



**BANCO BPM S.P.A.**

*(incorporated as a joint stock company (società per azioni) in the Republic of Italy)*

**€25,000,000,000**

**Euro Medium Term Note Programme**

This base prospectus (the “**Base Prospectus**”) constitutes a base prospectus for the purposes of Article 8 of Regulation (EU) No. 2017/1129 of 14 June 2017 (the “**Prospectus Regulation**”). Under this €25,000,000,000 Euro Medium Term Note Programme (the “**Programme**”), BANCO BPM S.p.A. (the “**Issuer**” or the “**Bank**” or “**Banco BPM**”) may from time to time issue non-equity securities, which may be governed by English law (the “**English Law Notes**”) or Italian law (the “**Italian Law Notes**” and together with the English Law Notes, the “**Notes**”) denominated in any currency agreed between the Issuer and the relevant Dealer (as defined below).

The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed €25,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement described herein), subject to increase as described herein. In the event of such increase, a supplement to this Base Prospectus will be prepared by the Issuer, which shall be approved by the CSSF in accordance with Article 23 of the Prospectus Regulation.

The Notes may be issued on a continuing basis to one or more of the Dealers specified under “*Description of the Programme*” and each further Dealer appointed under the Programme from time to time by the Issuer (each a “**Dealer**” and together the “**Dealers**”), which appointment may be for a specific issue or on an ongoing basis. References in this Base Prospectus to the “**relevant Dealer**” shall, in the case of an issue of Notes being subscribed by more than one Dealer, be to all Dealers agreeing to subscribe such Notes.

Amounts payable under the Notes may be calculated by reference to EURIBOR, or to the sterling overnight index average rate (“**SONIA**”), in each case as specified in the relevant Final Terms. As at the date of this Base Prospectus, EURIBOR is provided and administered by the European Money Markets Institute (“**EMMI**”), and SONIA is provided and administered by the Bank of England. At the date of this Base Prospectus, EMMI is authorised as benchmark administrators, and included on, the register of administrators and benchmarks established and maintained by the European Securities and Markets Authority (“**ESMA**”) pursuant to Article 36 of Regulation (EU) No. 2016/1011 (the “**Benchmarks Regulation**”). As at the date of this Base Prospectus, the administrator of SONIA is not included in ESMA’s register of administrators under Article 36 of the Benchmarks Regulation. As far as the Issuer is aware, SONIA does not fall within the scope of the Benchmarks Regulation.

**An investment in Notes issued under the Programme involves certain risks.** The principal risk factors that may affect the ability of the Issuer to fulfil its obligations under the Notes are discussed under “*Risk Factors*” below.

The Base Prospectus has been approved by the Luxembourg *Commission de Surveillance du Secteur Financier* (the “**CSSF**”) which is the Luxembourg competent authority under the Prospectus Regulation. The CSSF only approves this Base Prospectus as meeting the standards of completeness, comprehensibility and consistency imposed by the Prospectus Regulation. Such approval should not be considered as an endorsement of either the Issuer or the quality of the Notes that are the subject of this Base Prospectus and investors should make their own assessment as to the suitability of investing in the Notes. By approving the Base Prospectus, the CSSF gives no undertaking as to the economic or financial soundness of the transaction or the quality and solvency of the Issuer in line with the provisions of Article 6(4) of the *loi du 16 juillet 2019 relative aux prospectus pour valeurs mobilières* dated 16 July 2019 (the “**Luxembourg Prospectus Law**”). This Base Prospectus is valid for admission to trading of Notes on a regulated market for the purposes of Directive 2014/65/EU (as amended, “**MiFID II**”) for a period of twelve months from the date of approval ending on 11 June 2022, provided that it is completed by any supplement, pursuant to Article 23 of the Prospectus Regulation. For the avoidance of doubt, the Issuer shall have no obligation to supplement this Base Prospectus after the end of its 12-month validity period. Application has also been made to the Luxembourg Stock Exchange for Notes issued under the Programme to be admitted to trading on the regulated market of the Luxembourg Stock Exchange and to be listed on the Official List of the Luxembourg Stock Exchange. References in this Base Prospectus to Notes being listed (and all related references) shall mean that such notes have been admitted to trading on the regulated market of the Luxembourg Stock Exchange (*Bourse de Luxembourg*) and have been “listed” on the Official List of the Luxembourg Stock Exchange. The Luxembourg Stock Exchange’s regulated market (the “**Regulated Market**”) is a regulated market for the purposes of MiFID II. Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of Notes, the issue price of Notes and any other terms and conditions not contained herein which are applicable to each Tranche (as defined under “*Terms and Conditions of the English Law Notes*” or “*Terms and Conditions of the Italian Law Notes*”) of Notes will be set out in the relevant final terms (the “**Final Terms**”) or in a separate prospectus specific to such Tranche (the “**Drawdown Prospectus**”). With respect to Notes to be listed on the Luxembourg Stock Exchange, the Final Terms will be filed with the CSSF and the Drawdown Prospectus will be subject to the approval of the CSSF. In the case of a Tranche of Notes which is the subject of a Drawdown Prospectus, each reference in this Base Prospectus to information being specified or identified in the relevant Final Terms shall be read and construed as a reference to such information being specified or identified in the relevant Drawdown Prospectus unless the context requires otherwise.

The Programme provides that Notes may be listed or admitted to trading, as the case may be, on such other or further stock exchange(s) or markets as may be agreed between the Issuer and the relevant Dealer. The Issuer may also issue unlisted Notes and/or Notes not admitted to trading on any market.

As at the date of this Base Prospectus, payments of interest and other proceeds in respect of the Notes may be subject to withholding or deduction for or on account of Italian substitute tax (*imposta sostitutiva*), in accordance with Italian Legislative Decree No. 239 of 1 April 1996, as amended and supplemented from time to time, and any related regulations. Upon the occurrence of any withholding or deduction for or on account of *imposta sostitutiva* from any payments under the Notes, neither the Issuer nor any other person shall

have any obligation to pay any additional amount(s) to any holder of the Notes. For further details see the section entitled “*Taxation – Italian taxation*”.

The Notes have not been and will not be registered under the United States Securities Act of 1933, as amended, (the “**Securities Act**”) or with any securities regulatory authority of any state or other jurisdiction of the United States, and notes in bearer form are subject to U.S. tax law requirements. The Notes may not be offered, sold or (in the case of Notes in bearer form) delivered within the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S under the Securities Act (“**Regulation S**”)) except in certain transactions exempt from the registration requirements of the Securities Act.

**ARRANGER**

**Citigroup**

**DEALERS**

**Banca Akros S.p.A. - Gruppo Banco BPM  
BNP PARIBAS  
Citigroup  
Credit Suisse  
Goldman Sachs International  
IMI – Intesa Sanpaolo  
Mediobanca  
Société Générale Corporate & Investment Banking**

**Barclays  
BofA Securities  
Crédit Agricole CIB  
Deutsche Bank  
HSBC  
J.P. Morgan AG  
Nomura  
UBS Investment Bank**

The date of this Base Prospectus is 11 June 2021.

## RESPONSIBILITY STATEMENT

The Issuer (the “**Responsible Person**”) accepts responsibility for the information contained in this Base Prospectus and the applicable Final Terms for each Tranche of Notes. To the best of the knowledge of the Issuer the information contained in this Base Prospectus is in accordance with the facts and does not omit anything likely to affect the import of such information.

Subject as provided in the relevant Final Terms, the only persons authorised to use this Base Prospectus in connection with an offer of Notes are the persons named in the relevant Final Terms as the relevant Dealer or the Managers, as the case may be.

Copies of Final Terms will be available from the registered office of the Issuer and the specified office set out below of each of the Paying Agents (as defined below) and, in the case of listed Notes, will be published on the website of the Luxembourg Stock Exchange ([www.bourse.lu](http://www.bourse.lu)).

This Base Prospectus is to be read in conjunction with all documents which are incorporated herein by reference (see “*Documents Incorporated by Reference*” below) and with any supplements hereto. This Base Prospectus shall be read and construed on the basis that such documents are incorporated in and form part of this Base Prospectus.

Neither the Dealers nor the Trustee nor any of their respective affiliates have authorised this Base Prospectus or any part thereof nor independently verified the information contained herein. Accordingly, no representation, warranty or undertaking, express or implied, is made and no responsibility or liability is accepted by the Dealers or the Trustee or any of their respective affiliates as to the accuracy or completeness of the information contained or incorporated in this Base Prospectus or any other information provided by the Issuer in connection with the Programme. No Dealer or the Trustee accepts any liability in relation to the information contained or incorporated by reference in this Base Prospectus or any other information provided by the Issuer in connection with the Programme.

No person is or has been authorised by the Issuer, the Dealers or the Trustee to give any information or to make any representation not contained in or not consistent with this Base Prospectus or any other document entered into in relation to the Programme or any information supplied by the Issuer or such other information as is in the public domain and, if given or made, such information or representation must not be relied upon as having been authorised by the Issuer, any of the Dealers or the Trustee.

Neither this Base Prospectus nor any other information supplied in connection with the Programme or any Notes (a) is intended to provide the basis of any credit or other evaluation or (b) should be considered as a recommendation by the Issuer, any of the Dealers or the Trustee that any recipient of this Base Prospectus or any other information supplied in connection with the Programme or any Notes should purchase any Notes. Each investor contemplating purchasing any Notes should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer and the Group (as defined herein). Neither this Base Prospectus nor any other information supplied in connection with the Programme or the issue of any Notes constitutes an offer or invitation by or on behalf of the Issuer, any of the Dealers or the Trustee to any person to subscribe for or to purchase any Notes.

Neither the delivery of this Base Prospectus nor the offering, sale or delivery of any Notes shall in any circumstances imply that the information contained herein concerning the Issuer is correct at any time subsequent to the date hereof or that any other information supplied in connection with the Programme is correct as of any time subsequent to the date indicated in the document containing the same. The Dealers and the Trustee expressly do not undertake to review the financial condition or affairs of the Issuer or the Issuer and the Group during the life of the Programme or to advise any investor in the Notes of any information coming to their attention. Investors should review, *inter alia*, the most recently published documents incorporated by reference into this Base Prospectus when deciding whether or not to purchase any Notes.

The Notes have not been and will not be registered under the Securities Act or with any securities regulatory authority of any state or other jurisdiction of the United States, and notes in bearer form are subject to U.S. tax law requirements. The Notes may not be offered, sold or (in the case of Notes in bearer form) delivered within the United States or to, or for the account or benefit of, U.S. persons as defined in Regulation S under the Securities Act except in certain transactions exempt from the registration requirements of the Securities Act. See “*Subscription and Sale*”.

This Base Prospectus does not constitute an offer to sell or the solicitation of an offer to buy any Notes in any jurisdiction to any person to whom it is unlawful to make the offer or solicitation in such jurisdiction. The distribution of this Base Prospectus and the offer or sale of Notes may be restricted by law in certain jurisdictions. The Issuer, the Dealers and the Trustee do not represent that this Base Prospectus may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with any applicable registration or other requirements in any such jurisdiction, or pursuant to an exemption available thereunder, or assume any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by the Issuer, the Dealers or the Trustee which would permit a public offering of any Notes outside the European Economic Area or the United Kingdom or distribution of this Base Prospectus in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Base Prospectus nor any advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations. Persons into whose possession this Base Prospectus or any Notes may come must inform themselves about, and observe, any such restrictions on the distribution of this Base Prospectus and the offering and sale of Notes. In particular, there are restrictions on the distribution of this Base Prospectus and the offer or sale of Notes in the United States, the European Economic Area (including the Republic of Italy and France), the United Kingdom and Japan. See “Subscription and Sale”.

This Base Prospectus has been prepared on the basis that any offer of Notes in any Member State of the European Economic Area (each a “Member State”) will be made pursuant to an exemption under the Prospectus Regulation from the requirement to publish a prospectus for offers of Notes. Accordingly any person making or intending to make an offer in that Member State of Notes which are the subject of an offering contemplated in this Base Prospectus as completed by the relevant Final Terms in relation to the offer of those Notes may only do so in circumstances in which no obligation arises for the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Regulation or supplement a prospectus pursuant to Article 23 of the Prospectus Regulation, in each case, in relation to such offer. Neither the Issuer nor any Dealer have authorised, nor do they authorise, the making of any offer of Notes in circumstances in which an obligation arises for the Issuer or any Dealer to publish or supplement a prospectus for such offer.

**Prohibition of Sales to EEA Retail Investors** – If the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes includes a legend entitled “*Prohibition of Sales to EEA Retail Investors*”, the Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (“EEA”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of MiFID II; or (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended, the “**Insurance Distribution Directive**”), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II. Consequently, no key information document required by Regulation (EU) No. 1286/2014 (as amended, the “**PRIIPs Regulation**”) for offering or selling the Notes or otherwise making them available to retail investors in the EEA has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA may be unlawful under the PRIIPs Regulation.

**Prohibition of Sales to UK Retail Investors** – If the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes includes a legend entitled “*Prohibition of Sales to UK Retail Investors*”, the Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the United Kingdom (“UK”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client, as defined in point (8) of Article 2 of Regulation (EU) No 2017/565 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 (“EUWA”); or (ii) a customer within the meaning of the provisions of the Financial Services and Markets Act 2000 (the “FSMA”) and any rules or regulations made under the FSMA to implement Directive (EU) 2016/97, where that customer would not qualify as a professional client, as defined in point (8) of Article 2(1) of Regulation (EU) No 600/2014 as it forms part of UK domestic law by virtue of the EUWA. Consequently, no key information document required by Regulation (EU) No. 1286/2014 as it forms part of UK domestic law by virtue of the EUWA (the “**UK PRIIPs Regulation**”) for offering or selling the Notes or otherwise making them available to retail investors in the UK has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the UK may be unlawful under the UK PRIIPs Regulation.

**MIFID II product governance / target market** – The Final Terms in respect of any Notes will include a legend entitled “*MiFID II Product Governance*” which will outline the target market assessment in respect

of the Notes and which channels for distribution of the Notes are appropriate. Any person subsequently offering, selling or recommending the Notes (a “**distributor**”) should take into consideration the target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the target market assessment) and determining appropriate distribution channels. A determination will be made in relation to each issue about whether, for the purpose of the MiFID Product Governance rules under EU Delegated Directive 2017/593 (the “MiFID Product Governance Rules”), any Dealer subscribing for any Notes is a manufacturer in respect of such Notes, but otherwise neither the Arranger nor the Dealers nor any of their respective affiliates will be a manufacturer for the purpose of the MiFID Product Governance Rules.

**UK MiFIR product governance / target market** – The Final Terms in respect of any Notes will include a legend entitled “*UK MiFIR Product Governance*” which will outline the target market assessment in respect of the Notes and which channels for distribution of the Notes are appropriate. Any distributor (as defined above) should take into consideration the target market assessment; however, a distributor subject to the MiFIR product governance rules set out in the FCA Handbook Product Intervention and Product Governance Sourcebook (the “**UK MiFIR Product Governance Rules**”) is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the target market assessment) and determining appropriate distribution channels. A determination will be made in relation to each issue about whether, for the purpose of the UK MiFIR Product Governance Rules, any Dealer subscribing for any Notes is a manufacturer in respect of such Notes, but otherwise neither the Arranger nor the Dealers nor any of their respective affiliates will be a manufacturer for the purpose of the UK MiFIR Product Governance Rules.

**Product classification pursuant to Section 309B of the Securities and Futures Act (Chapter 289) of Singapore** – The Final Terms in respect of any Notes may include a legend entitled “Singapore Securities and Futures Act Product Classification” which will state the product classification of the Notes pursuant to Section 309B(1) of the Securities and Futures Act (Chapter 289) of Singapore (as modified or amended from time to time, the “SFA”). The Issuer will make a determination and provide the appropriate written notification to “relevant persons” in relation to each issue about the classification of the Notes being offered for the purposes of Section 309B(1)(a) and Section 309B(1)(c) of the SFA.

This Base Prospectus includes forward-looking statements. These include statements relating to, among other things, the future financial performance of the Issuer and the Group, plans and expectations regarding developments in the business, growth and profitability of the Group and general industry and business conditions applicable to the Group. The Issuer has based these forward-looking statements on its current expectations, assumptions, estimates and projections about future events. These forward-looking statements are subject to a number of risks, uncertainties and assumptions that may cause the actual results, performance or achievements of the Group or those of its industry to be materially different from or worse than these forward-looking statements. The Issuer does not assume any obligation to update such forward-looking statements and to adapt them to future events or developments except to the extent required by law.

**Suitability of Notes as investments** – The Notes may not be a suitable investment for all investors. Each potential investor in the Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor should:

- (i) have sufficient knowledge and experience to make a meaningful evaluation of the Notes, the merits and risks of investing in the Notes and the information contained or incorporated by reference in this Base Prospectus or any applicable supplement;
- (ii) have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the Notes and the impact the Notes will have on its overall investment portfolio;
- (iii) have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including where the currency for principal or interest payments is different from the potential investor’s currency;
- (iv) thoroughly understand the terms of the Notes and be familiar with the behaviour of any relevant indices and financial markets; and

- (v) be able to evaluate (either alone or with the help of a financial adviser) possible scenarios of economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks.

Some Notes are complex financial instruments. Sophisticated institutional investors generally do not purchase complex financial instruments as stand-alone investments. They purchase complex financial instruments as a way to reduce risk or enhance yield as an understood, measured, appropriate addition of risk to their overall portfolios. A potential investor should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential investor's overall investment portfolio.

**Legal investment considerations may restrict certain investments** – The investment activities of certain investors are subject to legal investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult its legal advisers to determine whether and to what extent: (1) Notes are legal investments for it, (2) Notes can be used as collateral for various types of borrowing, and (3) other restrictions apply to its purchase or pledge of any Notes. Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of Notes under any applicable risk based capital or similar rules.

**Third Party Information** – Certain information and statistics presented in this Base Prospectus regarding markets and market share of the Issuer or the Group are either derived from, or are based on, internal data or publicly available data from external sources. In addition, the sources for the rating information set out in the sections headed “*Selected Consolidated Financial Data – Rating*” and “*Description of the Issuer and the Group – Recent Developments*” of this Base Prospectus are the following rating agencies: Moody's and DBRS (each as defined below). In respect of information in this Base Prospectus that has been extracted from a third party, the Issuer confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by third parties, no facts have been omitted which would render the reproduced information inaccurate or misleading. Although the Issuer believes that the external sources used are reliable, the Issuer has not independently verified the information provided by such sources.

In this Base Prospectus, references to websites are included for information purposes only. The contents of any websites (except for the documents (or portions thereof) incorporated by reference into this Base Prospectus to the extent set out on any such website) referenced in this Base Prospectus do not constitute a part of or are incorporated into this Base Prospectus and have not been scrutinised or approved by the CSSF.

All references in this document to: “Euro”, “euro” and “€” refer to the currency introduced at the start of the third stage of European economic and monetary union pursuant to the Treaty on the Functioning of the European Union, as amended; “U.S. dollars”, “U.S.\$” and “\$” refer to United States dollars being the currency of the United States of America; “Sterling” refers to the currency of the United Kingdom; “yen” refers to the currency of Japan; and references to the “Banco BPM Group” or the “Group” are to BANCO BPM S.p.A. and its subsidiaries.

Certain figures and percentages included in this Base Prospectus have been subject to rounding adjustments; accordingly, figures shown in the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them.

## **STABILISATION**

In connection with the issue of any Tranche of Notes, the Dealer or Dealers (if any) named as the Stabilising Manager(s) (or persons acting on behalf of any Stabilising Manager(s)) in the applicable Final Terms or, as the case may be, Drawdown Prospectus may over allot Notes or effect transactions with a view to supporting the market price of the Notes at a level higher than that which might otherwise prevail. However, stabilisation may not necessarily occur. Any stabilisation action may begin on or after the date on which adequate public disclosure of the terms of the offer of the relevant Tranche of Notes is made and, if begun, may cease at any time, but it must end no later than the earlier of 30 days after the issue date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes. Such stabilising shall be conducted in accordance with all applicable laws and rules. Any loss or profit sustained as a consequence of any such over-allotment or stabilising shall, as against the Issuer, be for the account of the Stabilising Manager(s) and the Lead Manager(s).

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## DESCRIPTION OF THE PROGRAMME

The following description does not purport to be complete and is taken from, and is qualified in its entirety by, the remainder of this Base Prospectus and, in relation to the terms and conditions of any particular Tranche of Notes, the Terms and Conditions of the Notes of such Tranche and the relevant Final Terms.

This description constitutes a general description of the Programme for the purposes of Article 25 of the Commission Regulation (EU) No. 2019/980 (as amended). Words and expressions defined in “*Form of the Notes*”, “*Terms and Conditions of the English Law Notes*” and “*Terms and Conditions of the Italian Law Notes*” shall have the same meanings in this description.

|   |   |
|---|---|
| <b>Issuer:</b>                              | BANCO BPM S.p.A.  |
| <b>Issuer Legal Entity Identifier (LEI)</b> | 815600E4E6DCD2D25E30  |
| <b>Description:</b>                         | Euro Medium Term Note Programme   |
| <b>Arranger:</b>                            | Citigroup Global Markets Limited  |
| <b>Dealers:</b>                             | Banca Akros S.p.A. – Gruppo Banco BPM<br>Barclays Bank Ireland PLC<br>BNP Paribas<br>BofA Securities Europe SA<br>Citigroup Global Markets Europe AG<br>Citigroup Global Markets Limited<br>Crédit Agricole Corporate and Investment Bank<br>Credit Suisse Securities Sociedad de Valores S.A.<br>Deutsche Bank Aktiengesellschaft<br>Goldman Sachs International<br>HSBC Continental Europe<br>Intesa Sanpaolo S.p.A.<br>J.P. Morgan AG<br>Mediobanca – Banca di Credito Finanziario S.p.A.<br>Nomura Financial Products Europe GmbH<br>Société Générale<br>UBS Europe SE<br>and any other dealers appointed in accordance with the Programme Agreement. |
| <b>Certain Restrictions:</b>                | Each issue of Notes denominated in a currency in respect of which particular laws, guidelines, regulations, restrictions or reporting requirements apply will only be issued in circumstances which comply with such laws, guidelines, regulations, restrictions or reporting requirements from time to time. See “ <i>Subscription and Sale</i> ”.   |
| <b>Issuing and Paying Agent:</b>            | Citibank, N.A., London Branch   |
| <b>Trustee (for the English Law Notes):</b> | Citicorp Trustee Company Limited  |
| <b>Luxembourg Listing Agent:</b>            | BNP Paribas Securities Services, Luxembourg Branch  |
| <b>Programme Size:</b>                      | Up to €25,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement) outstanding at any time. The Issuer may  |



increase the amount of the Programme in accordance with the terms of the Programme Agreement.

**Distribution:**

Notes may be distributed by way of private or public placement and in each case on a syndicated or non-syndicated basis.

**Currencies:**

Euro, Sterling, U.S. dollars, yen and, subject to any applicable legal or regulatory restrictions, any other currency agreed between the Issuer and the relevant Dealer(s).

**Maturities:**

Such maturities as may be agreed between the Issuer and the relevant Dealer, subject to such minimum or maximum maturities as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the Issuer or the relevant Specified Currency.

In the case of Senior Non-Preferred Notes, pursuant to Article 12-*bis*, paragraph 1, letter a), of the Italian Banking Act, the Maturity Date shall not fall earlier than twelve months after their Issue Date.

In the case of Subordinated Notes, unless otherwise permitted by current laws, regulations, directives and/or the requirements of the Relevant Authority (as defined in the Terms and Conditions of the English Law Notes and the Terms and Conditions of the Italian Law Notes) applicable to the issue of Subordinated Notes by the Issuer, Subordinated Notes must have a minimum maturity of five years (or, if issued for an indefinite duration, redemption of such Notes may only occur five years after their date of issue).

**Notes having a maturity of less than one year**

Notes having a maturity of less than one year will, if the proceeds of the issue are accepted in the United Kingdom, constitute deposits for the purposes of the prohibition on accepting deposits contained in section 19 of the Financial Services and Markets Act 2000 (the “FSMA”) unless they are issued to a limited class of professional investors and have a denomination of at least £100,000 or its equivalent, see “*Subscription and Sale – United Kingdom*”.

Under the Luxembourg Prospectus Law, prospectuses for the listing of money market instruments having a maturity at issue of less than 12 months and complying also with the definition of securities do not need to be approved by the CSSF but would need to be approved by the Luxembourg Stock Exchange in accordance with Part III of the Luxembourg Prospectus Law.

**Final Terms or  
Drawdown Prospectus:**

Notes issued under the Programme may be issued either (1) pursuant to this Base Prospectus and the relevant Final Terms or (2) pursuant to a drawdown

prospectus (each a “**Drawdown Prospectus**”) prepared in connection with a particular Tranche of Notes.

For a Tranche of Notes which is the subject of the relevant Final Terms, those relevant Final Terms will, for the purposes of that Tranche only, complete the Conditions and this Base Prospectus and must be read in conjunction with this Base Prospectus. The terms and conditions applicable to any particular Tranche of Notes which is the subject of such relevant Final Terms are the Conditions as completed by such Final Terms.

The terms and conditions applicable to any particular Tranche of Notes which is the subject of a Drawdown Prospectus will be the Conditions as supplemented, amended and/ or replaced to the extent described in the relevant Drawdown Prospectus. In the case of a Tranche of Notes which is the subject of a Drawdown Prospectus, each reference in this Base Prospectus to information being specified or identified in the relevant Final Terms shall be read and construed as a reference to such information being specified or identified in the relevant Drawdown Prospectus unless the context requires otherwise.

**Issue Price:**

Notes may be issued at any price, as specified in the relevant Final Terms. The price and amount of Notes to be issued under the Programme will be determined by the Issuer and the relevant Dealer(s) at the time of issue in accordance with prevailing market conditions.

**Issuance in Series:**

Notes will be issued in series (each, a “**Series**”). Each Series may comprise one or more tranches (“**Tranches**” and, each, a “**Tranche**”) issued on different issue dates. The Notes of each Series will be subject to identical terms, except that the issue date and the amount of the first payment of interest may be different in respect of different Tranches. The Notes of each Tranche will be subject to identical terms in all respects save that a Tranche may comprise Notes of different denominations (of at least €100,000 or its equivalent in another currency).

**Form of Notes:**

The Notes will be in bearer form and will on issue be represented by either a Temporary Global Note or a Permanent Global Note as specified in the relevant Final Terms. Temporary Global Notes will be exchangeable for either (i) interests in a Permanent Global Note or (ii) definitive Notes, as indicated in the relevant Final Terms. Permanent Global Notes will be exchangeable for definitive Notes upon either (i) not less than 60 days’ written notice from Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Permanent Global Note) to the Agent as described therein or (ii) only upon the occurrence of an

Exchange Event as described under “*Form of the Notes*”.

**Interest:**

Notes may be interest-bearing or non-interest bearing. Interest (if any) may accrue at a fixed rate or a floating rate, or interest may initially accrue at a fixed rate and then switch to a floating rate, or interest may initially accrue at a floating rate and then switch to a fixed rate. The method of calculating interest may vary between the issue date and the maturity date of the relevant Series.

**Fixed Rate Notes:**

Fixed interest will be payable on such date or dates as may be agreed between the Issuer and the relevant Dealer and on redemption and will be calculated on the basis of such Day Count Fraction as may be agreed between the Issuer and the relevant Dealer.

**Floating Rate Notes:**

Floating Rate Notes will bear interest at a rate determined:

- (a) on the same basis as the floating rate under a notional interest rate swap transaction in the relevant Specified Currency governed by an agreement incorporating the 2006 ISDA Definitions (as published by the International Swaps and Derivatives Association, Inc., and as amended and updated as at the Issue Date of the first Tranche of the Notes of the relevant Series) (the “**ISDA Definitions**”); or
- (b) on the basis of a reference rate appearing on the agreed screen page of a commercial quotation service; or
- (c) by reference to the benchmark as may be specified in the relevant Final Terms as adjusted for any applicable margin/multiplier; or
- (d) on the basis of the CMS Rate.

Investors should consult the Issuer should they require further information in respect of the ISDA Definitions.

The margin (if any) relating to such floating rate will be agreed between the Issuer and the relevant Dealer for each Series of Floating Rate Notes.

**Other provisions in relation to Floating Rate Notes:**

Floating Rate Notes may also have a maximum interest rate, a minimum interest rate or both.

Interest on Floating Rate Notes in respect of each Interest Period, as agreed prior to issue by the Issuer and the relevant Dealer, will be payable on such Interest Payment Dates, and will be calculated on the basis of such Day Count Fraction, as may be agreed between the Issuer and the relevant Dealer.

**Fixed-Floating and  
Floating-Fixed Rate Notes:**

Fixed-Floating Rate Notes will initially bear interest in accordance with the Fixed Rate Note provisions and will then switch to bear interest in accordance with the Floating Rate Note provisions, as specified in the relevant Final Terms.

**Benchmark Amendment:**

Floating-Fixed Rate Notes will initially bear interest in accordance with the Floating Rate Note provisions and will then switch to bear interest in accordance with the Fixed Rate Note provisions, as specified in the relevant Final Terms.

On the occurrence of a Benchmark Event, the Issuer may (subject to certain conditions and following consultation with an Independent Adviser) determine a Successor Reference Rate, failing which an Alternative Reference Rate and, in either case, an Adjustment Spread, if any, and any Benchmark Amendments (each term as defined in the Conditions) in accordance with Condition 4.2(h) of the Terms and Conditions of the English Law Notes and Condition 4.2(h) of the Terms and Conditions of the Italian Law Notes.

**Zero Coupon Notes:**

Zero Coupon Notes will be offered and sold at a discount to their nominal amount and will not bear interest.

**Redemption:**

Unless previously redeemed or purchased and cancelled in accordance with the Conditions, each Note (including each CMS Linked Interest Note) will be redeemed by the Issuer at its Final Redemption Amount specified in, or determined in the manner specified in, the relevant Final Terms. The Final Redemption Amount will always be equal to at least 100 per cent. of the aggregate principal amount of the Notes.

The relevant Final Terms will indicate either that the relevant Notes cannot be redeemed prior to their stated maturity (other than for taxation reasons or following an Event of Default) or that such Notes will be redeemable at the occurrence of a MREL Disqualification Event (in case of Senior Notes) or a Regulatory Event (in case of Subordinated Notes), or in each case at the option of the Issuer and/or the Noteholders upon giving notice to the Noteholders or the Issuer, as the case may be, on a date or dates specified prior to such stated maturity and at a price or prices and on such other terms as may be agreed between the Issuer and the relevant Dealer.

The early redemption, repurchase or redemption at maturity of Subordinated Notes shall, to the extent required by the Applicable Banking Regulations, be subject to any conditions to such redemption or repurchase prescribed by the Applicable Banking Regulations at the relevant time, including the prior approval of the Relevant Authority. If such approval is not given on or prior to the relevant redemption date, the Issuer will re-apply to the Relevant Authority for its consent to such redemption forthwith upon its having again satisfied, by whatever means, such conditions. The Issuer will use

reasonable endeavours to satisfy such conditions and to obtain such approval. Amounts that would otherwise be payable on the Maturity Date will continue to bear interest as provided in the Trust Deed.

The early redemption or repurchase of Senior Notes issued in accordance with the MREL Requirements is subject to compliance by the Issuer with any conditions to such redemption or repurchase prescribed by the Applicable Banking Regulations at the relevant time.

**Denomination of Notes:**

Notes will be issued in such denominations as may be agreed between the Issuer and the relevant Dealer save that the minimum denomination of each Note will be such amount as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the relevant Specified Currency and save that the minimum denomination of each Note admitted to trading on a regulated market within the European Economic Area or offered to the public in a member state of the European Economic Area in circumstances which require the publication of a prospectus under the Prospectus Regulation will be €100,000 (or, if the Notes are denominated in a currency other than euro, the equivalent amount in such currency).

Senior Non-Preferred Notes will have a denomination of at least €250,000 (or, where the Senior Non-Preferred Notes are denominated in a Specified Currency other than Euro, the equivalent amount in such other Specified Currency).

**Taxation:**

All payments of principal, premium or interest (in case of Senior Notes not qualifying at such time as liabilities that are eligible to meet by the MREL Requirements only) or of interest only (in case of Senior Notes qualifying at such time as liabilities that are eligible to meet the MREL Requirements and of Subordinated Notes) will be made without deduction for or on account of withholding taxes imposed by the Republic of Italy subject as provided in Condition 7. In the event that any such deduction is made, the Issuer will, save in certain limited circumstances provided in Condition 7, be required to pay additional amounts to cover the amounts so deducted.

As more fully described under “*Taxation - Italian Taxation*” below, interest, premium and other income paid under Notes that qualify as (a) *obbligazioni* (b) *titoli similari alle obbligazioni* pursuant to Article 44 of Italian Presidential Decree No. 917 of 22 December 1986, as amended, or (c) Subordinated Notes meeting capital adequacy requirements are subject to a substitute tax (*imposta sostitutiva*) levied at the tax rate of 26 per cent. stated by Italian Legislative Decree No. 239 of 1 April 1996, as

subsequently amended. Different rules could apply to non-Italian resident Noteholders.

Interest payments relating to Notes that do not qualify as *obbligazioni, titoli similari alle obbligazioni* or *capital adequacy financial instruments* but qualify as *titoli atipici* (atypical securities) for Italian tax purposes, are subject to a withholding tax levied at the rate of 26 per cent. stated by Italian Law Decree No. 512 of 30 September 1983 (converted by Law No. 649 of 25 November 1983), as amended.

**Negative Pledge:**

None.

**Status of Notes:**

Notes issued by the Issuer may be either senior preferred (“**Senior Preferred Notes**”), senior non-preferred (“**Senior Non-Preferred Notes**” and, together with the Senior Preferred Notes, the “**Senior Notes**”) or subordinated (“**Subordinated Notes**”) as described below.

The Senior Preferred Notes will constitute direct, unconditional, unsubordinated and unsecured obligations of the Issuer and will rank *pari passu* among themselves and (save for certain obligations required to be preferred by law) equally with all other unsecured and unsubordinated obligations of the Issuer, present and future (other than obligations ranking junior to the Senior Preferred Notes from time to time (including Senior Non-Preferred Notes and any further obligations permitted by law to rank junior to the Senior Preferred Notes following the Issue Date) if any) from time to time outstanding, as described in Condition 3.1 (*Status of the Senior Preferred Notes*).

The Senior Non-Preferred Notes will constitute direct, unconditional, unsubordinated, unsecured and non-preferred obligations of the Issuer and will rank junior to Senior Preferred Notes and any other unsecured and unsubordinated obligations of the Issuer which rank, or are expressed to rank by their terms, and/or by provision of law (including claims arising from the excluded liabilities within the meaning of Article 72a(2) of the CCR) senior to the Senior Non-Preferred Notes, *pari passu* without any preference among themselves, and with all other present or future obligations of the Issuer which do not rank or are not expressed by their terms to rank junior or senior to the relevant Senior Non-Preferred Notes and in priority to any subordinated instruments and to the claims of shareholders of the Issuer, pursuant to Article 91, paragraph 1-bis, letter c-bis of the Italian Banking Act, as amended from time to time, as described in Condition 3.2 (*Status of the Senior Non-Preferred Notes*).

The Subordinated Notes will constitute direct, unsecured and subordinated obligations of the Issuer and will rank *pari passu* and without any preference

among themselves and after all unsubordinated and unsecured creditors (including depositors and holders of Senior Preferred Notes and Senior Non-Preferred Notes) of the Issuer but *pari passu* with all of the present and future subordinated obligations of the Issuer that are not expressed by their terms to rank junior to or senior to the Subordinated Notes, and in priority to the claims of shareholders of the Issuer, as described in Condition 3.3 (*Status of the Subordinated Notes*).

In the event of a voluntary winding-up (*liquidazione volontaria*), or compulsory winding-up (*liquidazione coatta amministrativa*) of the Issuer, the Trustee (in the case of English Law Notes only) at its discretion may, and if so requested in writing by the holders of at least one-quarter in nominal amount of the English Law Notes then outstanding or if so directed by an Extraordinary Resolution of the holders of the English Law Notes shall (subject in each case to being indemnified and/or secured and/or prefunded to its satisfaction), give written notice to the Issuer that the English Law Notes are, and they shall accordingly thereupon immediately become, due and repayable at the Early Redemption Amount (as described in Condition 6.7 (*Early Redemption Amounts*)), together with accrued interest (if any) as provided in the Trust Deed. See Condition 9.1 (*Events of Default*).

**Terms and Conditions:**

Final Terms will be prepared in respect of each Tranche of Notes to be listed on the Official List, and admitted to trading on the regulated market, of the Luxembourg Stock Exchange. A copy of such Final Terms will be filed with the CSSF and delivered to the Luxembourg Stock Exchange on or before the date of issue of such Notes. The terms and conditions applicable to the Notes of each Tranche will be those set out herein under the Terms and Conditions of the English Law Notes or the Terms and Conditions of the Italian Law Notes, as the case may be, as completed and/or modified by the relevant Final Terms.

**Risk Factors:**

There are certain risks related to the holding of any Notes issued under the Programme which investors should ensure they fully understand. The principal risk factors that may affect the ability of the Issuer to fulfil its obligations under the Notes are discussed under “*Risk Factors*” below.

**Rating:**

The rating (if any) of the Notes to be issued under the Programme will be specified in the relevant Final Terms.

Whether or not each credit rating applied for in relation to a relevant Series of Notes will be (1) issued by a credit rating agency established in the EEA and registered under the CRA Regulation, or (2) issued by a credit rating agency which is not established in the EEA but will be endorsed by a

credit rating agency which is established in the EEA and registered under the CRA Regulation or (3) issued by a credit rating agency which is not established in the EEA but which is certified under the CRA Regulation will be disclosed in the Final Terms.

In general, European regulated investors are restricted from using a rating for regulatory purposes unless (1) such rating is issued by a credit rating agency established in the EEA and registered under the CRA Regulation or (2) the rating is provided by a credit rating agency not established in the EEA but is endorsed by a credit rating agency established in the EEA and registered under the CRA Regulation or (3) the rating is provided by a credit rating agency not established in the EEA which is certified under Regulation (EU) No. 1060/2009, as amended (the “**CRA Regulation**”).

Investors regulated in the UK are subject to similar restrictions under Regulation (EC) No. 1060/2009 as it forms part of domestic law by virtue of the EUWA (the “**UK CRA Regulation**”). As such, UK regulated investors are restricted from using a rating for regulatory purposes unless (1) such rating is issued by a credit rating agency established in the UK and registered under the UK CRA Regulation or (2) the rating is provided by a credit rating agency not established in the UK but is endorsed by a credit rating agency established in the UK and registered under the UK CRA Regulation or (3) the rating is provided by a credit rating agency not established in the UK which is certified under the UK CRA Regulation.

**Approval, Listing and Admission to Trading:**

The CSSF has approved this document as a base prospectus. Application has also been made to the Luxembourg Stock Exchange for Notes issued under the Programme to be admitted to trading on the regulated market of the Luxembourg Stock Exchange and to be listed on the Official List of the Luxembourg Stock Exchange.

Notes may be listed or admitted to trading, as the case may be, on other or further stock exchanges or markets agreed between the Issuer and the relevant Dealer in relation to the Series. Notes which are neither listed nor admitted to trading on any market may also be issued.

The relevant Final Terms will state whether or not the relevant Notes are to be listed and/or admitted to trading and, if so, on which stock exchanges and/or markets.

**Clearing Systems:**

Euroclear, Clearstream Luxembourg and/or, in relation to any Notes, any other clearing system as may be specified in the relevant Final Terms.



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| <b>Governing Law of the English Law Notes:</b>       | The Notes and the Coupons and any non-contractual obligations arising out of or in connection with the English Law Notes and the Coupons, will be governed by, and shall be construed in accordance with, English law, save that (i) Condition 3 ( <i>Status of the Notes</i> ), and (ii) Condition 19 ( <i>Contractual recognition of Bail-In Power</i> ), together with any non-contractual obligations arising out of or in connection with (i) and (ii) will be governed by, and construed in accordance with, Italian law. |
| <b>Governing Law of the Italian Law Notes:</b>       | The Notes and the Coupons and any non-contractual obligations arising out of or in connection with the Italian Law Notes and the Coupons, will be governed by, and shall be construed in accordance with, Italian law.  |
| <b>Selling Restrictions:</b>                         | There are restrictions on the offer, sale and transfer of the Notes in the United States, the European Economic Area (including the Republic of Italy and France), the United Kingdom, Japan, Singapore and Switzerland and such other restrictions as may be required in connection with the offering and sale of a particular Tranche of Notes. See “ <i>Subscription and Sale</i> ”.   |
| <b>United States Selling Restrictions:</b>           | Regulation S, Category 2. TEFRA C or D, as specified in the relevant Final Terms.   |
| <b>Prohibition of Sales to EEA Retail Investors:</b> | If the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes include a legend entitled “ <i>Prohibition of Sales to EEA Retail Investors</i> ”, the Notes are not intended to be offered, sold or otherwise made available to and, with effect from such date, should not be offered, sold or otherwise made available to any retail investor in the European Economic Area.   |
| <b>Prohibition of Sales to UK Retail Investors:</b>  | If the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes include a legend entitled “ <i>Prohibition of Sales to UK Retail Investors</i> ”, the Notes are not intended to be offered, sold or otherwise made available to and, with effect from such date, should not be offered, sold or otherwise made available to any retail investor in the United Kingdom.  |

## RISK FACTORS

*The Issuer believes that the following factors may affect its ability to fulfil its obligations under Notes issued under the Programme. Most of these factors are contingencies which may or may not occur.*

*In addition, factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme are also described below.*

*The Issuer believes that the factors described below represent the principal risks inherent in investing in Notes issued under the Programme, but the inability of the Issuer to pay interest, principal or other amounts on or in connection with any Notes may occur for other reasons which may not be considered significant risks by the Issuer based on information currently available to it or which it may not currently be able to anticipate. Prospective investors should also read the detailed information set out elsewhere in this Base Prospectus and reach their own views prior to making any investment decision.*

*Words and expressions defined in the “Terms and Conditions of the English Law Notes” and “Terms and Conditions of the Italian Law Notes” below or elsewhere in this Base Prospectus have the same meaning in this section. Unless otherwise specified, the term “Terms and Conditions” or “Conditions” shall refer to both the Terms and Conditions of the English Law Notes and the Terms and Conditions of the Italian Law Notes and any reference to a “Condition” shall be to both a Condition under the Terms and Conditions of the English Law Notes and a Condition under the Terms and Conditions of the Italian Law Notes.*

### RISK FACTORS RELATING TO THE ISSUER

#### **Risks related to the impact of global macro-economic factors and the ongoing coronavirus (COVID-19) pandemic**

##### *Risks related to the impact of global macro-economic factors*

The performance of the Banco BPM Group is influenced by: Italian and EU-wide macroeconomic conditions, the conditions of the financial markets in general, and in particular, by the stability and trends in the economies of those geographical areas in which Banco BPM conducts its activity. The earning capacity and solvency of the Banco BPM Group are affected, *inter alia*, by factors such as investor perception, long-term and short-term interest rate fluctuations, exchange rates, liquidity of financial markets, availability and costs of funding, sustainability of sovereign debt, family incomes and consumer spending, unemployment levels, inflation and property prices. Adverse changes in these factors, especially during times of economic and financial crisis, could result in potential losses, an increase in the Issuer’s and/or the Banco BPM Group’s borrowing costs, or a reduction in value of its assets, with possible negative effects on the business, financial condition and/or results of operations of the Issuer and/or the Banco BPM Group.

Global and Italian macro-economic conditions have been, and continue to be, affected by a novel strain of coronavirus (COVID-19), which has spread to numerous countries throughout the globe; the World Health Organization declared the outbreak a pandemic in March 2020. Notwithstanding the recent vaccination efforts by national governments, the Covid-19 pandemic continues to affect economic activity at global and regional level. Both the outbreak and government measures taken in response (including border closings, travel restrictions, confinement measures) have had and are likely to continue to have a significant impact, both directly and indirectly, on economic activity and financial markets globally. The slowdown of the economies particularly affected in 2020 (e.g. China, Italy, France, Spain, the United Kingdom, other European countries and the United States) as well as the reduction in global trade and commerce more generally have had and are likely to continue to have negative effects on global economic conditions as global production, investments, supply chains and consumer spending are affected and further restrictions are implemented.

In response to the adverse economic and market consequences of the pandemic, various governments and central banks have taken or announced measures to support the economy (such as loan guarantee schemes, tax payment deferrals, expanded unemployment coverage) or to improve liquidity in the financial markets (such as increased asset purchases, funding facilities). No assurance can be given that such measures will suffice to offset the negative effects of the pandemic on the economy regionally or globally, to stave off regional or global recessions or to stabilise financial markets. The economic environment may well deteriorate further before beginning to improve.

The Group is exposed to risks from the pandemic and its economic and market consequences both due to its inherent general sensitivity to macroeconomic and market conditions, as well as to specific implications, as described below. In fact, the Group's results and financial condition could be adversely affected by reduced economic activity and potentially recessions in its principal markets. The containment measures taken in Italy since the first half of 2020 and through 2021, and in particular in Northern Italy, where the Group primarily operates have significantly reduced economic activity; while the principal containment measures have been lifted as of the date of this Base Prospectus, any potential future reinstatement of such measures could result in local or regional decline in economic activity. The impact of these measures have affected and could continue to affect the Group's results due to reduced revenues, changes in the Issuer's credit risk and consequential impact on its financial liabilities measured at fair value, increase in operational costs and costs connected to the contributions to the Single Resolution Fund and the Interbank Deposit Guarantee Fund (see also "*—Risks connected to the contributions to the Single Resolution Fund and the Interbank Deposit Guarantee Fund*"), costs connected with the actions taken by the Group to secure its premises and branch, as well as its employees and customers, from the risk of spread of Covid-19, and deteriorated asset quality, both generally and in specific sectors that are particularly affected. For additional information, see also Banco BPM's 2020 Annual Financial Statements, which are incorporated by reference in this Base Prospectus. The Group's results and financial condition could be adversely affected to the extent that the counterparties to whom it has exposure could be materially and adversely affected, resulting, in particular, in an increase in the Group's cost of risk.

Uncertainty as to the duration and extent of the pandemic makes the overall impact on the world economy unpredictable. The extent to which the pandemic and its economic consequences will affect the Group's results and financial condition will depend on future developments, including (i) the impact of the measures taken to date or future measures that may be taken by governments and central banks, particularly the Italian government and the Bank of Italy, and (ii) the actual severity and duration of the pandemic and the nature, extent and duration of the measures taken to contain or treat its impact in Italy and the other the markets where the Group operates. In addition, while central bank and government actions and support measures taken in response to the pandemic may well help attenuate its adverse economic and market consequences, they have also issued and may issue additional restrictions or recommendations in respect of banks' actions (for example, the recommendation issued by the European Central Bank on 27 March 2020, as subsequently amended). In particular, they may limit or seek to limit banks' flexibility in managing their business and taking action in relation to capital distribution and capital allocation.

