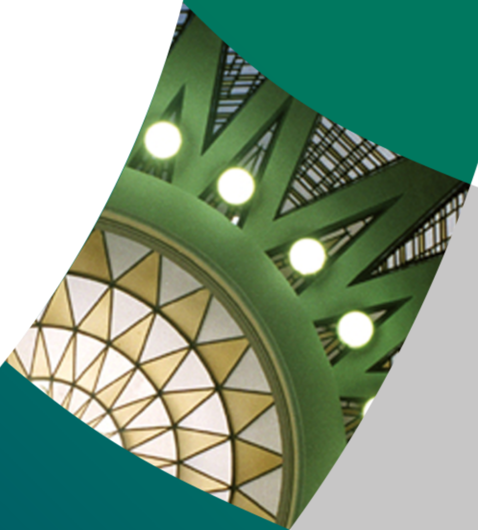
BANCO BPM



Group Presentation

May 2024
Financial Institutions Group

Agenda

Group Overview

1

WHO WE ARE

BANCO BPM commences on 1 January 2017 following the merger of two major cooperative banks, Banco Popolare and Banca Popolare di Milano, which have created a solid, profitable and sustainable banking group as a result of their transformation into joint-stock companies.

With more than 20,000 employees and 1,427 branches, Gruppo Banco BPM is the third-largest banking group in Italy. It serves about 4 million customers through an extensive and complementary distribution network and a comprehensive multi-channel model, benefiting from a leadership position in Northern Italy, particularly in productive regions such as Lombardy, Veneto and Piedmont.

Its strong local presence has made it a national leader in several high value-added businesses, being in a unique position to take advantage of its widespread network, a portfolio of highly recognisable brands and cross-selling opportunities between product factories.

In the Group's revamped core business model, human resources represent a key element, being handled through a clear programme of personnel management and development, with major investments in training and new commercial skills. Moreover, the strong tradition of cooperative banks has inspired the new banking group to pursue a mission to create lasting value for shareholders and local areas through sustainable growth and profitability.

BANCO BPM AT A GLANCE…

Italy's third largest listed banking group, rooted in the wealthiest areas of the country

STRONG FRANCHISE

Clients: 3.8 million

 # Branches: 1,436[2]

Leadership in Italy's richest regions

Market share by branches[1]

Lombardy	Veneto	Piedmont
12.9%	7.9%	9.8%

(76% in the North)

Material support to the real economy

Breakdown of Customer Loans

~ 30% to Households | ~ 60% to NFCs

HIGH-VALUE ADDED PRODUCT FACTORIES & JVs

BANCA ALETTI · BANCO BPM VITA · ANIMA CHI RISPARMIA AMA · Banca Akros · VERA Vita · AGOS · VERA Assicurazioni

BANCO BPM

AMONG THE BIGGEST BANKING PLAYERS IN ITALY[3]

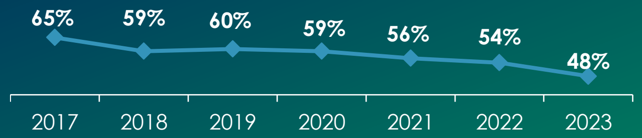
Net Customer Loans	€105.4bn	Shareholders' Equity	€14.0bn
Direct Funding	€124.8bn	CET1 ratio FL	14.2%

SUCCESSFUL TURNAROUND COMPLETED

Gross NPE ratio

Without requesting additional funds to shareholders

C/I ratio



Notes: **1.** Market shares calculated on the number of branches (Source: Studies and Research processing on Bank of Italy Supervisory Reports as of 31/12/2023). **2.** Branches in Italy. In addition to the core retail franchise of the Parent Bank (1,358 outlets), this number includes also 53 private banking branches of Banca Aletti as well as 25 other Group outlets as at 31/12/2023. **3.** Data as of 31/12/2023.

Transformational initiative closed:
Set up of the new Bancassurance organizational model

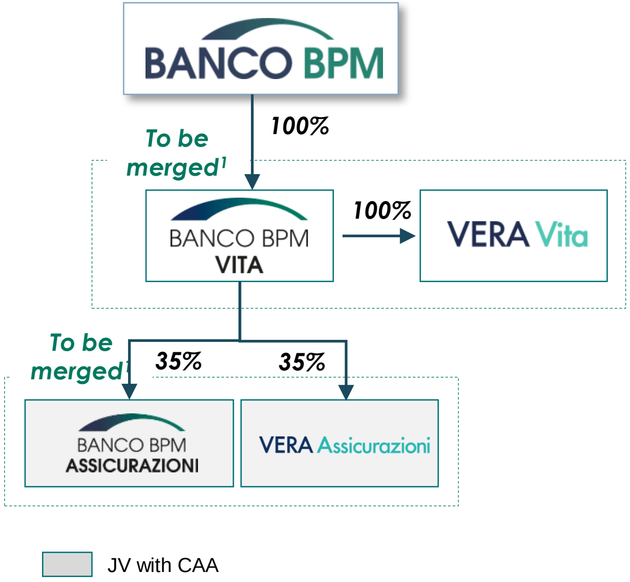
TRANSACTION DETAILS

CALL ON 65% OF VERA VITA AND VERA ASSICURAZIONI EXERCISED IN MAY 2023

CLOSING OF TRANSACTION IN DECEMBER 2023:

- CAA purchase 65% stake in BBPM Assicurazioni and in Vera Assicurazioni[1], for a consideration of ~€260m **(total valuation of the non-life business €400m)**
- Signing of a **20-year distribution agreement**

PLANNED ORGANIZATIONAL STRUCTURE



STRATEGIC RATIONALE

1. **Single Insurance Group, with unified governance and oversight by BBPM Vita**
2. **Single commercial offer to customers across the entire BBPM network** by unifying product catalogue
3. **Unique in-house product factory** capable of developing potential **synergies**
4. **Favourable capital treatment (Danish Compromise)**

Note: **1.** Following Banco BPM's repurchase of Vera Assicurazioni, the Merger is planned within ~18 months after closing.

Transformational initiative under way:
Creation of the second largest player in the Payments business in Italy

A €2BN NPV DEAL BASED ON THREE STRATEGIC PILLARS…

1

PRESERVATION OF P&L CONTRIBUTION

2

UPFRONT VALUE GENERATION

€500m At closing
~€200m cash + shares

€100m Deferred payment
cash

+32 bps

Expected impact on CET 1 at closing
*(up to **50 bps** including deferred component)*

3

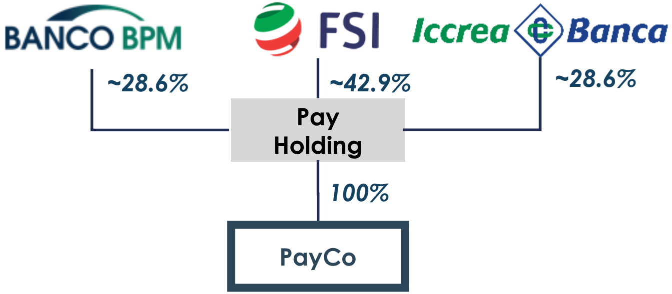
FURTHER UPSIDE

~28.6%

Stake in the JV with the optionality to benefit from future value generated by the participation

… ESTABLISHING A TOP PLAYER IN THE PAYMENT ARENA

- **>10% market share**
- **~9m payment cards**
- **~400K POS**
- **~€110bn in transacted business volumes**



Deal signed, with closing expected in H1 2024

…FROM RESTRUCTURING TO SUSTAINABLE LONG-TERM VALUE CREATION

Banco BPM was established in January 2017 from the merger between Banco Popolare and BPM:

- First bank to take advantage of consolidation opportunities in the Italian banking system
- First integration authorized by ECB, after transition to the Single Supervisory Mechanism

2017-2019

SUCCESSFUL RESTRUCTURING

- IT, ORGANISATIONAL AND COMMERCIAL INTEGRATION OF THE TWO FORMER BANKS
- MASSIVE DERISKING
- SIMPLIFICATION & SPECIALISATION OF THE NETWORK AND OF THE PRODUCT FACTORIES / JVS

