

BPER:

Gruppo

1H22 Consolidated Results

Piero Luigi Montani, CEO

4th August 2022

Disclaimer

This document has been prepared by “BPER Banca” solely for information purposes, and only in order to present its strategies and main financial figures.

The information contained in this document has not been audited.

No guarantee, express or implied, can be given as to the document’s contents, nor should the completeness, correctness or accuracy of the information or opinions herein be relied upon.

BPER Banca, its advisors and its representatives decline all liability (for negligence or any other cause) for any loss occasioned by the use of this document or its contents.

All forecasts contained herein have been prepared on the basis of specific assumptions which could prove wrong, in which case the actual data would differ from the figures given herein.

No part of this document may be regarded as forming the basis for any contract or agreement.

No part of the information contained herein may for any purpose be reproduced or published as a whole or in part, nor may such information be disseminated.

The Manager responsible for preparing the Company’s financial reports, Marco Bonfatti, declares, in accordance with art. 154-bis, para. 2, of the “Consolidated Financial Services Act” (Legislative Order No. 58/1998), that the accounting information contained in this document corresponds to documentary records, ledgers and accounting entries.

Marco Bonfatti

Manager responsible for preparing the Company's financial reports

Change in the scope of consolidation and Purchase Price Allocation

Change in the scope of consolidation

In 2Q22 the BPER Group changed the scope of consolidation following the acquisition of the controlling stake in Banca Carige's share capital from the Interbank Deposit Protection Fund and the Voluntary Intervention Scheme, on 3rd June 2022.

The assets and liabilities of Banca Carige have therefore been included on a line by line basis in the Group's Balance Sheet items as at 30th June 2022, while its full 1H22 P&L contribution has been included in the calculation of the income statement item "Bargain Purchase" (Badwill).

Purchase Price Allocation (PPA)

The 1H22 results include the impact of the PPA carried out following the first accounting treatment of Banca Carige ("Carige") stake acquired on 3rd June 2022, in accordance with IFRS 3 "Business Combinations". The difference between Carige's net equity as at 30 June 2022 and the purchase price ("Badwill" or "Bargain Purchase") amounted to 1,494.1 €mln. The allocation process through the measurement at fair value of the assets and liabilities acquired as at the initial recognition date, led to the following PPA adjustments:

- -145.0 €mln FV adjustments on loans;
- -69.2 €mln FV adjustments on RE assets;
- -60.0 €mln related to branch disposal;
- -56.6 €mln related to contingent liabilities;
- +25.2 €mln related to tax effects and other;

As a result of the PPA, a Bargain Purchase amount of 1,188.4 €mln was booked in the 1H22 P&L.

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

Final remarks

ANNEXES

Executive summary

STRONG SET OF RESULTS : INCREASE IN RECURRING PROFITABILITY, COUPLED WITH ASSET QUALITY IMPROVEMENT AND SOLID CAPITAL RATIOS

Profitability

- 1H22 net profit of 1,384.8 €mIn (316.6 €mIn excluding one-off items)
- 2Q22 recurring¹ net profit at 203.9 €mIn (+81.0% q/q), underpinned by Operating Income increasing to 916.1 €mIn (+3.7% q/q), driven by NII (+8.7% q/q) and net fees and commissions (+2.9% q/q)
- 2Q22 Operating costs, excluding one-offs, at 556.9 €mIn in line with 1Q22

Volumes

- Volumes significantly up YTD benefitting from both Carige acquisition and positive commercial performance
- In 2Q22 positive trend on a like for like basis²: Direct deposits +0,8% Q/Q and Net customer loans +2,5% Q/Q
- BPER new loan origination at 4.3 €bn (+34% Q/Q)

Asset Quality

- Gross NPE ratio down further to 4.3% from 4.9% in 1Q22
- Default rate still very low at 0.8%
- Annualised Cost³ of risk: 47 bps, down from 57 bps in 1Q22

Capital and liquidity

- Pro-forma Fully Phased CET₁ ratio at 13.4% with a large buffer vs. SREP requirement of 8.3%
- Sound liquidity position: LCR >200% more than twice the 100% regulatory threshold. NSFR well above 100%

1. Excluding non-recurring items. See slide 27.
2. See slide n.8
3. See slide 20

Banca Carige acquisition

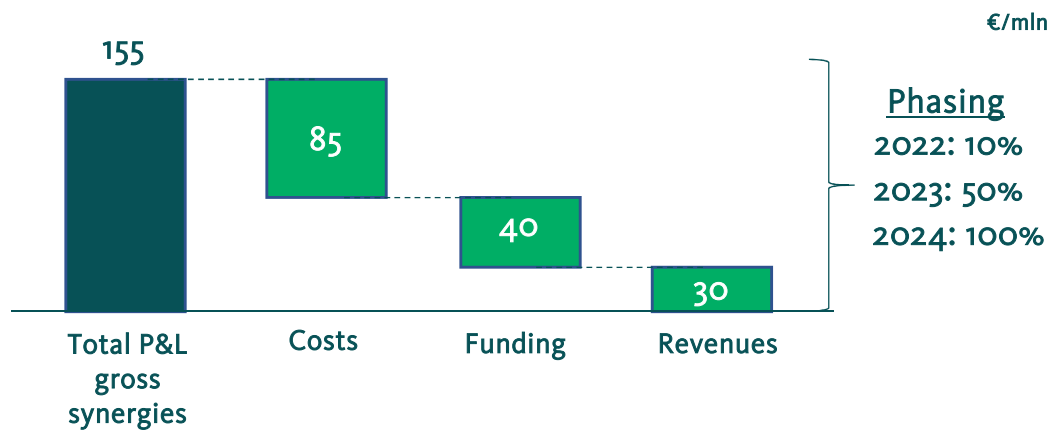
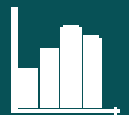
A stronger competitive position coupled with high value creation

Strong industrial rationale



- Negligible impact on the BPER Group's capital position
- Improvement of combined asset quality
- Positive contribution to Group's profitability

Strong synergy generation



- Agreement signed to sell 48 branches (o/w 40 Carige and 8 BPER) in order to prevent antitrust issues (closing expected in February 2023)

Carige's main KPIs

| | |
|--------------------|---------------------|
| 382 Branches | ~22€Bn Assets |
| >800K Customers | ~3,200 Employees |

~41€Bn
Gross Banking Product*

o.w. ~15€Bn of Direct Funding

o.w. ~15€Bn of Indirect Funding**

o.w. ~11€Bn of Net Customer Lending

Data as at 30/06/2022

*Data excludes the contribution of 40 branches to be sold to Banco Desio as announced on 3rd June 2022, whose assets and liabilities have been reclassified in the items 130 "Other assets" and item 80 "Other liabilities" of the Balance Sheet