In addition, a number of uncertainties remain in the current macroeconomic environment, namely: (a) the impact of the COVID-19 pandemic on global growth and individual countries (see the preceding paragraphs); (b) confirmation of growth trend, or recovery and consolidation perspectives, for the US and Chinese economies, which have shown consistent progresses in recent years but have recently lost momentum; (c) the ongoing commercial dispute between the US and China, which have impacted international trade and therefore global supply chains and global production; (d) the European Central Bank's ("**ECB**"), in the Euro area, and the Federal Reserve System's, in the US, monetary policy effectiveness and their future developments, adverse future developments in the Dollar area, policies implemented by other countries aimed at promoting their currencies' competitive devaluations; (e) sovereign debt sustainability of certain countries and the related recurring tensions on the financial markets; (f) the consequences and potential lingering uncertainties caused by the ongoing negotiations between the European Union and the United Kingdom, especially with respect to the European Union integration process, the relationship between the United Kingdom and the European Union (in particular with respect to the provision of banking and financial services on a cross-border basis), and the impact on economies and European businesses; and (g) increased tensions between Iran and the US in the Middle East, as well as ongoing geopolitical tensions in other countries.

The risks for the euro area economy include a weakening external environment amid prolonged or/and escalating trade restrictions and substantial economic consequences as a result of a recurrence of Eurozone sovereign debt and banking stress triggered, among other things, by political and fiscal uncertainty, the challenging low/negative interest rate operating environment, as well as a weaker than expected performance of the euro area economy. These factors, among other things, may restrict the European economic recovery, with a corresponding adverse effect on the Banco BPM Group's business, results of operations and financial condition.

The dynamics described in the previous paragraphs and the consequential effects on the Banco BPM Group's activities are influenced by the international and Italian socioeconomic context and its impact on financial markets. In particular, the Banco BPM Group's business is particularly sensitive to adverse

macroeconomic conditions in Italy and in particular in Northern Italy, including as a result of the COVID-19 pandemic, a declining or stagnating GDP, increasing or stagnating unemployment and poor conditions in the capital markets in Italy. All these factors could decrease consumer confidence and investment, and result in higher rates of loan impairment and/or NPLs and default and insolvency, and cause an overall reduction in demand for the Group's service. Any adverse economic condition in Italy could have a material adverse effect on the business, results of operation or financial condition of the Banco BPM Group.

In addition, the political situation in Italy have increased the economic uncertainty. Several government crises, internal divisions and alliances between political parties led to the formation of different governments since last elections in 2019. The political developments in Italy have recently caused a volatility in the value of Italian government securities and a corresponding volatility in the risk premium to be paid by the Italian government on its debt compared to other benchmark securities. As a result, the economic implications of the policies of the Italian government remain uncertain.

All of these factors, in particular in times of economic and financial crisis, could result in potential losses, an increase in the Issuer's and/or the Banco BPM Group's borrowing costs, or a reduction in value of its assets, with possible negative effects on the business, financial conditions and/or results of operations of the Issuer and/or the Banco BPM Group.

## **Risks related to the financial situation of the Issuer and the Group**

### ***Risks related to the Strategic Plan***

On 3 March 2020, the board of directors of Banco BPM approved a strategic plan (the "**Strategic Plan**"), containing the strategic guidelines and economic, financial and capital objectives of the Group for the period of 2020-2023.

The Strategic Plan contains the Group's target through to 2023 prepared on the basis of macroeconomic projections as of its approval date and strategic actions that need to be implemented.

The Strategic Plan is based on numerous assumptions and hypotheses, some of which relate to events not fully under the control of the board of directors and management of Banco BPM. In particular, the Strategic Plan contains a set of assumptions, estimates and predictions that are based on the occurrence of future events and actions to be taken by, inter alia, the board of directors of Banco BPM, in the period from 2020 to 2023, which include, among other things, hypothetical assumptions of different natures subject to risks and uncertainties arising from the current economic environment, relating to future events and actions of directors and the management of the Issuer that may not necessarily occur, events, actions, and other assumptions including those related to the performance of the main economic and financial variables or other factors that affect their development over which the directors and management of Banco BPM do not have, or have limited, control.

In this respect, on 7 May 2020 the Issuer announced that the targets of the Strategic Plan were no longer considered relevant to the current scenario, as they were drawn up on the basis of assumptions formulated before the outbreak of the global COVID-19 pandemic and the adoption of restrictive measures to contain it, in a macroeconomic scenario that is substantially different to that which has been prevailing since the first half of 2020. The Group will therefore prepare a new business plan once there is more certainty as to the future scenario, so that it can be based on new and more updated assumptions, both in macroeconomic and industry terms.

Although the Issuer has not updated its Strategic Plan, in 2020 and 2021 the Bank has adopted strategic initiatives aimed at managing the risks arising from the Covid-19 pandemic, which are focused on: (i) credit quality monitoring processes, through the development of early engagement initiatives with debtors and a review to the approach of unlikely to pay credits with a view to maximise recovery rates; (ii) review of business priorities, with a focus on enhancing the Group's operations in subsidised financing and switching direct funding into indirect funding (in particular, asset management operations); and (iii) the upgrade of the Group's IT systems in order to foster the transition to digitalisation of the Group's operations – which will allow the Group to further rationalise its branch network and its personnel turnover plan – and the enhancement of cyber-security.

### ***Risks related to legal proceedings and inspections by Supervisory Authorities***

The Banco BPM Group is subject to litigation in the ordinary course of its business, including civil and

administrative legal proceedings, as well as several arbitration and tax proceedings. See “*Description of the Issuer and the Group – Legal Proceedings of the Group*”. Negative outcomes in such proceedings or in any investigation by the supervisory authority may create liabilities which reduce the Issuer’s ability to meet its obligations.

Given the complexity of the relevant circumstances and corporate transactions underlying these proceedings, together with the issues relating to the interpretation of applicable law, it is inherently difficult to estimate the potential liability to which the Banco BPM Group may be exposed when such proceedings are decided.

The Issuer considers that it has made appropriate provision in its consolidated financial statements to cover the possible losses that could arise from legal proceedings or other pending disputes, also taking into account indications provided by external legal counsel.

With regard to the diamonds sales activity carried out by a specialized third party company, the Intermarket Diamond Business (the “**IDB**”), through the banking channel, on 30 October 2017 an administrative sanction was imposed by the Antitrust Authority (AGCM) on IDB and the reporting banks, including Banco BPM, for allegedly incorrect commercial practice under the Consumer Code. The Bank filed an appeal against the AGCM’s decision, which has been rejected by the Regional Administrative Court (TAR); Banco BPM appealed the TAR ruling before the Supreme Administrative Court (*Consiglio di Stato*). The Supreme Administrative Court has generally confirmed the first instance ruling, although it reduced by 30% the penalties levied against the Group in light of its limited role in the diamonds sales activity carried out by IDB.

A criminal investigation is also pending with regard to the diamonds sales activity involving IDB and the various reporting banks, including Banco BPM. The criminal offences under investigation are alleged fraud and related self-laundering, obstacle to the supervisory authorities’ functions and corruption among private parties. The inquiry involves also managers and former managers of Banco BPM Group (including the former General Manager) and the Bank itself and its subsidiary Banca Aletti for administrative offence pursuant to Legislative Decree 231/2001.

The Banco BPM Group is managing the clients’ complaints and litigation arising from such reporting activity through a dedicated task force and the provisions set forth in the 2020 Annual Financial Statements.

For further information please see further the paragraph in this Base Prospectus headed “*Legal Proceedings of the Group- Ongoing Legal and Administrative Proceedings - Proceedings related to the diamonds reporting activities*” and the paragraph headed “*Other events during the year – Complaints about disputes and investigations relating to the reporting to the company Intermarket Diamond Business S.p.A. of customers interested in the purchase of diamonds made in previous years*” in the Group Report on Operations in Banco BPM’s consolidated financial statements as at and for the year ended 31 December 2020, incorporated by reference in this Base Prospectus.

There can be no assurance that legal proceedings which are not included in these provisions would not give rise to additional liabilities in the future, nor that the amounts already set aside in these provisions will be sufficient to fully cover the possible losses deriving from these proceedings if the outcome is worse than expected. This could have a material adverse effect on the business, financial condition or results of operations of the Issuer and/or of the Banco BPM Group. The Banco BPM Group is furthermore subject, in the course of its ordinary activities, to inspections by the supervisory authority that could require organisational interventions or the strengthening of internal functions which are aimed at addressing weaknesses that have been identified during inspections which might, furthermore, result in sanction proceedings being brought against officers of the Issuer.

In addition, the Banco BPM Group is regularly subject to enquiries and inspections by the ECB in its capacity as the Bank’s supervisory authority and other supervisory authorities in the ordinary course of its business. For additional information on pending inspections, see “*Description of the Issuer and the Group – Inspection activities and proceedings conducted by the ECB, Bank of Italy and CONSOB on Banco BPM S.p.A.*”. The outcomes of any such enquiries and inspections may lead to organisational interventions and the Banco BPM Group may be required to implement certain measures aimed at rectifying any shortcomings detected during such enquiries and inspections. A supervisory authority may also take a range of disciplinary actions against the representatives of the Issuer with administrative, management or control

functions.

Compliance with any measures required by a supervisory authority may require the Banco BPM Group to take actions which have, and any sanction imposed by a supervisory authority may have, a potentially negative effect on the Group's business, financial condition or results of operations.

#### ***Risks related to deferred tax assets***

Deferred tax assets ("DTAs") and liabilities are recognised in Banco BPM's consolidated financial statements according to accounting principle IAS 12. As of 31 December 2020, DTAs amounted in aggregate to €4,467 million, of which €2,576 million may be converted into tax credits pursuant to Law No. 214 of 22 December 2011 ("Law 214/2011").

The recognition of DTAs not convertible into tax credits and the subsequent maintenance in the balance sheet entails a probability test as to their potential recoverability, which must also consider the tax regulations in force at the date of preparation of the financial statements. The probability test must be based on reasonable income forecast taken from approved strategic plans and projections, also considering that, for income tax purposes, tax regulations permit tax losses to be carried forward without any time limit.

As a result, the recoverability of the DTAs not convertible into tax assets may be negatively influenced by changes in the tax regulations and in the accounting principles in force, which cannot be forecast at present.

#### ***Risks Related to Sanctions***

The Banco BPM Group has clients and partners located in a number of different jurisdictions. The Group is therefore required to comply with sanctions regimes in the jurisdictions in which it operates. In particular, the Group must comply or may in the future be required to comply with economic sanctions imposed by the United Nations, the European Union, the United Kingdom and the United States on certain countries, in each case to the extent applicable, and these regimes are subject to change, which cannot be predicted. Such sanctions may limit the ability of the Group to continue to transact with clients or to maintain commercial relations with counterparties which may fall under economic sanctions and/or counterparties that are located in sanctioned countries.

As of the date of this Base Prospectus, the Group has limited commercial relationships with certain counterparties located in sanctioned countries, but these are carried out in compliance with applicable laws and regulations. In addition and on the basis of advice obtained from an independent third party consultant, the Group regularly upgrades its dedicated procedures to enhance and monitor compliance with sanctions in the various countries in which it operates. However, were the counterparties of the Group, or the Group itself, to be affected by sanctions investigations and/or by sanctions, the investigation costs, remediation required and/or payment or other legal liability incurred could potentially negatively affect Banco BPM's net assets and net results. Such an adverse outcome could have a material adverse effect on the Group's reputation and business, results of operations or financial condition.

#### ***Risks related to the ratings assigned to the Issuer***

The ratings assigned to the Issuer by the main international rating agencies are an indication of the credit ratings of the Issuer itself and the outlook represents the parameter which indicates the expected trend in the near future, of the ratings assigned to the Issuer. However, such indications may not properly reflect developments in the solvency position of the Issuer and the Banco BPM Group. In addition, ratings assigned to the Issuer may be influenced by developments in the rating assigned to Italy's sovereign debt and the Italian macroeconomic conditions. Any deterioration in the Italian sovereign debt rating or in the Italian macroeconomic condition may lead to a downgrade of the Issuer's ratings, which could in turn cause adverse effects on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

Any reduction of the rating levels assigned to the Issuer could have a negative effect on the opportunities for the Issuer and for the Banco BPM Group to access the various liquidity instruments and could lead to an increase in funding costs or require the constitution of additional collateral guarantees for the purpose of accessing liquidity. This may cause adverse effects on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

## Risks relating to the Issuer's business activities and industry

### *Credit risk*

Credit risk is the risk that debtors may not fulfil their obligations or that their credit rating may suffer a deterioration (such debtors include the counterparties of financial transactions involving OTC (over the counter) derivatives traded outside of regulated markets) or that the Banco BPM Group's companies grant credit that they would not otherwise have granted, or would have granted upon different terms, on the basis of information that is untruthful, incomplete or inaccurate. Credit risk includes (i) counterparty risk and (ii) risks connected to the deterioration of the credit quality.

A number of factors affect a bank's credit risk in relation to individual credit exposures or for its entire loan book. These include the trend in general economic conditions or those in specific sectors, changes in the rating of individual counterparties, deterioration in the competitive position of counterparties, poor management on the part of firms or counterparties given lines of credit, and other external factors, also of a legal and regulatory nature. As a result of the ongoing COVID-19 outbreak, it cannot be excluded that credit quality in 2021 could be influenced with potential impacts not yet quantifiable.

The deterioration of the creditworthiness of major customers and, more generally, any defaults or repayment irregularities, the launch of bankruptcy proceedings by counterparties, the reduction of the economic value of guarantees received and/or the inability to execute the said guarantees successfully and/or in a timely manner, as well as any errors in assessing customers' creditworthiness – which may be also due to ineffectiveness of the Group's risk management methodologies, assessments and processes – could have a material negative effect on the business, financial condition and/or results of operations of the Issuer and/or the Banco BPM Group.

#### *a) Risks connected to the deterioration of the credit quality*

The Banco BPM Group is subject to credit risk. The Banco BPM Group's policies for managing and controlling the quality of the loan portfolio, and the associated risks, are based on rules of sound and prudent management. The policies are implemented through the processes of distributing, managing and monitoring credit risks that varied according to the circumstances of the market, business sector and characteristics of each borrower. The loan portfolio is closely monitored on a continuous basis in order to promptly identify any signs of imbalance and to take corrective measures aimed at preventing any deterioration.

The recent crisis in the financial markets and the global economic slowdown have reduced and may further reduce, also as a result of the COVID-19 pandemic, the disposable income of households, as well as the profitability of companies and/or adversely affect the ability of bank customers to honour their commitments, resulting in a significant deterioration in credit quality in the areas of activity of the Issuer.

The coverage of the non-performing exposures of the Banco BPM Group as at 31 December 2020 was equal to 50.0%. The coverage of the bad loans of the Banco BPM Group as at 31 December 2020 was equal to 59.1%.

Banco BPM Group's net non-performing loans, as of 31 December 2020, amounted to Euro 4,293 million, with a decrease of Euro 1,252 million or 22.6%, as compared to 31 December 2019, and represented 3.9% of Banco BPM Group's total net loans.

In addition, the Group's gross NPL ratio was equal to 7.5% as of 31 December 2020, as compared to 9.1% as of 31 December 2019. In this respect, the EBA's "*Guidelines on management of non performing and forborne exposures*" require that banks with a gross NPL ratio exceeding 5% are required to prepare specific strategic and operative plans for the management of such exposures. Furthermore, on 20 March 2017, the ECB published the "*Guidance to banks on non-performing loans*". These guidelines address the main aspects of the management of non-performing loans, spanning from the definition of the NPL strategy and of the operational plan to the NPL governance and operations, meanwhile providing several recommendations and best practices which will drive in the future, the ECB's expectations. To this end, the Group constantly monitors the gross NPL ratio reduction target, as from time to time agreed with the competent supervising authorities. See also "*Risks related to the disposal of non-performing loans*" below.

Even though the Banco BPM Group periodically makes provisions to cover potential losses, on the basis of its experience and statistics, the Banco BPM Group may have to increase these provisions further should there be a rise in bad loans or an increasing number of the Banco BPM Group's debtors subject to

insolvency proceedings (including bankruptcy or creditors' composition). In addition, provisioning may have to increase on the basis of the Prudential Backstop Regulation (as defined below, see also "*Regulatory – Regulatory Measures on NPLs*"), once implemented. In this regard, any significant increase in the provisions for non-performing exposures, change in the estimates of credit risk, or any losses that exceed the level of the provisions already made, could have a negative impact on the business, financial condition and/or results of operations of the Issuer and/or the Banco BPM Group.

#### *b) Counterparty risk*

In the conduct of its operations, the Banco BPM Group is exposed to counterparty risk. Counterparty risk is the risk that a counterparty of a transaction (including operations in derivatives and repurchase agreements) involving particular financial instruments may default before the transaction is settled. The Banco BPM Group trades derivative contracts with a wide variety of underlying assets and instruments, including interest rates, exchange rates, equity indices, commodities and loans, with counterparties from the financial services sector, commercial banks, government entities, financial and insurance firms, investment banks, funds and other institutional clients as well as with non-institutional clients.

Transactions in derivatives and repurchase transactions expose the Banco BPM Group to the risk that the counterparty defaults or becomes insolvent before settlement or expiry of the transaction, where the Issuer or other Banco BPM Group company has an outstanding claim against such counterparty, in addition to market risks and operational risks.

Such risks, which were accentuated as a result of the financial crisis and the consequent volatility in financial markets, could result in further adverse effects, if collateral provided to the Issuer or other companies of the Banco BPM Group cannot be realised or liquidated according to the envisaged timetable, in a manner, or to an extent, sufficient to cover the exposure to the counterparty.

The Banco BPM Group has specific policies and procedures for identifying, monitoring and managing these types of risk. Any breach by the counterparties of the obligations they assume under derivative or repurchase contracts they have made with the Issuer or other companies of the Banco BPM Group, and/or the realisation or liquidation of such collateral as they have provided that delivers a lower value than expected, may result in adverse effects on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

#### *c) Risks relating to the real estate market*

The Banco BPM Group is exposed to the real estate sector, as it is a lender to companies in the real estate sector, and to real estate investment funds, whose cash flows are mainly, or exclusively, backed by proceeds deriving from the construction, lease and/or sale of real estate.

The "real estate sector" includes loans to construction and real estate companies/economic groups, to real estate investment funds and to private individuals (in the form of mortgage loans or finance leases to buy a house), together with loans to companies categorised within this sector but whose core business is not real estate (*indotto immobiliare*) as well as to companies in the public infrastructure construction sector.

The real estate sector has been particularly affected by the economic and financial crisis resulting in a fall in asset prices as well as in the number of transactions, accompanied by an increase in the cost of funding and greater difficulties in obtaining access to credit. Consequently, companies operating in the real estate sector have experienced a decrease in transactions both in terms of volumes and margins, an increase in financial expenses, as well as greater difficulties in refinancing their debt. The past economic dynamic, and the ongoing COVID-19 pandemic, could increase the bankruptcy rate of both individual and corporate borrowers of the Banco BPM Group, resulting in defaults in the payment of lease and/or mortgage instalments.

In this scenario, falling prices in the real estate market could adversely affect the Banco BPM Group, both directly as a result of the impact on customers operating in this sector, and indirectly as a result of the fall in the value of real estate properties posted as collateral for loans granted by the Banco BPM Group.

The Banco BPM Group has put procedures in place to handle and monitor the risk of default by the borrowers and is supported, where appropriate, by external and internal experts to evaluate any real estate projects and any exposure to the real estate sector is subject to increased capital requirements imposed by the Bank of Italy or the ECB. Notwithstanding the foregoing, any further deterioration of the real estate



market conditions or of the economic and financial conditions in general and/or fall in the value of real estate properties placed as collateral could adversely affect the debt servicing ability of the Banco BPM Group's borrowers and, in turn, have a negative adverse impact on the business, financial conditions and/or results of operations of the Issuer and/or of the Banco BPM Group.

#### ***Risks related to the disposal of non-performing loans***

As the Group is among the largest banking groups in Italy, the ECB highlighted the need for the Banco BPM Group to accelerate the reduction of non-performing loans including bad loans, unlikely to pay ("UTP") and past due (together, "NPLs"), and requested the preparation of a clear action plan for reducing NPLs and increasing the average coverage ratios of NPLs. The Group's strategic plan for the relevant period included details of a plan to reduce the holding of NPLs, such target having been reached in December 2019. Nonetheless, in 2020 the Group continued carrying out sales of non-performing assets.

It is possible that additional disposals will take place. Further, in accordance with the terms and results of the disposals undertaken to reduce the number of NPLs, the Issuer can give no assurance that no further adjustments to the income statement in respect of the value of the loans will be made, on account of the difference between the value at which the NPLs are recorded in the balance sheet of banks, and the price which investors specialised in "distressed debt" management are prepared to pay for the acquisition of the same, in view of the returns that such investors consider achievable. Such adjustments may have a material negative impact on the finances, assets and business of the Banco BPM Group.

#### ***Risks related to the exposure to sovereign debt***

Despite the several initiatives of supranational organisations to deal with the heightened sovereign debt crisis in the Euro Area, the global markets remain characterised by high uncertainty and volatility. Any further acceleration of the European sovereign debt crisis is likely to significantly affect, among other things, the recoverability and quality of the sovereign debt securities held by the Group as well as the financial resources of the Group's clients holding similar securities.

The ECB's unconventional policy (including public sector, covered bond and ABS purchase programme and provision of liquidity *via* Targeted Longer-Term Refinancing Operations ("TLTRO")) has contributed to ease market tensions, limiting the refinancing risk for the banking system and leading to a tightening of credit spreads. The possibility that the ECB could halt or reconsider the current set up of unconventional measures, as recent developments have shown, would impact negatively the value of sovereign debt instruments. This would have a materially negative impact on the Group's business, results and financial position.

The Group is exposed to government bonds and, in particular, Italian government bonds. As at 31 December 2020, the Group's total exposure to sovereign debt securities was equal to Euro 29,024.8 million, mainly concentrated at the Issuer level (Euro 28,803.8 million). Exposure to EU countries sovereign debt represented 91% of the total exposure to sovereign debt securities; exposure to Italian government bonds was equal to Euro 19,316.8 million as at 31 December 2020 (67% of total exposure). Consequently, the Issuer is particularly exposed to any adverse changes and fluctuations in the market for Italian government securities, the political situation and the sovereign debt rating. A decrease in the market price for Italian government bonds could negatively affect the value of its assets and therefore have an adverse effect on the Group's business, results of operations, financial condition and cash flows. In addition, if the credit ratings of Italy and/or of other countries to which the Group has sovereign exposures deteriorate, the Issuer may be required to revise the risk weighting attributed to the relevant assets for the calculation of risk-weighted assets ("RWA"), which could have an adverse effect on the Issuer's capital ratios. The Issuer may also be required to revise the discount criteria applied by counterparties in refinancing transactions, such as in the ECB's TLTRO refinancing transactions, resulting in an increase in the collateral required or a reduction in the liquidity obtained in relation to such collateral.

In addition, the lingering uncertainties arising from geopolitical tensions, including the Brexit vote and the withdrawal of the UK from the European Union, could have a material adverse effect on the economies of the EU Member States in general, and the Italian economy in particular, with a consequential upsurge of the sovereign debt crisis. See also "*Risks related to the impact of global macro-economic factors*".

Although in recent years the fiscal and macroeconomic imbalances that contributed to the Euro Area sovereign's debt crisis have been reduced in several countries, there are still concerns about the possible

dissolution of the European Monetary Union, or the exit of individual countries from the monetary union (with a possible return to local currencies), fostered, among other factors, by the electoral surge of anti- EU parties across the euro area. Any scenario of this kind would generate unpredictable consequences.

All the factors described above, and particularly any re-emergence or further deterioration of the sovereign debt crisis, could result in potential losses to the Issuer and/or the Banco BPM Group, an increase in its borrowing costs, and/or a reduction in the value of its assets, with possible negative effects on the economic and financial situation of the Issuer and/or of the Banco BPM Group.

### ***Market risks***

The Banco BPM Group is exposed to market risk, being the risk that the value of a financial asset or liability could vary because of changes of market factors, such as share prices, interest rates, exchange rates and their volatilities, as well as changes in the credit spreads of the relevant issuer. To the extent that any of the instruments and strategies used by the Banco BPM Group to hedge or otherwise manage its exposure to counterparty or market risks are not effective, the Banco BPM Group may not be able to effectively mitigate its risk exposure in particular market conditions, or against particular types of risk. The Banco BPM Group's trading revenues and interest rate risk exposure depend on its ability to identify properly, and mark to market, changes in the value of financial instruments caused by movements in market prices or interest rates. The Banco BPM Group's financial results also depend on how effectively the Banco BPM Group determines and assesses the cost of credit and manages its own counterparty risk and market risk concentration.

#### ***(a) Risks related to interest rates***

The Banco BPM Group's performance is influenced by interest rate trends and fluctuations, mainly in the European markets, which in turn are caused by different factors beyond the control of the Banco BPM Group, such as monetary policies, general trends in the national and international economy and the political conditions of Italy.

The performance of the Banco BPM Group's banking and financing operations depends upon the management and sensitivity of their interest rate exposure, *i.e.* the effect of changes in interest rates in the relevant markets on the interest margin and economic value of the Banco BPM Group. Any mismatch between the interest income accrued by the Banco BPM Group and the interest expense incurred (in the absence of protection taken out to cover this mismatch) could have material adverse effects on the Banco BPM Group's and/or the Issuer's business, financial condition or results of operations (such as an increase of the cost of funding that is more marked than any increase in the yield from assets or the reduction in the yield from assets that is not matched by a decrease in the cost of funding).

The Banco BPM Group has specific policies and procedures to identify, monitor and manage these types of risk. However, it is not possible to rule out that unexpected variations of market interest rates may have a negative impact on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

#### ***(b) Risks related to the performance of financial markets***

The Banco BPM Group's results depend in part on the performance of financial markets. In particular, the unfavourable development of the financial markets in recent years has affected: (i) the placement of products relating to assets under management and assets under administration, with resulting adverse effects on the amounts of placement commissions received; (ii) management commissions due to the reduced value of assets (direct effect) and redemptions resulting from unsatisfactory performance (indirect effect); (iii) the operations of the *Investment Banking* line of business, in particular with respect to placement of financial products and customer dealing, with adverse effects on the amount of commissions received; and (iv) results from the management of the banking and trading portfolios.

The Banco BPM Group has specific policies and procedures in place to identify, monitor and manage these types of risk. However, the volatility and possible insufficient liquidity of the markets, as well as the change of investor preferences towards different kinds of products and/or services, may have an adverse effect on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

### ***Liquidity and Funding risks***

Liquidity risk is the risk that the Issuer may not have the cash resources to be able to meet its payment obligations, scheduled or unscheduled, when due. “Funding Liquidity Risk” refers to the risk that the Issuer is not able to meet its scheduled or unscheduled payment obligations in an efficient manner due to its inability to access funding sources, without prejudicing its banking activities and/or financial condition. “Market Liquidity Risk” refers to the risk that the Issuer is only able to realise its assets at a loss as a result of the market conditions and/or timing requirements. Having access to adequate liquidity and long-term funding, in any form, to run its core activity is crucial for Banco BPM to achieve its strategic objectives. In addition, liquidity may be limited if the Issuer makes large allocations to a limited number of investors.

Starting in 2007, the international economic environment has been subject to long periods of high volatility, extraordinary uncertainty and instability in the financial markets. This was initially caused by the default of certain financial institutions and then by the sovereign debt crisis in certain countries, including Italy. During these periods, this state of uncertainty and volatility has led to considerable difficulties in finding liquidity on the wholesale market, a contraction in inter-bank loans and a significant increase in the cost of funding in the retail markets, worsened by the growing distrust towards European bank operators, substantially limiting access to credit by operators.

A deterioration of market conditions, further loss of investors’ confidence in financial markets, an increase in speculation about the solvency or credit standing of the financial institutions present in the market (including that of the Issuer), or that of the country where they are based, can adversely impact the ability of banks to obtain funding in future. The inability of Banco BPM or any Banco BPM Group legal entity to access the debt market (Funding Liquidity Risk) or sell its assets (Market Liquidity Risk) would, in turn, adversely affect the Banco BPM Group’s ability to achieve its objectives.

In addition, the Banco BPM Group is exposed to government debt securities, in particular Italian government debt securities. Any further reduction in the credit rating assigned to Italy (which has already been the subject of a number of downgrades by the principal rating agencies in recent years) may adversely affect the value of such debt securities and as a result could impact the extent to which the Issuer can use, *inter alia*, Italian government debt securities as collateral for the ECB refinancing transactions which could have an adverse effect on the Banco BPM Group’s liquidity.

Further reductions of the credit rating assigned to Italy might also entail a worsening of credit ratings assigned to Italian financial institutions (including that of the Issuer) – in this respect, see also “*Risks connected to the deterioration of credit quality*”.

The Banco BPM Group constantly monitors its own liquidity and funding risks. There can, however, be no assurance that any negative developments in the conditions of the markets, in the general economic environment and/or in the Issuer’s credit standing, combined with the need to align the Issuer’s liquidity and funding position to regulatory requirements, would not have a negative impact on the business, financial condition and/or results of operations of the Issuer and/or the Banco BPM Group.

### ***Operational risk***

Operational risk is defined as the risk of suffering losses due to inadequacy or failure of processes, human resources and internal systems, or as a result of external events. Operational risk includes legal risk, which is the risk of losses deriving from breaches of laws or regulations, contractual, out-of-contract liabilities or other disputes, ICT (Information and Communication Technology) risk (including risks connected with cyber-attacks and risks connected with the malfunctioning of ICT equipment) and model risk. Strategic and reputational risks are not included. The Banco BPM Group has procedures in place to mitigate and monitor operational risks in order to limit the adverse consequences arising from such risks. These risks are managed and supervised by the Issuer and by other Banco BPM Group legal entities through a structured series of processes, functions and resources for the identification, measurement, valuation and control of risks that are characteristic of the Banco BPM Group’s activities.

Nonetheless, the Banco BPM Group’s risk management techniques and strategies may not be fully effective in mitigating its risk exposure in all economic market environments or against all types of risks (especially those due to potential exogenous factors such as external frauds and cyber-attacks), including risks that the Banco BPM Group fails to identify or anticipate.

### ***Risks connected to the contributions to the Single Resolution Fund and the Interbank Deposit Guarantee***

## ***Fund***

Directive 2014/49/EU (the “**Deposit Guarantee Schemes Directive**”) and the BRRD (as defined below), as well as the establishment of the Single Resolution Mechanism, introduced significant changes to the framework regulating the financial distress of banks, with the aim of strengthening the single market and the stability of the European banking system.

Based on the legal framework introduced as a consequence of the transposition into Italian law of these directives, financial institutions are required to provide financial resources in order to fund the Italian Interbank Deposit Guarantee Fund (*Fondo Interbancario di Tutela dei Depositi*) and the National Resolution Fund (*Fondo di Risoluzione Unico Nazionale*, which was transferred to the Single Resolution Fund (*Fondo di Risoluzione Unico*).

With respect to the Italian Interbank Deposit Guarantee Fund, contributions are calculated with respect to the ratio of the guaranteed deposits held with banks of the Groups as compared to total protected deposits held with Italian banks participating to the Italian Interbank Deposit Guarantee Fund, as well as the level of risk of the Group’s banks holding guaranteed deposits as compared to the aggregate level of risk of all the Italian banks participating to the Italian Interbank Deposit Guarantee Fund. The Deposit Guarantee Schemes Directive requires Italian banks to make annual ordinary contributions to the Italian Interbank Deposit Guarantee Fund in order for it to reach financial resources equaling 0.8% of the total guaranteed deposits held with Italian banks participating to the Italian Interbank Deposit Guarantee Fund. Such target must be reached by 3 July 2024.

With respect to the Single Resolution Fund, the contributions are calculated in proportion to the amount of liabilities of the relevant bank (excluding guaranteed deposits and own funds) to the total liabilities (excluding guaranteed deposits and own funds) of Italian banks and the degree of risk assumed by the relevant bank compared to the degree of risk assumed by all other Italian banks. The BRRD provides that Italian banks must pay annual ordinary contributions until the Single Resolution Fund has financial resources equal to at least 1% of the total guaranteed deposits of financial institutions authorised in all participating Member States. This level must be reached by 1 January 2024.

If the financial resources of the Interbank Deposit Guarantee Fund and/or the Single Resolution Fund are insufficient to cover any losses, or if as a result of costs or other expenses incurred by such funds in compliance with the regulations governing their operation the above percentages are not reached, financial institutions may be required to make extraordinary contributions.

For the year ended 31 December 2020, the Group’s ordinary contribution to the Italian Interbank Deposit Guarantee Fund was Euro 79.9 million. The Group’s ordinary annual contribution to the Single Resolution Fund in 2020 was equal to Euro 85.2 million. In addition, the Group was required to pay additional contributions to the Single Resolution Fund in 2020 equal to Euro 26.9 million in connection with the resolution actions taken before the activation of the Single Resolution Fund.

It should also be noted that the Covid-19 pandemic has led to a significant increase in the financial resources that customers have decided to keep in current accounts and savings deposits. This phenomenon has affected the entire banking system and has been reflected in an increase in the minimum financial endowment levels of both the Single Resolution Fund and the Interbank Deposit Guarantee Fund. This has led to an increase in the ex-ante contribution levels required of banks in order to reach the aforementioned minimum financial endowment levels.

Should the Group be required to make large contributions in future, or should the guarantee funds fail, this could have a material adverse effect on our business, financial condition and results of operations.

## ***Climate and environmental risks***

As part of the Risk Identification process carried out in 2020, the Group identified the issues relating to “Climate change & ESG (Environment, Social and Governance)” as a specific risk factor to which it could be exposed. Said issues are seen as the risk drivers underlying prudential risks, for example related to sustainable development in terms of credit and finance and the valuation of internal intangibles, and have shown an increase in terms of both the likelihood of their occurrence and their impact with respect to last year. To this end, the Group’s risk management began an internal assessment process with respect to the current ESG regulatory requirements and consultation procedure, first of all with regard to the “Guide on

climate-related and environmental risks” the final version of which was published by the ECB in November 2020.

Such risks could result in potential losses to the Issuer and/or the Banco BPM Group, an increase in its borrowing costs, and/or a reduction in the value of its assets, with possible negative effects on the economic and financial situation of the Issuer and/or of the Banco BPM Group.

### **Risks relating to European and Italian banking regulations**

#### ***Risks related to regulatory changes in the banking and financial sectors and to the changes of the other laws applicable to the Banco BPM Group***

The Banco BPM Group, as with all banking groups, is subject to extensive regulations and to the supervision (being for regulatory, information or inspection purposes, as the case may be) by the Bank of Italy, CONSOB and IVASS with respect to its bancassurance operations. As of and from 3 November 2014, the Banco BPM Group is also subject to the supervision of the ECB which, pursuant to rules establishing a single supervisory mechanism (the “**Single Supervisory Mechanism**” or “**SSM**”), has the duty to, among other things, guarantee the uniform application of the rules of the Euro currency area.

In particular, the Banco BPM Group is subject to the laws and regulations applicable to companies with financial instruments listed on regulated markets, the rules governing banking services (aimed to maintain the stability and the solidity of the banks as well as to limit their risk exposure) and financial services (that govern, among other things, the sale and placement of financial instruments as well as marketing operations). Supervisory authorities have broad administrative powers over many aspects of the financial services business, including liquidity, capital adequacy and permitted investments, ethical issues, money laundering, privacy, transparency, record keeping, and marketing and selling practices.

In particular, the Banco BPM Group is subject to an extensive set of rules governing capital adequacy, liquidity levels and leverage, which derive from the requirements approved by the Basel Committee on Banking Supervision following the 2008 financial crisis, as implemented in EU and Italian legislation. In this respect, on 11 December 2019, the ECB notified Banco BPM of its final decision on the minimum capital ratios to be complied with by Banco BPM on an ongoing basis, based on the outcome of the annual Supervisory Review and Evaluation Process (“**SREP**”). On 17 November 2020, considering the general situation linked to the Covid-19 pandemic, the European Central Bank informed supervised banks that it will not issue any SREP decisions in 2020, therefore the minimum capital ratios required for 2020 continue to apply in 2021. Taking into account this additional capital requirement, the Banco BPM Group is required to meet, for 2021, the following capital ratios at consolidated level, in accordance with the transitional criteria in place: (i) CET1 ratio of 8.461%; (ii) Tier 1 ratio of 10.383%; (iii) Total Capital ratio of 12.945%; and (iv) Total SREP Capital requirement of 10.25%<sup>1</sup>. The Banco BPM Group satisfied these prudential ratios at 31 March 2021, with a CET1 ratio of 13.74%, a Tier 1 ratio of 15.46% and a Total Capital ratio of 17.96%, in each case at phase-in level<sup>2</sup>. However, there can be no assurance that the total capital requirements imposed on the Issuer or the Group from time to time may not be higher than the levels of capital available at such time. Also, there can be no assurance as to the result of any future SREP carried out by the ECB and whether this will impose any further own funds requirements on the Issuer or the Group. For additional information on the capital requirements applicable to the Group, see “*Selected Consolidated Financial Data – Capital Requirements of the Group*” and “*Regulatory*”.

In addition to the capital requirements discussed above, the BRRD introduced requirements for banks to maintain at all times a sufficient aggregate amount of minimum requirement for own funds and eligible liabilities (the “**MREL**”). Under the BRRD, where an entity fails to meet its combined buffer requirement when considered in addition to its minimum requirement for own funds and eligible liabilities, resolution authorities have the power to prohibit certain distributions in accordance with the restrictions on distributions provisions by reference to the Maximum Distributable Amount. The Relevant Authority may furthermore exercise its supervisory powers under Article 104 of the CRD IV in case of breach of the minimum requirement for own funds and eligible liabilities. As a result, the powers set out in the BRRD

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<sup>1</sup> Capital requirements at 31 March 2021, subject to change for quarterly quantification of the Countercyclical Capital Buffer.

<sup>2</sup> Ratios calculated by including the profit realised in the first quarter of 2021 and deducting the expected dividend payout on such profit.

and the application of the MREL requirement will impact the management of credit institutions and investment firms as well as, in certain circumstances, the rights of creditors, including holders of Notes issued under the Programme.

The strengthening of capital adequacy requirements, the restrictions on liquidity and the increase in ratios applicable to the Banco BPM Group on the basis of the EU Banking Reform and other laws or regulations that may be adopted in the future could adversely affect the Banco BPM Group's business, results of operations, cash flow and financial position, as well as the possibility of distributing dividends to the shareholders and holders of AT1 instruments. In particular, problems could arise when subordinated bonds which are no longer eligible for regulatory capital purposes reach maturity, as they will have to be replaced by alternative funding sources that comply with the new rules. This could make it harder to comply with the new minimum capital requirements, at least with respect to the combined buffer requirement (and any other relevant buffer requirement applicable to the Issuer from time to time), potentially limiting the Banco BPM Group's ability to distribute dividends and to pay interests on AT1 instruments as a result of operation of the restrictions on distributions provisions by reference to Maximum Distributable Amount contained in the Applicable Banking Regulations.

Moreover, supervisory authorities have the power to bring administrative or judicial proceedings against the Banco BPM Group, which could result, among other things, in suspension or revocation of the licences, cease and desist orders, fines, civil penalties, criminal penalties or other disciplinary action (in this respect, see also "*Risks related to legal proceedings and inspections by Supervisory Authorities*"). Such proceedings could have adverse effects on the Issuer's and the Banco BPM Group's business, financial For additional information on the main laws and regulations applicable to the banking sector, see "*Regulatory*".

#### ***Risks related to recent and forthcoming regulatory and accounting changes***

In addition to the own funds and eligible liabilities and liquidity requirements introduced by Basel III, the CRD IV, the BRRD and the EU Banking Reform, there are several other initiatives, in various stages of finalisation, which represent additional regulatory pressure over the medium term and will impact the EU's future regulatory direction. These initiatives include, amongst others, a revised Markets in Financial Instruments EU Directive and Markets in Financial Instruments EU Regulation which entered into force on 2 July 2014 with implementation required at Member States level as from January 2018 subject to certain transitional arrangements. A new framework for European securitisation (implemented through Regulation (EU) 2017/2042 and Regulation (EU) 2017/2401) has introduced the long awaited rules for issuing simple, transparent and standardised transactions and replaced the provisions of the CRR relating to the regulatory capital treatment of securitisation exposures held by EU credit institutions and investment firms. Moreover, the Basel Committee has embarked on a very significant RWAs variability agenda. This includes the "Fundamental Review of the Trading Book", revised standardised approaches (e.g. credit, market, operational risk), constraint to the use of internal models, as well as the introduction of a capital floor. The regulator's primary aim is to eliminate unwarranted levels of RWA variance. The new setup will have a significant impact on risk modelling. From a credit risk perspective, an impact is expected both on capital held against the exposures assessed via standardised approach and on those evaluated via an internal ratings based approach ("**IRB**"), due to the introduction of capital floors that, according to the new framework, will be calculated based on the revised standardised approach. Implementation of these new rules on risk models will take effect from 1 January 2022.

Other forthcoming regulatory changes include the EU Banking Reform that amend many of the existing provisions set forth in CRD IV, the BRRD and the SRM Regulation. For additional information, see also "*Regulatory*" and "*Risks related to regulatory changes in the banking and financial sectors and to the changes of the other laws applicable to the Banco BPM Group*". On 7 December 2017 the Basel Committee endorsed the outstanding Basel III post-crisis regulatory reforms. The reforms, which include revisions to the measurement of the leverage ratio and a leverage ratio buffer for global systemically important banks (G-SIBs), which takes the form of a Tier 1 capital buffer set at 50% of a G-SIB's risk weighted capital buffer, will take effect from 1 January 2022 and will be phased in over five years. These are being introduced in the EU through the amendments to the CRR contained in the EU Banking Reform.

In addition, the EU Banking Reform changes the rules for calculating the capital requirements for market risks against the trading book positions set out in the CRR, to transpose the work done by the Basel Committee with the Fundamental Review of the Trading Book into EU law by establishing clearer and more easily enforceable rules on the scope of application to prevent regulatory arbitrage; improving risk

capture, making requirements proportionate to reflect more accurately the actual risks to which banks are exposed; and strengthening the conditions to use internal models to enhance consistency and risk-weight comparability across banks. The new rules include a phase-in period.

There can be no assurance that the implementation of the new capital requirements, standards and recommendations described above will not require the Issuer to issue additional securities that qualify as regulatory capital, to liquidate assets, to curtail business or to take any other actions, any of which may have adverse effects on the Issuer's business, financial condition and results of operations. Furthermore, increased capital requirements may negatively affect Issuer's return on equity and other financial performance indicators.

The Issuer is exposed to the effects of changes in accounting principles or standards and regulations and/or changes to them (including those resulting from International Accounting Standards as endorsed and adopted in Europe). In this respect, as part of the project of rationalising and promoting the real estate assets of the Group, the Issuer resolved to change the measurement criterion for property and valuable works of art, adopting the fair value for real estate investments and the revaluation value for property used in operations and valuable works of art. The income statement for the 2020 financial year shows a negative impact of Euro 36.7 million resulting from the adjustment of the fair value of investment properties following the annual update of valuation reports. In the 2019 financial year, the impact was a negative Euro 158.5 million.

The Banco BPM Group is exposed, like other parties operating in the banking sector, to the effects of the entry into force and subsequent application of new accounting principles or standards and regulations and/or changes to them (including those resulting from IFRS as endorsed and adopted into European law). Specifically, the Banco BPM Group, like other parties operating in the banking sector, may need to revise the accounting and regulatory treatment of some existing assets, liabilities and transactions (and the related income and expense), with possible negative effects, including significant ones, on the estimates in financial plans for future years and this could lead to the Issuer having to restate financial data published previously. Investors should be aware that implementation of new accounting principles or standards and regulations (or changes thereto) may have a material adverse effect on the business, financial condition and/or results of operations of the Issuer and/or of the Banco BPM Group.

## **RISK FACTORS RELATING TO THE NOTES**

### **Risks related to the Notes generally**

#### ***Changes in regulatory framework and accounting policies***

Investors should be aware that the powers provided to "resolution authorities" under the Bank Recovery and Resolution Directive include write down/conversion powers to ensure that capital instruments (including Subordinated Notes) and eligible liabilities (including senior debt instruments) fully absorb losses at the point of non-viability of the issuing institution and before any other resolution action is taken (in addition to the General Bail-In Tool). Accordingly, the Bank Recovery and Resolution Directive contemplates that resolution authorities may require the write down of such capital instruments and eligible liabilities in full on a permanent basis, or convert them in full into shares or other instruments of ownership. The Bank Recovery and Resolution Directive provides, *inter alia*, that resolution authorities shall exercise the write down power in a way that results in (i) CET1 instruments being written down first in proportion to the relevant losses, (ii) thereafter, the principal amount of other capital instruments (including Subordinated Notes) being written down or converted into CET1 instruments on a permanent basis, and (iii) thereafter, eligible liabilities being written down or converted in accordance with a set order of priority.

The powers set out in the Bank Recovery and Resolution Directive may impact how credit institutions and investment firms are managed as well as, in certain circumstances, the rights of creditors. The holders of Senior Notes and Subordinated Notes may be subjected to write-down or conversion into equity on any application of the General Bail-In Tool and, in the case of Subordinated Notes, non-viability loss absorption, which may result in such holders losing some or all of their investment. The exercise of any power under the Bank Recovery and Resolution Directive, or any exercise which is suggested could, therefore, materially adversely affect the rights of Noteholders, the price or value of their investment in any Notes and/or the ability of the Issuer to satisfy its obligations under any Notes.

For additional information on the Bank Recovery and Resolution Directive and the powers of resolution authorities, see “Regulatory”.

***Governmental and central banks’ actions intended to support liquidity may be insufficient or discontinued***

In response to the financial markets crisis, the reduced liquidity available to market operators in the industry, the increase of risk premiums and the capital requirements demanded by investors, intervention with respect to the level of capitalisation of banking institutions has had to be further increased. In many countries, this has been achieved through support measures for the financial system and direct intervention by governments in the share capital of the banks in different forms. In order to technically permit such government support, financial institutions were required to pledge securities deemed appropriate by different central financial institutions as collateral. The unavailability of liquidity through such measures, or the decrease or discontinuation of such measures by governments and central authorities could result in increased difficulties in procuring liquidity in the market and/or result in higher costs for the procurement of such liquidity, thereby adversely affecting the Banco BPM Group’s business, financial condition and results of operations.

***Modification, waivers and substitution under the Notes***

Each of the Trust Deed and the Agency Agreement for the Italian Law Notes, respectively (as defined in “*Terms and Conditions of the English Law Notes*” and “*Terms and Conditions of the Italian Law Notes*” below) and the conditions of the Notes contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders including Noteholders who did not attend and vote at the relevant meeting and Noteholders who voted in a manner contrary to the majority.

