



Group FY 2023 Results Presentation

08 February 2024



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 questions and answers 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

- 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.
- Starting from 1 July 2022 Banco BPM Vita & Banco BPM Assicurazioni, previously held at 19%, have been consolidated 100% line-by-line. As a consequence:
 - with regard to the balance sheet scheme, starting from 30/09/22, the items relating to the portfolios of financial assets and liabilities held by these insurance companies were introduced. The previous periods remained unchanged; with regard to the P&L scheme, starting in the third quarter of 2022, the new item 'Net income from insurance business' was introduced, which includes all income components (interest, dividends, realised gains/losses, valuation gains/losses) relating to the financial assets and liabilities portfolio of these insurance companies and the items attributable to the revenues and costs characteristic of the insurance business. It should also be noted that the placement commissions paid by these consolidated insurance companies to Banco BPM's distribution network are shown under the item "Net commissions" for commissions received by the distribution network and under the item "Result from insurance business" for those paid by the companies; the contribution of the above items, as well as that of the other income statement items relating to these wholly-owned companies, is included, line-by-line, in the consolidated income statement starting from the third quarter of 2022. On the other hand, the total net contribution of these companies in the preceding quarters of 2022, when the companies were 19% owned, is shown in the item "Income (loss) from investments in associates carried at equity", for the previous relative stake held;
 - finally, it should be noted that, as of January 1, 2023, IFRS 17 "Insurance Contracts," which introduces new valuation criteria and new accounting rules for insurance products, came into effect, replacing IFRS 4, as illustrated in the methodological notes of the results as of 31/12/2023 press release published on 8 February 2024. **In light of this, it should be noted that the balance sheet as at 31/12/2022 and that the Income Statement for 2022 shown in this presentation have been restated by retrospective application of IFRS 17.**
- Under the agreements between Banco BPM and Crédit Agricole Assurances S.A. entered in December 2022 – covering, among others, the disposal of the 65% controlling stake in Banco BPM Assicurazione – as of 31/12/22 the assets and liabilities of the above insurance company are not shown on a "line-by-line" basis, whereas they are aggregated in the reclassified balance sheet line items "Non-current assets held for sale and discontinued operations" and "Liabilities associated with assets held for sale", in accordance with IFRS 5. Conversely, in the income statement the associate's contribution is shown on a "line-by-line" basis, as the disposal of the company under examination does not fall within the "discontinued operations" criteria provided under IFRS 5. On 14 December 2023, after the sale of 65% to CAA, which resulted in the loss of control, the stake held (35%) 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 is considered as subsidiary until the end of the financial year.
- 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. As of 31/12/23, the balance sheet of Vera Vita is included, line by line, in the consolidated financial statements. The economic contribution is instead shown, for the entire 2023 financial year, in the reclassified income statement item "Income (loss) from investments in associates carried at equity", as the companies were owned at 35% until the end of the financial year.
 - the Group completed 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 CAA. 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 "Result from investments valued at equity", as the investment is qualified as an "associates" for the entire 2023 financial year.
 - **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, as illustrate above, with the aim of simplifying their illustration and guarantee a homogeneous comparison with the 2022 result.**
- 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 BCC Pay S.p.A. of Banco BPM's e-money activities and the equity investment in Tecmarket, 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.

Agenda

1	Executive Summary	5
2	Key Highlights	11
3	Final Remarks	24
4	FY 2023 Performance Details	27

Executive Summary

1

FY 2023: a powerful kickstart of our Strategic Plan journey

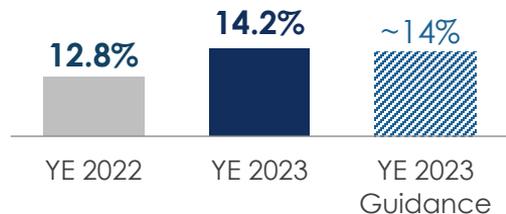
OUTPERFORMANCE OF OUR P&L GUIDANCE ALLOWS A SUBSTANTIAL STEP-UP IN SHAREHOLDER REMUNERATION

2023 NET INCOME: +85% Y/Y



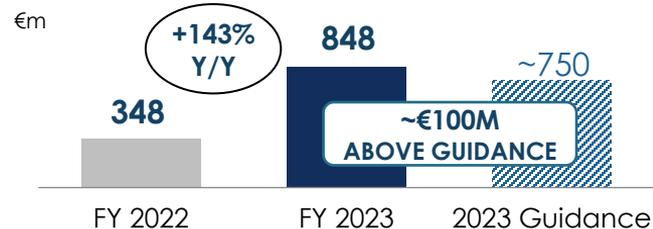
2023 ROTE¹
12.4%
(7.0% in 2022)

CET 1 RATIO: +132 BPS Y/Y



MDA BUFFER
542 BPS
(413 BPS in 2022)

SHAREHOLDER DISTRIBUTION

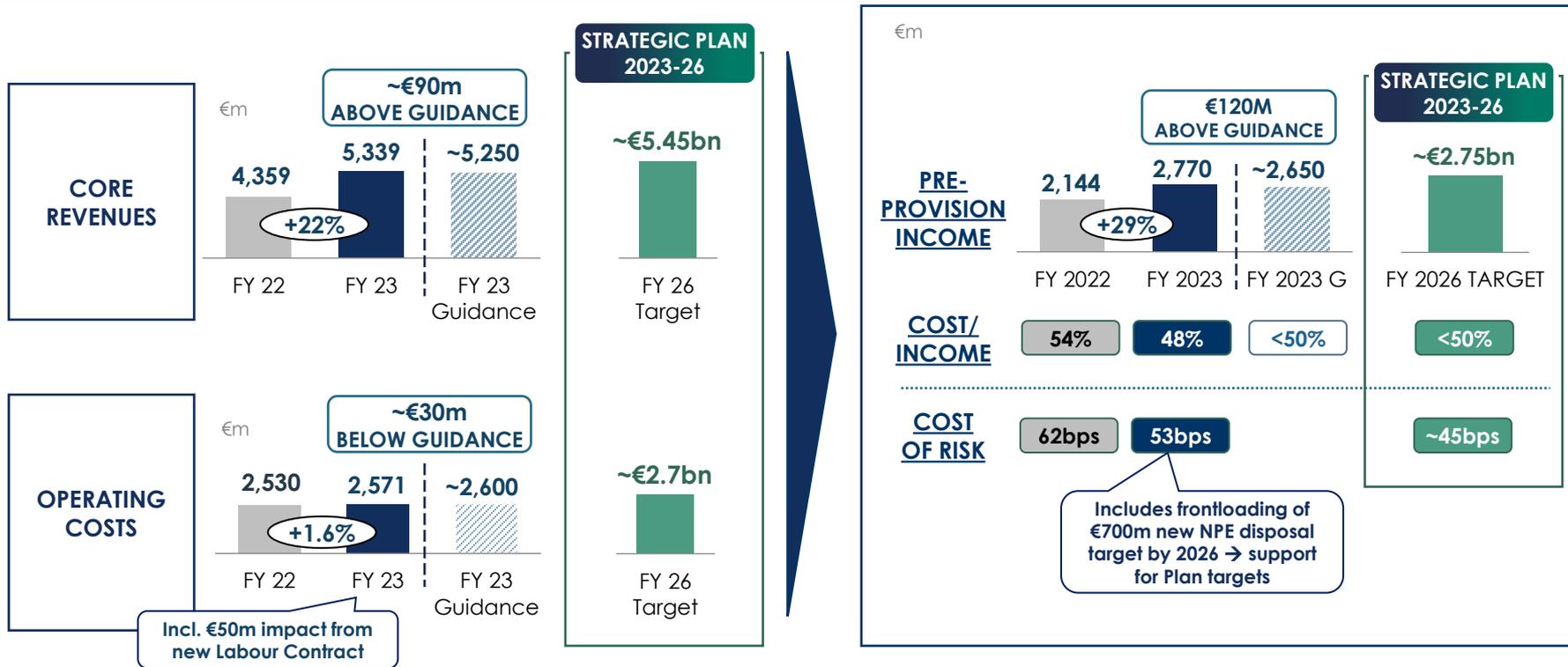


2023 PROPOSED DPS: €56 CENTS
(€23 CENTS in 2022)

2023 DIVIDEND PAYOUT: 67%
(50% in 2022)

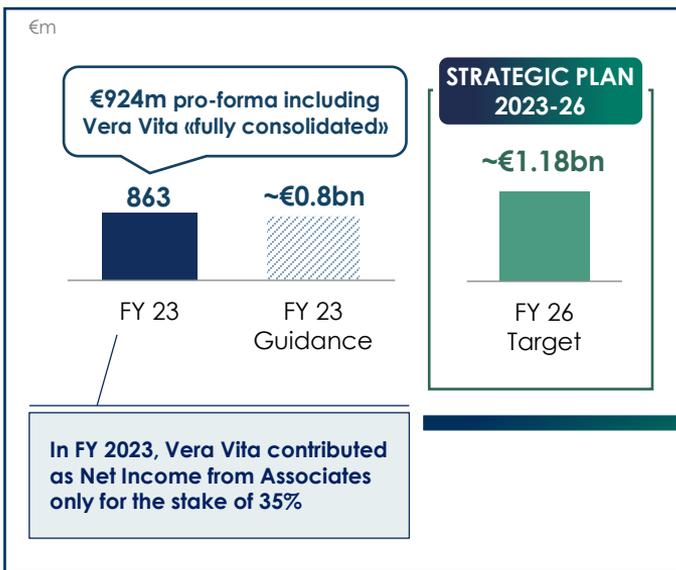
Significant growth in profitability: a major step forward to Strategic Plan targets