** Excluding Arca AUM (4.1 €bn)

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

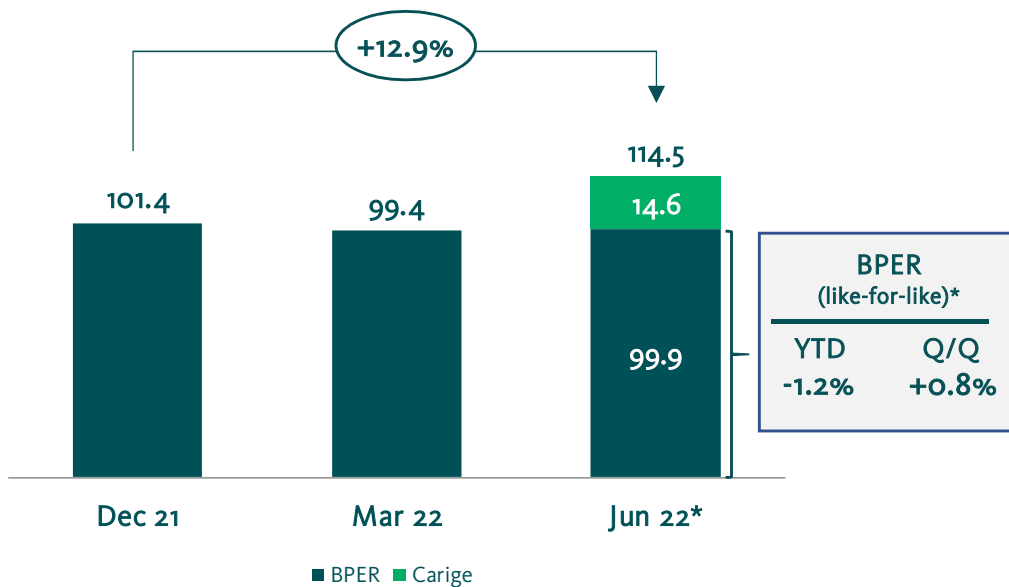
Final remarks

ANNEXES

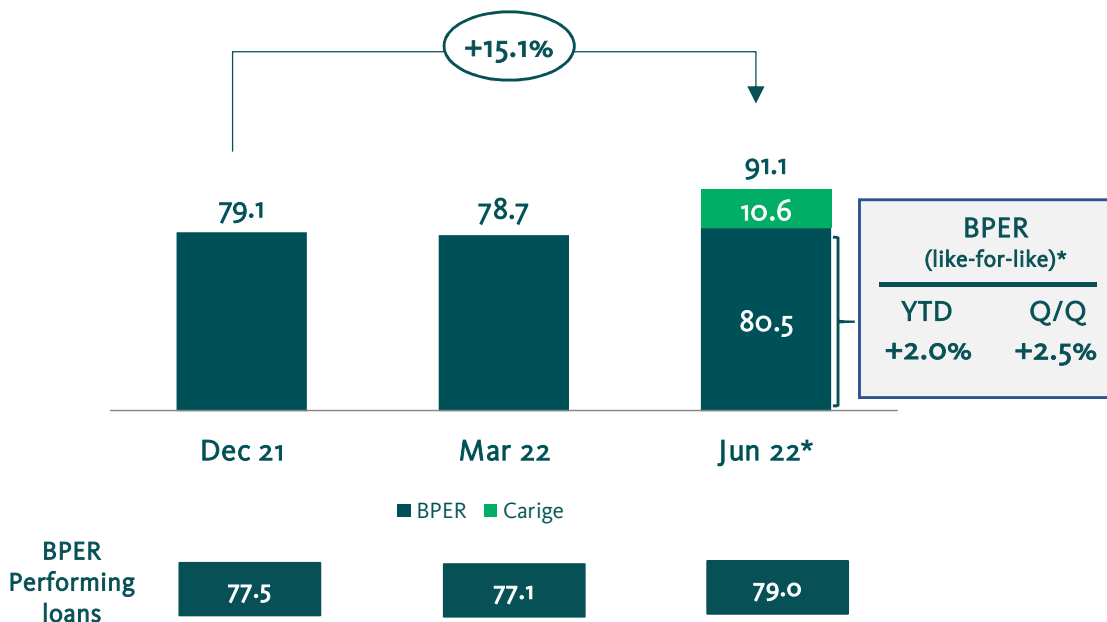
Direct Deposits and Net Customer Loans

Significant increase in volumes thanks to both Carige acquisition and commercial momentum

Direct Deposits (€bn)



Net Customer Loans (€bn)



- Direct Deposits at 114.5 €bn (+12.9% YTD), of which 101.0 €bn mainly accounted for by sight deposits and C/A of retail and corporate clients, up 10.0% YTD
- On a like for like basis, Direct Deposits were up 0.8% Q/Q

- Net Customer loans at 91.1 €bn (+15.1% YTD) of which 8.4 €bn State guaranteed
- On a like for like basis, Net customer loans up were 2.5% Q/Q underpinned by the pick up in loan demand in 2Q22, with new originations at 4.3 €bn (+34% Q/Q)

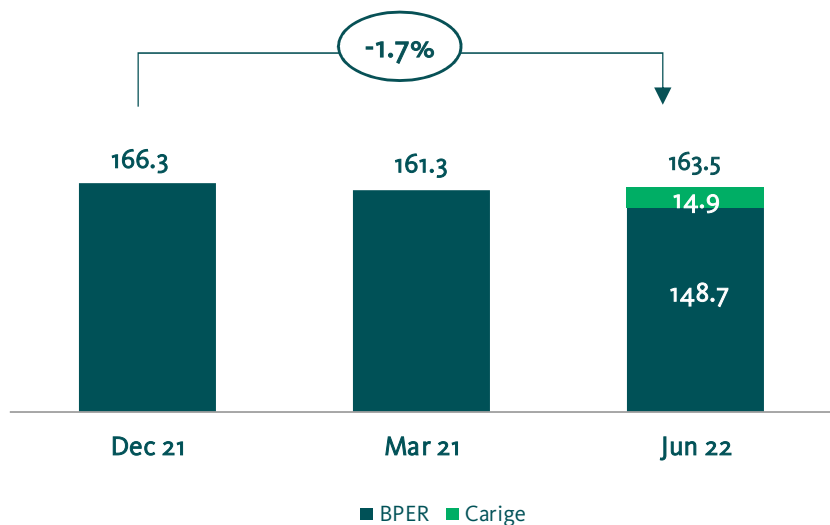
* Calculated by adding back to BPER data as at 30 June 2022 the contribution of 8 branches to be sold as announced on 3rd June 2022 (“Direct Deposits” equal to 258.2 €mIn and “Net Customer loans” equal to 225.7 €mIn), whose volumes have been reclassified in the items 130 “Other assets” and item 80 “Other liabilities” of the Balance Sheet.

Note: figures on this page may not add exactly due to rounding differences

Indirect deposits

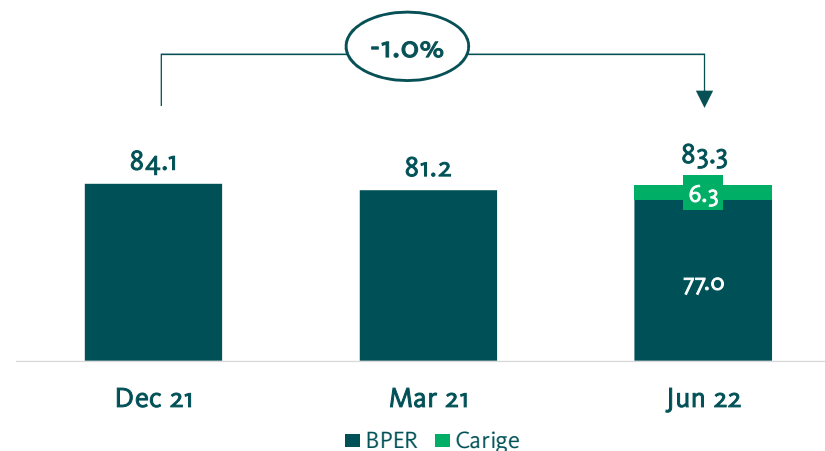
Indirect deposits totalled 163.5 €bn

Indirect Deposits (€bn)

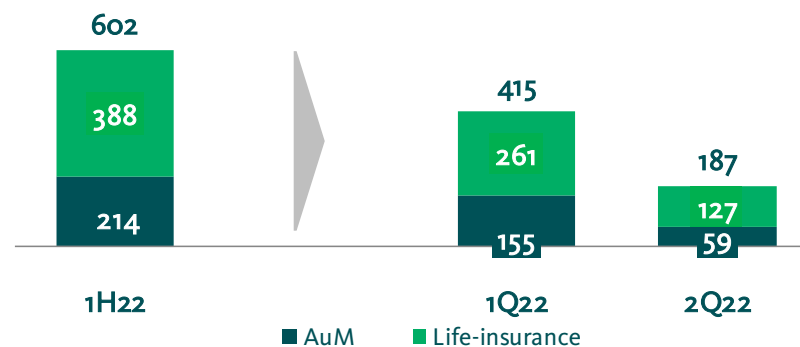


- Despite Carige contribution (14.9 €bn), Indirect Deposits were down YTD, due to negative market performance
- Net inflows in 1H22 totalled 602 €mIn, still positive in 2Q22 despite financial market turmoil

Focus on AUM and Life Insurance Products (€bn)



Net inflows¹ (€mIn)



1. Figures from data management system. AUM includes ARCA captive inflows on BPER network. Data excludes Carige. Note: figures on this page may not add exactly due to rounding differences

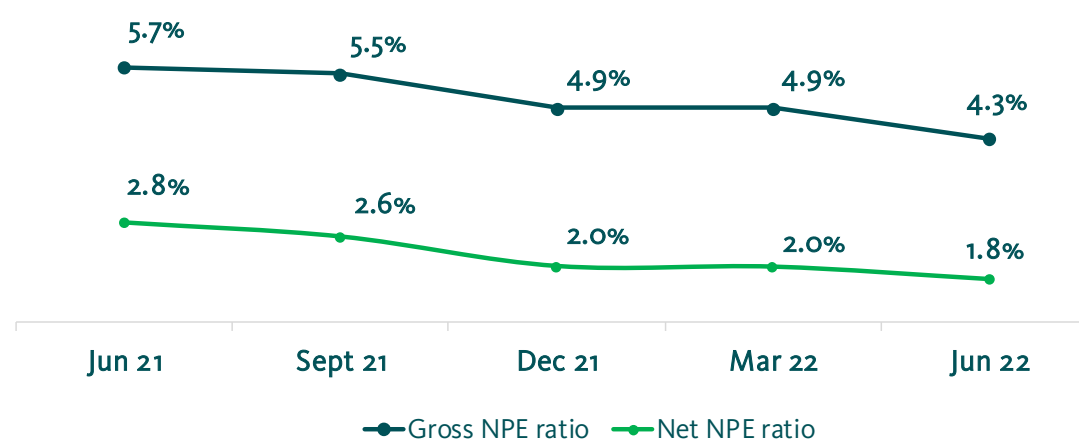
Asset Quality (1/2)

Improvement in asset quality continues with gross NPE ratio down further in 2Q22, benefitting from Carige acquisition

Loan book breakdown: stock and coverage (€mln; %)

| | Dec 21 | Mar 22 | Jun 22 | Q/Q |
|-----------------------------|--------|--------|--------|-----------|
| Bad Loans | | | | |
| Gross | 2,014 | 2,006 | 2,015 | 0.5% |
| Net | 567 | 538 | 491 | -8.7% |
| Coverage | 71.8% | 73.2% | 75.6% | 2.4 p.p. |
| UTPs | | | | |
| Gross | 1,883 | 1,892 | 1,944 | 2.7% |
| Net | 934 | 966 | 1,038 | 7.5% |
| Coverage | 50.4% | 49.0% | 46.6% | -2.4 p.p. |
| Past Due | | | | |
| Gross | 128 | 110 | 129 | 17.6% |
| Net | 95 | 77 | 93 | 21.5% |
| Coverage | 25.9% | 30.0% | 27.7% | -2.4 p.p. |
| Total NPE | | | | |
| Gross | 4,024 | 4,008 | 4,088 | 2.0% |
| Net | 1,596 | 1,580 | 1,622 | 2.7% |
| Coverage | 60.4% | 60.6% | 60.3% | -0.3 p.p. |
| Performing loans | | | | |
| Gross | 77,964 | 77,623 | 90,058 | 16.0% |
| Net | 77,517 | 77,129 | 89,460 | 16.0% |
| Coverage | 0.57% | 0.64% | 0.66% | 0.0 p.p. |
| o/w Net stage2 loans | | | | |
| Coverage | 3.5% | 4.0% | 4.2% | 0.2 p.p. |

