deal here described.
- The Group capital ratios and data included in this presentation are calculated including the interim profit and deducting the amount of the dividend pay-out determined according to the current regulation.

# Agenda

<b>1</b>	<b>Executive Summary</b>	<b>5</b>
<b>2</b>	<b>Key Highlights</b>	<b>11</b>
<b>3</b>	<b>Final Remarks</b>	<b>23</b>
<b>4</b>	<b>H1 2024 Performance Details</b>	<b>26</b>

# Executive Summary

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1

# H1 2024: ANOTHER SET OF SOLID RESULTS LEADING TO GUIDANCE UPGRADE

## ADJUSTED NET INCOME AT €776m

- +19% Y/Y
- Above the Strategic Plan trajectory

## CET1 RATIO AT 15.2%

- Highest level since the merger
- Well ahead of Strategic Plan landing point

## INCREASED EPS EXPECTED FOR 2024

- ~€0.95 (from ~€0.90)<sup>1</sup>
- +14% vs. €0.83 EPS 2023



## 2024 INTERIM DIVIDEND UPGRADE<sup>2</sup>

- ~€600m (from ~€550m)
- +9% vs. original plan forecast



## EFFECTIVE MANAGERIAL ACTIONS SUPPORTING A POSITIVE PROFITABILITY OUTLOOK

- Reduction in interest rate sensitivity<sup>3</sup>: -€50m in H1
- New Product Factories set up: progressive deployment → full steam by 2026

# Strong progress in H1 2024 performance & fundamentals

Data as at 30/06/2024

## IMPROVING PROFITABILITY

CORE REVENUES<sup>1</sup>

€2.83bn in H1

+8.3% Y/Y

➔ Contribution from new key Product Factories<sup>2</sup> still to materialize

Closing of Numia JV expected in Q3 2024

## HIGH-LEVEL FRANCHISE VALUE

CUSTOMER FINANCIAL ASSETS

+€7.7bn in H1

INVESTMENT PRODUCT PLACEMENTS

+31.0% Y/Y

➔

- Stock of AUC +€2.9bn in H1 (+6.7%)
- Stock of AUM +€2.1bn in H1 (+3.3%)

## ENHANCED ASSET QUALITY

NPE RATIO (NET)

1.62%

CoR (ANNUALISED)

38bps in H1

➔

- 9.7% reduction of gross NPEs in H1
- Default rate still below 1%

## ROCK-SOLID BALANCE SHEET POSITION

MDA BUFFER

609BPS  
(vs. 508bps YE23<sup>3</sup>)

LCR & NSFR<sup>4</sup>

140% & 127%

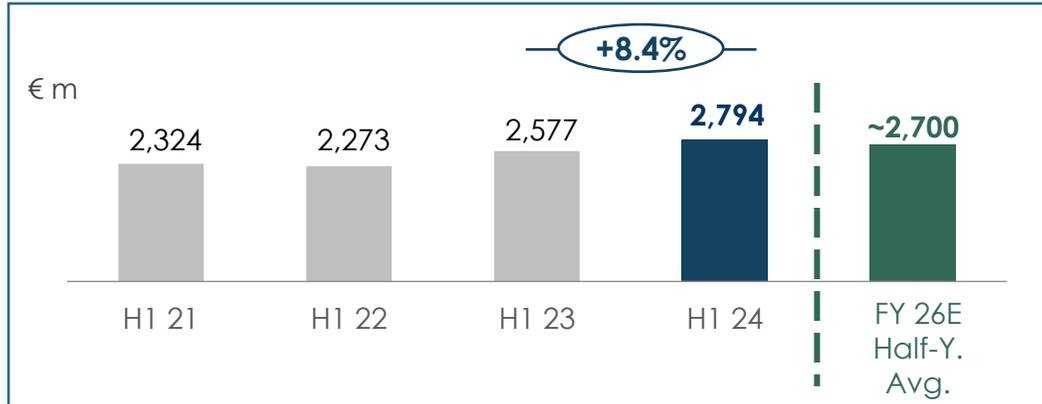
➔

- Investment Grade for all senior credit ratings
- €2.9bn wholesale bonds issued<sup>5</sup>

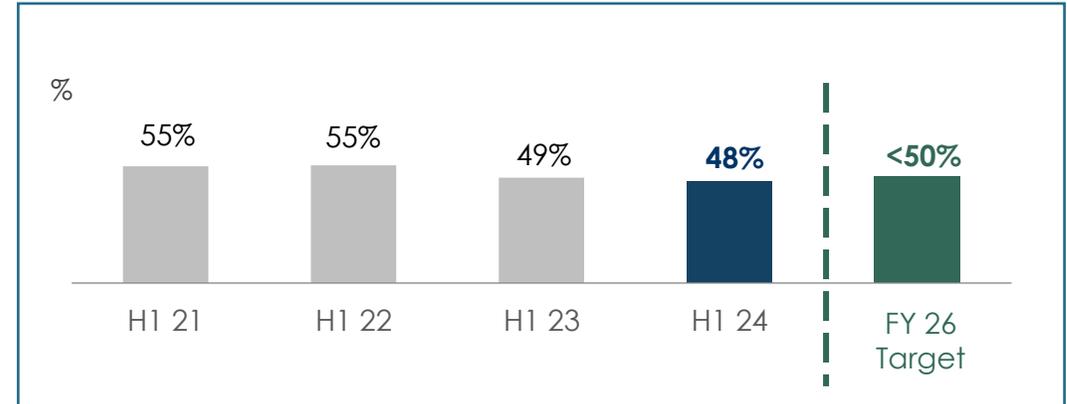
# Well on-track vs. Plan targets (1/3)

## Profitability performance gaining momentum

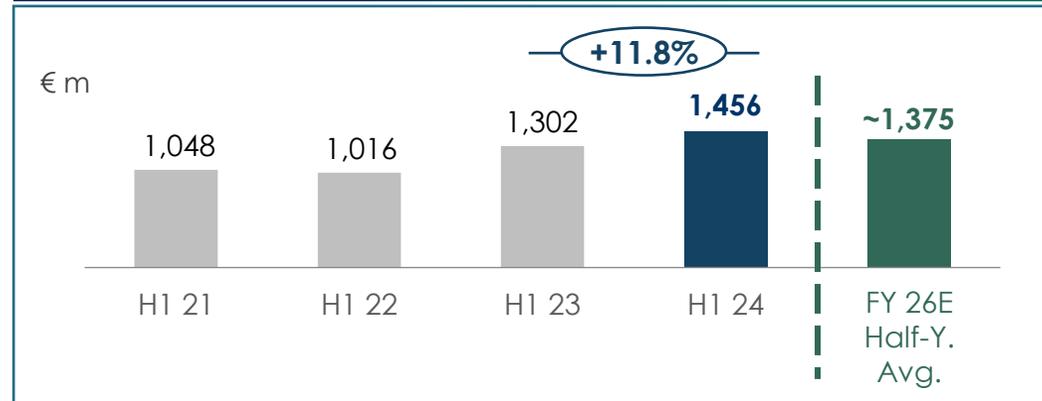
### TOTAL REVENUES



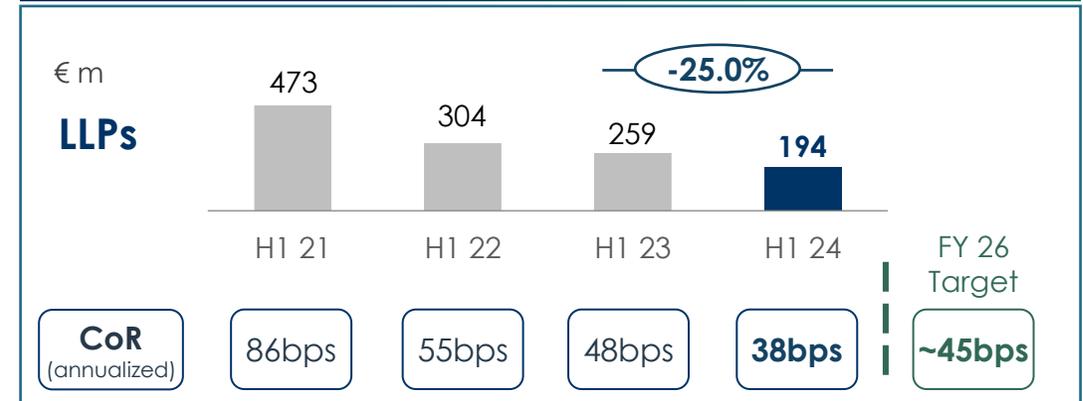
### COST / INCOME



### PRE-PROVISION INCOME



### LLPs & CoR



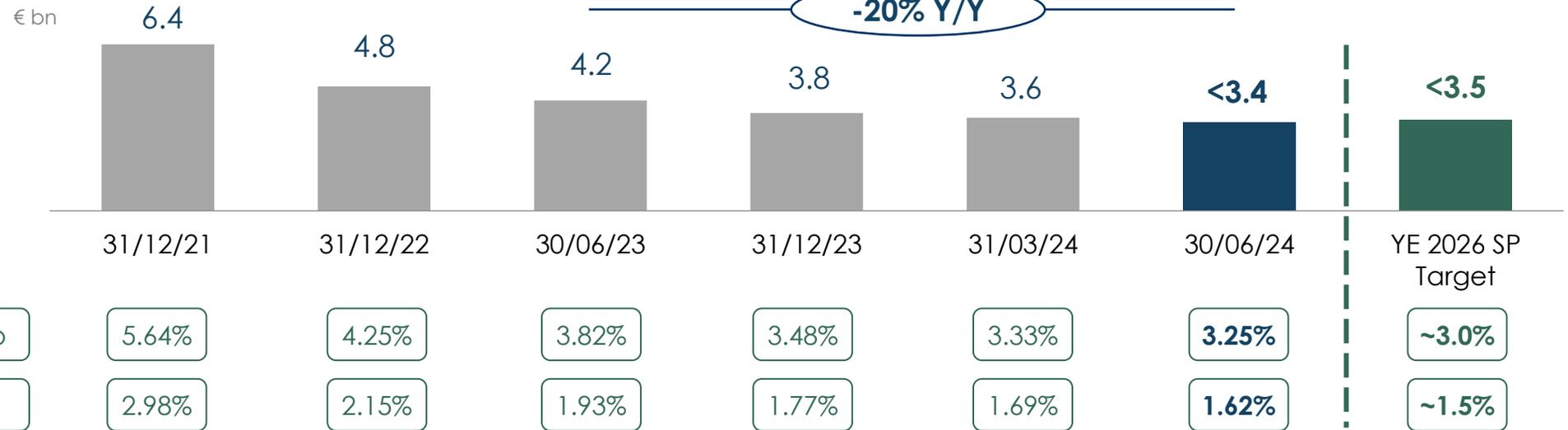
# Well on-track vs. Plan targets (2/3)

## Accelerated enhancement in Asset Quality

### GROSS NPEs ALREADY BELOW STRATEGIC PLAN TARGET FOR 2026

#### GROSS NPEs:

- -€0.8bn Y/Y
- -€0.4bn in H1 24



#### ACCELERATED DERISKING PATH

- **€700m NPE disposal plan** (with CoR frontloaded in 2023) **anticipated: target to be achieved by YE 2024** (vs. 2026 originally expected), o/w:
  - ~€250m already realized in H1 24 (~€150m in Q2)
  - ~€450m now expected in H2 24

#### HEALTHY MIGRATION RATES CONFIRMED

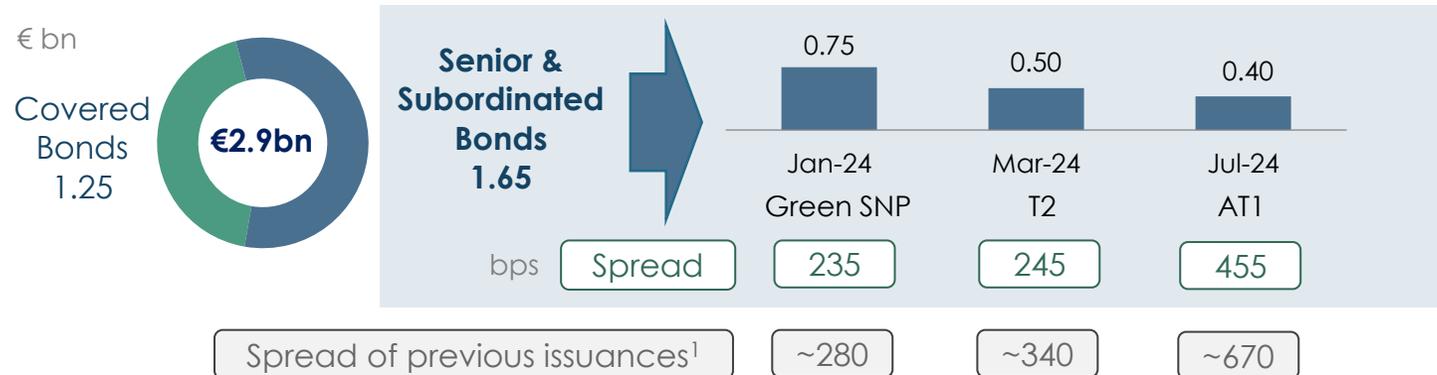
- **Default rate still below 1%** vs. 1.3% embedded in the Plan for FY 2024

# Well on-track vs. Plan targets (3/3)

## Solid Funding Position confirmed, wide buffers from record-high capital ratios

### EXCELLENT FUNDING CAPACITY

#### €2.9BN WHOLESAL B BONDS ISSUED SO FAR IN 2024 (€2.5BN IN H1)



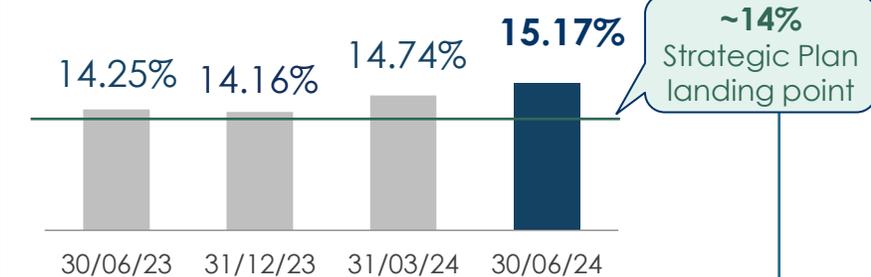
#### POSITIVE RATING MOMENTUM CONTINUING IN 2024



- Total Direct Funding<sup>2</sup> at €129.8bn: +€3.8bn in H1
- NSFR at 127%<sup>3</sup>
- MREL buffer<sup>4</sup> at 9.4 p.p.