FY 2023 PERFORMANCE: KEY DRIVERS BETTER THAN GUIDANCE



Well-diversified business model ready to be deployed

REVENUES FROM KEY PRODUCT FACTORIES¹



KEY PRODUCT FACTORIES: SIGNIFICANT FURTHER VALUE TO BE EXTRACTED

CONFIRMED

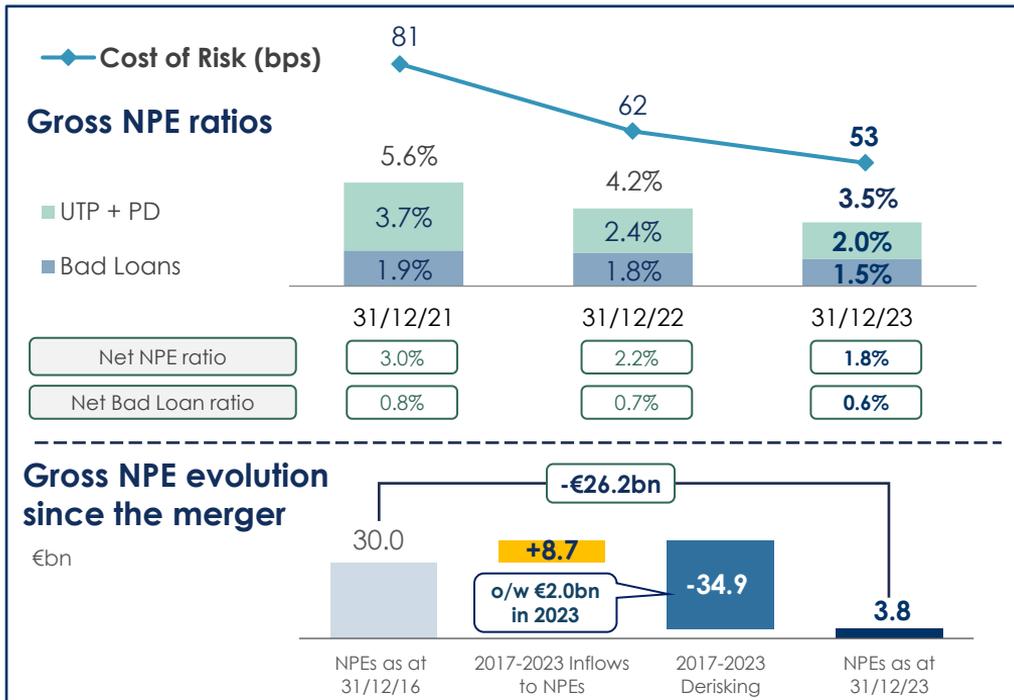
Asset Mgmt.	ANIMA	MAIN SHAREHOLDER of top independent Italian AM player
Consumer Credit	Agos	STRATEGIC ALLIANCE: JV with Crédit Agricole Consumer Finance

NEW FEATURES

			2022 The foundations	2023 First steps towards completion	2024 Implementation	2025/26
Bancass. Life		FULL OWNERSHIP	Acquired 100% BBPM Vita (closing in July)	Acquired 100% Vera Vita (closing in Dec.)	Internalisation completed	ALL KEY PRODUCT FACTORIES AT FULL STEAM
Bancass. P&C		STRATEGIC ALLIANCE	Sale of 65% BBPM Assicurazioni & Vera Assicurazioni to CA Assicurazioni	MoU Signed	Closing in Dec.	
Payments	PayCo	STRATEGIC ALLIANCE	JV with FSI/ BCC PAY/ICCREA: Deal signed		Closing	

Steady improvement in asset quality: NPEs and LLPs at record lows

A SUCCESSFUL TURNAROUND STORY DRIVEN BY €34.9BN DERISKING

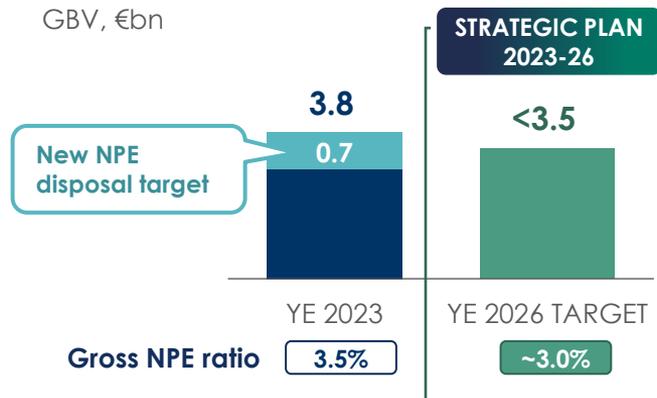


WELL ON TRACK FOR 2026 STRATEGIC PLAN TARGET

€700m new NPE disposal target by 2026, with Cost or Risk already frontloaded (mostly in Q4 23) → strong support for Strategic Plan AQ goals

Gross NPEs

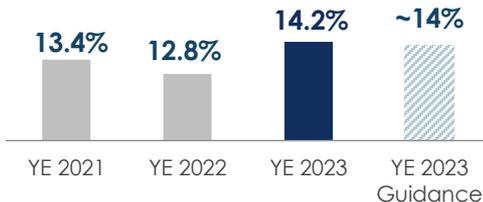
GBV, €bn



Strong capital base and sound liquidity & funding position

SIGNIFICANT CAPITAL GENERATION

CET1 RATIO: EVOLUTION



MDA BUFFER @ 542 BPS

- Solid CET 1 ratio at YE 2023, above guidance, after including the significant increase in payout (67% vs. 50% in 2022)
- Strong contribution from FY 2023 organic performance: +328bps gross¹, +151bps net of dividend²

FURTHER IMPROVING OUR WHOLESALE FUNDING CAPACITY

WHOLESALE BONDS ISSUED



- **BBPM #2 Green bond issuer** among Italian banks in 2023
- **Green Social & Sustainability Bonds Framework aligned with Taxonomy⁴**

INVESTMENT GRADE RATINGS

- All Senior LT ratings are **Investment Grade** since Nov. 2023
- **Additional cost of funding benefit to come on top of Plan projections**, based on bonds issued in Jan. 2024

NSFR³ @ 129%

LCR @ 187%

- **Successful wholesale issuance activity** with a high share of **Green & Social bonds (52%)** since Jan. 2023
- **Total liquidity at €41.9bn at YE 2023** (+€3.2bn Y/Y)

Key Highlights

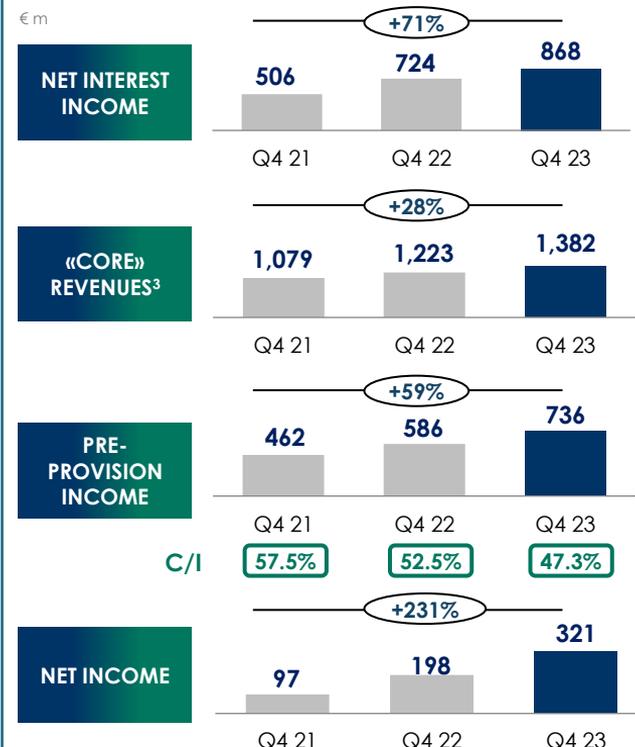
2

P&L at a glance: FY 2023 Net Income almost doubled Y/Y

P&L HIGHLIGHTS

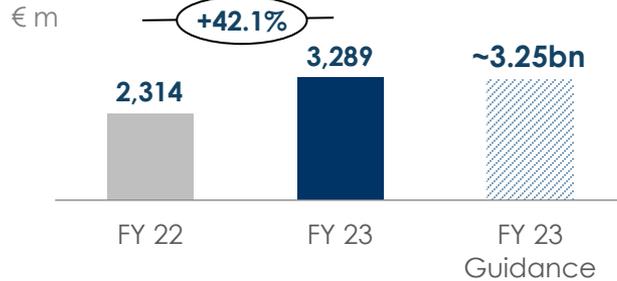
€ m	FY 22	FY 23	Chg. Y/Y	Q4 22	Q3 23	Q4 23	Chg. Q/Q
Net interest income	2,314	3,289	42.1%	724	869	868	-0.1%
Net fees and commissions	1,887	1,860	-1.4%	447	460	452	-1.8%
Income from associates	136	144		38	34	49	
Income from insurance	22	46		13	8	13	
«Core» Revenues	4,359	5,339	22.5%	1,223	1,371	1,382	0.8%
Net financial result	243	-79		-9	-23	-14	
o/w Cost of certificates	-70	-263		-32	-76	-75	
o/w Other NFR	313	184		23	53	61	
Other net operating income	72	81		19	19	29	
Total revenues	4,674	5,341	14.3%	1,233	1,367	1,397	2.2%
Operating costs	-2,530	-2,571		-647	-635	-661	
o/w Banking business costs	-2,524	-2,558	1.3%	-642	-632	-660	4.5%
Pre-Provision income	2,144	2,770	29.2%	586	732	736	0.5%
Loan loss provisions	-682	-559	-18.1%	-185	-125	-175	40.2%
Other ¹	-172	-171		-88	-30	-113	
Profit from continuing operations (pre-tax)	1,289	2,041	58.4%	313	578	448	-22.5%
Taxes	-407	-605		-86	-183	-105	
Net profit from continuing operations	882	1,436	62.9%	228	395	343	-13.0%
Systemic charges	-152	-127		0	-70	1	
PPA and other ²	-45	-45		-30	-6	-23	
Net income	685	1,264	84.6%	198	319	321	0.7%

Q4: QUARTERLY EVOLUTION



NII at €3,289m: above FY 2023 Guidance

Y/Y trend

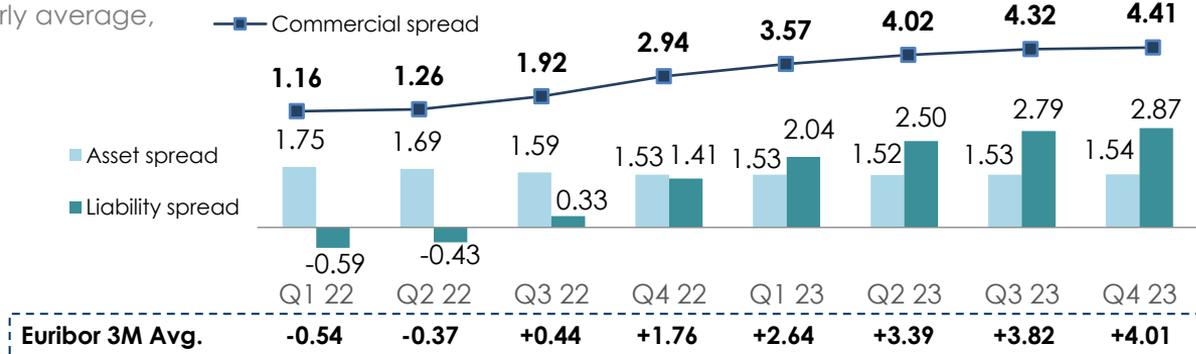


Quarterly trend



Commercial spread: +147bps Y/Y and +9bps Q/Q

Quarterly average, in %



Overall current rate sensitivity to 100bps:
~€250M
at NII+NFR¹ level

NII outlook: available mitigating actions allow to confirm key Strategic Plan targets even in a scenario of accelerated Interest Rate reduction