The Terms and Conditions of the English Law Notes also provide that the Trustee (in the case of the English Law Notes only) may, without the consent of Noteholders, agree to: (i) any modification of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of any English Law Notes, or (ii) determine, without the consent of the Noteholders, that any Event of Default or potential Event of Default shall not be treated as such, or (iii) the substitution of another company as principal debtor under any English Law Notes in place of the Issuer, in the circumstances described in Condition 14.1 (*Meetings of Noteholders, modification and waiver*) and Condition 14.3 (*Substitution of the Issuer*) of the Terms and Conditions of the English Law Notes, or (iv) consent to any Benchmark Amendment in accordance with Condition 4.2 (h)(iii)(C). In addition, the Issuer may without the consent of the Noteholders, in accordance with the provisions of Condition 14.2 (*Substitution or Modification of the Notes*) of the Terms and Conditions of the English Law Notes, modify the terms of the Notes, or substitute all (but not some only) of such Notes, in order, *inter alia*, to ensure the effectiveness and enforceability of the Bail-In Power. However, this could include changes that would be materially less favourable to holders, including but not limited to a change in governing law and/or to the jurisdiction and service of process provisions. See also “*Notes may be subject to substitution and modification without Noteholder consent*”.

The Terms and Conditions of the Italian Law Notes provide that the Issuer and the Issuing and Paying Agent may agree, without the consent of the Noteholders or Couponholders, to any modification of the Notes or the Agency Agreement for the Italian Law Notes which is: (a) in the opinion of the Issuer, not prejudicial to the interests of the Noteholders; or (b) of a formal, minor or technical nature or to correct a manifest error. In addition, no consent of the Noteholders or Couponholders shall be required in connection with effecting any Benchmark Amendment as described in Condition 4.2(h)(III)(C). In addition, the Issuer may without the consent of the Noteholders, in accordance with the provisions of Condition 14.2 (*Modification of the Notes*) of the Terms and Conditions of the Italian Law Notes, modify the terms of the Notes, in order, *inter alia*, to ensure the effectiveness and enforceability of the Bail-In Power. However, this could include changes that would be materially less favourable to holders, including but not limited to a change in governing law and/or to the jurisdiction and service of process provisions. See also “*Notes may be subject to substitution and modification without Noteholder consent*”.

***The value of the Notes could be adversely affected by a change in English or Italian laws or administrative practice***

The conditions of the English Law Notes are expressed to be governed by English law or, as regards the loss-absorption provisions described in Condition 3 (*Status of the Notes*) and Condition 19 (*Contractual*



*Recognition of Bail-In Power*) Italian law, and in both cases have effect from the date of this Base Prospectus. The Italian Law Notes are based on Italian law in effect as at the date of this Base Prospectus. No assurance can be given as to the impact of any possible judicial decision or change to English law, Italian law or their respective administrative practice after the date of this Base Prospectus. See also “Notes may be subject to substitution and modification without Noteholder consent” below.

***Because the Global Notes are held by or on behalf of Euroclear and/or Clearstream, Luxembourg, investors will have to rely on their procedures for transfer, payment and communication with the Issuer***

Notes issued under the Programme may be represented by one or more Global Notes. Such Global Notes will be deposited with a common depositary or common safekeeper for Euroclear and Clearstream, Luxembourg. Except in the circumstances described in the relevant Global Note, investors will not be entitled to receive definitive Notes. Euroclear and Clearstream, Luxembourg will maintain records of the beneficial interests in the Global Notes. While the Notes are represented by one or more Global Notes, investors will be able to trade their beneficial interests only through Euroclear and Clearstream, Luxembourg.

While the Notes are represented by one or more Global Notes the Issuer will discharge its payment obligations under the Notes once the paying agent has paid Euroclear and Clearstream, Luxembourg for distribution to their account holders. A holder of a beneficial interest in a Global Note must rely on the procedures of Euroclear and Clearstream, Luxembourg to receive payments under the relevant Notes. The Issuer has no responsibility or liability for the records relating to, or payments made in respect of, beneficial interests in the Global Notes.

Holders of beneficial interests in the Global Notes will not have a direct right to vote in respect of the relevant Notes. Instead, such holders will be permitted to act only to the extent that they are enabled by Euroclear and Clearstream, Luxembourg to appoint appropriate proxies. Similarly, holders of beneficial interests in the Global Notes will not have a direct right under the Global Notes to take enforcement action against the Issuer in the event of a default under the relevant Notes but will have to rely upon their rights under the Deed of Covenant.

#### ***Waiver of set-off***

As specified in Condition 3.1 (*Status of the Senior Preferred Notes*) in respect of Senior Preferred Notes, in Condition 3.2 (*Status of the Senior Non-Preferred Notes*) in respect of Senior Non-Preferred Notes and in Condition 3.3 (*Status of the Subordinated Notes*) in respect of Subordinated Notes, the holder of a Note will unconditionally and irrevocably waive any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Note.

#### ***Notes have limited Events of Default and remedies***

The Events of Default in respect of Notes, being events upon which the Trustee (in the case of English Law Notes only) or, in certain circumstances, the holders of the Notes, may declare the Notes to be immediately due and repayable, are limited to circumstances in which the Issuer becomes subject to winding-up or an analogous event as set out in Condition 9.1 (*Events of Default*). Accordingly, other than following the occurrence of an Event of Default, even if the Issuer fails to meet any of its obligations under the Notes, including the payment of any interest, the holders of the Notes will not have the right of acceleration of principal and the sole remedy available to Noteholders for recovery of amounts owing in respect of any of the Notes will be the institution of proceedings to enforce such payment. Notwithstanding the foregoing, the Issuer will not, by virtue of the institution of any such proceedings, be obliged to pay any sum or sums sooner than the same would otherwise have been payable by it.

#### ***Risks related to the structure of a particular issue of Notes***

A wide range of Notes may be issued under the Programme. A number of these Notes may have features which contain particular risks for potential investors. Set out below is a description of the most common of these features:

#### ***Potential conflicts of interest***

Any Calculation Agent appointed under the Programme (whether a Paying Agent or otherwise) is the agent of the Issuer and not the agent of the Noteholders. Potential conflicts of interest may exist between the

Calculation Agent (if any) and Noteholders (including where a Dealer acts as a Calculation Agent), including with respect to certain determinations and judgments that such Calculation Agent may make pursuant to the Conditions for example determining the Relevant Swap Rate (in the case of CSM Linked Interest Notes) or ISDA Rate (in the case of Floating Rate Notes), that may negatively influence and thereby reduce amounts receivable by the Noteholders during the term of the Notes and upon their redemption.

#### ***Notes subject to optional redemption by the Issuer***

If in the case of any particular Tranche of Notes the relevant Final Terms specifies that the Notes are redeemable at the Issuer's option pursuant to Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*), the Issuer may choose to redeem the Notes at times when prevailing interest rates may be relatively low.

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. Further, during any period in which there is an actual or perceived increase in the likelihood that the Issuer may redeem the Notes, the price of the Notes may also be adversely impacted. This also may be true prior to any redemption period.

The Issuer may elect to redeem Notes when its cost of borrowing is lower than the interest rate on the Notes. At those times, an investor generally would not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed and may only be able to do so at a significantly lower rate. Potential investors should consider reinvestment risk in light of other investments available at that time.

In the case of Senior Notes, any early redemption shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment and repurchase of Senior Notes*). In the case of Subordinated Notes, any redemption shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*). See also "*Early redemption and purchase of the Senior Notes may be restricted*" and "*Early redemption of the Subordinated Notes may be restricted*".

#### ***Redemption for tax reasons***

In the event that the Issuer were obliged to increase the amounts payable in respect of any Notes due to any withholding or deduction for or on account of, any present or future taxes or duties of whatever nature imposed or levied by or on behalf of any Tax Jurisdiction (as defined in Condition 7 (*Taxation*)), as a result of any change in, or amendment to, the laws or regulations of any Tax Jurisdiction (including any treaty to which the Tax Jurisdiction is a party) or any change in the application or official or generally published interpretation of such laws or regulations (including a change or amendment resulting from a ruling by a court or tribunal of competent jurisdiction), which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes and such obligation cannot be avoided by the Issuer taking reasonable measures available to it, the Issuer may redeem all outstanding Notes in accordance with Condition 6.2 (*Redemption for tax reasons*). In such circumstances, an investor may find that its investment terminates sooner than expected and may not be able to reinvest the redemption proceeds in a comparable security at an effective interest rate as high as that of the relevant Notes.

#### ***CMS Linked Interest Notes, SONIA Linked Interest Notes and Floating Rate Notes linked to a Multiplier***

The Issuer may issue Notes with interest determined by reference to the CMS Rate, SONIA or a Multiplier (the "**Relevant Factors**"). Potential investors should be aware that:

- (i) the market price of such Notes may be volatile;
- (ii) they may receive no interest;
- (iii) the Relevant Factors may be subject to significant fluctuations that may not correlate with changes in interest rates, currencies or other indices;
- (iv) if the Relevant Factors are applied to Notes in conjunction with a Multiplier greater than one, or it contains some other leverage factor, the effect of changes in the Relevant Factors on interest payable is likely to be magnified; and

- (v) the timing of changes in the Relevant Factors may affect the actual yield provided to investors, even if the average level is consistent with their expectations. In general, the earlier the change in the Relevant Factors, the greater the effect on the yield.

The historical experience of a Relevant Factor should not be viewed as an indication of the future performance of such Relevant Factor during the term of any CMS Linked Interest Notes or Floating Rate Notes linked to a Multiplier. Accordingly, each potential investor should consult its own financial and legal advisers about the risk entailed by an investment in any CMS Linked Interest Notes or Floating Rate Notes linked to a Multiplier and the suitability of such Notes in light of its particular circumstances.

#### ***Fixed/Floating Rate Notes***

Fixed/Floating Rate Notes may bear interest at a rate that converts from a fixed rate to a floating rate, or from a floating rate to a fixed rate. Where the Issuer has the right to effect such a conversion, this will affect the secondary market and the market value of the Notes as the Issuer may be expected to convert the rate when it is likely to produce a lower overall cost of borrowing. In addition, the change of interest basis may result in a lower interest return for the Noteholders. If the Issuer converts from a fixed rate to a floating rate in such circumstances, the spread on the Fixed/Floating Rate Notes may be less favourable than then prevailing spreads on comparable Floating Rate Notes tied to the same reference rate. In addition, the new floating rate may at any time be lower than the rates on other Notes. If the Issuer converts from a floating rate to a fixed rate in such circumstances, the fixed rate may be lower than then prevailing rates on its Notes.

To the extent that a Multiplier or a Reference Rate Multiplier applies in respect of the determination of the Interest Rate for the Floating Rate Notes, investors should be aware that any fluctuation of the underlying floating rate will be amplified by the multiplier. Where the Multiplier is less than 1, this may adversely affect the return on the Floating Rate Notes.

#### ***Floating Rate Notes***

Where the reference rate used to calculate the applicable interest rate turns negative, the interest rate will be below the margin, if any, or may be zero. Accordingly, where the rate of interest is equal to zero, the holders of such Floating Rate Notes may not be entitled to interest payments for certain or all interest periods. In addition, if Floating Rate Notes are structured to include caps or floors, or a combination of both or other similar related features, their market values may be even more volatile than those for securities that do not include those features. If the Issuer issues Floating Rate Notes, investors are not able to determine a definite yield of Floating Rate Notes at the time they purchase them, so that their return on investment cannot be compared with that of investments having longer fixed interest periods.

#### ***Reform of EURIBOR and other interest rate index and equity, commodity and foreign exchange rate index “benchmarks”***

The Euro Interbank Offered Rate (“**EURIBOR**”) and other indices which are deemed “benchmarks” are the subject of recent national, international and other regulatory guidance and proposals for reform. Some of these reforms are already effective while others are still to be implemented. These reforms may cause such “benchmarks” to perform differently than in the past, or to disappear entirely, or have other consequences which cannot be predicted. Any such consequence could have a material adverse effect on any Notes linked to a “benchmark”.

Key international reforms of “benchmarks” include IOSCO’s proposed Principles for Financial Market Benchmarks (July 2013) (the “**IOSCO Benchmark Principles**”) and the Regulation (EU) No. 2016/1011 of the European Parliament and of the Council of 8 June 2016 on indices used as benchmarks in financial instruments and financial contracts or to measure the performance of investment funds and amending Directives 2008/48/EC and 2014/17/EU and Regulation (EU) No. 596/2014 (the “**Benchmarks Regulation**”).

The Benchmarks Regulation as it forms part of domestic law of the UK by virtue of the EUWA (the “**UK BMR**”) applies to the provision of benchmarks and the use of a benchmark also in the UK. Similarly, it prohibits the use in the UK by UK supervised entities of benchmarks of administrators that are not authorized by the UK Financial Conduct Authority (“**FCA**”) or registered on the FCA register (or, if non-UK based, not deemed equivalent or recognized or endorsed).

The Benchmarks Regulation and the UK BMR could have a material impact on any Notes linked to or referencing a rate or index deemed to be a “benchmark”, in particular, if the methodology or other terms of the “benchmark” are changed in order to comply with the requirements of the Benchmarks Regulation and the UK BMR. Such changes could, among other things, have the effect of reducing, increasing or otherwise affecting the volatility of the published rate or level of the “benchmark”.

Any of the international, national or other reforms or the general increased regulatory scrutiny of “benchmarks” could increase the costs and risks of administering or otherwise participating in the setting of a “benchmark” and complying with any such regulations or requirements.

For example, the sustainability of the London interbank offered rate (“LIBOR”) has been questioned as a result of the absence of relevant active underlying markets and possible disincentives (including possibly as a result of regulatory reforms) for market participants to continue contributing to such “benchmarks”. On 27 July 2017, the United Kingdom Financial Conduct Authority announced that it will no longer persuade or compel banks to submit rates for the calculation of the LIBOR “benchmark” after 2021 (the “FCA Announcement”). The FCA Announcement indicated that the continuation of LIBOR on the current basis cannot and will not be guaranteed after 2021. On 5 March 2021, the FCA has definitively confirmed that LIBOR will be discontinued by the end of 2021 for almost all of the currencies and tenors. Against this context, SONIA (the Sterling Overnight Index Average) has been developed as an alternative to Sterling LIBOR while the Federal Reserve’s Alternative Reference Rates Committee has recommended SOFR (the Secured Overnight Financing Rate) as the US replacement benchmark for LIBOR. Separate workstreams have been progressed in Europe to reform EURIBOR using a hybrid methodology and to provide fallback by reference to a euro risk-free rate (based on a euro overnight risk-free rate as adjusted by a methodology to create a term rate). On 13 September 2018, the working group on euro risk-free rates recommended Euro Short-term Rate (“€STR”) as the new risk-free rate. €STR was published by the European Central Bank on 2 October 2019. In addition, on 21 January 2019, the euro risk-free rate working group published a set of guiding principles for fallback provisions in new euro denominated cash products (including bonds). The guiding principles indicate, among other things, that continuing to reference EURIBOR in relevant contracts may increase the risk to the euro area financial system.

The elimination of the LIBOR “benchmark” or the potential elimination of any other “benchmark”, or changes in the manner of administration of any “benchmark”, could require an adjustment to the terms and conditions, or result in other consequences, in respect of any Notes referencing such “benchmark”. Such factors may have the effect of discouraging market participants from continuing to administer or participate in certain “benchmarks”, trigger changes in the rules or methodologies used in certain “benchmarks” or lead to the disappearance of certain “benchmarks”. Any of the above changes or any other consequential changes as a result of international or national reforms or other initiatives or investigations, could have a material adverse effect on the value of and return on any such Notes.

Investors should consult their own independent advisers and make their own assessment about the potential risks imposed by the Benchmarks Regulation reforms in making any investment decision with respect to any Notes referencing a “benchmark”.

The “*Terms and Conditions for the English Law Notes*” or the “*Terms and Conditions for the Italian Law Notes*”, as the case may be, provide also for certain additional arrangements in the event that a published Original Reference Rate (including any page on which such Original Reference Rate may be published (or any successor service)) becomes unavailable, including the possibility that the rate of interest could be set by reference to a Successor Reference Rate determined by the Issuer or an Alternative Reference Rate determined by an Independent Adviser or failing that, by the Issuer, and that such Successor Reference Rate or Alternative Reference Rate may be adjusted (if required) by the application of an Adjustment Spread. The application of a Successor Reference Rate or an Alternative Reference Rate or an Adjustment Spread may result in the relevant Notes performing differently (which may include payment of a lower interest rate) than they would do if the relevant Original Reference Rate were to continue to apply in its current form. If no Adjustment Spread is determined, a Successor Reference Rate or Alternative Reference Rate may nonetheless be used to determine the rate of interest. In certain circumstances, the ultimate fallback of interest for a particular Interest Period (as applicable) may result in the rate of interest for the last preceding Interest Period (as applicable) being used. This may result in the effective application of a fixed rate for Floating Rate Notes (as applicable) based on the rate which was last used for the relevant Notes or last observed on the Relevant Screen Page.

In addition, due to the uncertainty concerning the availability of Successor Reference Rates and Alternative Reference Rates and the involvement of an Independent Adviser, the relevant fallback provisions may not operate as intended at the relevant time. If the Independent Adviser or, as applicable, the Issuer determines that amendments to the “*Terms and Conditions for the English Law Notes*” or the “*Terms and Conditions for the Italian Law Notes*”, as the case may be, the Trust Deed, the Agency Agreement for the English Law Notes and the Agency Agreement for the Italian Law Notes are necessary to ensure the proper operation of any Successor Reference Rate or Alternative Reference Rate and/or Adjustment Spread or to comply with any applicable regulation or guidelines on the use of benchmarks or other related document issued by the competent regulatory authority, then such amendments shall be made without any requirement for the consent or approval of Noteholders, as provided by Condition 4.2(h). In this respect, the Terms and Conditions of the English Law Notes provide that the Trustee shall agree to such amendments, to the extent it receives a certificate signed by two authorised signatories of the Issuer certifying that each change which the Issuer requires the Trustee to approve is a Benchmark Amendment and that the effect of the required drafting of such change is solely to implement a Benchmark Amendment, irrespective of the effect thereof on affected Noteholders; provided, however, that the Trustee shall not be obliged to agree to any Benchmark Amendment which, in its sole opinion, would have the effect of (i) exposing the Trustee to any liabilities in respect of which it has not been indemnified and/or secured and/or prefunded to its satisfaction or (ii) increasing the obligations or duties, or decreasing the rights or protections of the Trustee in the Trust Deed, the Agency Agreement and/or the Conditions (as applicable).

***The market continues to develop in relation to risk free rates (including overnight rates) as a reference rate for Floating Rate Notes***

Investors should be aware that the market continues to develop in relation to risk free rates, such as the Sterling Overnight Index Average (“**SONIA**”) as a reference rate in the capital markets and its adoption an alternative to Sterling LIBOR. In particular, market participants and relevant working groups are exploring alternative reference rates based on risk free rates, including term SONIA reference rates (which seek to measure the market’s forward expectation of an average SONIA rate over a designated term). The market, or a significant part thereof, may adopt an application of risk free rates that differs (also significantly) from that set out in the Conditions and used in relation to Notes referenced to a reference rate under the Programme.

Interest on Notes which reference certain risk free rates is only capable of being determined immediately prior to the relevant Interest Payment Date. It may be difficult for investors in Notes which reference such risk free rate to reliably estimate the amount of interest which will be payable on such Notes.

Furthermore, if the Notes become due and payable or are otherwise redeemed early on a date other than an Interest Payment Date, the Rate of Interest payable for the final Interest Period in respect of such Notes shall only be determined immediately prior to the date the Notes became due and payable and shall not be reset thereafter.

Furthermore, with respect to SONIA linked Notes, the Issuer may in the future issue Notes referencing SONIA that differ materially in terms of interest determination when compared with any previous SONIA linked Notes issued by it under the Programme. The nascent development of Compounded Daily SONIA as an interest reference rate for the Eurobond markets, as well as continued development of SONIA-based rates for such market and the market infrastructure for adopting such rates, could result in reduced liquidity or increased volatility or could otherwise affect the market price of any SONIA-referenced Notes issued under the Programme from time to time.

Investors should consider these matters when making their investment decision with respect to any such Floating Rate Notes.

***The administrator of SONIA may make changes that could change the value of SONIA or discontinue SONIA.***

The Bank of England (or a successor), as administrator of SONIA, may make methodological or other changes that could change the value of SONIA, including changes related to the method by which SONIA is calculated, eligibility criteria applicable to the transactions used to calculate SONIA, or timing related to the publication of SONIA. In addition, the administrator may alter, discontinue or suspend calculation or dissemination of SONIA (in which case a fallback method of determining the interest rate on the Notes will

apply). The administrator has no obligation to consider the interests of Noteholders when calculating, adjusting, converting, revising or discontinuing SONIA.

#### ***Notes issued at a substantial discount or premium***

The market values of securities issued at a substantial discount or premium from their principal amount tend to fluctuate more in relation to general changes in interest rates than do prices for conventional interest-bearing securities. Generally, the longer the remaining term of the securities, the greater the price volatility as compared to conventional interest-bearing securities with comparable maturities.

#### ***Risk relating to the governing law of the Italian Law Notes***

The Terms and Conditions for the Italian Law Notes are governed by Italian law and Condition 16.1 of the Terms and Conditions for the Italian Law Notes provides that contractual and non-contractual obligations arising out of or in connection with them are governed by, and shall be construed in accordance with, Italian Law. The Global Notes representing the Italian Law Notes provide that all contractual and any non-contractual obligations arising out of or in connection with the Global Notes representing the Italian Law Notes are governed by Italian law, save for the form and transferability of the Global Notes which are governed by English law. Furthermore, Temporary Global Notes or the Permanent Global Notes, whether issued in CGN or NGN form, as the case may be, representing the Italian Law Notes are signed by the Issuer in the United Kingdom and, thereafter, delivered to Citibank N.A., London Branch as initial Issuing and Paying Agent, being the entity in charge for, inter alia, completing, authenticating and delivering the Temporary Global Notes and Permanent Global Notes and (if required) authenticating and delivering Definitive Notes, hence the Italian Law Notes would be deemed to be issued in England according to Italian law. Article 59 of Law No. 218 of 31 May 1995 (regarding the Italian international private law rules) provides that “other debt securities (titoli di credito) are governed by the law of the State in which the security was issued”.

In light of the above, the Issuer cannot foresee the effect of any potential misalignment between the laws applicable to the Terms and Conditions for the Italian Law Notes and the Global Notes and the laws applicable to their transfer and circulation for any prospective investors in the Italian Law Notes and any disputes which may arise in relation to, inter alia, the transfer of ownership in the Italian Law Notes.

#### ***Notes where denominations involve integral multiples: definitive Notes***

In relation to any issue of Notes which have denominations consisting of a minimum Specified Denomination plus one or more higher integral multiples of another smaller amount, it is possible that such Notes may be traded in amounts that are not integral multiples, of such minimum Specified Denomination. Where a holder who, as a result of trading such amounts, holds an amount which is less than the minimum Specified Denomination in his account with the relevant clearing system at the relevant time, the holder may not receive a definitive Note in respect of such holding (should definitive Notes be printed) and would need to purchase a principal amount of Notes such that its holding amounts to a Specified Denomination.

If definitive Notes are issued, holders should be aware that definitive Notes which have a denomination that is not an integral multiple of the minimum Specified Denomination may be illiquid and difficult to trade.

#### ***Notes may be subject to substitution and modification without Noteholder consent***

In relation to English Law Notes only, if a Substitution or modification of the Notes is specified as being applicable in the relevant Final Terms, (i) in cases where a Regulatory Event or a Tax Law Change has occurred and is continuing (with respect to Subordinated Notes), or a MREL Disqualification Event or a Tax Law Change has occurred and is continuing (with respect to Senior Notes), and/or (ii) with respect to all Notes, in order to ensure the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or otherwise, the Issuer shall be entitled to modify the terms of the Notes of such Series, or substitute all (but not some only) of such Notes, provided that certain conditions set out in the Terms and Conditions are met. Any substitution or modification made in accordance with these conditions can also determine a change in the governing law from English to Italian law and/or in the jurisdiction and service of process provisions, if the Issuer determines that such changes are necessary to ensure that the Notes remain or, as appropriate, become, eligible for the purposes of the MREL Requirements.

In relation to Italian Law Notes only, if a Modification of the Notes is specified as being applicable in the relevant Final Terms, (i) in cases where a Regulatory Event or a Tax Law Change has occurred and is continuing (with respect to Subordinated Notes), or a MREL Disqualification Event or a Tax Law Change has occurred and is continuing (with respect to Senior Notes), and/or (ii) with respect to all Notes, in order to ensure the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or otherwise, the Issuer shall be entitled to modify the terms of the Notes of such Series, provided that certain conditions set out in the Terms and Conditions are met. Any modification made in accordance with these conditions can also determine a change in the governing law and/or in the jurisdiction and service of process provisions, if the Issuer determines that such changes are necessary to ensure that the Notes remain or, as appropriate, become, eligible for the purposes of the MREL Requirements.

While it is difficult to foresee the exact impact of any such changes, a modification or substitution which is required to ensure the effectiveness and enforceability of the Bail-In Power may have a material adverse effect on Noteholders' investment in the Notes.

### ***Green Bonds, Social Bonds and Sustainability Bonds***

In respect of any Notes issued with a specific use of proceeds, such as a "Green Bond", "Social Bond" and "Sustainable Bond", there can be no assurance that such use of proceeds will be suitable for the investment criteria of an investor.

The applicable Final Terms relating to any specific Tranche may provide that it will be the Issuer's intention to apply the proceeds from an offer of those Notes specifically for projects and activities that promote climate-friendly and other environmental purposes ("**Green Projects**") and / or that promote access to labour market and accomplishment of general interest initiatives ("**Social Projects**") and/or to finance or re-finance a combination of both Green and Social Projects ("**Sustainability Bonds**"). Prospective investors should have regard to the information in the applicable Final Terms regarding such use of proceeds and must determine for themselves the relevance of such information for the purpose of any investment in such Notes together with any other investigation such investor deems necessary. In particular, no assurance is given by the Issuer or the Dealers that:

- the use of such proceeds for any Green Projects and for any Social Projects will satisfy, whether in whole or in part, any present or future investor expectations or requirements as regards any investment criteria or guidelines with which such investor or its investments are required to comply, whether by any present or future applicable law or regulations or by its own by-laws or other governing rules or investment portfolio mandates (in particular with regard to any direct or indirect environmental, sustainability or social impact of any projects or uses, the subject of, or related to, the relevant Green Projects or the relevant Social Projects);
- any Green Project or Social Project will meet any or all investor expectations regarding such "green", "environmental" and/or "social", "sustainable" or other equivalently-labelled performance objectives, or as regards the direct or indirect environmental, sustainability and/or social impact of such Green Projects and Social Projects, or that any adverse environmental, social and/or other impacts will not occur during the implementation of such Green Projects and Social Projects. In addition, where adverse impacts are insufficiently mitigated, the Green Projects and Social Projects may become controversial, and/or may be criticised by activist groups or other stakeholders;
- as regards the suitability or reliability for any purpose whatsoever of any opinion or certification of any third party (whether or not solicited by the Issuer) which may be made available in relation to any Green Projects and Social Projects to fulfil any environmental, sustainability, social and/or other criteria. Prospective investors must determine for themselves the relevance of any such opinion or certification and/or the information contained therein, as well as the reliability of the provider of such opinion or certification who may not be subject to any specific regulatory or other regime or oversight. Any such opinion or certification would not constitute, and should not be considered by investors as, a recommendation to buy, sell or hold the Green Bonds, the Social Bonds or the Sustainability Bonds, as the case may be, and would only be current as of the date it is released.

Furthermore, it should be noted that there is currently no clearly defined definition (legal, regulatory or otherwise) of, nor market consensus as to what constitutes, a “green” or “social” or “sustainable” or an equivalently-labelled project or as to what precise attributes are required for a particular project to be defined as “green” or “social” or “sustainable” or such other equivalent label nor can any assurance be given that such a clear definition or consensus will develop over time. Regulation (EU) 2020/852 on the establishment of a framework to facilitate sustainable investment (the “**EU Taxonomy Regulation**”) has been recently enacted and the relevant technical criteria are still being published. Accordingly, no assurance is or can be given to investors that any projects or uses the subject of, or related to, any Green Projects or any Social Projects will meet any or all investor expectations regarding such “green”, “social” or “sustainable” or other equivalently-labelled performance objectives (including those set out under the EU Taxonomy Regulation) or that any adverse environmental, social and/or other impacts will not occur during the implementation of any projects or uses the subject of, or related to, any Green Projects and any Social Projects. As at the date of this Base Prospectus, the Issuer has not published a framework relating to an investment in Green Projects and in Social Projects although the Issuer intends to publish such framework prior to the issuance of any Notes which specify that the relevant proceeds will be used for Green Projects and/or for Social Projects.

No assurance or representation is given as to the suitability or reliability for any purpose whatsoever of any opinion or certification of any third party (whether or not solicited by the Issuer) which may or may not be made available in connection with the issue of any Notes and in particular with any Green Projects to fulfil any environmental, sustainability, social and/or other criteria. For the avoidance of doubt, any such opinion or certification is not, nor shall be deemed to be, incorporated in and/or form part of this Base Prospectus. Any such opinion or certification is not, nor should be deemed to be, a recommendation by the Issuer, the Dealers or any other person to buy, sell or hold any such Notes. Any such opinion or certification is only current as of the date that opinion was initially issued. Prospective investors must determine for themselves the relevance of any such opinion or certification and/or the information contained therein and/or the provider of such opinion or certification for the purpose of any investment in such Notes. Currently, the providers of such opinions and certifications are not subject to any specific regulatory or other regime or oversight.

In the event that any such Notes are listed or admitted to trading on any dedicated “green”, “social”, “sustainable” or other equivalently-labelled segment of any stock exchange or securities market (whether or not regulated), no representation or assurance is given by the Issuer, the Dealers or any other person that such listing or admission satisfies, whether in whole or in part, any present or future investor expectations or requirements as regards any investment criteria or guidelines with which such investor or its investments are required to comply, whether by any present or future applicable law or regulations or by its own by-laws or other governing rules or investment portfolio mandates, in particular with regard to any direct or indirect environmental, sustainability or social impact of any projects or uses, the subject of or related to, any Green Projects and to any Social Projects.

Furthermore, it should be noted that the criteria for any such listings or admission to trading may vary from one stock exchange or securities market to another. Nor is any representation or assurance given or made by the Issuer, the Dealers or any other person that any such listing or admission to trading will be obtained in respect of any such Notes or, if obtained, that any such listing or admission to trading will be maintained during the life of the Notes.

While it is the intention of the Issuer to apply the proceeds of any Notes so specified for Green Projects and/or Social Projects in, or substantially in, the manner described in the applicable Final Terms, there can be no assurance that the relevant project(s) or use(s) the subject of, or related to, any Green Projects and any Social Projects will be capable of being implemented in or substantially in such manner and/or in accordance with any timing schedule and that accordingly such proceeds will be totally disbursed for the specified Green Projects and for the specified Social Projects. Nor can there be any assurance that such Green Projects or such Social Projects, will be completed within any specified period or at all or with the results or outcome (whether or not related to the environment) as originally expected or anticipated by the Issuer.

Any such event or failure by the Issuer will not (i) give rise to any claim of a Noteholder against the Issuer; (ii) constitute an Event of Default under the relevant Notes; (iii) lead to an obligation of the Issuer to redeem such Notes or be a relevant factor for the Issuer in determining whether or not to exercise any optional redemption rights in respect of any Notes; (iv) affect the qualification of such Notes as Subordinated Notes, Senior Preferred Notes, Senior Non-Preferred Notes or as eligible liabilities instruments (as applicable);



and (v) will not prevent the applicability of the Bail-in Power. For the avoidance of doubt, neither the proceeds of any Green Bonds, Climate Bonds, Social Bonds or Sustainability Bonds nor any amount equal to such proceeds will be segregated by the Issuer from its capital and other assets.

.Any such event or failure to apply the proceeds of any issue of Notes for any Green Projects and for any Social Projects as aforesaid and/or withdrawal of any such opinion or certification or any such opinion or certification attesting that the Issuer is not complying, in whole or in part, with any matters for which such opinion or certification is opining or certifying on and/or any such Notes no longer being listed or admitted to trading on any stock exchange or securities market as aforesaid may have a material adverse effect on the value of such Notes and also potentially the value of any other Notes which are intended to finance Green Projects and to finance Social Projects and/or result in adverse consequences for certain investors with portfolio mandates to invest in securities to be used for a particular purpose.

No Dealer makes any representation as to the suitability of the Green Projects, Social Projects or Sustainability Bonds to fulfil environmental and sustainability criteria. The Dealers have not undertaken, nor are responsible for, any assessment of the eligibility criteria, any verification of whether the Green Projects, Social Projects or Sustainability Bonds meet the eligibility criteria, or the monitoring of the use of proceeds. Investors should refer to the Issuer's framework once available on its website for information and should determine for themselves the relevance of the information contained in this Base Prospectus regarding the use of proceeds and their investment should be based upon such investigation as they deem necessary.

### **Risks relating to Senior Preferred Notes and Senior Non-Preferred Notes**

#### ***Regulatory classification of the Senior Preferred Notes and Senior Non-Preferred Notes***

The Senior Preferred Notes and Senior Non-Preferred Notes (together, the “**Senior Notes**”) are intended to be eligible liabilities for the purposes of the MREL Requirements (as defined in Condition 2 (*Definitions*)). Current regulatory practice by the Relevant Authorities does not require (or customarily provide) a confirmation prior to the issuance of Senior Notes that the Notes will be treated as such. In addition, as the EU Banking Reform has only recently come into force, there may be uncertainty regarding the interpretation of the MREL Requirements, and the Issuer cannot provide any assurance that the Senior Notes will be or remain MREL eligible liabilities.

If the Senior Notes are not MREL eligible liabilities (or if they initially are MREL eligible liabilities and subsequently become ineligible due to a change in MREL Requirements), then a MREL Disqualification Event (as defined in Condition 6 (*Redemption, Purchase and Cancellation*)) will occur.

#### ***Redemption of the Senior Notes following a MREL Disqualification Event***

If at any time a MREL Disqualification Event occurs and is continuing in relation to any Series of Senior Preferred Notes or Senior Non-Preferred Notes, the Issuer may redeem all, but not some only, of the Notes of such Series at the price set out in the applicable Final Terms, together with any outstanding interest. Senior Preferred Notes or Senior Non-Preferred Notes may only be redeemed by the Issuer provided that, except to the extent that the Relevant Authority does not so require at the time of the proposed redemption, the Issuer has given such notice to the Relevant Authority as the Relevant Authority may then require prior to such redemption and no objection thereto has been raised by the Relevant Authority or, if required, the Relevant Authority has provided its consent thereto and any other requirements of the Relevant Authority applicable, if any, to such redemption at the time have been complied with by the Issuer.

A MREL Disqualification Event shall be deemed to have occurred if, by reason of the introduction of, or a change in, the MREL Requirements, which was not reasonably foreseeable by the Issuer at the Issue Date of the relevant Series of Notes, all or part of the aggregate outstanding nominal amount of such Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes (as the case may be) is or will be excluded fully or partially from the liabilities that are eligible to meet the MREL Requirements, subject to the provisions set forth in Condition 6 (*Redemption, Purchase and Cancellation*).

If the Senior Notes are to be so redeemed, the price of the Notes may be adversely affected and there can be no assurance that Noteholders will be able to reinvest the amounts received upon redemption at a rate that will provide the same rate of return as their investment in the Senior Notes.

### ***Early redemption and purchase of the Senior Notes may be restricted***

Any early redemption or purchase of Senior Notes is subject to compliance by the Issuer with any conditions or restrictions to such redemption or repurchase prescribed by the applicable laws and regulations at the relevant time, including any requirements applicable to such redemption or repurchase due to the qualification of such Senior Notes at such time as liabilities eligible to meet the MREL Requirements.

In addition, pursuant to the EU Banking Reform, the early redemption or purchase of Senior Notes is subject to compliance with the then Applicable Banking Regulations, including the conditions that the Issuer has obtained the prior approval of the Relevant Authority.

The EU Banking Reform states that the Relevant Authority would approve an early redemption of the Senior Notes in accordance with Article 78a of the CRR in the event that any of the following conditions is met:

- (A) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Senior Notes with Own Funds Instruments or Eligible Liabilities Instruments of equal or higher quality at terms that are sustainable for its income capacity; or
- (B) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds and Eligible Liabilities would, following such call, redemption, repayment or repurchase, exceed the requirements for Own Funds and Eligible Liabilities laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary; or
- (C) the Issuer has demonstrated to the satisfaction of the Relevant Authority that the partial or full replacement of the Eligible Liabilities with Own Funds Instruments is necessary to ensure compliance with the Own Funds requirements laid down in the Applicable Banking Regulations for continuing authorization,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations.

### ***Risks relating to Senior Non-Preferred Notes only***

#### *Risk of classification of the Senior Non-Preferred Notes*

The intention of the Issuer is for Senior Non-Preferred Notes to qualify on issue as *strumenti di debito chirografario di secondo livello* in accordance with, and for the purposes of, the rules set forth in Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis*) of the Italian Banking Act and any relevant implementing regulations which may be enacted for such purposes by any Relevant Authority, and also qualify as eligible liabilities available to meet the MREL Requirements. The rules mentioned above were introduced under Law No. 2015 of 27 December 2017 on the budget of the Italian Government for 2018 (the “**2018 Budget Law**”), which entered into force on 1 January 2018.

Current regulatory practice by the Relevant Authorities does not require (or customarily provide) a confirmation prior to the issuance of the Senior Non-Preferred Notes that the Senior Non-Preferred Notes will comply with such provisions.

Although it is the Issuer’s expectation that the Senior Non-Preferred Notes will qualify as *strumenti di debito chirografario di secondo livello* pursuant to and for the purposes of Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis*) of the Italian Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority and also qualify as eligible liabilities available to meet the MREL Requirements, there can be no representation that this is or will remain the case during the life of the Senior Non-Preferred Notes. Should an MREL Disqualification Event occur, the Issuer would have the ability to redeem the Notes, which could adversely affect the price of the Notes, and if redeemed there can be no assurance that Noteholders will be able to reinvest the amounts received upon redemption at a rate that will provide the same rate of return as their investment in the Senior Notes.

#### *Senior Non-Preferred Notes are complex instruments that may not be suitable for certain investors*

Senior Non-Preferred Notes are novel and complex financial instruments and may not be a suitable investment for certain investors. Each potential investor in such Notes should determine the suitability of

such investment in light of its own circumstances and have sufficient financial resources and liquidity to bear the risks of an investment in the Senior Non-Preferred Notes, including the possibility that the entire amount invested in the Senior Non-Preferred Notes could be lost. A potential investor should not invest in the Senior Non-Preferred Notes unless it has the knowledge and expertise (either alone or with a financial advisor) to evaluate how Senior Non-Preferred Notes will perform under changing conditions, the resulting effects on the market value of the Senior Non-Preferred Notes, and the impact of this investment on the potential investor's overall investment portfolio. It is possible that, over time, the value of the Senior Non-Preferred Notes will be lower than that expected by investors at the time of issuance of the Senior Non-Preferred Notes. If so, investors may incur losses in respect of their investments in the Senior Non-Preferred Notes.

*Senior Non-Preferred Notes are new types of instruments for which there is no trading history*

Prior to the adoption of the 2018 Budget Law and its entry into force, Italian issuers were not able to issue senior non-preferred securities, so there is no trading history for securities of Italian banks with this ranking. Market participants, including credit rating agencies, are in the initial stages of evaluating the risks associated with senior non-preferred obligations. The credit ratings assigned to senior non-preferred securities such as the Senior Non-Preferred Notes may change as the rating agencies refine their approaches, and the value of such securities may be particularly volatile as the market becomes more familiar with them. It is possible that, over time, the credit ratings and value of senior non-preferred securities such as the Senior Non-Preferred Notes will be lower than those expected by investors at the time of issuance of the Senior Non-Preferred Notes. If so, investors may incur losses in respect of their investments in the Senior Non-Preferred Notes.

*The Issuer's obligations under Senior Non-Preferred Notes rank junior to unsecured and unsubordinated preferred obligations of the Issuer*

The Issuer's obligations under Senior Non-Preferred Notes will be unsecured, unsubordinated and non-preferred obligations and will rank junior to Senior Preferred Notes and any other unsecured and unsubordinated obligations of the Issuer which rank, or are expressed to rank by their terms, senior to the Senior Non-Preferred Notes. Although Senior Non-Preferred Notes may pay a higher rate of interest than comparable Notes which rank senior to the Senior Non-Preferred Notes, there is a real risk that an investor in Senior Non-Preferred Notes will lose all or some of its investment should the Issuer be judged by the Relevant Authority to be failing or likely to fail, or insolvent; moreover, the timing of any payment in such instances may not be forecasted at the date of this Base Prospectus. In addition, except where the Issuer is wound up or dissolved, holders of Senior Non-Preferred Notes are not entitled to accelerate the maturity of their Senior Non-Preferred Notes.

*Credit rating which may be assigned to the Senior Non-Preferred Notes*

The Senior Non-Preferred Notes, upon issue, may be rated by one or more credit rating agencies. Such credit rating may be lower than the Issuer's credit rating, to reflect the increased risk of loss in the event of the Issuer's insolvency. As a result, Senior Non-Preferred Notes are likely to be rated by one or more credit rating agencies close to the level of subordinated debt and as such may be subject to a higher risk of price volatility than the Senior Preferred Notes. In addition, the rating may change in the future depending on the assessment, by one or more credit rating agencies, of the impact on the different instrument classes resulting from the modified liability structure following the issuance of the Senior Non-Preferred Notes. Moreover, rating organisations may seek to rate any Senior Non-Preferred Notes on an "unsolicited" basis and, if such "unsolicited ratings" are lower than the comparable ratings assigned to such Senior Non-Preferred Notes on a "solicited" basis, such shadow or unsolicited ratings could have an adverse effect on the value of any Senior Non-Preferred Notes.

## **Risks relating to Subordinated Notes**

*The Issuer's obligations under Subordinated Notes are subordinated*

If the Issuer is declared insolvent and a winding up is initiated, or in the event that the Issuer becomes subject to an order for "*liquidazione coatta amministrativa*" as defined in the Italian Banking Act, the Issuer will be required to pay the holders of senior debt and meet its obligations to all its other unsubordinated creditors (including unsecured creditors) in full before it can make any payments on the Subordinated Notes. If this occurs, the Issuer may not have enough assets remaining after these payments to pay the

amounts due under the Subordinated Notes; in addition, the timing of any such payment may not be forecasted at the date of this Base Prospectus.

The Issuer's obligations under Subordinated Notes will be unsecured and subordinated and will rank junior in priority to the claims of unsubordinated, unsecured creditors (including depositors) of the Issuer. Although Subordinated Notes may pay a higher rate of interest than comparable notes which are not subordinated, there is a real risk that an investor in Subordinated Notes will lose all or some of its investment should the Issuer become failing or likely to fail, or insolvent.

***Regulatory classification of the Subordinated Notes – The Subordinated Notes may be redeemed after a Regulatory Event***

The intention of the Issuer is for Subordinated Notes to qualify on issue as "Tier 2 capital" for so long as this is permitted under the laws and regulations on capital adequacy applicable from time to time. Current regulatory practice by the Relevant Authorities does not require (or customarily provide) a confirmation prior to the issuance of Subordinated Notes that the Notes will be treated as such.

Although it is the Issuer's expectation that any such Subordinated Notes qualify as "Tier 2 capital", there can be no representation that this is or will remain the case during the life of the Subordinated Notes or that the Subordinated Notes will be grandfathered under the implementation of future EU capital requirement regulations. If the Subordinated Notes cease to qualify as "Tier 2 capital" as a result of a change in Italian law or Applicable Banking Regulations or any change in the official application or interpretation thereof, the Issuer will (if so specified in the relevant Final Terms) have the right to redeem the Subordinated Notes in accordance with Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), subject to the prior approval of the Relevant Authority. During any period in which there is an actual or perceived increase in the likelihood that the Issuer may exercise such rights to redeem the Notes, the price of the Notes may be adversely impacted and may not rise above the redemption price. There can be no assurance that holders of such Subordinated Notes will be able to reinvest the amounts received upon redemption at a rate that will provide the same rate of return as their investments in the relevant Subordinated Notes.

***Early redemption of the Subordinated Notes may be restricted***

The rules under the CRR prescribe certain conditions for the granting of permission by the Relevant Authority to a request by the Issuer to redeem or repurchase the Subordinated Notes. In this respect, the CRR provides that the Relevant Authority shall grant permission to a redemption or repurchase of the Subordinated Notes in accordance with Articles 77 and 78 of the CRR provided that either of the following conditions is met, as applicable to the Notes:

- (i) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity; or
- (ii) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds and Eligible Liabilities would, following such call, redemption, repayment or repurchase, exceed the capital requirements laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary.

In addition, the rules under the CRR provide that the Relevant Authority may only permit the Issuer to redeem the Subordinated Notes before five years after the Issue Date of the Notes if and to the extent required under Article 78(4) of the CRR or the related implementing regulations, policies and guidelines:

- (i) either of the conditions listed in paragraphs (i) or (ii) above are met; and
- (ii) in the case of redemption pursuant to Condition 6.2 (*Redemption for tax reasons*), the Issuer has demonstrated to the satisfaction of the Relevant Authority that the change in the applicable tax treatment of the Notes is material and was not reasonably foreseeable as at the Issue Date; or
- (iii) in case of redemption pursuant to Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), the Issuer has demonstrated to the satisfaction of the Relevant Authority that the change in the regulatory classification of the Notes was not reasonably foreseeable as at the Issue Date; or

- (iv) on or before the relevant call, redemption, repayment or repurchase, the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity and the Relevant Authority has permitted that action on the basis of the determination that it would be beneficial from a prudential point of view and justified by exceptional circumstances; or
- (v) the Subordinated Notes are repurchased for market making purposes,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations

### **Risks related to the market generally**

Set out below is a brief description of the principal market risks, including liquidity risk, exchange rate risk, interest rate risk and credit risk:

#### ***The secondary market generally***

Notes may have no established trading market when issued, and one may never develop. If a market does develop, it may not be very liquid. Therefore, investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed secondary market. This is particularly the case for Notes that are especially sensitive to interest rate, currency or market risks, are designed for specific investment objectives or strategies, or have been structured to meet the investment requirements of limited categories of investors. These types of Notes generally would have a more limited secondary market and more price volatility than conventional debt securities. Illiquidity may have a materially adverse effect on the market value of Notes. In addition, Notes issued under the Programme might not be listed on a stock exchange or regulated market and, in these circumstances, pricing information may be more difficult to obtain and the liquidity and market prices of such Notes may be adversely affected. In an illiquid market, an investor might not be able to sell its Notes at any time at fair market prices. The possibility to sell the Notes might additionally be restricted by country specific reasons. In addition, liquidity may be limited if the Issuer makes large allocations to a limited number of investors.