### INCREASING CAPITAL STRENGTH: UNPRECEDENTED LEVEL

#### CET 1 RATIO +101BPS IN H1



- Tier 1 ratio at 17.40%
- Total Capital ratio at 20.92%
- MDA buffer at 609bps
- Leverage ratio at 5.42%

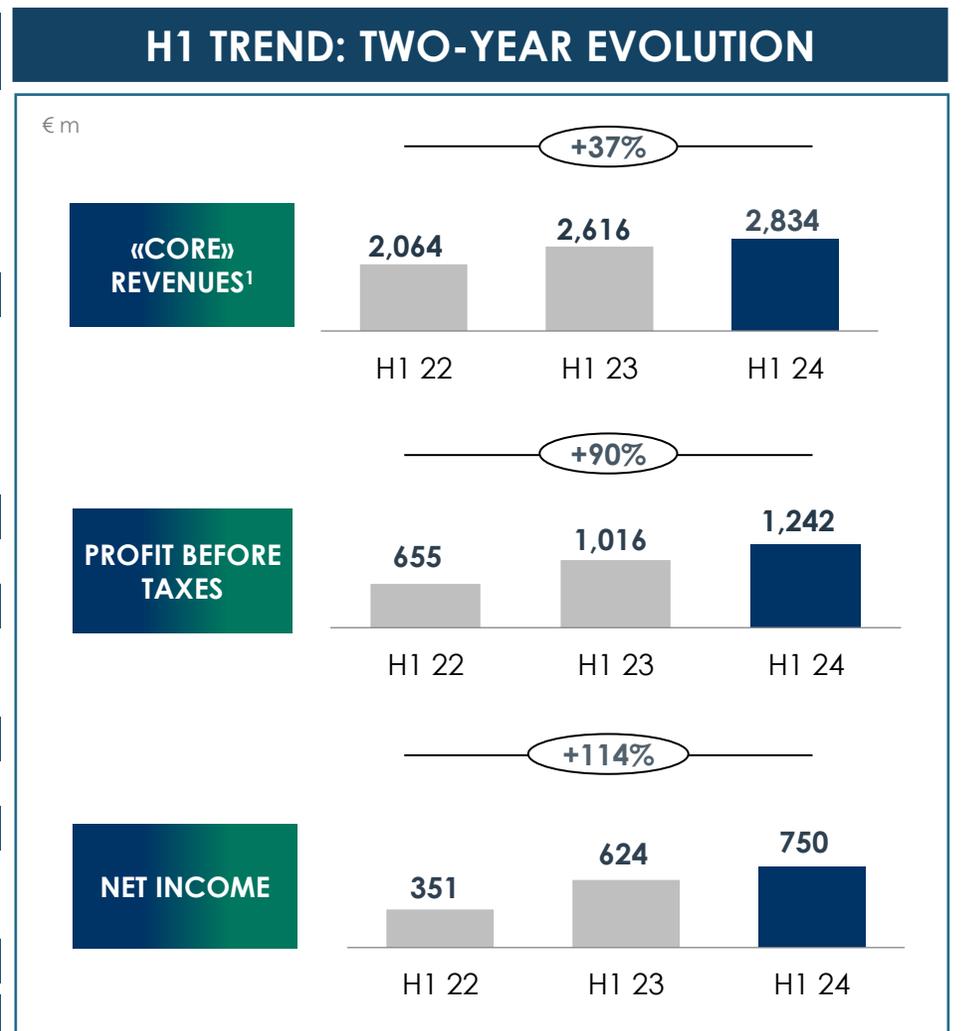
# Key Highlights

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# H1 2024 Stated Net Income at €750m, +20.1% Y/Y

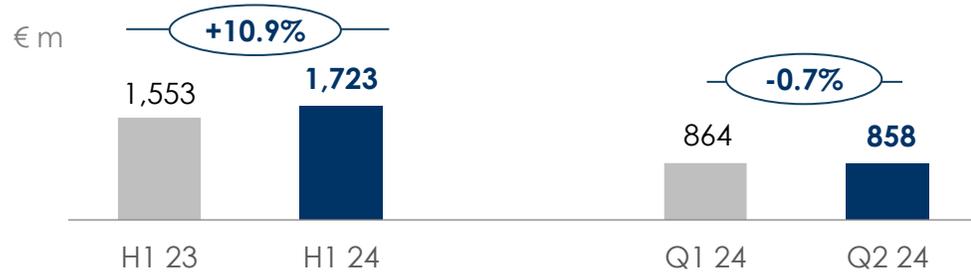
P&L HIGHLIGHTS € m	Q2 23	Q2 24	Chg. Y/Y	H1 23	H1 24	Chg. Y/Y
	Net interest income	810		858	6.0%	
Net fees and commissions	485	500	3.1%	978	1,021	4.5%
Income from associates	24	45		61	75	
Income from insurance	15	10		25	15	
<b>«Core» Revenues<sup>1</sup></b>	<b>1,334</b>	<b>1,413</b>	<b>5.9%</b>	<b>2,616</b>	<b>2,834</b>	<b>8.3%</b>
Net financial result	-8	-51		-42	-42	
<i>o/w Cost of certificates</i>	-64	-76		-112	-151	
<i>o/w Other NFR</i>	55	25		70	109	
Other net operating income	1	-1		4	2	
<b>Total revenues</b>	<b>1,327</b>	<b>1,361</b>	<b>2.5%</b>	<b>2,577</b>	<b>2,794</b>	<b>8.4%</b>
Operating costs	-635	-670	5.6%	-1,275	-1,339	5.0%
<b>Pre-Provision income</b>	<b>692</b>	<b>691</b>	<b>-0.2%</b>	<b>1,302</b>	<b>1,456</b>	<b>11.8%</b>
Loan loss provisions	-121	-112	-8.0%	-259	-194	-25.0%
Other <sup>2</sup>	-30	1		-28	-20	
<b>Profit from continuing operations (pre-tax)</b>	<b>541</b>	<b>580</b>	<b>7.1%</b>	<b>1,016</b>	<b>1,242</b>	<b>22.3%</b>
Taxes	-170	-180		-317	-396	
<b>Net profit from continuing operations</b>	<b>372</b>	<b>400</b>	<b>7.5%</b>	<b>699</b>	<b>846</b>	<b>21.1%</b>
Systemic charges	0	1		-58	-67	
PPA and other	-12	-21		-16	-29	
<b>Net income</b>	<b>359</b>	<b>380</b>	<b>5.8%</b>	<b>624</b>	<b>750</b>	<b>20.1%</b>
<b>Net income Adj.<sup>3</sup></b>	<b>382</b>	<b>400</b>	<b>4.7%</b>	<b>652</b>	<b>776</b>	<b>19.0%</b>



# NII at €1,723m in H1 2024

## Resilient outlook with rate sensitivity reduced to ~€200m

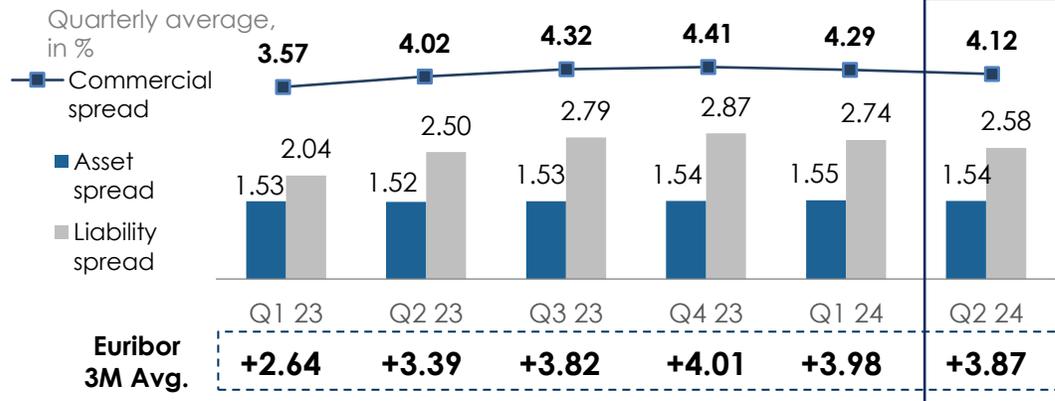
### NII TREND



### INTEREST RATE SENSITIVITY<sup>1</sup> AT ~€200M down from ~€250m in Q1 24

(AT NII + NFR LEVEL)

### EVOLUTION OF COMMERCIAL SPREADS<sup>5</sup>



### MAIN ACTIONS SUPPORTING NII TARGET OVER THE PLAN HORIZON

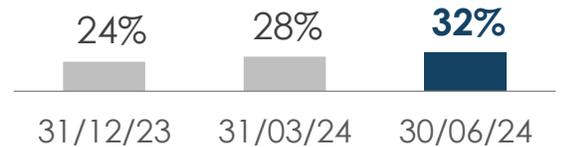
#### GROWING SIZE OF REPLICATING PORTFOLIO<sup>2</sup>

Further mitigation of expected rate reductions provided by additional option-based hedging strategies (>€3bn notional)



#### INCREASED SHARE OF INDEXED C/A<sup>4</sup>

Enabling cost of funding reduction in the forthcoming lower interest rate scenario



#### LEVERAGING ON IMPROVED CREDIT RATINGS & IG STATUS

Spread reduction in new bonds & certificates (>€100m benefit in 2026)<sup>6</sup>

#### REDUCING RECOURSE TO TIME DEPOSITS

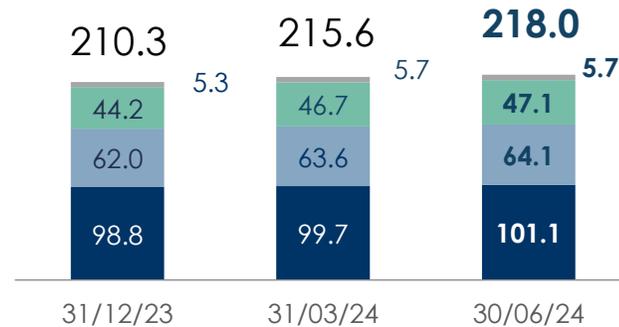


# Total Customer Financial Assets +€7.7bn in H1 and New Lending +10.7% Q/Q

## TOTAL CUSTOMER FINANCIAL ASSETS

€ bn

- Cap.-protected Certificates & other Debt Securities at FV
- AUC
- AUM
- "Core" Direct (C/A & Deposits)



- High-value deposit base, with >80% Retail & SME deposits<sup>1</sup>
- Guaranteed deposits >€55bn<sup>2</sup>

### INDIRECT CUSTOMER FUNDING, +4.7% IN H1

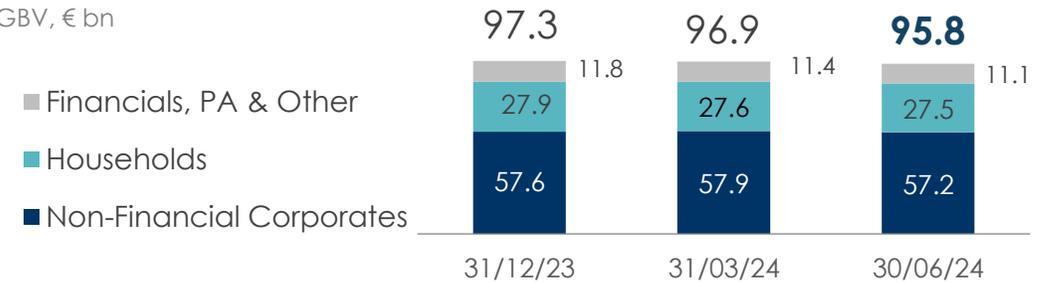
- +€2.9bn AUC (+€6bn in the Strategic Plan horizon<sup>3</sup>)
- +€2.1bn AUM (+€8bn in the Strategic Plan horizon<sup>3</sup>)

### CORE CUSTOMER DEPOSITS

- +€2.3bn C/A and Deposits in H1 (+€1bn in the Strategic Plan horizon<sup>3</sup>)
- Exit from most expensive institutional customer deposits (above Euribor) completed in July → enabled by positive flows in H1