Strategic Plan: main elements

NII expected evolution

€ bn



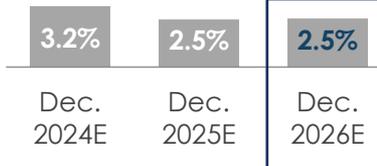
Interest rate scenario

Avg. 3M Euribor



Adverse case: alternative interest rate scenario

3M Euribor¹



Accelerated interest rate reduction

Effect of an accelerated Interest Rate reduction
BEFORE MITIGATING ACTIONS

Potential impact on 2026 gross Revenues

-€170m

EXAMPLES OF MITIGATING ACTIONS

	Strategic Plan case	Alternative case
Bond issuance	<ul style="list-style-type: none"> • €15bn over the plan fixed rate • Spread based on historical avg. 	<ul style="list-style-type: none"> • Mix fixed/floating (e.g. 75/25) • Spread @ Jan. 24 issuance
Certificates	<ul style="list-style-type: none"> • Spread based on historical avg. 	<ul style="list-style-type: none"> • Spread @ Jan. 24 issuance
Time deposits	<ul style="list-style-type: none"> • Up to €9bn 	<ul style="list-style-type: none"> • Reduced conversion from C/A to TD (e.g. €1bn less)
New lending	<ul style="list-style-type: none"> • ~€15bn p.y. @ floating rate 	<ul style="list-style-type: none"> • Convert 15% into fixed rate at origination or through swaps

Potential impact AFTER MITIGATION on 2026 gross Revenues

-€50/70m

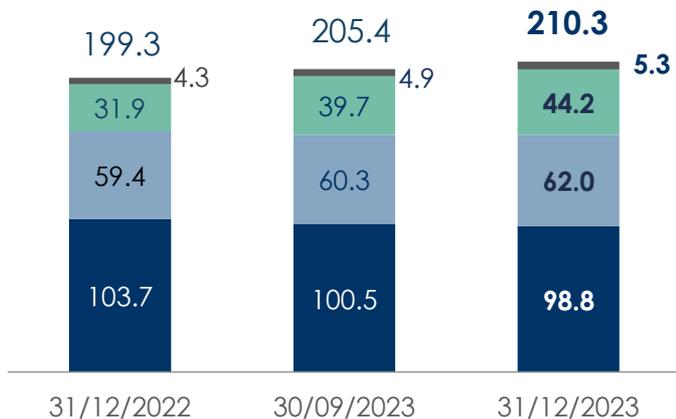
ADDITIONAL COUNTERBALANCING EFFECTS FROM COMMISSIONS, NFR AND COST OF RISK NOT CONSIDERED

STRATEGIC PLAN NET INCOME & REMUNERATION TARGETS CONFIRMED

Solid franchise value: total customer funding +€11bn YTD

Analysis of total customer funding¹

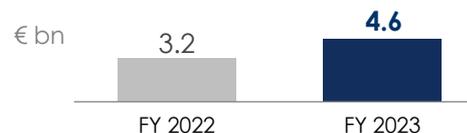
€ bn



- Capital-protected Certificates
- AUC
- AUM
- "Core" Direct (C/A & Deposits)

POSITIVE TREND IN VOLUME EFFECT¹, DRIVEN BY AUC

(AUM & AUC net flows + Δ stock of Deposits & Certificates)



HIGH-VALUE & HEALTHY DEPOSIT BASE

- Strong retail base
- **Guaranteed deposits ~€57bn²: 82% of Household deposits are guaranteed by the Guarantee Scheme (62% incl. SME & Corporates)**
- **Average retail (Households & SME retail) deposit size: ~€20K**

DEPOSITS
AS AT 31/12/2023

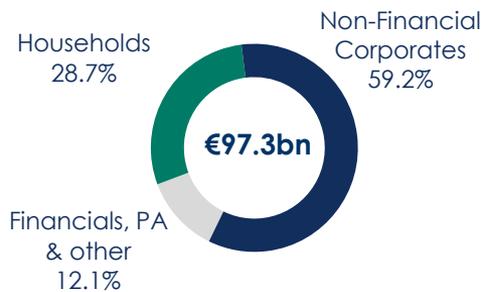


Retail & SME
deposits³
>80%

Low-risk loan portfolio, highly secured, well positioned

ANALYSIS OF “CORE” PERFORMING CUSTOMER LOANS AS AT 31/12/2023¹

GBV



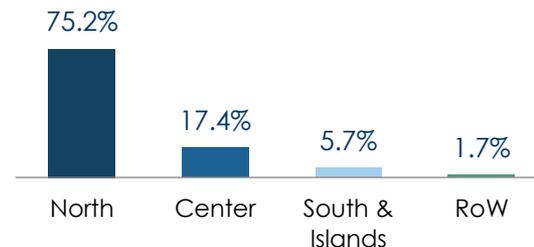
58% SHARE OF SECURED EXPOSURE:

- 31% with State Guarantees
- 27% Collateralised

o/w: Small Businesses²

- **73% secured** (44% with State Guarantees and 29% Collateralised)

Breakdown by geographic area

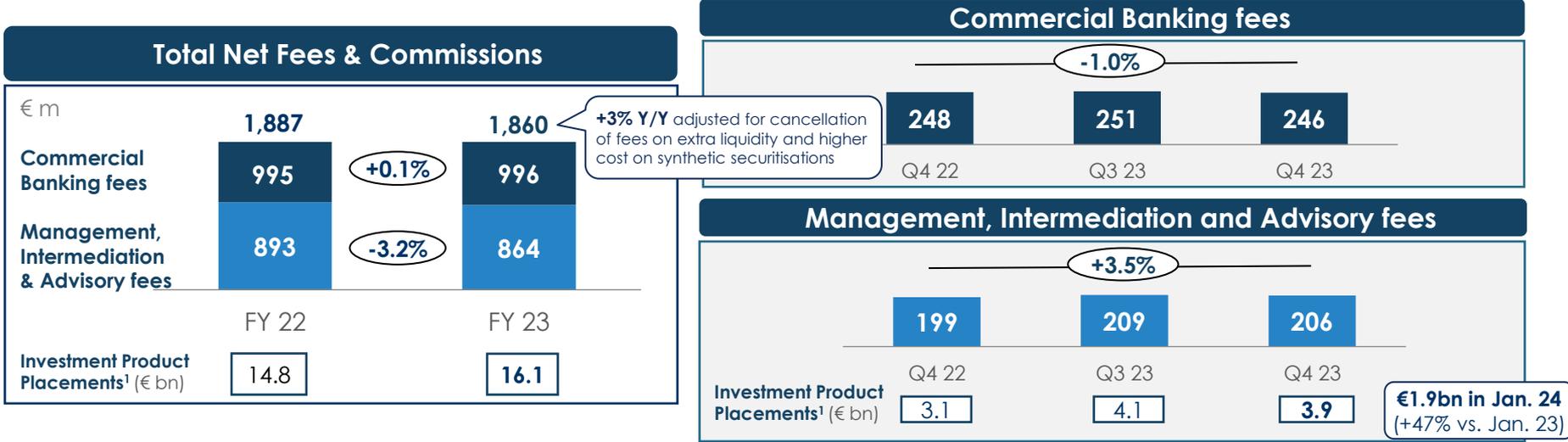


- Strong focus on performing portfolio quality in Q4 2023, with Mid-High/High risk categories declining €1 bn Q/Q
- Performing customer loans rise >€0.7bn in Jan. 2024

FY 2023 NEW LENDING AT €19.4bn³:

- 95% concentrated in the **best rating classes** (Low-Mid categories)⁴
- 76% in Northern Italy

Resilient trend in fees



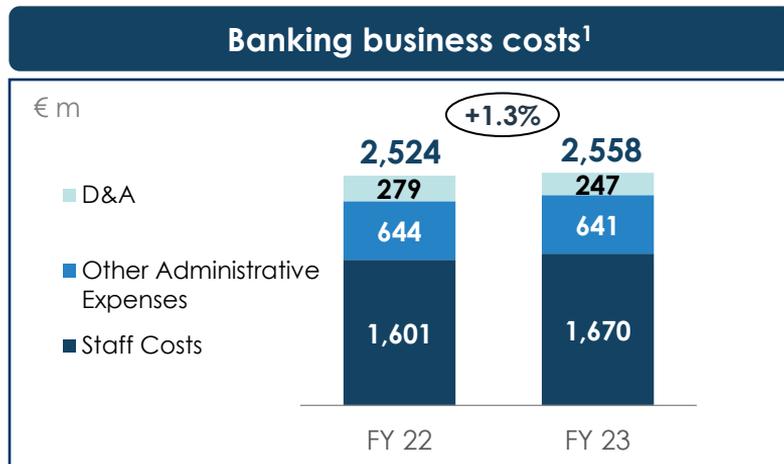
Commercial Banking fees: €996m in FY 23, stable Y/Y

- **Resilient trend, after absorbing ~€45m impact** from removal of fees on current account excess liquidity
- **Positive impact** from commissions on **lending, payments, fees on fiscal credits** and **other services**, with a combined increase of **€56m Y/Y**, more than offsetting higher costs on synthetic securitizations (-€37m Y/Y)

Management, Intermediation and Advisory fees: €864m in FY 23, -3.2% Y/Y

- **Lower fees from Funds & Sicav (-€53m Y/Y)**, partially compensated by **higher fees from certificates** and **AUC products (increasing by >€40m Y/Y)**

Strict cost control: Cost/Income down at 48% in FY 23 (54% in FY 22)



Total Costs
(including insurance)²

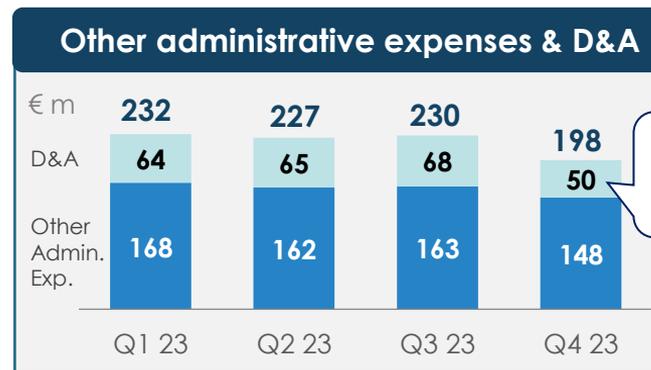
2,530

2,571

Cost/Income ratio
(including insurance)²

54%

48%



Prudent provisioning policy with strong NPE coverage and improving migration rates

LLPs & CoR

LLPs, in €m

-18%

682.3
FY 2022

558.6¹
FY 2023

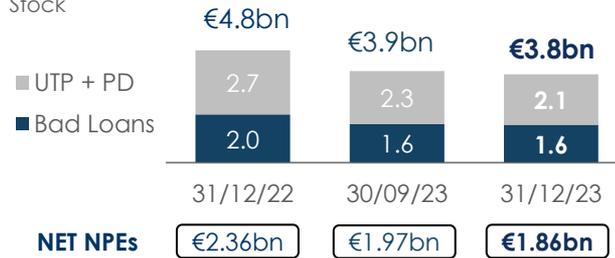
CoR 62bps

53bps

€190m overlays as at 31/12/2023

Gross NPEs: -21% Y/Y and -4% Q/Q

Stock



NPE coverage at 50.4%

	31/12/22	30/09/23	31/12/23
BAD LOAN COVERAGE	64.8% (72%)	58.7% (68%)	60.9% (69%)
UTP COVERAGE	40.3%	43.1%	43.2%
% Share of Secured NPE (GBV)	63%	69%	69%