2020-2021

CONSOLIDATION OF THE BUSINESS MODEL AND OF THE CAPITAL PROFILE

- MORE EFFICIENT, DIGITAL & MULTICHANNEL COMMERCIAL MODEL
- FURTHER IMPROVEMENT IN RISK/CAPITAL POSITION
- STRENGTHENED PROFITABILITY: BACK TO SHAREHOLDER REMUNERATION

2022 – 2023

ACCELERATION OF PROFITABILITY AND OF LONG-TERM VALUE CREATION POTENTIAL

- “TRANSFORMATIONAL” INITIATIVES
- PROFITABILITY AT “RECORD” LEVEL
- ENHANCEMENT OF STRATEGIC AMBITIONS
- GOVERNANCE & RISK MANAGEMENT FURTHER REINFORCEMENT OF

FURTHER STRENGTHENING OF THE PROFITABILITY IN 2023
NEW STRATEGIC PLAN PRESENTED TO THE MARKET ON 12 DECEMBER 2023

Banco BPM Strategic Plan 2023-2026: key highlights

Accelerated profitability & sustainable value creation

~€6bn	€4bn	>€1.5bn	~13.5%	~14%
Cumulative Net Income 2023-26	Total Shareholder remuneration 2023-26	Net Income 2026	RoTE 2026	CET1 2026

The seven pillars of our Performance Acceleration Program

1. Broaden **leadership in SMEs & Corporate**, supporting green transition
2. Reinforce **Wealth Management** & **Life Insurance**
3. Capture value from **P&C Insurance** and **Payments' deals**
4. Benefit from further **omnichannel reinforcement**
5. Enhance **tech innovation, lean banking, cybersecurity**
6. Further consolidate a **"future-proof" balance sheet**
7. **Empower People and Communities**, in line with our Social-oriented DNA

SUSTAINABILITY FULLY INTEGRATED THROUGHOUT THE PLAN

BANCO BPM

Further developing the integration of our Sustainability strategy

SUSTAINABILITY AMBITIONS EMBEDDED IN THE PLAN

E

- **Supporting our clients in their transition path** through advisory and commercial offering, paving the way for a **Net Zero Strategy**
- Strengthening the **management & monitoring of Climate & Environmental Risk**
- Keep on **reducing our own environmental impact**

NZBA target setting by 2026	CARBON NEUTRAL BY 2024 For Net Scope 1&2 emissions[2]

S

- Further enhancing our **People strategy, Generational change** and **Women empowerment**
- Strengthening our **leadership position as third sector lender**
- Confirming as a **top Community bank** with strong **impact on our local communities** (school and education-driven)

+20%	~€200m	~€5m
Women in managerial positions YE 2026 vs. YE 2023	New loans to third sector (2026)	Donations & contributions for "E" and "S" projects (avg. P.Y. 2024-26)

G

- **Short-term and Long-term incentive plans** for **managers** & **employees** confirmed **aligned with ESG targets**
- Supporting our **Digital transformation** with a strong **Privacy & Cybersecurity management**
- **Further enhancement** of **ESG risk measurement** framework, in coherence with the evolution of **external regulation** and **risks materiality**

~15%	#200K
Share of hirings of Cybersecurity specialists on total hirings of Digital & IT professionals (2024-26)	ESG training hours to employees in 2026

Notes: 1. Carbon Neutrality for Net Scope 1&2 Market-based emissions, including offsetting through carbon credits.

Credit Ratings now all *INVESTMENT GRADE* - Evolution since the merger[1]

MORNINGSTAR DBRS

	Starting level (05/01/2017)	**Rating action (12/10/2023)**	**Notch Improvement**
Long-Term Senior Debt	*BBB (low)*	**BBB**	**+1**
LT Deposit Rating	*BBB (low)*	BBB (high)	+2

TREND STABLE – IA: "Earnings" +2 notch; "Risk Profile" +2 notch

KEY RATING DRIVERS:

- Improvements in financial position, particularly in terms of credit quality, profitability and operational efficiency
- Solid market position across Northern Italy, strengthened by operational rationalization measures and by the development of digitization and fee-driven businesses
- Solid funding and liquidity profile and solid capital position

FitchRatings

	Starting level (23/12/2016)	**Rating action (21/03/2024)**	**Notch Improvement**
LT Issuer Default Rating	*BB-*	**BBB-**	**+3**
LT Deposit Rating	-	BBB	-

OUTLOOK STABLE

Upgrade by one notch of the Senior Preferred debt rating (to BBB) on 21/03/2024

KEY RATING DRIVERS:

- Strong franchise, rooted in northern Italy and business model oriented toward commercial banking, but also fairly diversified in WM, CIB and bancassurance
- Improved profitability and asset quality
- Disciplined approach to risk and adequate capital buffers
- Stable and diversified funding and sound liquidity metrics

MOODY'S

	Starting level (03/01/2017)	**Rating action (21/11/2023)**	**Notch Improvement**
LT Senior unsecured	*Ba2*	**Baa2**	**+3**
LT Deposit Rating	*Ba1*	Baa1	+3

OUTLOOK STABLE

2 notch improvement of BCA and LT Senior Unsecured (rating action of 21/11/2023)

KEY RATING DRIVERS:

- Significant strengthening of asset quality and profitability
- Strong franchise as Italy's third-largest bank
- Strengthening of capital position
- Stable retail deposit base and access to the wholesale bond markets

S&P Global Ratings — **New Rating**

	Starting level	**Rating action (07/11/2023)**	**Notch Improvement**
LT Issuer Credit Rating	*N.A.*	**BBB-**	**-**

OUTLOOK POSITIVE

KEY RATING DRIVERS:

- Solid franchise in the wealthiest northern regions of Italy and well-diversified business model
- Significant enhancement of capitalization and strong de-risking
- Sound recurring earnings capacity with good profitability prospects
- Solid funding and liquidity profile
- ALAC buffer evolution

Note: **1.** Standalone and Long-term ratings. For Fitch, the starting rating considered is the last rating that had been assigned pre-merger to the two banks Banco Popolare and BPM

GLOBAL TRANSACTION BANKING

GLOBAL TRANSACTION BANKING
Mr. Fabio De Rosa

GTB CLIENTS AND SALES
Ms. Roberta Consonni

TRADE FINANCE SALES
Mr. Giacomo Gagliasso

55 Sales Specialists
4 coordinators

Supporting our customers in:

- Contract pre-check
- Operational assistance
- Financing solution advisory

FINANCIAL INSTITUTIONS GROUP
Ms. Flavia Giacconi

6 Global Relationship Managers
10 Assistants
2 Analysts

- Management of International commercial transactions
- Establishing commercial credit line for foreign banks

2 Representative Offices

- Hong Kong, Mumbai

INTERNATIONAL PAYMENTS & GUARANTEES
Mr. Paolo Mauri

14 specialists in Unique International Guarantee Centre

- Bond and International Guarantees

34 specialists in International Payments in 3 operations unit

- International Payments

ESTERO OPERATIONS
Ms. Patrizia Coronese

85 specialists in 6 operations units in Italy

- Documentary Credits
- Documentary Collections

TRADE FINANCE PRODUCTS & CONTROLS
Mr. Roberto Ruffini

12 Specialists

- Checks and controls for international sanctions
- KYC & AML activities on foreign banks

TRADE & EXPORT CREDIT
Mr. Nur Puri Purini

12 Professionals

- ECA Finance
- Structured Commodity Finance
- Supplier's Credit and Guarantees
- Structured and corporate loans for international industrial groups

FINANCIAL INSTITUTIONS GROUP – THE TEAM

Flavia Giacconi - Head of FIG & Representative Offices
+39 02 77002061
flavia.giacconi@bancobpm.it

North America, UK, Scandinavian, Israel, Japan, Oceania

Andrea Susani – Area Manager
+39 0371580640
andrea.susani@bancobpm.it

Katia Pippo +39 045 8274435
katia.pippo@bancobpm.it

Valeria Maria Ferrari +39 0371 582338
valeriamaria.ferrari@bancobpm.it

Latam, Spain, Portugal

Jrma Rosa Zoila Rios Vertiz – Area Manager
+39 02 77002308
jrmazoilarosa.riosvertiz@bancobpm.it