NPE ratios over time (%)



- NPE ratio down Q/Q: 4.3% gross (4.9% in 1Q22) and 1.8 % net (2.0% in 1Q22)
- NPE stock expected to decrease further over the next quarters following completion of the planned NPE disposal for 2.5 €bn in GBV
- NPE coverage kept at high level (60.3%): Bad loans at 75.6% and UTPs at 46.6%
- Performing loans coverage at 0.66%, in particular Stage 2 loans at 4.2%

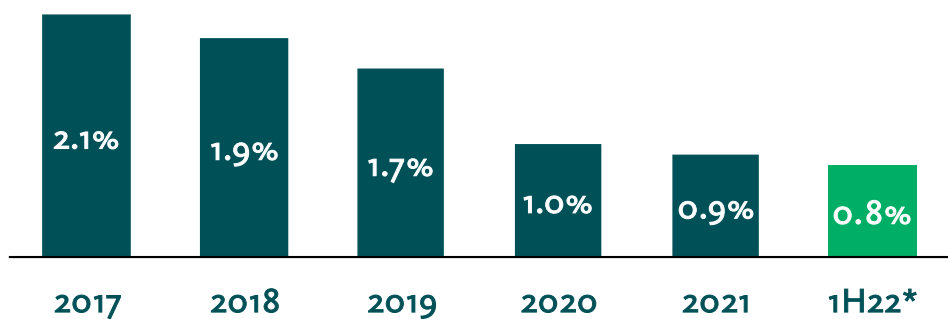
Note: customer loans excluding customer debt securities. See relevant table in the Annexes.

Note: figures on this page may not add exactly due to rounding differences.

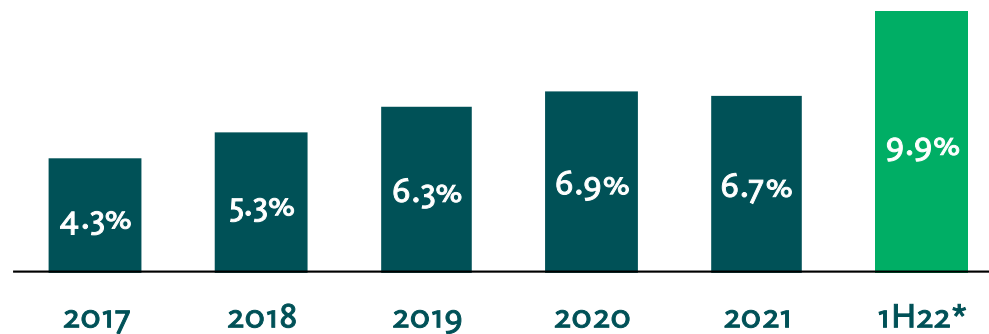
Asset quality (2/2)

Very low default rate combined with high bad loan recovery rate

Default rate (%)



Average bad loan recovery rate¹ (%)
(Bper Credit Management)



1. Source: operational management data.
Note: All ratios are calculated on gross exposures.
* Annualised

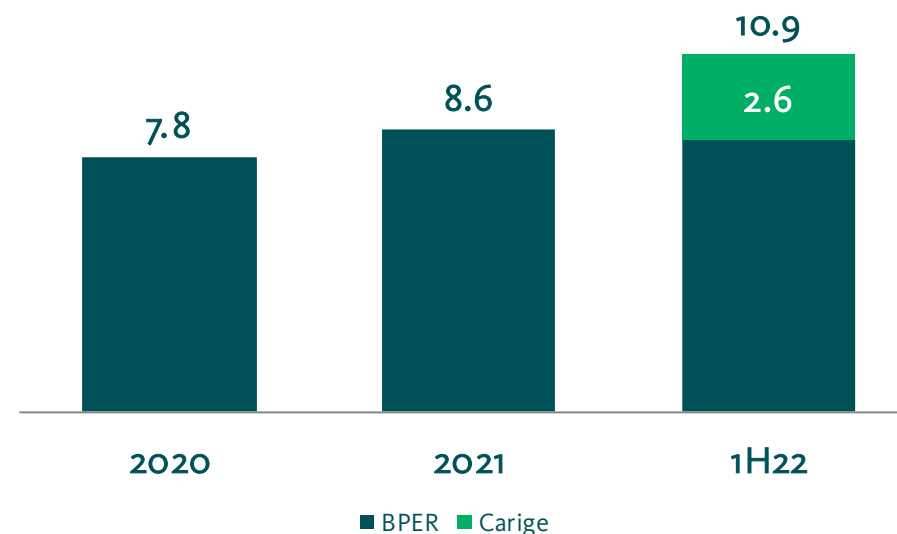
Financial assets portfolio

Financial assets portfolio totalled 30.9 €bn

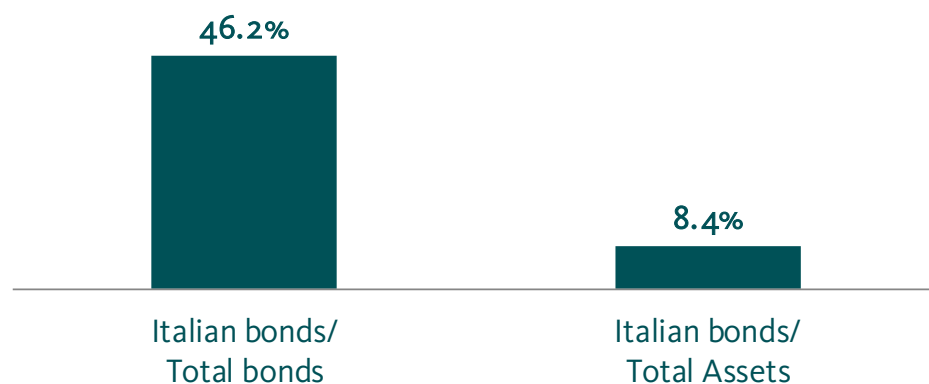
Financial Assets breakdown (€mln)

| €/mln | FVTPL | FVOCI | AC | Total | % on total |
|-------------------------------|--------------|--------------|---------------|---------------|-------------|
| Bonds | 319 | 8,302 | 20,705 | 29,327 | 94.9% |
| <i>o.w. Italian gov</i> | 130 | 2,891 | 7,877 | 10,897 | 35.3% |
| Equity | 86 | 498 | | 584 | 1.9% |
| Funds and Sicav | 654 | | | 654 | 2.1% |
| Other* | 327 | | | 327 | 1.1% |
| Total as at 30.06.2022 | 1,386 | 8,800 | 20,705 | 30,892 | 100% |
| Total as at 31.03.2022 | 1,214 | 6,348 | 20,384 | 27,945 | |
| Total as at 31.12.2021 | 1,164 | 6,632 | 20,578 | 28,373 | |
| Chg vs Dec.'21 (%) | +19.1% | +32.7% | +0.6% | +8.9% | |

Italian Government bonds (€bn)



Share of Italian bonds (%)



- Italian government bonds at 10.9 €bn (vs. 8.6 €bn in Dec.'21)
- Italian Bonds account for:
 - 46.2% of Total Bond portfolio
 - 8.4% of Total Assets
- Total bonds and Italian government bond portfolio duration¹ of 2.1 ys and 2.2 ys respectively

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

Final remarks

ANNEXES

Profit & Loss

Excluding one offs, 1H22 net profit came in at 316.6 €mIn, with profitability increasing despite difficult external scenario

| P&L - (€mIn) | 1H22 | 1H22 Recurrent | 1Q22 | 2Q22 | 2Q22 Recurrent | Chg. Q/Q Recurrent |
|--|-----------------|-------------------|---------------|----------------|-------------------|-----------------------|
| Net interest income | 785.4 | 785.4 | 376.4 | 409.0 | 409.0 | 8.7% |
| Net commission income | 914.0 | 914.0 | 450.6 | 463.4 | 463.4 | 2.9% |
| Core Income | 1,699.4 | 1,699.4 | 827.0 | 872.4 | 872.4 | 5.5% |
| Dividends | 15.9 | 15.9 | 0.3 | 15.6 | 15.6 | n.s. |
| Net income from financial activities | 84.4 | 84.4 | 58.9 | 25.5 | 25.5 | -56.8% |
| Other operating expenses/income | -12.7 | 0.2 | -2.5 | -10.3 | 2.6 | n.s. |
| Operating Income | 1,787.0 | 1,799.9 | 883.7 | 903.2 | 916.1 | 3.7% |
| Staff costs | -711.5 | -687.6 | -352.2 | -359.4 | -335.4 | -4.7% |
| Other administrative expenses | -342.7 | -333.6 | -160.7 | -182.0 | -172.9 | 7.6% |
| Depreciations & Amortizations | -94.1 | -94.1 | -45.6 | -48.5 | -48.5 | 6.4% |
| Operating costs | -1,148.3 | -1,115.3 | -558.4 | -589.9 | -556.9 | -0.3% |
| Net Operating Income | 638.7 | 684.5 | 325.3 | 313.4 | 359.2 | 10.4% |
| Net impairment losses for credit risk | -217.1 | -217.1 | -113.2 | -103.9 | -103.9 | -8.2% |
| Operating Income net of LLPs | 421.6 | 467.5 | 212.1 | 209.5 | 255.3 | 20.4% |
| Net provisions for risks and charges | -41.0 | -41.0 | -12.2 | -28.8 | -28.8 | 136.4% |
| Contributions to SRF, DGS, FITD-SV | -45.7 | -45.7 | -45.7 | -0.1 | -0.1 | -99.9% |
| Gain (Losses) on Investments | 7.0 | 7.0 | 4.0 | 3.0 | 3.0 | -25.8% |
| Gain on a bargain purchase | 1,188.4 | 0.0 | 0.0 | 1,188.4 | 0.0 | n.s. |
| Profit (loss) before taxes | 1,530.3 | 387.7 | 158.3 | 1,372.0 | 229.4 | 44.9% |
| Taxes | -135.3 | -61.0 | -39.6 | -95.7 | -21.5 | -45.8% |
| Profit (Loss) for the period | 1,395.0 | 326.7 | 118.7 | 1,276.2 | 208.0 | 75.2% |
| Minority Interests | -10.2 | -10.1 | -6.1 | -4.1 | -4.1 | -32.7% |
| Profit (loss) for the period pertaining to the parent company | 1,384.8 | 316.6 | 112.7 | 1,272.1 | 203.9 | 81.0% |