NPE vintage down to 3.6 years at YE 2023 vs 4.3 years at YE 2022

Migration rates well under control

Default rate
(from Performing to NPEs)

FY 22
0.94%

FY 23
0.93%
Steadily <1% since 9M 2021

Cure rate
(from UTP to Performing)

3.31%

5.1%

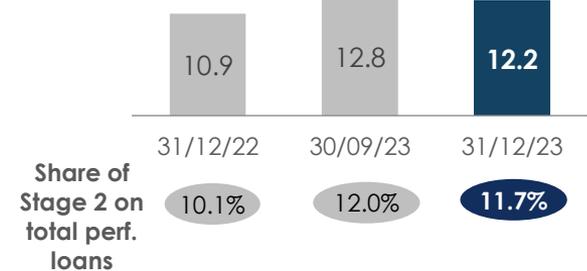
Net Default rate
(Net flows to NPEs from performing)

0.80%

0.80%

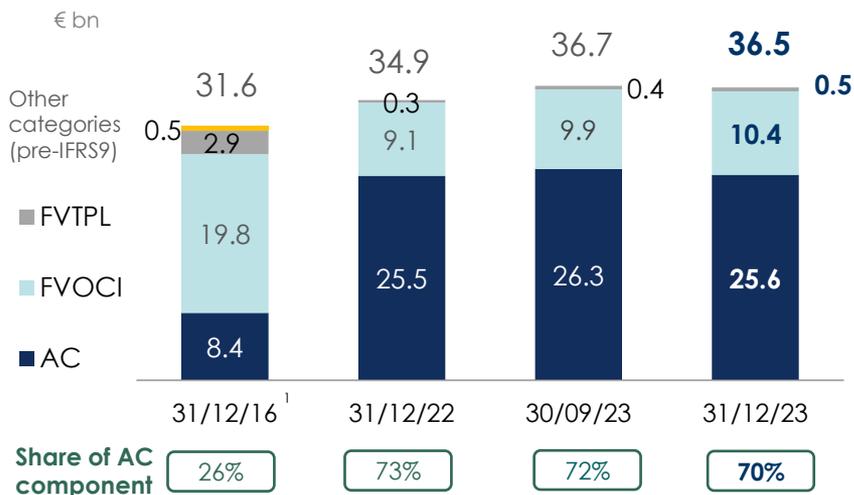
Stage 2 loans: -€561m in Q4 2023

GBV
in € bn

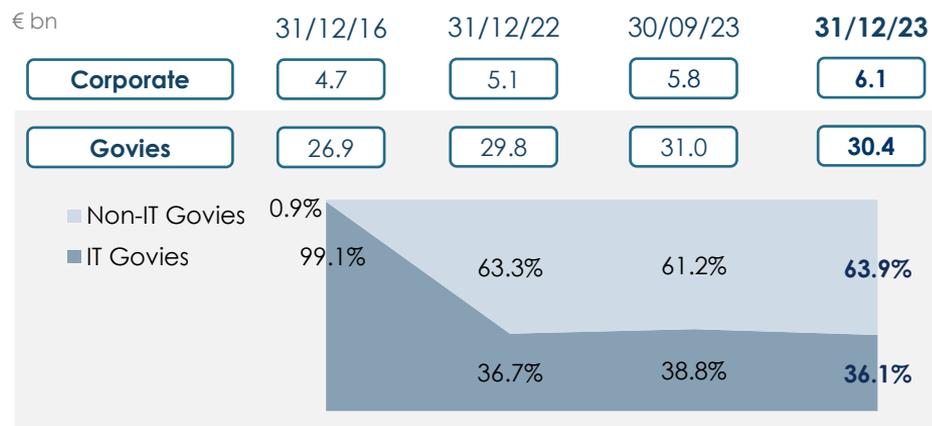


Optimization and diversification of Debt securities portfolio

Overall trend and accounting breakdown



Composition by counterparty



- IT govies on total govies down at **36.1%** (99.1% at YE 2016)
- Share of IT govies at FVOCI down at **26.0%** (64% at YE 2016)

29%

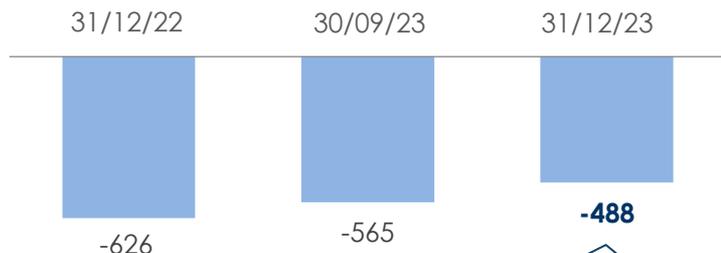
Share of ESG corporate bonds in the proprietary portfolio as at 31/12/23 (vs. 24% at YE 2022)

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 FVOCI¹

Post-tax
€ m



VERY LOW SENSITIVITY CONFIRMED:

BPV of Total Govies in FVOCI at €0.98m, o/w close to zero for Italian Govies²

Breakdown of Net Financial Result

€ m

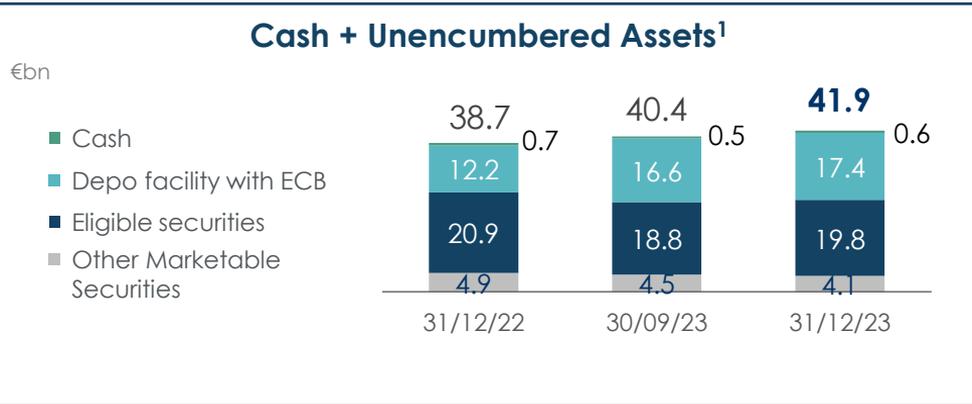


In Q4 2023:

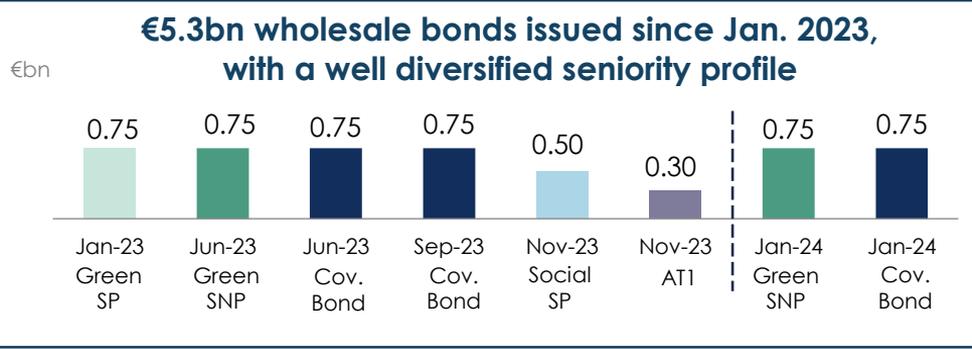
- **Resilient results from NFR** (excluding impact from Cost of Certificates): **+€7.5m Q/Q**
- **Lower impact (€1.5m Q/Q)** from **Cost of Certificates³**

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

LIQUIDITY



FUNDING



To be gradually reduced already in 2024

LCR

HQLA²

Period	LCR	HQLA (€bn)
31/12/21	209%	€41.0bn
31/12/22	191%	€33.8bn
31/12/23	187%	€34.1bn

NSFR

Period	NSFR
31/12/21	134%
31/12/22	131%
31/12/23	129% ³

TLTRO III

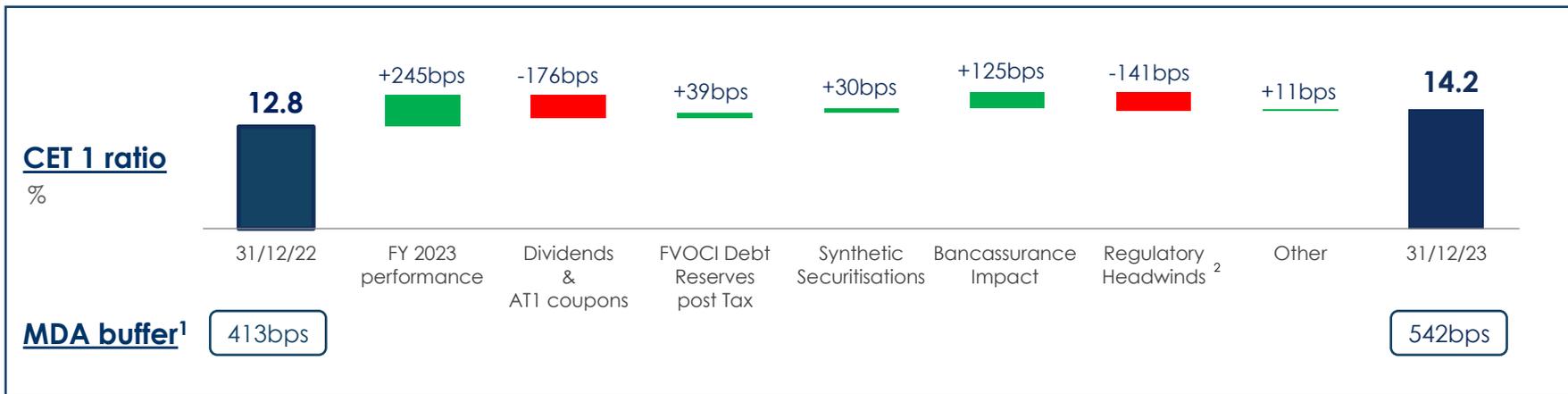
Period	TLTRO III (€bn)
31/12/21	€39.2bn
31/12/22	€26.7bn
31/12/23	€15.7bn

Solid liquidity & funding ratios preserved even after material TLTRO III reduction

Wide buffer vs. MREL requirement⁴: 8.9% vs. Total Req. 2023 (6.9% vs. Total Req. 2024)

Strong capital generation driving increase in CET1 ratio to 14.2%

Significantly strengthened ratios and buffers



CAPITAL RATIOS & RWA		31/12/22	31/12/23
	TIER 1	15.2%	16.3%
	TOTAL	18.0%	19.0%
	RWA (€/bn)	59.9	63.8

+132bps capital generation, paving the way for the **significant increase in the dividend payout: 67% in FY 2023** (50% in FY 2022)

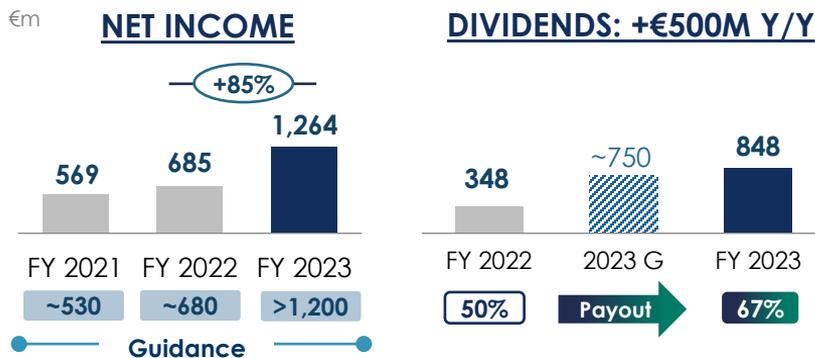
Notes: 1. MDA buffer equivalent to buffer vs. CET 1 Minimum Requirement. 2. Conservative estimates.