#### ***Exchange rate risks and exchange controls***

For each issue of Notes, the Issuer will pay principal and interest on the Notes in the Specified Currency which is likely to be either euro, U.S. dollar or sterling. This presents certain risks relating to currency conversions if an investor's financial activities are denominated principally in a currency or currency unit (the "**Investor's Currency**") other than the Specified Currency. These include the risk that exchange rates may significantly change (including changes due to devaluation of the Specified Currency or revaluation of the Investor's Currency) and the risk that authorities with jurisdiction over the Investor's Currency may impose or modify exchange controls. An appreciation in the value of the Investor's Currency relative to the Specified Currency would decrease; (1) the Investor's Currency-equivalent yield on the Notes, (2) the Investor's Currency-equivalent value of the principal payable on the Notes, and (3) the Investor's Currency-equivalent market value of the Notes.

Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate. As a result, investors may receive less interest or principal than expected, or no interest or principal.

#### ***Interest rate risks***

Investment in Fixed Rate Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of the Fixed Rate Notes.

#### ***Credit ratings may not reflect all risks***

One or more independent credit rating agencies may assign credit ratings to the Notes. Where an issue of Notes is rated, investors should be aware that:

- (i) such rating will reflect only the views of the rating agency and may not reflect the potential impact of all risks related to structure, market, additional factors discussed above and other factors that may affect the value of the Notes;

- (ii) a rating is not a recommendation to buy, sell or hold securities and may be subject to review, revision, suspension, reduction or withdrawal at any time by the assigning rating agency;
- (iii) notwithstanding the above, an adverse change in a credit rating could adversely affect the trading price for the Notes; and
- (iv) tranches of Notes issued under the Programme may be rated or unrated and, where an issue of Notes is rated, its rating will not necessarily be the same as the rating applicable to the Programme.

## DOCUMENTS INCORPORATED BY REFERENCE

The following documents which have previously been published or are published simultaneously with this Base Prospectus and have been filed with the CSSF shall be incorporated by reference in, and form part of, this Base Prospectus:

- (a) the English translation of audited consolidated annual financial statements of Banco BPM as at and for the year ended 31 December 2019 (the “**2019 Annual Financial Statements**”), which were audited by PricewaterhouseCoopers S.p.A., together with the audit report prepared in connection therewith. The 2019 Annual Financial Statements is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/Consolidated-2019-Annual-Report-tipografia-per-sito.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/Consolidated-2019-Annual-Report-tipografia-per-sito.pdf);
- (b) the English translation of audited consolidated annual financial statements of Banco BPM as at and for the year ended 31 December 2020 (the “**2020 Annual Financial Statements**”), which were audited by PricewaterhouseCoopers S.p.A., together with the audit report prepared in connection therewith. The 2020 Annual Financial Statements is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/Consolidated-2020-Annual-Report-file-definitivo.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/Consolidated-2020-Annual-Report-file-definitivo.pdf);
- (c) certain parts of the English translation of press release issued on 9 February 2021 on the consolidated results of Banco BPM as at and for the year ended 31 December 2020 (the “**9 February 2021 Press Release**”), which is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/2021\\_02\\_09-Banco-BPM-Group-FY-2020-Results-2.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/2021_02_09-Banco-BPM-Group-FY-2020-Results-2.pdf);
- (d) the English translation of press release issued on 6 May 2021 on the consolidated results of Banco BPM as at and for the three months ended 31 March 2021 (the “**6 May 2020 Press Release**”), which is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/2021\\_05\\_06-Banco-BPM-Group-Q1-2021-Results.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/2021_05_06-Banco-BPM-Group-Q1-2021-Results.pdf);
- (e) the sections entitled “*Terms and Conditions of the Italian Law Notes*” on pages 79-116 of the base prospectus relating to the programme dated 6 July 2020 (the “**2020 Base Prospectus**”), which is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/Base-Prospectus.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/Base-Prospectus.pdf); and
- (f) the English translation of articles of association (*statuto*) of the Issuer (incorporated for information purposes) (the “**Articles of Association**”), which is available at [https://gruppo.bancobpm.it/media/dlm\\_uploads/Statuto-BBPM-ENG\\_04.04.2020.pdf](https://gruppo.bancobpm.it/media/dlm_uploads/Statuto-BBPM-ENG_04.04.2020.pdf).

Any statement contained in this Base Prospectus or in a document which is incorporated by reference herein (including without limitation the documents listed under (a) to (d) above) shall be deemed to be modified or superseded for the purpose of this Base Prospectus to the extent that a statement contained in any document which is subsequently incorporated by reference herein by way of a supplement prepared in accordance with Article 23 of the Prospectus Regulation modifies or supersedes such earlier statement (whether expressly, by implication or otherwise). Any statement so modified or superseded shall not, except as so modified or superseded, constitute a part of this Base Prospectus.

Copies of documents incorporated by reference in this Base Prospectus can be obtained from the registered office of the Issuer and from the principal office in Luxembourg of BNP Paribas Securities Services, Luxembourg Branch (the “**Luxembourg Listing Agent**”) for the time being in Luxembourg and will also be published on the Luxembourg Stock Exchange’s website ([www.bourse.lu](http://www.bourse.lu)) and the Issuer’s website (<https://gruppo.bancobpm.it/en/>).

The Issuer will, in the event of any significant new factor, material mistake or inaccuracy relating to information included in this Base Prospectus which is capable of affecting the assessment of any Notes, prepare a supplement to this Base Prospectus or publish a new Base Prospectus for use in connection with any subsequent issue of Notes.

### Cross Reference List

The following table shows where the information incorporated by reference into this Base Prospectus can be found in the above mentioned documents incorporated by reference into this Base Prospectus. Any other

information contained in any of the documents specified below that is not included in the cross-reference list below is either not relevant to investors or is covered elsewhere in this Base Prospectus.

| <b>Document</b>   | <b>Information incorporated</b>  | <b>Page numbers</b> |
|---|--|---------------------|
| Banco BPM S.p.A. audited consolidated annual financial statements as at and for the financial year ended 31 December 2019 | Significant Events During the Financial Year   | 32-37               |
|   | Consolidated financial statements:   |                     |
|   | <i>Consolidated Balance sheet</i>  | 136-137             |
|   | <i>Consolidated Income statement</i>   | 138                 |
|   | <i>Statement of consolidated comprehensive income</i>  | 139                 |
|   | <i>Statement of changes in consolidated shareholders' equity</i>   | 140-141             |
|   | <i>Consolidated cashflow statement</i>   | 142-143             |
|   | <i>Notes to the consolidated financial statements</i>  | 145-455             |
|   | <i>Independent Auditors' Report on the consolidated financial statements</i>                             | 463-473*            |
| Banco BPM S.p.A. audited consolidated annual financial statements as at and for the financial year ended 31 December 2020 | Significant Events During the Financial Year   | 31-42               |
|   | Consolidated financial statements:   |                     |
|   | <i>Consolidated Balance sheet</i>  | 148-149             |
|   | <i>Consolidated Income statement</i>   | 150                 |
|   | <i>Statement of consolidated comprehensive income</i>  | 151                 |
|   | <i>Statement of changes in consolidated shareholders' equity</i>   | 152-153             |
|   | <i>Consolidated cashflow statement</i>   | 154-155             |
|   | <i>Notes to the consolidated financial statements</i>  | 157-481             |
|   | <i>Independent Auditors' Report on the consolidated financial statements</i>                             | 489-501*            |
| 9 February 2021 Press Release   | Entire document  | 1 – 27              |
| 6 May 2021 Press Release  | Entire document, except for the sixth paragraph under the heading “ <i>Business Outlook</i> ” on page 13 | 1 – 22              |
| 2020 Base Prospectus  | Terms and conditions of the Italian Law Notes  | 79 – 116            |
| Articles of Association   | Entire document  | 1 – 52              |

\* The page numbers identified are those of the complete Consolidated Annual Report of Banco BPM relating to the year ended December 2019 and 2020, respectively including, inter alia, the 2019 Annual Financial Statements and the 2020 Annual Financial Statements, respectively.



## TERMS AND CONDITIONS OF THE ENGLISH LAW NOTES

*The following are the Terms and Conditions of the Notes governed by English Law (the “**English Law Notes**” or the “**Notes**”) which, as completed by the relevant Final Terms, will be incorporated by reference into each Global Note (as defined below) and each definitive Note, in the latter case only if permitted by the relevant stock exchange or other relevant authority (if any) and agreed by the Issuer and the relevant Dealer at the time of issue but, if not so permitted and agreed, such definitive Note will have endorsed thereon or attached thereto such Terms and Conditions. The relevant Final Terms (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and definitive Note. Reference should be made to “Form of the Notes” for a description of the content of Final Terms which will specify which of such terms are to apply in relation to the relevant Notes.*

*In these “Terms and Conditions”, references to the “Notes” shall be to the English Law Notes (as defined above) and references to “Receipt” and “Talons” (both as defined below) shall be to the “Receipt” and “Talons” connected to the English Law Notes (as defined below), and references to “Noteholders” (as defined below) shall be to the Noteholders of the English Law Notes only.*

This Note is one of a Series (as defined below) of Notes issued by BANCO BPM S.p.A. (the “**Issuer**”) constituted by a Trust Deed (such Trust Deed as modified and/or supplemented and/or restated from time to time, the “**Trust Deed**”) dated 11 June 2021 made between the Issuer and Citicorp Trustee Company Limited (the “**Trustee**”, which expression shall include any successor as Trustee).

References herein to the “**Notes**” shall be references to the Notes of this Series and shall mean:

- (a) in relation to any Notes represented by a global Note (a “**Global Note**”), units of the lowest Specified Denomination in the Specified Currency;
- (b) any Global Note; and
- (c) any definitive Notes issued in exchange for a Global Note.

The Notes and the Coupons (as defined below) have the benefit of an Agency Agreement (such Agency Agreement as amended and/or supplemented and/or restated from time to time, the “**Agency Agreement**”) dated 11 June 2021 and made between the Issuer, the Trustee, Citibank, N.A., London Branch as issuing and paying agent (the “**Issuing and Paying Agent**” or the “**Agent**”, which expression shall include any successor issuing and paying agent (as applicable)) and the other paying agents named therein (together with the Issuing and Paying Agent, the “**Paying Agents**”, which expression shall include any additional or successor paying agents).

Interest bearing definitive Notes have interest coupons (“**Coupons**”) and, if indicated in the relevant Final Terms, talons for further Coupons (“**Talons**”) attached on issue. Any reference herein to Coupons or coupons shall, unless the context otherwise requires, be deemed to include a reference to Talons or talons. Global Notes do not have Coupons or Talons attached on issue.

The Final Terms for this Note (or the relevant provisions thereof) are set out in Part A of the Final Terms attached to or endorsed on this Note which completes these Terms and Conditions of the English Law Notes (the “**Conditions**”). References to the “**relevant Final Terms**” are to Part A of the Final Terms (or the relevant provisions thereof) attached to or endorsed on this Note.

The Trustee acts for the benefit of the holders for the time being of the Notes (the “**Noteholders**”, which expression shall, in relation to any Notes represented by a Global Note, be construed as provided below) and the holders of the Coupons (the “**Couponholders**”, which expression shall, unless the context otherwise requires, include the holders of the Talons), in accordance with the provisions of the Trust Deed.

As used herein, “**Tranche**” means Notes which are identical in all respects (including as to listing and admission to trading) and “**Series**” means a Tranche of Notes together with any further Tranche or Tranches of Notes which are (a) expressed to be consolidated and form a single series and (b) identical in all respects (including as to listing and admission to trading) except for their respective Issue Dates (as set out in the relevant Final Terms), Interest Commencement Dates and/or Issue Prices.

Copies of the Trust Deed and the Agency Agreement are, upon reasonable request, available for inspection during normal business hours at the registered office for the time being of the Trustee being at Citigroup

Centre, Canada Square, Canary Wharf, London E14 5LB and at the specified office of each of the Paying Agents or may be provided by email to a Noteholder following their prior written request to the Trustee or any Paying Agent and provision of proof of holding and identity (in a form satisfactory to the Trustee or the relevant Paying Agent as the case may be). Copies of the relevant Final Terms are available for viewing at, and copies can be obtained from, the registered office of the Issuer at Piazza Filippo Meda, 4, 20121 Milan, Italy and from BNP Paribas Securities Services, Luxembourg Branch, 60 Avenue J.F. Kennedy, L-1855, Luxembourg and will be published on the website of the Luxembourg Stock Exchange ([www.bourse.lu](http://www.bourse.lu)) save that, if this Note is neither admitted to trading on a regulated market in the European Economic Area nor offered in the European Economic Area in circumstances where a prospectus is required to be published under the Prospectus Regulation, the relevant Final Terms will only be obtainable by a Noteholder holding one or more Notes and such Noteholder must produce evidence satisfactory to the Issuer and the Trustee or, as the case may be, the relevant Paying Agent as to its holding of such Notes and identity. The Noteholders and the Couponholders are deemed to have notice of, and are entitled to the benefit of, all the provisions of the Trust Deed, the Agency Agreement and the relevant Final Terms which are applicable to them. The statements in these Conditions include summaries of, and are subject to, the detailed provisions of the Trust Deed and the Agency Agreement.

Words and expressions defined in the Trust Deed or the Agency Agreement or used in the relevant Final Terms shall have the same meanings where used in these Conditions unless the context otherwise requires or unless otherwise stated and **provided that**, in the event of inconsistency between the Trust Deed, and the Agency Agreement, the Trust Deed will prevail and, in the event of inconsistency between the Trust Deed or the Agency Agreement and the relevant Final Terms, the relevant Final Terms will prevail.

## 1. FORM, DENOMINATION AND TITLE

The Notes are in bearer form and, in the case of definitive Notes, serially numbered.

The Notes may be Fixed Rate Notes, Floating Rate Notes, CMS Linked Interest Notes, Fixed-Floating Rate Notes, Floating-Fixed Rate Notes or Zero Coupon Notes or a combination of any of the foregoing, depending upon the Interest Basis shown in the relevant Final Terms.

The Notes may also be senior preferred notes ("**Senior Preferred Notes**"), senior non-preferred notes ("**Senior Non-Preferred Notes**" and, together with the Senior Preferred Notes, the "**Senior Notes**") or subordinated notes ("**Subordinated Notes**"), depending on the status of the Notes specified in the relevant Final Terms.

The Notes are denominated in such currency as may be specified in the relevant Final Terms (the "**Specified Currency**") and in the denomination or denominations specified in the relevant Final Terms (a "**Specified Denomination**"), provided that Senior Non-Preferred Notes will have a denomination of at least Euro 250,000 (or, where the Senior Non-Preferred Notes are denominated in a Specified Currency other than Euro, the equivalent amount in such other Specified Currency). Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination.

Definitive Notes are issued with Coupons attached, unless they are Zero Coupon Notes in which case references to Coupons and Couponholders in these Conditions are not applicable.

Subject as set out below, title to the Notes and Coupons will pass by delivery. The Issuer, the Paying Agents and the Trustee will (except as otherwise required by law) deem and treat the bearer of any Note or Coupon as the absolute owner thereof (whether or not overdue and notwithstanding any notice of ownership or writing thereon or notice of any previous loss or theft thereof) for all purposes but, in the case of any Global Note, without prejudice to the provisions set out in the next succeeding paragraph.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear Bank SA/NV ("**Euroclear**") and/or Clearstream Banking, S.A. ("**Clearstream, Luxembourg**"), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be

treated by the Issuer, the Paying Agents and the Trustee as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Global Note shall be treated by the Issuer, any Paying Agent and the Trustee as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions “**Noteholder**” and “**holder of Notes**” and related expressions shall be construed accordingly. In determining whether a particular person is entitled to a particular nominal amount of notes as aforesaid, the Trustee may rely on such evidence and/or information and/or certification as it shall, in its absolute discretion, think fit and, if it does so rely, such evidence and/or information and/or certification shall, in the absence of manifest error, be conclusive and binding on all concerned.

Notes which are represented by a Global Note will be transferable only in accordance with the rules and procedures for the time being of Euroclear and Clearstream, Luxembourg, as the case may be.

References to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the relevant Final Terms or as may otherwise be approved by the Issuer, the Issuing and Paying Agent and the Trustee.

## 2. **DEFINITIONS**

In these Conditions, unless the context otherwise requires, the following defined terms shall have the meanings set out below:

“**Applicable Banking Regulations**” means at any time the laws, regulations, requirements, guidelines and policies relating to capital adequacy then in effect in the Republic of Italy and applicable to the Issuer or the Group (as the case may be), including, without limitation, the BRRD, the BRRD Implementing Decrees, the CRD IV Package, the Capital Instruments Regulations, Circular No. 285, the Banking Reform Package, the SRM Regulation and any other regulations, requirements, guidelines and policies relating to capital adequacy then in effect of the Relevant Authority or of the institutions of the European Union (whether or not such requirements, guidelines or policies have the force of law and whether or not they are applied generally or specifically to the Issuer or the Group, as the case may be); and standards and guidelines issued by the European Banking Authority;

“**Banking Reform Package**” means (i) Regulation (EU) 2019/876 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No. 575/2013 as regards the leverage ratio, the net stable funding ratio, requirements for own funds and eligible liabilities, counterparty credit risk, market risk, exposure to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements, and Regulation (EU) No. 648/2012, (ii) Regulation (EU) 2019/877 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No. 806/2014 as regards the loss-absorbing and recapitalization capacity of credit institutions and investment firms, (iii) Directive (EU) 2019/878 of the European Parliament and of the Council of 20 May 2019 amending Directive 2013/36/EU as regards exempted entities, financial holding companies, mixed financial holding companies, remuneration, supervisory measures and powers and capital conservation measures, and (iv) Directive (EU) 2019/879 of the European Parliament and of the Council of 20 May 2019 amending Directive 2014/59/EU as regards the loss-absorbing and recapitalization capacity of credit institutions and investment firms and Directive 98/26/EC.

“**Bail-In Power**” means any statutory write-down, conversion, transfer, modification and/or suspension power existing from time to time under any laws, regulations, rules or requirements relating to the resolution of credit institutions, investment firms and/or group entities in effect and applicable in the relevant Member State to the Issuer or other entities of the Group (as the case may be), including but not limited to any laws, regulations, rules or requirements set forth in or implementing the BRRD, the BRRD Implementing Decrees and/or the SRM Regulation or any successor laws, regulations, rules or requirements establishing a framework for the recovery and resolution of the Issuer (and/or other entities of the Group, where applicable) within the context of a relevant Member State resolution regime or otherwise, pursuant to which liabilities of the Issuer (and/or other entities of the Group, where applicable) can be reduced, cancelled, transferred,

modified, suspended for a temporary period and/or converted into shares or obligations of the obligor or any other person, whether in combination with a resolution action or otherwise;

“**Bank Creditor Hierarchy Directive**” means Directive (EU) 2017/2399 of the European Parliament and of the Council of 12 December 2017 amending the BRRD as regards the ranking of unsecured debt instruments in insolvency hierarchy, as amended, supplemented or replaced from time to time;

“**Benchmarks Regulation**” means Regulation (EU) No. 2016/1011 of the European Parliament and of the Council of 8 June 2016 on indices used as benchmarks in financial instruments and financial contracts or to measure the performance of investment funds and amending Directives 2008/48/EC and 2014/17/EU and Regulation (EU) No. 596/2014;

“**Broken Amount**” has the meaning given in the relevant Final Terms;

“**BRRD**” means Directive 2014/59/EU of the European Parliament and of the Council of 15 May 2014 establishing a framework for the recovery and resolution of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**BRRD Implementing Decrees**” means the Legislative Decrees No. 180 and 181 of November 16, 2015, implementing the BRRD in the Republic of Italy, as amended or replaced from time to time (including, without limitation, as a consequence of the transposition of the Banking Reform Package into Italian law);

“**Business Day**” means a day which is both:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in London and each additional business centre specified in the relevant Final Terms (each an “**Additional Business Centre**”); and
- (b) either (i) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than London and any Additional Business Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Melbourne and Wellington, respectively) or (ii) in relation to any sum payable in euro, a day on which the Trans-European Automated Real-time Gross Settlement Express Transfer (TARGET2) System (the “**TARGET2 System**”) is open;

“**Calculation Agent**” means the Issuing and Paying Agent or such other person specified in the relevant Final Terms;

“**Capital Instruments Regulations**” means the Delegated Regulation and any other rules or regulations of the Relevant Authority or of the institutions of the European Union or which are otherwise applicable to the Issuer or the Group (as the case may be), whether introduced before or after the Issue Date, which prescribe (alone or in conjunction with any other rules or regulations) the requirements to be fulfilled by financial instruments for their inclusion in the Own Funds of the Issuer or the Group (as the case may be) to the extent required under the CRD IV Package (including, without limitation, any rules or regulations implementing the Banking Reform Package);

“**CET1 Instruments**” means at any time common equity tier 1 instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

“**Circular No. 285**” means the Bank of Italy Circular No. 285 of 17 December 2013, setting forth the supervisory provisions for banks (*Disposizioni di Vigilanza per le Banche*), as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the transposition of the Banking Reform Package into Italian law);

“**CMS Rate**” shall mean the applicable swap rate for swap transactions in the Reference Currency with a maturity of the Designated Maturity, expressed as a percentage, which appears on the Relevant Screen Page on the Interest Determination Date in question, all as determined by the Calculation Agent;

“**CMS Reference Banks**” means (i) where the Reference Currency is Euro, the principal office of five major banks in the Euro-zone inter-bank market, (ii) where the Reference Currency is Sterling, the principal London office of five major banks in the London inter-bank market, (iii) where the Reference Currency is U.S. dollars, the principal New York City office of five major banks in the New York City inter-bank market, or (iv) in the case of any other Reference Currency, the office of five major banks in the principal relevant financial centre specified in the relevant Final Terms (the “**Relevant Financial Centre**”), in each case selected by the Issuer;

“**CRD IV**” means Directive 2013/36/EU of the European Parliament and of the Council of 26 June 2013 on access to the activity of credit institutions and the prudential supervision of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**CRD IV Package**” means (i) the CRR and (ii) the CRD IV;

“**CRR**” means Regulation (EU) No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**Day Count Fraction**” means:

- (a) in respect of the calculation of an amount of interest in accordance with Condition 4.1 (*Interest on Fixed Rate Notes*):
  - (i) if “**Actual/Actual (ICMA)**” is specified in the relevant Final Terms:
    - (A) in the case of Notes where the number of days in the relevant period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (the “**Accrual Period**”) is equal to or shorter than the Determination Period during which the Accrual Period ends, the number of days in such Accrual Period divided by the product of (I) the number of days in such Determination Period and (II) the number of Interest Determination Dates (as specified in the relevant Final Terms) that would occur in one calendar year; or
    - (B) in the case of Notes where the Accrual Period is longer than the Determination Period during which the Accrual Period ends, the sum of:
      - (1) the number of days in such Accrual Period falling in the Determination Period in which the Accrual Period begins divided by the product of (x) the number of days in such Determination Period and (y) the number of Interest Determination Dates that would occur in one calendar year; and
      - (2) the number of days in such Accrual Period falling in the next Determination Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Interest Determination Dates that would occur in one calendar year; and
  - (ii) if “**30/360**” is **specified** in the relevant Final Terms, the number of days in the period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date

(such number of days being calculated on the basis of a year of 360 days with 12 30-day months) divided by 360.

- (b) in respect of the calculation of an amount of interest in accordance with Condition 4.2 (*Interest on Floating Rate Notes and CMS Linked Interest Notes*):
- (i) if “**Actual/Actual (ISDA)**” or “**Actual/Actual**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365 (or, if any portion of that Interest Period falls in a leap year, the sum of (I) the actual number of days in that portion of the Interest Period falling in a leap year divided by 366 and (II) the actual number of days in that portion of the Interest Period falling in a non-leap year divided by 365);
  - (ii) if “**Actual/365 (Fixed)**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365;
  - (iii) if “**Actual/365 (Sterling)**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365 or, in the case of an Interest Payment Date falling in a leap year, 366;
  - (iv) if “**Actual/360**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 360;
  - (v) if “**30/360**”, “**360/360**” or “**Bond Basis**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

- Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;
  - Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;
  - M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;
  - M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;
  - D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case D<sub>1</sub> will be 30; and
  - D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 and D<sub>1</sub> is greater than 29, in which case D<sub>2</sub> will be 30;
- (vi) if “**30E/360**” or “**Eurobond Basis**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case D<sub>1</sub> will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 in which case D<sub>2</sub> will be 30;

(vii) if “**30E/360 (ISDA)**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless (i) that day is the last day of February or (ii) such number would be 31, in which case D<sub>1</sub> will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless (i) that day is the last day of February but not the Maturity Date or (ii) such number would be 31 in which case and D<sub>2</sub> will be 30,

**provided, however, that** in each such case the number of days in the Interest Period is calculated from and including the first day of the Interest Period to but excluding the last day of the Interest Period.

“**Delegated Regulation**” means Commission Delegated Regulation (EU) No. 241/2014 of 7 January 2014 supplementing the CRR with regard to the regulatory technical standards for Own Funds requirements for institutions, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of any rules or regulations implementing the Banking Reform Package);

“**Designated Maturity**” has the meaning given in the relevant Final Terms;

**“Determination Period”** means each period from (and including) an Interest Determination Date to (but excluding) the next Interest Determination Date (including, where either the Interest Commencement Date or the final Interest Payment Date is not an Interest Determination Date, the period commencing on the first Interest Determination Date prior to, and ending on the first Interest Determination Date falling after, such date);

**“Eligible Liabilities”** means at any time eligible liabilities as interpreted and applied in accordance with the Applicable Banking Regulations;

**“Eligible Liabilities Instruments”** means at any time eligible liabilities instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

**“First Interest Payment Date”** means the date specified in the relevant Final Terms;

**“Fixed Coupon Amount”** has the meaning given in the relevant Final Terms;

**“Fixed Interest Period”** means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date;

**“Group”** means the Issuer and its consolidated Subsidiaries (or any other entities that are consolidated in the Issuer’s calculation of its Own Funds on a consolidated basis in accordance with Applicable Banking Regulations);

**“Interest Commencement Date”** means the date of issue of the Notes (as specified in the relevant Final Terms) or such other date as may be specified as such in the relevant Final Terms;

**“Interest Determination Date”** has the meaning given in the relevant Final Terms;

**“Interest Payment Date”** means the first Interest Payment Date and any date or dates specified as such in, or determined in accordance with the provisions of, the relevant Final Terms;

**“Italian Banking Act”** means Legislative Decree No. 385 of 1 September 1993, as amended, supplemented or replaced from time to time;

**“Loss Absorption Requirement”** means the power of the Relevant Authority to impose that Own Funds instruments or other liabilities of the Issuer or entities of the Group (as the case may be) are subject to full or partial write-down of the principal or conversion into CET1 Instruments or other instruments of ownership in accordance with Article 59 of the BRRD and the related national implementing provisions applicable to the Issuer or entities of the Group (as the case may be);

**“MREL Disqualification Event”** means that, by reason of the introduction of, or a change in, any MREL Requirements, which was not reasonably foreseeable by the Issuer at the Issue Date of the relevant Series of Notes, all or part of the aggregate outstanding nominal amount of a Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes (as the case may be) are or will be excluded fully or partially from the liabilities that are eligible to meet the MREL Requirements. For the avoidance of doubt: (a) the exclusion of a Series of Notes from the liabilities that are eligible to meet the MREL Requirements due to the remaining maturity of such Notes being less than any period prescribed thereunder does not constitute a MREL Disqualification Event; (b) the exclusion of all or some of a Series of Notes from the MREL Requirements due to there being insufficient headroom for such Notes within any prescribed exception to the otherwise applicable general requirements for liabilities that are eligible to meet the MREL Requirements does not constitute a MREL Disqualification Event; and (c) the exclusion of all or some of a Series of Notes from the liabilities that are eligible to meet the MREL Requirements as a result of / such Notes being purchased by or on behalf of the Issuer or as a result of a purchase which is funded directly or indirectly by the Issuer does not constitute a MREL Disqualification Event;

**“MREL Requirements”** means the laws, regulations, requirements, guidelines, rules, standards, measures and policies relating to minimum requirements for Own Funds and eligible liabilities applicable to the Issuer or the Group (as the case may be) from time to time, including, without limitation to the generality of the foregoing, any delegated or implementing acts (such as implementing technical standards or regulatory technical standards) adopted by the European Commission and any regulations, requirements, guidelines, rules, standards, measures and policies



relating to minimum requirements for Own Funds and eligible liabilities and/or loss absorbing capacity instruments adopted by the Republic of Italy or a Relevant Authority from time to time (whether or not such regulations, requirements, guidelines, rules, standards, measures or policies are applied generally or specifically to the Issuer or the Group (as the case may be)), as any of the preceding laws, regulations, requirements, guidelines, rules, standards, measures, policies or interpretations may be amended, supplemented, superseded or replaced from time to time;

“**Own Funds**” shall have the meaning given to such term in the CRR, as interpreted and applied in accordance with the Applicable Banking Regulations;

“**Own Funds Instruments**” means at any time own funds instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

“**Reference Bank(s)**” means, in the case of a determination of EURIBOR, the principal Euro zone office of four major banks in the Euro zone interbank market, in each case selected by the Issuer or as specified in the relevant Final Terms;

“**Reference Currency**” has the meaning given in the relevant Final Terms;

“**Reference Rate**” has the meaning given in the relevant Final Terms;

“**Regulatory Event**” means any change (or pending change which the Relevant Authority considers to be sufficiently certain) in the regulatory classification of the Subordinated Notes from their classification on the Issue Date that results, or would be likely to result, in their exclusion in full or, to the extent permitted under the Applicable Banking Regulations, in part, from the Tier 2 Capital of the Issuer or, where applicable in accordance with the Applicable Banking Regulations, a reclassification as a lower quality form of Own Funds;

“**Relevant Authority**” means, as the context may require, (i) the European Central Bank or the Bank of Italy, acting within the framework of the Single Supervisory Mechanism, or any successor or replacement authority having responsibility for the prudential oversight and supervision of the Issuer or the Group (as the case may be), and/or (ii) the Single Resolution Board, the European Council, the European Commission or the Bank of Italy, acting within the framework of the Single Resolution Mechanism, or any successor or replacement authority having responsibility for the resolution of the Issuer or other entities of the Group (as the case may be);

“**Relevant Screen Page**” means the page, section or other part of a particular information service (including, without limitation, Reuters) specified as the Relevant Screen Page in the relevant Final Terms, or such other page, section or other part as may replace it on that information service or such other information service, in each case, as may be nominated by the person providing or sponsoring the information appearing there for the purpose of displaying rates or prices comparable to the Reference Rate;

“**Relevant Swap Rate**” means:

- (a) where the Reference Currency is Euro, the mid-market annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the annual fixed leg, calculated on a 30/360 day count basis, of a fixed for floating euro interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/360 day count basis, is equivalent to EUR EURIBOR Reuters (as defined in the ISDA Definitions) with a designated maturity determined by the Calculation Agent by reference to standard market practice and/or the ISDA Definitions;
- (b) where the Reference Currency is Sterling, the mid-market semi-annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the semi-annual fixed leg, calculated on an Actual/365 (Fixed) day count basis, of a fixed for floating Sterling interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/365 (Fixed) day count basis,

is equivalent (A) if the Designated Maturity is greater than one year, to GBP LIBOR BBA (as defined in the ISDA Definitions) with a designated maturity of six months or (B) if the Designated Maturity is one year or less, to GBP LIBOR BBA with a designated maturity of three months;

- (c) where the Reference Currency is U.S. dollars, the mid-market semi-annual swap rate determined on the basis of the mean of the bid and offered rates for the semi-annual fixed leg, calculated on a 30/360 day count basis, of a fixed for floating United States dollar interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, calculated on an Actual/360 day count basis, is equivalent to USD LIBOR BBA (as defined in the ISDA Definitions) with a designated maturity of three months; and
- (d) where the Reference Currency is any other currency or if the relevant Final Terms specify otherwise, the mid-market swap rate as determined in accordance with the relevant Final Terms;

**“Representative Amount”** means an amount that is representative for a single transaction in the relevant market at the relevant time;

**“Single Resolution Mechanism”** means the single resolution mechanism established pursuant to the SRM Regulation;

**“Single Supervisory Mechanism”** means the single supervisory mechanism established pursuant to the SSM Regulation;

**“SRM Regulation”** means Regulation (EU) No. 806/2014 of the European Parliament and of the Council of 15 July 2014 establishing uniform rules and a uniform procedure for the resolution of credit institutions and certain investment firms in the framework of a Single Resolution Mechanism and a Single Resolution Fund, as amended, supplemented or replaced from time to time (including as a consequence of the entry into force of the Banking Reform Package);

**“SSM Regulation”** means Council Regulation (EU) No. 1024/2013 of 15 October 2013 conferring specific tasks on the European Central Bank concerning policies relating to the prudential supervision of credit institutions, as amended, supplemented or replaced from time to time;

**“sub-unit”** means, with respect to any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to euro, one cent;

**“Subsidiary”** means any company or person that is controlled by the Issuer pursuant to Article 23 of the Italian Banking Act;

**“Tax Law Change”** means any change in, or amendment to, the laws or regulations of a Tax Jurisdiction (as defined in Condition 7 (*Taxation*)) (including any treaty to which the Tax Jurisdiction is a party) or any change in the application or official or generally published interpretation of such laws or regulations (including a change or amendment resulting from a ruling by a court or tribunal of competent jurisdiction), which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes. ;

**“Tier 1 Capital”** means at any time tier 1 capital as interpreted and applied in accordance with the Applicable Banking Regulations;

**“Tier 2 Capital”** means at any time tier 2 capital as interpreted and applied in accordance with the Applicable Banking Regulations; and

**“Tier 2 Instruments”** means at any time tier 2 instruments as interpreted and applied in accordance with the Applicable Banking Regulations.

### 3. STATUS OF THE NOTES

#### 3.1 Status of the Senior Preferred Notes

*This Condition 3.1 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes.*

The Senior Preferred Notes and any related Coupons are direct, unconditional, unsubordinated and unsecured obligations of the Issuer and rank *pari passu* among themselves.

The payment obligations of the Issuer under the Senior Preferred Notes and the Coupons related to them shall at all times rank (save for certain obligations required to be preferred by law, including any obligations permitted by law to rank senior to the Senior Preferred Notes following the Issue Date, if any) equally with all other unsecured and unsubordinated obligations of the Issuer from time to time outstanding (other than obligations ranking junior to the Senior Preferred Notes from time to time, including any obligations under Senior Non-Preferred Notes and any further obligations permitted by law or by their terms to rank junior to the Senior Preferred Notes following the Issue Date, if any).

In relation to each Series of Senior Preferred Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Senior Preferred Note and the Trustee unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Senior Preferred Note.

#### 3.2 Status of the Senior Non-Preferred Notes

*This Condition 3.2 applies only to Notes specified in the relevant Final Terms as being Senior Non-Preferred Notes.*

The Senior Non-Preferred Notes and any related Coupons are direct, unconditional, unsubordinated, unsecured and non-preferred obligations of the Issuer that are intended to qualify as *strumenti di debito chirografario di secondo livello* of the Issuer in accordance with, and for the purposes of, Article 12-*bis* of the Italian Banking Act.

The payment obligations of the Issuer under the Senior Non-Preferred Notes and the Coupons related to them shall at all times rank:

- (a) junior to Senior Preferred Notes and all present or future unsecured and unsubordinated obligations of the Issuer which rank, or are expressed by their terms and/or by provision of law, senior to the Senior Non-Preferred Notes (including, without limitation, any obligations under the Senior Preferred Notes and any obligation required to be preferred by law and claims arising from the excluded liabilities within the meaning of Article 72a(2) of the CRR);
- (b) *pari passu* among themselves and with any other present or future obligations of the Issuer which do not rank, or are not expressed by their terms to rank, junior or senior to the Senior Non-Preferred Notes; and
- (c) senior to any present or future obligations of the Issuer which rank, or are expressed by their terms to rank, junior to the Senior Non-Preferred Notes (including, without limitation, the claims of the shareholders of the Issuer and any other obligations under the Subordinated Notes or any other obligations under instruments or items included in the Tier 1 Capital or Tier 2 Capital of the Issuer),

in all such cases in accordance with the provisions set forth in Article 91, paragraph 1-*bis*, letter c-*bis*) of the Italian Banking Act and any relevant regulation which may be enacted from time to time for the purposes of implementing such provisions and/or any laws, regulations or guidelines implementing the rules set forth in the Bank Creditor Hierarchy Directive.

In relation to each Series of Senior Non-Preferred Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Senior Non-Preferred Note and the Trustee unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Senior Non-Preferred Note.

### 3.3 Status of the Subordinated Notes

*This Condition 3.3 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

The Subordinated Notes and any related Coupons are direct, unsecured and subordinated obligations of the Issuer that are intended to qualify for regulatory purposes as Tier 2 Instruments to be included in the Tier 2 Capital of the Issuer in accordance with Article 63 of the CRR and Part II, Chapter 1 of Circular No. 285 (or any successor rules under the Applicable Banking Regulations).

The payment obligations of the Issuer under the Subordinated Notes and the Coupons related to them shall at all times rank:

- (a) junior to all present or future unsecured and unsubordinated obligations of the Issuer (including, without limitation, any obligations under the Senior Notes ) or any other present or future subordinated obligations of the Issuer which rank, or are expressed by their terms to rank, senior to the Subordinated Notes, including any obligation required to be preferred by law;
- (b) *pari passu* among themselves and with any other present or future obligations of the Issuer which do not rank, or are not expressed by their terms to rank, junior or senior to the Subordinated Notes; and
- (c) senior to any present or future obligations of the Issuer which rank, or are expressed by their terms to rank, junior to the Subordinated Notes (including, without limitation, the claims of the shareholders of the Issuer and any other obligations under instruments or items included in the Tier 1 Capital of the Issuer).

In relation to each Series of Subordinated Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Subordinated Note and the Trustee unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have, under the laws of any jurisdiction, in respect of such Subordinated Note.

The Subordinated Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to the Loss Absorption Requirement, if so required under the BRRD and/or the SRM Regulation, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that the application of the Loss Absorption Requirement to the Subordinated Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

### 3.4 No Negative Pledge

There is no negative pledge in respect of the Notes.

## 4. INTEREST

### 4.1 Interest on Fixed Rate Notes

*This Condition 4.1 applies to the Notes: (a) if the Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable; and (b) if the Fixed-Floating Rate Note Provisions or*

*the Floating-Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable, in respect of those Fixed Interest Periods for which the Fixed Rate Note Provisions are stated to apply.*

Each Fixed Rate Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date at the rate(s) per annum equal to the Rate(s) of Interest. Interest will be payable in arrear on the Interest Payment Date(s) in each year up to (and including) the Maturity Date. The Rate of Interest may be specified in the relevant Final Terms either (i) as the same Rate of Interest for all Fixed Interest Periods or (ii) as a different Rate of Interest in respect of one or more Fixed Interest Periods.

If the Notes are in definitive form, except as provided in the relevant Final Terms, the amount of interest payable on each Interest Payment Date in respect of the Fixed Interest Period ending on (but excluding) such date will amount to the Fixed Coupon Amount. Payments of interest on any Interest Payment Date will, if so specified in the relevant Final Terms, amount to the Broken Amount so specified.

Except in the case of Notes in definitive form where a Fixed Coupon Amount or Broken Amount is specified in the relevant Final Terms, interest shall be calculated in respect of any period by applying the Rate of Interest to the Calculation Amount, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Fixed Rate Note in definitive form comprises more than one Calculation Amount, the amount of interest payable in respect of such Fixed Rate Note shall be the aggregate of the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

#### 4.2 **Interest on Floating Rate Notes and CMS Linked Interest Notes**

*This Condition 4.2 applies to the Notes (a) if the Floating Rate Note Provisions are specified in the relevant Final Terms as being applicable; and (b) if the Fixed-Floating Rate Note Provisions or the Floating-Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable, in respect of those Interest Periods for which the Floating Rate Note Provisions are stated to apply.*

##### (a) **Interest Payment Dates**

Each Floating Rate Note and CMS Linked Interest Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date and such interest will be payable in arrear on either:

- (i) the date or dates specified as a specified interest payment date in each year specified in the relevant Final Terms (a “**Specified Interest Payment Date**”); or
- (ii) if no Specified Interest Payment Date(s) is/are specified in the relevant Final Terms, each date (each such date, together with each Specified Interest Payment Date, an “**Interest Payment Date**”) which falls the number of months or other period specified as the specified period in the relevant Final Terms (the “**Specified Period**”) after the preceding Interest Payment Date or, in the case of the First Interest Payment Date, after the Interest Commencement Date.

Such interest will be payable in respect of each Interest Period (which expression shall, in these Conditions, mean the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date) (the “**Interest Period**”).

If a Business Day Convention is specified in the relevant Final Terms and (x) if there is no numerically corresponding day in the calendar month in which an Interest Payment

Date should occur or (y) if any Interest Payment Date would otherwise fall on a day which is not a Business Day, then, if the Business Day Convention specified is:

- (i) in any case where Specified Periods are specified in accordance with Condition 4.2(a)(ii) above, the Floating Rate Convention, such Interest Payment Date (a) in the case of (x) above, shall be the last day that is a Business Day in the relevant month and the provisions of (ii) below shall apply *mutatis mutandis* or (b) in the case of (y) above, shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event (i) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (ii) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the Specified Period after the preceding applicable Interest Payment Date occurred; or
- (ii) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (iii) the Modified Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day; or
- (iv) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

(b) **Rate of Interest**

The Rate of Interest payable from time to time in respect of Floating Rate Notes and CMS Linked Interest Notes will be determined in the manner specified in the relevant Final Terms.

(i) ***ISDA Determination for Floating Rate Notes***

Where ISDA Determination is specified in the relevant Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will be:

- (A) if “Multiplier” is specified in the relevant Final Terms as not being applicable, the relevant ISDA Rate plus or minus (as indicated in the relevant Final Terms) the Margin (if any);
- (B) if “Multiplier” is specified in the relevant Final Terms as being applicable (i) the sum of the Margin and the relevant ISDA Rate multiplied by (ii) the Multiplier;
- (C) if “Reference Rate Multiplier” is specified in the relevant Final Terms as being applicable, the sum of (i) the Margin, and (ii) the relevant ISDA Rate multiplied by the Reference Rate Multiplier,

where “**Multiplier**” and “**Reference Rate Multiplier**” each has the meaning given in the relevant Final Terms and where “**ISDA Rate**” for an Interest Period means a rate equal to the Floating Rate that would be determined by the Calculation Agent under an interest rate swap transaction if the Calculation Agent were acting as Calculation Agent for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as at the Issue Date of the first Tranche of the Notes (the “**ISDA Definitions**”) and under which:

- (A) the Floating Rate Option is as specified in the relevant Final Terms;

- (B) the Designated Maturity is a period specified in the relevant Final Terms; and
- (C) the relevant Reset Date is either (a) if the applicable Floating Rate Option is based on the Euro zone interbank offered rate (“EURIBOR”), the first day of that Interest Period or (b) in any other case, as specified in the relevant Final Terms.

For the purposes of this subparagraph (i), “**Floating Rate**”, “**Calculation Agent**”, “**Floating Rate Option**”, “**Designated Maturity**” and “**Reset Date**” have the meanings given to those terms in the ISDA Definitions.

(ii) ***Screen Rate Determination for Floating Rate Notes (other than for Floating Rate Notes linked to SONIA or the CMS Rate)***

- (w) Where Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will, subject to Condition 4.2(h) below, be either:
  - (A) the offered quotation; or
  - (B) the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the offered quotations,

(expressed as a percentage rate per annum) for the Reference Rate which appears or appear, as the case may be, on the Relevant Screen Page as at the time specified in the relevant Final Terms (the “**Specified Time**”) on the Interest Determination Date in question plus or minus (as indicated in the relevant Final Terms) the Margin (if any), all as determined by the Calculation Agent. If five or more of such offered quotations are available on the Relevant Screen Page, the highest (or, if there is more than one such highest quotation, one only of such quotations) and the lowest (or, if there is more than one such lowest quotation, one only of such quotations) shall be disregarded by the Calculation Agent for the purpose of determining the arithmetic mean (rounded as provided above) of such offered quotations.

- (x) If the Relevant Screen Page is not available or if, in the case of (A) above, no such offered quotation appears or, in the case of (B) above, fewer than three such offered quotations appear, in each case as at the Specified Time, the Calculation Agent shall request each of the Reference Banks to provide the Calculation Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Specified Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Calculation Agent with offered quotations, the Rate of Interest for the Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place with 0.000005 being rounded upwards) of the offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Calculation Agent; and
- (y) If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with an offered quotation as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be:
  - (A) if “Multiplier” is specified in the relevant Final Terms as not being applicable, the rate per annum which the Calculation Agent determines as being the arithmetic mean (rounded if

necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the rates, as communicated to (and at the request of) the Calculation Agent by the Reference Banks or any two or more of them, at which such banks were offered, at approximately the Specified Time on the relevant Interest Determination Date, deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate by leading banks in the Euro zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) or, if fewer than two of the Reference Banks provide the Calculation Agent with offered rates, the offered rate for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, or the arithmetic mean (rounded as provided above) of the offered rates for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, at which, at approximately the Specified Time on the relevant Interest Determination Date, any one or more banks (which bank or banks is or are in the opinion of the Issuer suitable for the purpose) informs the Calculation Agent it is quoting to leading banks in the Euro zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) (the “**Determined Rate**”), provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period). Unless otherwise stated in the applicable Final Terms the Minimum Rate of Interest shall be deemed to be zero;

- (B) if “Multiplier” is specified in the relevant Final Terms as being applicable (i) the sum of the Margin and (ii) the relevant Determined Rate multiplied by the Multiplier;
- (C) if “Reference Rate Multiplier” is specified in the relevant Final Terms as being applicable, the sum of (i) the Margin, and (ii) the relevant Determined Rate multiplied by the Reference Rate Multiplier,

where “Multiplier” and “Reference Rate Multiplier” each has the meaning given in the relevant Final Terms **provided that**, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period),

(iii) ***Screen Rate Determination for Floating Rate Notes which are linked to the CMS Rate***

If Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate(s) of Interest is/are to be determined and “CMS Rate” is specified as the Reference Rate in the relevant Final Terms, the Rate of Interest applicable to the Notes for each Interest Period will be determined by the



Calculation Agent by reference to the following formula, subject to Condition 4.2(h):

CMS Rate plus Margin

If the Relevant Screen Page is not available, the Calculation Agent shall request each of the CMS Reference Banks to provide the Calculation Agent with its quotation for the Relevant Swap Rate at approximately 11:00 a.m. (local time in the principal financial centre of the Specified Currency) on the Interest Determination Date in question. If at least three of the CMS Reference Banks provide the Calculation Agent with such quotation, the CMS Rate for such Interest Period shall be the arithmetic mean of such quotations, eliminating the highest quotation (or, in the event of equality, one of the highest) and the lowest quotation (or, in the event of equality, one of the lowest).

