



## **NEWS RELEASE**

### **Guidelines for new Commercial Network Model of Gruppo Banco BPM approved**

**Bergamo, 18 October 2017** – Only nine months after the merger and having completed the IT migration, Banco BPM moves one more step forward along the implementation of its Strategic plan with the launch of a new commercial network model based on customer-centricity and on a stronger presence across its business territory.

The Board of Directors in today's meeting held in Bergamo has approved the guidelines of the new single Commercial Network Model that will come into effect on 1<sup>st</sup> January 2018 and will apply to the Group's entire network.

The guidelines set out a rearrangement of the Retail business based on a new organizational model comprised of 8 Territorial Departments that will cover the Group's franchise. The Departments will be in charge of providing the commercial coordination and support to about 45 Retail Areas, each comprising some 50 branches so as to guarantee a greater proximity and a swifter response to customers.

The new model aims also at reorganizing the Corporate business, geared toward companies with a turnover above 75 million euro. This organizational structure will be split into two business arms - Corporate and Large Corporate – with a strong presence in the primary product areas relating to Origination, Structured Finance, Foreign affairs and Trade finance, and will be organized in 5 Markets and 18 Corporate Centers.

Banco BPM thus confirms its intent to continue its business fully in line with its Strategic Plan, which counts among its objectives customer-centricity, territorial proximity, service level enhancement driven by a specialized offering and a more and more omni-channel distribution model, aiming at ensuring a faster decision-making process, to be achieved also by simplifying processes, and that will be of benefit to customer.

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