Final Remarks

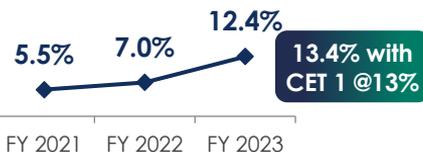
3

A very strong 2023, allowing to improve shareholder remuneration and confirm our 2024 Net Income guidance

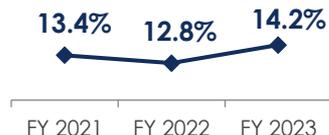
2023: WELL ABOVE NET INCOME GUIDANCE WITH A SIZEABLE REMUNERATION



Double-digit ROTE¹



Strengthened CET 1 Ratio



2024 OUTLOOK:

EPS GUIDANCE AND INTERIM DIVIDEND CONFIRMED

- **Increase in Pre-Provision Income** driven by **core revenues**, with **both NII and Commissions up Y/Y** and with inflation-driven headwinds on expenses, partially mitigated by **cost discipline**
- **Resilient provisions**, with impact of potential increase in default rate expected to be compensated by removal of negative components booked in 2023, to support disposals of Non-Performing Assets

EPS: Confirmed @ ~€0.90
>€1.1 incl. one-offs

INTERIM DIVIDEND:
Confirmed @ ~€0.55bn

IMPROVED DIVIDEND DISTRIBUTION IN 2024

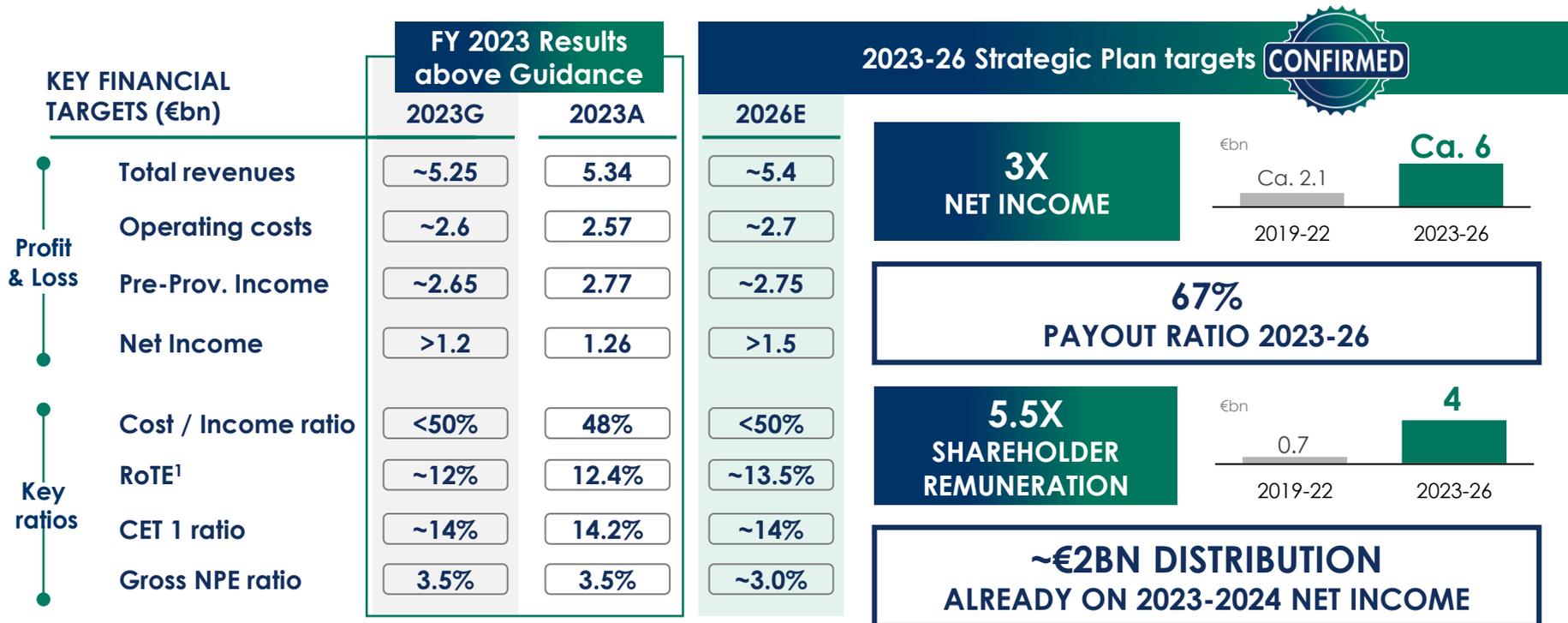
Raised to ~€1.4bn²

(including FY 2023 dividend & 2024 interim dividend)

Equivalent to ~19% of current market cap.³

Banco BPM 2023-2026 – a solid success story

A very strong start of a truly promising journey



FY 2023

Performance Details

4

P&L: annual comparison

Reclassified income statement (€m)	RESTATED		Chg. Y/Y %
	FY 22	FY 23	
Net interest income	2,314.4	3,289.2	42.1%
Income (loss) from invest. in associates carried at equity	136.0	144.1	6.0%
Net interest, dividend and similar income	2,450.4	3,433.3	40.1%
Net fee and commission income	1,887.3	1,860.0	-1.4%
Other net operating income	71.6	81.3	13.6%
Net financial result	243.0	-79.0	n.m
Income from insurance business	21.7	45.9	n.m.
Other operating income	2,223.6	1,908.1	-14.2%
Total income	4,674.0	5,341.4	14.3%
Personnel expenses	-1,602.4	-1,672.0	4.3%
Other administrative expenses	-648.2	-652.4	0.6%
Amortization and depreciation	-279.7	-246.8	-11.8%
Operating costs	-2,530.4	-2,571.2	1.6%
Profit (loss) from operations	2,143.6	2,770.3	29.2%
Net adjustments on loans to customers	-682.3	-558.6	-18.1%
Profit (loss) on FV measurement of tangible assets	-108.3	-146.8	35.5%
Net adjustments on other financial assets	-9.1	-2.0	-78.2%
Net provisions for risks and charges	-57.2	-22.2	-61.2%
Profit (loss) on the disposal of equity and other invest.	2.3	0.3	-84.9%
Income (loss) before tax from continuing operations	1,288.9	2,041.0	58.4%
Tax on income from continuing operations	-407.0	-604.8	48.6%
Income (loss) after tax from continuing operations	881.8	1,436.3	62.9%
Systemic charges after tax	-151.9	-126.6	-16.7%
Impact of bancassurance reorganization	0.0	-22.2	n.m.
Realignment of fiscal values to accounting values	0.0	8.8	n.m.
Goodwill impairment	-8.1	0.0	n.m.
Income (loss) attributable to minority interests	0.8	0.0	-97.2%
Purchase Price Allocation after tax	-42.4	-28.3	-33.1%
Fair value on own liabilities after Taxes	4.8	-3.5	n.m
Net income (loss) for the period	685.0	1,264.5	84.6%

P&L: quarterly comparison

Reclassified income statement (€m)	RESTATED				Q1 23	Q2 23	Q3 23	Q4 23	Chg. Q/Q	Chg. Q/Q %
	Q1 22	Q2 22	Q3 22	Q4 22						
Net interest income	511.5	527.6	551.3	724.0	743.0	809.9	868.7	867.7	-1.0	-0.1%
Income (loss) from invest. in associates carried at equity	42.4	15.7	39.5	38.4	36.3	24.3	34.1	49.4	15.2	44.6%
Net interest, dividend and similar income	554.0	543.3	590.8	762.3	779.3	834.2	902.8	917.0	14.2	1.6%
Net fee and commission income	480.1	486.8	473.2	447.3	478.7	469.5	460.0	451.8	-8.2	-1.8%
Other net operating income	16.7	15.0	20.4	19.5	16.9	16.5	19.1	28.7	9.6	50.0%
Net financial result	127.9	48.9	75.1	-9.0	-34.1	-8.4	-22.8	-13.8	9.0	-39.6%
Income from insurance business			8.6	13.1	9.6	15.0	8.2	13.1	5.0	60.7%
Other operating income	624.7	550.7	577.3	470.9	471.0	492.7	464.5	479.9	15.3	3.3%
Total income	1,178.7	1,094.0	1,168.1	1,233.2	1,250.3	1,326.9	1,367.3	1,396.9	29.5	2.2%
Personnel expenses	-407.9	-405.3	-397.3	-391.9	-405.4	-402.9	-402.2	-461.5	-59.4	14.8%
Other administrative expenses	-155.6	-162.7	-159.6	-170.4	-170.2	-166.6	-165.1	-150.5	14.5	-8.8%
Amortization and depreciation	-61.2	-64.1	-69.9	-84.6	-64.5	-65.2	-68.1	-49.1	19.0	-27.9%
Operating costs	-624.7	-632.1	-626.8	-646.9	-640.1	-634.7	-635.3	-661.1	-25.9	4.1%
Profit (loss) from operations	554.0	461.9	541.3	586.3	610.3	692.2	732.1	735.7	3.7	0.5%
Net adjustments on loans to customers	-151.1	-152.6	-193.9	-184.7	-137.5	-121.3	-124.8	-175.0	-50.2	40.2%
Profit (loss) on FV measurement of tangible assets	-1.2	-39.6	-7.5	-60.0	-1.9	-30.5	-11.8	-102.7	-90.9	n.m.
Net adjustments on other financial assets	-3.2	-2.3	-3.0	-0.5	0.7	0.5	-1.0	-2.1	-1.1	n.m.
Net provisions for risks and charges	-8.1	-4.6	-16.3	-28.2	2.5	0.9	-17.2	-8.3	8.8	-51.4%
Profit (loss) on the disposal of equity and other invest.	1.5	-0.1	0.3	0.5	0.2	-0.4	0.3	0.3	0.0	-13.6%
Income (loss) before tax from continuing operations	391.9	262.8	320.9	313.4	474.2	541.4	577.6	447.8	-129.8	-22.5%
Tax on income from continuing operations	-138.4	-92.6	-90.4	-85.6	-147.4	-169.7	-183.0	-104.7	78.3	-42.8%
Income (loss) after tax from continuing operations	253.4	170.2	230.4	227.8	326.8	371.8	394.6	343.1	-51.5	-13.0%
Systemic charges after tax	-74.6	0.0	-77.3	0.0	-57.3	-0.4	-69.6	0.7	70.3	n.m.
Impact of bancassurance reorganization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-22.2	-22.2	
Realignment of fiscal values to accounting values	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.8	8.8	
Goodwill impairment	0.0	-8.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Income (loss) attributable to minority interests	0.0	0.1	0.0	0.6	0.0	0.4	0.1	-0.4	-0.5	
Purchase Price Allocation after tax	-8.5	-7.2	-16.5	-10.2	-7.4	-6.8	-7.3	-6.8	0.4	-5.7%
Fair value on own liabilities after Taxes	0.2	25.5	-0.3	-20.5	3.3	-5.8	1.2	-2.1	-3.2	n.m.
Net income (loss) for the period	170.6	180.4	136.4	197.6	265.3	359.1	319.0	321.1	2.1	0.7%