- Excluding one-offs, 2Q22 net profit came in at 203.9 €mIn (+81% Q/Q)
- Core income up 5.5% Q/Q mainly driven by higher NII
- Excluding one-offs, 2Q22 Operating Costs at 556.9 €mIn in line Q/Q
- In 1H22 annualized cost of risk of 47 bps vs. 67 bps in FY21 and 57 bps in 1Q22

Note: One-off items shown in slide 27.

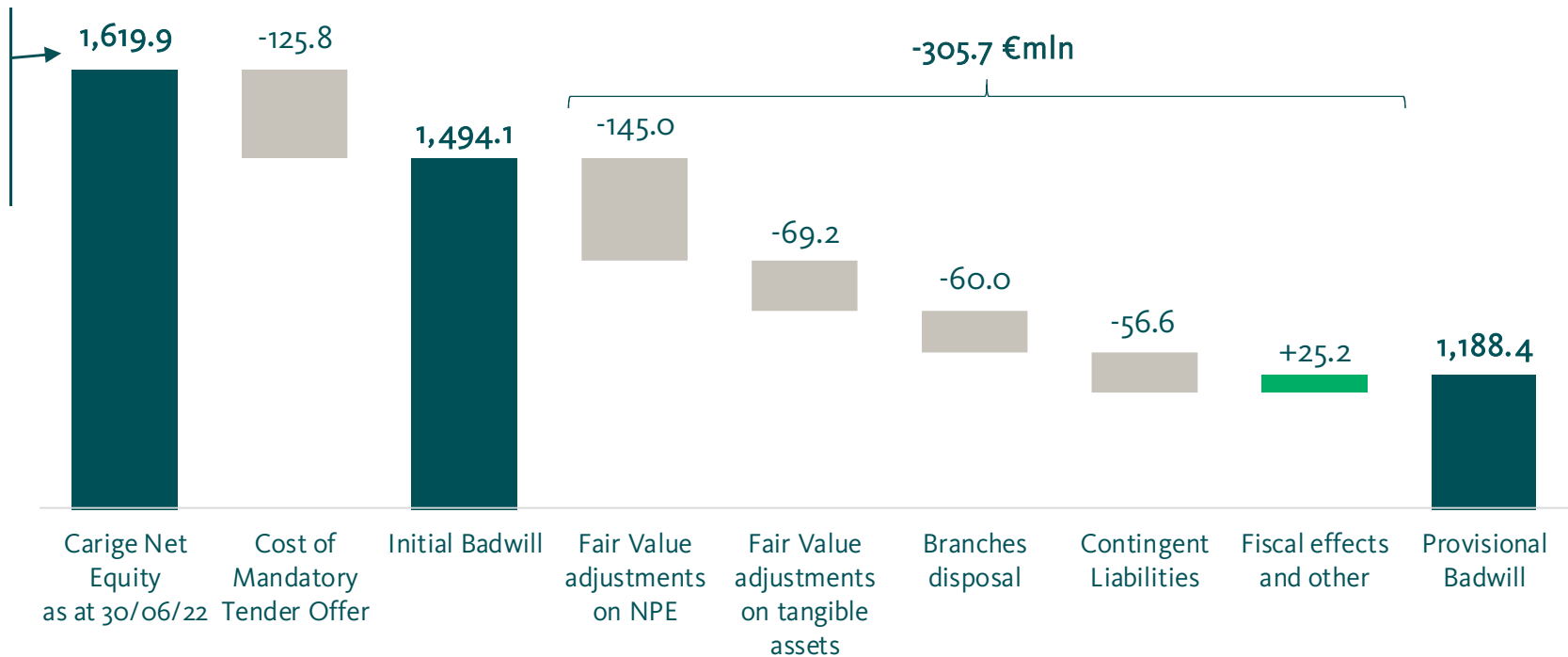
Figures on this page may not add exactly due to rounding differences.

Breakdown of “Gain on a Bargain Purchase” (Badwill)

Badwill generated from Carige acquisition, net of impairments and integration costs, amounts to 1.2 €bn

Purchase Price Allocation (€mln)

Includes Carige’s 1H22 net result of -221.1 €mln*, of which -212.5 €mln one-offs mainly related to impairments and risk provisions



- Total net impairments totalled 518.2 €mln of which 305.7 €mln through the PPA process and 212.5 €mln booked in 1H22 Carige’s net result

Note: figures on this page may not add exactly due to rounding differences.

* Managerial data

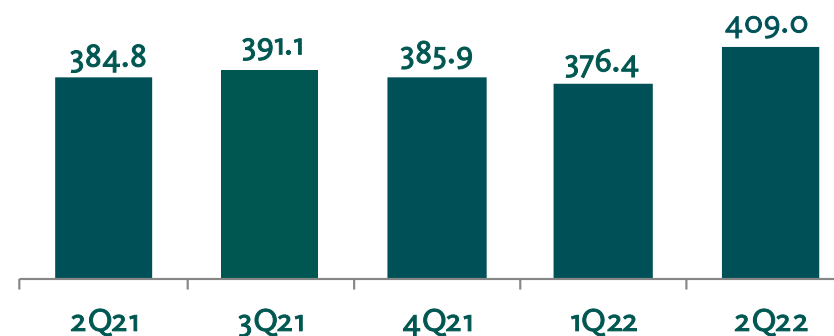
Net Interest Income

1H22 NII at 785.4 €mIn with quarterly trend starting to recover

Net Interest Income breakdown

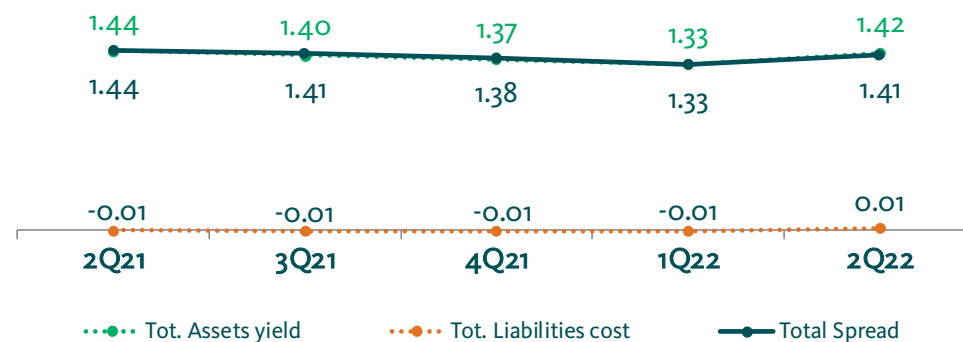
| €mIn | 1H22 | o/w 1Q22 | o/w 2Q22 | Chg. Q/Q % |
|-----------------------------|--------------|--------------|--------------|---------------|
| Commercial NII | 698.8 | 336.1 | 362.7 | 7.9% |
| Securities portfolio | 53.7 | 22.9 | 30.8 | 34.8% |
| TLTRO-III ¹ | 56.8 | 29.8 | 26.9 | -9.7% |
| Other Institutional funding | -29.3 | -15.3 | -14.0 | -8.7% |
| IFRS 9 and IFRS 16 | 5.5 | 3.0 | 2.5 | -14.9% |
| Total NII | 785.4 | 376.4 | 409.0 | 8.7% |

Net Interest Income quarterly trend (€mIn)



- In 2Q22 NII was up 8.7% Q/Q driven by higher interest rates coupled with increasing lending volumes
- Lower TLTRO-III contribution (due to the increase in excess liquidity), was more than offset by the input from the Securities portfolio (+34.8% Q/Q) as a result of higher yields
- Total spread at 1.41% up Q/Q benefiting also from repricing actions

Spread² (%)