## CORE PERFORMING CUSTOMER LOANS

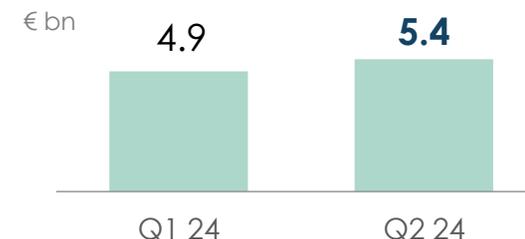
GBV, € bn



- Customer loans in Q2 impacted by a high level of seasonal MLT maturities (€2.4bn in June)
- >56% of Non-Financial Corporate portfolio is secured:
  - 29% with State Guarantees and 28% Collateralised

>72% for Small Businesses<sup>4</sup>

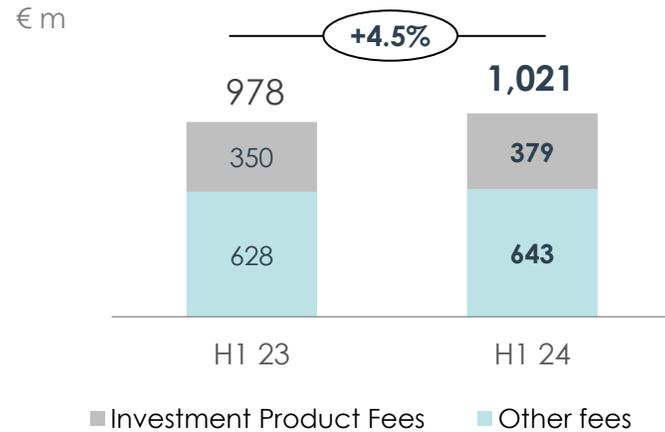
### POSITIVE TREND IN NEW LENDING<sup>5</sup>: +10.7% Q/Q



- New lending supported by decrease in rates
- May and June both at €2bn (top level in H1) → further increase in July

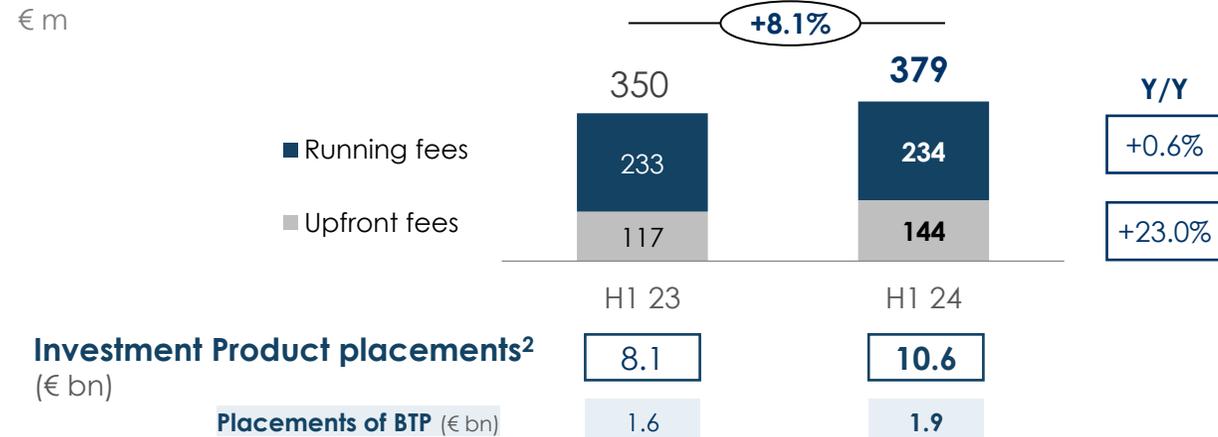
# Total Net Fees & Commissions up at €1,021m: +4.5% Y/Y

## TOTAL NET FEES & COMMISSIONS<sup>1</sup>

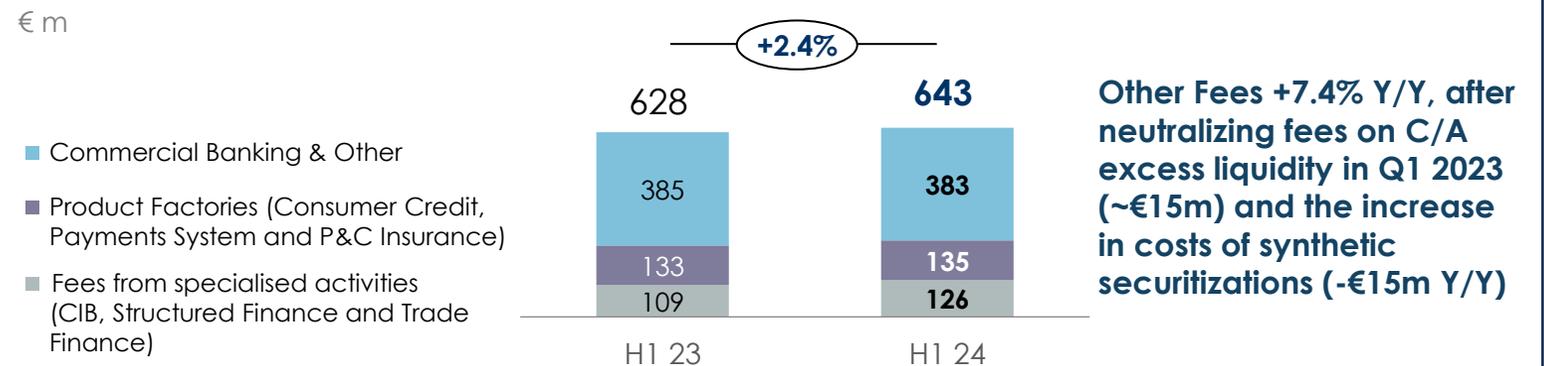


**Total Fees +7.6% Y/Y, after neutralizing fees on C/A excess liquidity in Q1 2023 (~€15m) and the increase in costs of synthetic securitizations (-€15m Y/Y)**

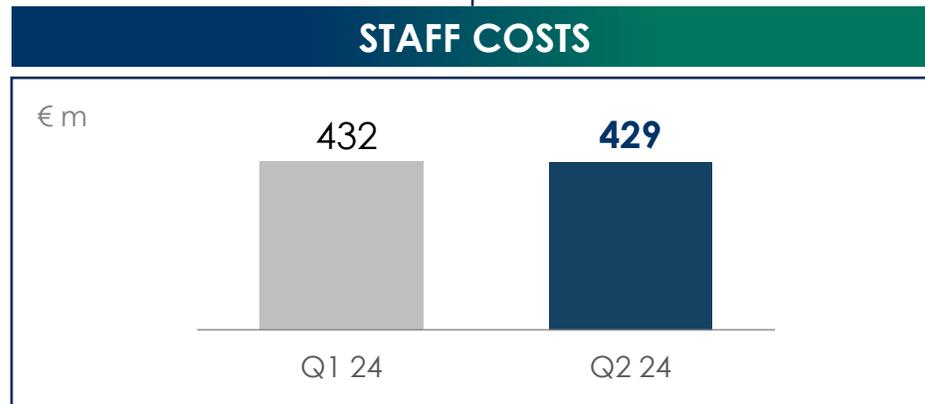
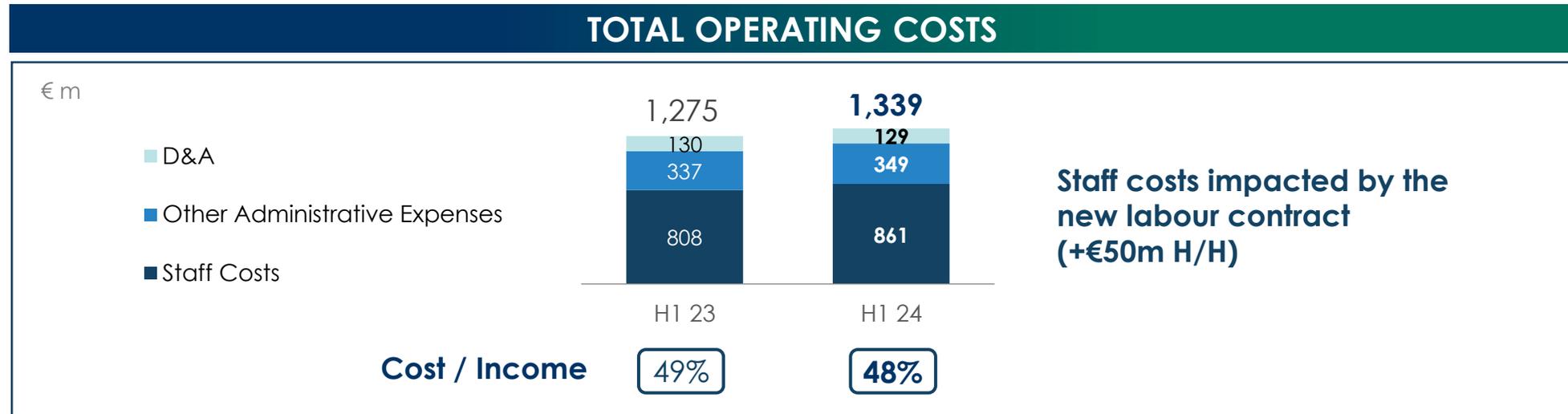
## INVESTMENT PRODUCT FEES



## OTHER FEES

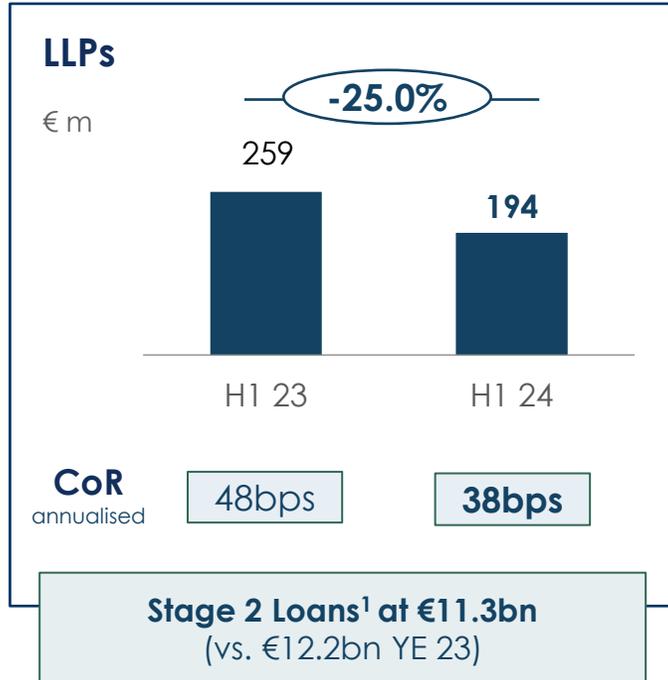


# Cost/Income ratio down at 48%, notwithstanding the impact of the new labour contract



# Improving CoR while strengthening coverage ratios

## LLPS & COST OF RISK



## Gross NPEs: -9.7% YTD and -5.0% Q/Q

GBV, Stock

	31/12/23	31/03/24	30/06/24
UTP + PD	2.15	2.02	1.84
Bad Loans	1.60	1.55	1.54
<b>Gross NPE ratio</b>	<b>3.48%</b>	<b>3.33%</b>	<b>3.25%</b>
<b>NET NPEs</b>	<b>€1.86bn</b>	<b>€1.77bn</b>	<b>€1.65bn</b>
<b>NET NPE ratio</b>	<b>1.77%</b>	<b>1.69%</b>	<b>1.62%</b>

### Migration rates well under control

<1% since 9M 2021

	FY 23	H1 24 annualised
<b>Default rate</b> (from Performing to NPEs)	0.93%	<b>0.99%</b>
<b>Cure rate<sup>2</sup></b> (from UTP to Performing)	5.1%	<b>5.6%</b>
<b>Net Default rate</b> (Net flows to NPEs from performing)	0.80%	<b>0.87%</b>

## Increasing NPE coverage ratios

Coverage ratios indicated in brackets include write-offs

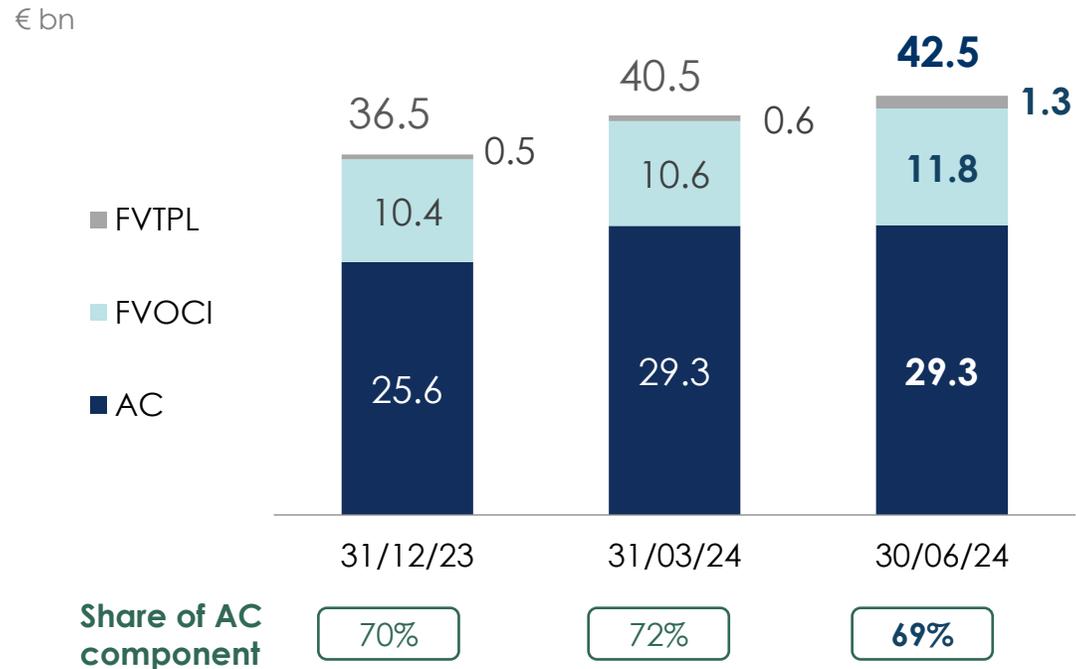
	31/12/23	31/03/24	30/06/24	Var. YTD
<b>BAD LOAN COVERAGE</b>	60.9% (69%)	60.7% (69%)	<b>61.1%</b> (69%)	<b>~ +20 bps</b>
<b>UTP COVERAGE</b>	43.2%	43.4%	<b>44.0%</b>	<b>~ +80 bps</b>
<b>NPE COVERAGE</b>	50.4% (55%)	50.5% (56%)	<b>51.2%</b> (56%)	<b>~ +80 bps</b>