If on any Interest Determination Date fewer than three or none of the CMS Reference Banks provides the Calculation Agent with such quotations as provided in the preceding paragraph, provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period). Unless otherwise stated in the applicable Final Terms the Minimum Rate of Interest shall be deemed to be zero.

(iv) ***Screen Rate Determination for Floating Rate Notes which are linked to SONIA***

If Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate(s) of Interest is/are to be determined and “SONIA” is specified as the Reference Rate in the relevant Final Terms, the Rate of Interest applicable to the Notes for each Interest Period shall be Compounded Daily SONIA plus or minus the Margin (if any) as specified in the applicable Final Terms, subject to Condition 4.2(h).

If in respect of any Business Day in the relevant Observation Period, the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) determines that the applicable SONIA Reference Rate is not available on the Relevant Screen Page or has not otherwise been published by the relevant authorised distributors, the SONIA Reference Rate in respect of such Business Day shall be: (A) (i) the Bank of England’s Bank Rate (the “**Bank Rate**”) prevailing at close of business on such Business Day; plus (ii) the mean of the spread of the SONIA Reference Rate to the Bank Rate over the previous five days on which a SONIA Reference Rate has been published, excluding the highest spread (or, if there is more than one highest spread, one only of those highest spreads) and lowest spread (or, if there is more than one lowest spread, one only of those lowest spreads) to the Bank Rate, or (B) if such Bank Rate is not available, the SONIA Reference Rate published on the Relevant Screen Page (or otherwise published by the relevant authorised distributors) for the first preceding Business Day on which the SONIA Reference Rate was published on the Relevant Screen Page (or otherwise published by the relevant authorised distributors).

Where the SONIA Reference Rate is being determined in accordance with the paragraph above, in the event the Bank of England publishes guidance as to (i) how the SONIA Reference Rate is to be determined; or (ii) any rate that is to replace the SONIA Reference Rate, the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) shall, to the extent that it is reasonably practicable, follow such guidance in order to determine the SONIA Reference Rate for any Business Day “i” for the purpose of the relevant Series of Notes for so long as the SONIA

Reference Rate is not available or has not been published by the authorised distributors.

In the event that the Rate of Interest cannot be determined in accordance with the foregoing provisions by the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms), subject to Condition 4.2(h), the Rate of Interest shall be (i) that determined as at the last preceding Interest Determination Date (though substituting, where a different Margin, Maximum Rate of Interest and/or Minimum Rate of Interest (as the case may be) is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin or Maximum Rate of Interest or Minimum Rate of Interest relating to the relevant Interest Period in place of the Margin, Maximum Rate of Interest and/or Minimum Rate of Interest (as the case may be) relating to that last preceding Interest Period); or (ii) if there is no such preceding Interest Determination Date, the initial Rate of Interest which would have been applicable to such Series of Notes for the first Interest Period had the Notes been in issue for a period equal in duration to the scheduled first Interest Period but ending on (and excluding) the Interest Commencement Date (including applying the Margin and any Maximum Rate of Interest or Minimum Rate of Interest applicable to the first Interest Period).

If the relevant Series of Notes become due and payable in accordance with Condition 9 (*Events of Default and Enforcement*), the final Interest Determination Date shall, notwithstanding any Interest Determination Date specified in the applicable Final Terms, be deemed to be the date on which such Notes became due and payable and the Rate of Interest on such Notes shall, for so long as any such Notes remain outstanding, be that determined on such date.

For the purposes of this sub-paragraph 4.2(b)(iv):

“**Compounded Daily SONIA**” means, with respect to an Interest Period, the rate of return of a daily compound interest investment (with the daily Sterling overnight reference rate as reference rate for the calculation of interest) and will be calculated by the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) on the Interest Determination Date, as follows, and the resulting percentage will be rounded if necessary to the third decimal place, with 0.0005 being rounded upwards:

$$\left[ \prod_{i=1}^{d_0} \left( 1 + \frac{SONIA_{i-pLBD} \times n_i}{365} \right) - 1 \right] \times \frac{365}{d}$$

Where:

“**d**” is the number of calendar days in the relevant Interest Period;

“**d<sub>0</sub>**” is the number of Business Days in the relevant Interest Period;

“**i**” is a series of whole numbers from one to **d<sub>0</sub>**, each representing the relevant Business Day in chronological order from, and including, the first Business Day in the relevant Interest Period;

“**LBD**” means a Business Day;

“**n<sub>i</sub>**”, for any Business Day “**i**”, means the number of calendar days from and including such Business Day “**i**” up to but excluding the following Business Day;

“**p**” means for any Interest Period, 5 (five) Business Days or such other number of Business Days as specified in the applicable Final Terms provided that such

number shall not be less than 5 (five) Business Days unless otherwise agreed between the Issuer and the Agent; and

“**SONIA<sub>i-pLBD</sub>**” means in respect of any Business Day falling in the relevant Interest Period, the SONIA Reference Rate for the Business Day falling “p” Business Days prior to that Business Day “i”.

“**Observation Period**” means the period from and including the date falling five Business Days prior to the first day of the relevant Interest Period and ending on, but excluding, the date falling five Business Days prior to the Interest Payment Date for such Interest Period (or, if applicable, the date falling five Business Days prior to any other date on which a payment of interest is to be made in respect of the Notes).

“**SONIA Reference Rate**” means in respect of any Business Day, a reference rate equal to the daily Sterling Overnight Index Average (“**SONIA**”) rate for such Business Day as provided by the administrator of SONIA to authorised distributors and as then published on the screen or, if the screen is unavailable, as otherwise published by such authorised distributors (on the Business Day immediately following such Business Day).

(c) **Minimum Rate of Interest and/or Maximum Rate of Interest**

If the relevant Final Terms specifies a Minimum Rate of Interest for any Interest Period, then in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest.

If the relevant Final Terms specifies a Maximum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such Maximum Rate of Interest.

Unless otherwise stated in the relevant Final Terms the Minimum Rate of Interest shall be deemed to be zero.

(d) **Linear Interpolation**

Where “Linear Interpolation” is specified as being applicable in respect of an Interest Period in the relevant Final Terms, the Rate of Interest for such Interest Period shall be calculated by the Calculation Agent by straight line interpolation by reference to two rates:

- (i) (where “Screen Rate Determination” is specified as being applicable in the relevant Final Terms) which appear on the Relevant Screen Page as of the Specified Time on the relevant Interest Determination Date, where:
  - (A) one rate shall be determined as if the relevant Interest Period or (where “CMS Rate” is specified as the Reference Rate in the relevant Final Terms) the Designated Maturity were the period of time for which rates are available next shorter than the length of the relevant Interest Period; and
  - (B) the other rate shall be determined as if the relevant Interest Period or (where “CMS Rate” is specified as the Reference Rate in the relevant Final Terms) the Designated Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period,

**provided, however, that** if there is no rate available for a period of time next shorter or, as the case may be, next longer the length of the relevant Interest

Period, then the Calculation Agent shall determine such rate at such time and by reference to such sources as the Issuer determines appropriate and notifies to the Calculation Agent; or

- (ii) (where “ISDA Determination” is specified as being applicable in the relevant Final Terms) based on the relevant Floating Rate Option, where:
  - (A) one rate shall be determined as if the Designated Maturity were the period of time for which rates are available next shorter than the length of the relevant Interest Period; and
  - (B) the other rate shall be determined as if the Designated Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period,

**provided, however, that** if there is no rate available for a period of time next shorter or, as the case may be, next longer the length of the relevant Interest Period, then the Calculation Agent shall determine such rate at such time and by reference to such sources as the Issuer determines appropriate and notifies to the Calculation Agent.

The Rate of Interest for such Interest Period shall be the sum of the Margin (if any) and the rate so determined.

(e) **Determination of Rate of Interest and calculation of Interest Amounts**

The Calculation Agent will at or as soon as practicable after each time at which the Rate of Interest is to be determined, determine the Rate of Interest for the relevant Interest Period. Where the Calculation Agent is not the Issuing and Paying Agent, the Calculation Agent shall notify the Issuing and Paying Agent of the Rate of Interest for the relevant Interest Period as soon as practicable after calculating the same.

The Calculation Agent will calculate the amount of interest (the “**Interest Amount**”) payable on the Floating Rate Notes or CMS Linked Interest Notes for the relevant Interest Period by applying the Rate of Interest to the Calculation Amount, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Floating Rate Note or a CMS Linked Interest Note in definitive form comprises more than one Calculation Amount, the Interest Amount payable in respect of such Note shall be the aggregate of all the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

(f) **Notification of Rate of Interest and Interest Amounts**

Subject to Condition 4.2(h), the Calculation Agent will cause the Rate of Interest and each Interest Amount for each Interest Period and the relevant Interest Payment Date to be notified to the Issuer, the Issuing and Paying Agent (if the Calculation Agent is not itself the Issuing and Paying Agent) and any stock exchange or listing agent (if any) on which the relevant Floating Rate Notes or CMS Linked Interest Notes are for the time being listed and notice thereof to be published in accordance with Condition 13 (*Notices*) as soon as possible after their determination but in no event later than the fourth London Business Day thereafter (or in the case of such Notes admitted to the official list and traded on the Luxembourg Stock Exchange, notification shall be given to the Luxembourg Stock Exchange or the Luxembourg Listing Agent on the first day of each Interest Period). Each Interest Amount and Interest Payment Date so notified may subsequently be amended (or appropriate alternative arrangements made by way of adjustment) without prior notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange or listing agent (if any) on which the relevant Floating Rate Notes or CMS Linked Interest Notes are for the time being listed and to the

Noteholders in accordance with Condition 13 (*Notices*). For the purposes of this paragraph, the expression “**London Business Day**” means a day (other than a Saturday or a Sunday) on which banks and foreign exchange markets are open for general business in London.

(g) **Certificates to be final**

All certificates, communications, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 4.2 by the Calculation Agent, shall (in the absence of manifest error) be binding on the Issuer, the Issuing and Paying Agent, the Calculation Agent, the other Paying Agents and all Noteholders and Couponholders and (in the absence of aforesaid) no liability to the Issuer, the Noteholders or the Couponholders shall attach to the Issuing and Paying Agent or, if applicable, the Calculation Agent or the Trustee in connection with the exercise or non-exercise by it of its powers, duties and discretions pursuant to such provisions.

(h) **Benchmark Discontinuation**

Notwithstanding the provisions in this Condition 4, if the Issuer determines that a Benchmark Event has occurred in relation to an Original Reference Rate when any Rate of Interest (or any component part thereof) remains to be determined by reference to such Original Reference Rate, then the following provisions shall apply to the relevant Series of Notes:

- (i) the Issuer shall use reasonable endeavours to select and appoint an Independent Adviser, as soon as reasonably practicable, to determine a Successor Reference Rate, failing which an Alternative Reference Rate, and in each case an Adjustment Spread (if any) (in any such case, acting in good faith and in a commercially reasonable manner) no later than five Business Days prior to the Interest Determination Date relating to the next Interest Period (the “**IA Determination Cut-off Date**”), for the purposes of determining the Rate of Interest applicable to the Notes for such next Interest Period and for all other future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) during any other future Interest Period(s)).
- (ii) if the Independent Adviser is unable to determine an Alternative Reference Rate (as applicable) prior to the relevant IA Determination Cut-off Date, the Issuer (acting in good faith and in a commercially reasonable manner) may determine an Alternative Reference Rate and an Adjustment Spread (if any) no later than three Business Days prior to the Interest Determination Date relating to the next Interest Period (the “**Issuer Determination Cut-off Date**”), for the purposes of determining the Rate of Interest applicable to the Notes for such next Interest Period and for all other future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) during any other future Interest Period(s)). Without prejudice to the definitions thereof, for the purposes of determining any Alternative Reference Rate and/or any Adjustment Spread, the Issuer will take into account any relevant and applicable market precedents as well as any published guidance from relevant associations involved in the establishment of market standards and/or protocols in the international debt capital markets;
- (iii) if a Successor Reference Rate or, failing which, an Alternative Reference Rate (as applicable) is determined by the relevant Independent Adviser or the Issuer (as applicable) in accordance with this Condition 4.2(h):
  - (A) such Successor Reference Rate or Alternative Reference Rate (as applicable) shall replace the Original Reference Rate for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h));
  - (B) if the relevant Independent Adviser or the Issuer (as applicable):

- (I) determines that an Adjustment Spread is required to be applied to such Successor Reference Rate or Alternative Reference Rate (as applicable) and determines the quantum of, or a formula or methodology for determining, such Adjustment Spread, then such Adjustment Spread shall be applied to such Successor Reference Rate or Alternative Reference Rate (as applicable) for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h)); or
  - (II) is unable to determine the quantum of, or a formula or methodology for determining, an Adjustment Spread, then such Successor Reference Rate or Alternative Reference Rate (as applicable) will apply without an Adjustment Spread for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h)); and
- (C) the relevant Independent Adviser or the Issuer (as applicable) (acting in good faith and in a commercially reasonable manner) may in its discretion specify:
- (I) changes to these Conditions in order to follow market practice in relation to such Successor Reference Rate or Alternative Reference Rate (as applicable), including, but not limited to (1) any Reference Banks, Additional Business Centre(s), Business Day, Business Day Convention, Day Count Fraction, Interest Determination Date, Relevant Financial Centre and/or Relevant Screen Page (all as defined in the Final Terms) applicable to the Notes and (2) the method for determining the fallback to the Rate of Interest in relation to the Notes if such Successor Reference Rate or Alternative Reference Rate (as applicable) is not available; and
  - (II) any other changes which the relevant Independent Adviser or the Issuer (as applicable) determines are reasonably necessary to ensure the proper operation and comparability to the Original Reference Rate of such Successor Reference Rate or Alternative Reference Rate (as applicable), which changes shall apply to the Notes for all future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) (each such change together with any such change required pursuant to Condition 4.2(h)(iii)(C)(I) above, a “**Benchmark Amendment**” and, together, the “**Benchmark Amendments**”); and
- (iv) promptly following the determination of (i) any Successor Reference Rate or Alternative Reference Rate (as applicable) and (ii) if applicable, any Adjustment Spread, the Issuer shall give notice thereof and of any changes (and the effective date thereof) pursuant to Condition 4.2(h)(iii)(C) to the Trustee, the Issuing and Paying Agent and, if applicable, the Calculation Agent and the Noteholders in accordance with Condition 13 (*Notices*). Any Benchmark Amendments effected pursuant to Condition 4.2(h)(iii)(C) shall similarly be notified to the Noteholders in accordance with Condition 13 (*Notices*).

Any consent of the Trustee required in connection with any Benchmark Amendment shall be given in accordance with Condition 14 and the provisions of the Trust Deed.

No consent of the Noteholders shall be required in connection with the determination by the Issuer or, as the case may be, the Independent Adviser of the relevant Successor Reference Rate or Alternative Reference Rate (as applicable) or in connection with any Benchmark Amendment as described in

this Condition 4.2(h), including any changes to these Conditions, the Trust Deed and the Agency Agreement.

For the avoidance of doubt, if a Successor Reference Rate or an Alternative Reference Rate is not determined pursuant to the operation of this Condition 4.2(h) prior to the relevant Issuer Determination Cut-off Date, then the Rate of Interest for the next Interest Period shall be determined by reference to the fallback provisions of Condition 4.2(b).

Notwithstanding any other provision of this Condition 4.2(h): (i) no Successor Reference Rate or Alternative Reference Rate (as applicable) will be adopted, and no other amendments to the terms of the Notes will be made pursuant to this Condition 4.2(h), if and to the extent that, in the determination of the Issuer, the same could reasonably be expected to prejudice the qualification of the Notes as: (A) in the case of Senior Notes or Senior Non-Preferred Notes, satisfying the MREL Requirements; (B) in the case of Subordinated Notes, Tier 2 capital for regulatory capital purposes of the Issuer and/or the Group; and/or (ii) in the case of Senior Notes and Senior Non-Preferred Notes only, no Successor Reference Rate or Alternative Reference Rate (as applicable) will be adopted, and no other amendments to the terms of the Notes will be made pursuant to this Condition 4.2(h), if and to the extent that, in the determination of the Issuer, the same could reasonably be expected to result in the Relevant Authority treating an Interest Payment Date as the effective maturity of the Notes, rather than the relevant Maturity Date.

For the purposes of this Condition 4.2(h):

**“Adjustment Spread”** means a spread (which may be positive or negative) or formula or methodology for calculating a spread, in each case to be applied to a Successor Reference Rate or an Alternative Reference Rate (as applicable) as a result of the replacement of the Original Reference Rate with such Successor Reference Rate or Alternative Reference Rate (as applicable) and is the spread, formula or methodology which:

- (i) in the case of a Successor Reference Rate, is formally recommended in relation to the replacement of the Reference Rate with such Successor Reference Rate by any Relevant Nominating Body; or
- (ii) in the case of a Successor Reference Rate for which no such recommendation has been made or in the case of an Alternative Reference Rate, the relevant Independent Adviser or the Issuer (as applicable) determines is recognised or acknowledged as being in customary market usage in international debt capital markets transactions which reference the Original Reference Rate, where such rate has been replaced by such Successor Reference Rate or Alternative Reference Rate (as applicable); or (if the Independent Adviser determines that no such spread is customarily applied) the Independent Adviser determines is recognised or acknowledged as being the industry standard for over-the-counter derivative transactions which reference the Original Reference Rate, where such rate has been replaced by the Successor Reference Rate or the Alternative Reference Rate (as the case may be).

**“Alternative Reference Rate”** means the rate that the relevant Independent Adviser or the Issuer (as applicable) determines has replaced the Original Reference Rate in customary market usage in the international debt capital markets for the purposes of determining floating rates of interest in respect of notes denominated in the Specified Currency and of a comparable duration to the relevant Interest Periods, or, if such Independent Adviser or the Issuer (as applicable) determines that there is no such rate, such other rate as such Independent Adviser or the Issuer (as applicable) determines in its discretion is most comparable to the Original Reference Rate.

**“Benchmark Event”** means, in respect of a Reference Rate:

- (a) the Original Reference Rate ceasing to be published for a period of at least 5 Business Days or ceasing to exist; or
- (b) a public statement by the administrator of the Original Reference Rate that it has ceased or that it will, by a specified date on or prior to the next Interest Determination Date, cease publishing the Original Reference Rate permanently or indefinitely (in circumstances where no successor administrator has been appointed that will continue publication of the Original Reference Rate); or
- (c) a public statement by the supervisor of the administrator of the Original Reference Rate, that the Original Reference Rate has been or will, by a specified date on or prior to the next Interest Determination Date, be permanently or indefinitely discontinued; or
- (d) a public statement by the supervisor of the administrator of the Original Reference Rate that the Original Reference Rate is no longer representative of its relevant underlying market; or
- (e) a public statement by the supervisor of the administrator of the Original Reference Rate as a consequence of which the Original Reference Rate will be prohibited from being used either generally, or in respect of the Notes, in each case by a specific date on or prior to the next Interest Determination Date; or
- (f) it has become unlawful (including, without limitation, under the EU Benchmark Regulation (Regulation (EU) 2016/1011), as amended from time to time, if applicable) for any Calculation Agent, the Issuer or other party to calculate any payments due to be made to any Noteholder using the Original Reference Rate.

**“Independent Adviser”** means an independent financial institution of international repute or other independent financial adviser experienced in the international debt capital markets, in each case appointed by the Issuer.

**“Original Reference Rate”** means:

- (a) the originally-specified benchmark or screen rate (as applicable) used to determine the Rate of Interest (or any component part thereof) on the Notes; or
- (b) any Successor Reference Rate or Alternative Reference Rate which has been determined in relation to such benchmark or screen rate (as applicable) pursuant to the operation of this Condition 4.2(h).

**“Relevant Nominating Body”** means, in respect of a reference rate:

- (i) the central bank for the currency to which such reference rate relates, or any central bank or other supervisory authority which is responsible for supervising the administrator of such reference rate; or
- (ii) any working group or committee sponsored by, chaired or co-chaired by or constituted at the request of (a) the central bank for the currency to which such reference rate relates, (b) any central bank or other supervisory authority which is responsible for supervising the administrator of such reference rate, (c) a group of the aforementioned central banks or other supervisory authorities, or (d) the Financial Stability Board or any part thereof.



“**Successor Reference Rate**” means a successor to or replacement of the Original Reference Rate which is formally recommended by any Relevant Nominating Body.

#### 4.3 **Accrual of interest**

Each Note will cease to bear interest (if any) from the date for its redemption unless, upon due presentation thereof, payment of principal is improperly withheld or refused. In such event, interest will continue to accrue as provided in the Trust Deed.

### 5. **PAYMENTS**

#### 5.1 **Method of Payment**

Subject as provided below:

- (a) payments in a Specified Currency other than euro will be made by credit or transfer to an account in the relevant Specified Currency maintained by the payee with, or, at the option of the payee, by a cheque in such Specified Currency drawn on, a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Melbourne and Wellington, respectively); and
- (b) payments in euro will be made by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee or, at the option of the payee, by a euro cheque.

Payments will be subject in all cases to any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 7 (*Taxation*).

#### 5.2 **Presentation of definitive Notes and Coupons**

Payments of principal in respect of definitive Notes will (subject as provided below) be made in the manner provided in Condition 5.1 (*Method of Payment*) against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of definitive Notes, and payments of interest in respect of definitive Notes will (subject as provided below) be made as aforesaid only against presentation and surrender of Coupons, in each case at the specified office of any Paying Agent outside the United States (which expression, as used in these Conditions, means the United States of America (including the States and the District of Columbia, its territories, its possessions and other areas subject to its jurisdiction)).

Fixed Rate Notes in definitive form (other than CMS Linked Interest Notes or Long Maturity Notes (as defined below)) should be presented for payment together with all unmatured Coupons appertaining thereto (which expression shall for this purpose include Coupons falling to be issued on exchange of matured Talons), failing which the amount of any missing unmatured Coupon (or, in the case of payment not being made in full, the same proportion of the amount of such missing unmatured Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment. Each amount of principal so deducted will be paid in the manner mentioned above against surrender of the related missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 7 (*Taxation*)) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 8 (*Prescription*) or, if later, five years from the date on which such Coupon would otherwise have become due, but in no event thereafter.

Upon any Fixed Rate Note in definitive form becoming due and repayable prior to its Maturity Date, all unmatured Talons (if any) appertaining thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note, CMS Linked Interest Note or Long Maturity Note in definitive form becomes due and repayable, unmatured Coupons and Talons (if any) relating thereto (whether or not attached) shall become void and no payment or, as the case may be, exchange for further Coupons shall be made in respect thereof. A “**Long Maturity Note**” is a

Fixed Rate Note (other than a Fixed Rate Note which on issue had a Talon attached) whose nominal amount on issue is less than the aggregate interest payable thereon **provided that** such Note shall cease to be a Long Maturity Note on the Interest Payment Date on which the aggregate amount of interest remaining to be paid after that date is less than the nominal amount of such Note.

If the due date for redemption of any definitive Note is not an Interest Payment Date, interest (if any) accrued in respect of such Note from (and including) the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against surrender of the relevant definitive Note.

### 5.3 **Payments in respect of Global Notes**

Payments of principal and interest (if any) in respect of Notes represented by any Global Note will (subject as provided below) be made in the manner specified above in relation to definitive Notes and otherwise in the manner specified in the relevant Global Note against presentation or surrender, as the case may be, of such Global Note (if such Global Note is not intended to be issued in NGN form) at the specified office of any Paying Agent outside the United States. On the occasion of each payment, (i) in the case of any Global Note which is not issued in new global note (“NGN”) form, a record of such payment made on such Global Note, distinguishing between any payment of principal and any payment of interest, will be made on such Global Note by the Paying Agent, and such record shall be *prima facie* evidence that the payment in question has been made and (ii) in the case of any Global Note which is a NGN, the Paying Agent shall instruct Euroclear and Clearstream, Luxembourg to make appropriate entries in their records to reflect such payment.

### 5.4 **General provisions applicable to payments**

The holder of a Global Note shall be the only person entitled to receive payments in respect of Notes represented by such Global Note and the Issuer will be discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid. Each of the persons shown in the records of Euroclear or Clearstream, Luxembourg as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to Euroclear or Clearstream, Luxembourg, as the case may be, for his share of each payment so made by the Issuer to, or to the order of, the holder of such Global Note.

Notwithstanding the foregoing provisions of this Condition, if any amount of principal and/or interest in respect of Notes is payable in U.S. dollars, such U.S. dollar payments of principal and/or interest in respect of such Notes will be made at the specified office of a Paying Agent in the United States if:

- (a) the Issuer has appointed Paying Agents with specified offices outside the United States with the reasonable expectation that such Paying Agents would be able to make payment in U.S. dollars at such specified offices outside the United States of the full amount of principal and interest on the Notes in the manner provided above when due;
- (b) payment of the full amount of such principal and interest at all such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (c) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

All payments in respect of the Notes are subject in all cases to (i) any applicable fiscal or other laws and regulations in the place of payment, but without prejudice to the provisions of Condition 7 (*Taxation*); and (ii) any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986 (the “Code”) or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, any official interpretations thereof, or any law implementing an intergovernmental approach thereto.

## 5.5 **Payment Day**

If the date for payment of any amount in respect of any Note or Coupon is not a Payment Day, the holder thereof shall not be entitled to payment until the next following Payment Day in the relevant place and shall not be entitled to further interest or other payment in respect of such delay. For these purposes, “**Payment Day**” means any day which (subject to Condition 8 (*Prescription*)) is:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in:
  - (i) the relevant place of presentation (if applicable);
  - (ii) each Additional Financial Centre specified in the relevant Final Terms; and
- (b) either (A) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than the place of presentation and any Additional Financial Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Melbourne and Wellington, respectively) or (B) in relation to any sum payable in euro, a day on which the TARGET2 System is open.

## 5.6 **Interpretation of principal and interest**

Any reference in these Conditions to principal in respect of the Notes shall be deemed to include, as applicable:

- (a) any additional amounts which may be payable with respect to principal under Condition 7 (*Taxation*);
- (b) the Final Redemption Amount of the Notes;
- (c) the Early Redemption Amount of the Notes;
- (d) the Optional Redemption Amount(s) (if any) of the Notes;
- (e) in relation to Zero Coupon Notes, the Amortised Face Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)); and
- (f) any premium and any other amounts (other than interest) which may be payable by the Issuer under or in respect of the Notes.

Any reference in these Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable with respect to interest under Condition 7 (*Taxation*).

## 6. **REDEMPTION, PURCHASE AND CANCELLATION**

### 6.1 **Redemption at maturity**

Unless previously redeemed or purchased and cancelled as specified below, each Note (including each CMS Linked Interest Note) will be redeemed by the Issuer at its Final Redemption Amount specified in, or determined in the manner specified in, the relevant Final Terms in the relevant Specified Currency on the date specified as the maturity date in the relevant Final Terms (the “**Maturity Date**”).

The Issuer shall have the right to call, redeem, repay or repurchase the Senior Notes only in accordance with and subject to the conditions set out in Articles 77(2) and 78a of the CRR being met (see Condition 6.2 (*Redemption for tax reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer*),

Condition 6.8 (*Purchases*) and Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*).

The Issuer shall have the right to call, redeem, repay or repurchase the Subordinated Notes only in accordance with and subject to the conditions set out in Articles 77 and 78 of the CRR being met (see Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*6.3 Redemption of Subordinated Notes for regulatory reasons*), Condition 6.5 (*Redemption at the option of the Issuer*), Condition 6.8 (*Purchases*) and Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*)). Pursuant to Article 12-bis, paragraph 1, letter a), of the Italian Banking Act, the Maturity Date of the Senior Non-Preferred Notes shall not fall earlier than twelve months after their Issue Date.

The Maturity Date of Subordinated Notes shall not fall earlier than five years after their Issue Date, as provided under the Applicable Banking Regulations.

## 6.2 **Redemption for tax reasons**

The Notes may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if this Note is neither a Floating Rate Note, a CMS Linked Interest Note, a Floating-Fixed Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor a Fixed-Floating Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions)); or
- (b) on any Interest Payment Date (if this Note is either a Floating Rate Note, a CMS Linked Interest Note, a Fixed-Floating Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) or a Floating-Fixed Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions)),

on giving not less than 30 nor more than 60 days' notice to the Trustee and the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable), if the Issuer satisfies the Trustee immediately before the giving of such notice that:

- (a) on the occasion of the next payment due under the Notes, the Issuer has or will become obliged to pay additional amounts as provided or referred to in Condition 7 (*Taxation*) as a result of any Tax Law Change; and
- (b) such obligation cannot be avoided by the Issuer taking reasonable measures available to it.

Prior to the publication of any notice of redemption pursuant to this Condition 6.2, the Issuer shall deliver to the Trustee a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Trustee and conclusive and binding on the Noteholders and the Couponholders).

Notes redeemed pursuant to this Condition 6.2 will be redeemed at the Early Redemption Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)) together (if appropriate) with interest accrued to (but excluding) the date of redemption.

In the case of Senior Notes, any redemption pursuant to this Condition 6.2 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment and repurchase of Senior Notes*).

In the case of Subordinated Notes, any redemption pursuant to this Condition 6.2 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

### 6.3 **Redemption of Subordinated Notes for regulatory reasons**

*This Condition 6.3 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

If a Regulatory Call is specified in the relevant Final Terms as being applicable, upon the occurrence of a Regulatory Event any Series of Subordinated Notes may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if neither the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable); or
- (b) on any Interest Payment Date (if either the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) or the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable),

on giving not less than 15 nor more than 30 days' notice to the Trustee, the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable).

Upon the expiry of any such notice as referred to in this Condition 6.3, the Issuer shall be bound to redeem the Notes in accordance with this Condition 6.3, at their early regulatory redemption amount (the "**Early Redemption Amount (Regulatory)**") which shall be their Final Redemption Amount or such other redemption amount as may be specified in, or determined in accordance with the provisions of, the relevant Final Terms, together with accrued interest (if any) thereon.

Prior to the publication of any notice of redemption pursuant to this Condition 6.3, the Issuer shall deliver to the Trustee a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Trustee and conclusive and binding on the Noteholders and the Couponholders).

Any redemption pursuant to this Condition 6.3 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

### 6.4 **Redemption of Senior Notes due to a MREL Disqualification Event**

*This Condition 6.4 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes or Senior Non-Preferred Notes.*

If an Issuer Call due to a MREL Disqualification Event is specified in the relevant Final Terms as being applicable, then in cases where the Issuer determines that a MREL Disqualification Event has occurred and is continuing with respect to a Series of Senior Preferred Notes or Senior Non-Preferred Notes, any such Series may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if neither the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable); or

- (b) on any Interest Payment Date (if either the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) or the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable),

on giving not less than 30 days nor more than the maximum period of notice specified in the applicable Final Terms to the Trustee, the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable).

Upon the expiry of any such notice as is referred to in this Condition 6.4, the Issuer shall be bound to redeem the Notes in accordance with this Condition 6.4, at their Early Redemption Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)) together (if appropriate) with interest accrued to (but excluding) the date of redemption.

Prior to the publication of any notice of redemption pursuant to this Condition 6.4, the Issuer shall deliver to the Trustee a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Trustee and conclusive and binding on the Noteholders and the Couponholders).

Any redemption pursuant to this Condition 6.4 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*).

#### 6.5 **Redemption at the option of the Issuer (Issuer Call)**

If an Issuer Call is specified in the relevant Final Terms as being applicable, the Issuer may, having given:

- (a) not less than 15 nor more than 30 days' notice (or such other notice period stated in the relevant Final Terms) to the Noteholders in accordance with Condition 13 (*Notices*); and
- (b) not less than 15 days before the giving of the notice referred to in (a) above, notice to the Trustee and to the Issuing and Paying Agent,

(which notices shall be irrevocable and shall specify the date fixed for redemption), redeem all or, if partial redemption is stated to be applicable in the relevant Final Terms, some only, of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in, or determined in the manner specified in, the relevant Final Terms together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of a nominal amount not less than the Minimum Redemption Amount and not more than the Maximum Redemption Amount, in each case as may be specified in the relevant Final Terms. In the case of a partial redemption of Notes, the Notes to be redeemed ("**Redeemed Notes**") will be selected individually by lot on a *pro rata* basis, in the case of Redeemed Notes represented by definitive Notes, and on a *pro rata* basis and in accordance with the rules of Euroclear and/or Clearstream, Luxembourg (to be reflected in the records of Euroclear and Clearstream, Luxembourg as either a pool factor or a reduction in nominal amount at their discretion), in the case of Redeemed Notes represented by a Global Note, not more than 30 days prior to the date fixed for redemption (such date of selection being hereinafter called the "**Selection Date**"). In the case of Redeemed Notes represented by definitive Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 13 (*Notices*) not less than 15 days prior to the date fixed for redemption (or such other notice period stated in the relevant Final Terms). The aggregate nominal amount of Redeemed Notes represented by definitive Notes shall bear the same proportion to the aggregate nominal amount of all Redeemed Notes as the aggregate nominal amount of definitive Notes outstanding bears to the aggregate nominal amount of the Notes outstanding, in each case on the Selection Date, **provided that** such first mentioned nominal amount shall, if necessary, be rounded downwards to the nearest integral multiple of the Specified Denomination, and the aggregate nominal amount of Redeemed Notes represented by a Global Note shall be equal to the balance of the Redeemed Notes. No exchange of the relevant

Global Note will be permitted during the period from (and including) the Selection Date to (and including) the date fixed for redemption pursuant to this Condition 6.5 and notice to that effect shall be given by the Issuer to the Noteholders in accordance with Condition 13 (*Notices*) at least five days prior to the Selection Date.

In the case of Senior Notes, the call option pursuant to this Condition 6.5 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment and repurchase of Senior Notes*).

In the case of Subordinated Notes, no call option in accordance with this Condition 6.5 may be exercised by the Issuer to redeem, in whole or in part, such Notes prior to the fifth anniversary of their Issue Date. Starting from the fifth anniversary of their Issue Date, the redemption pursuant to this Condition 6.5 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

#### 6.6 **Redemption at the option of the Noteholders (Investor Put)**

*This Condition 6.6 may be applicable only to Notes specified in the relevant Final Terms as being Senior Preferred Notes.*

If an Investor Put is specified in the relevant Final Terms as being applicable, upon the holder of any Note giving to the Issuer in accordance with Condition 13 (*Notices*) not less than 15 nor more than 30 days' notice (or such other notice period stated in the relevant Final Terms), the Issuer will, upon the expiry of such notice, redeem, subject to, and in accordance with, the terms specified in the relevant Final Terms, such Note on the Optional Redemption Date and at the Optional Redemption Amount together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date.

To exercise the right to require redemption of this Note the holder of this Note must, if this Note is in definitive form and held outside Euroclear and Clearstream, Luxembourg, deliver, at the specified office of any Paying Agent at any time during normal business hours of such Paying Agent falling within the notice period, a duly completed and signed notice of exercise in the form (for the time being current) obtainable from any specified office of any Paying Agent (a "**Put Notice**") and in which the holder must specify a bank account (or, if payment is required to be made by cheque, an address) to which payment is to be made under this Condition accompanied by this Note or evidence satisfactory to the Paying Agent concerned that this Note will, following delivery of the Put Notice, be held to its order or under its control. If this Note is represented by a Global Note or is in definitive form and held through Euroclear or Clearstream, Luxembourg, to exercise the right to require redemption of this Note the holder of this Note must, within the notice period, give notice to the Issuing and Paying Agent of such exercise in accordance with the standard procedures of Euroclear and Clearstream, Luxembourg (which may include notice being given on his instruction by Euroclear or Clearstream, Luxembourg or any common depositary or, as the case may be, common safekeeper for them to the Issuing and Paying Agent by electronic means) in a form acceptable to Euroclear and Clearstream, Luxembourg from time to time and, if this Note is represented by a Global Note which has not been issued in NGN form, at the same time present or procure the presentation of the relevant Global Note to the Issuing and Paying Agent for notation accordingly.

Any Put Notice given by a holder of any Note pursuant to this Condition 6.6 shall be irrevocable except where, prior to the due date of redemption, an Event of Default has occurred and the Trustee has declared the Notes to be due and payable pursuant to Condition 9 (*Events of Default and enforcement*), in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this Condition 6.6.

#### 6.7 **Early Redemption Amounts**

For the purpose of Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*) and Condition 9 (*Events of Default and enforcement*), each Note will be redeemed at its "**Early Redemption Amount**" calculated by (or on behalf of) the Issuer as follows:

- (a) in the case of a Note with a Final Redemption Amount equal to the Issue Price, at the Final Redemption Amount thereof;
- (b) in the case of a Note (other than a Zero Coupon Note) with a Final Redemption Amount which is or may be less or greater than the Issue Price or which is payable in a Specified Currency other than that in which the Note is denominated, at the amount specified in, or determined in the manner specified in, the relevant Final Terms or, if no such amount or manner is so specified in the relevant Final Terms, at its nominal amount; or
- (c) in the case of a Zero Coupon Note, at an amount (the “**Amortised Face Amount**”) calculated in accordance with the following formula:

$$\text{Early Redemption Amount} = \text{RP} \times (1 + \text{AY})^y$$

where:

**RP** means the reference price as defined in the relevant Final Terms (the “**Reference Price**”);

**AY** means the accrual yield, as specified in the relevant Final Terms (the “**Accrual Yield**”), expressed as a decimal; and

**y** is a fraction the numerator of which is equal to the number of days (calculated on the basis of a 360-day year consisting of 12 months of 30 days each) from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator of which is 360,

or on such other calculation basis as may be specified in the relevant Final Terms.

## 6.8 Purchases

The Issuer or any of its Subsidiaries may at any time, including for marketing purposes, purchase the Notes (**provided that**, in the case of definitive Notes, all unmatured Coupons and Talons appertaining thereto are purchased therewith) at any price in the open market or otherwise. Such Notes may be held, reissued, resold or, at the option of the Issuer, surrendered to any Paying Agent for cancellation.

In the case of Senior Notes, any purchase pursuant to this Condition 6.8 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*).

In the case of Subordinated Notes, any purchase pursuant to this Condition 6.8 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

## 6.9 Cancellation

All Notes which are redeemed will forthwith be cancelled (together with all unmatured Coupons and Talons attached thereto or surrendered therewith at the time of redemption). All Notes so cancelled and any Notes purchased and cancelled pursuant to Condition 6.8 (*Purchases*) (together with all unmatured Coupons and Talons cancelled therewith) shall be forwarded to the Issuing and Paying Agent and cannot be reissued or resold.

## 6.10 Late payment on Zero Coupon Notes

If the amount payable in respect of any Zero Coupon Note upon redemption of such Zero Coupon Note pursuant to Condition 6.1 (*Redemption at maturity*), Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*) or Condition 6.6 (*Redemption at the option of the Noteholders (Investor Put)*) or upon its becoming due and repayable as provided in Condition 9



*(Events of Default and enforcement)* is improperly withheld or refused, the amount due and repayable in respect of such Zero Coupon Note shall be the amount calculated as provided in Condition 6.7(c) above as though the references therein to the date fixed for the redemption or the date upon which such Zero Coupon Note becomes due and payable were replaced by references to the date which is the earlier of:

- (a) the date on which all amounts due in respect of such Zero Coupon Note have been paid; and
- (b) five days after the date on which the full amount of the moneys payable in respect of such Zero Coupon Notes has been received by the Issuing and Paying Agent or the Trustee and notice to that effect has been given to the Noteholders in accordance with Condition 13 (*Notices*).

**6.11 Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes**

*This Condition 6.11 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

- (a) In the case of Subordinated Notes, any call, redemption, repayment or repurchase pursuant to Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*), Condition 6.8 (*Purchases*) or Condition 14 (*Meeting of Noteholders, Modification, Waiver And Substitution*) (including for the avoidance of doubt, any modification in accordance with Condition 14) is subject to compliance with the then Applicable Banking Regulations, including: the Issuer having the prior permission of the Relevant Authority in accordance with Articles 77 and 78 of the CRR, where either:
  - (i) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity; or
  - (ii) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds would, following such call, redemption, repayment or repurchase, exceed the capital requirements laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary; and
- (b) in respect of a call, redemption repayment or repurchase prior to the fifth anniversary of the Issue Date of the relevant Notes, if and to the extent required under Article 78(4) of the CRR or the Capital Instruments Regulation:
  - (i) in the case of redemption pursuant to Condition 6.2 (*Redemption for tax reasons*), the Issuer having demonstrated to the satisfaction of the Relevant Authority that the change in the applicable tax treatment of the Notes is material and was not reasonably foreseeable as at the Issue Date; or
  - (ii) in case of redemption pursuant to Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), the Issuer has demonstrated to the satisfaction of the Relevant Authority that the change in the regulatory classification of the Notes was not reasonably foreseeable as at the Issue Date; or
  - (iii) on or before the relevant call, redemption, repayment or repurchase, the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity and the Relevant Authority has permitted that action on the basis of the determination that it would be beneficial from a prudential point of view and justified by exceptional circumstances; or
  - (iv) the Subordinated Notes are repurchased for market making purposes,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations.

The Relevant Authority may grant a general prior permission, for a specified period which shall not exceed one year, to redeem or purchase (including for market making purposes) the Subordinated Notes, in the limit of a predetermined amount, which shall not exceed the lower of (i) 10 per cent. (or any other threshold as may be requested or required by the Relevant Authority from time to time) of the aggregate nominal amount of the relevant Subordinated Notes and (ii) 3 per cent. (or any other threshold as may be requested or required by the Relevant Authority from time to time) of the outstanding aggregate nominal amount of the Tier 2 Instruments of the Issuer at the relevant time, subject to criteria that ensure that any such redemption or purchase will be in accordance with the conditions set out at letters (i) and (ii) of sub-paragraph (a) of the preceding paragraph.

For the avoidance of doubt, any refusal of the Relevant Authority to grant its permission in accordance with Article 78 of the CRR shall not constitute a default of the Issuer for any purposes.

#### 6.12 **Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes**

*This Condition 6.12 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes or Senior Non-Preferred Notes.*

In the case of Senior Notes, any call, redemption, repayment or repurchase pursuant to Condition 6.2 (*Redemption for tax reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*), Condition 6.6 (*Redemption at the option of the Noteholders (Investors Put)*)), Condition 6.8 (*Purchases*) or Condition 14 (*Meetings of Noteholders, Modification, Waiver And Substitution*) (including, for the avoidance of doubt, any modification in accordance with Condition 14) is subject, to the extent such Senior Notes qualify at such time as liabilities that are eligible to meet the MREL Requirements or, in case of a redemption pursuant to Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), qualified as liabilities that are eligible to meet the MREL Requirements before the occurrence of the MREL Disqualification Event, to compliance with the then Applicable Banking Regulations, including the condition that the Issuer has obtained the prior permission of the Relevant Authority in accordance with Article 78a of the CRR, where one of the following conditions is met:

- (A) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Senior Notes with Own Funds Instruments or Eligible Liabilities Instruments of equal or higher quality at terms that are sustainable for its income capacity; or
- (B) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds and Eligible Liabilities would, following such call, redemption, repayment or repurchase, exceed the requirements for Own Funds and Eligible Liabilities laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary; or
- (C) the Issuer has demonstrated to the satisfaction of the Relevant Authority that the partial or full replacement of the Eligible Liabilities with Own Funds Instruments is necessary to ensure compliance with the Own Funds requirements laid down in the Applicable Banking Regulations for continuing authorization,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations.

The Relevant Authority may grant a general prior permission, for a specified period which shall not exceed one year, to redeem or purchase (including for market making purposes) Senior Notes, in the limit of a predetermined amount, instruments, subject to criteria that ensure that any such redemption or purchase will be in accordance with the conditions set out in sub-paragraphs (A) and (B) of the preceding paragraph. For the avoidance of doubt, any refusal of the Relevant

Authority to grant its permission in accordance with Article 78a of the CRR shall not constitute a default of the Issuer for any purposes.

## 7. TAXATION

All payments of principal and interest in respect of the Notes and Coupons by the Issuer will be made without withholding or deduction for or on account of any present or future taxes or duties of whatever nature imposed or levied by or on behalf of any Tax Jurisdiction unless such withholding or deduction is required by law. In such event, the Issuer will pay such additional amounts as shall be necessary in order that the net amounts received by the holders of the Notes or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest (in case of Senior Notes not qualifying at such time as liabilities that are eligible to meet the MREL Requirements only) or the respective amounts of interest only (in case of Senior Notes qualifying at such time as liabilities that are eligible to meet the MREL Requirements and of Subordinated Notes) which would otherwise have been receivable in respect of the Notes or Coupons, as the case may be, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note or Coupon:

- (a) presented for payment in the Republic of Italy; or
- (b) presented for payment by, or on behalf of, a holder or a beneficial owner of a Note or Coupon being a resident in the Republic of Italy or who is liable for such taxes or duties in respect of such Note or Coupon by reason of his having some connection with the Republic of Italy; or
- (c) to the extent that interest or any other amount payable is paid to a non-Italian resident entity or a non-Italian resident individual which is resident for tax purposes in a country which does not allow the Italian tax authorities to obtain an adequate exchange of information in respect of the beneficiary of the payments made from Italy; or
- (d) in all circumstances in which the requirements and procedures set forth in Legislative Decree No. 239 (as amended or supplemented from time to time) have not been met or complied with except where such requirements and procedures have not been met or complied with due to the actions or omissions of the Issuer or its agents; or
- (e) presented for payment more than 30 days after the Relevant Date (as defined below) except to the extent that the holder thereof would have been entitled to an additional amount on presenting the same for payment on such thirtieth day assuming that day to have been a Payment Day (as defined in Condition 5.5 (*Payment Day*)); or
- (f) presented for payment by or on behalf of a holder who would be able to avoid such withholding or deduction by making, or procuring, a declaration of non-residence or other similar claim for exemption but has failed to do so;
- (g) in respect of Notes classified as atypical securities where such withholding or deduction is required under Law Decree No. 512 of 30 September 1983, as amended or supplemented from time to time; or
- (h) where it will be required to withhold or deduct any taxes imposed pursuant to or in connection with Sections 1471 through 1474 of the Internal Revenue Code of 1986, as amended, the U.S. Treasury Regulations thereunder any official interpretations thereof or any agreements, law, regulation or other official guidance implementing an intergovernmental approach thereto in connection with any payments.

As used in these Conditions:

- (i) “**Tax Jurisdiction**” means the Republic of Italy or in either case, any political subdivision or any authority thereof or therein having power to tax; and
- (j) the “**Relevant Date**” means the date on which such payment first becomes due, except that, if the full amount of the moneys payable has not been duly received by the Trustee or the Paying Agent on or prior to such due date, it means the date on which, the full

amount of such moneys having been so received, notice to that effect is duly given to the Noteholders in accordance with Condition 13 (*Notices*).

## 8. **PRESCRIPTION**

The Notes and Coupons will become void unless presented for payment within a period of 10 years (in the case of principal) and five years (in the case of interest) after the Relevant Date (as defined in Condition 7 (*Taxation*)) therefor.

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void pursuant to this Condition or Condition 5.2 (*Presentation of definitive Notes and Coupons*) or any Talon which would be void pursuant to Condition 5.2 (*Presentation of definitive Notes and Coupons*).