Roberta Muscolo +39 02 77002787
roberta.muscolo@bancobpm.it

France, Benelux, Germany, Switzerland, Austria, E.U. South & Eastern Europe

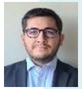
Giovanna Pasi – Area Manager
+39 02 77002866
giovanna.pasi@bancobpm.it

Francesca Romagnoli +39 045 8274498
francesca.romagnoli@bancobpm.it

Inmaculada Samper Y Goterris +39 02 77000115
inmaculadamaria.samperygoterris@bancobpm.it

FINANCIAL INSTITUTIONS GROUP – THE TEAM

Turkey, Baltics, Russia & CIS, Non E.U. South & Eastern Europe



Aldo Vangi – Area Manager
+39 045 8675090
aldo.vangi@bancobpm.it

Fabiana Lea Carotenuto +02 77003363
fabianalea.carotenuto@bancobpm.it

Carolina Olearsh +02 77004431
carolina.olearsh@bancobpm.it

China, Far East, Indian Subcontinent

Annarosa Brunelli – Area Manager
+39 045 8274474
annarosa.brunelli@bancobpm.it

Rachele Zaglia +39 045 8274141
rachele.zaglia@bancobpm.it

Africa, Middle East, Gulf Countries

Angelo Scala – Area Manager
+39 0277002045
angelo.scala@bancobpm.it

Annamaria Ricupero +39 045 8675551
annamaria.ricupero@bancobpm.it

Jacopo Acquati Martani +39 02 77002341
jacopo.acquatimartani@bancobpm.it

China Mainland & East Asia HUB

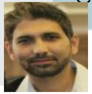
HONG KONG
32rd floor, 3205 Central Plaza
18 Harbour Road, Wan Chai
Tel +852 2522 7608 - Fax +852 2521 9688
hongkong@bbpm.hk

Carrie Choi
Chief Representative

China Mainland & East Asia HUB

MUMBAI
82 – 8th Floor, Jolly Maker Chambers II
225 Nariman Point Mumbai 400021
Tel +91 22 22042872 - Fax +91 22 22042874
mumbai@bbpm.in

Bhojraj Pathak
Chief Representative



BANCO BPM

Key Messages: Q1 2024 Executive Summary

2

A POWERFUL START INTO THE YEAR: HIGH PROFITABILITY AND STRONG CAPITAL GENERATION

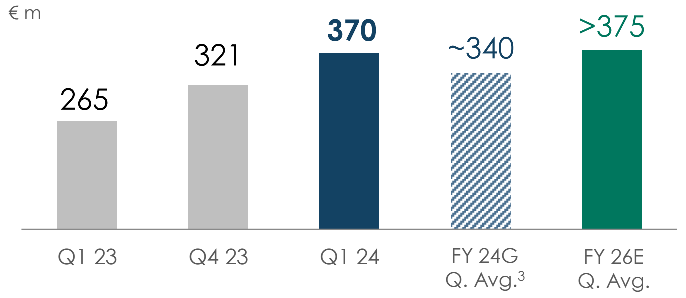
COMPELLING FINANCIALS

• Well-diversified business model & solid franchise	NET FEES +12% Q/Q
• Effective cost management	C/I @ 47% (48% FY 23)
• Low Cost of Risk…	CoR @ 31BPS[1]
• … backed by safe AQ	GROSS NPEs -€1.1BN Y/Y
• Robust funding capacity	DIRECT FUNDING +€3BN YTD[2]
• Significant capital generation	CET 1 @ 14.7% (14.2% YE 23)

FULL CONFIDENCE IN OUR STRATEGIC PLAN TARGETS

Q1 NET INCOME @ €370M:

- +40% Y/Y and +15% Q/Q
- Ahead of FY 2024 guidance (quarterly average)



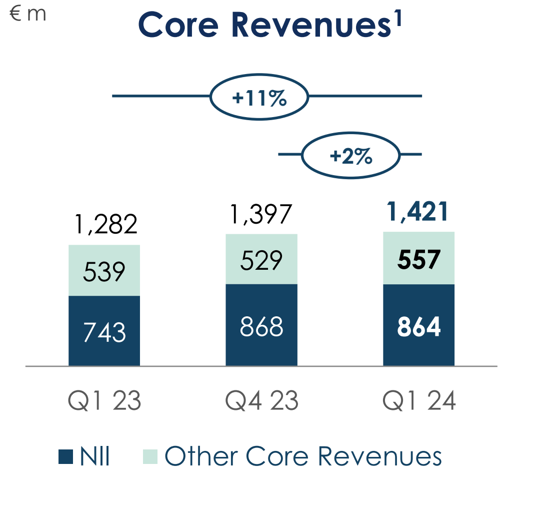
… allowing a promising outlook for shareholder remuneration

Notes: 1. Q1 2024, annualized. 2. Total direct funding from the banking business (see slide 34 for more details). 3. Excluding net positive impact from one-offs to be registered post Q1 2024.

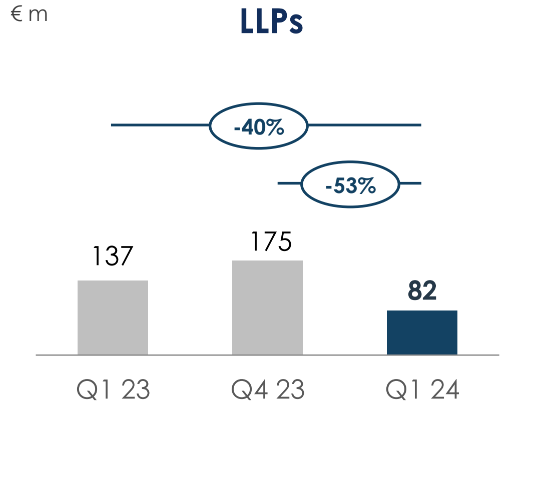
Q1 2024: Strong performance in key P&L items

CONFIRMING A SOLID GROWTH IN OUR PROFITABILITY TRAJECTORY

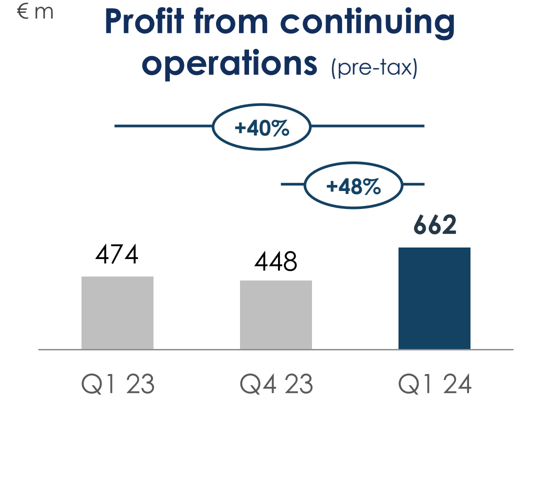
Core Revenues[1]



LLPs



Profit from continuing operations (pre-tax)



Notes: 1. Core Revenues: NII + Net Commissions + Income from Associates and Income from Insurance business. Part of the contribution from payment activities, which was previously classified under "Other net operating income", has been included in "Net fees and commission income" starting from Q1 2024, due to the upcoming finalization of the JV in Payments system. 2023 data have been restated accordingly. **See Methodological Notes for details.**

Key Product Factories: further opportunities over the plan horizon

EVOLUTION PATH OF OUR NEW STRATEGIC GROWTH ENGINES

BANCO BPM VITA / VERA Vita — Full Ownership in Life Insurance

BANCO BPM ASSICURAZIONI / VERA Assicurazioni — JV in P&C Insurance

NUMIA — JV in Payments System

2022/2023 — Laying the foundations

Bancassurance Life & P&C

- Acquisition of Life Bancass.[1]
- Strategic alliance in Bancass. P&C with CAA[2]

Payments System

- Deal signed for the new Numia[3] JV with FSI/BCC PAY/ICCREA[4] (authorization process started)

2024 — Implementing the new configuration

Bancassurance Life & P&C

- Full internalization of Life Companies
- Launch of P&C JV
- IT & Operations separately managed through pre-existing platforms