72% excl. loans with State Guarantees

**Reduced NPE vintage: from 3.6 years at YE 2023 to 3.4 years**

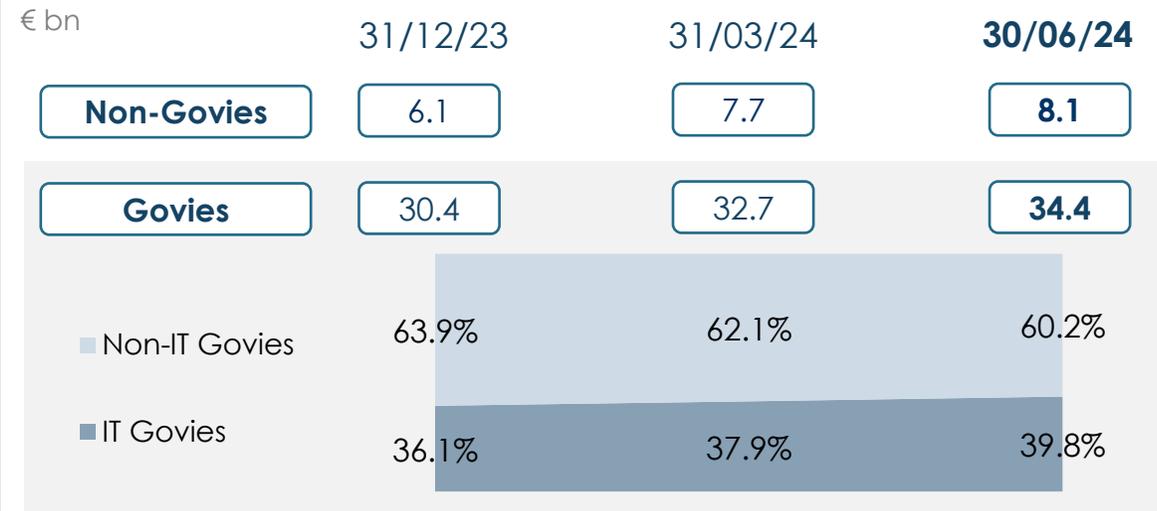
# Optimization and diversification of Debt Securities portfolio

## TREND AND BREAKDOWN BY ACCOUNTING CATEGORY



- Increase in the size of the portfolio in Q2 aimed at taking advantage of the rate scenario, anticipating H2 maturities

## COMPOSITION BY COUNTERPARTY



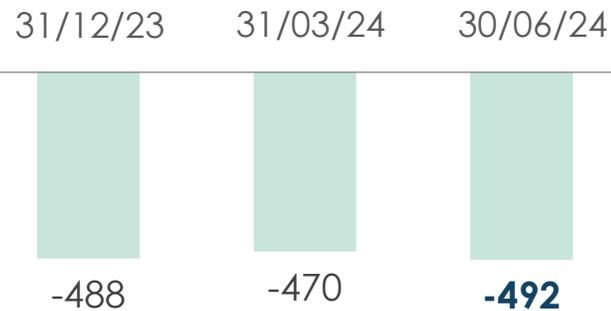
- IT govies on total govies at 39.8%, well below Strategic Plan Target for the 2024-26 period (<50%)
- Share of IT govies on FVOCI govies ptf. at 20.8%

THIS SLIDE REFERS TO THE SECURITIES PORTFOLIO OF THE BANKING BUSINESS

# Reserves of debt securities at FVOCI and Net Financial Result

## RESERVES OF DEBT SECURITIES AT FVOCI<sup>1</sup>

Post-tax  
€ m



Moderate increase in BPV, aimed at mitigating NII impact of interest rate reduction: from <€1m as at 31/03/24 to ~€1.6m as at 30/06/24 (of which only €0.2m for IT Govies<sup>2</sup>)

## BREAKDOWN OF NET FINANCIAL RESULT

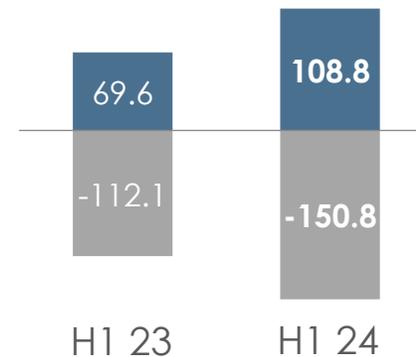
### EVOLUTION H/H

Total NFR

-42.5

-42.0

€ m



- Other NFR components
- Cost of Certificates<sup>3</sup>

### DETAILS Q/Q

#### Other NFR Components

€ m

83.8

25.0

Q1 24

Q2 24

- Positive contribution from trading items confirmed
- Q2 reflects negative FV of option-based NII hedging strategies (expiring in H2 24)

#### Cost of certificates<sup>3</sup>

€ m

Q1 24

Q2 24

-75.0

-75.8

- Contributing to mitigate P&L rate sensitivity in a declining Euribor scenario

# Strong liquidity & funding position

## LIQUIDITY

### Cash + Unencumbered Assets<sup>1</sup>: + €3.2bn in H1

€ bn

- Cash
- Depo facility with ECB
- Eligible Assets
- Other Marketable Securities



**Remix in liquidity components driven by TLTRO reimbursement in Q1**

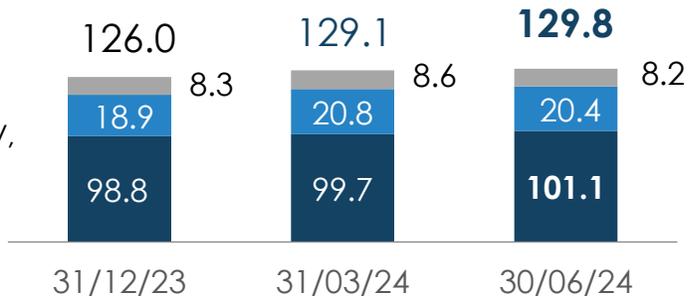
- o/w €16.7bn securities
- o/w €12.3bn credit claims

## FUNDING

### Total Direct Funding<sup>4</sup>: +€3.8bn in H1

€ bn

- Cap.-protected Certificates, other Debt Securities at FV, REPOs & Other
- Bonds
- C/A & Deposits

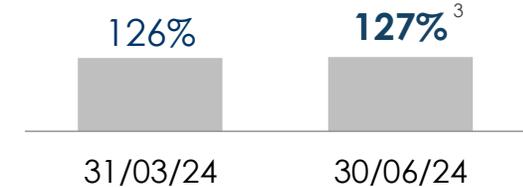


- **€2.9bn wholesale bonds issued in 2024<sup>5</sup>, with a well diversified seniority profile**
- **~€700m of structured bonds issued** through our retail network in H1

### LCR



### NSFR



€15.7bn at YE 23

### TLTRO III



### Net ECB Position



**Wide MREL buffer<sup>6</sup>: 9.4 p.p. vs. Total Requirement 2024**

# ESG strategy: well in progress



## ENVIRONMENT

### NZBA

**TARGETS APPROVED IN TERMS OF INTENSITY EMISSION REDUCTION BY 2030 FOR 5 PRIORITY SECTORS**

Automotive, Cement, Coal, Oil & Gas and Power generation



Representing ~75% of the overall financed emissions<sup>1</sup> of the high-intensity emission sectors identified by NZBA

### LENDING & RISK MANAGEMENT

- **LOW-CARBON NEW M/LT FINANCING: NEW TARGET 2024 AT €5BN<sup>2</sup>**
- **NEW INTERNALLY DEVELOPED “CLIMATE” RATING USED FOR RISK ASSESSMENT**

### GREEN, SOCIAL & SUSTAINABILITY BONDS

#### FUNDING:

- **€750M GREEN SNP BOND ISSUED IN JAN. 2024**
- **2024 IMPACT REPORT OF THE GS&S BONDS FRAMEWORK RELEASED IN JULY**

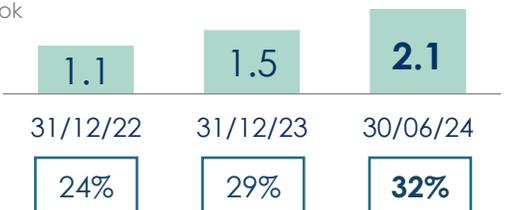
#### INVESTMENTS:

- **FURTHER INCREASE IN INVESTMENTS IN ESG NON-GOVERNMENT BONDS**

As a % of overall Non-government bonds

#### ESG BONDS IN THE PROPRIETARY PORTFOLIO

Banking Book Nominal, € bn



## SOCIAL & GOVERNANCE

### NEW “TRANSITION & SUSTAINABILITY” UNIT

DIRECTLY REPORTING TO THE CO-GENERAL MANAGER - CFO

#### TRANSITION & SUSTAINABILITY

##### ESG STRATEGY

- Responsible for ESG Framework (approaches, methodologies, metrics and KPIs) and Disclosure

##### ESG BUSINESS ADVISORY

- Responsible for supporting functions and subsidiaries in implementing ESG strategy

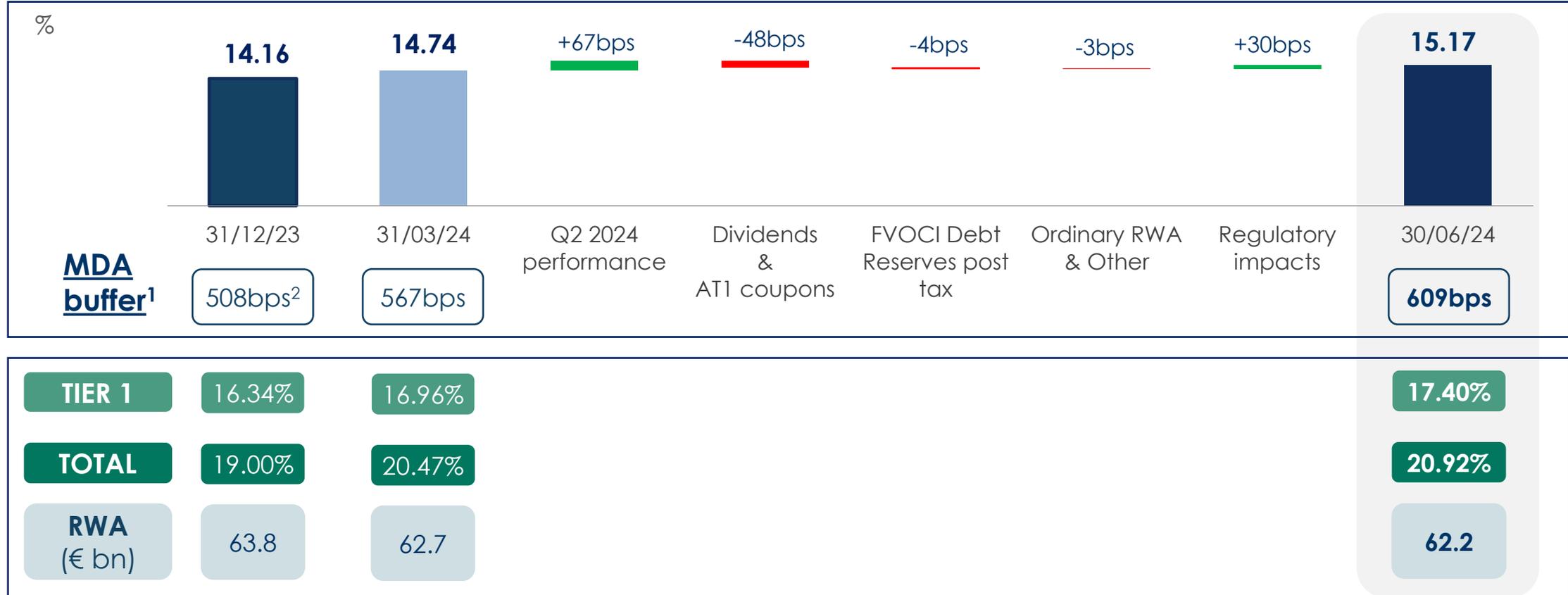
### PEOPLE

**WOMEN IN MANAGERIAL POSITIONS: +12% VS. H1 2023**

# Strong internal capital generation: outstanding CET 1 ratio at 15.17%

## Further significant enhancement of ratios and buffers

### CET 1 RATIO EVOLUTION: +101BPS IN H1 2024, +43BPS IN Q2



# Final Remarks

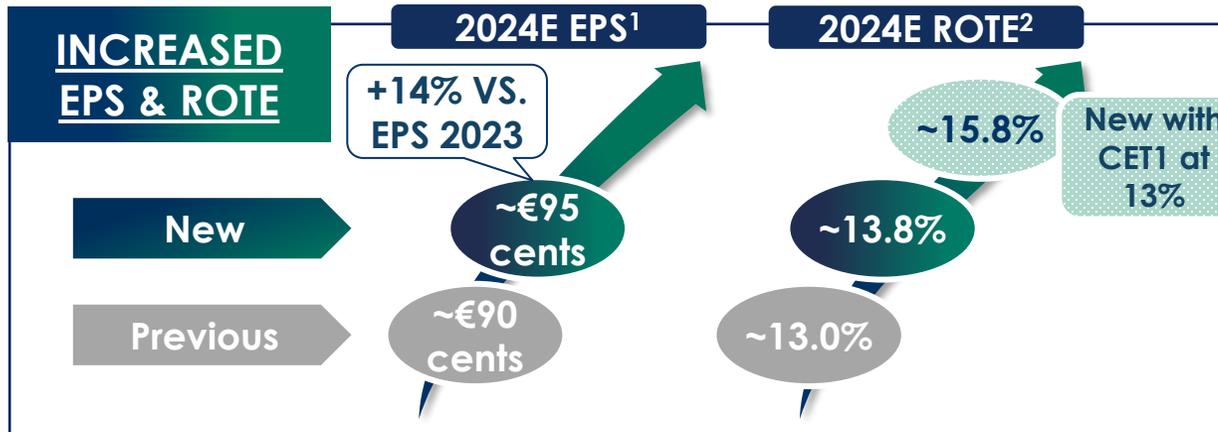
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3