## 9. **EVENTS OF DEFAULT AND ENFORCEMENT**

### 9.1 **Events of Default**

The Notes are, and they shall immediately become, due and repayable at their Early Redemption Amount together with, if appropriate, accrued interest thereon if the Issuer is subject to compulsory winding-up (*liquidazione coatta amministrativa*) pursuant to Articles 80 and following of the Italian Banking Act or voluntary winding-up (*liquidazione volontaria*) pursuant to Article 96-*quinquies* of the Italian Banking Act.

Proceedings for the opening of a compulsory winding-up (*liquidazione coatta amministrativa*) in respect of the Issuer may only be initiated in the Republic of Italy (and not elsewhere), by the Trustee on behalf of the Noteholders, in accordance with the laws of the Republic of Italy.

In the event of a voluntary winding-up (*liquidazione volontaria*), or compulsory winding-up (*liquidazione coatta amministrativa*) of the Issuer, the Trustee at its discretion may, and if so requested in writing by the holders of at least one-quarter in nominal amount of the Notes then outstanding or if so directed by an Extraordinary Resolution of the holders of the Notes shall (subject in each case to being indemnified and/or secured and/or prefunded to its satisfaction), give written notice to the Issuer that the Notes are, and they shall accordingly thereupon immediately become, due and repayable at the Early Redemption Amount (as described in Condition 6.7 (*Early Redemption Amounts*)), together with accrued interest (if any) as provided in the Trust Deed.

No remedy against the Issuer other than as specifically provided by this Condition 9.1, Condition 9.2 (*Enforcement*) or the Trust Deed shall be available to the Trustee or to the holders of the Notes and the related Coupons, whether for the recovery of amounts owing under the Trust Deed, in respect of the Notes and the related Coupons or in respect of any breach by the Issuer of any of its obligations under the Trust Deed, the Notes and the related Coupons or otherwise.

For the avoidance of doubt, the non-payment by the Issuer of any amount due and payable under these Notes, or the taking of any crisis prevention measure or crisis management measure in relation to the Issuer in accordance with the BRRD, is not an event of default.

### 9.2 **Enforcement**

The Trustee may at any time, at its discretion and without notice, take such proceedings against the Issuer as it may think fit to enforce the provisions of the Trust Deed, the Notes and the Coupons, provided that the Issuer shall not by virtue of the institution of any such proceedings, other than proceedings for the compulsory winding-up (*liquidazione coatta amministrativa*) or voluntary winding-up (*liquidazione volontaria*) of the Issuer, be obliged to pay any sum or sums sooner than the same would otherwise have been payable by it pursuant to these Conditions and the Trust Deed. The Trustee shall not in any event be bound to take any such proceedings or any other action in relation to the Trust Deed, the Notes or the Coupons unless (i) it shall have been so directed by an Extraordinary Resolution or so requested in writing by the holders of at least one-quarter in aggregate nominal amount of the Notes then outstanding and (ii) it shall have been indemnified and/or secured and/or prefunded to its satisfaction.

No Noteholder or Couponholder shall be entitled to proceed directly against the Issuer unless the Trustee, having become bound so to proceed, fails so to do within a reasonable period and such failure shall be continuing.

10. **REPLACEMENT OF NOTES, RECEIPTS, COUPONS AND TALONS**

Should any Note, Coupon or Talon be lost, stolen, mutilated, defaced or destroyed, it may be replaced at the specified office of the Issuing and Paying Agent or the Paying Agent in Luxembourg upon payment by the claimant of such costs and expenses as may be incurred in connection therewith and on such terms as to evidence and indemnity as the Issuer may reasonably require. Mutilated or defaced Notes, Coupons or Talons must be surrendered before replacements will be issued.

11. **PAYING AGENTS**

The names of the initial Paying Agents and their initial specified offices are set out below.

The Issuer is entitled, with the prior written approval of the Trustee, to vary or terminate the appointment of any Paying Agent and/or appoint additional or other Paying Agents and/or approve any change in the specified office through which any Paying Agent acts, **provided that**:

- (a) there will at all times be an Issuing and Paying Agent and a Paying Agent with its specified office in a country outside the relevant Tax Jurisdiction; and
- (b) so long as the Notes are listed on any Stock Exchange or admitted to listing by any other relevant authority, there will at all times be a Paying Agent with a specified office in the place required by the rules and regulations of the relevant Stock Exchange or any other relevant authority.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in Condition 5.4 (*General provisions applicable to payments*). Any variation, termination, appointment or change shall only take effect with the prior written approval of the Trustee (other than in the case of insolvency, when it shall be of immediate effect) after not less than 30 nor more than 45 days' prior notice thereof shall have been given to the Noteholders in accordance with Condition 13 (*Notices*).

Notification of any change in the Paying Agents or the Calculation Agent or their specified offices will be made in accordance with Condition 13 (*Notices*).

In acting under the Agency Agreement, the Paying Agents are under no fiduciary duty and act solely as agents of the Issuer and, in certain circumstances specified therein, of the Trustee and do not assume any obligation to, or relationship of agency or trust with, any Noteholders or Couponholders. The Agency Agreement contains provisions permitting any entity into which any Paying Agent is merged or converted or with which it is consolidated or to which it transfers all or substantially all of its assets to become the successor paying agent.

12. **EXCHANGE OF TALONS**

On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon (if any) forming part of such Coupon sheet may be surrendered at the specified office of the Issuing and Paying Agent or any other Paying Agent in exchange for a further Coupon sheet including (if such further Coupon sheet does not include Coupons to (and including) the final date for the payment of interest due in respect of the Note to which it appertains) a further Talon, subject to the provisions of Condition 8 (*Prescription*).

13. **NOTICES**

All notices regarding the Notes will be deemed to be validly given if published (a) in a leading English language daily newspaper of general circulation in London, and (b) if and for so long as the Notes are admitted to trading on, and listed on the Official List of the Luxembourg Stock Exchange and the rules of that exchange so require, a daily newspaper of general circulation in Luxembourg and/or the Luxembourg Stock Exchange's website (*www.bourse.lu*). It is expected

that any such publication in a newspaper will be made in the *Financial Times* in London and the *Luxemburger Wort* in Luxembourg. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules of any stock exchange or other relevant authority on which the Notes are for the time being listed or by which they have been admitted to trading. Any such notice will be deemed to have been given on the date of the first publication or, where required to be published in more than one newspaper, on the date of the first publication in all required newspapers. If publication as provided above is not reasonably practicable, a notice will be given in such other manner, and will be deemed to have been given on such date, as the Trustee shall approve. Couponholders will be deemed for all purposes to have notice of the contents of any notice given to the Noteholders in accordance with this Condition.

Until such time as any definitive Notes are issued, there may, so long as any Global Notes representing the Notes are held in their entirety on behalf of Euroclear and/or Clearstream, Luxembourg, be substituted for such publication in such newspaper(s) the delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg for communication by them to the holders of the Notes and, in addition, for so long as any Notes are listed on a stock exchange or are admitted to trading by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules or on the website of such stock exchange. Any such notice shall be deemed to have been given to the holders of the Notes on the date of delivery to Euroclear and/or Clearstream, Luxembourg.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together (in the case of any Note in definitive form) with the related Note or Notes, with the Issuing and Paying Agent or the Paying Agent in Luxembourg. Whilst any of the Notes are represented by a Global Note, such notice may be given by any holder of a Note to the Issuing and Paying Agent by delivery to Euroclear and/or Clearstream, Luxembourg as aforesaid.

#### **14. MEETINGS OF NOTEHOLDERS, MODIFICATION, WAIVER AND SUBSTITUTION**

##### **14.1 Meeting of Noteholders, modification and waiver**

The Trust Deed contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the sanctioning by Extraordinary Resolution of a modification of the Notes, the Coupons or any of the provisions of the Trust Deed. Such a meeting may be convened by the Issuer or the Trustee and shall be convened by the Issuer if required in writing by Noteholders holding not less than 10 per cent. in nominal amount of the Notes for the time being remaining outstanding. The quorum at any such meeting for passing an Extraordinary Resolution is two or more persons holding or representing a clear majority in nominal amount of the Notes for the time being outstanding, or at any adjourned meeting two or more persons being or representing Noteholders whatever the nominal amount of the Notes so held or represented, except that at any meeting the business of which includes the modification of certain provisions of the Notes or the Coupons or the Trust Deed (including modifying the date of maturity of the Notes or any date for payment of interest thereon, reducing or cancelling the amount of principal or the rate of interest payable in respect of the Notes or altering the currency of payment of the Notes or the Coupons), the quorum shall be two or more persons holding or representing not less than two-thirds in nominal amount of the Notes for the time being outstanding, or at any adjourned such meeting two or more persons holding or representing not less than one-third in nominal amount of the Notes for the time being outstanding. An Extraordinary Resolution passed at any meeting of the Noteholders shall be binding on all the Noteholders, whether or not they are present at the meeting, and on all Couponholders.

The Trustee may agree, without the consent of the Noteholders or Couponholders, to any modification of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of the Notes or the Trust Deed, or determine, without any such consent as aforesaid, that any Event of Default or potential Event of Default shall not be treated as such, where, in any such case, it is not, in the opinion of the Trustee, materially prejudicial to the interests of the Noteholders so to do or may agree, without any such consent as aforesaid, to any modification which is of a formal, minor or technical nature or to correct a manifest error. In addition, the Trustee shall, provided it receives a certificate signed by two authorised signatories of the Issuer certifying that each change which the Issuer requires the Trustee to make pursuant to Condition 4.2(h)(iii)(C)

is a Benchmark Amendment and that the effect of the required drafting of such change is solely to implement a Benchmark Amendment, consent to any Benchmark Amendment (as defined in Condition 4.2(h)(iii)(C)), irrespective of the effect thereof on affected Noteholders and without any liability thereto provided further, however, that the Trustee shall not be obliged to agree to any Benchmark Amendment which, in its sole opinion, would have the effect of (i) exposing the Trustee to any liabilities in respect of which it has not been indemnified and/or secured and/or prefunded to its satisfaction or (ii) increasing the obligations or duties, or decreasing the rights or protections of the Trustee in the Trust Deed, the Agency Agreement and/or these Conditions (as applicable).

No consent of the Noteholders or Couponholders shall be required in connection with effecting any Benchmark Amendment as described in Condition 4.2(h)(iii)(C). Any such modifications shall be binding on the Noteholders and the Couponholders and, unless the Trustee agrees otherwise, any such modification shall be notified to the Noteholders in accordance with Condition 13 (*Notices*) as soon as reasonably practicable thereafter.

In connection with the exercise by it of any of its trusts, powers, authorities and discretions (including, without limitation, any modification, waiver, authorisation or determination), the Trustee shall have regard to the general interests of the Noteholders as a class (but shall not have regard to any interests arising from circumstances particular to individual Noteholders or Couponholders whatever their number) and, in particular but without limitation, shall not have regard to the consequences of any such exercise for individual Noteholders or Couponholders (whatever their number) resulting from their being for any purpose domiciled or resident in, or otherwise connected with, or subject to the jurisdiction of, any particular territory or any political sub-division thereof and the Trustee shall not be entitled to require, nor shall any Noteholder or Couponholder be entitled to claim, from the Issuer, the Trustee or any other person any indemnification or payment in respect of any tax consequences of any such exercise upon individual Noteholders or Couponholders except to the extent already provided for in Condition 7 (*Taxation*) and/or any undertaking or covenant given in addition to, or in substitution for, Condition 7 (*Taxation*) pursuant to the Trust Deed. In effecting any Benchmark Amendment the Trustee shall not have regard to the effect thereof on any Noteholder.

With respect to the Senior Non-Preferred Notes, any waiver or modification of the Notes or the Trust Deed may be sanctioned in accordance with the provisions of this Condition 14 only to the extent permitted under Article 12-*bis*, paragraph 4, of the Italian Banking Act, and the Issuer shall deliver to the Trustee a certificate signed by two duly authorised signatories of the Issuer stating that such waiver or modification of the Notes or the Trust Deed is permitted under Article 12-*bis*, paragraph 4, of the Italian Banking Act.

#### 14.2 **Substitution or modification of the Notes**

If a Substitution or modification of the Notes is specified as being applicable in the relevant Final Terms, (i) in cases where a Regulatory Event or a Tax Law Change has occurred and is continuing (with respect to Subordinated Notes), or a MREL Disqualification Event or a Tax Law Change has occurred and is continuing (with respect to Senior Notes), and/or (ii) with respect to all Notes, in order to ensure the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or in accordance with applicable law, the Issuer shall be entitled, having given not less than 30 nor more than 60 days' notice to the Trustee, the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable), at any time either to modify the provisions of the Trust Deed and/or the terms and conditions of the Notes of such Series, which modification, for the avoidance of doubt, in each case shall be treated as being outside the scope of the Reserved Matters, provided that:

- (a) such substitution or modification is reasonably necessary in the sole opinion of the Issuer to ensure, as applicable, that no Regulatory Event, Tax Law Change or MREL Disqualification Event would exist thereafter, or that the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or in accordance with applicable law is ensured;

- (b) following such substitution or modification of the existing Notes (the “**Existing Notes**”):
- (A) the terms and conditions of the Notes, as so modified (the “**Modified Notes**”), or the terms and conditions of the securities issued to substitute the Existing Notes (the “**New Securities**”), as applicable, are not materially less favourable to a holder of the Existing Notes (as reasonably determined by the Issuer and other than in respect of the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or in accordance with applicable law and any provisions referred to under (e) below) than the terms and conditions applicable to the Existing Notes prior to such substitution or modification;
  - (B) the Modified Notes or the New Securities, as applicable, shall have a ranking at least equal to that of the Existing Notes and shall feature the same tenor, principal amount, interest rates (including applicable margins), Interest Payment Dates and redemption rights as the Existing Notes;
  - (C) the Modified Notes or the New Securities, as applicable, are assigned (or maintain) the same solicited credit ratings (if any) as were assigned to the Existing Notes immediately prior to such substitution or modification, provided that such change in rating, if any, shall only be relevant for the purposes of this Condition 14.2(b)(C), if related specifically to the substitution or modification;
  - (D) the Modified Notes or the New Securities, as applicable, continue to be listed on a recognised stock exchange, if the Existing Notes were listed immediately prior to such substitution or modification;
- (c) the substitution or modification does not itself give rise to any right of the Issuer to redeem the Existing Notes prior to their Maturity Date, without prejudice to the provisions under Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*);
- (d) the Relevant Authority has approved such substitution or modification (if such approval is required under the Applicable Banking Regulations or the MREL Requirements applicable at that time), or has received prior written notice thereof (if such notice is required under the Applicable Banking Regulations or the MREL Requirements applicable at that time) and, following the expiry of all relevant statutory time limits, the Relevant Authority is no longer entitled to object or impose changes to the proposed substitution or modification; and
- (e) any substitution or modification made under this Condition 14.2 can also determine a change in the governing law provided under Condition 18.1 (*Governing law*) from English law to Italian law and/or in the jurisdiction and service of process provisions set out in Conditions 18.2 (*Submission to jurisdiction*) and 18.3 (*Appointment of process agent*), if the Issuer determines that such changes are necessary to ensure that the Notes remain or, as appropriate, become, eligible for the purposes of the MREL Requirements.

In connection with any substitution or modification made in this Condition 14.2, the Issuer shall comply with the rules of any stock exchange on which the Notes are then listed or admitted to trading and of any authority that is responsible for the supervision or regulation of such exchange.

Notwithstanding the provisions of Condition 14.1 (*Meeting of Noteholders, modification and waiver*), the Trustee shall be obliged, without any consent or sanction of the Noteholders, to consent to any modification to the provisions of the Trust Deed and/or the terms and conditions of the Notes of such Series or any substitution of such Notes that the Issuer considers reasonably necessary to ensure, as applicable, that no Regulatory Event, Tax Law Change or MREL Disqualification Event would exist thereafter, or that the effectiveness and enforceability of the Bail-In Power in accordance with Condition 19 (*Contractual Recognition of Bail-In Power*) or in accordance with applicable law is ensured, provided that the Issuer certifies in writing to the Trustee that such substitution or modification is reasonably necessary to comply with such criteria set out in sub-paragraph (a) above, and that the conditions set out in sub-paragraphs (b), (c), (d) and to the extent applicable, (e), above have been satisfied, and that the changes to be effected are



those necessary to give effect to and do no more than give effect to the criteria set out in paragraph (a) above, (such certificate, a “**Modification Certificate**”), provided that:

- (i) the Modification Certificate in relation to such substitution or modification shall be provided to the Trustee both at the time the Trustee is notified of the proposed substitution or modification and on the date that such substitution or modification takes effect; and
- (ii) the Trustee shall not be obliged to agree to any substitution or modification which, in the sole opinion of the Trustee would have the effect of (i) exposing the Trustee to any liability against which it has not been indemnified and/or secured and/or pre-funded to its satisfaction or (ii) increasing the obligations or duties, or decreasing the rights or protection, of the Trustee in the Trust Deed and/or these Conditions.

When implementing any substitution or modification pursuant to this Condition 14.2, the Trustee shall not consider the interests of the Noteholders, the Couponholders or any other person and shall act and rely solely and without further investigation on any certificate or evidence provided to it by the Issuer pursuant to this Condition 14.2 and shall disregard whether any substitution or modification constitutes a Reserved Matter. The Trustee shall not be liable to the Noteholders, the Couponholders or any other person for so acting or relying, irrespective of whether any such substitution or modification is or may be materially prejudicial to the interests of any such person or is within the scope of the Reserved Matters.

Any such substitution or modification shall be binding on all Noteholders and Couponholders and shall be notified by the Issuer as soon as reasonably practicable to the Noteholders in accordance with Condition 13 (*Notices*).

#### 14.3 **Substitution of the Issuer**

The Trustee may, without the consent of the Noteholders or Couponholders, agree with the Issuer to the substitution of the Issuer (or of any previous substitute) as the principal debtor under the Notes, the Coupons and the Trust Deed, by its Successor in Business or by any Subsidiary of the Issuer subject, in the case of the substitution by a Subsidiary of the Issuer, to the unconditional and irrevocable guarantee of the Issuer being given in respect of the Notes, to the Trustee being satisfied that the interests of the Noteholders will not be materially prejudiced thereby and to certain other conditions set out in the Trust Deed being complied with.

For the purpose of this Condition 14.3:

“**Successor in Business**” means any company which, as a result of any amalgamation, merger or reconstruction: (a) owns beneficially the whole or substantially the whole of the undertaking, property and assets owned by the Issuer immediately prior thereto; and (b) carries on, as successor to the Issuer, the whole or substantially the whole of the business carried on by the Issuer immediately prior thereto.

#### 15. **INDEMNIFICATION OF THE TRUSTEE AND TRUSTEE CONTRACTING WITH THE ISSUER**

The Trust Deed contains provisions for the indemnification of the Trustee and for its relief from responsibility, including provisions relieving it from taking action unless indemnified and/or secured and/or prefunded to its satisfaction.

The Trust Deed also contains provisions pursuant to which the Trustee is entitled, *inter alia*, (a) to enter into business transactions with the Issuer and/or any of its Subsidiaries and/or its Successor in Business and to act as trustee for the holders of any other securities issued or guaranteed by, or relating to, the Issuer and/or any of its Subsidiaries and/or its Successor in Business, (b) to exercise and enforce its rights, comply with its obligations and perform its duties under or in relation to any such transactions or, as the case may be, any such trusteeship without regard to the interests of, or consequences for, the Noteholders or Couponholders and (c) to retain and not be liable to account for any profit made or any other amount or benefit received thereby or in connection therewith.

16. **FURTHER ISSUES**

The Issuer shall be at liberty from time to time without the consent of the Noteholders or the Couponholders to create and issue further notes having terms and conditions the same as the Notes or the same in all respects save for the amount and date of the first payment of interest thereon and so that the same shall be consolidated and form a single Series with the outstanding Notes.

17. **CONTRACTS (RIGHTS OF THIRD PARTIES) ACT 1999**

No person shall have any right to enforce any term or condition of this Note under the Contracts (Rights of Third Parties) Act 1999, but this does not affect any right or remedy of any person which exists or is available apart from that Act.

18. **GOVERNING LAW AND SUBMISSION TO JURISDICTION**

18.1 **Governing law**

The Trust Deed, the Agency Agreement, the Notes and the Coupons and any non-contractual obligations arising out of or in connection with the Trust Deed, the Agency Agreement, the Notes and the Coupons are governed by, and shall be construed in accordance with, English law, save that (i) Condition 3 (*Status of the Notes*), and (ii) Condition 19 (*Contractual recognition of Bail-In Power*), together with any non-contractual obligations arising out of or in connection with (i) and (ii), are governed by, and shall be construed in accordance with, Italian law.

18.2 **Submission to jurisdiction**

The Issuer irrevocably agrees, for the benefit of the Trustee, the Noteholders and the Couponholders, that the courts of England are to have exclusive jurisdiction to settle any disputes which may arise out of or in connection with the Trust Deed, the Notes and/or the Coupons (including a dispute relating to any non-contractual obligations arising out of or in connection with the Trust Deed, the Notes and/or the Coupons) and accordingly submits to the exclusive jurisdiction of the English courts.

The Issuer waives any objection to the courts of England on the grounds that they are an inconvenient or inappropriate forum.

18.3 **Appointment of process agent**

The Issuer has, in the Trust Deed, appointed The Italian Chamber of Commerce and Industry for the UK at 1 Princes Street, London W1B 2AY, United Kingdom as its agent for service of process, and undertakes that, in the event of The Italian Chamber of Commerce and Industry for the UK ceasing so to act or ceasing to be located in England, it will appoint another person as its agent for service of process in England in respect of any suit, action or proceedings (together referred to as “**Proceedings**”) arising out of or in connection with the Trust Deed, the Notes and the Coupons (including any Proceedings relating to any non-contractual obligations arising out of or in connection with the Trust Deed, the Notes and the Coupons). Nothing herein shall affect the right to serve Proceedings in any other manner permitted by law.

19. **CONTRACTUAL RECOGNITION OF BAIL-IN POWER**

Notwithstanding any provision of these Conditions or any other agreements, arrangements, or understandings between the Issuer and any holder of the Notes and without prejudice to Article 55(1) of the BRRD, each Noteholder, by virtue of its acquisition of the Notes (whether on issuance or in the secondary market), acknowledges and accepts the existence of, agrees to be bound by and consents to:

- (a) the effects of the exercise of the Bail-In Power by the Relevant Authority, which exercise may include and result in any of the following, or some combination thereof:
  - (A) the reduction of all, or a portion, of the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto;

- (B) the conversion of all, or a portion, of the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto, into ordinary shares, other securities or other obligations of the Issuer or another person (and the issue to or conferral on the holder of such shares, securities or obligations), including by means of an amendment, modification or variation of these Conditions;
  - (C) the cancellation of the Notes or the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto; and
  - (D) the amendment or alteration of the maturity of the Notes or amendment of the amount of interest payable on the Notes, or the date on which the interest become payable, including by suspending payment for a temporary period; and
- (b) the variation of these Conditions, as deemed necessary by the Relevant Authority, to give effect to the exercise of the Bail-In Power by the Relevant Authority.

Each Noteholder further agrees that the rights of the Noteholders are subject to, and will be varied if necessary so as to give effect to, the exercise of any Bail-In Power by the Relevant Authority.

Upon the Issuer becoming aware of the exercise of the Bail-In Power by the Relevant Authority with respect to the Notes, the Issuer shall provide a notice to the holders of the Notes in accordance with Condition 13 (*Notices*) as soon as reasonably practicable. The Issuer shall also deliver a copy of such notice to the Trustee and the Issuing and Paying Agent for information purposes. Any delay or failure by the Issuer to give notice shall not affect the validity and enforceability of the Bail-In Power nor the effects on the Notes described in this Condition 19.

The exercise of the Bail-In Power by the Relevant Authority with respect to the Notes shall not constitute an Event of Default and the terms and conditions of the Notes shall continue to apply to the outstanding principal amount of the Notes subject to any modification of the amount of interest payments to reflect the reduction of the outstanding principal amount, and any further modification of the terms that the Relevant Authority may decide in accordance with applicable laws and regulations, including in particular the BRRD and the SRM Regulation, and any other relevant provisions under the Applicable Banking Regulations.

Each Noteholder also acknowledges and agrees that this provision is exhaustive on the matters described herein to the exclusion of any other agreements, arrangements or understandings relating to the application of the Bail-In Power.

## TERMS AND CONDITIONS OF THE ITALIAN LAW NOTES

*The following are the Terms and Conditions for the Notes governed by Italian law (the “**Italian Law Notes**”) which, as completed by the relevant Final Terms, will be incorporated by reference into each Global Note (as defined below) and each definitive Note, in the latter case only if permitted by the relevant stock exchange or other relevant authority (if any) and agreed by the Issuer and the relevant Dealer at the time of issue but, if not so permitted and agreed, such definitive Note will have endorsed thereon or attached thereto such Terms and Conditions. The relevant Final Terms (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and definitive Note. Reference should be made to “Form of the Notes” for a description of the content of Final Terms which will specify which of such terms are to apply in relation to the relevant Notes.*

*In these “Terms and Conditions”, references to the “Notes” shall be to the Italian Law Notes (as defined below) and references to “Receipt” and “Talons” (both as defined below) shall be to the “Receipt” and “Talons” (both as defined below) connected to the Italian Law Notes (as defined below), and references to “Noteholders” (as defined below) shall be to the Noteholders of the Italian Law Notes only.*

This Note is one of a Series (as defined below) of the Italian Law Notes issued by BANCO BPM S.p.A. (the “**Issuer**”) pursuant to an agency agreement (such agency agreement as modified and/or supplemented and/or restated from time to time, the “**Agency Agreement for the Italian Law Notes**”) dated 11 June 2021 made between the Issuer, Citibank, N.A., London Branch as issuing and paying agent (the “**Issuing and Paying Agent**” or the “**Agent**”, which expression shall include any successor issuing and paying agent (as applicable)) and the other paying agents named therein (together with the Issuing and Paying Agent, the “**Paying Agents**”, which expression shall include any additional or successor paying agents).

References herein to the “**Notes**” shall be references to the Notes of this Series and shall mean:

- (a) in relation to any Notes represented by a global Note (a “**Global Note**”), units of the lowest Specified Denomination in the Specified Currency;
- (b) any Global Note; and
- (c) any definitive Notes issued in exchange for a Global Note.

Interest bearing definitive Notes have interest coupons (“**Coupons**”) and, if indicated in the relevant Final Terms, talons for further Coupons (“**Talons**”) attached on issue. Any reference herein to Coupons or coupons shall, unless the context otherwise requires, be deemed to include a reference to Talons or talons. Global Notes do not have Coupons or Talons attached on issue.

The Final Terms for this Note (or the relevant provisions thereof) are set out in Part A of the Final Terms attached to or endorsed on this Note which completes these Terms and Conditions of the Italian Law Notes (the “**Conditions**”). References to the “**relevant Final Terms**” are to Part A of the Final Terms (or the relevant provisions thereof) attached to or endorsed on this Note.

The holders for the time being of the Notes shall hereafter be referred to as the “**Noteholders**”, which expression shall, in relation to any Notes represented by a Global Note, be construed as provided below and the holders of the Coupons shall hereinafter be referred to as the “**Couponholders**”, which expression shall, unless the context otherwise requires, include the holders of the Talons.

As used herein, “**Tranche**” means Notes which are identical in all respects (including as to listing and admission to trading) and “**Series**” means a Tranche of Notes together with any further Tranche or Tranches of Notes which are (a) expressed to be consolidated and form a single series and (b) identical in all respects (including as to listing and admission to trading) except for their respective Issue Dates (as set out in the relevant Final Terms), Interest Commencement Dates and/or Issue Prices.

Copies of the Agency Agreement for the Italian Law Notes are, upon reasonable request, available for inspection during normal business hours at the registered office for the time being of the Issuing and Paying Agent being at Citigroup Centre, Canada Square, Canary Wharf, London E14 5LB and at the specified office of each of the Paying Agents or may be provided by email to a Noteholder following their prior written request to any Paying Agent and provision of proof of holding and identity (in a form satisfactory to the relevant Paying Agent). Copies of the relevant Final Terms are available for viewing at, and copies can be obtained from, the registered office of the Issuer at Piazza Filippo Meda, 4, 20121 Milan, Italy and

from BNP Paribas Securities Services, Luxembourg Branch, 60 Avenue J.F. Kennedy, L-1855, Luxembourg and will be published on the website of the Luxembourg Stock Exchange (*www.bourse.lu*) save that, if this Note is neither admitted to trading on a regulated market in the European Economic Area nor offered in the European Economic Area in circumstances where a prospectus is required to be published under the Prospectus Regulation, the relevant Final Terms will only be obtainable by a Noteholder holding one or more Notes and such Noteholder must produce evidence satisfactory to the Issuer and the Issuing and Paying Agent or, as the case may be, the relevant Paying Agent as to its holding of such Notes and identity. The Noteholders and the Couponholders are deemed to have notice of, and are entitled to the benefit of, all the provisions of the Agency Agreement for the Italian Law Notes and the relevant Final Terms which are applicable to them. The statements in these Conditions include summaries of, and are subject to, the detailed provisions of the Agency Agreement for the Italian Law Notes.

Words and expressions defined in the Agency Agreement for the Italian Law Notes or used in the relevant Final Terms shall have the same meanings where used in these Conditions unless the context otherwise requires or unless otherwise stated and **provided that** in the event of inconsistency between the Agency Agreement for the Italian Law Notes and the relevant Final Terms, the relevant Final Terms will prevail.

#### 1. **FORM, DENOMINATION AND TITLE**

The Notes are in bearer form and, in the case of definitive Notes, serially numbered.

The Notes may be Fixed Rate Notes, Floating Rate Notes, CMS Linked Interest Notes, Fixed-Floating Rate Notes, Floating-Fixed Rate Notes or Zero Coupon Notes or a combination of any of the foregoing, depending upon the Interest Basis shown in the relevant Final Terms.

The Notes may also be senior preferred notes (“**Senior Preferred Notes**”), senior non-preferred notes (“**Senior Non-Preferred Notes**” and, together with the Senior Preferred Notes, the “**Senior Notes**”) or subordinated notes (“**Subordinated Notes**”), depending on the status of the Notes specified in the relevant Final Terms.

The Notes are denominated in such currency as may be specified in the relevant Final Terms (the “**Specified Currency**”) and in the denomination or denominations specified in the relevant Final Terms (a “**Specified Denomination**”), provided that Senior Non-Preferred Notes will have a denomination of at least Euro 250,000 (or, where the Senior Non-Preferred Notes are denominated in a Specified Currency other than Euro, the equivalent amount in such other Specified Currency). Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination.

Definitive Notes are issued with Coupons attached, unless they are Zero Coupon Notes in which case references to Coupons and Couponholders in these Conditions are not applicable.

Subject as set out below, title to the Notes and Coupons will pass by delivery. The Issuer and the Paying Agents will (except as otherwise required by law) deem and treat the bearer of any Note or Coupon as the absolute owner thereof (whether or not overdue and notwithstanding any notice of ownership or writing thereon or notice of any previous loss or theft thereof) for all purposes but, in the case of any Global Note, without prejudice to the provisions set out in the next succeeding paragraph.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear Bank SA/NV (“**Euroclear**”) and/or Clearstream Banking, S.A. (“**Clearstream, Luxembourg**”), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Issuer and the Paying Agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Global Note shall be treated by the Issuer and any Paying Agent as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions “**Noteholder**” and “**holder of Notes**” and related expressions shall be construed accordingly. In determining whether

a particular person is entitled to a particular nominal amount of notes as aforesaid, the Issuing and Paying Agent may rely on such evidence and/or information and/or certification as it shall, in its absolute discretion, think fit and, if it does so rely, such evidence and/or information and/or certification shall, in the absence of manifest error, be conclusive and binding on all concerned.

Notes which are represented by a Global Note will be transferable only in accordance with the rules and procedures for the time being of Euroclear and Clearstream, Luxembourg, as the case may be.

References to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the relevant Final Terms or as may otherwise be approved by the Issuer and the Issuing and Paying Agent.

## 2. DEFINITIONS

In these Conditions, unless the context otherwise requires, the following defined terms shall have the meanings set out below:

**“Applicable Banking Regulations”** means at any time the laws, regulations, requirements, guidelines and policies relating to capital adequacy then in effect in the Republic of Italy and applicable to the Issuer or the Group (as the case may be), including, without limitation, the BRRD, the BRRD Implementing Decrees, the CRD IV Package, the Capital Instruments Regulations, Circular No. 285, the Banking Reform Package, the SRM Regulation and any other regulations, requirements, guidelines and policies relating to capital adequacy then in effect of the Relevant Authority or of the institutions of the European Union (whether or not such requirements, guidelines or policies have the force of law and whether or not they are applied generally or specifically to the Issuer or the Group, as the case may be); and standards and guidelines issued by the European Banking Authority;

**“Banking Reform Package”** means (i) Regulation (EU) 2019/876 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No. 575/2013 as regards the leverage ratio, the net stable funding ratio, requirements for own funds and eligible liabilities, counterparty credit risk, market risk, exposure to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements, and Regulation (EU) No. 648/2012, (ii) Regulation (EU) 2019/877 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No. 806/2014 as regards the loss-absorbing and recapitalization capacity of credit institutions and investment firms, (iii) Directive (EU) 2019/878 of the European Parliament and of the Council of 20 May 2019 amending Directive 2013/36/EU as regards exempted entities, financial holding companies, mixed financial holding companies, remuneration, supervisory measures and powers and capital conservation measures, and (iv) Directive (EU) 2019/879 of the European Parliament and of the Council of 20 May 2019 amending Directive 2014/59/EU as regards the loss-absorbing and recapitalization capacity of credit institutions and investment firms and Directive 98/26/EC;

**“Bail-In Power”** means any statutory write-down, conversion, transfer, modification and/or suspension power existing from time to time under any laws, regulations, rules or requirements relating to the resolution of credit institutions, investment firms and/or group entities in effect and applicable in the relevant Member State to the Issuer or other entities of the Group (as the case may be), including but not limited to any laws, regulations, rules or requirements set forth in or implementing the BRRD, the BRRD Implementing Decrees and/or the SRM Regulation or any successor laws, regulations, rules or requirements establishing a framework for the recovery and resolution of the Issuer (and/or other entities of the Group, where applicable) within the context of a relevant Member State resolution regime or otherwise, pursuant to which liabilities of the Issuer (and/or other entities of the Group, where applicable) can be reduced, cancelled, transferred, modified, suspended for a temporary period and/or converted into shares or obligations of the obligor or any other person, whether in combination with a resolution action or otherwise;

**“Bank Creditor Hierarchy Directive”** means Directive (EU) 2017/2399 of the European Parliament and of the Council of 12 December 2017 amending the BRRD as regards the ranking

of unsecured debt instruments in insolvency hierarchy, as amended, supplemented or replaced from time to time;

“**Benchmarks Regulation**” means Regulation (EU) No. 2016/1011 of the European Parliament and of the Council of 8 June 2016 on indices used as benchmarks in financial instruments and financial contracts or to measure the performance of investment funds and amending Directives 2008/48/EC and 2014/17/EU and Regulation (EU) No. 596/2014;

“**Broken Amount**” has the meaning given in the relevant Final Terms;

“**BRRD**” means Directive 2014/59/EU of the European Parliament and of the Council of 15 May 2014 establishing a framework for the recovery and resolution of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**BRRD Implementing Decrees**” means the Legislative Decrees No. 180 and 181 of November 16, 2015, implementing the BRRD in the Republic of Italy, as amended or replaced from time to time (including, without limitation, as a consequence of the transposition of the Banking Reform Package into Italian law);

“**Business Day**” means a day which is both:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in London and each additional business centre specified in the relevant Final Terms (each an “**Additional Business Centre**”); and
- (b) either (i) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than London and any Additional Business Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Melbourne and Wellington, respectively) or (ii) in relation to any sum payable in euro, a day on which the Trans-European Automated Real-time Gross Settlement Express Transfer (TARGET2) System (the “**TARGET2 System**”) is open;

“**Calculation Agent**” means the Issuing and Paying Agent or such other person specified in the relevant Final Terms;

“**Capital Instruments Regulations**” means the Delegated Regulation and any other rules or regulations of the Relevant Authority or of the institutions of the European Union or which are otherwise applicable to the Issuer or the Group (as the case may be), whether introduced before or after the Issue Date, which prescribe (alone or in conjunction with any other rules or regulations) the requirements to be fulfilled by financial instruments for their inclusion in the Own Funds of the Issuer or the Group (as the case may be) to the extent required under the CRD IV Package (including, without limitation, any rules or regulations implementing the Banking Reform Package);

“**CET1 Instruments**” means at any time common equity tier 1 instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

“**Circular No. 285**” means the Bank of Italy Circular No. 285 of 17 December 2013, setting forth the supervisory provisions for banks (*Disposizioni di Vigilanza per le Banche*), as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the transposition of the Banking Reform Package into Italian law);

“**CMS Rate**” shall mean the applicable swap rate for swap transactions in the Reference Currency with a maturity of the Designated Maturity, expressed as a percentage, which appears on the Relevant Screen Page on the Interest Determination Date in question, all as determined by the Calculation Agent;

“**CMS Reference Banks**” means (i) where the Reference Currency is Euro, the principal office of five major banks in the Euro-zone inter-bank market, (ii) where the Reference Currency is Sterling, the principal London office of five major banks in the London inter-bank market, (iii) where the Reference Currency is U.S. dollars, the principal New York City office of five major banks in the New York City inter-bank market, or (iv) in the case of any other Reference Currency, the office of five major banks in the principal relevant financial centre specified in the relevant Final Terms (the “**Relevant Financial Centre**”), in each case selected by the Issuer;

“**CRD IV**” means Directive 2013/36/EU of the European Parliament and of the Council of 26 June 2013 on access to the activity of credit institutions and the prudential supervision of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**CRD IV Package**” means (i) the CRR and (ii) the CRD IV;

“**CRR**” means Regulation (EU) No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of the entry into force of the Banking Reform Package);

“**Day Count Fraction**” means:

- (a) in respect of the calculation of an amount of interest in accordance with Condition 4.1 (*Interest on Fixed Rate Notes*):
  - (i) if “**Actual/Actual (ICMA)**” is specified in the relevant Final Terms:
    - (A) in the case of Notes where the number of days in the relevant period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (the “**Accrual Period**”) is equal to or shorter than the Determination Period during which the Accrual Period ends, the number of days in such Accrual Period divided by the product of (I) the number of days in such Determination Period and (II) the number of Interest Determination Dates (as specified in the relevant Final Terms) that would occur in one calendar year; or
    - (B) in the case of Notes where the Accrual Period is longer than the Determination Period during which the Accrual Period ends, the sum of:
      - (1) the number of days in such Accrual Period falling in the Determination Period in which the Accrual Period begins divided by the product of (x) the number of days in such Determination Period and (y) the number of Interest Determination Dates that would occur in one calendar year; and
      - (2) the number of days in such Accrual Period falling in the next Determination Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Interest Determination Dates that would occur in one calendar year; and
  - (ii) if “**30/360**” is specified in the relevant Final Terms, the number of days in the period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (such number of days being calculated on the basis of a year of 360 days with 12 30-day months) divided by 360.



(b) in respect of the calculation of an amount of interest in accordance with Condition 4.2 (*Interest on Floating Rate Notes and CMS Linked Interest Notes*):

- (i) if “**Actual/Actual (ISDA)**” or “**Actual/Actual**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365 (or, if any portion of that Interest Period falls in a leap year, the sum of (I) the actual number of days in that portion of the Interest Period falling in a leap year divided by 366 and (II) the actual number of days in that portion of the Interest Period falling in a non-leap year divided by 365);
- (ii) if “**Actual/365 (Fixed)**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365;
- (iii) if “**Actual/365 (Sterling)**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 365 or, in the case of an Interest Payment Date falling in a leap year, 366;
- (iv) if “**Actual/360**” is specified in the relevant Final Terms, the actual number of days in the Interest Period divided by 360;
- (v) if “**30/360**”, “**360/360**” or “**Bond Basis**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

- Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;
  - Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;
  - M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;
  - M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;
  - D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case D<sub>1</sub> will be 30; and
  - D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 and D<sub>1</sub> is greater than 29, in which case D<sub>2</sub> will be 30;
- (vi) if “**30E/360**” or “**Eurobond Basis**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case D<sub>1</sub> will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 in which case D<sub>2</sub> will be 30;

(vii) if “**30E/360 (ISDA)**” is specified in the relevant Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

Day Count Fraction =

$$\frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1) + (D_2 - D_1)]}{360}$$

Where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless (i) that day is the last day of February or (ii) such number would be 31, in which case D<sub>1</sub> will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless (i) that day is the last day of February but not the Maturity Date or (ii) such number would be 31 in which case and D<sub>2</sub> will be 30,

**provided, however, that** in each such case the number of days in the Interest Period is calculated from and including the first day of the Interest Period to but excluding the last day of the Interest Period.

“**Delegated Regulation**” means Commission Delegated Regulation (EU) No. 241/2014 of 7 January 2014 supplementing the CRR with regard to the regulatory technical standards for Own Funds requirements for institutions, as amended, supplemented or replaced from time to time (including, without limitation, as a consequence of any rules or regulations implementing the Banking Reform Package);

“**Designated Maturity**” has the meaning given in the relevant Final Terms;

**“Determination Period”** means each period from (and including) an Interest Determination Date to (but excluding) the next Interest Determination Date (including, where either the Interest Commencement Date or the final Interest Payment Date is not an Interest Determination Date, the period commencing on the first Interest Determination Date prior to, and ending on the first Interest Determination Date falling after, such date);

**“Eligible Liabilities”** means at any time eligible liabilities as interpreted and applied in accordance with the Applicable Banking Regulations;

**“Eligible Liabilities Instruments”** means at any time eligible liabilities instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

**“First Interest Payment Date”** means the date specified in the relevant Final Terms;

**“Fixed Coupon Amount”** has the meaning given in the relevant Final Terms;

**“Fixed Interest Period”** means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date;

**“Group”** means the Issuer and its consolidated Subsidiaries (or any other entities that are consolidated in the Issuer’s calculation of its Own Funds on a consolidated basis in accordance with Applicable Banking Regulations);

**“Interest Commencement Date”** means the date of issue of the Notes (as specified in the relevant Final Terms) or such other date as may be specified as such in the relevant Final Terms;

**“Interest Determination Date”** has the meaning given in the relevant Final Terms;

**“Interest Payment Date”** means the first Interest Payment Date and any date or dates specified as such in, or determined in accordance with the provisions of, the relevant Final Terms;

**“Italian Banking Act”** means Legislative Decree No. 385 of 1 September 1993, as amended, supplemented or replaced from time to time;

**“Loss Absorption Requirement”** means the power of the Relevant Authority to impose that Own Funds instruments or other liabilities of the Issuer or entities of the Group (as the case may be) are subject to full or partial write-down of the principal or conversion into CET1 Instruments or other instruments of ownership in accordance with Article 59 of the BRRD and the related national implementing provisions applicable to the Issuer or entities of the Group (as the case may be);

**“MREL Disqualification Event”** means that, by reason of the introduction of, or a change in, any MREL Requirements, which was not reasonably foreseeable by the Issuer at the Issue Date of the relevant Series of Notes, all or part of the aggregate outstanding nominal amount of a Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes (as the case may be) are or will be excluded fully or partially from the liabilities that are eligible to meet the MREL Requirements. For the avoidance of doubt: (a) the exclusion of a Series of Notes from the liabilities that are eligible to meet the MREL Requirements due to the remaining maturity of such Notes being less than any period prescribed thereunder does not constitute a MREL Disqualification Event; (b) the exclusion of all or some of a Series of Notes from the MREL Requirements due to there being insufficient headroom for such Notes within any prescribed exception to the otherwise applicable general requirements for liabilities that are eligible to meet the MREL Requirements does not constitute a MREL Disqualification Event; and (c) any exclusion shall not be “reasonably foreseeable” by the Issuer at the Issue Date where such exclusion arises as a result of (i) any EU and/or national legislation implementing and/or supplementing the Banking Reform Package differing, as it applies to the Issuer and/or the Group, in any respect from the drafts of proposal for the implementation of the Banking Reform Package, if any, in place as at the Issue Date of the first Series of the Senior Notes, or (ii) the official interpretation or application of the Banking Reform Package as applicable to the Issuer and/or the Group (including any interpretation or pronouncement by any relevant court or tribunal or by the Relevant Authority) differing in any respect from the official interpretation or application, if any, in place as at the Issue Date of the relevant Series of Senior Notes;

**“MREL Requirements”** means the laws, regulations, requirements, guidelines, rules, standards, measures and policies relating to minimum requirements for own funds and eligible liabilities applicable to the Issuer or the Group (as the case may be) from time to time, including, without limitation to the generality of the foregoing, any delegated or implementing acts (such as implementing technical standards or regulatory technical standards) adopted by the European Commission and any regulations, requirements, guidelines, rules, standards, measures and policies relating to minimum requirements for own funds and eligible liabilities and/or loss absorbing capacity instruments adopted by the Republic of Italy or a Relevant Authority from time to time (whether or not such regulations, requirements, guidelines, rules, standards, measures or policies are applied generally or specifically to the Issuer or the Group (as the case may be)), as any of the preceding laws, regulations, requirements, guidelines, rules, standards, measures, policies or interpretations may be amended, supplemented, superseded or replaced from time to time;

**“Own Funds”** shall have the meaning given to such term in the CRR, as interpreted and applied in accordance with the Applicable Banking Regulations;

**“Own Funds Instruments”** means at any time own funds instruments as interpreted and applied in accordance with the Applicable Banking Regulations;

**“Reference Bank(s)”** means, in the case of a determination of EURIBOR, the principal Euro zone office of four major banks in the Euro zone interbank market, in each case selected by the Issuer or as specified in the relevant Final Terms;

**“Reference Currency”** has the meaning given in the relevant Final Terms;

**“Reference Rate”** has the meaning given in the relevant Final Terms;

**“Regulatory Event”** means any change (or pending change which the Relevant Authority considers to be sufficiently certain) in the regulatory classification of the Subordinated Notes from their classification on the Issue Date that results, or would be likely to result, in their exclusion in full or, to the extent permitted under the Applicable Banking Regulations, in part, from the Tier 2 Capital of the Issuer or, where applicable in accordance with the Applicable Banking Regulations, a reclassification as a lower quality form of Own Funds;

**“Relevant Authority”** means, as the context may require, (i) the European Central Bank or the Bank of Italy, acting within the framework of the Single Supervisory Mechanism, or any successor or replacement authority having responsibility for the prudential oversight and supervision of the Issuer or the Group (as the case may be), and/or (ii) the Single Resolution Board, the European Council, the European Commission or the Bank of Italy, acting within the framework of the Single Resolution Mechanism, or any successor or replacement authority having responsibility for the resolution of the Issuer or other entities of the Group (as the case may be);

**“Relevant Screen Page”** means the page, section or other part of a particular information service (including, without limitation, Reuters) specified as the Relevant Screen Page in the relevant Final Terms, or such other page, section or other part as may replace it on that information service or such other information service, in each case, as may be nominated by the person providing or sponsoring the information appearing there for the purpose of displaying rates or prices comparable to the Reference Rate;

**“Relevant Swap Rate”** means:

- (a) where the Reference Currency is Euro, the mid-market annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the annual fixed leg, calculated on a 30/360 day count basis, of a fixed for floating euro interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/360 day count basis, is equivalent to EUR EURIBOR Reuters (as defined in the ISDA Definitions) with a designated maturity determined by the Calculation Agent by reference to standard market practice and/or the ISDA Definitions;

- (b) where the Reference Currency is Sterling, the mid-market semi-annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the semi-annual fixed leg, calculated on an Actual/365 (Fixed) day count basis, of a fixed for floating Sterling interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/365 (Fixed) day count basis, is equivalent (A) if the Designated Maturity is greater than one year, to GBP LIBOR BBA (as defined in the ISDA Definitions) with a designated maturity of six months or (B) if the Designated Maturity is one year or less, to GBP LIBOR BBA with a designated maturity of three months;
- (c) where the Reference Currency is U.S. dollars, the mid-market semi-annual swap rate determined on the basis of the mean of the bid and offered rates for the semi-annual fixed leg, calculated on a 30/360 day count basis, of a fixed for floating United States dollar interest rate swap transaction with a term equal to the Designated Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, calculated on an Actual/360 day count basis, is equivalent to USD LIBOR BBA (as defined in the ISDA Definitions) with a designated maturity of three months; and
- (d) where the Reference Currency is any other currency or if the relevant Final Terms specify otherwise, the mid-market swap rate as determined in accordance with the relevant Final Terms;

**“Representative Amount”** means an amount that is representative for a single transaction in the relevant market at the relevant time;

**“Single Resolution Mechanism”** means the single resolution mechanism established pursuant to the SRM Regulation;

**“Single Supervisory Mechanism”** means the single supervisory mechanism established pursuant to the SSM Regulation;

**“SRM Regulation”** means Regulation (EU) No. 806/2014 of the European Parliament and of the Council of 15 July 2014 establishing uniform rules and a uniform procedure for the resolution of credit institutions and certain investment firms in the framework of a Single Resolution Mechanism and a Single Resolution Fund, as amended, supplemented or replaced from time to time (including as a consequence of the entry into force of the Banking Reform Package);

**“SSM Regulation”** means Council Regulation (EU) No. 1024/2013 of 15 October 2013 conferring specific tasks on the European Central Bank concerning policies relating to the prudential supervision of credit institutions, as amended, supplemented or replaced from time to time;

**“sub-unit”** means, with respect to any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to euro, one cent;

**“Subsidiary”** means any company or person that is controlled by the Issuer pursuant to Article 23 of the Italian Banking Act;

**“Tax Law Change”** means any change in, or amendment to, the laws or regulations of a Tax Jurisdiction (as defined in Condition 7 (*Taxation*)) (including any treaty to which the Tax Jurisdiction is a party) or any change in the application or official or generally published interpretation of such laws or regulations (including a change or amendment resulting from a ruling by a court or tribunal of competent jurisdiction), which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes.