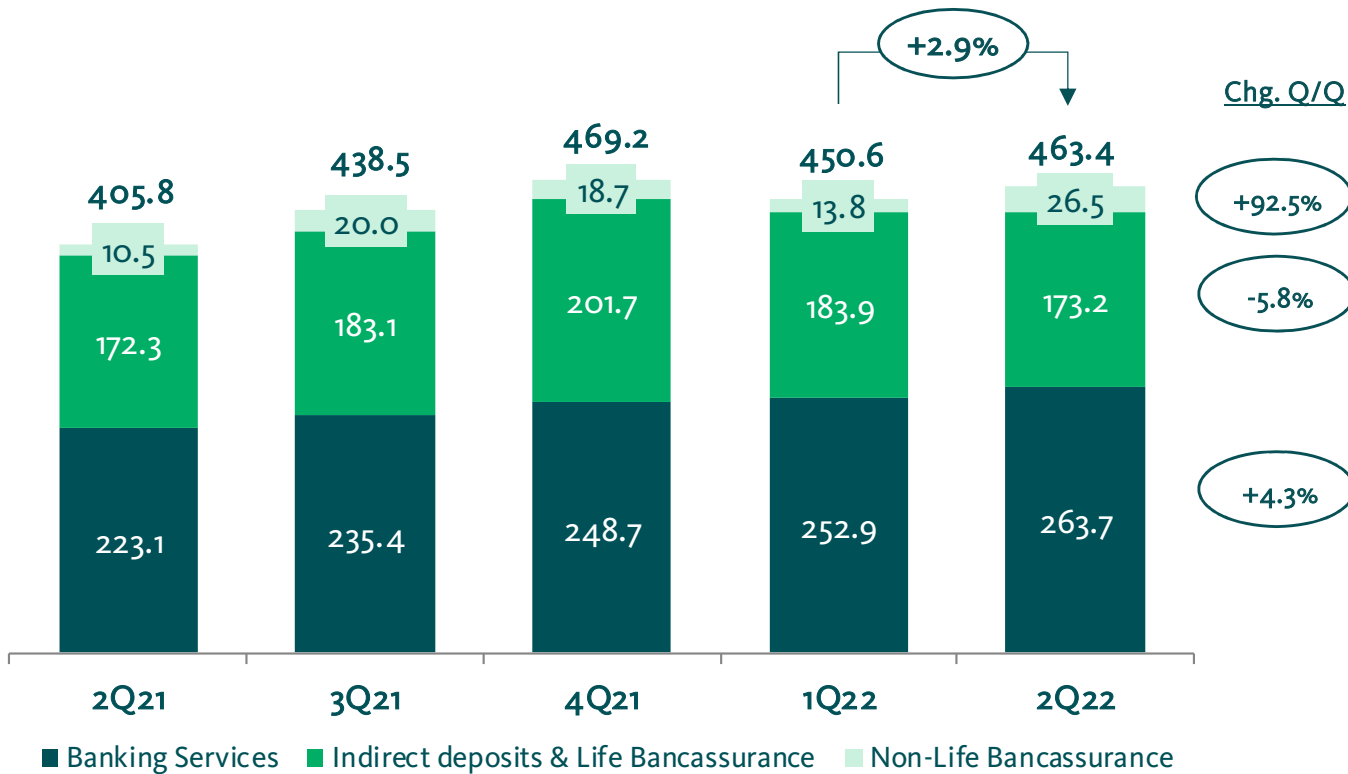
1. Net of interest expenses related to excess liquidity held at the ECB's deposit facility
 2. Operational management data. Spread calculated by taking into account funding and deposits available at the ECB

Note: figures on this page may not add exactly due to rounding differences.

Net commission income

In 1H22 Net commission income at 914.0 €mln underpinned by traditional banking fees

Net Commission Income over time (€mln)



- In 2Q22 Net Commissions totalled 463.4 €mln and were up 2.9% Q/Q, driven by the Banking Services component (+4.3% Q/Q) due to strong commercial momentum
- Indirect deposits & Life Bancassurance commissions were resilient despite adverse financial market conditions
- Strong performance of Non-Life bancassurance commissions that came in at 26.5 €mln in 2Q22 (+92.5% Q/Q)

Trading income and Dividends

In 1H22 Trading Income totalled 84.4 €mln and showed strong resilience despite financial markets headwinds

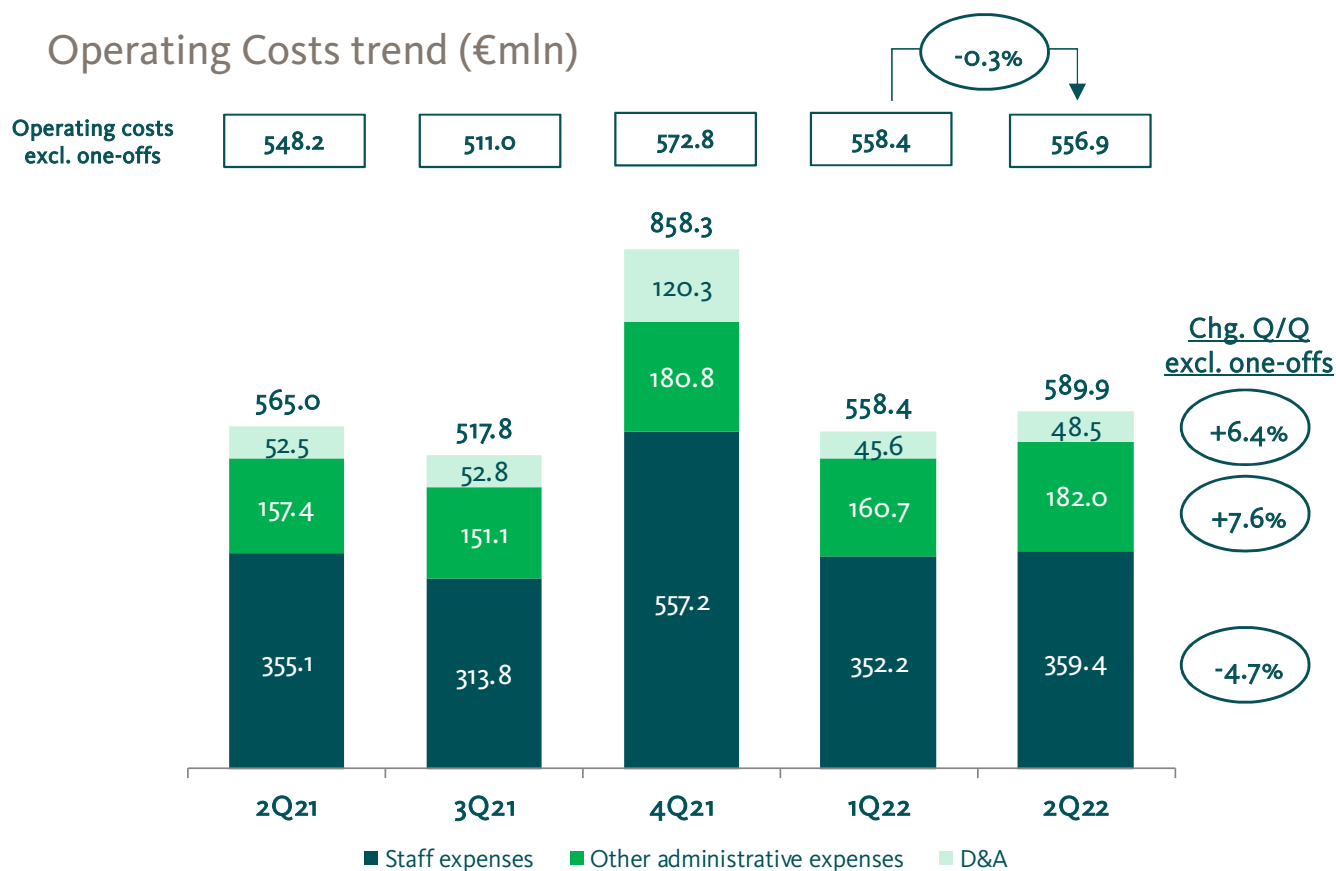
Trading income over time (€mln)



Operating Costs

In 1H22 recurring Operating Costs came in at 1,115.3 €mIn

Operating Costs trend (€mIn)



• 2Q22 cost base impacted by 33.0 €mIn one-offs:

- 24.0 €mIn related to additional costs for incentivized exits through the use of the Solidarity fund, booked to Staff expenses
- 9.0 €mIn related to Carige acquisition process, booked in Other administrative expenses

• Excluding one-offs, in 2Q22 Operating costs totalled 556.9 €mIn, largely flat Q/Q:

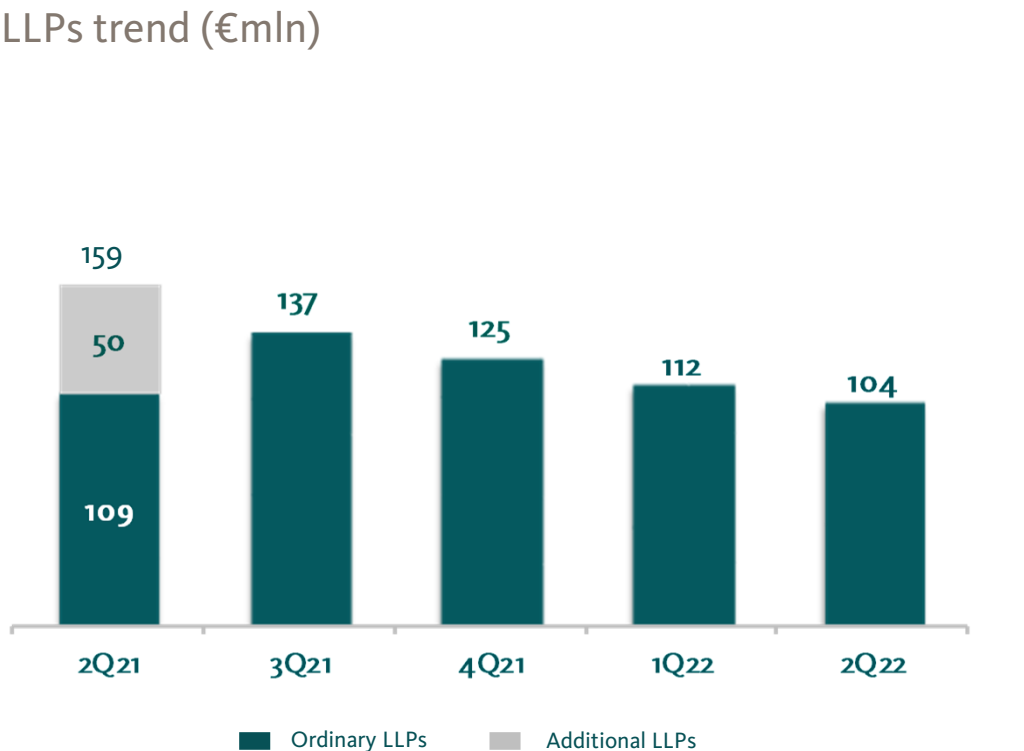
- Staff expenses came in at 335.4 €mIn (-4.7% Q/Q)
- Other administrative expenses totalled 172.9 €mIn up 7.6% Q/Q, due to costs related to the launch of Business Plan projects

Note: figures on this page may not add exactly due to rounding differences.