# 2024 Net Income Guidance raised, well on track for 2026 targets...

KPIs	2024E VS. 2023
Net Interest Income	↑
Net Fees & Commissions	↑
Cost / Income	≈
Cost of Risk	↓
CET1 ratio	↑

KEY P&L TARGETS	H1 24	2026 E Half-yearly Avg.
€ bn		
Total Revenues	2.79	~2.70
Pre-Prov. Income	1.46	~1.38
Net Income	0.78 Adj. 0.75 Stated	>0.75

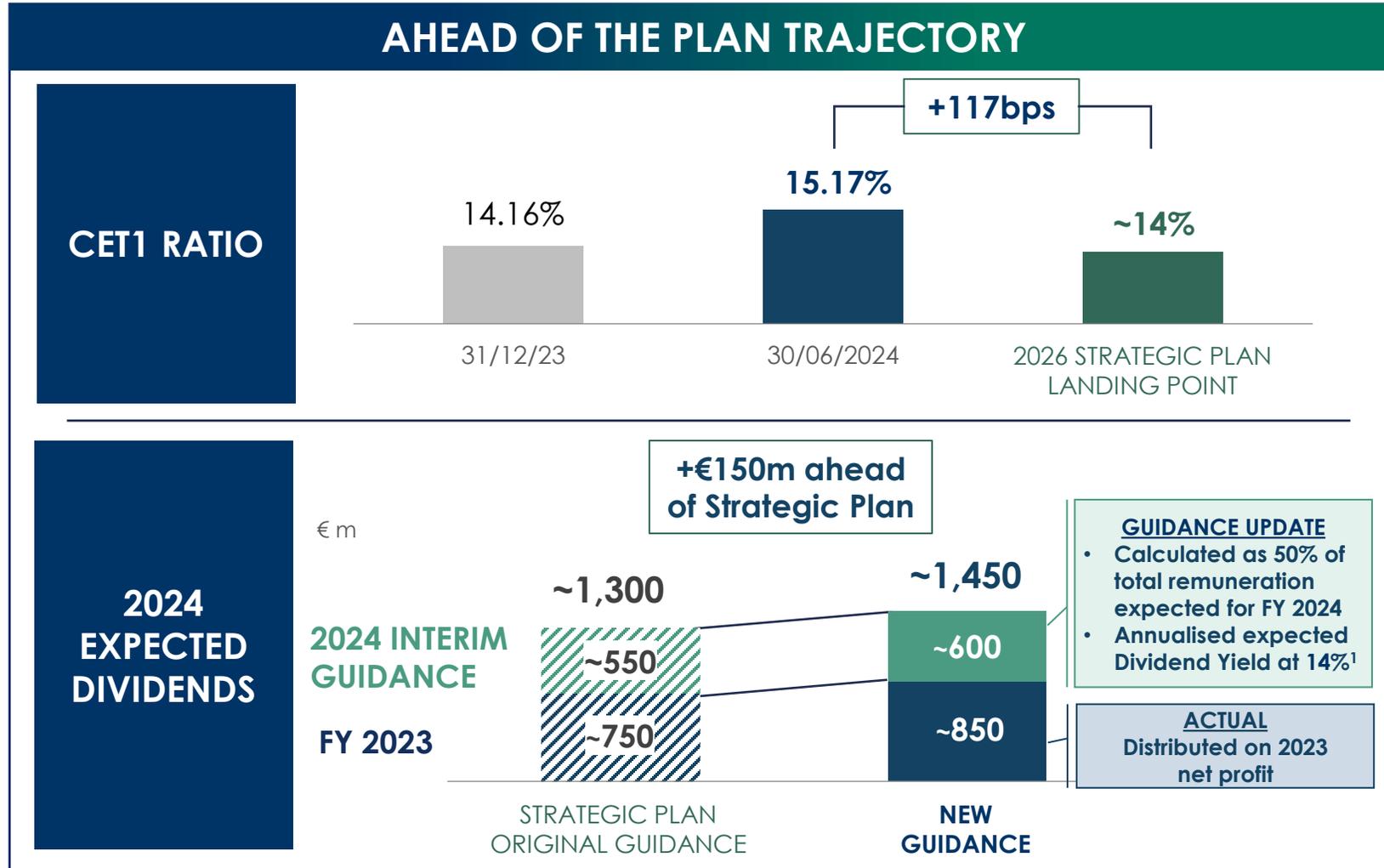


**2024 performance already close to 2026 targets**

**Net Income 2026E: >€1.5bn**

**CONFIDENT IN A SUSTAINABLE LONG-TERM PROFITABILITY OUTLOOK**

# ... with a promising outlook for shareholder remuneration



**TOTAL SHAREHOLDER REMUNERATION 2023-26:**

**POTENTIAL TO EXCEED OUR €4BN STRATEGIC PLAN TARGET**

# H1 2024

# Performance Details

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# 4

# P&L: Quarterly comparison

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Reclassified income statement (€m)	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Chg. Q/Q	Chg. Q/Q %
Net interest income	743.0	809.9	868.7	867.7	864.4	858.4	-6.0	-0.7%
Income (loss) from invest. in associates carried at equity	36.3	24.3	34.1	49.4	30.3	44.6	14.2	46.9%
<b>Net interest, dividend and similar income</b>	<b>779.3</b>	<b>834.2</b>	<b>902.8</b>	<b>917.0</b>	<b>894.7</b>	<b>903.0</b>	<b>8.2</b>	<b>0.9%</b>
Net fee and commission income	493.1	484.7	474.9	466.8	521.6	499.8	-21.8	-4.2%
Other net operating income	2.4	1.4	4.2	13.7	3.8	-1.3	-5.2	-135.1%
Net financial result	-34.1	-8.4	-22.8	-13.8	8.8	-50.8	-59.6	-677.1%
Income from insurance business	9.6	15.0	8.2	13.1	4.8	10.0	5.2	107.1%
<b>Other operating income</b>	<b>471.0</b>	<b>492.7</b>	<b>464.5</b>	<b>479.9</b>	<b>539.1</b>	<b>457.6</b>	<b>-81.5</b>	<b>-15.1%</b>
<b>Total income</b>	<b>1,250.3</b>	<b>1,326.9</b>	<b>1,367.3</b>	<b>1,396.9</b>	<b>1,433.8</b>	<b>1,360.6</b>	<b>-73.3</b>	<b>-5.1%</b>
Personnel expenses	-405.4	-402.9	-402.2	-461.5	-431.6	-428.9	2.7	-0.6%
Other administrative expenses	-170.2	-166.6	-165.1	-150.5	-172.9	-176.1	-3.2	1.8%
Amortization and depreciation	-64.5	-65.2	-68.1	-49.1	-64.1	-64.9	-0.8	1.2%
<b>Operating costs</b>	<b>-640.1</b>	<b>-634.7</b>	<b>-635.3</b>	<b>-661.1</b>	<b>-668.7</b>	<b>-669.9</b>	<b>-1.2</b>	<b>0.2%</b>
<b>Profit (loss) from operations</b>	<b>610.3</b>	<b>692.2</b>	<b>732.1</b>	<b>735.7</b>	<b>765.1</b>	<b>690.6</b>	<b>-74.5</b>	<b>-9.7%</b>
Net adjustments on loans to customers	-137.5	-121.3	-124.8	-175.0	-82.5	-111.6	-29.1	35.3%
Profit (loss) on FV measurement of tangible assets	-1.9	-30.5	-11.8	-102.7	-13.4	-12.6	0.8	-5.8%
Net adjustments on other financial assets	0.7	0.5	-1.0	-2.1	-3.0	-0.3	2.7	-90.3%
Net provisions for risks and charges	2.4	0.9	-17.2	-8.3	-5.0	13.2	18.2	-365.6%
Profit (loss) on the disposal of equity and other invest.	0.2	-0.4	0.3	0.3	0.4	0.6	0.3	70.6%
<b>Income (loss) before tax from continuing operations</b>	<b>474.2</b>	<b>541.4</b>	<b>577.6</b>	<b>447.8</b>	<b>661.7</b>	<b>580.0</b>	<b>-81.7</b>	<b>-12.3%</b>
Tax on income from continuing operations	-147.4	-169.7	-183.0	-104.7	-215.4	-180.4	35.0	-16.3%
<b>Income (loss) after tax from continuing operations</b>	<b>326.8</b>	<b>371.8</b>	<b>394.6</b>	<b>343.1</b>	<b>446.3</b>	<b>399.6</b>	<b>-46.7</b>	<b>-10.5%</b>
Systemic charges after tax	-57.3	-0.4	-69.6	0.7	-68.1	1.5	69.6	-102.2%
Impact of bancassurance reorganization	0.0	0.0	0.0	-22.2	2.5	0.0	-2.5	n.m.
Realignment of fiscal values to accounting values	0.0	0.0	0.0	8.8	0.0	0.0	0.0	n.m.
Restructuring costs	0.0	0.0	0.0	0.0	0.0	-11.7	-11.7	n.m.
Income (loss) attributable to minority interests	0.0	0.4	0.1	-0.4	0.0	0.0	0.0	n.m.
Purchase Price Allocation after tax	-7.4	-6.8	-7.3	-6.8	-8.7	-10.0	-1.3	14.8%
Fair value on own liabilities after Taxes	3.3	-5.8	1.2	-2.1	-1.8	0.5	2.3	-126.8%
<b>Net income (loss) for the period</b>	<b>265.3</b>	<b>359.1</b>	<b>319.0</b>	<b>321.1</b>	<b>370.2</b>	<b>379.9</b>	<b>9.7</b>	<b>2.6%</b>



# P&L: H1 comparison

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Reclassified income statement (€m)	H1 23	H1 24	Chg. Y/Y	Chg. Y/Y %
Net interest income	1,552.9	1,722.8	169.9	10.9%
Income (loss) from invest. in associates carried at equity	60.6	74.9	14.3	23.6%
<b>Net interest, dividend and similar income</b>	<b>1,613.5</b>	<b>1,797.7</b>	<b>184.2</b>	<b>11.4%</b>
Net fee and commission income	977.8	1,021.4	43.6	4.5%
Other net operating income	3.8	2.5	-1.3	-34.2%
Net financial result	-42.5	-42.0	0.5	-1.1%
Income from insurance business	24.6	14.8	-9.8	-39.8%
<b>Other operating income</b>	<b>963.7</b>	<b>996.7</b>	<b>33.0</b>	<b>3.4%</b>
<b>Total income</b>	<b>2,577.2</b>	<b>2,794.4</b>	<b>217.2</b>	<b>8.4%</b>
Personnel expenses	-808.3	-860.6	-52.3	6.5%
Other administrative expenses	-336.8	-349.0	-12.1	3.6%
Amortization and depreciation	-129.7	-129.1	0.6	-0.4%
<b>Operating costs</b>	<b>-1,274.7</b>	<b>-1,338.6</b>	<b>-63.9</b>	<b>5.0%</b>
<b>Profit (loss) from operations</b>	<b>1,302.5</b>	<b>1,455.8</b>	<b>153.3</b>	<b>11.8%</b>
Net adjustments on loans to customers	-258.7	-194.1	64.7	-25.0%
Profit (loss) on FV measurement of tangible assets	-32.4	-26.0	6.4	-19.7%
Net adjustments on other financial assets	1.2	-3.2	-4.4	-377.8%
Net provisions for risks and charges	3.3	8.2	4.9	148.4%
Profit (loss) on the disposal of equity and other invest.	-0.2	1.0	1.3	-537.2%
<b>Income (loss) before tax from continuing operations</b>	<b>1,015.6</b>	<b>1,241.8</b>	<b>226.1</b>	<b>22.3%</b>
Tax on income from continuing operations	-317.1	-395.9	-78.7	24.8%
<b>Income (loss) after tax from continuing operations</b>	<b>698.5</b>	<b>845.9</b>	<b>147.4</b>	<b>21.1%</b>
Systemic charges after tax	-57.6	-66.6	-9.0	15.6%
Impact of bancassurance reorganization	0.0	2.5	2.5	n.m.
Realignment of fiscal values to accounting values	0.0	0.0	0.0	n.m.
Restructuring costs	0.0	-11.7	-11.7	n.m.
Income (loss) attributable to minority interests	0.3	0.0	-0.3	-98.2%
Purchase Price Allocation after tax	-14.2	-18.6	-4.4	30.9%
Fair value on own liabilities after Taxes	-2.6	-1.3	1.3	-49.4%
<b>Net income (loss) for the period</b>	<b>624.4</b>	<b>750.1</b>	<b>125.7</b>	<b>20.1%</b>