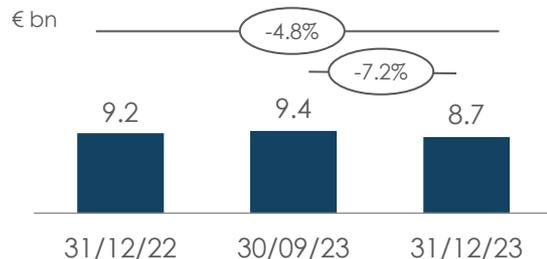
2022 data have been restated as a result of the retrospective application of IFRS 17 accounting standard by the Group-owned Insurance Subsidiaries, as well as IFRS 9 for the Group's insurance affiliates. See Methodological Notes.

Balance Sheet

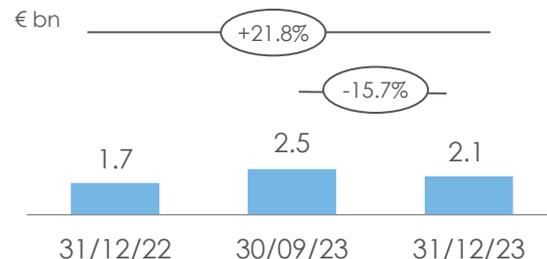
Reclassified assets (€ m)	Restated			Chg. Y/Y		Chg. Q/Q	
	31/12/22	30/09/23	31/12/23	Value	%	Value	%
Cash and cash equivalents	13,131	17,617	18,297	5,167	39.3%	681	3.9%
Loans and advances measured at AC	113,633	111,926	109,568	-4,064	-3.6%	-2,357	-2.1%
- Loans and advances to banks	4,178	3,877	4,142	-36	-0.9%	264	6.8%
- Loans and advances to customers ⁽¹⁾	109,455	108,048	105,427	-4,028	-3.7%	-2,622	-2.4%
Other financial assets	43,094	44,853	43,706	613	1.4%	-1,147	-2.6%
- Assets measured at FV through PL	8,207	8,310	7,392	-815	-9.9%	-918	-11.0%
- Assets measured at FV through OCI	9,381	10,202	10,693	1,312	14.0%	491	4.8%
- Assets measured at AC	25,506	26,342	25,622	116	0.5%	-720	-2.7%
Financial assets pertaining to insurance companies	5,893	5,805	15,345	9,452	160.4%	9,540	164.3%
Equity investments	1,652	1,651	1,454	-198	-12.0%	-197	-11.9%
Property and equipment	3,035	2,795	2,858	-177	-5.8%	63	2.3%
Intangible assets	1,255	1,235	1,257	2	0.2%	22	1.8%
Tax assets	4,585	4,196	4,201	-384	-8.4%	5	0.1%
Non-current assets held for sale and discont. operations	196	529	469	273	139.4%	-61	-11.5%
Other assets	3,335	3,856	4,975	1,641	49.2%	1,120	29.0%
Total	189,808	194,463	202,132	12,324	6.5%	7,669	3.9%
Reclassified liabilities (€ m)	Restated			Chg. Y/Y		Chg. Q/Q	
	31/12/22	30/09/23	31/12/23	Value	%	Value	%
Banking Direct Funding	120,639	120,705	120,770	131	0.1%	65	0.1%
- Due from customers	107,679	103,585	101,862	-5,817	-5.4%	-1,723	-1.7%
- Debt securities and financial liabilities designed at FV	12,960	17,121	18,908	5,948	45.9%	1,787	10.4%
Insurance Direct Funding & Insurance liabilities	5,743	5,615	15,040	9,297	161.9%	9,425	167.9%
- Financial liabilities measured at FV pertaining to insurance companies	1,459	1,420	2,800	1,341	91.9%	1,380	97.1%
- Liabilities pertaining to insurance companies	4,284	4,194	12,240	7,956	185.7%	8,045	191.8%
Due to banks	32,636	22,623	21,691	-10,945	-33.5%	-932	-4.1%
Debts for Leasing	628	498	671	43	6.8%	172	34.6%
Other financial liabilities designated at FV	13,598	27,774	25,698	12,100	89.0%	-2,076	-7.5%
Other financial liabilities pertaining to insurance companies	0	2	73	72	n.m.	70	n.m.
Liability provisions	989	874	895	-94	-9.5%	20	2.3%
Tax liabilities	268	294	454	186	69.5%	160	54.7%
Liabilities associated with assets held for sale	26	244	212	186	721.1%	-32	-13.0%
Other liabilities	2,266	2,218	2,592	326	14.4%	374	16.9%
Minority interests	1	0	0	-1	-90.6%	0	-76.2%
Shareholders' equity	13,016	13,617	14,038	1,023	7.9%	421	3.1%
Total	189,808	194,463	202,132	12,324	6.5%	7,669	3.9%

Focus on Govies portfolio

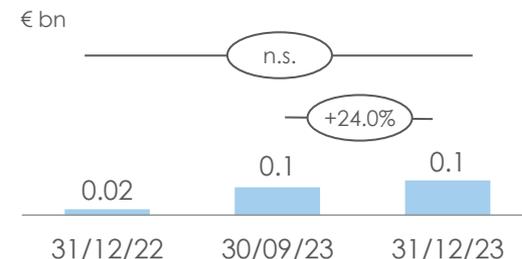
Italian Govies at AC



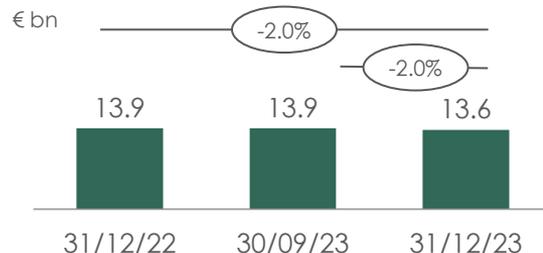
Italian Govies at FVOCI



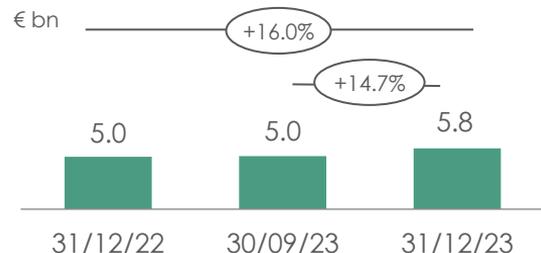
Italian Govies at FVTPL



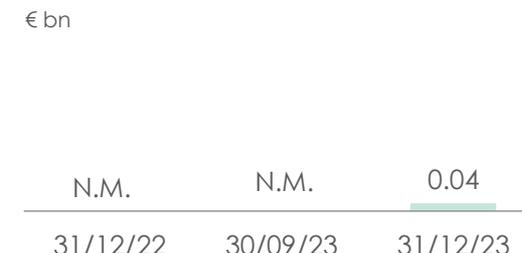
Non-Italian Govies at AC



Non-Italian Govies at FVOCI



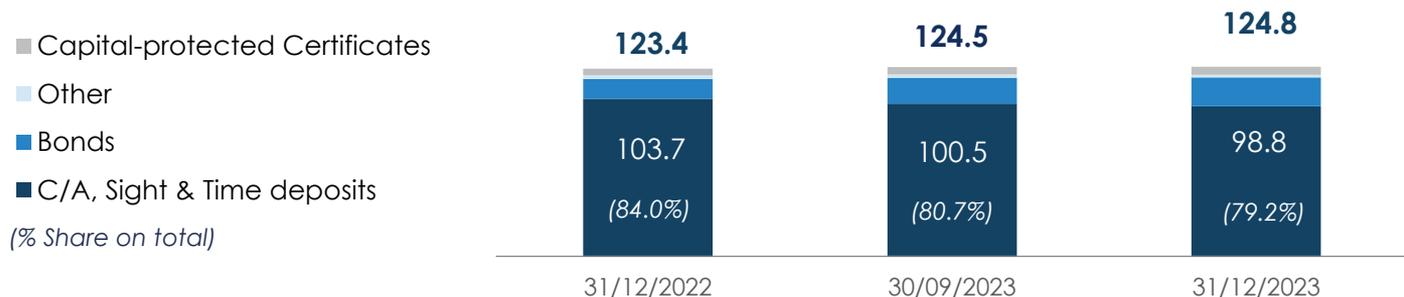
Non-Italian Govies at FVTPL



Direct funding from the Banking business

Direct funding¹

€ bn

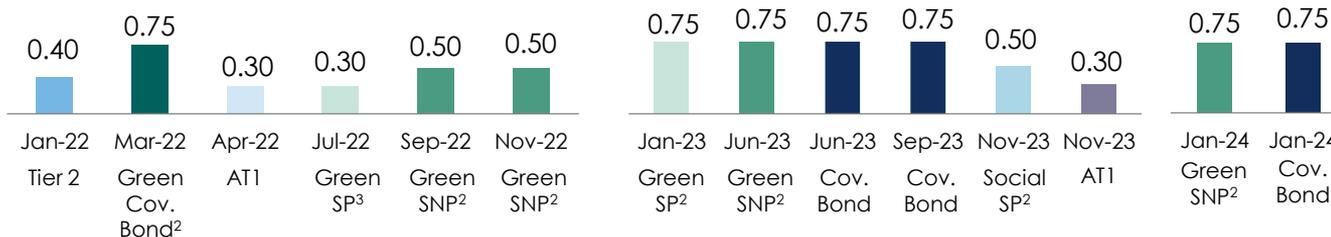


	31/12/22	30/09/23	31/12/23	% chg. Y/Y	% chg. Q/Q
C/A & Sight deposits	103.4	100.1	98.6	-4.7%	-1.6%
Time deposits	0.3	0.3	0.2	-14.8%	-27.7%
Bonds	12.9	17.1	18.9	46.0%	10.5%
Other	2.5	2.0	1.8	-30.9%	-13.4%
Capital-protected Certificates	4.3	4.9	5.3	23.5%	7.9%
Direct Funding (excl. Repos)	123.4	124.5	124.8	1.1%	0.2%