**“Tier 1 Capital”** means at any time tier 1 capital as interpreted and applied in accordance with the Applicable Banking Regulations;

“**Tier 2 Capital**” means at any time tier 2 capital as interpreted and applied in accordance with the Applicable Banking Regulations; and

“**Tier 2 Instruments**” means at any time tier 2 instruments as interpreted and applied in accordance with the Applicable Banking Regulations.

### 3. STATUS OF THE NOTES

#### 3.1 Status of the Senior Preferred Notes

*This Condition 3.1 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes.*

The Senior Preferred Notes and any related Coupons are direct, unconditional, unsubordinated and unsecured obligations of the Issuer and rank *pari passu* among themselves.

The payment obligations of the Issuer under the Senior Preferred Notes and the Coupons related to them shall at all times rank (save for certain obligations required to be preferred by law, including any obligations permitted by law to rank senior to the Senior Preferred Notes following the Issue Date, if any) equally with all other unsecured and unsubordinated obligations of the Issuer from time to time outstanding (other than obligations ranking junior to the Senior Preferred Notes from time to time, including any obligations under Senior Non-Preferred Notes and any further obligations permitted by law or by their terms to rank junior to the Senior Preferred Notes following the Issue Date, if any).

In relation to each Series of Senior Preferred Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Senior Preferred Note unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Senior Preferred Note.

#### 3.2 Status of the Senior Non-Preferred Notes

*This Condition 3.2 applies only to Notes specified in the relevant Final Terms as being Senior Non-Preferred Notes.*

The Senior Non-Preferred Notes and any related Coupons are direct, unconditional, unsubordinated, unsecured and non-preferred obligations of the Issuer that are intended to qualify as *strumenti di debito chirografario di secondo livello* of the Issuer in accordance with, and for the purposes of, Article 12-*bis* of the Italian Banking Act.

The payment obligations of the Issuer under the Senior Non-Preferred Notes and the Coupons related to them shall at all times rank:

- (a) junior to Senior Preferred Notes and all present or future unsecured and unsubordinated obligations of the Issuer which rank, or are expressed to rank by their terms and/or by provision of law, senior to the Senior Non-Preferred Notes (including, without limitation, any obligations under the Senior Preferred Notes and any obligation required to be preferred by law and claims arising from the excluded liabilities within the meaning of Article 72a(2) of the CRR);
- (b) *pari passu* among themselves and with any other present or future obligations of the Issuer which do not rank, or are not expressed by their terms to rank, junior or senior to the Senior Non-Preferred Notes; and
- (c) senior to any present or future obligations of the Issuer which rank, or are expressed by their terms to rank, junior to the Senior Non-Preferred Notes (including, without limitation, the claims of the shareholders of the Issuer and any other obligations under the Subordinated Notes or any other obligations under instruments or items included in the Tier 1 Capital or Tier 2 Capital of the Issuer),

in all such cases in accordance with the provisions set forth in Article 91, paragraph 1-*bis*, letter c-*bis*) of the Italian Banking Act and any relevant regulation which may be enacted from time to time for the purposes of implementing such provisions and/or any laws, regulations or guidelines implementing the rules set forth in the Bank Creditor Hierarchy Directive.

In relation to each Series of Senior Non-Preferred Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Senior Non-Preferred Note unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Senior Non-Preferred Note.

### 3.3 **Status of the Subordinated Notes**

*This Condition 3.3 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

The Subordinated Notes and any related Coupons are direct, unsecured and subordinated obligations of the Issuer that are intended to qualify for regulatory purposes as Tier 2 Instruments to be included in the Tier 2 Capital of the Issuer in accordance with Article 63 of the CRR and Part II, Chapter 1 of Circular No. 285 (or any successor rules under the Applicable Banking Regulations).

The payment obligations of the Issuer under the Subordinated Notes and the Coupons related to them shall at all times rank:

- (a) junior to all present or future unsecured and unsubordinated obligations of the Issuer (including, without limitation, any obligations under the Senior Notes) or any other present or future subordinated obligations of the Issuer which rank, or are expressed by their terms to rank, senior to the Subordinated Notes, including any obligation required to be preferred by law;
- (b) *pari passu* among themselves and with any other present or future obligations of the Issuer which do not rank, or are not expressed by their terms to rank, junior or senior to the Subordinated Notes; and
- (c) senior to any present or future obligations of the Issuer which rank, or are expressed by their terms to rank, junior to the Subordinated Notes (including, without limitation, the claims of the shareholders of the Issuer and any other obligations under instruments or items included in the Tier 1 Capital of the Issuer).

In relation to each Series of Subordinated Notes, all Notes of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and/or interest thereon will be paid *pro rata* on all Notes of such Series.

Each holder of a Subordinated Note unconditionally and irrevocably waives any right of set-off, netting, counterclaim, abatement or other similar remedy which it might otherwise have, under the laws of any jurisdiction, in respect of such Subordinated Note.

The Subordinated Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to the Loss Absorption Requirement, if so required under the BRRD and/or the SRM Regulation, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that the application of the Loss Absorption Requirement to the Subordinated Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

## 4. INTEREST

### 4.1 Interest on Fixed Rate Notes

*This Condition 4.1 applies to the Notes: (a) if the Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable; and (b) if the Fixed-Floating Rate Note Provisions or the Floating-Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable, in respect of those Fixed Interest Periods for which the Fixed Rate Note Provisions are stated to apply.*

Each Fixed Rate Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date at the rate(s) per annum equal to the Rate(s) of Interest. Interest will be payable in arrear on the Interest Payment Date(s) in each year up to (and including) the Maturity Date. The Rate of Interest may be specified in the relevant Final Terms either (i) as the same Rate of Interest for all Fixed Interest Periods or (ii) as a different Rate of Interest in respect of one or more Fixed Interest Periods.

If the Notes are in definitive form, except as provided in the relevant Final Terms, the amount of interest payable on each Interest Payment Date in respect of the Fixed Interest Period ending on (but excluding) such date will amount to the Fixed Coupon Amount. Payments of interest on any Interest Payment Date will, if so specified in the relevant Final Terms, amount to the Broken Amount so specified.

Except in the case of Notes in definitive form where a Fixed Coupon Amount or Broken Amount is specified in the relevant Final Terms, interest shall be calculated in respect of any period by applying the Rate of Interest to the Calculation Amount, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Fixed Rate Note in definitive form comprises more than one Calculation Amount, the amount of interest payable in respect of such Fixed Rate Note shall be the aggregate of the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

### 4.2 Interest on Floating Rate Notes and CMS Linked Interest Notes

*This Condition 4.2 applies to the Notes (a) if the Floating Rate Note Provisions are specified in the relevant Final Terms as being applicable; and (b) if the Fixed-Floating Rate Note Provisions or the Floating-Fixed Rate Note Provisions are specified in the relevant Final Terms as being applicable, in respect of those Interest Periods for which the Floating Rate Note Provisions are stated to apply.*

#### (a) Interest Payment Dates

Each Floating Rate Note and CMS Linked Interest Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date and such interest will be payable in arrear on either:

- (i) the date or dates specified as a specified interest payment date in each year specified in the relevant Final Terms (a “**Specified Interest Payment Date**”); or
- (ii) if no Specified Interest Payment Date(s) is/are specified in the relevant Final Terms, each date (each such date, together with each Specified Interest Payment Date, an “**Interest Payment Date**”) which falls the number of months or other period specified as the specified period in the relevant Final Terms (the “**Specified Period**”) after the preceding Interest Payment Date or, in the case of the First Interest Payment Date, after the Interest Commencement Date.

Such interest will be payable in respect of each Interest Period (which expression shall, in these Conditions, mean the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date) (the “**Interest Period**”).



If a Business Day Convention is specified in the relevant Final Terms and (x) if there is no numerically corresponding day in the calendar month in which an Interest Payment Date should occur or (y) if any Interest Payment Date would otherwise fall on a day which is not a Business Day, then, if the Business Day Convention specified is:

- (i) in any case where Specified Periods are specified in accordance with Condition 4.2(a)(ii) above, the Floating Rate Convention, such Interest Payment Date (a) in the case of (x) above, shall be the last day that is a Business Day in the relevant month and the provisions of (ii) below shall apply *mutatis mutandis* or (b) in the case of (y) above, shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event (i) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (ii) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the Specified Period after the preceding applicable Interest Payment Date occurred; or
- (ii) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (iii) the Modified Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day; or
- (iv) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

(b) **Rate of Interest**

The Rate of Interest payable from time to time in respect of Floating Rate Notes and CMS Linked Interest Notes will be determined in the manner specified in the relevant Final Terms.

(i) ***ISDA Determination for Floating Rate Notes***

Where ISDA Determination is specified in the relevant Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will be:

- (A) if “Multiplier” is specified in the relevant Final Terms as not being applicable, the relevant ISDA Rate plus or minus (as indicated in the relevant Final Terms) the Margin (if any);
- (B) if “Multiplier” is specified in the relevant Final Terms as being applicable (i) the sum of the Margin and the relevant ISDA Rate multiplied by (ii) the Multiplier;
- (C) if “Reference Rate Multiplier” is specified in the relevant Final Terms as being applicable, the sum of (i) the Margin, and (ii) the relevant ISDA Rate multiplied by the Reference Rate Multiplier,

where “Multiplier” and “Reference Rate Multiplier” each has the meaning given in the relevant Final Terms and where “ISDA Rate” for an Interest Period means a rate equal to the Floating Rate that would be determined by the Calculation Agent under an interest rate swap transaction if the Calculation Agent were acting as Calculation Agent for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as at the Issue Date of the first Tranche of the Notes (the “ISDA Definitions”) and under which:

- (A) the Floating Rate Option is as specified in the relevant Final Terms;

- (B) the Designated Maturity is a period specified in the relevant Final Terms; and
- (C) the relevant Reset Date is either (a) if the applicable Floating Rate Option is based on the Euro zone interbank offered rate (“EURIBOR”), the first day of that Interest Period or (b) in any other case, as specified in the relevant Final Terms.

For the purposes of this subparagraph (i), “**Floating Rate**”, “**Calculation Agent**”, “**Floating Rate Option**”, “**Designated Maturity**” and “**Reset Date**” have the meanings given to those terms in the ISDA Definitions.

(ii) ***Screen Rate Determination for Floating Rate Notes (other than for Floating Rate Notes linked to SONIA or the CMS Rate)***

- (w) Where Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will, subject to Condition 4.2(h) below, be either:
  - (A) the offered quotation; or
  - (B) the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the offered quotations,

(expressed as a percentage rate per annum) for the Reference Rate which appears or appear, as the case may be, on the Relevant Screen Page as at the time specified in the relevant Final Terms (the “**Specified Time**”) on the Interest Determination Date in question plus or minus (as indicated in the relevant Final Terms) the Margin (if any), all as determined by the Calculation Agent. If five or more of such offered quotations are available on the Relevant Screen Page, the highest (or, if there is more than one such highest quotation, one only of such quotations) and the lowest (or, if there is more than one such lowest quotation, one only of such quotations) shall be disregarded by the Calculation Agent for the purpose of determining the arithmetic mean (rounded as provided above) of such offered quotations.

- (x) If the Relevant Screen Page is not available or if, in the case of (A) above, no such offered quotation appears or, in the case of (B) above, fewer than three such offered quotations appear, in each case as at the Specified Time, the Calculation Agent shall request each of the Reference Banks to provide the Calculation Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Specified Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Calculation Agent with offered quotations, the Rate of Interest for the Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place with 0.000005 being rounded upwards) of the offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Calculation Agent; and
- (y) If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with an offered quotation as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be:
  - (A) if “Multiplier” is specified in the relevant Final Terms as not being applicable, the rate per annum which the Calculation Agent determines as being the arithmetic mean (rounded if

necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the rates, as communicated to (and at the request of) the Calculation Agent by the Reference Banks or any two or more of them, at which such banks were offered, at approximately the Specified Time on the relevant Interest Determination Date, deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate by leading banks in the Euro zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) or, if fewer than two of the Reference Banks provide the Calculation Agent with offered rates, the offered rate for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, or the arithmetic mean (rounded as provided above) of the offered rates for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, at which, at approximately the Specified Time on the relevant Interest Determination Date, any one or more banks (which bank or banks is or are in the opinion of the Issuer suitable for the purpose) informs the Calculation Agent it is quoting to leading banks in the Euro zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) (the “**Determined Rate**”), provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period). Unless otherwise stated in the applicable Final Terms the Minimum Rate of Interest shall be deemed to be zero;

- (B) if “Multiplier” is specified in the relevant Final Terms as being applicable (i) the sum of the Margin and (ii) the relevant Determined Rate multiplied by the Multiplier;
- (C) if “Reference Rate Multiplier” is specified in the relevant Final Terms as being applicable, the sum of (i) the Margin, and (ii) the relevant Determined Rate multiplied by the Reference Rate Multiplier,

where “Multiplier” and “Reference Rate Multiplier” each has the meaning given in the relevant Final Terms **provided that**, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period),

(iii) ***Screen Rate Determination for Floating Rate Notes which are linked to the CMS Rate***

If Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate(s) of Interest is/are to be determined and “CMS Rate” is specified as the Reference Rate in the relevant Final Terms, the Rate of Interest applicable to the Notes for each Interest Period will be determined by the

Calculation Agent by reference to the following formula, subject to Condition 4.2(h):

CMS Rate plus Margin

If the Relevant Screen Page is not available, the Calculation Agent shall request each of the CMS Reference Banks to provide the Calculation Agent with its quotation for the Relevant Swap Rate at approximately 11:00 a.m. (local time in the principal financial centre of the Specified Currency) on the Interest Determination Date in question. If at least three of the CMS Reference Banks provide the Calculation Agent with such quotation, the CMS Rate for such Interest Period shall be the arithmetic mean of such quotations, eliminating the highest quotation (or, in the event of equality, one of the highest) and the lowest quotation (or, in the event of equality, one of the lowest).

If on any Interest Determination Date fewer than three or none of the CMS Reference Banks provides the Calculation Agent with such quotations as provided in the preceding paragraph, provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period). Unless otherwise stated in the applicable Final Terms the Minimum Rate of Interest shall be deemed to be zero.

(iv) ***Screen Rate Determination for Floating Rate Notes which are linked to SONIA***

If Screen Rate Determination is specified in the relevant Final Terms as the manner in which the Rate(s) of Interest is/are to be determined and “SONIA” is specified as the Reference Rate in the relevant Final Terms, the Rate of Interest applicable to the Notes for each Interest Period shall be Compounded Daily SONIA plus or minus the Margin (if any) as specified in the applicable Final Terms, subject to Condition 4.2(h).

If in respect of any Business Day in the relevant Observation Period, the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) determines that the applicable SONIA Reference Rate is not available on the Relevant Screen Page or has not otherwise been published by the relevant authorised distributors, the SONIA Reference Rate in respect of such Business Day shall be: (A) (i) the Bank of England’s Bank Rate (the “**Bank Rate**”) prevailing at close of business on such Business Day; plus (ii) the mean of the spread of the SONIA Reference Rate to the Bank Rate over the previous five days on which a SONIA Reference Rate has been published, excluding the highest spread (or, if there is more than one highest spread, one only of those highest spreads) and lowest spread (or, if there is more than one lowest spread, one only of those lowest spreads) to the Bank Rate, or (B) if such Bank Rate is not available, the SONIA Reference Rate published on the Relevant Screen Page (or otherwise published by the relevant authorised distributors) for the first preceding Business Day on which the SONIA Reference Rate was published on the Relevant Screen Page (or otherwise published by the relevant authorised distributors).

Where the SONIA Reference Rate is being determined in accordance with the paragraph above, in the event the Bank of England publishes guidance as to (i) how the SONIA Reference Rate is to be determined; or (ii) any rate that is to replace the SONIA Reference Rate, the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) shall, to the extent that it is reasonably practicable, follow such guidance in order to determine the SONIA Reference Rate for any Business Day “i” for the purpose of the relevant Series of Notes for so long as the SONIA

Reference Rate is not available or has not been published by the authorised distributors.

In the event that the Rate of Interest cannot be determined in accordance with the foregoing provisions by the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms), subject to Condition 4.2(h), the Rate of Interest shall be (i) that determined as at the last preceding Interest Determination Date (though substituting, where a different Margin, Maximum Rate of Interest and/or Minimum Rate of Interest (as the case may be) is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin or Maximum Rate of Interest or Minimum Rate of Interest relating to the relevant Interest Period in place of the Margin, Maximum Rate of Interest and/or Minimum Rate of Interest (as the case may be) relating to that last preceding Interest Period); or (ii) if there is no such preceding Interest Determination Date, the initial Rate of Interest which would have been applicable to such Series of Notes for the first Interest Period had the Notes been in issue for a period equal in duration to the scheduled first Interest Period but ending on (and excluding) the Interest Commencement Date (including applying the Margin and any Maximum Rate of Interest or Minimum Rate of Interest applicable to the first Interest Period).

If the relevant Series of Notes become due and payable in accordance with Condition 9 (*Events of Default and Enforcement*), the final Interest Determination Date shall, notwithstanding any Interest Determination Date specified in the applicable Final Terms, be deemed to be the date on which such Notes became due and payable and the Rate of Interest on such Notes shall, for so long as any such Notes remain outstanding, be that determined on such date.

For the purposes of this sub-paragraph 4.2(b)(iv):

“**Compounded Daily SONIA**” means, with respect to an Interest Period, the rate of return of a daily compound interest investment (with the daily Sterling overnight reference rate as reference rate for the calculation of interest) and will be calculated by the Calculation Agent (or such other party responsible for the calculation of the Rate of Interest, as specified in the applicable Final Terms) on the Interest Determination Date, as follows, and the resulting percentage will be rounded if necessary to the third decimal place, with 0.0005 being rounded upwards:

$$\left[ \prod_{i=1}^{d_0} \left( 1 + \frac{SONIA_{i-pLBD} \times n_i}{365} \right) - 1 \right] \times \frac{365}{d}$$

Where:

“**d**” is the number of calendar days in the relevant Interest Period;

“**d<sub>0</sub>**” is the number of Business Days in the relevant Interest Period;

“**i**” is a series of whole numbers from one to **d<sub>0</sub>**, each representing the relevant Business Day in chronological order from, and including, the first Business Day in the relevant Interest Period;

“**LBD**” means a Business Day;

“**n<sub>i</sub>**”, for any Business Day “**i**”, means the number of calendar days from and including such Business Day “**i**” up to but excluding the following Business Day;

“**p**” means for any Interest Period, 5 (five) Business Days or such other number of Business Days as specified in the applicable Final Terms provided that such

number shall not be less than 5 (five) Business Days unless otherwise agreed between the Issuer and the Agent; and

“**SONIA<sub>i-pLBD</sub>**” means in respect of any Business Day falling in the relevant Interest Period, the SONIA Reference Rate for the Business Day falling “p” Business Days prior to that Business Day “i”.

“**Observation Period**” means the period from and including the date falling five Business Days prior to the first day of the relevant Interest Period and ending on, but excluding, the date falling five Business Days prior to the Interest Payment Date for such Interest Period (or, if applicable, the date falling five Business Days prior to any other date on which a payment of interest is to be made in respect of the Notes).

“**SONIA Reference Rate**” means in respect of any Business Day, a reference rate equal to the daily Sterling Overnight Index Average (“**SONIA**”) rate for such Business Day as provided by the administrator of SONIA to authorised distributors and as then published on the screen or, if the screen is unavailable, as otherwise published by such authorised distributors (on the Business Day immediately following such Business Day).

(c) **Minimum Rate of Interest and/or Maximum Rate of Interest**

If the relevant Final Terms specifies a Minimum Rate of Interest for any Interest Period, then in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest.

If the relevant Final Terms specifies a Maximum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such Maximum Rate of Interest.

Unless otherwise stated in the relevant Final Terms the Minimum Rate of Interest shall be deemed to be zero.

(d) **Linear Interpolation**

Where “Linear Interpolation” is specified as being applicable in respect of an Interest Period in the relevant Final Terms, the Rate of Interest for such Interest Period shall be calculated by the Calculation Agent by straight line interpolation by reference to two rates:

(i) (where “Screen Rate Determination” is specified as being applicable in the relevant Final Terms) which appear on the Relevant Screen Page as of the Specified Time on the relevant Interest Determination Date, where:

(A) one rate shall be determined as if the relevant Interest Period or (where “CMS Rate” is specified as the Reference Rate in the relevant Final Terms) the Designated Maturity were the period of time for which rates are available next shorter than the length of the relevant Interest Period; and

(B) the other rate shall be determined as if the relevant Interest Period or (where “CMS Rate” is specified as the Reference Rate in the relevant Final Terms) the Designated Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period,

**provided, however, that** if there is no rate available for a period of time next shorter or, as the case may be, next longer the length of the relevant Interest

Period, then the Calculation Agent shall determine such rate at such time and by reference to such sources as the Issuer determines appropriate and notifies to the Calculation Agent; or

- (ii) (where “ISDA Determination” is specified as being applicable in the relevant Final Terms) based on the relevant Floating Rate Option, where:
  - (A) one rate shall be determined as if the Designated Maturity were the period of time for which rates are available next shorter than the length of the relevant Interest Period; and
  - (B) the other rate shall be determined as if the Designated Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period,

**provided, however, that** if there is no rate available for a period of time next shorter or, as the case may be, next longer the length of the relevant Interest Period, then the Calculation Agent shall determine such rate at such time and by reference to such sources as the Issuer determines appropriate and notifies to the Calculation Agent.

The Rate of Interest for such Interest Period shall be the sum of the Margin (if any) and the rate so determined.

(e) **Determination of Rate of Interest and calculation of Interest Amounts**

The Calculation Agent will at or as soon as practicable after each time at which the Rate of Interest is to be determined, determine the Rate of Interest for the relevant Interest Period. Where the Calculation Agent is not the Issuing and Paying Agent, the Calculation Agent shall notify the Issuing and Paying Agent of the Rate of Interest for the relevant Interest Period as soon as practicable after calculating the same.

The Calculation Agent will calculate the amount of interest (the “**Interest Amount**”) payable on the Floating Rate Notes or CMS Linked Interest Notes for the relevant Interest Period by applying the Rate of Interest to the Calculation Amount, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Floating Rate Note or a CMS Linked Interest Note in definitive form comprises more than one Calculation Amount, the Interest Amount payable in respect of such Note shall be the aggregate of all the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

(f) **Notification of Rate of Interest and Interest Amounts**

Subject to Condition 4.2(h), the Calculation Agent will cause the Rate of Interest and each Interest Amount for each Interest Period and the relevant Interest Payment Date to be notified to the Issuer, the Issuing and Paying Agent (if the Calculation Agent is not itself the Issuing and Paying Agent) and any stock exchange or listing agent (if any) on which the relevant Floating Rate Notes or CMS Linked Interest Notes are for the time being listed and notice thereof to be published in accordance with Condition 13 (*Notices*) as soon as possible after their determination but in no event later than the fourth London Business Day thereafter (or in the case of such Notes admitted to the official list and traded on the Luxembourg Stock Exchange, notification shall be given to the Luxembourg Stock Exchange or the Luxembourg Listing Agent on the first day of each Interest Period). Each Interest Amount and Interest Payment Date so notified may subsequently be amended (or appropriate alternative arrangements made by way of adjustment) without prior notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange or listing agent (if any) on which the relevant Floating Rate Notes or CMS Linked Interest Notes are for the time being listed and to the

Noteholders in accordance with Condition 13 (*Notices*). For the purposes of this paragraph, the expression “**London Business Day**” means a day (other than a Saturday or a Sunday) on which banks and foreign exchange markets are open for general business in London.

(g) **Certificates to be final**

All certificates, communications, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 4.2 by the Calculation Agent, shall (in the absence of manifest error) be binding on the Issuer, the Issuing and Paying Agent, the Calculation Agent, the other Paying Agents and all Noteholders and Couponholders and (in the absence of aforesaid) no liability to the Issuer, the Noteholders or the Couponholders shall attach to the Issuing and Paying Agent or, if applicable, the Calculation Agent in connection with the exercise or non-exercise by it of its powers, duties and discretions pursuant to such provisions.

(h) **Benchmark Discontinuation**

Notwithstanding the provisions in this Condition 4, if the Issuer determines that a Benchmark Event has occurred in relation to an Original Reference Rate when any Rate of Interest (or any component part thereof) remains to be determined by reference to such Original Reference Rate, then the following provisions shall apply to the relevant Series of Notes:

- (i) the Issuer shall use reasonable endeavours to select and appoint an Independent Adviser, as soon as reasonably practicable, to determine a Successor Reference Rate, failing which an Alternative Reference Rate, and in each case an Adjustment Spread (if any) (in any such case, acting in good faith and in a commercially reasonable manner) no later than five Business Days prior to the Interest Determination Date relating to the next Interest Period (the “**IA Determination Cut-off Date**”), for the purposes of determining the Rate of Interest applicable to the Notes for such next Interest Period and for all other future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) during any other future Interest Period(s)).
- (ii) if the Independent Adviser is unable to determine an Alternative Reference Rate (as applicable) prior to the relevant IA Determination Cut-off Date, the Issuer (acting in good faith and in a commercially reasonable manner) may determine an Alternative Reference Rate and an Adjustment Spread (if any) no later than three Business Days prior to the Interest Determination Date relating to the next Interest Period (the “**Issuer Determination Cut-off Date**”), for the purposes of determining the Rate of Interest applicable to the Notes for such next Interest Period and for all other future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) during any other future Interest Period(s)). Without prejudice to the definitions thereof, for the purposes of determining any Alternative Reference Rate and/or any Adjustment Spread, the Issuer will take into account any relevant and applicable market precedents as well as any published guidance from relevant associations involved in the establishment of market standards and/or protocols in the international debt capital markets;
- (iii) if a Successor Reference Rate or, failing which, an Alternative Reference Rate (as applicable) is determined by the relevant Independent Adviser or the Issuer (as applicable) in accordance with this Condition 4.2(h):
  - (A) such Successor Reference Rate or Alternative Reference Rate (as applicable) shall replace the Original Reference Rate for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h));
  - (B) if the relevant Independent Adviser or the Issuer (as applicable):



- (I) determines that an Adjustment Spread is required to be applied to such Successor Reference Rate or Alternative Reference Rate (as applicable) and determines the quantum of, or a formula or methodology for determining, such Adjustment Spread, then such Adjustment Spread shall be applied to such Successor Reference Rate or Alternative Reference Rate (as applicable) for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h)); or
  - (II) is unable to determine the quantum of, or a formula or methodology for determining, an Adjustment Spread, then such Successor Reference Rate or Alternative Reference Rate (as applicable) will apply without an Adjustment Spread for all future Interest Periods (subject to the subsequent operation of, and adjustment as provided in, this Condition 4.2(h)); and
- (C) the relevant Independent Adviser or the Issuer (as applicable) (acting in good faith and in a commercially reasonable manner) may in its discretion specify:
- (I) changes to these Conditions in order to follow market practice in relation to such Successor Reference Rate or Alternative Reference Rate (as applicable), including, but not limited to (1) any Reference Banks, Additional Business Centre(s), Business Day, Business Day Convention, Day Count Fraction, Interest Determination Date, Relevant Financial Centre and/or Relevant Screen Page (all as defined in the Final Terms) applicable to the Notes and (2) the method for determining the fallback to the Rate of Interest in relation to the Notes if such Successor Reference Rate or Alternative Reference Rate (as applicable) is not available; and
  - (II) any other changes which the relevant Independent Adviser or the Issuer (as applicable) determines are reasonably necessary to ensure the proper operation and comparability to the Original Reference Rate of such Successor Reference Rate or Alternative Reference Rate (as applicable), which changes shall apply to the Notes for all future Interest Periods (subject to the subsequent operation of this Condition 4.2(h) (each such change, together with any such change required pursuant to Condition 4.2(iii)(C)(I) above, a “**Benchmark Amendment**” and, together, the “**Benchmark Amendments**”); and
- (iv) promptly following the determination of (i) any Successor Reference Rate or Alternative Reference Rate (as applicable) and (ii) if applicable, any Adjustment Spread, the Issuer shall give notice thereof and of any changes (and the effective date thereof) pursuant to Condition 4.2(h)(iii)(C) to the Issuing and Paying Agent and, if applicable, the Calculation Agent and the Noteholders in accordance with Condition 13 (*Notices*). Any Benchmark Amendments effected pursuant to Condition 4.2(h)(C) shall similarly be notified to the Noteholders in accordance with Condition 13 (*Notices*).

No consent of the Noteholders shall be required in connection with the determination by the Issuer or, as the case may be, the Independent Adviser of the relevant Successor Reference Rate or Alternative Reference Rate (as applicable) or in connection with any Benchmark Amendment as described in this Condition 4.2(h), including any changes to these Conditions, the Trust Deed and the Agency Agreement.

For the avoidance of doubt, if a Successor Reference Rate or an Alternative Reference Rate is not determined pursuant to the operation of this Condition 4.2(h) prior to the

relevant Issuer Determination Cut-off Date, then the Rate of Interest for the next Interest Period shall be determined by reference to the fallback provisions of Condition 4.2(b).

Notwithstanding any other provision of this Condition 4.2(h): (i) no Successor Reference Rate or Alternative Reference Rate (as applicable) will be adopted, and no other amendments to the terms of the Notes will be made pursuant to this Condition 4.2(h), if and to the extent that, in the determination of the Issuer, the same could reasonably be expected to prejudice the qualification of the Notes as: (A) in the case of Senior Notes or Senior Non-Preferred Notes, satisfying the MREL Requirements; (B) in the case of Subordinated Notes, Tier 2 capital for regulatory capital purposes of the Issuer and/or the Group; and/or (ii) in the case of Senior Notes and Senior Non-Preferred Notes only, no Successor Reference Rate or Alternative Reference Rate (as applicable) will be adopted, and no other amendments to the terms of the Notes will be made pursuant to this Condition 4.2(h), if and to the extent that, in the determination of the Issuer, the same could reasonably be expected to result in the Relevant Authority treating an Interest Payment Date as the effective maturity of the Notes, rather than the relevant Maturity Date.

For the purposes of this Condition 4.2(h):

“**Adjustment Spread**” means a spread (which may be positive or negative) or formula or methodology for calculating a spread, in each case to be applied to a Successor Reference Rate or an Alternative Reference Rate (as applicable) as a result of the replacement of the Original Reference Rate with such Successor Reference Rate or Alternative Reference Rate (as applicable) and is the spread, formula or methodology which:

- (i) in the case of a Successor Reference Rate, is formally recommended in relation to the replacement of the Reference Rate with such Successor Reference Rate by any Relevant Nominating Body; or
- (ii) in the case of a Successor Reference Rate for which no such recommendation has been made or in the case of an Alternative Reference Rate, the relevant Independent Adviser or the Issuer (as applicable) determines is recognised or acknowledged as being in customary market usage in international debt capital markets transactions which reference the Original Reference Rate, where such rate has been replaced by such Successor Reference Rate or Alternative Reference Rate (as applicable); or (if the Independent Adviser determines that no such spread is customarily applied) the Independent Adviser determines is recognised or acknowledged as being the industry standard for over-the-counter derivative transactions which reference the Original Reference Rate, where such rate has been replaced by the Successor Reference Rate or the Alternative Reference Rate (as the case may be).

“**Alternative Reference Rate**” means the rate that the relevant Independent Adviser or the Issuer (as applicable) determines has replaced the Original Reference Rate in customary market usage in the international debt capital markets for the purposes of determining floating rates of interest in respect of notes denominated in the Specified Currency and of a comparable duration to the relevant Interest Periods, or, if such Independent Adviser or the Issuer (as applicable) determines that there is no such rate, such other rate as such Independent Adviser or the Issuer (as applicable) determines in its discretion is most comparable to the Original Reference Rate.

“**Benchmark Event**” means, in respect of a Reference Rate:

- (a) the Original Reference Rate ceasing to be published for a period of at least 5 Business Days or ceasing to exist; or
- (b) a public statement by the administrator of the Original Reference Rate that it has ceased or that it will, by a specified date on or prior to the next Interest Determination Date, cease publishing the Original Reference Rate permanently or indefinitely (in circumstances where no successor administrator has been appointed that will continue publication of the Original Reference Rate); or

- (c) a public statement by the supervisor of the administrator of the Original Reference Rate, that the Original Reference Rate has been or will, by a specified date on or prior to the next Interest Determination Date, be permanently or indefinitely discontinued; or
- (d) a public statement by the supervisor of the administrator of the Original Reference Rate that the Original Reference Rate is no longer representative of its relevant underlying market; or
- (e) a public statement by the supervisor of the administrator of the Original Reference Rate as a consequence of which the Original Reference Rate will be prohibited from being used either generally, or in respect of the Notes, in each case by a specific date on or prior to the next Interest Determination Date; or
- (f) it has become unlawful (including, without limitation, under the EU Benchmark Regulation (Regulation (EU) 2016/1011), as amended from time to time, if applicable) for any Calculation Agent, the Issuer or other party to calculate any payments due to be made to any Noteholder using the Original Reference Rate.

“**Independent Adviser**” means an independent financial institution of international repute or other independent financial adviser experienced in the international debt capital markets, in each case appointed by the Issuer.

“**Original Reference Rate**” means:

- (a) the originally-specified benchmark or screen rate (as applicable) used to determine the Rate of Interest (or any component part thereof) on the Notes; or
- (b) any Successor Reference Rate or Alternative Reference Rate which has been determined in relation to such benchmark or screen rate (as applicable) pursuant to the operation of this Condition 4.2(h).

“**Relevant Nominating Body**” means, in respect of a reference rate:

- (i) the central bank for the currency to which such reference rate relates, or any central bank or other supervisory authority which is responsible for supervising the administrator of such reference rate; or
- (ii) any working group or committee sponsored by, chaired or co-chaired by or constituted at the request of (a) the central bank for the currency to which such reference rate relates, (b) any central bank or other supervisory authority which is responsible for supervising the administrator of such reference rate, (c) a group of the aforementioned central banks or other supervisory authorities, or (d) the Financial Stability Board or any part thereof.

“**Successor Reference Rate**” means a successor to or replacement of the Original Reference Rate which is formally recommended by any Relevant Nominating Body.

#### 4.3 **Accrual of interest**

Each Note will cease to bear interest (if any) from the date for its redemption unless, upon due presentation thereof, payment of principal is improperly withheld or refused. In such event, interest will continue to accrue as provided in the Agency Agreement for the Italian Law Notes.

### 5. **PAYMENTS**

#### 5.1 **Method of Payment**

Subject as provided below:

- (a) payments in a Specified Currency other than euro will be made by credit or transfer to an account in the relevant Specified Currency maintained by the payee with, or, at the option

of the payee, by a cheque in such Specified Currency drawn on, a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Melbourne and Wellington, respectively); and

- (b) payments in euro will be made by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee or, at the option of the payee, by a euro cheque.

Payments will be subject in all cases to any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 7 (*Taxation*).

## 5.2 Presentation of definitive Notes and Coupons

Payments of principal in respect of definitive Notes will (subject as provided below) be made in the manner provided in Condition 5.1 (*Method of Payment*) against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of definitive Notes, and payments of interest in respect of definitive Notes will (subject as provided below) be made as aforesaid only against presentation and surrender of Coupons, in each case at the specified office of any Paying Agent outside the United States (which expression, as used in these Conditions, means the United States of America (including the States and the District of Columbia, its territories, its possessions and other areas subject to its jurisdiction)).

Fixed Rate Notes in definitive form (other than CMS Linked Interest Notes or Long Maturity Notes (as defined below)) should be presented for payment together with all unmatured Coupons appertaining thereto (which expression shall for this purpose include Coupons falling to be issued on exchange of matured Talons), failing which the amount of any missing unmatured Coupon (or, in the case of payment not being made in full, the same proportion of the amount of such missing unmatured Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment. Each amount of principal so deducted will be paid in the manner mentioned above against surrender of the related missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 7 (*Taxation*)) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 8 (*Prescription*) or, if later, five years from the date on which such Coupon would otherwise have become due, but in no event thereafter.

Upon any Fixed Rate Note in definitive form becoming due and repayable prior to its Maturity Date, all unmatured Talons (if any) appertaining thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note, CMS Linked Interest Note or Long Maturity Note in definitive form becomes due and repayable, unmatured Coupons and Talons (if any) relating thereto (whether or not attached) shall become void and no payment or, as the case may be, exchange for further Coupons shall be made in respect thereof. A “**Long Maturity Note**” is a Fixed Rate Note (other than a Fixed Rate Note which on issue had a Talon attached) whose nominal amount on issue is less than the aggregate interest payable thereon **provided that** such Note shall cease to be a Long Maturity Note on the Interest Payment Date on which the aggregate amount of interest remaining to be paid after that date is less than the nominal amount of such Note.

If the due date for redemption of any definitive Note is not an Interest Payment Date, interest (if any) accrued in respect of such Note from (and including) the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against surrender of the relevant definitive Note.

## 5.3 Payments in respect of Global Notes

Payments of principal and interest (if any) in respect of Notes represented by any Global Note will (subject as provided below) be made in the manner specified above in relation to definitive Notes and otherwise in the manner specified in the relevant Global Note against presentation or surrender, as the case may be, of such Global Note (if such Global Note is not intended to be issued in NGN form) at the specified office of any Paying Agent outside the United States. On the occasion of

each payment, (i) in the case of any Global Note which is not issued in new global note (“NGN”) form, a record of such payment made on such Global Note, distinguishing between any payment of principal and any payment of interest, will be made on such Global Note by the Paying Agent, and such record shall be *prima facie* evidence that the payment in question has been made and (ii) in the case of any Global Note which is a NGN, the Paying Agent shall instruct Euroclear and Clearstream, Luxembourg to make appropriate entries in their records to reflect such payment.

#### 5.4 **General provisions applicable to payments**

The holder of a Global Note shall be the only person entitled to receive payments in respect of Notes represented by such Global Note and the Issuer will be discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid. Each of the persons shown in the records of Euroclear or Clearstream, Luxembourg as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to Euroclear or Clearstream, Luxembourg, as the case may be, for his share of each payment so made by the Issuer to, or to the order of, the holder of such Global Note.

Notwithstanding the foregoing provisions of this Condition, if any amount of principal and/or interest in respect of Notes is payable in U.S. dollars, such U.S. dollar payments of principal and/or interest in respect of such Notes will be made at the specified office of a Paying Agent in the United States if:

- (a) the Issuer has appointed Paying Agents with specified offices outside the United States with the reasonable expectation that such Paying Agents would be able to make payment in U.S. dollars at such specified offices outside the United States of the full amount of principal and interest on the Notes in the manner provided above when due;
- (b) payment of the full amount of such principal and interest at all such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (c) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

All payments in respect of the Notes are subject in all cases to (i) any applicable fiscal or other laws and regulations in the place of payment, but without prejudice to the provisions of Condition 7 (*Taxation*); and (ii) any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986 (the “Code”) or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, any official interpretations thereof, or any law implementing an intergovernmental approach thereto.

#### 5.5 **Payment Day**

If the date for payment of any amount in respect of any Note or Coupon is not a Payment Day, the holder thereof shall not be entitled to payment until the next following Payment Day in the relevant place and shall not be entitled to further interest or other payment in respect of such delay. For these purposes, “**Payment Day**” means any day which (subject to Condition 8 (*Prescription*)) is:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in:
  - (i) the relevant place of presentation (if applicable);
  - (ii) each Additional Financial Centre specified in the relevant Final Terms; and
- (b) either (A) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other

than the place of presentation and any Additional Financial Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Melbourne and Wellington, respectively) or (B) in relation to any sum payable in euro, a day on which the TARGET2 System is open.

## 5.6 Interpretation of principal and interest

Any reference in these Conditions to principal in respect of the Notes shall be deemed to include, as applicable:

- (a) any additional amounts which may be payable with respect to principal under Condition 7 (*Taxation*);
- (b) the Final Redemption Amount of the Notes;
- (c) the Early Redemption Amount of the Notes;
- (d) the Optional Redemption Amount(s) (if any) of the Notes;
- (e) in relation to Zero Coupon Notes, the Amortised Face Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)); and
- (f) any premium and any other amounts (other than interest) which may be payable by the Issuer under or in respect of the Notes.

Any reference in these Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable with respect to interest under Condition 7 (*Taxation*).

## 6. REDEMPTION, PURCHASE AND CANCELLATION

### 6.1 Redemption at maturity

Unless previously redeemed or purchased and cancelled as specified below, each Note (including each CMS Linked Interest Note) will be redeemed by the Issuer at its Final Redemption Amount specified in, or determined in the manner specified in, the relevant Final Terms in the relevant Specified Currency on the date specified as the maturity date in the relevant Final Terms (the “**Maturity Date**”).

The Issuer shall have the right to call, redeem, repay or repurchase the Senior Notes only in accordance with and subject to the conditions set out in Articles 77(2) and 78a of the CRR being met (see Condition 6.2 (*Redemption for tax reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer*), Condition 6.8 (*Purchases*) and Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*)).

Pursuant to Article 12-bis, paragraph 1, letter a), of the Italian Banking Act, the Maturity Date of the Senior Non-Preferred Notes shall not fall earlier than twelve months after their Issue Date.

The Maturity Date of Subordinated Notes shall not fall earlier than five years after their Issue Date, as provided under the Applicable Banking Regulations.

### 6.2 Redemption for tax reasons

The Notes may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if this Note is neither a Floating Rate Note, a CMS Linked Interest Note, a Floating-Fixed Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor a Fixed-Floating Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions)); or
- (b) on any Interest Payment Date (if this Note is either a Floating Rate Note, a CMS Linked Interest Note, a Fixed-Floating Rate Note (in respect of the Interest Period calculated in

accordance with the Floating Rate Note Provisions) or a Floating-Fixed Rate Note (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions)),

on giving not less than 30 nor more than 60 days' notice to the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable), if:

- (a) on the occasion of the next payment due under the Notes, the Issuer has or will become obliged to pay additional amounts as provided or referred to in Condition 7 (*Taxation*) as a result of any Tax Law Change; and
- (b) such obligation cannot be avoided by the Issuer taking reasonable measures available to it.

Prior to the publication of any notice of redemption pursuant to this Condition 6.2, the Issuer shall deliver to the Issuing and Paying Agent a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Issuing and Paying Agent and conclusive and binding on the Noteholders and the Couponholders). The Issuing and Paying Agent is not responsible, nor shall it incur any liability, for monitoring or ascertaining as to whether any certifications required by this Condition 6.2 is provided, nor shall it be required to review, check or analyse any certification produced nor shall it be responsible for the contents of any such certifications or incur any liability in the event the content of such certification is inaccurate or incorrect.

Notes redeemed pursuant to this Condition 6.2 will be redeemed at the Early Redemption Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)) together (if appropriate) with interest accrued to (but excluding) the date of redemption.

In the case of Senior Notes, any redemption pursuant to this Condition 6.2 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment and repurchase of Senior Notes*).

In the case of Subordinated Notes, any redemption pursuant to this Condition 6.2 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

### 6.3 **Redemption of Subordinated Notes for regulatory reasons**

*This Condition 6.3 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

If a Regulatory Call is specified in the relevant Final Terms as being applicable, upon the occurrence of a Regulatory Event any Series of Subordinated Notes may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if neither the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable); or
- (b) on any Interest Payment Date (if either the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) or the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable),

on giving not less than 15 nor more than 30 days' notice to the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable).

Upon the expiry of any such notice as referred to in this Condition 6.3, the Issuer shall be bound to redeem the Notes in accordance with this Condition 6.3, at their early regulatory redemption amount (the “**Early Redemption Amount (Regulatory)**”) which shall be their Final Redemption Amount or such other redemption amount as may be specified in, or determined in accordance with the provisions of, the relevant Final Terms, together with accrued interest (if any) thereon.