# P&L: H1 2024 comparison of stated and adjusted with one-off details

Reclassified income statement (€m)	H1 24	H1 24 Adjusted	One-off	Non-recurring items
Net interest income	1,722.8	1,722.8	0.0	
Income (loss) from invest. in associates carried at equity	74.9	74.9	0.0	
<b>Net interest, dividend and similar income</b>	<b>1,797.7</b>	<b>1,797.7</b>	<b>0.0</b>	
Net fee and commission income	1,021.4	1,021.4	0.0	
Other net operating income	2.5	2.5	0.0	
Net financial result	-42.0	-42.0	0.0	
Income from insurance business	14.8	14.8	0.0	
<b>Other operating income</b>	<b>996.7</b>	<b>996.7</b>	<b>0.0</b>	
<b>Total income</b>	<b>2,794.4</b>	<b>2,794.4</b>	<b>0.0</b>	
Personnel expenses	-860.6	-860.6	0.0	
Other administrative expenses	-349.0	-349.0	0.0	
Amortization and depreciation	-129.1	-129.1	0.0	
<b>Operating costs</b>	<b>-1,338.6</b>	<b>-1,338.6</b>	<b>0.0</b>	
<b>Profit (loss) from operations</b>	<b>1,455.8</b>	<b>1,455.8</b>	<b>0.0</b>	
Net adjustments on loans to customers	-194.1	-194.1	0.0	
Profit (loss) on FV measurement of tangible assets	-26.0	0.0	-26.0	Adjustments on tangible assets
Net adjustments on other financial assets	-3.2	-3.2	0.0	
Net provisions for risks and charges	8.2	8.2	0.0	
Profit (loss) on the disposal of equity and other invest.	1.0	0.0	1.0	
<b>Income (loss) before tax from continuing operations</b>	<b>1,241.8</b>	<b>1,266.7</b>	<b>-25.0</b>	
Tax on income from continuing operations	-395.9	-404.1	8.2	
<b>Income (loss) after tax from continuing operations</b>	<b>845.9</b>	<b>862.7</b>	<b>-16.8</b>	
Systemic charges after tax	-66.6	-66.6	0.0	
Impact of bancassurance reorganization	2.5	0.0	2.5	
Realignment of fiscal values to accounting values	0.0	0.0	0.0	
Restructuring costs	-11.7	0.0	-11.7	Costs related to the incentivised pension scheme
Income (loss) attributable to minority interests	0.0	0.0	0.0	
Purchase Price Allocation after tax	-18.6	-18.6	0.0	
Fair value on own liabilities after Taxes	-1.3	-1.3	0.0	
<b>Net income (loss) for the period</b>	<b>750.1</b>	<b>776.1</b>	<b>-26.0</b>	

# Balance Sheet

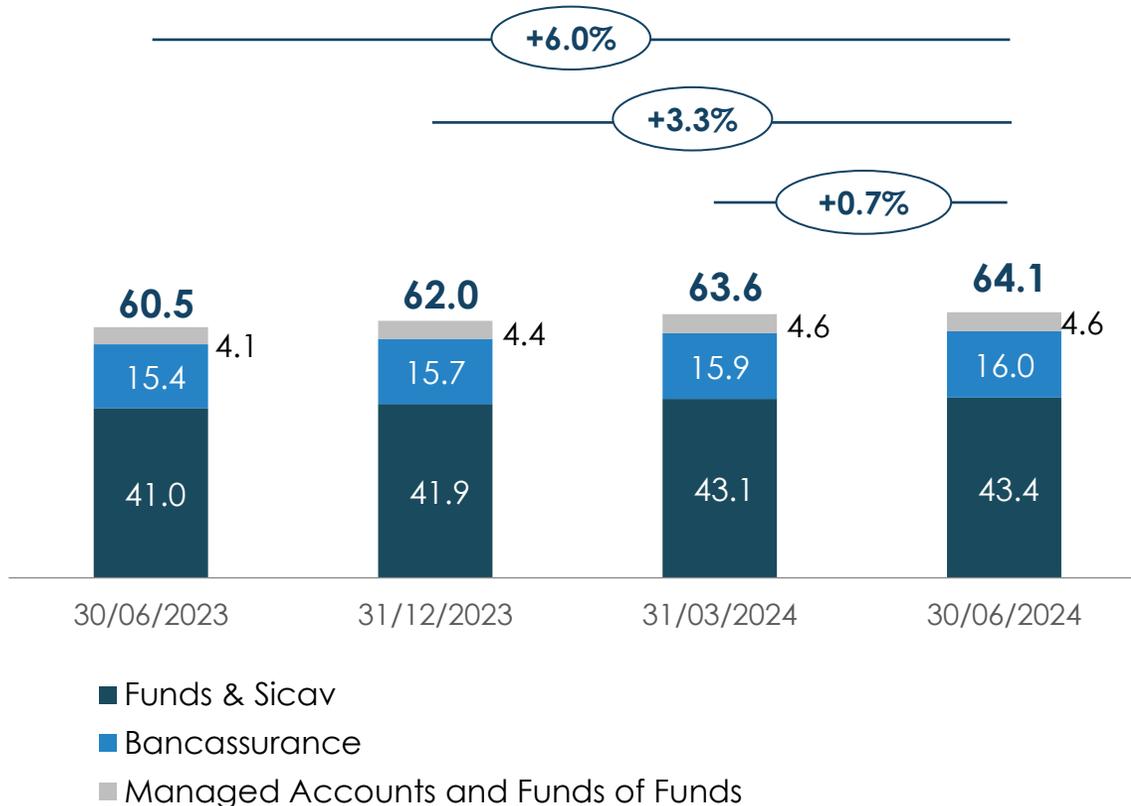
Reclassified assets (€ m)					Chg. Y/Y		Chg. YTD		Chg. Q/Q	
	30/06/23	31/12/23	31/03/24	30/06/24	Value	%	Value	%	Value	%
Cash and cash equivalents	21,845	18,297	9,877	10,994	-10,851	-49.7%	-7,303	-39.9%	1,117	11.3%
Loans and advances measured at AC	112,014	109,568	108,140	105,594	-6,420	-5.7%	-3,975	-3.6%	-2,547	-2.4%
- Loans and advances to banks	3,856	4,142	3,228	3,621	-235	-6.1%	-521	-12.6%	393	12.2%
- Loans and advances to customers <sup>(1)</sup>	108,158	105,427	104,913	101,973	-6,185	-5.7%	-3,454	-3.3%	-2,940	-2.8%
Other financial assets	44,112	43,706	47,850	50,159	6,046	13.7%	6,452	14.8%	2,308	4.8%
- Assets measured at FV through PL	8,084	7,392	7,667	8,698	614	7.6%	1,306	17.7%	1,030	13.4%
- Assets measured at FV through OCI	10,135	10,693	10,883	12,111	1,976	19.5%	1,419	13.3%	1,229	11.3%
- Assets measured at AC	25,894	25,622	29,300	29,349	3,456	13.3%	3,728	14.5%	49	0.2%
Financial assets pertaining to insurance companies	6,002	15,345	15,645	15,695	9,694	161.5%	350	2.3%	51	0.3%
Equity investments	1,628	1,454	1,419	1,429	-199	-12.2%	-25	-1.7%	10	0.7%
Property and equipment	2,825	2,858	2,829	2,775	-50	-1.8%	-83	-2.9%	-54	-1.9%
Intangible assets	1,242	1,257	1,261	1,248	6	0.5%	-9	-0.7%	-13	-1.0%
Tax assets	4,324	4,201	4,062	3,926	-398	-9.2%	-275	-6.5%	-136	-3.3%
Non-current assets held for sale and discount. operations	486	469	449	445	-41	-8.4%	-23	-5.0%	-3	-0.7%
Other assets	4,012	4,975	5,150	5,516	1,504	37.5%	540	10.9%	366	7.1%
<b>Total</b>	<b>198,490</b>	<b>202,132</b>	<b>196,683</b>	<b>197,782</b>	<b>-708</b>	<b>-0.4%</b>	<b>-4,350</b>	<b>-2.2%</b>	<b>1,099</b>	<b>0.6%</b>
Reclassified liabilities (€ m)					Chg. Y/Y		Chg. YTD		Chg. Q/Q	
	30/06/23	31/12/23	31/03/24	30/06/24	Value	%	Value	%	Value	%
Banking Direct Funding	121,155	120,770	123,379	124,149	2,994	2.5%	3,379	2.8%	771	0.6%
- Due from customers	104,801	101,862	102,563	103,683	-1,119	-1.1%	1,821	1.8%	1,120	1.1%
- Debt securities and other financial liabilities	16,353	18,908	20,816	20,466	4,113	25.2%	1,558	8.2%	-349	-1.7%
Insurance Direct Funding & Insurance liabilities	5,819	15,040	15,417	15,388	9,570	164.5%	349	2.3%	-29	-0.2%
- Financial liabilities measured at FV pertaining to insurance companies	1,476	2,800	2,941	3,076	1,600	108.4%	276	9.9%	135	4.6%
- Liabilities pertaining to insurance companies	4,343	12,240	12,476	12,312	7,969	183.5%	73	0.6%	-164	-1.3%
Due to banks	22,870	21,691	11,134	12,396	-10,474	-45.8%	-9,295	-42.9%	1,261	11.3%
Debts for Leasing	497	671	662	646	149	29.9%	-25	-3.7%	-16	-2.4%
Other financial liabilities designated at FV	26,795	25,698	27,046	26,746	-48	-0.2%	1,049	4.1%	-300	-1.1%
Other financial liabilities pertaining to insurance companies	2	73	76	71	69	n.m.	-2	-2.1%	-5	-6.1%
Liability provisions	866	895	884	778	-88	-10.1%	-116	-13.0%	-105	-11.9%
Tax liabilities	319	454	545	481	162	50.7%	27	6.0%	-64	-11.7%
Liabilities associated with assets held for sale	245	212	209	215	-30	-12.2%	3	1.6%	7	3.2%
Other liabilities	6,534	2,592	2,966	3,177	-3,357	-51.4%	586	22.6%	212	7.1%
Minority interests	0	0	0	0	0	-80.7%	0	8.8%	0	12.1%
Shareholders' equity	13,388	14,038	14,365	13,733	345	2.6%	-305	-2.2%	-632	-4.4%
<b>Total</b>	<b>198,490</b>	<b>202,132</b>	<b>196,683</b>	<b>197,782</b>	<b>-708</b>	<b>-0.4%</b>	<b>-4,350</b>	<b>-2.2%</b>	<b>1,099</b>	<b>0.6%</b>

Note: 1. The item "Customer Loans" includes the Senior notes of GACS transactions

# Indirect customer funding up at €111.2bn: +12% Y/Y; +5% YTD and +1% Q/Q

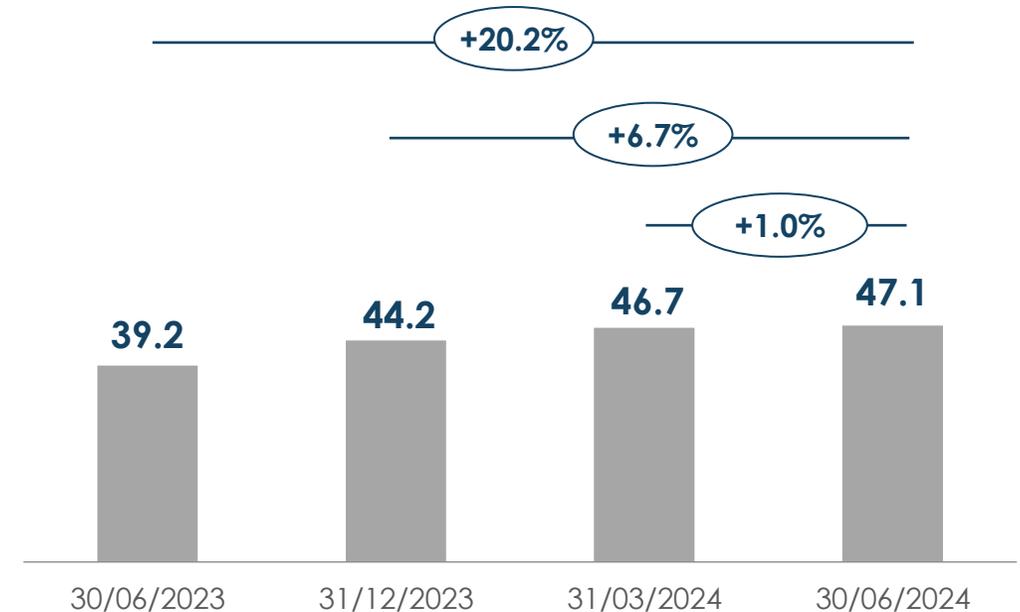
## Assets under Management (AuM)<sup>1</sup>