Successful issuance activity and well diversified liability profile

Wholesale bonds issued since 2022¹

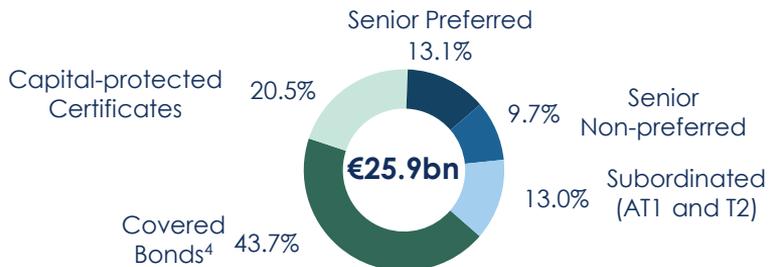
€bn



- Wholesale bonds issued for a total of **€3.8bn in 2023** (vs. €2.75bn in 2022), o/w: **39% green** and **13% social**
- Additional **€1.5bn** already **issued in Jan. 2024** (o/w: **50% green**)
- In rolling out its funding plan, Banco BPM will **consider** not only **regulatory MREL requirements** but also **rating agency thresholds and buffers**

Bonds & Certificates outstanding as at 31/12/2023

Nominal amounts



Managerial data.

Note: 1. Excluding issues of retained CB and ABS underlying REPOs (€2.6bn in 2022; €3.8bn in 2023). 2. Issued under the Green, Social and Sustainability Bonds Framework. 3. Private placement. 4. Include also Repos with underlying retained Covered Bonds & ABS.

Bond maturities: limited and manageable amounts

Institutional bond maturities¹

€ bn



- The Group faces rather limited amounts of bond maturities in the senior space, with the bulk of maturities in the period 2024-2026 in relation to Covered Bonds
- No subordinated bond maturities in the period 2024-2026

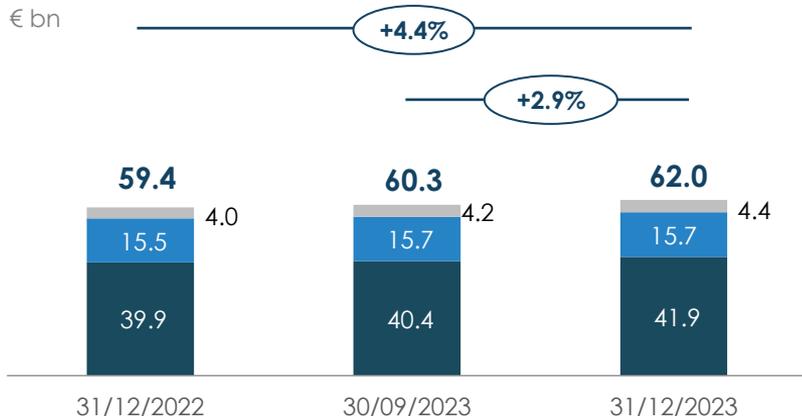
Note:

1. Excluding Repos with retained CB and ABS as underlying (€0.57bn maturities in 2025; €4.15bn maturities in 2026).

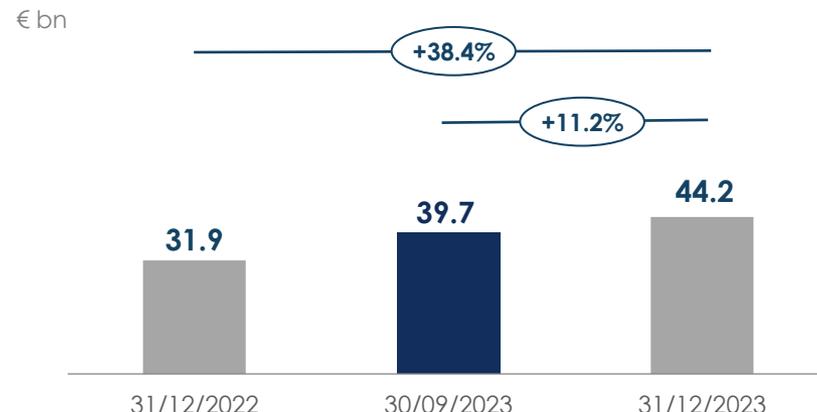
Managerial data based on nominal amounts. Excluding calls.

Indirect customer funding up at €106.2bn: +16.2%Y/Y

Assets under Management (AuM)



Assets under Custody (AuC)¹



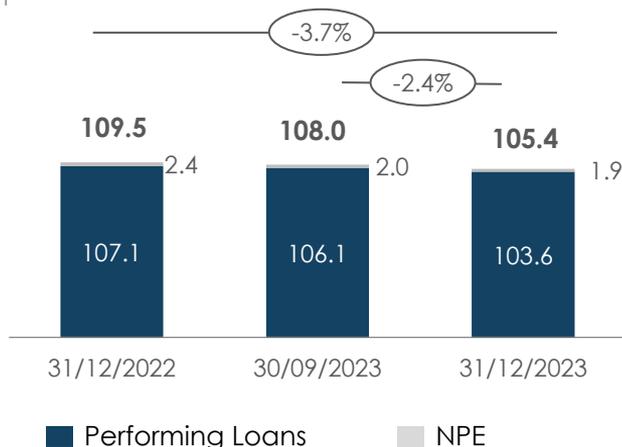
■ Funds & Sicav ■ Bancassurance ■ Managed Accounts and Funds of Funds

- Total Indirect Customer Funding up at €106.2bn, from €100.0bn as at 30/09/2023 and €91.3bn as at 31/12/2022
- FY 2023 results confirm a steady upward progression of AUM and record an excellent acceleration in the AUC segment

Net Customer Loans

Net Customer Loans

€ bn



Net Performing Customer Loans	31/12/22	30/09/23	31/12/23	Change	
				In % Y/Y	In % Q/Q
Core customer loans	102,8	99,1	96,9	-5,7%	-2,2%
- Medium/Long-Term loans	80,4	78,6	77,1	-4,1%	-2,0%
- Current Accounts	8,4	7,6	7,5	-11,0%	-1,7%
- Cards & Personal Loans	1,0	0,7	0,7	-31,2%	-6,0%
- Other loans	13,0	12,1	11,7	-9,9%	-3,5%
GACS Senior Notes	1,9	1,5	1,4	-26,9%	-5,1%
Repos	1,9	5,1	4,8	156,6%	-4,8%
Leasing	0,5	0,4	0,4	-25,0%	-8,3%
Total Net Performing Loans	107,1	106,1	103,6	-3,3%	-2,4%

Construction of buildings and RE activities

Highly secured exposure, concentrated in low-mid risk rating classes and in the northern part of Italy

€ bn	Performing Exposure (GBV)	In % on total Perf. loans
Construction of buildings ¹	3.0	3%
RE Activities	4.5	4%
TOTAL	7.5	7%

-€500m vs 31/03/23

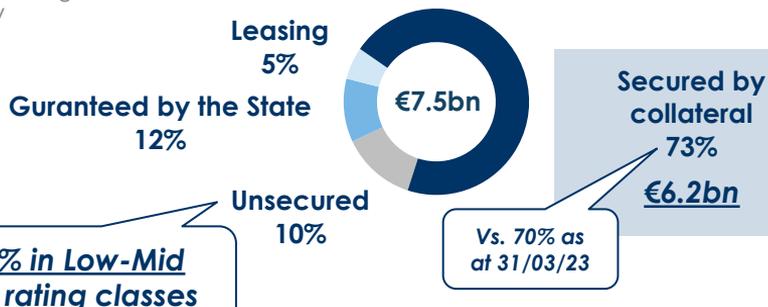
Vs. 8% as at 31/03/23

Composition by rating classes



Composition by guarantees

Performing loans GBV



o/w: €4.9bn OPERATING ASSETS, with LTV of ~51%

74% North (49% Lombardy, 36% Milan)
21% Center and 5% South & Islands

o/w: €1.25bn UNDER DEVELOPMENT:

75% North (59% Lombardy, 46% Milan)
19% Center and 3% South & Islands

Asset Quality details

Loans to Customers at AC¹

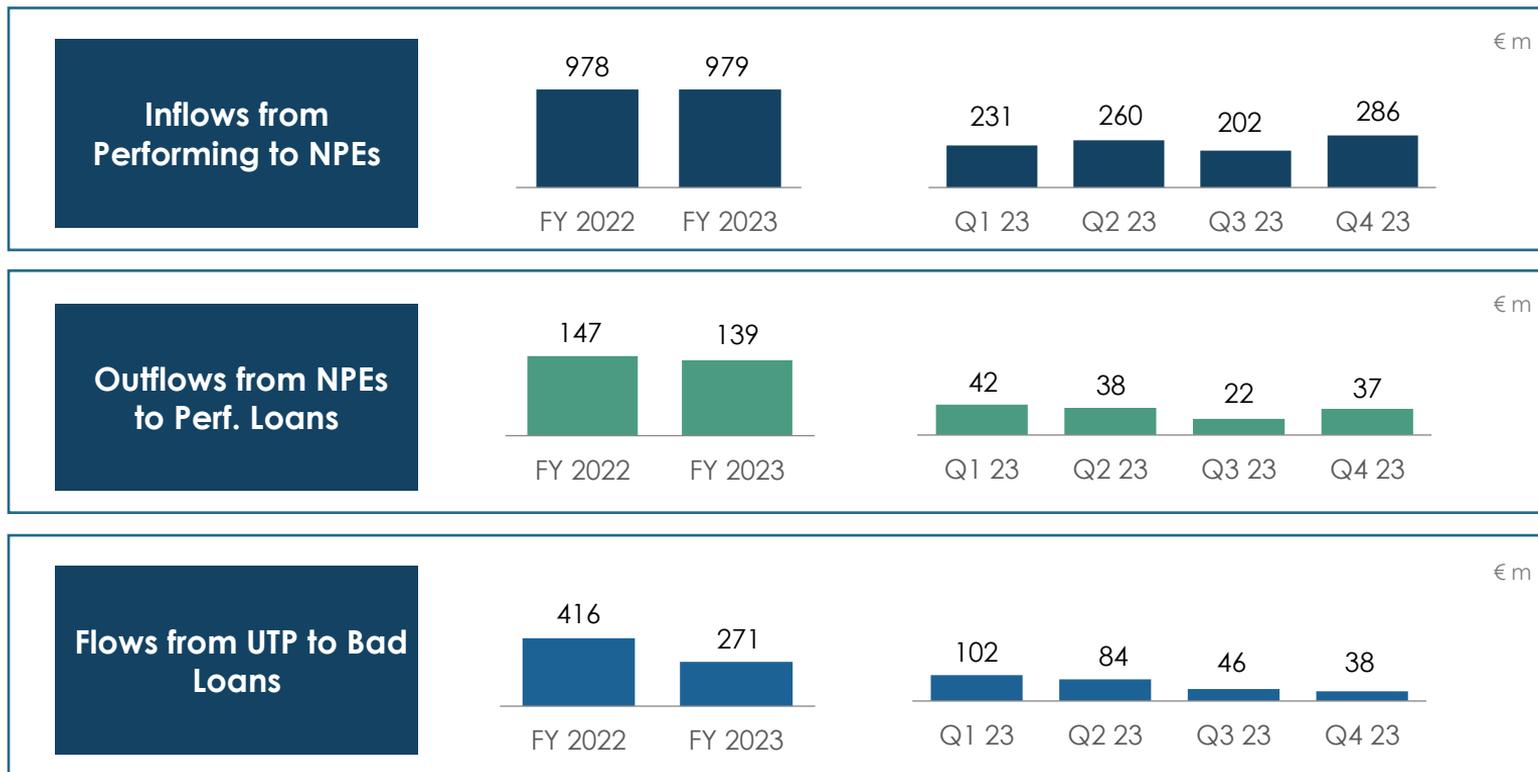
Gross exposures €/m and %	31/12/2022	30/09/2023	31/12/2023	Chg. Y/Y		Chg. Q/Q	
				Value	%	Value	%
Bad Loans	2.047	1.630	1.601	-446	-21,8%	-29	-1,8%
UTP	2.639	2.169	2.056	-584	-22,1%	-114	-5,2%
Past Due	82	91	93	11	13,7%	2	2,6%
NPE	4.769	3.891	3.751	-1.018	-21,3%	-140	-3,6%
Performing Loans	107.520	106.499	103.991	-3.529	-3,3%	-2.507	-2,4%
TOTAL CUSTOMER LOANS	112.289	110.390	107.742	-4.547	-4,0%	-2.648	-2,4%