Payments System

- Closing and launch of the JV expected in H2 2024

2025 — Full integration

Bancassurance Life & P&C

- Migration to the new Life and P&C platforms

Payments System

- Completion of POS migration

2026

AT FULL STEAM

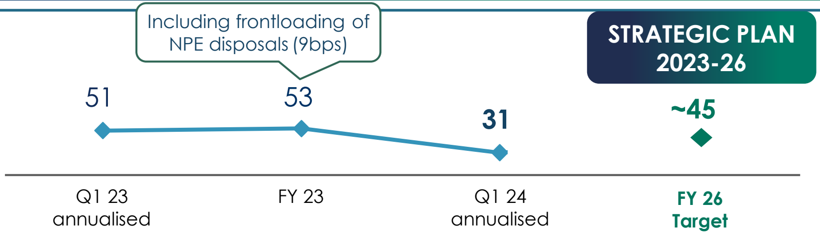
PROGRESSIVE INCREASE IN CONTRIBUTION OVER THE PLAN HORIZON

Notes: **1.** BBPM Vita acquired in July 2022 and Vera Vita in December 2023. **2.** Closing of the sale of 65% of BBPM Assicurazioni & Vera Assicurazioni to CA Assurances. **3.** PayCo (BCC Pay S.p.A.), on 1 May, changed its name to Numia S.p.A.. **4.** Term Sheet signed in July 2023, with long-form contracts signed In December 2023.

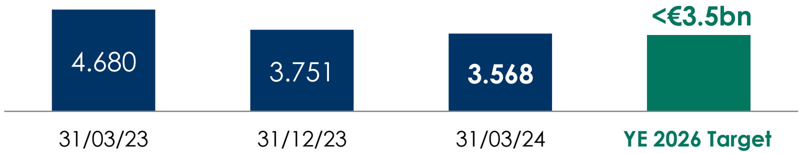
Asset Quality trajectory well on track

DECREASING COST OF RISK BACKED BY SAFE ASSET QUALITY

COST OF RISK
(bps)[1]



GROSS NPEs
(€ m)



	31/03/23	31/12/23	31/03/24	YE 2026 Target
GROSS NPE RATIO	4.23%	3.48%	**3.33%**	**~3.0%**
NET NPE RATIO	2.11%	1.77%	**1.69%**	**~1.5%**

	Q1 23 annualised	FY 23	Q1 24 annualised	FY 26 Target
DEFAULT RATE	0.88%	0.93%	**0.83%**	**0.9%**

A PROMISING START: ALREADY CLOSE TO OUR STRATEGIC PLAN TARGETS

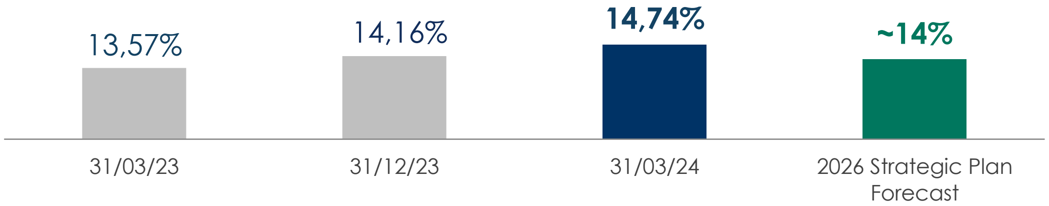
- **GROSS NPEs DOWN BY €1.1BN Y/Y AND BY €0.2BN IN Q1 2024**
- **DEFAULT RATE STILL BELOW 1% (AT 0.83%)**
- **FURTHER SUPPORT FOR STRATEGIC PLAN ASSET QUALITY GOALS:**
  - **€700m NPE disposal target by 2026** (with Cost or Risk already frontloaded in 2023), o/w a total of **~€600m to be finalised by YE 2024 (~€100m already executed in Q1 2024 and with €150m expected in Q2 2024)**

BANCO BPM

Strong capital base and well-balanced liquidity & funding position

SIGNIFICANT CAPITAL GENERATION

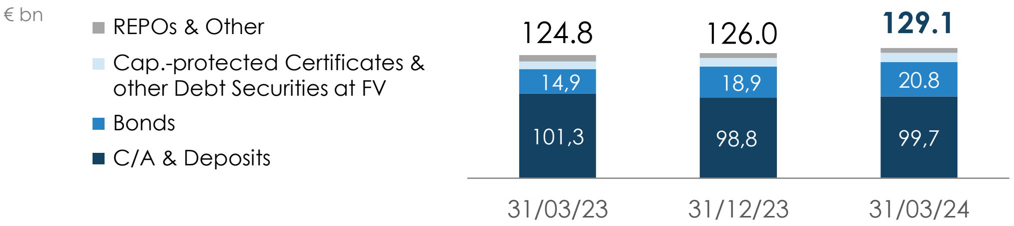
CET1 RATIO EVOLUTION: +117BPS Y/Y AND +58BPS IN Q1



MDA BUFFER @ 567BPS

ROBUST FUNDING CAPACITY & LIQUIDITY POSITION

TOTAL DIRECT FUNDING[1]: +€4.2BN Y/Y AND +€3BN IN Q1



LTD[2] @ 81%

NSFR[3] @ 126%

LCR @ 155%

MREL BUFFER[4] @ 9.2 P.P.

POSITIVE RATING MOMENTUM CONTINUING IN 2024

	S&P Global Ratings	Moody's	Fitch Ratings	Morningstar DBRS
LT Senior Pref. rating (Outlook)[5]	BBB- (Positive)	Baa2 (Stable)	BBB up in Mar. 24 (Stable)	BBB (Positive) up in Apr. 24

Notes: **1.** Direct Funding from the Banking Business, including capital protected certificates and other debt securities at FV, see slide 34 for more details. **2.** Ratio calculated as Net customer loans at Amortised Costs/Total direct funding from the Banking Business. **3.** Managerial Data. **4.** MREL as % of RWA, including Combined Buffer Requirement. Managerial data. **5.** Outlook on: Issuer Credit Rating (for S&P); LT Issuer (for Moody's); Long-Term IDR (for Fitch Ratings). Trend on LT Issuer rating (for DBRS).

Q1 2024 Performance Highlights

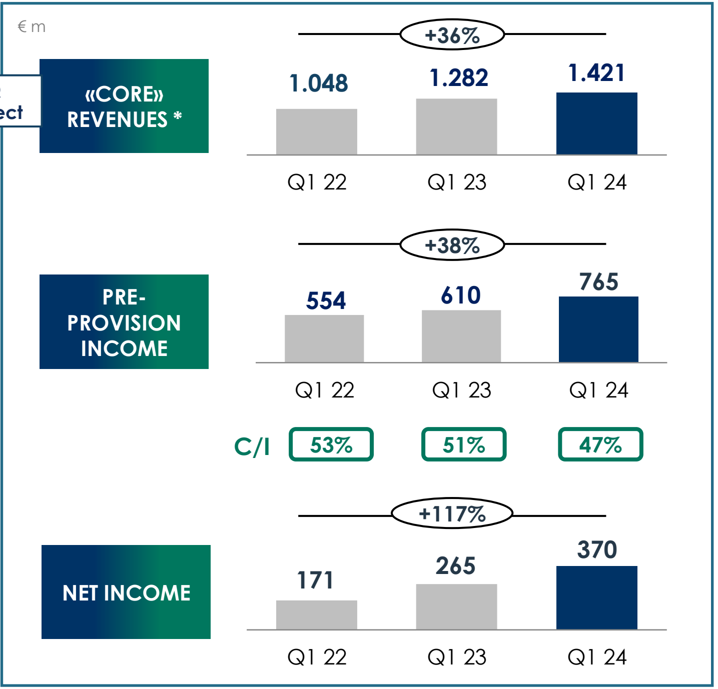
3

P&L at a glance

P&L HIGHLIGHTS € m	Q1 23	Q4 23	Q1 24	Chg. Q/Q	Chg. Y/Y
Net interest income	743	868	864	-0.4%	16.3%
Net fees and commissions *	493	467	522	11.7%	5.8%
Income from associates	36	49	30		
Income from insurance	10	13	5		
«Core» Revenues[1]	**1,282**	**1,397**	**1,421**	**1.7%**	**10.9%**
Net financial result	-34	-14	9		
o/w Cost of certificates	*-49*	*-75*	*-75*		
o/w Other NFR	*14*	*61*	*84*		
Other net operating income *	2	14	4		
Total revenues	**1,250**	**1,397**	**1,434**	**2.6%**	**14.7%**
Operating costs	-640	-661	-669	1.1%	4.5%
Pre-Provision income	**610**	**736**	**765**	**4.0%**	**25.4%**
Loan loss provisions	-137	-175	-82	-52.9%	-40.0%
Other[2]	1	-113	-21		
Profit from continuing operations (pre-tax)	**474**	**448**	**662**	**47.8%**	**39.5%**
Taxes	-147	-105	-215		
Net profit from continuing operations	**327**	**343**	**446**	**30.1%**	**36.6%**
Systemic charges	-57	1	-68		
PPA and other[3]	-4	-23	-8		
Net income	**265**	**321**	**370**	**15.3%**	**39.5%**