€ bn



## Assets under Custody (AuC)<sup>2</sup>

€ bn



### Managerial data of the commercial network

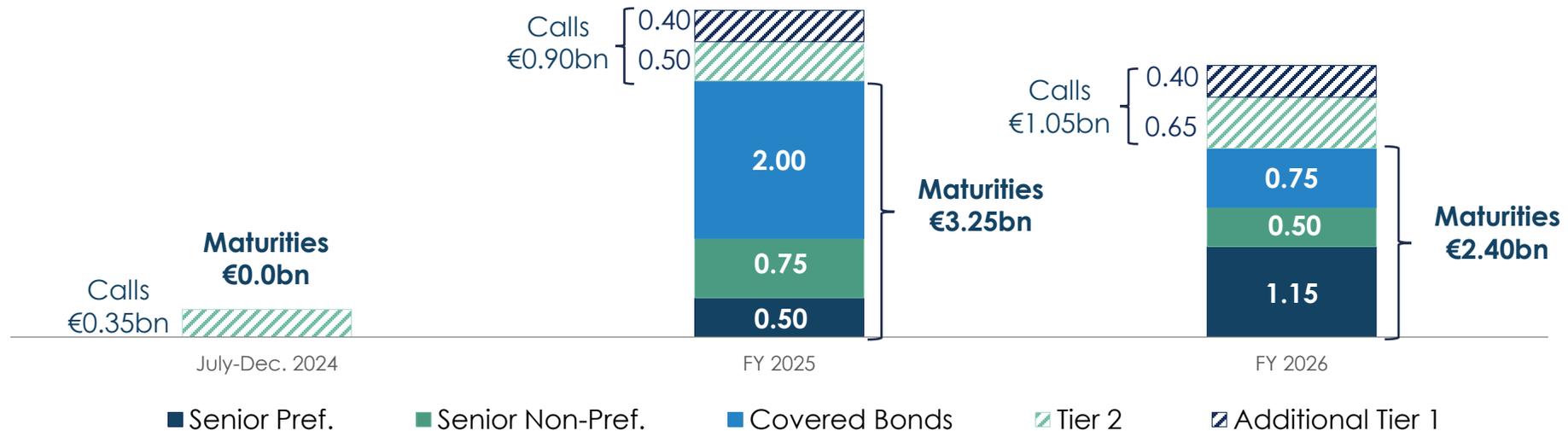


Notes: **1.** AuM from Bancassurance as at 30/06/2024 contains €15.5 bn pertaining to Banco BPM Vita, Vera Vita and BBPM Life included also in the balance sheet item "Insurance Direct Funding and Insurance liabilities", as fully consolidated (€15.4bn as at 31/03/2024; €15.3bn as at 31/12/23 and €5.7bn as at 30/06/23, this latter considering only Banco BPM Vita, as Vera Vita and BBPM Life have been consolidated starting from 31/12/2023). **2.** AuC data are net of capital-protected certificates, as they have been regrouped under Direct Funding (see slide 34 for more details).

# Wholesale bond maturities<sup>1</sup> and calls

## Seniority profile of wholesale bond maturities<sup>1</sup> & calls<sup>2</sup> until YE 2026

€ bn

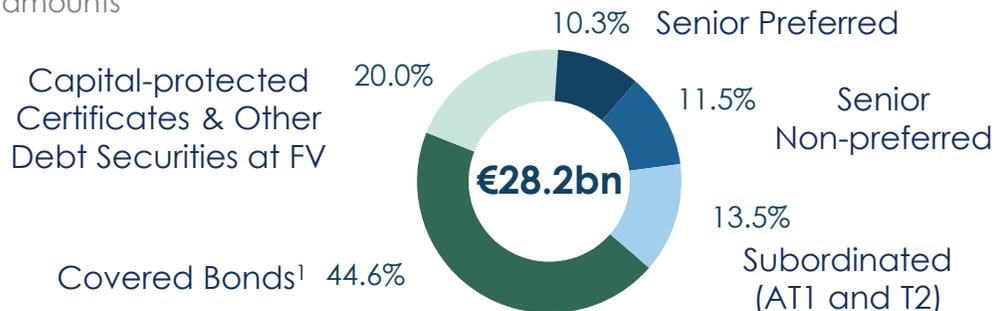


Managerial data based on nominal amounts.

# Strong and well diversified liability profile, driven by successful issuance activity

## Bonds, Certificates & Other Debt Securities at FV outstanding as at 30/06/2024

Nominal amounts



## MREL requirements & buffers as at 30/06/2024

MREL as % of RWA, including Combined Buffer Requirement<sup>2</sup>

	TOTAL RATIO	SUBORD. RATIO
Requirement	26.35%	20.26%
Buffer	9.4 p.p.	4.7 p.p.
	Corresponding to €5.9bn	Corresponding to €2.9bn

## Wholesale bonds issued since 2022<sup>3</sup>

€ bn



In rolling out its funding plan, Banco BPM considers not only regulatory MREL requirements but also rating agency thresholds and buffers

# Total Direct Funding from the Banking business

## Evolution of Total Direct Funding<sup>1</sup>

€ bn

- Capital-protected Certificates & other Debt Securities at FV
  - REPOs & Other
  - Bonds
  - C/A, Sight & Time deposits - (Core Funding)
- (% Share on total)

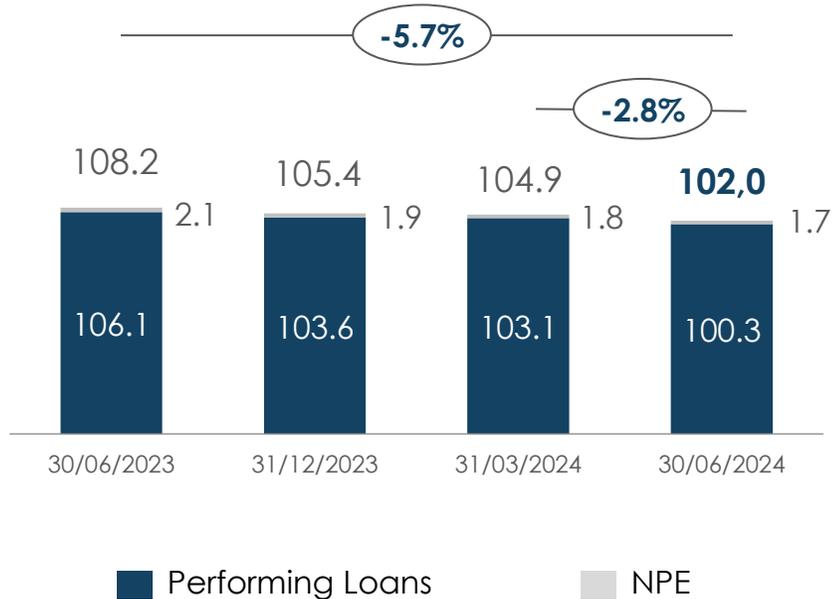


	30/06/23	31/12/23	31/03/24	30/06/24	% chg. Y/Y	% chg. YTD	% chg. Q/Q
C/A & Sight deposits	100.9	98.6	99.0	100.1	-0.8%	1.5%	1.1%
Time deposits	0.4	0.2	0.7	1.1	147.3%	335.5%	47.0%
Bonds	16.3	18.9	20.8	20.4	25.2%	8.3%	-1.7%
REPOs & Other	3.5	3.0	2.9	2.6	-26.5%	-16.0%	-11.3%
Capital-protected Certificates & other Debt Securities at FV	5.0	5.3	5.7	5.7	13.6%	7.4%	-0.3%
<b>Direct Funding</b>	<b>126.1</b>	<b>126.0</b>	<b>129.1</b>	<b>129.8</b>	<b>2.9%</b>	<b>3.0%</b>	<b>0.6%</b>

# Net Customer Loans at Amortized Cost<sup>1</sup>

## Net Customer Loans

€ bn



Net Performing Customer Loans	30/06/23	31/12/23	31/03/24	30/06/24	Change		
					In % Y/Y	In % YTD	In % Q/Q
<b>Core customer loans</b>	<b>100.9</b>	<b>96.9</b>	<b>96.5</b>	<b>95.3</b>	<b>-5.5%</b>	<b>-1.6%</b>	<b>-1.2%</b>
- Medium/Long-Term loans	79.3	77.1	76.9	76.2	-3.9%	-1.1%	-0.9%
- Current Accounts	8.6	7.5	7.2	7.0	-18.8%	-6.1%	-3.1%
- Cards & Personal Loans	0.8	0.7	0.6	0.5	-31.8%	-18.3%	-7.2%
- Other loans	12.2	11.7	11.8	11.6	-4.7%	-1.3%	-1.9%
<b>GACS Senior Notes</b>	<b>1.6</b>	<b>1.4</b>	<b>1.3</b>	<b>1.2</b>	<b>-25.9%</b>	<b>-16.0%</b>	<b>-7.3%</b>
<b>Repos</b>	<b>3.1</b>	<b>4.8</b>	<b>5.0</b>	<b>3.4</b>	<b>9.9%</b>	<b>-28.7%</b>	<b>-30.9%</b>
<b>Leasing</b>	<b>0.5</b>	<b>0.4</b>	<b>0.4</b>	<b>0.3</b>	<b>-25.6%</b>	<b>-13.3%</b>	<b>-5.4%</b>
<b>Total Net Performing Loans</b>	<b>106.1</b>	<b>103.6</b>	<b>103.1</b>	<b>100.3</b>	<b>-5.4%</b>	<b>-3.1%</b>	<b>-2.7%</b>

# Analysis of Commercial Real Estate exposure

## Highly secured, concentrated in low-mid risk rating classes and in the North of Italy

GBV, in € bn	Performing Exposure	In % on total Perf. loans
Construction of buildings <sup>1</sup>	3.0	3%
RE Activities	4.5	4%
<b>TOTAL</b>	<b>7.5</b>	<b>7%</b>

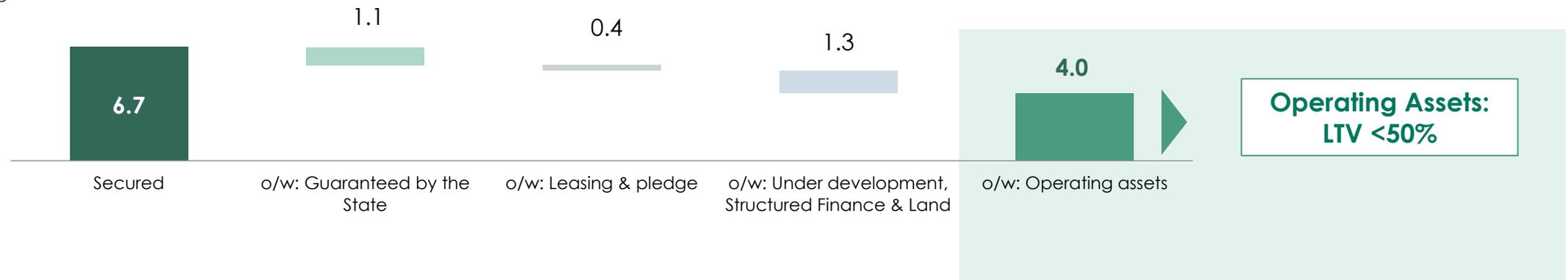
-€0.5bn vs 30/06/23

### SAFE RISK PROFILE:

- **90% Secured (€6.7bn)**
- **75%** in Low-Mid Risk rating classes
- **73%** of the collateralized portfolio<sup>2</sup> is located in the North (**50%** in Lombardy, o/w **35%** Milan)

## Secured exposure: composition by guarantees & collateral

Performing loans, GBV  
€ bn



Managerial data of CRE sectors included in Non-Financial Corporates portfolio as at 30/06/24.