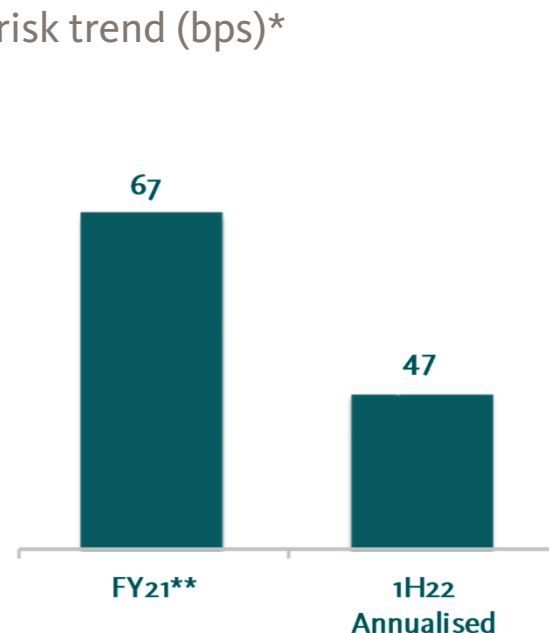
Loan Loss Provisions and Cost of Risk

1H22 cost of risk at 47 bps

LLPs trend (€mln)



Cost of risk trend (bps)*



- In 1H22 LLPs amounted to 216 €mln, of which 104 €mln in 2Q22 down 7.4% Q/Q still reflecting still good asset quality trends
- Cost of risk came in at 47 bps annualised vs. 67 bps normalised in FY21 and 57 bps in 1Q22

* Excluding customer debt securities

** Excluding 310 €mln in additional LLPs booked in 2021 (106 bps accounting cost of risk in FY21)

Note: Unlike 2021, LLPs and Cost of Risk in 1H22 were calculated by considering item 130 a) Loans to customers (€ 193.7 mln) and including € 20.8 mln in LLPs on on-balance-sheet exposures to Russia accounted for in item 130 a) Other financial assets

Note: figures on this page may not add exactly due to rounding differences.

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

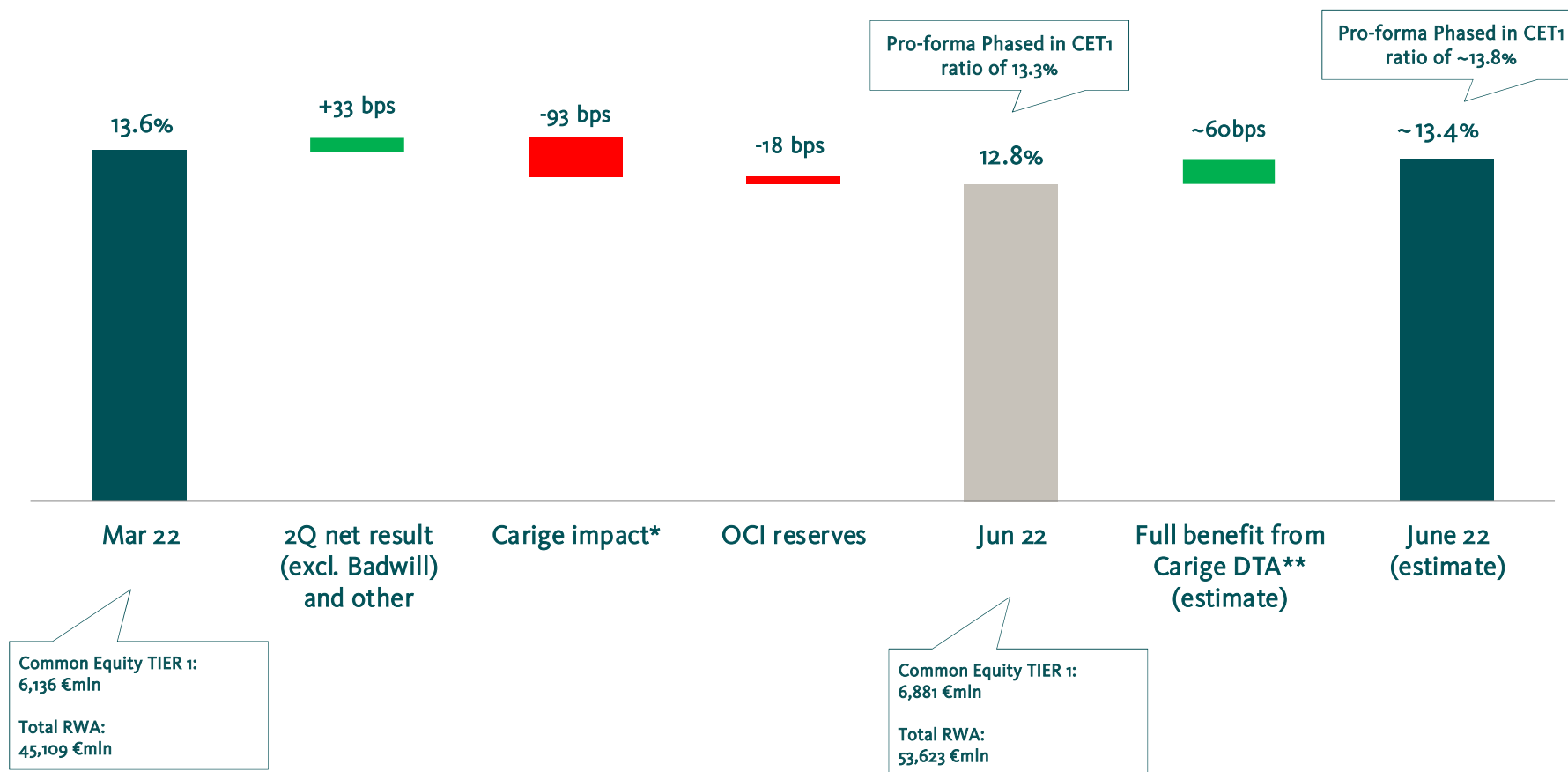
Final remarks

ANNEXES

Capital

Strong capital position confirmed

Pro-forma Fully Phased CET₁ (%)



Note: Pro-forma Fully Phased CET₁ ratio has been estimated excluding the effects of the transitional arrangements in force. Pro-forma capital ratios include the result for the period, thus simulating, in advance, the effects of the ECB's authorisation to include these profits in Own Funds pursuant to art. 26, para. 2 of the CRR

* Includes Badwill and Carige's RWAs

** To be fully booked in the year following the merger effective date: 2023 under the assumption that BPER can close the merger in 2022

Figures on this page may not add exactly due to rounding differences.

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

Final remarks

ANNEXES

Final remarks

- ▶ **SOUND OPERATING PROFITABILITY DRIVEN BY INCREASING CORE REVENUES UNDERPINNED BY HIGHER INTEREST RATES AND BUSINESS MOMENTUM**
- ▶ **STRONG ASSET QUALITY WITH NPE RATIO EXPECTED TO DECREASE FURTHER FOLLOWING DERISKING ACTIONS**
- ▶ **HIGH CAPITAL AND LIQUIDITY POSITION WELL ABOVE REGULATORY REQUIREMENTS TO RISE UP TO THE CHALLENGE OF A POTENTIAL MACRO ECONOMIC DETERIORATION**



SOLID BASE TO SUPPORT STRONGER FUTURE PROFITABILITY DERIVING FROM INCREASED COMPETITIVE POSITION AT NATION LEVEL AND BUSINESS PLAN IMPLEMENTATION

Agenda

BPER GROUP CONSOLIDATED RESULTS

Executive summary

Balance sheet

Profit and loss

Capital adequacy

Final remarks

ANNEXES

Volumes breakdown

Direct Deposits (€mln)

| €/mln | Dec 21 | Mar 22 | Jun 22 | YTD |
|-------------------------------------|----------------|---------------|----------------|---------------|
| Customer Direct Deposits | 96,201 | 93,810 | 106,882 | +11.1% |
| <i>o/w C/A and sight deposits</i> | <i>91,885</i> | <i>89,413</i> | <i>101,032</i> | <i>+10.0%</i> |
| <i>o/w Bonds</i> | <i>761</i> | <i>587</i> | <i>619</i> | <i>-18.7%</i> |
| <i>o/w Other</i> | <i>3,555</i> | <i>3,810</i> | <i>5,231</i> | <i>+47.2%</i> |
| Institutional Direct funding | 5,188 | 5,562 | 7,607 | +46.6% |
| Total Direct Deposits | 101,388 | 99,372 | 114,489 | +12.9% |

Net Customer Loans (€mln)

| €/mln | Dec 21 | Mar 22 | Jun 22 | YTD |
|---------------------------|---------------|---------------|---------------|---------------|
| Current Accounts | 4,969 | 5,126 | 6,070 | +22.1% |
| Mortgage loans | 53,621 | 53,669 | 61,488 | +14.7% |
| Other | 20,523 | 19,914 | 23,525 | +14.6% |
| Net customer loans | 79,113 | 78,709 | 91,082 | +15.1% |
| <i>o/w Performing</i> | <i>77,517</i> | <i>77,129</i> | <i>89,460</i> | <i>+15.4%</i> |
| <i>o/w Non-Performing</i> | <i>1,596</i> | <i>1,580</i> | <i>1,622</i> | <i>+1.7%</i> |

Note: figures on this page may not add exactly due to rounding differences.