+0.7% Q/Q excl. day effect

Q1 TREND: TWO-YEAR EVOLUTION



*** N.B.** Part of the contribution from payment activities, which was previously classified under "Other net operating income", has been included in "Net fees and commission income" starting from Q1 2024, due to the upcoming finalization of the JV in Payments system. 2023 data have been restated accordingly. **See Methodological Notes for details.**

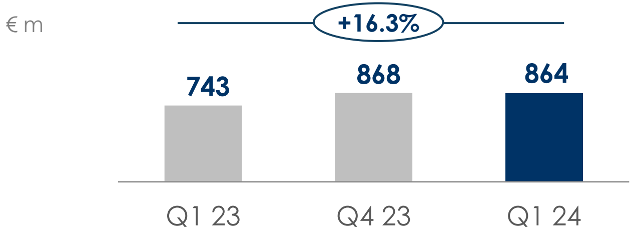
BANCO BPM

Notes: **1.** Includes: NII, Net fees, Income from insurance business and income from associates. **2.** Includes: Net adj. on other financial assets, Net provisions for risks & charges, Profit (loss) on the disposal of equity, Profit (loss) on FV measurement of tangible assets and other elements (pre-tax). **3.** PPA and Other include other elements (after tax).

See slide 32 for more details.

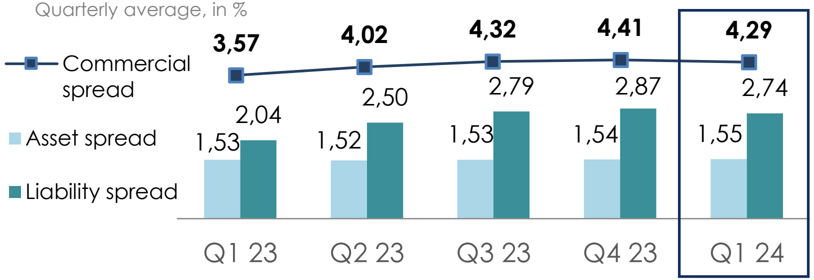
NII at €864m in Q1 2024

NII TREND



INTEREST RATE SENSITIVITY STABLE Q/Q @ ~€250M[1]
(AT NII + NFR LEVEL)

COMMERCIAL SPREAD: +72BPS Y/Y



	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24
Euribor 3M Avg.	**+2.64**	**+3.39**	**+3.82**	**+4.01**	**+3.98**

MAIN ACTIONS SUPPORTING NII TARGET OVER THE PLAN HORIZON

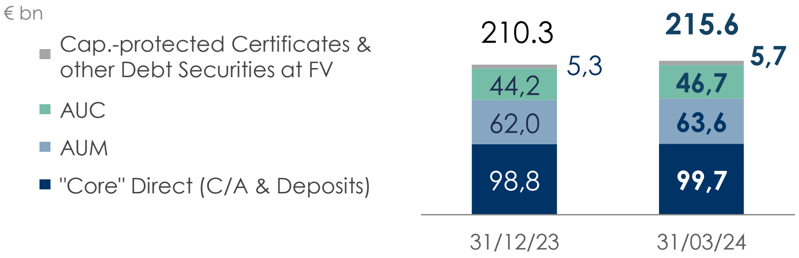
- **INCREASE SIZE OF REPLICATING PORTFOLIO (STRATEGIC PLAN TARGET: FROM €15BN TO €25BN)**
  - Notional amount of IRS @hedge accounting[2]: €16bn as at 31/03/24
  - Additional option-based structures ready to increase fix-receiver amount by >€3bn in H2 2024, with positive impact at NFR in Q1 24
- **LEVERAGE ON INVESTMENT GRADE STATUS**
  - Confirmed upside potential from spread reduction in new bonds & certificates (~€80m benefit by 2026)[3]
- **INCREASE IN SHARE OF INDEXED C/A**
  - From 24% (31/12/23) to 28% (31/03/24), enabling cost of funding reduction in the forthcoming lower interest rate scenario
- **IMPROVE DEPOSIT MIX**
  - Replacing the most expensive accounts (mostly institutional) with more fragmented and cheaper funding sources
- **SLOWDOWN IN C/A CONVERSION INTO TIME DEPOSITS**
  - Only ~€500m of new Time Deposits in Q1 2024 (mainly SMEs and Corporates)

Note: **1.** «Static» calculation, including sensitivity on cost of Certificates, classified at NFR level to +/- 100bps prallel shift to interest rates. **2.** Referred to Deposits and C/A. **3.** Potential positive impact (at NII + NFR level) on the funding spreads not factored in the Strategic Plan 2023-2026.

Solid franchise value

Strong growth in Total Customer Financial Assets and resilient Loan volumes

TOTAL CUSTOMER FINANCIAL ASSETS[1]: +€5.4BN IN Q1



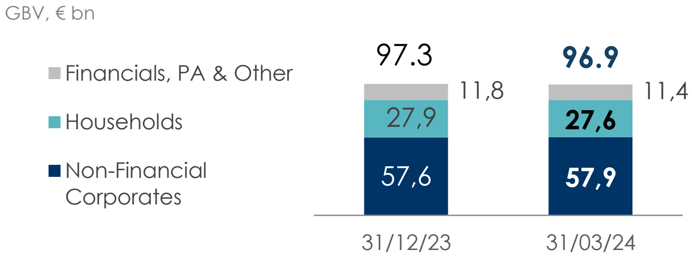
STRONG PERFORMANCE IN INDIRECT FUNDING:

- **+€2.5bn AUC stock in Q1** (+€6bn in the Strategic Plan horizon[2])
- **+€1.6bn AUM stock in Q1** (+€8bn in the Strategic Plan horizon[2])

HIGH-VALUE DEPOSIT BASE:

- **Deposits +€0.86bn in Q1** (+€1bn in the Strategic Plan horizon[2])
- **Retail & SME deposits[3] >80%**

STEADY CORE PERFORMING CUSTOMER LOANS



LOAN PORTFOLIO: HIGHLY SECURED AND WELL POSITIONED:

- Loan portfolio sustained by **Non-Financial Corporates: +€0.3bn in Q1**
- **57% of Non-Financial Corporate portfolio is secured:**
  - 30% with State Guarantees
  - 27% Collateralised
- Loan portfolio concentrated in **Northern Italy: 75.1%**

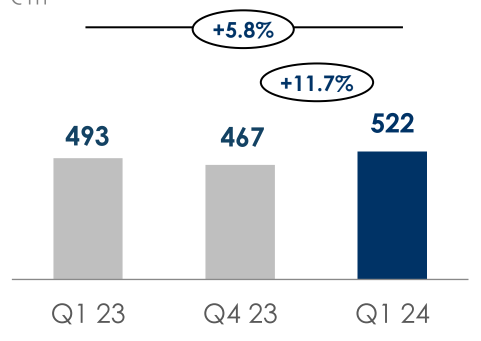
>73% for Small Businesses[4]

Q1 2024 NEW LENDING[5] AT €4.9BN

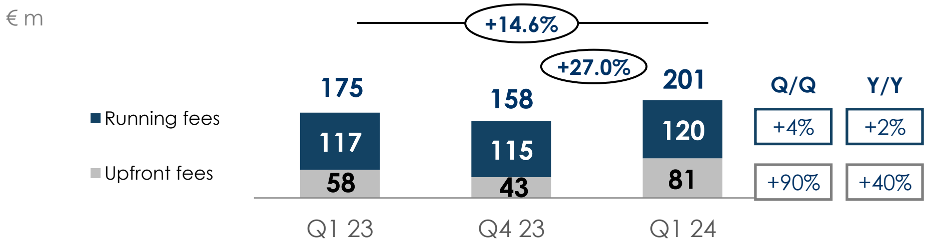
Notes: **1.** "Core" Direct + Indirect customer funding + Cap. Protected Certificates and other Debt Securities at FV; managerial data. **2.** Delta between 2026E SP target and YE 2023A. **3.** Households, SME retail and SME corporate, managerial data. **4.** Businesses with turnover up to €5m. **5.** Management data: M/L-term Mortgages (Secured and Unsec.), Pool & Structured Finance (including revolving) and ST Unsec. loans.