# Asset Quality details

## Loans to Customers at AC<sup>1</sup>

Gross exposures € m and %	30/06/2023	31/12/2023	31/03/2024	30/06/2024	Chg. Y/Y		Chg. YTD		Chg. Q/Q	
					Value	%	Value	%	Value	%
Bad Loans	1,868	1,601	1,547	1,545	-324	-17.3%	-57	-3.5%	-2	-0.1%
UTP	2,280	2,056	1,931	1,697	-583	-25.6%	-358	-17.4%	-233	-12.1%
Past Due	77	93	90	146	69	88.8%	52	56.1%	55	61.3%
<b>NPE</b>	<b>4,225</b>	<b>3,751</b>	<b>3,568</b>	<b>3,388</b>	<b>-837</b>	<b>-19.8%</b>	<b>-363</b>	<b>-9.7%</b>	<b>-180</b>	<b>-5.0%</b>
<b>Performing Loans</b>	<b>106,484</b>	<b>103,991</b>	<b>103,570</b>	<b>100,758</b>	<b>-5,726</b>	<b>-5.4%</b>	<b>-3,234</b>	<b>-3.1%</b>	<b>-2,813</b>	<b>-2.7%</b>
<b>TOTAL CUSTOMER LOANS</b>	<b>110,709</b>	<b>107,742</b>	<b>107,138</b>	<b>104,146</b>	<b>-6,563</b>	<b>-5.9%</b>	<b>-3,596</b>	<b>-3.3%</b>	<b>-2,992</b>	<b>-2.8%</b>

Net exposures € m and %	30/06/2023	31/12/2023	31/03/2024	30/06/2024	Chg. Y/Y		Chg. YTD		Chg. Q/Q	
					Value	%	Value	%	Value	%
Bad Loans	711	626	607	601	-110	-15.5%	-25	-4.0%	-6	-1.0%
UTP	1,321	1,168	1,094	950	-370	-28.0%	-218	-18.7%	-143	-13.1%
Past Due	56	67	67	103	47	84.0%	36	53.3%	36	54.1%
<b>NPE</b>	<b>2,088</b>	<b>1,862</b>	<b>1,768</b>	<b>1,654</b>	<b>-433</b>	<b>-20.8%</b>	<b>-207</b>	<b>-11.1%</b>	<b>-113</b>	<b>-6.4%</b>
<b>Performing Loans</b>	<b>106,070</b>	<b>103,565</b>	<b>103,145</b>	<b>100,318</b>	<b>-5,752</b>	<b>-5.4%</b>	<b>-3,247</b>	<b>-3.1%</b>	<b>-2,827</b>	<b>-2.7%</b>
<b>TOTAL CUSTOMER LOANS</b>	<b>108,158</b>	<b>105,427</b>	<b>104,913</b>	<b>101,973</b>	<b>-6,185</b>	<b>-5.7%</b>	<b>-3,454</b>	<b>-3.3%</b>	<b>-2,940</b>	<b>-2.8%</b>

Coverage ratios %	30/06/2023	31/12/2023	31/03/2024	30/06/2024
Bad Loans	61.9%	60.9%	60.7%	61.1%
UTP	42.1%	43.2%	43.4%	44.0%
Past Due	27.6%	28.2%	26.1%	29.4%
<b>NPE</b>	<b>50.6%</b>	<b>50.4%</b>	<b>50.5%</b>	<b>51.2%</b>
<b>Performing Loans</b>	<b>0.39%</b>	<b>0.41%</b>	<b>0.41%</b>	<b>0.44%</b>
<b>TOTAL CUSTOMER LOANS</b>	<b>2.3%</b>	<b>2.1%</b>	<b>2.1%</b>	<b>2.1%</b>

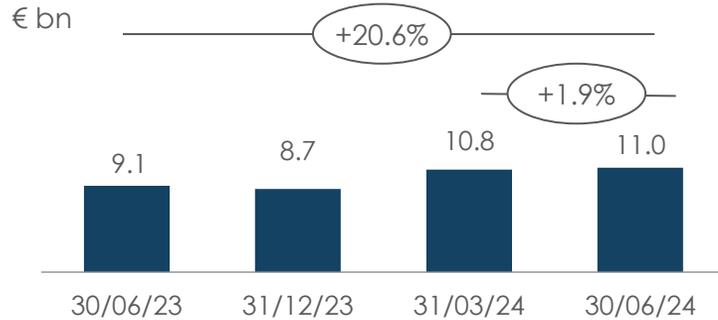
Overlays at ~€130m as at 30/06/24: progressive enlargement in the perimeter of risks directly captured by statistical models, with no write-backs in the CoR

# NPE migration dynamics

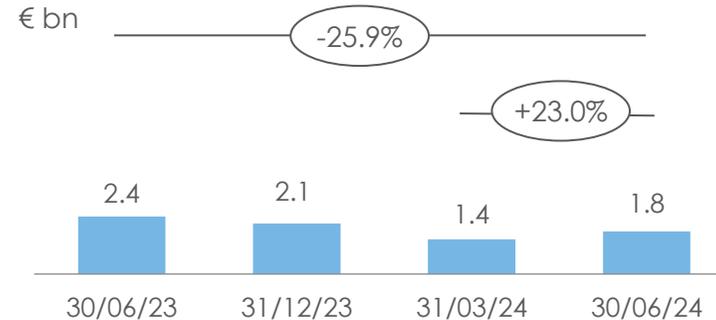


# Focus on Govies portfolio of the Banking Business

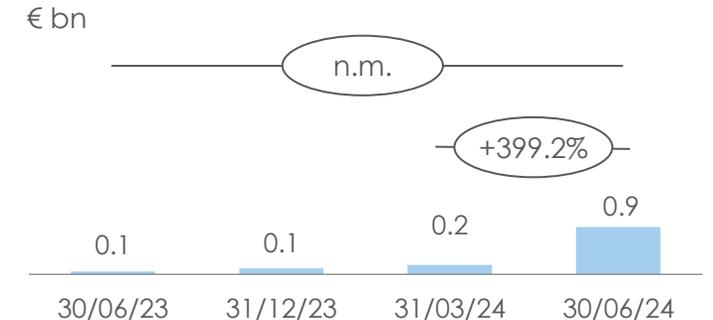
## Italian Govies at AC



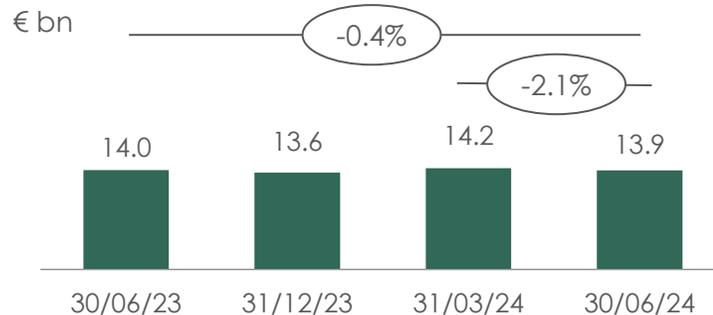
## Italian Govies at FVOCI



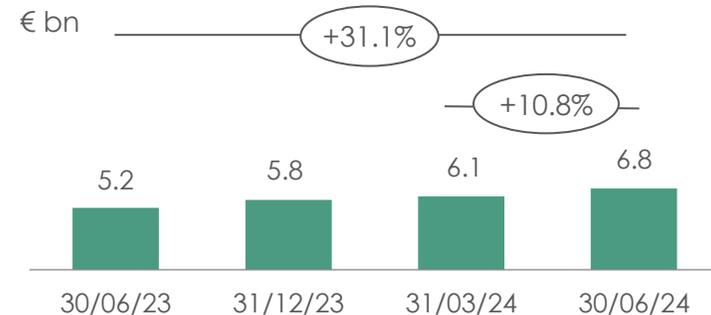
## Italian Govies at FVTPL



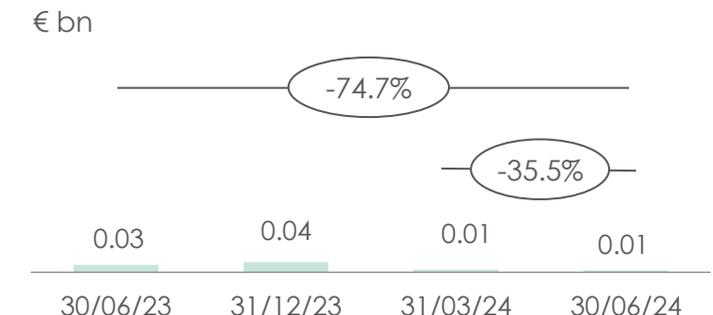
## Non-Italian Govies at AC



## Non-Italian Govies at FVOCI



## Non-Italian Govies at FVTPL



# ESG integration update: Key results in H1 2024



## ENVIRONMENT

- **NZBA: targets approved in terms of intensity emission reduction by 2030 for 5 priority sectors<sup>1</sup>**
- Introduction of an internally developed **rating “Climate” used for risk assessment**
- **Carbon Neutrality** target for Scope 1 & 2 net emissions Market-based **already achieved in 2023<sup>2</sup>**

	2023	H1 24	Plan Target
Energy consumption	498K GJ	247K GJ	<480K GJ in 2026



## SOCIAL & GOVERNANCE

	2023	H1 2024	Plan Target
Women in managerial positions <sup>3</sup>	29.7%	30.3%	+20% vs. 2023
ESG Training hours for Employees	~ #164K	~ #67K	#200K in 2026
New lending to third sector	€169m	€72m	~€200m in 2026
Donations and contributions for S & E projects	€5.8m	€3.9m	~€5m avg. p.y.

- **New “Transition & Sustainability” unit** officially started in July 2024, **directly reporting to the Co-General Manager - CFO**

	2023	H1 2024	Plan Target
Issue of Green, Social & Sustainable Bonds	€2bn	€0.75bn	€5bn (2024-26)
Share of ESG bonds in the Non-government bond proprietary portfolio	29.1%	32.3%	40% YE 2026

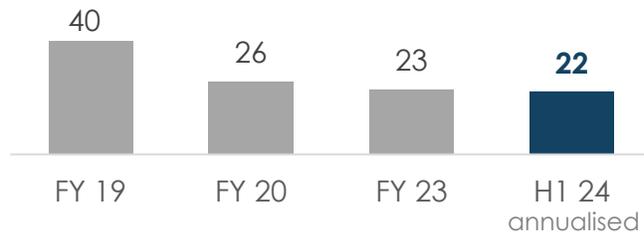
- **2024 Green Social & Sustainable Bonds Impact Reporting** released in July

# Successfully continuing our digitalization path

## DIGITAL BANKING KPIs

### # BRANCH AND APP-BASED TRANSACTIONS (M)

#### Branch-based



Weight on total transactions

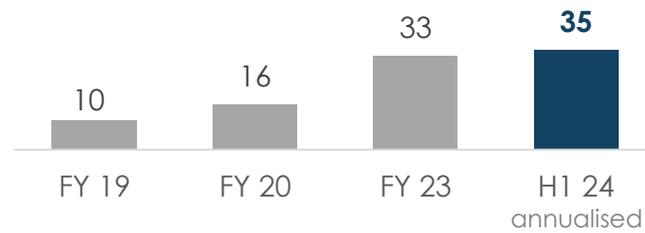
26%

20%

15%

15%

#### APP-based



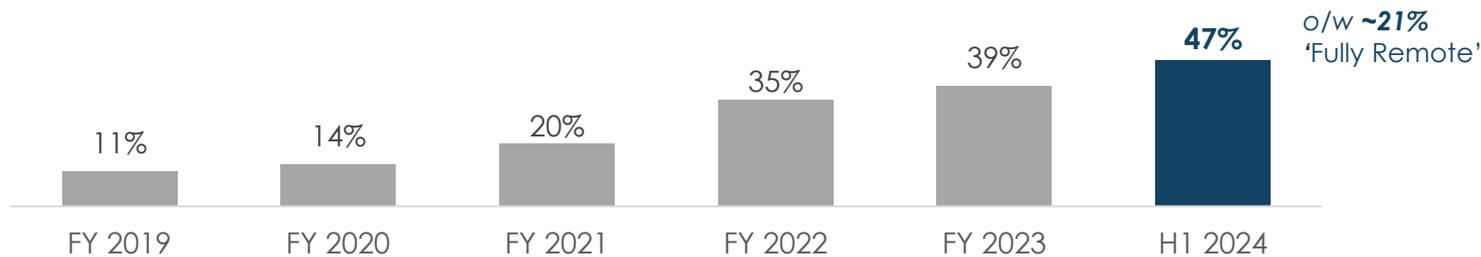
7%

12%

22%

24%

### % OMNICHANNEL SALES<sup>1</sup>



## H1 2024 INITIATIVES IN DIGITAL

- New **products** and **services** available for **digital sales** (e.g. time deposits and personal loans on mobile)
- New **features** for **Web Banking** and **APP mobile** (YouAPP, Webank APP, YouBusiness APP)
- Increase in **Digital Identity** (> #1.5m individual customers) and **APP Mobile for SMEs** (>40% of Small Business customers) adoption
- Further improvement in **Digital Branch** commercial contacts (58% of total interactions), with growing **focus on business clients** (38% of Digital Branch commercial effort)

# Capital position in detail

FULLY LOADED CAPITAL POSITION (€ m and %)	30/06/2023	31/12/2023	31/03/2024	30/06/2024
CET 1 Capital	8,386	9,036	9,238	9,439
T1 Capital	9,776	10,425	10,627	10,829
Total Capital	11,484	12,125	12,825	13,020
RWA	58,859	63,823	62,660	62,227
<b>CET 1 Ratio</b>	<b>14.25%</b>	<b>14.16%</b>	<b>14.74%</b>	<b>15.17%</b>
<b>AT1</b>	<b>2.36%</b>	<b>2.18%</b>	<b>2.22%</b>	<b>2.23%</b>
<b>T1 Ratio</b>	<b>16.61%</b>	<b>16.34%</b>	<b>16.96%</b>	<b>17.40%</b>
<b>Tier 2</b>	<b>2.90%</b>	<b>2.66%</b>	<b>3.51%</b>	<b>3.52%</b>
<b>Total Capital Ratio</b>	<b>19.51%</b>	<b>19.00%</b>	<b>20.47%</b>	<b>20.92%</b>

FULLY LOADED RWA COMPOSITION (€ bn)	30/06/2023	31/12/2023	31/03/2024	30/06/2024
CREDIT & COUNTERPARTY RISK	49.9	54.2	53.4	53.0
of which: AIRB	22.1	20.8	25.9	29.0
MARKET RISK	1.4	1.5	1.2	1.2
OPERATIONAL RISK	7.4	7.9	7.9	7.9
CVA	0.2	0.2	0.2	0.2
<b>TOTAL</b>	<b>58.9</b>	<b>63.8</b>	<b>62.7</b>	<b>62.2</b>

LEVERAGE (€/m and %)	30/06/2023	31/12/2023	31/03/2024	30/06/2024
Total Exposure	201,645	199,614	197,952	199,834
Class 1 Capital	9,776	10,425	10,627	10,829
<b>Leverage Ratio</b>	<b>4.85%</b>	<b>5.22%</b>	<b>5.37%</b>	<b>5.42%</b>

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