Net exposures €/m and %	31/12/2022	30/09/2023	31/12/2023	Chg. Y/Y		Chg. Q/Q	
				Value	%	Value	%
Bad Loans	721	673	626	-94	-13,1%	-47	-6,9%
UTP	1.575	1.235	1.168	-407	-25,8%	-67	-5,4%
Past Due	60	64	67	7	11,8%	3	4,7%
NPE	2.356	1.972	1.862	-494	-21,0%	-111	-5,6%
Performing Loans	107.099	106.076	103.565	-3.534	-3,3%	-2.511	-2,4%
TOTAL CUSTOMER LOANS	109.455	108.048	105.427	-4.028	-3,7%	-2.622	-2,4%

Coverage ratios %	31/12/2022	30/09/2023	31/12/2023
Bad Loans	64,8%	58,7%	60,9%
UTP	40,3%	43,1%	43,2%
Past Due	26,9%	29,6%	28,2%
NPE	50,6%	49,3%	50,4%
Performing Loans	0,39%	0,40%	0,41%
TOTAL CUSTOMER LOANS	2,5%	2,1%	2,1%

Notes: 1. Loans and advances to customers at Amortized Cost, including also the GACS senior notes.

NPE migration dynamics



Capital position in detail

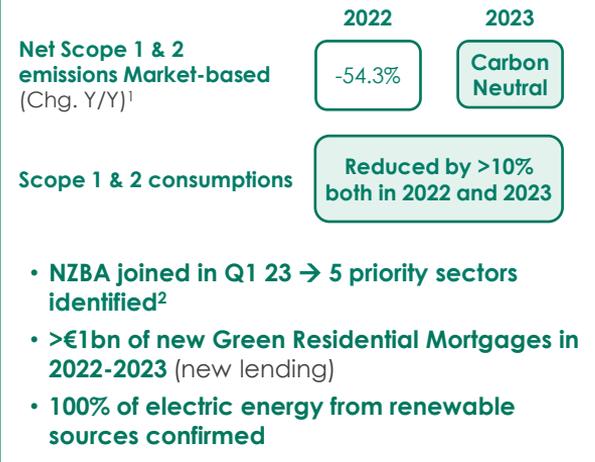
FULLY LOADED CAPITAL POSITION (€/m and %)	31/12/2022 Restated ¹	31/03/2023	30/06/2023	30/09/2023	31/12/2023
CET 1 Capital	7,686	8,076	8,386	8,381	9,036
T1 Capital	9,076	9,466	9,776	9,771	10,425
Total Capital	10,800	11,192	11,484	11,510	12,125
RWA	59,859	59,514	58,859	58,501	63,823
CET 1 Ratio	12.84%	13.57%	14.25%	14.33%	14.16%
AT1	2.32%	2.34%	2.36%	2.38%	2.18%
T1 Ratio	15.16%	15.91%	16.61%	16.70%	16.34%
Tier 2	2.88%	2.90%	2.90%	2.97%	2.66%
Total Capital Ratio	18.04%	18.81%	19.51%	19.68%	19.00%
Leverage ratio Fully Loaded as at 31/12/2023: 5.22%					

FULLY LOADED RWA COMPOSITION (€/bn)	31/12/2022 Restated	31/03/2023	30/06/2023	30/09/2023	31/12/2023
CREDIT & COUNTERPARTY RISK	50,8	50,6	49,8	49,6	54,2
<i>of which: Standard</i>	26,1	26,5	26,6	26,3	32,2
MARKET RISK	1,4	1,3	1,4	1,3	1,5
OPERATIONAL RISK	7,4	7,4	7,4	7,4	7,9
CVA	0,3	0,2	0,2	0,2	0,2
TOTAL	59,9	59,5	58,9	58,5	63,8

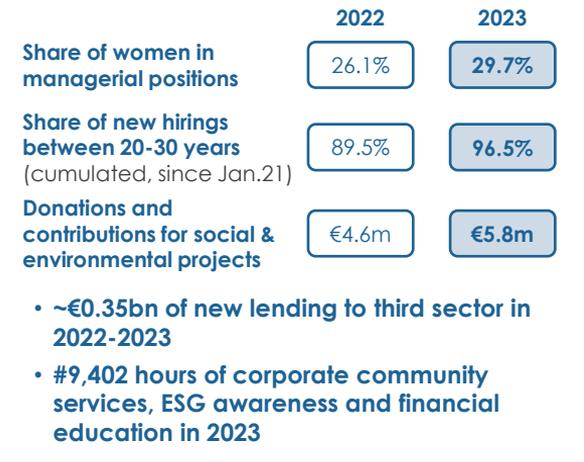
Sustainability achievements: 2023 state-of-the-art



ENVIRONMENT



SOCIAL



GOVERNANCE

- >#164K hours of ESG training courses to employees in 2023
- Sustainability Committee at Board level established in April 2023
- Published Guidelines on respecting and safeguarding human rights (May 2023)
- New ESG Action Plan launched in Q3:
 - 4 interlinked areas (Risks; Credit; Finance & WM; Disclosure, Community & Inclusion)
 - Supported by Data, IT and Control Functions and directly overseen by ESG Committee & CEO



RECOGNITION OF OUR EFFORTS

2022 CNFS wins "Oscar di Bilancio"

BBPM wins the Award for Impact Reporting by Environmental Finance

Sustainalytics ESG risk score from 22.4 (Mid-Risk) to 15.7 (Low-Risk) → among the top-rated Italian banks

Standard Ethics Rating upgraded from EE to EE+

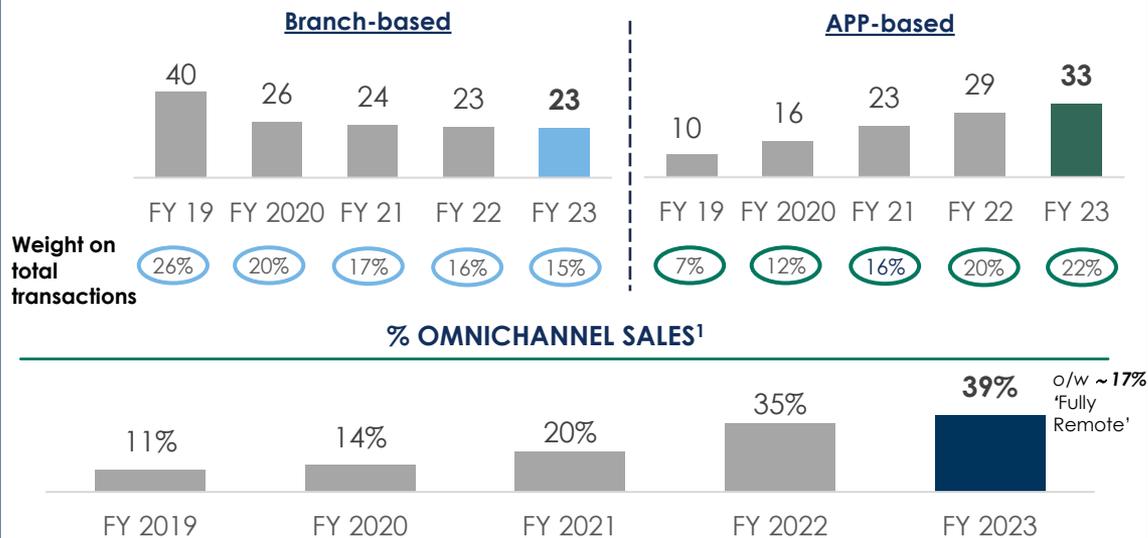


Notes: 1. Including offsetting through carbon credits. 2. Oil & Gas, Power generation, Cement, Automotive and Coal. 3. Include one Private Placement for €300m, issued not under the GS&S bonds framework. 4. Published in November 2023, with the following Taxonomy-aligned sectors: Energy, Construction and Real Estate activities and Manufacture of basic chemicals.

Successfully continuing our digitalization path

DIGITAL BANKING KPI

BRANCH AND APP-BASED TRANSACTIONS (M)



FY 2023 INITIATIVES IN DIGITAL

- Increase of **products and services** available for **remote selling/signature** (e.g. POS; main SME lending products)
- **Digital Identity** adoption: **>#1.3 m clients**
- **Digital branch** empowerment on commercial activities (accounting for > 50% of total **remote sales** in **Q4 2023**)
- **Evolution of virtual assistance**, impacting further inbound optimization and enabling new commercial proposition
- Launch of innovative **in-App Video-collaboration**
- Deployment of new omnichannel **Marketing Automation platform**

Contacts for Investors and Financial Analysts

Tom Lucassen		+39 045 867.5537
Arne Riscassi		+39 02 9477.2091
Silvia Leoni		+39 045 867.5613
Carmine Padulese		+39 02 9477.2092

Banco BPM

Registered Offices: Piazza Meda 4, I-20121 Milano, Italy

Corporate Offices: Piazza Nogara 2, I-37121 Verona, Italy

investor.relations@bancobpm.it

www.gruppo.bancobpm.it (IR section)