Total Net Fees & Commissions up at €522m: +11.7% Q/Q and +5.8% Y/Y

TOTAL NET FEES & COMMISSIONS[1]



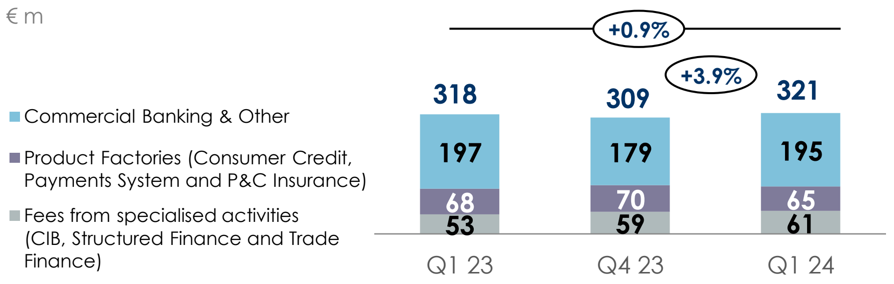
INVESTMENT PRODUCT FEES



	Q1 23	Q4 23	Q1 24
Investment Product placements[2] (€ bn)	4.2	3.9	5.8
Placements of BTP (€ bn)	0.5	1.2	1.2

Investment Product Fees benefit from **strong commercial activity in WM,** confirmed by **excellent performance in Investment Product placements (€5.8bn)**

OTHER FEES

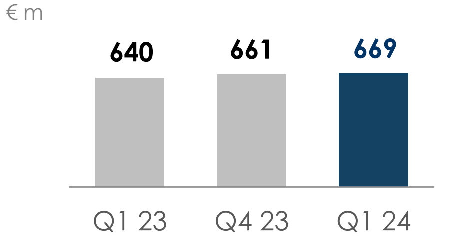


Increased contribution from **CIB and Structured Finance fees, more than compensating Y/Y the removal of fees on C/A excess liquidity** (~€15m in Q1 2023)

Notes: **1.** Part of the contribution from payment activities, which was previously classified under "Other net operating income", has been included in "Net fees and commission income" starting from Q1 2024, due to the upcoming finalisation of the Payments JV. 2023 data have been restated accordingly. See Methodological Notes for details. **2.** Management data of the commercial network, including Funds & Sicav, Bancassurance, Managed Accounts & Funds of Funds, Certificates and other Debt Securities at FV.

Cost/Income ratio down at 47%

TOTAL OPERATING COSTS



C/I 51% 47% 47%

From 65% in 2017

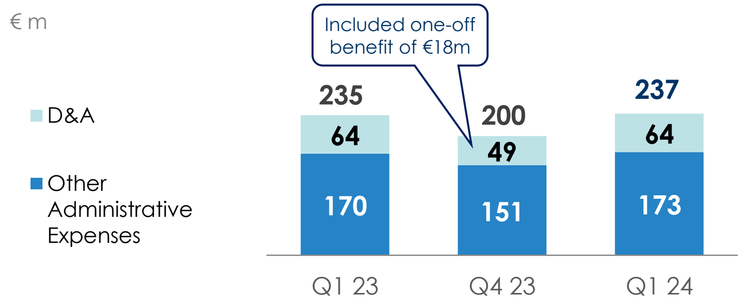
STAFF COSTS

2023 PF for impact of new labour contract[1]	418	424	432

- Staff costs in Q1 2024 include the quarterly incremental impact from the new labour contract (€12.5m) vs. the year 2023
- Upcoming savings from Early Retirement Plan not yet included

+1.8% Q/Q +3.3% Y/Y

OTHER ADMINISTRATIVE EXPENSES & D&A



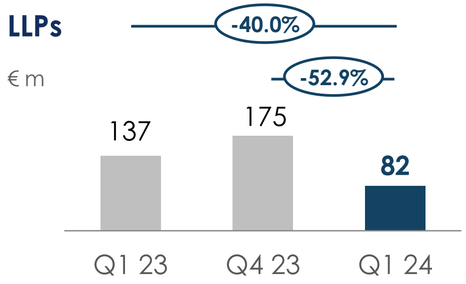
Other Administrative Expenses & D&A +1.0% Y/Y, well contained notwithstanding inflation impact

Headcount: 19,775 employees as at 31/03/2024, +14 vs. YE 2023 -382 vs. YE 2022.
Retail network: 1,358 branches as at 31/03/2024, stable in Q1 and -69 vs. YE 2022.

Note: **1.** Calculated by splitting equally the 2023 impact of €50m by the four quarters of the year

Cost of Risk: an excellent quarter

LLPS & COR



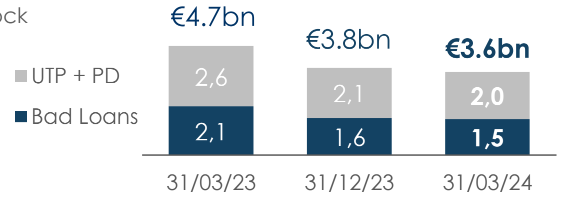
	FY 23	Q1 24 annualised
CoR	53bps	31bps

Including frontloading of NPE disposals (9bps)

Overlays @ ~€200m (vs. ~€190m YE 23)

Stage 2 Loans[1] @ €10.1bn (vs. €12.2bn YE 23)

Gross NPEs: -23.8% Y/Y and -4.9% Q/Q



	31/03/23	31/12/23	31/03/24
Gross NPE ratio	4.23%	3.48%	3.33%
NET NPEs	€2.28bn	€1.86bn	€1.77bn
NET NPE ratio	*2.11%*	*1.77%*	*1.69%*

Migration rates well under control

<1% since 9M 2021

	FY 23	Q1 24 annualised
Default rate (from Performing to NPEs)	0.93%	0.83%
Cure rate[2] (from UTP to Performing)	5.1%	4.4%
Net Default rate (Net flows to NPEs from performing)	0.80%	0.73%

NPE Coverage[3] confirmed above 50%

Coverage ratios indicated in brackets include write-offs

	31/03/23	31/12/23	31/03/24
BAD LOAN COVERAGE	64.9% (72%)	60.9% (69%)	60.7% (69%)
UTP COVERAGE	40.8%	43.2%	43.4%
% Share of Secured NPE (GBV)	64%	69%	67%

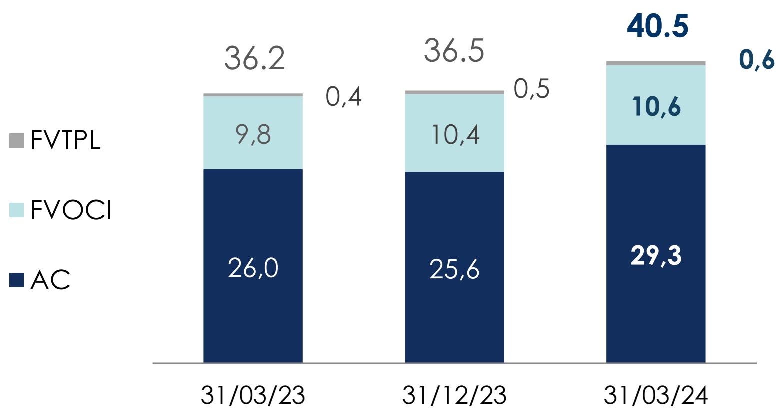
~70% excl. loans with State Guarantees

Note: **1.** Gross book value. **2.** Excluding loans at IFRS 5. **3.** See slide 40 for more details.