1H22 P&L

Breakdown of one-offs

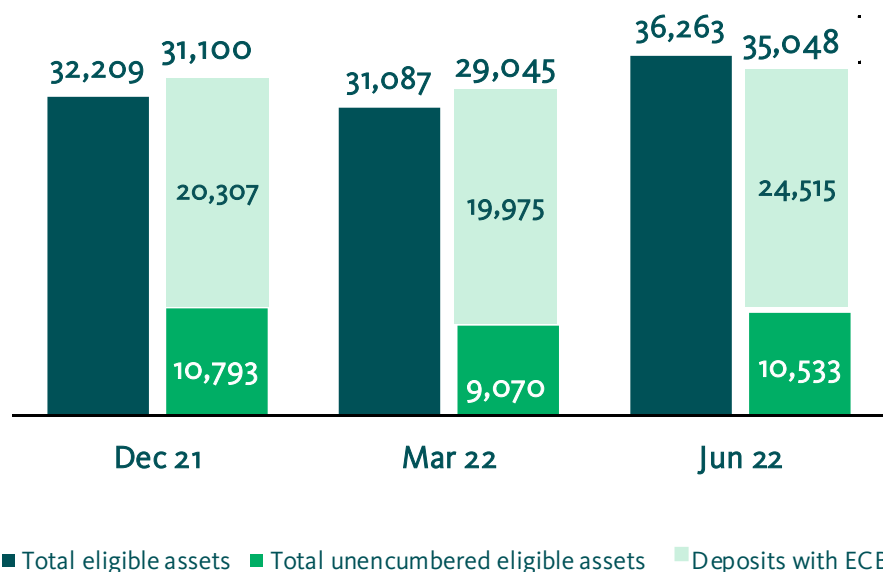
| (€mln) | 1H22 | Notes |
|--|-----------------|---|
| Net interest income | - | |
| Net commission income | - | |
| Core Income | - | |
| Dividends | - | |
| Net income from financial activities | - | |
| Other operating expenses/income | (12.9) | Other expenses |
| Operating Income | (12.9) | |
| Staff costs | (24.0) | Incentivised exits |
| Other administrative expenses | (9.0) | Carige acquisition process |
| Depreciations & Amortizations | | |
| Operating costs | (33.0) | |
| Net Operating Income | (45.9) | |
| Net impairment losses for credit risk | - | |
| Net provisions for risks and charges | - | |
| Contributions to SRF, DGS, FITD-SV | - | |
| Gain (Losses) on Investments | - | |
| Gain on a bargain purchase | +1,188.4 | Badwill |
| Profit (loss) before taxes | +1,142.6 | |
| Taxes | (74.3) | Includes commission paid for the conversion of Carige'DTA into tax credit and fiscal effects of extraordinary items |
| Minority Interests | - | |
| Profit (loss) for the period pertaining to the parent company | +1,068.3 | |

Note: figures on this page may not add exactly due to rounding differences.

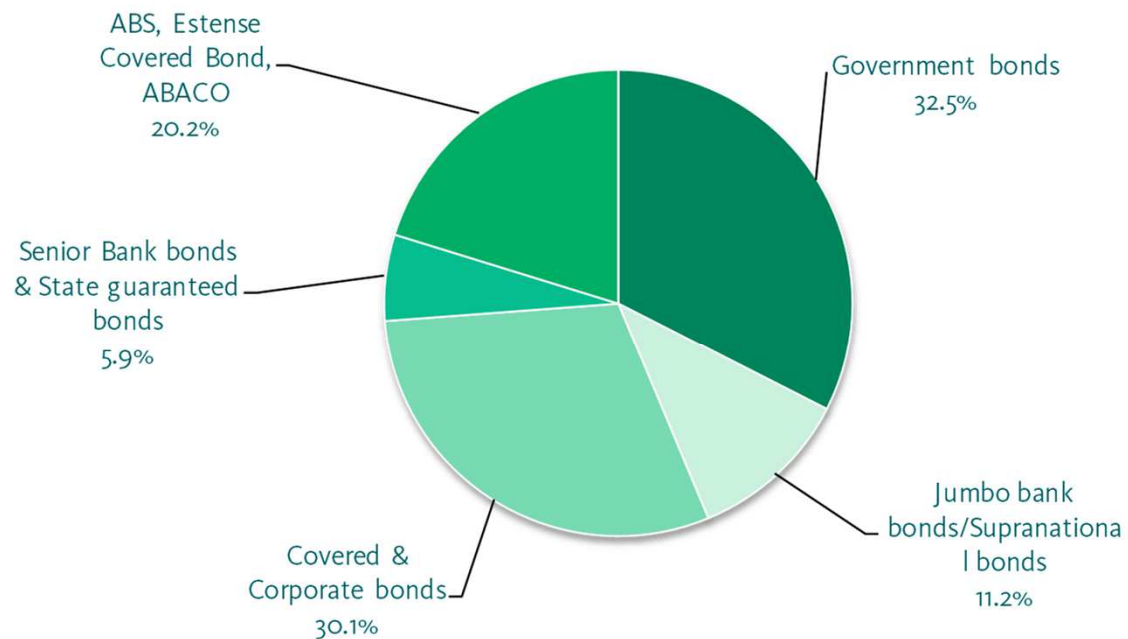
Liquidity

High level of liquidity with LCR >200% and liquidity buffer of 35 €bn

Total eligible Assets over time* (€mln)



Eligible Assets Pool Composition (%)



- ECB nominal exposure of 21.9 €bn fully made up of TLTRO III funds
- LCR >200% largely in excess of regulatory threshold, with the NSFR ratio settling well above 100%

* Net of ECB haircut.

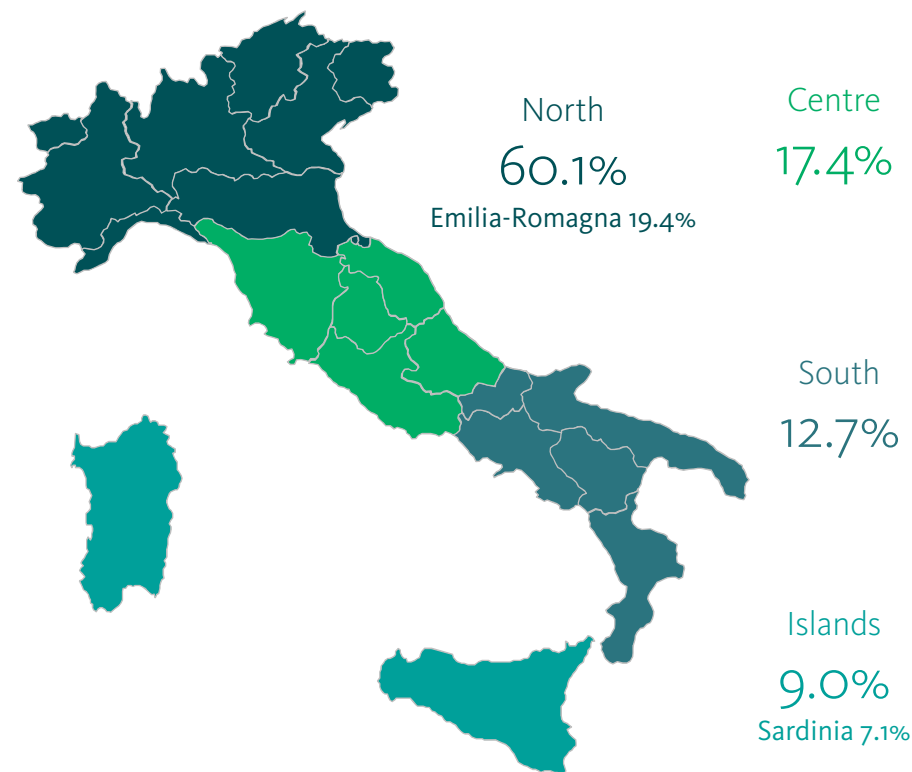
Net Customer loans

Portfolio composition

Net customer loans breakdown by sector (€mln)

| Business sector | Jun 22 | % on Total Customer Loans | Δ % vs Dec 21 |
|---|-------------|---------------------------|---------------|
| Manufacturing | 1.1 | 1.3% | +11.4% |
| Wholesale and retail services, recoveries and repairs | 14.1 | 15.5% | +19.7% |
| Construction | 3.7 | 4.0% | +15.0% |
| Real Estate | 8.2 | 9.0% | +13.8% |
| HORECA* | 2.1 | 2.3% | +14.6% |
| Agriculture, forestry and fishing | 4.7 | 5.2% | +9.5% |
| Other | 9.4 | 10.3% | +5.3% |
| Total loans to non-financial businesses | 43.3 | 47.6% | +12.5% |
| Households | 41.0 | 45.1% | +18.9% |
| Total loans to financial businesses | 6.7 | 7.4% | +12.7% |
| Total Customer Loans | 91.1 | 100.0% | +15.1% |
| Debt Securities | 14.5 | 16.0% | -1.7% |

Customer loans breakdown by geographical areas¹(%)



* Hotels, Restaurants & Cafés (HORECA). Note: figures as per ATECO business sector definitions (ISTAT, the Italian National Institute of Statistics).