Optimization and diversification of Debt Securities portfolio

OVERALL TREND AND ACCOUNTING BREAKDOWN

€ bn

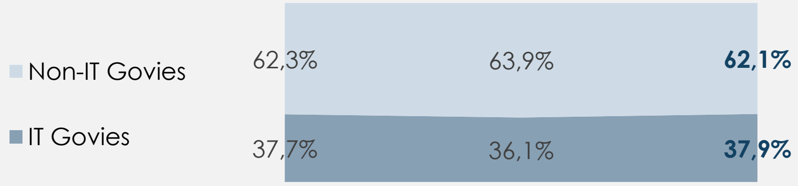


Share of AC component	72%	70%	**72%**

COMPOSITION BY COUNTERPARTY

€ bn

	31/03/23	31/12/23	**31/03/24**
Corporate	5.4	6.1	**7.7**
Govies	30.8	30.4	**32.7**



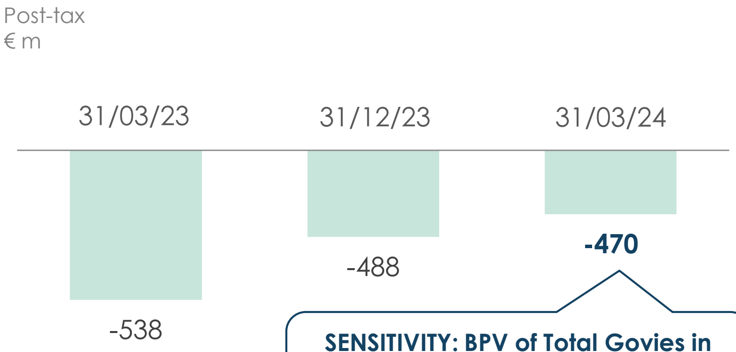
- **IT govies on total govies at 37.9% (stable Y/Y), well below SP Target for the 2024-26 period (<50%)**
- **Share of IT govies on FVOCI govies ptf. at 19.1%**

THIS SLIDE REFERS TO THE SECURITIES PORTFOLIO OF THE BANKING BUSINESS

Reserves of debt securities at FVOCI and Net Financial Result

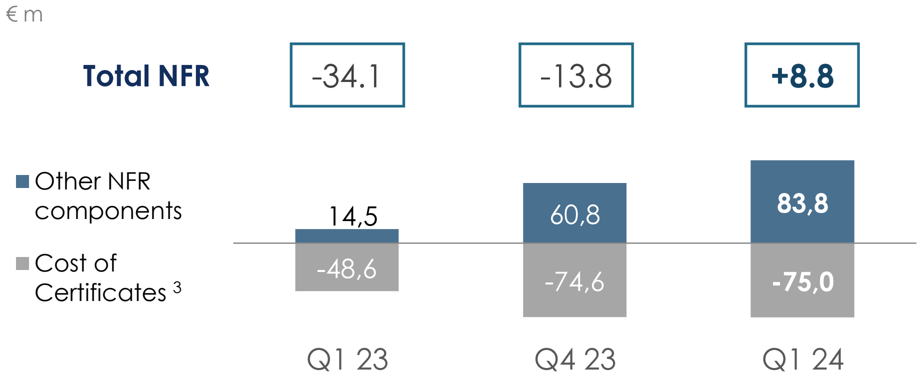
Very low sensitivity of debt securities portfolio at FVOCI confirmed

RESERVES OF DEBT SECURITIES AT FVOCI[1]



SENSITIVITY: BPV of Total Govies in FVOCI at €0.97m, o/w close to zero (€0.11m) for IT Govies[2]

BREAKDOWN OF NET FINANCIAL RESULT



Positive contribution from trading and hedging strategies more than compensating the negative impact from certificates

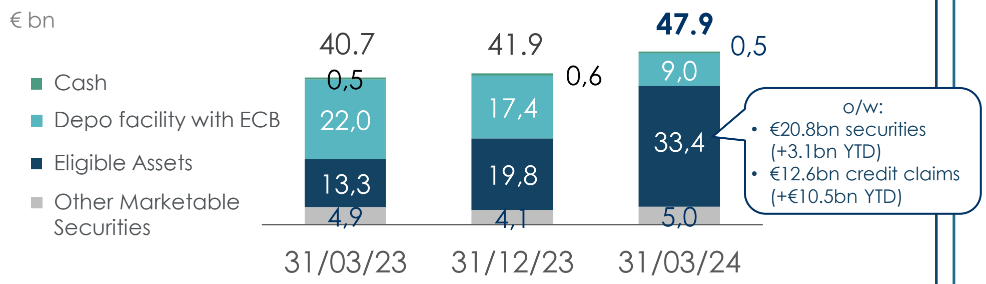
Notes: **1.** Refer to securities portfolio of the banking business. **2.** Portfolio sensitivity for a 1 bp rate variation, including hedging strategies. Managerial data. **3.** Cost of Certificates, classified under NFR, in accordance with Bank of Italy accounting schemes, impacted by the trend in interest rates.

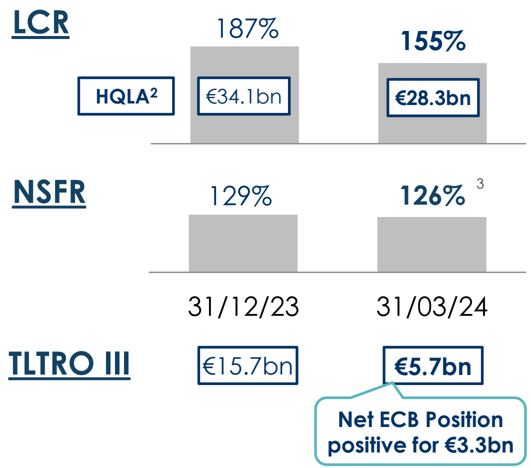
Robust liquidity & funding position, with ratios well above minimum requirements

LIQUIDITY

CASH + UNENCUMBERED ASSETS[1]

Remix in liquidity components driven by TLTRO reimbursement





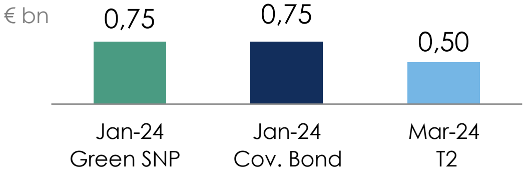
Liquidity & Funding ratios well preserved even after material TLTRO III reduction

Wide MREL buffer[4]: 9.2 p.p. vs. Total Requirement 2024

FUNDING

WHOLESALE

- **€2bn wholesale bonds issued in Q1,** o/w **€750m Green, with a well diversified seniority profile**



RETAIL

- **~€700m of structured issues** through our network in Q1

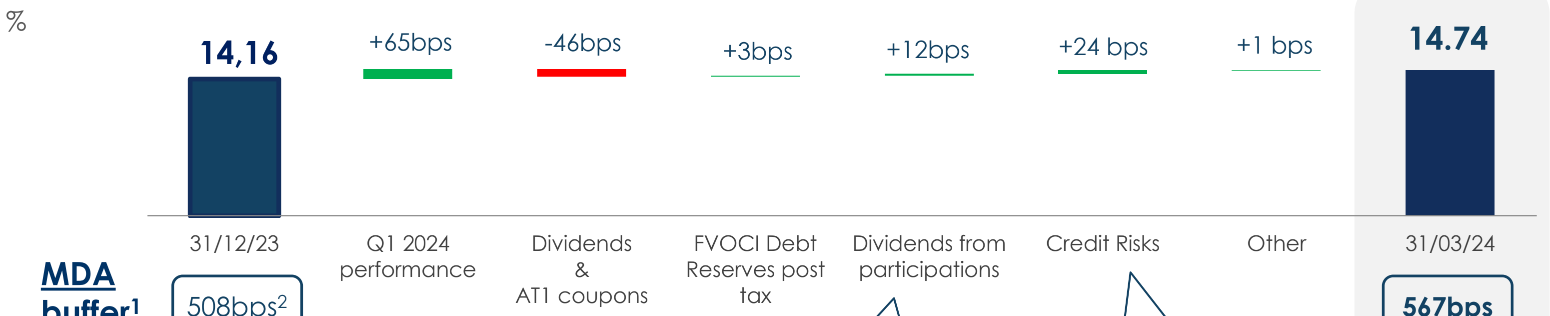
BANCO BPM

Notes: **1.** Including assets received as collateral and net of accrued interests. Managerial data, net of haircuts **2.** Weighted amount. **3.** Managerial data. **4.** MREL as % of RWA, including Combined Buffer Requirement. Managerial data. See slide 35 for more details.

Strong internal capital generation driving increase in CET1 ratio to 14.74%

Further significant strengthening in ratios and buffers

CET 1 RATIO EVOLUTION: +58BPS IN Q1 2024



	31/12/23	31/03/24
MDA buffer[1]	508bps[2]	567bps
TIER 1	16.3%	17.0%
TOTAL	19.0%	20.5%
RWA (€/bn)	63.8	62.7

Positive effect of the distribution of dividends in Q1 from associated companies

Include benefit from the lower impact of the new model update vs. conservative estimates applied at YE 2023

Notes: **1.** MDA buffer calculated with 2024 requirement and equivalent to the buffer vs. CET 1 Minimum Requirement. **2.** MDA @ 542bps with 2023 requirement, which included a lower O-SII Buffer requirement (-25bps) and a lower P2R to be met at CET 1 level (-9bps).

Highly confident in the delivery of our targets in 2024…

MAIN DRIVERS		KPIs	Δ VS. 2023
Interest rate scenario	Confirmed vs. previous forecast: **3 ECB rate cuts in H2 2024**	Net Interest Income	↑
Commercial activity	Strong **boost from Investment Product placements**	Net Fees & Commissions	↑
Operating costs	**Strict cost discipline** to mitigate inflation dynamics	Cost / Income	≈
Default Rate	**1.3% in FY 2024** embedded in the Plan → **potential improvement from current macro scenario**	Cost of Risk	↓
Capital position	**Positive trend, with RWA dynamics under control**	CET1 ratio	↑

2024 EPS GUIDANCE OF ~€0.90[1]

- **→ STRONG IMPROVEMENT VS. 2023 (+8%)**
- **→ POSITIVE OUTLOOK**
- **→ FURTHER UPDATE WITH H1 RESULTS**

Note: **1.** EPS of >€1.1 when including one-offs.

… and in 2026, thanks to the accelerated pace vs. the Plan

	2023A	Q1 2024A	STRATEGIC PLAN 2026E
TOTAL REVENUES	€1.34bn Quarterly Avg.	€1.43bn	~€1.35bn Quarterly Avg.
PRE-PROV. INCOME	€0.69bn Quarterly Avg.	€0.77bn	~€0.69bn Quarterly Avg.
COST OF RISK	53 bps (FY)	31 bps (annualized)	~45 bps (FY)
GROSS NPEs	€3.8bn	€3.6bn	<€3.5bn
CET 1 RATIO	14.16%	14.74%	~14% Strategic Plan forecast

WELL ON TRACK FOR:
€6BN NET INCOME 2023-26
€4BN DISTRIBUTION 2023-26

~€2bn distribution already on 2023-24 Net Income
o/w: ~€1.4bn cash in 2024[1]

Note: **1.** Include €849m dividend paid on FY 2023 Net Income and ~€0.55bn interim dividend to be paid on FY 2024 Net Income.

Disclaimer

This presentation has been prepared by Banco BPM ("Banco BPM"); for the purposes of this notice, "presentation" means this document, any oral presentation, any question and answer session and any written or oral material discussed following the distribution of this document.
The distribution of this presentation in other jurisdictions may be restricted by law or regulation. Accordingly, persons who come into possession of this document should inform themselves of, and observe, these restrictions. To the fullest extent permitted by applicable law, Banco BPM and its subsidiaries disclaim any responsibility or liability for the violation of such restrictions by any person.
This presentation does not constitute or form part of, and should not be construed as, any offer or invitation to subscribe for, underwrite or otherwise acquire, any securities of Banco BPM or any member of its group or any advice or recommendation with respect to such securities, nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities in Banco BPM or any member of its group, or investment decision or any commitment whatsoever. This presentation and the information contained herein does not constitute an offer of securities in the United States or to any U.S. person (as defined in Regulation S under the U.S. Securities Act of 1933 (the "Securities Act"), as amended), Canada, Australia, Japan or any other jurisdiction where such offer is unlawful.
The information contained in this presentation is for background purposes only and is subject to amendment, revision and updating without notice. Certain statements in this presentation are forward-looking statements about Banco BPM. Forward-looking statements are statements that are not historical facts **and are based on information available to Banco BPM as of the date hereof, relying on scenarios, assumptions, expectations and projections regarding future events which are subject to uncertainties because dependent on factors most of which are beyond Banco BPM's control**. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates" and similar expressions. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. Banco BPM does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. All subsequent written and oral forward-looking statements attributable to Banco BPM or persons acting on its behalf are expressly qualified in their entirety by this disclaimer.
None of Banco BPM, its subsidiaries or any of their respective representatives, directors, officers or employees nor any other person accepts any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or otherwise arising in connection therewith.
By participating to the presentation of the Group results and accepting a copy of this presentation, you agree to be bound by the foregoing limitations regarding the information disclosed in this presentation.

***

This presentation includes both accounting data (based on financial accounts) and internal management 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

- With regard to the reclassified statement of financial position, please note that some comparative balances have been reclassified compared to what had been originally published, in order to reflect the changes in layout and preparation criteria introduced by update 7 of Circular no. 262, published by the Bank of Italy on 29 October 2021. The update introduced a change in the layout and preparation criteria of due from banks represented by demand deposits and current accounts, that must now be posted under the balance sheet line-item "10. Cash and cash equivalents", instead of the previous line-item "40. Financial assets measured at Amortized Cost". In light of said change, as of the consolidated financial statements at 31 December 2021, due from banks represented by demand deposits and current accounts are posted under the reclassified balance sheet line-item "Cash and cash equivalents", instead of the line-item "Loans to other banks". The previous periods have been reclassified accordingly.
- 2022 Group capital ratios included in this presentation are calculated including the interim profit, subject to ECB authorization, and deducting the amount of the dividend pay-out determined according to the current regulation (see the H1 2022 results press release published on 3 August 2022 for further details).
- Starting from 30 June 2022, Banco BPM has chosen to adopt the temporary treatment of unrealised gains and losses measured at fair value through other comprehensive income (FVOCI), according to art. 468 of the CRR, as amended by Regulation (EU) 2020/873 (so called "CRR Quick-fix"). During the period of temporary treatment (from 1 January 2020 to 31 December 2022), this treatment allows the institutions to remove from the calculation of their Common Equity Tier 1 an amount of unrealised gains and losses accumulated since 31 December 2019 accounted for as "fair value changes of debt instruments measured at fair value through other comprehensive income" in the balance sheet, corresponding to exposures to central governments, to regional governments or to local authorities referred to in Article 115(2) and to public sector entities referred to in Article 116(4) of the CRR, excluding those financial assets that are credit-impaired. During the last period from 1 January 2022 to 31 December 2022 the institutions shall apply a factor of 40%. Therefore, as of 30 June 2022, the Group excluded from the calculation of Common Equity Tier 1 (CET1) an amount equal to 40% of the unrealised gains and losses accumulated from 31 December 2019 until 30 June 2022 and accounted for as changes in the fair value of debt instruments towards the aforementioned counterparties measured at fair value with an impact on the comprehensive income in the balance sheet. **The above-mentioned temporary treatment is considered only for the calculation of phase-in capital ratios while it is not applied to the fully-phased capital ratios.**