1. Commercial banks + Sarda Leasing, excluding non-resident loans. Figures from data management system.

Note: figures on this page may not add exactly due to rounding differences.

Note: figures from data management system.

Asset quality

Asset quality breakdown (excl. debt securities)

| Gross exposures (€mln) | Dec 21 | | Mar 22 | | Jun 22 | | Chg Q/Q | | Chg YTD | |
|---------------------------------|---------------|-------------|---------------|-------------|---------------|-------------|---------------|---------------|---------------|---------------|
| | | comp. % | | comp. % | | comp. % | Abs. | Chg (%) | Abs. | Chg (%) |
| Non Performing Exposures (NPEs) | 4,025 | 4.9% | 4,008 | 4.9% | 4,088 | 4.3% | 80 | +2.0% | 63 | +1.6% |
| Bad loans | 2,014 | 2.5% | 2,006 | 2.5% | 2,015 | 2.1% | 9 | +0.5% | 1 | +0.1% |
| Unlikely to pay loans | 1,883 | 2.3% | 1,892 | 2.3% | 1,944 | 2.1% | 52 | +2.7% | 61 | +3.2% |
| Past due loans | 128 | 0.2% | 110 | 0.1% | 129 | 0.1% | 19 | +17.6% | 1 | +0.9% |
| Gross performing loans | 77,964 | 95.1% | 77,623 | 95.1% | 90,058 | 95.7% | 12,435 | +16.0% | 12,094 | +15.5% |
| Total gross exposures | 81,989 | 100% | 81,631 | 100% | 94,146 | 100% | 12,515 | +15.3% | 12,157 | +14.8% |

| Adjustments to loans (€mln) | Dec 21 | | Mar 22 | | Jun 22 | | Chg Q/Q | | Chg YTD | |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|--------------|
| | | coverage (%) | | coverage (%) | | coverage (%) | Abs. | Chg (%) | Abs. | Chg (%) |
| Adjustments to NPEs | 2,429 | 60.4% | 2,428 | 60.6% | 2,466 | 60.3% | 38 | +1.5% | 37 | +1.5% |
| Bad loans | 1,447 | 71.8% | 1,469 | 73.2% | 1,524 | 75.6% | 55 | +3.8% | 77 | +5.4% |
| Unlikely to pay loans | 949 | 50.4% | 926 | 49.0% | 906 | 46.6% | -20 | -2.3% | -43 | -4.6% |
| Past due loans | 33 | 25.9% | 33 | 30.0% | 36 | 27.7% | 3 | +8.3% | 3 | +7.6% |
| Adjustments to performing loans | 447 | 0.6% | 494 | 0.6% | 598 | 0.7% | 104 | +21.2% | 151 | +33.8% |
| Total adjustments | 2,876 | 3.5% | 2,922 | 3.6% | 3,064 | 3.3% | 142 | +4.9% | 188 | +6.5% |

| Net exposures (€mln) | Dec 21 | | Mar 22 | | Jun 22 | | Chg Q/Q | | Chg YTD | |
|---------------------------------|---------------|-------------|---------------|-------------|---------------|-------------|---------------|---------------|---------------|---------------|
| | | comp. % | | comp. % | | comp. % | Abs. | Chg (%) | Abs. | Chg (%) |
| Non Performing Exposures (NPEs) | 1,596 | 2.0% | 1,580 | 2.0% | 1,622 | 1.8% | 42 | +2.7% | 26 | +1.7% |
| Bad loans | 567 | 0.7% | 537 | 0.7% | 491 | 0.5% | -46 | -8.7% | -76 | -13.4% |
| Unlikely to pay loans | 934 | 1.2% | 966 | 1.2% | 1,038 | 1.1% | 72 | +7.5% | 104 | +11.2% |
| Past due loans | 95 | 0.1% | 77 | 0.1% | 93 | 0.1% | 16 | +21.5% | -2 | -1.5% |
| Net performing loans | 77,517 | 98.0% | 77,129 | 98.0% | 89,460 | 98.2% | 12,331 | +16.0% | 11,943 | +15.4% |
| Total net exposures | 79,113 | 100% | 78,709 | 100% | 91,082 | 100% | 12,373 | +15.7% | 11,969 | +15.1% |

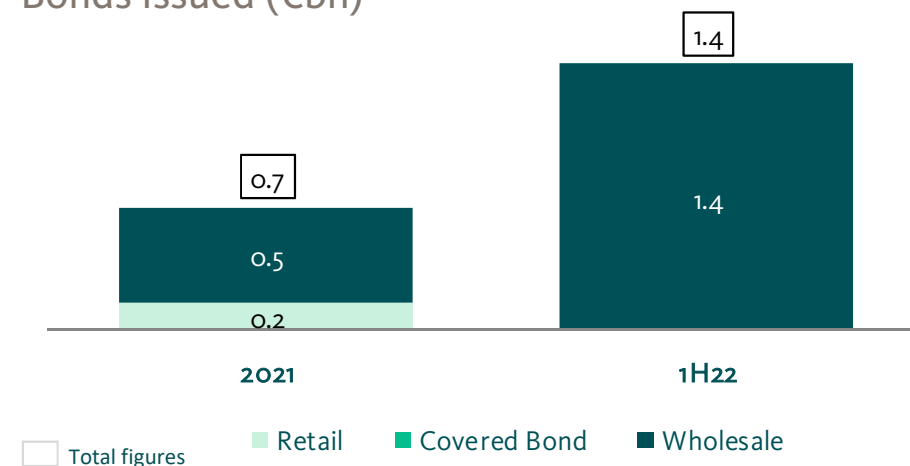
Note: figures on this page may not add exactly due to rounding differences.

Bond maturities and issuances: highlights

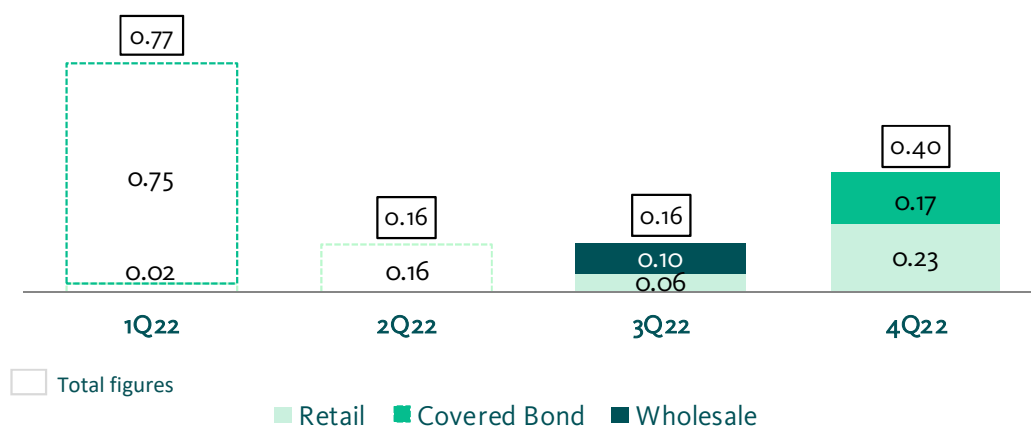
Outstanding bonds¹ (€bn)

| | Dec 21 | Jun 22 |
|-------------------------------|------------|------------|
| Wholesale bonds | 3.9 | 5.7 |
| <i>o/w covered bonds</i> | 1.9 | 2.4 |
| <i>o/w subordinated bonds</i> | 0.9 | 1.2 |
| Retail bonds | 0.9 | 0.7 |
| Total bonds | 4.8 | 6.4 |

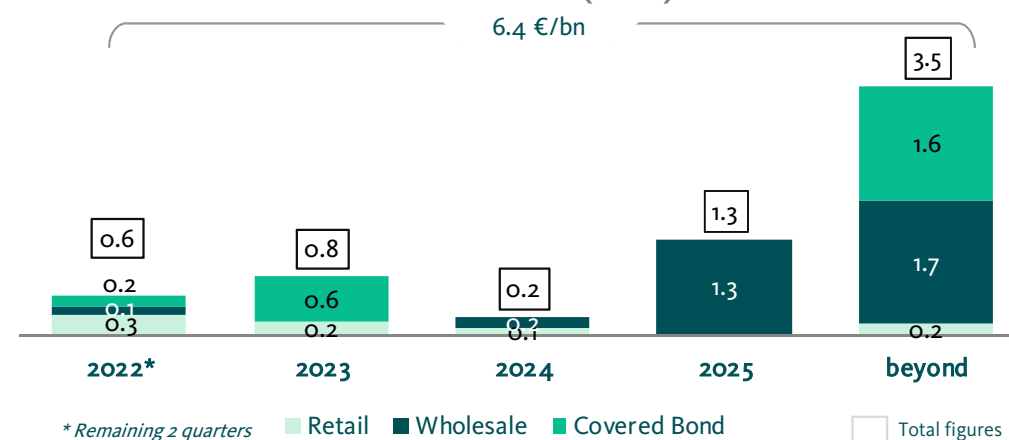
Bonds issued (€bn)



2022 Bond maturities (€bn)



Bond maturities breakdown (€bn)



1. including Unipol Banca bonds.

Note: figures on this page: 1) reflect nominal amounts and 2) may not add exactly due to rounding differences.

Note: figures from data management system.

Contacts for Investors and Financial Analysts

Fabio Pelati

Head of Investor Relations

 Via Aristotele, 195 - 41126 Modena - Italy

 +39 059 2021396

 fabio.pelati@bper.it

Nicola Sponghi

Investor Relations

 Via Aristotele, 195 - 41126 Modena - Italy

 +39 059 2022219

 nicola.sponghi@bper.it