Prior to the publication of any notice of redemption pursuant to this Condition 6.3, the Issuer shall deliver to the Issuing and Paying Agent a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Issuing and Paying Agent and conclusive and binding on the Noteholders and the Couponholders). The Issuing and Paying Agent is not responsible, nor shall it incur any liability, for monitoring or ascertaining as to whether any certifications required by this Condition 6.3 is provided, nor shall it be required to review, check or analyse any certification produced nor shall it be responsible for the contents of any such certifications or incur any liability in the event the content of such certification is inaccurate or incorrect.

Any redemption pursuant to this Condition 6.3 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

#### 6.4 **Redemption of Senior Notes due to a MREL Disqualification Event**

*This Condition 6.4 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes or Senior Non-Preferred Notes.*

If an Issuer Call due to a MREL Disqualification Event is specified in the relevant Final Terms as being applicable, then in cases where the Issuer determines that a MREL Disqualification Event has occurred and is continuing with respect to a Series of Senior Preferred Notes or Senior Non-Preferred Notes, any such Series may be redeemed at the option of the Issuer in whole, but not in part:

- (a) at any time (if neither the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) nor the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable); or
- (b) on any Interest Payment Date (if either the Floating Rate Note Provisions, the CMS Linked Interest Note Provisions, the Fixed-Floating Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) or the Floating-Fixed Rate Note Provisions (in respect of the Interest Period calculated in accordance with the Floating Rate Note Provisions) are specified in the relevant Final Terms as being applicable),

on giving not less than 30 days nor more than the maximum period of notice specified in the applicable Final Terms to the Issuing and Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders (which notice shall be irrevocable).

Upon the expiry of any such notice as is referred to in this Condition 6.4, the Issuer shall be bound to redeem the Notes in accordance with this Condition 6.4, at their Early Redemption Amount (as defined in Condition 6.7 (*Early Redemption Amounts*)) together (if appropriate) with interest accrued to (but excluding) the date of redemption.

Prior to the publication of any notice of redemption pursuant to this Condition 6.4, the Issuer shall deliver to the Issuing and Paying Agent a certificate signed by two duly authorised signatories of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred (and such evidence shall be sufficient to the Issuing and Paying Agent and conclusive and binding on the Noteholders and the Couponholders). The Issuing and Paying Agent is not responsible, nor shall it incur any liability, for monitoring or ascertaining as to whether any certifications required



by this Condition 6.4 is provided, nor shall it be required to review, check or analyse any certification produced nor shall it be responsible for the contents of any such certifications or incur any liability in the event the content of such certification is inaccurate or incorrect.

Any redemption pursuant to this Condition 6.4 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*).

#### 6.5 **Redemption at the option of the Issuer (Issuer Call)**

If an Issuer Call is specified in the relevant Final Terms as being applicable, the Issuer may, having given:

- (a) not less than 15 nor more than 30 days' notice (or such other notice period stated in the relevant Final Terms) to the Noteholders in accordance with Condition 13 (*Notices*); and
- (b) not less than 15 days before the giving of the notice referred to in (a) above, notice to the Issuing and Paying Agent,

(which notices shall be irrevocable and shall specify the date fixed for redemption), redeem all or, if partial redemption is stated to be applicable in the relevant Final Terms, some only, of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in, or determined in the manner specified in, the relevant Final Terms together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of a nominal amount not less than the Minimum Redemption Amount and not more than the Maximum Redemption Amount, in each case as may be specified in the relevant Final Terms. In the case of a partial redemption of Notes, the Notes to be redeemed ("**Redeemed Notes**") will be selected individually by lot on a *pro rata* basis, in the case of Redeemed Notes represented by definitive Notes, and on a *pro rata* basis and in accordance with the rules of Euroclear and/or Clearstream, Luxembourg (to be reflected in the records of Euroclear and Clearstream, Luxembourg as either a pool factor or a reduction in nominal amount at their discretion), in the case of Redeemed Notes represented by a Global Note, not more than 30 days prior to the date fixed for redemption (such date of selection being hereinafter called the "**Selection Date**"). In the case of Redeemed Notes represented by definitive Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 13 (*Notices*) not less than 15 days prior to the date fixed for redemption (or such other notice period stated in the relevant Final Terms). The aggregate nominal amount of Redeemed Notes represented by definitive Notes shall bear the same proportion to the aggregate nominal amount of all Redeemed Notes as the aggregate nominal amount of definitive Notes outstanding bears to the aggregate nominal amount of the Notes outstanding, in each case on the Selection Date, **provided that** such first mentioned nominal amount shall, if necessary, be rounded downwards to the nearest integral multiple of the Specified Denomination, and the aggregate nominal amount of Redeemed Notes represented by a Global Note shall be equal to the balance of the Redeemed Notes. No exchange of the relevant Global Note will be permitted during the period from (and including) the Selection Date to (and including) the date fixed for redemption pursuant to this Condition 6.5 and notice to that effect shall be given by the Issuer to the Noteholders in accordance with Condition 13 (*Notices*) at least five days prior to the Selection Date.

In the case of Senior Notes, the call option pursuant to this Condition 6.5 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment and repurchase of Senior Notes*).

In the case of Subordinated Notes, no call option in accordance with this Condition 6.5 may be exercised by the Issuer to redeem, in whole or in part, such Notes prior to the fifth anniversary of their Issue Date. Starting from the fifth anniversary of their Issue Date, the redemption pursuant to this Condition 6.5 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

## 6.6 Redemption at the option of the Noteholders (Investor Put)

*This Condition 6.6 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes or Senior Non-Preferred Notes.*

If an Investor Put is specified in the relevant Final Terms as being applicable, upon the holder of any Note giving to the Issuer in accordance with Condition 13 (*Notices*) not less than 15 nor more than 30 days' notice (or such other notice period stated in the relevant Final Terms), the Issuer will, upon the expiry of such notice, redeem, subject to, and in accordance with, the terms specified in the relevant Final Terms, such Note on the Optional Redemption Date and at the Optional Redemption Amount together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date.

To exercise the right to require redemption of this Note the holder of this Note must, if this Note is in definitive form and held outside Euroclear and Clearstream, Luxembourg, deliver, at the specified office of any Paying Agent at any time during normal business hours of such Paying Agent falling within the notice period, a duly completed and signed notice of exercise in the form (for the time being current) obtainable from any specified office of any Paying Agent (a "**Put Notice**") and in which the holder must specify a bank account (or, if payment is required to be made by cheque, an address) to which payment is to be made under this Condition accompanied by this Note or evidence satisfactory to the Paying Agent concerned that this Note will, following delivery of the Put Notice, be held to its order or under its control. If this Note is represented by a Global Note or is in definitive form and held through Euroclear or Clearstream, Luxembourg, to exercise the right to require redemption of this Note the holder of this Note must, within the notice period, give notice to the Issuing and Paying Agent of such exercise in accordance with the standard procedures of Euroclear and Clearstream, Luxembourg (which may include notice being given on his instruction by Euroclear or Clearstream, Luxembourg or any common depositary or, as the case may be, common safekeeper for them to the Issuing and Paying Agent by electronic means) in a form acceptable to Euroclear and Clearstream, Luxembourg from time to time and, if this Note is represented by a Global Note which has not been issued in NGN form, at the same time present or procure the presentation of the relevant Global Note to the Issuing and Paying Agent for notation accordingly.

Any Put Notice given by a holder of any Note pursuant to this Condition 6.6 shall be irrevocable except where, prior to the due date of redemption, an Event of Default has occurred and the Issuing and Paying Agent has declared the Notes to be due and payable pursuant to Condition 9 (*Events of Default and enforcement*), in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this Condition 6.6.

## 6.7 Early Redemption Amounts

For the purpose of Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*) and Condition 9 (*Events of Default and enforcement*), each Note will be redeemed at its "**Early Redemption Amount**" calculated by (or on behalf of) the Issuer as follows:

- (a) in the case of a Note with a Final Redemption Amount equal to the Issue Price, at the Final Redemption Amount thereof;
- (b) in the case of a Note (other than a Zero Coupon Note) with a Final Redemption Amount which is or may be less or greater than the Issue Price or which is payable in a Specified Currency other than that in which the Note is denominated, at the amount specified in, or determined in the manner specified in, the relevant Final Terms or, if no such amount or manner is so specified in the relevant Final Terms, at its nominal amount; or
- (c) in the case of a Zero Coupon Note, at an amount (the "**Amortised Face Amount**") calculated in accordance with the following formula:

$$\text{Early Redemption Amount} = \text{RP} \times (1 + \text{AY})^y$$

where:

- RP** means the reference price as defined in the relevant Final Terms (the “**Reference Price**”);
- AY** means the accrual yield, as specified in the relevant Final Terms (the “**Accrual Yield**”), expressed as a decimal; and
- y** is a fraction the numerator of which is equal to the number of days (calculated on the basis of a 360-day year consisting of 12 months of 30 days each) from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator of which is 360,

or on such other calculation basis as may be specified in the relevant Final Terms.

#### 6.8 **Purchases**

The Issuer or any of its Subsidiaries may purchase the Notes (**provided that**, in the case of definitive Notes, all unmatured Coupons and Talons appertaining thereto are purchased therewith) at any price in the open market or otherwise. Such Notes may be held, reissued, resold or, at the option of the Issuer, surrendered to any Paying Agent for cancellation.

In the case of Senior Notes, any purchase pursuant to this Condition 6.8 shall be subject to Condition 6.12 (*Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes*).

In the case of Subordinated Notes, any purchase pursuant to this Condition 6.8 shall be subject to Condition 6.11 (*Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes*).

#### 6.9 **Cancellation**

All Notes which are redeemed will forthwith be cancelled (together with all unmatured Coupons and Talons attached thereto or surrendered therewith at the time of redemption). All Notes so cancelled and any Notes purchased and cancelled pursuant to Condition 6.8 (*Purchases*) (together with all unmatured Coupons and Talons cancelled therewith) shall be forwarded to the Issuing and Paying Agent and cannot be reissued or resold.

#### 6.10 **Late payment on Zero Coupon Notes**

If the amount payable in respect of any Zero Coupon Note upon redemption of such Zero Coupon Note pursuant to Condition 6.1 (*Redemption at maturity*), Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*) or Condition 6.6 (*Redemption at the option of the Noteholders (Investor Put)*) or upon its becoming due and repayable as provided in Condition 9 (*Events of Default and enforcement*) is improperly withheld or refused, the amount due and repayable in respect of such Zero Coupon Note shall be the amount calculated as provided in Condition 6.7(c) above as though the references therein to the date fixed for the redemption or the date upon which such Zero Coupon Note becomes due and payable were replaced by references to the date which is the earlier of:

- (a) the date on which all amounts due in respect of such Zero Coupon Note have been paid; and
- (b) five days after the date on which the full amount of the moneys payable in respect of such Zero Coupon Notes has been received by the Issuing and Paying Agent and notice to that effect has been given to the Noteholders in accordance with Condition 13 (*Notices*).

## 6.11 Regulatory conditions for call, redemption, repayment or repurchase of Subordinated Notes

*This Condition 6.11 applies only to Notes specified in the relevant Final Terms as being Subordinated Notes.*

In the case of Subordinated Notes, any call, redemption, repayment or repurchase pursuant to Condition 6.2 (*Redemption for tax reasons*), Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*), Condition 6.8 (*Purchases*) or Condition 14 (*Meetings of Noteholders, Modification, Waiver And Substitution*) (including, for the avoidance of doubt, any modification in accordance with Condition 14) is subject to compliance with the then Applicable Banking Regulations, including: the Issuer having obtained the prior permission of the Relevant Authority in accordance with Articles 77 and 78 of the CRR, where either:

- (i) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity; or
  - (ii) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds would, following such call, redemption, repayment or repurchase, exceed the capital requirements laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary; and
- (b) in respect of a call, redemption repayment or repurchase prior to the fifth anniversary of the Issue Date of the relevant Notes, if and to the extent required under Article 78(4) of the CRR or the Capital Instruments Regulation:
- (i) in the case of redemption pursuant to Condition 6.2 (*Redemption for tax reasons*), the Issuer having demonstrated to the satisfaction of the Relevant Authority that the change in the applicable tax treatment of the Notes is material and was not reasonably foreseeable as at the Issue Date; or
  - (ii) in case of redemption pursuant to Condition 6.3 (*Redemption of Subordinated Notes for regulatory reasons*), the Issuer has demonstrated to the satisfaction of the Relevant Authority that the change in the regulatory classification of the Notes was not reasonably foreseeable as at the Issue Date; or
  - (iii) on or before the relevant call, redemption, repayment or repurchase, the Issuer replaces the Notes with Own Funds instruments of equal or higher quality at terms that are sustainable for its income capacity and the Relevant Authority has permitted that action on the basis of the determination that it would be beneficial from a prudential point of view and justified by exceptional circumstances; or
  - (iv) the Subordinated Notes are repurchased for market making purposes,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations.

The Relevant Authority may grant a general prior permission, for a specified period which shall not exceed one year, to redeem or purchase (including for market making purposes) the Subordinated Notes, in the limit of a predetermined amount, which shall not exceed the lower of (i) 10 per cent. (or any other threshold as may be requested or required by the Relevant Authority from time to time) of the aggregate nominal amount of the relevant Subordinated Notes and (ii) 3 per cent. (or any other threshold as may be requested or required by the Relevant Authority from time to time) of the outstanding aggregate nominal amount of the Tier 2 Instruments of the Issuer at the relevant time, subject to criteria that ensure that any such redemption or purchase will be in accordance with the conditions set out at letters (i) and (ii) of sub-paragraph (a) of the preceding paragraph.

For the avoidance of doubt, any refusal of the Relevant Authority to grant its permission in accordance with Article 78 of the CRR shall not constitute a default of the Issuer for any purposes.

## 6.12 Regulatory conditions for call, redemption, repayment or repurchase of Senior Notes

*This Condition 6.12 applies only to Notes specified in the relevant Final Terms as being Senior Preferred Notes or Senior Non-Preferred Notes.*

In the case of Senior Notes, any call, redemption, repayment or repurchase pursuant to Condition 6.2 (*Redemption for tax reasons*), Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*), Condition 6.6 (*Redemption at the option of the Noteholders (Investors Put)*), Condition 6.8 (*Purchases*) or Condition 14 (*Meetings of Noteholders, Modification, Waiver And Substitution*) (including, for the avoidance of doubt, any modification in accordance with Condition 14) is subject, to the extent such Senior Notes qualify at such time as liabilities that are eligible to meet the MREL Requirements or, in case of a redemption pursuant to Condition 6.4 (*Redemption of Senior Notes due to a MREL Disqualification Event*), qualified as liabilities that are eligible to meet the MREL Requirements before the occurrence of the MREL Disqualification Event, to compliance with the then Applicable Banking Regulations, including the condition that the Issuer has obtained the prior permission of the Relevant Authority in accordance with Article 78a of the CRR, where one of the following conditions is met:

- (A) on or before such call, redemption, repayment or repurchase (as applicable), the Issuer replaces the Senior Notes with Own Funds Instruments or Eligible Liabilities Instruments of equal or higher quality at terms that are sustainable for its income capacity; or
- (B) the Issuer has demonstrated to the satisfaction of the Relevant Authority that its Own Funds and Eligible Liabilities would, following such call, redemption, repayment or repurchase, exceed the requirements for Own Funds and Eligible Liabilities laid down in the Applicable Banking Regulations by a margin that the Relevant Authority considers necessary; or
- (C) the Issuer has demonstrated to the satisfaction of the Relevant Authority that the partial or full replacement of the Eligible Liabilities with Own Funds Instruments is necessary to ensure compliance with the Own Funds requirements laid down in the Applicable Banking Regulations for continuing authorization,

subject in any event to any different conditions or requirements as may be provided from time to time under the Applicable Banking Regulations.

The Relevant Authority may grant a general prior permission, for a specified period which shall not exceed one year, to redeem or purchase (including for market making purposes) Senior Notes, in the limit of a predetermined amount, instruments, subject to criteria that ensure that any such redemption or purchase will be in accordance with the conditions set out in sub-paragraphs (A) and (B) of the preceding paragraph. For the avoidance of doubt, any refusal of the Relevant Authority to grant its permission in accordance with Article 78a of the CRR shall not constitute a default of the Issuer for any purposes.

## 7. TAXATION

All payments of principal and interest in respect of the Notes and Coupons by the Issuer will be made without withholding or deduction for or on account of any present or future taxes or duties of whatever nature imposed or levied by or on behalf of any Tax Jurisdiction unless such withholding or deduction is required by law. In such event, the Issuer will pay such additional amounts as shall be necessary in order that the net amounts received by the holders of the Notes or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest (in case of Senior Notes not qualifying at such time as liabilities that are eligible to meet the MREL Requirements only) or the respective amounts of interest only (in case of Senior Notes qualifying at such time as liabilities that are eligible to meet the MREL Requirements and Subordinated Notes) which would otherwise have been receivable in respect of the Notes or Coupons, as the case may be, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note or Coupon:

- (a) presented for payment in the Republic of Italy; or
- (b) presented for payment by, or on behalf of, a holder or a beneficial owner of a Note or Coupon being a resident in the Republic of Italy or who is liable for such taxes or duties in respect of such Note or Coupon by reason of his having some connection with the Republic of Italy; or
- (c) to the extent that interest or any other amount payable is paid to a non-Italian resident entity or a non-Italian resident individual which is resident for tax purposes in a country which does not allow the Italian tax authorities to obtain an adequate exchange of information in respect of the beneficiary of the payments made from Italy; or
- (d) in all circumstances in which the requirements and procedures set forth in Legislative Decree No. 239 (as amended or supplemented from time to time) have not been met or complied with except where such requirements and procedures have not been met or complied with due to the actions or omissions of the Issuer or its agents; or
- (e) presented for payment more than 30 days after the Relevant Date (as defined below) except to the extent that the holder thereof would have been entitled to an additional amount on presenting the same for payment on such thirtieth day assuming that day to have been a Payment Day (as defined in Condition 5.5 (*Payment Day*)); or
- (f) presented for payment by or on behalf of a holder who would be able to avoid such withholding or deduction by making, or procuring, a declaration of non-residence or other similar claim for exemption but has failed to do so;
- (g) in respect of Notes classified as atypical securities where such withholding or deduction is required under Law Decree No. 512 of 30 September 1983, as amended or supplemented from time to time; or
- (h) where it will be required to withhold or deduct any taxes imposed pursuant to or in connection with Sections 1471 through 1474 of the Internal Revenue Code of 1986, as amended, the U.S. Treasury Regulations thereunder any official interpretations thereof or any agreements, law, regulation or other official guidance implementing an intergovernmental approach thereto in connection with any payments.

As used in these Conditions:

- (i) “**Tax Jurisdiction**” means the Republic of Italy or in either case, any political subdivision or any authority thereof or therein having power to tax; and
- (j) the “**Relevant Date**” means the date on which such payment first becomes due, except that, if the full amount of the moneys payable has not been duly received by the Issuing and Paying Agent or the Paying Agent on or prior to such due date, it means the date on which, the full amount of such moneys having been so received, notice to that effect is duly given to the Noteholders in accordance with Condition 13 (*Notices*).

## 8. PRESCRIPTION

The Notes and Coupons will become void unless presented for payment within a period of 10 years (in the case of principal) and five years (in the case of interest) after the Relevant Date (as defined in Condition 7 (*Taxation*)) therefor.

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void pursuant to this Condition or Condition 5.2 (*Presentation of definitive Notes and Coupons*) or any Talon which would be void pursuant to Condition 5.2 (*Presentation of definitive Notes and Coupons*).

## 9. EVENTS OF DEFAULT AND ENFORCEMENT

### 9.1 Events of Default

The Notes are, and they shall immediately become, due and repayable at their Early Redemption Amount together with, if appropriate, accrued interest thereon if the Issuer is subject to compulsory winding-up (*liquidazione coatta amministrativa*) pursuant to Articles 80 and following of the Italian Banking Act or voluntary winding-up (*liquidazione volontaria*) pursuant to Article 96-*quinquies* of the Italian Banking Act (the “**Event of Default**”), provided that repayment of the Notes will only be effected after the Issuer has obtained the prior approval of the Relevant Authority (if so required), and provided further that no payments will be made to the Noteholders or Couponholders before all amounts due, but unpaid, to all other creditors of the Issuer ranking ahead of the Noteholders and the Couponholders as described in Condition 3 (*Status of the Notes*) have been paid by the Issuer, as ascertained by the liquidator.

No remedy (including any remedy under the Italian Civil Code) against the Issuer other than as specifically provided by this Condition 9.1 shall be available to the holders of the Notes and the related Coupons, whether for the recovery of amounts owing in respect of the Notes and the related Coupons or in respect of any breach by the Issuer of any of its obligations under the Notes and the related Coupons or otherwise.

For the avoidance of doubt, the non-payment by the Issuer of any amount due and payable under these Notes, or the taking of any crisis prevention measure or crisis management measure in relation to the Issuer in accordance with the BRRD, is not an event of default.

## 10. REPLACEMENT OF NOTES, RECEIPTS, COUPONS AND TALONS

Should any Note, Coupon or Talon be lost, stolen, mutilated, defaced or destroyed, it may be replaced at the specified office of the Issuing and Paying Agent or the Paying Agent in Luxembourg upon payment by the claimant of such costs and expenses as may be incurred in connection therewith and on such terms as to evidence and indemnity as the Issuer may reasonably require. Mutilated or defaced Notes, Coupons or Talons must be surrendered before replacements will be issued.

## 11. PAYING AGENTS

The names of the initial Paying Agents and their initial specified offices are set out below.

The Issuer is entitled, with the prior written approval of the Issuing and Paying Agent, to vary or terminate the appointment of any Paying Agent and/or appoint additional or other Paying Agents and/or approve any change in the specified office through which any Paying Agent acts, **provided that:**

- (a) there will at all times be an Issuing and Paying Agent and a Paying Agent with its specified office in a country outside the relevant Tax Jurisdiction; and
- (b) so long as the Notes are listed on any Stock Exchange or admitted to listing by any other relevant authority, there will at all times be a Paying Agent with a specified office in the place required by the rules and regulations of the relevant Stock Exchange or any other relevant authority.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in Condition 5.4 (*General provisions applicable to payments*). Any variation, termination, appointment or change shall only take effect with the prior written approval of the Issuing and Paying Agent (other than in the case of insolvency, when it shall be of immediate effect) after not less than 30 nor more than 45 days’ prior notice thereof shall have been given to the Noteholders in accordance with Condition 13 (*Notices*).

Notification of any change in the Paying Agents or the Calculation Agent or their specified offices will be made in accordance with Condition 13 (*Notices*).

In acting under the Agency Agreement for the Italian Law Notes, the Paying Agents are under no fiduciary duty and act solely as agents of the Issuer and, in certain circumstances specified therein, of the Issuing and Paying Agent and do not assume any obligation to, or relationship of agency or trust with, any Noteholders or Couponholders. The Agency Agreement for the Italian Law Notes contains provisions permitting any entity into which any Paying Agent is merged or converted or with which it is consolidated or to which it transfers all or substantially all of its assets to become the successor paying agent.

## 12. EXCHANGE OF TALONS

On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon (if any) forming part of such Coupon sheet may be surrendered at the specified office of the Issuing and Paying Agent or any other Paying Agent in exchange for a further Coupon sheet including (if such further Coupon sheet does not include Coupons to (and including) the final date for the payment of interest due in respect of the Note to which it appertains) a further Talon, subject to the provisions of Condition 8 (*Prescription*).

## 13. NOTICES

All notices regarding the Notes will be deemed to be validly given if published (a) in a leading English language daily newspaper of general circulation in London, and (b) if and for so long as the Notes are admitted to trading on, and listed on the Official List of the Luxembourg Stock Exchange and the rules of that exchange so require, a daily newspaper of general circulation in Luxembourg and/or the Luxembourg Stock Exchange's website (*www.bourse.lu*). It is expected that any such publication in a newspaper will be made in the *Financial Times* in London and the *Luxemburger Wort* in Luxembourg. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules of any stock exchange or other relevant authority on which the Notes are for the time being listed or by which they have been admitted to trading. Any such notice will be deemed to have been given on the date of the first publication or, where required to be published in more than one newspaper, on the date of the first publication in all required newspapers. Couponholders will be deemed for all purposes to have notice of the contents of any notice given to the Noteholders in accordance with this Condition.

Until such time as any definitive Notes are issued, there may, so long as any Global Notes representing the Notes are held in their entirety on behalf of Euroclear and/or Clearstream, Luxembourg, be substituted for such publication in such newspaper(s) the delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg for communication by them to the holders of the Notes and, in addition, for so long as any Notes are listed on a stock exchange or are admitted to trading by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules or on the website of such stock exchange. Any such notice shall be deemed to have been given to the holders of the Notes on the date of delivery to Euroclear and/or Clearstream, Luxembourg.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together (in the case of any Note in definitive form) with the related Note or Notes, with the Issuing and Paying Agent or the Paying Agent in Luxembourg. Whilst any of the Notes are represented by a Global Note, such notice may be given by any holder of a Note to the Issuing and Paying Agent by delivery to Euroclear and/or Clearstream, Luxembourg as aforesaid.

## 14. MEETINGS OF NOTEHOLDERS, MODIFICATION AND WAIVER

### 14.1 Meeting of the Noteholders, modification and waiver

The Agency Agreement for the Italian Law Notes contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the sanctioning by Extraordinary Resolution of a modification of the Notes, the Coupons or any of the provisions of the Agency Agreement for the Italian Law Notes. Such a meeting may be convened by the Issuer and shall be convened by the Issuer if required in writing by Noteholders holding not less than 10 per cent. in nominal amount of the Notes for the time being remaining outstanding. The quorum at any such meeting for passing an Extraordinary Resolution is two or more persons holding or



representing a clear majority in nominal amount of the Notes for the time being outstanding, or at any adjourned meeting two or more persons being or representing Noteholders whatever the nominal amount of the Notes so held or represented, except that at any meeting the business of which includes the modification of certain provisions of the Notes or the Coupons or the Agency Agreement for the Italian Law Notes (including modifying the date of maturity of the Notes or any date for payment of interest thereon, reducing or cancelling the amount of principal or the rate of interest payable in respect of the Notes or altering the currency of payment of the Notes or the Coupons), the quorum shall be two or more persons holding or representing not less than two-thirds in nominal amount of the Notes for the time being outstanding, or at any adjourned such meeting two or more persons holding or representing not less than one-third in nominal amount of the Notes for the time being outstanding. An Extraordinary Resolution passed at any meeting of the Noteholders shall be binding on all the Noteholders, whether or not they are present at the meeting, and on all Couponholders.

The Issuer and the Issuing and Paying Agent may agree, without the consent of the Noteholders or Couponholders, to any modification of the Notes or the Agency Agreement for the Italian Law Notes which is: (a) in the opinion of the Issuer, not prejudicial to the interests of the Noteholders; or (b) of a formal, minor or technical nature or to correct a manifest error. In addition, no consent of the Noteholders or Couponholders shall be required in connection with effecting any Benchmark Amendment as described in Condition 4.2(h)(III)(C). Any such modification shall be binding on the Noteholders and the Couponholders and any such modification shall be notified to the Noteholders in accordance with Condition 13 (*Notices*) as soon as reasonably practicable thereafter.

#### 14.2 **Modification of the Notes**

If a Modification of the Notes is specified as being applicable in the relevant Final Terms, (i) in cases where a Regulatory Event or a Tax Law Change has occurred and is continuing (with respect to Subordinated Notes), or a MREL Disqualification Event or a Tax Law Change has occurred and is continuing (with respect to Senior Notes), and/or (ii) with respect to all Notes, in order to ensure the effectiveness and enforceability of the Bail-In Power in accordance with Condition 17 (Contractual Recognition of Bail-In Power) or in accordance with applicable law, the Issuer shall be entitled, having given not less than 30 nor more than 60 days' notice to the Issuing and Paying Agent and, in accordance with Condition 13 (Notices), the Noteholders (which notice shall be irrevocable), at any time either to modify the provisions of the Issuing and Paying Agency Agreement and/or the terms and conditions of the Notes of such Series, which modification, for the avoidance of doubt, in each case shall be treated as being outside the scope of the Reserved Matters, provided that:

- (a) such modification is reasonably necessary in the sole opinion of the Issuer to ensure, as applicable, that no Regulatory Event, Tax Law Change or MREL Disqualification Event would exist thereafter, or that the effectiveness and enforceability of the Bail-In Power in accordance with Condition 17 (Contractual Recognition of Bail-In Power) or in accordance with applicable law is ensured;
- (b) following such modification of the existing Notes (the “**Existing Notes**”):
  - (A) the terms and conditions of the Notes, as so modified (the “**Modified Notes**”), are not materially less favourable to a holder of the Existing Notes (as reasonably determined by the Issuer and other than in respect of the effectiveness and enforceability of the Bail-In Power in accordance with Condition 17 (Contractual Recognition of Bail-In Power) or in accordance with applicable law and any provisions referred to under (c) below) than the terms and conditions applicable to the Existing Notes prior to such modification;
  - (B) the Modified Notes shall have a ranking at least equal to that of the Existing Notes and shall feature the same tenor, principal amount, interest rates (including applicable margins), Interest Payment Dates and redemption rights as the Existing Notes;

- (C) the Modified Notes are assigned (or maintain) the same solicited credit ratings (if any) as were assigned to the Existing Notes immediately prior to such modification, provided that such change in rating, if any, shall only be relevant for the purposes of this Condition 14.2(b)(C), if related specifically to the substitution or modification;
- (D) the Modified Notes continue to be listed on a recognised stock exchange, if the Existing Notes were listed immediately prior to such modification;
- (c) the modification does not itself give rise to any right of the Issuer to redeem the Existing Notes prior to their Maturity Date, without prejudice to the provisions under Condition 6.5 (*Redemption at the option of the Issuer (Issuer Call)*);
- (d) the Relevant Authority has approved such modification (if such approval is required under the Applicable Banking Regulations or the MREL Requirements applicable at that time), or has received prior written notice thereof (if such notice is required under the Applicable Banking Regulations or the MREL Requirements applicable at that time) and, following the expiry of all relevant statutory time limits, the Relevant Authority is no longer entitled to object or impose changes to the proposed modification; and
- (e) any modification made under this Condition 14.2 can also determine a change in the governing law provided under Condition 16.1 (*Governing law*) from Italian law and/or in the jurisdiction and service of process provisions set out in Condition 16.2 (*Submission to jurisdiction*), if the Issuer determines that such changes are necessary to ensure that the Notes remain or, as appropriate, become, eligible for the purposes of the MREL Requirements.

In connection with any modification made in this Condition 14.2, the Issuer shall comply with the rules of any stock exchange on which the Notes are then listed or admitted to trading and of any authority that is responsible for the supervision or regulation of such exchange.

Any such modification shall be binding on all Noteholders and Couponholders and shall be notified by the Issuer as soon as reasonably practicable to the Noteholders in accordance with Condition 13 (*Notices*).

## 15. **FURTHER ISSUES**

The Issuer shall be at liberty from time to time without the consent of the Noteholders or the Couponholders to create and issue further notes having terms and conditions the same as the Notes or the same in all respects save for the amount and date of the first payment of interest thereon and so that the same shall be consolidated and form a single Series with the outstanding Notes.

## 16. **GOVERNING LAW AND SUBMISSION TO JURISDICTION**

### 16.1 **Governing law**

The Agency Agreement for the Italian Law Notes, the Notes and the Coupons and any non-contractual obligations arising out of or in connection with the Agency Agreement for the Italian Law Notes, the Notes and the Coupons are governed by, and shall be construed in accordance with Italian law.

### 16.2 **Submission to jurisdiction**

The Issuer irrevocably agrees, for the benefit of the Noteholders and the Couponholders, that the courts of Milan are to have non-exclusive jurisdiction to settle any disputes which may arise out of or in connection with the Notes and/or the Coupons (including a dispute relating to any non-contractual obligations arising out of or in connection with the Notes and/or the Coupons) and accordingly submits to the non-exclusive jurisdiction of such courts.

Each party hereby irrevocably waives any objection which it may have now or hereafter to laying of the venue of any such Proceedings in any such court and any claim that any such Proceedings have been brought in the an inconvenient forum, and hereby further irrevocably agrees that a

judgment in any such Proceedings brought in the courts of Milan with regard to the Notes, the Receipts and the Coupons shall be conclusive and binding upon each party and may be enforced in the courts of any other jurisdiction.

Nothing contained in this Condition shall limit any right to take Proceedings against the Issuer in any other court of competent jurisdiction, nor shall the taking of Proceedings in one or more jurisdictions preclude the taking of Proceedings in any other jurisdiction, whether concurrently or not.

#### 17. **CONTRACTUAL RECOGNITION OF BAIL-IN POWER**

Notwithstanding any provision of these Conditions or any other agreements, arrangements, or understandings between the Issuer and any holder of the Notes and without prejudice to Article 55(1) of the BRRD, each Noteholder, by virtue of its acquisition of the Notes (whether on issuance or in the secondary market), acknowledges and accepts the existence of, agrees to be bound by and consents to:

- (a) the effects of the exercise of the Bail-In Power by the Relevant Authority, which exercise may include and result in any of the following, or some combination thereof:
  - (A) the reduction of all, or a portion, of the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto;
  - (B) the conversion of all, or a portion, of the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto, into ordinary shares, other securities or other obligations of the Issuer or another person (and the issue to or conferral on the holder of such shares, securities or obligations), including by means of an amendment, modification or variation of these Conditions;
  - (C) the cancellation of the Notes or the principal amount in respect of the Notes together with any accrued but unpaid interest due thereon and any additional amounts (if any) due in relation thereto; and
  - (D) the amendment or alteration of the maturity of the Notes or amendment of the amount of interest payable on the Notes, or the date on which the interest become payable, including by suspending payment for a temporary period; and
- (b) the variation of these Conditions, as deemed necessary by the Relevant Authority, to give effect to the exercise of the Bail-In Power by the Relevant Authority.

Each Noteholder further agrees that the rights of the Noteholders are subject to, and will be varied if necessary so as to give effect to, the exercise of any Bail-In Power by the Relevant Authority.

Upon the Issuer becoming aware of the exercise of the Bail-In Power by the Relevant Authority with respect to the Notes, the Issuer shall provide a notice to the holders of the Notes in accordance with Condition 13 (*Notices*) as soon as reasonably practicable. The Issuer shall also deliver a copy of such notice to the Issuing and Paying Agent for information purposes. Any delay or failure by the Issuer to give notice shall not affect the validity and enforceability of the Bail-In Power nor the effects on the Notes described in this Condition 17.

The exercise of the Bail-In Power by the Relevant Authority with respect to the Notes shall not constitute an Event of Default and the terms and conditions of the Notes shall continue to apply to the outstanding principal amount of the Notes subject to any modification of the amount of interest payments to reflect the reduction of the outstanding principal amount, and any further modification of the terms that the Relevant Authority may decide in accordance with applicable laws and regulations, including in particular the BRRD and the SRM Regulation, and any other relevant provisions under the Applicable Banking Regulations.

Each Noteholder also acknowledges and agrees that this provision is exhaustive on the matters described herein to the exclusion of any other agreements, arrangements or understandings relating to the application of the Bail-In Power.

## FORM OF THE NOTES

Each Tranche of Notes will be in bearer form and will be initially issued in the form of a Temporary Global Note (a “**Temporary Global Note**”) or, if so specified in the relevant Final Terms, a Permanent Global Note (a “**Permanent Global Note**”) which, in either case, will:

- (i) if the Global Notes are intended to be issued in new global note (“**NGN**”) form, as stated in the relevant Final Terms, be delivered on or prior to the original issue date of the Tranche to a common safekeeper (the “**Common Safekeeper**”) for Euroclear Bank SA/NV (“**Euroclear**”) and Clearstream Banking, S.A. (“**Clearstream, Luxembourg**”); and
- (ii) if the Global Notes are not intended to be issued in NGN form, be delivered on or prior to the original issue date of the Tranche to a common depository (the “**Common Depository**”) for, Euroclear and Clearstream, Luxembourg.

Whilst any Note is represented by a Temporary Global Note, payments of principal, interest (if any) and any other amount payable in respect of the Notes due prior to the Exchange Date (as defined below) will be made (against presentation of the Temporary Global Note if the Temporary Global Note is not intended to be issued in NGN form) only to the extent that certification (in a form to be provided) to the effect that the beneficial owners of interests in such Note are not U.S. persons or persons who have purchased for resale to any U.S. person, as required by U.S. Treasury regulations, has been received by Euroclear and/or Clearstream, Luxembourg and Euroclear and/or Clearstream, Luxembourg, as applicable, has given a like certification (based on the certifications it has received) to the Issuing and Paying Agent.

On and after the date (the “**Exchange Date**”) which is 40 days after a Temporary Global Note is issued, interests in such Temporary Global Note will be exchangeable (free of charge) upon a request as described therein either for (a) interests in a Permanent Global Note of the same Series or (b) for definitive Notes of the same Series with, where applicable, receipts, interest coupons (“**Coupons**”) and talons (“**Talons**”) attached (as indicated in the relevant Final Terms and subject, in the case of definitive Notes, to such notice period as is specified in the relevant Final Terms), in each case against certification of beneficial ownership as described above unless such certification has already been given. The holder of a Temporary Global Note will not be entitled to collect any payment of interest, principal or other amount due on or after the Exchange Date unless, upon due certification, exchange of the Temporary Global Note for an interest in a Permanent Global Note or for definitive Notes is improperly withheld or refused.

Payments of principal, interest (if any) or any other amounts on a Permanent Global Note will be made through Euroclear and/or Clearstream, Luxembourg (against presentation or surrender (as the case may be) of the Permanent Global Note if the Permanent Global Note is not intended to be issued in NGN form) without any requirement for certification.

The relevant Final Terms will specify that a Permanent Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Notes with, where applicable, receipts, interest coupons and talons attached upon either (a) not less than 60 days’ written notice from Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Permanent Global Note) to the Issuing and Paying Agent as described therein or (b) only upon the occurrence of an Exchange Event. For these purposes, “**Exchange Event**” means that (i) an Event of Default (as defined in Condition 9) has occurred and is continuing, (ii) the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and no successor clearing system satisfactory to the Trustee (in the case of English Law Notes only) is available or (iii) the Issuer has or will become subject to adverse tax consequences which would not be suffered were the Notes represented by the Permanent Global Note in definitive form. The Issuer will promptly give notice to Noteholders in accordance with Condition 13 of the Terms and Conditions of the English Law Notes and Condition 13 of the Terms and Conditions of the Italian Law Notes if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Permanent Global Note) may give notice to the Issuing and Paying Agent requesting exchange and, in the event of the occurrence of an Exchange Event as described in (iii) above, the Issuer may also give notice to the Issuing and Paying Agent requesting exchange. Any such exchange shall occur not later than 60 days after the date of receipt of the first relevant notice by the Issuing and Paying Agent.

The following legend will appear on all Notes which have an original maturity of more than 365 days and on all receipts and interest coupons relating to such Notes:

“ANY UNITED STATES PERSON WHO HOLDS THIS OBLIGATION WILL BE SUBJECT TO LIMITATIONS UNDER THE UNITED STATES INCOME TAX LAWS, INCLUDING THE LIMITATIONS PROVIDED IN SECTIONS 165(j) AND 1287(a) OF THE INTERNAL REVENUE CODE.”

The sections referred to provide that United States holders, with certain exceptions, will not be entitled to deduct any loss on Notes, receipts or interest coupons and will not be entitled to capital gains treatment of any gain on any sale, disposition, redemption or payment of principal in respect of such Notes, receipts or interest coupons.

Notes which are represented by a Global Note will only be transferable in accordance with the rules and procedures for the time being of Euroclear or Clearstream, Luxembourg, as the case may be.

Pursuant to the Agency Agreement (as defined in the “*Terms and Conditions of the English Law Notes*”) and the Agency Agreement of the Italian Law Notes (as defined in the “*Terms and Conditions of the Italian Law Notes*”), the Issuer procures that the Issuing and Paying Agent shall arrange that, where a further Tranche of Notes is issued which is intended to form a single Series with an existing Tranche of Notes, the Notes of such further Tranche shall be assigned a common code and ISIN which are different from the common code and ISIN assigned to Notes of any other Tranche of the same Series until at least the expiry of the distribution compliance period (as defined in Regulation S under the Securities Act) applicable to the Notes of such Tranche.

Notwithstanding the provisions of Condition 5.5 of the Terms and Conditions of the English Law Notes and Condition 5.5 of the Terms and Conditions of the Italian Law Notes, where any note is represented by a Global Note, “**Payment Day**” means:

- (a) if the currency of payment is euro, any day on which the TARGET2 System is open and a day on which dealings in foreign currencies may be carried on in each (if any) additional financial centre; or
- (b) if the currency of payment is not euro, any day which is a day on which dealings in foreign currencies may be carried on in the principal financial centre of the currency of payment and in each (if any) additional financial centre.

Any reference herein to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the relevant Final Terms or as may otherwise be approved by the Issuer, the Issuing and Paying Agent and (in the case of the English Law Notes only) the Trustee.

No Noteholder or Couponholder shall be entitled to proceed directly against the Issuer unless the Trustee (in the case of the English Law Notes only), having become bound so to proceed, fails so to do within a reasonable period and the failure shall be continuing.

## FORM OF FINAL TERMS

*Set out below is the form of Final Terms which the Issuer expects will be completed for each Tranche of Notes issued under the Programme.*

**[PROHIBITION OF SALES TO EEA RETAIL INVESTORS** – The Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (“EEA”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, “**MiFID II**”); or (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended, the “**Insurance Distribution Directive**”), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II. Consequently no key information document required by Regulation (EU) No. 1286/2014 (as amended, the “**PRIIPs Regulation**”) for offering or selling the Notes or otherwise making them available to retail investors in the EEA has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA may be unlawful under the PRIIPs Regulation.]

**[PROHIBITION OF SALES TO UK RETAIL INVESTORS** – The Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the United Kingdom (“UK”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client, as defined in point (8) of Article 2 of Regulation (EU) No 2017/565 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 (“**EUWA**”); or (ii) a customer within the meaning of the provisions of the Financial Services and Markets Act 2000 (the “**FSMA**”) and any rules or regulations made under the FSMA to implement Directive (EU) 2016/97, where that customer would not qualify as a professional client, as defined in point (8) of Article 2(1) of Regulation (EU) No 600/2014 as it forms part of UK domestic law by virtue of the EUWA. Consequently no key information document required by Regulation (EU) No 1286/2014 as it forms part of UK domestic law by virtue of the EUWA (the “**UK PRIIPs Regulation**”) for offering or selling the Notes or otherwise making them available to retail investors in the UK has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the UK may be unlawful under the UK PRIIPs Regulation.]

**[MIFID II product governance / Professional investors and ECPs only target market** – Solely for the purposes of [the/each] manufacturer’s product approval process, the target market assessment in respect of the Notes has led to the conclusion that: (i) the target market for the Notes is eligible counterparties and professional clients only, each as defined in [Directive 2014/65/EU (as amended, “**MiFID II**”)] [MiFID II]; and (ii) all channels for distribution of the Notes to eligible counterparties and professional clients are appropriate. [*Consider any negative target market*]. Any person subsequently offering, selling or recommending the Notes (a “**distributor**”) should take into consideration the manufacturers’ target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the manufacturers’ target market assessment) and determining appropriate distribution channels.]

**[UK MIFIR product governance / Professional investors and ECPs only target market** – Solely for the purposes of [the/each] manufacturer’s product approval process, the target market assessment in respect of the Notes has led to the conclusion that: (i) the target market for the Notes is only eligible counterparties, as defined in the FCA Handbook Conduct of Business Sourcebook (“**COBS**”), and professional clients, as defined in Regulation (EU) No 600/2014 as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018 (“**UK MiFIR**”); and (ii) all channels for distribution of the Notes to eligible counterparties and professional clients are appropriate. [*Consider any negative target market*]. Any person subsequently offering, selling or recommending the Notes (a “distributor”) should take into consideration the manufacturer[’s/s’] target market assessment; however, a distributor subject to the FCA Handbook Product Intervention and Product Governance Sourcebook (the “**UK MiFIR Product Governance Rules**”) is responsible for undertaking its own target market assessment in respect of the [Notes] (by either adopting or refining the manufacturer[’s/s’] target market assessment) and determining appropriate distribution channels.]

**[Singapore Securities and Futures Act Product Classification** – Solely for the purposes of its obligations pursuant to Sections 309B(1)(a) and 309B(1)(c) of the Securities and Futures Act (Chapter 289) of Singapore)(as modified or amended from time to time, the “**SFA**”), the Issuer has determined, and hereby notifies all relevant persons (as defined in Section 309A of the SFA) that the Notes are [“prescribed capital

markets products”]/[“capital markets products other than prescribed capital markets products”] (as defined in the Securities and Futures (Capital Markets Products) Regulations 2018).]

Final Terms dated [●]

**BANCO BPM S.p.A.**

*(incorporated as a joint stock company (società per azioni) in the Republic of Italy with its registered office in Milan; number 09722490969 in the Register of Companies)*

**Legal Entity Identifier (LEI): [815600E4E6DCD2D25E30]**

**Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]**

**under the €25,000,000,000  
Euro Medium Term Note Programme**

**PART A – CONTRACTUAL TERMS**

Terms used herein shall be deemed to be defined as such for the purposes of the [Terms and Conditions of the English Law Notes] [Terms and Conditions of the Italian Law Notes] set forth in the Base Prospectus dated 11 June 2021 [and the Supplement to the Base Prospectus dated [date]] which [together] constitute[s] a base prospectus for the purposes of Regulation (EU) 2017/1129 (the “**Prospectus Regulation**”). This document constitutes the Final Terms of the Notes described herein for the purposes of the Prospectus Regulation and must be read in conjunction with the Base Prospectus [as so supplemented]. Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Base Prospectus [as so supplemented].

*[The following alternative language applies if the first tranche of an issue which is being increased was issued under a Base Prospectus with an earlier date.]*

Terms used herein shall be deemed to be defined as such for the purposes of the Terms and Conditions of the Italian Law Notes (the “**Conditions**”) set forth in the Base Prospectus dated 6 July 2020 which are incorporated by reference in the Base Prospectus dated 11 June 2021. This document constitutes the Final Terms of the Notes described herein for the purposes of Regulation (EU) 2017/1129 (the “**Prospectus Regulation**”) and must be read in conjunction with the Base Prospectus dated 6 July 2020 [and the supplement[s] to it dated [date] [and [date]] which [together] constitute[s] a base prospectus for the purposes of the Prospectus Regulation (the “**Base Prospectus**”), including the Conditions incorporated by reference in the Base Prospectus. Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Base Prospectus.

The Base Prospectus [and the supplement to the Base Prospectus dated [date]] is available for viewing at, and copies of it may be obtained from, the registered office of the Issuer, Piazza Filippo Meda, 4, 20121 Milan and from BNP Paribas Securities Services, Luxembourg Branch, 60 Avenue J.F. Kennedy L-1855 Luxembourg and will be published on the website of the Luxembourg Stock Exchange ([www.bourse.lu](http://www.bourse.lu)) and the website of the Issuer (<https://gruppo.bancobpm.it/en/>).

*(Include whichever of the following apply or specify as “Not Applicable”. Note that the numbering should remain as set out below, even if “Not Applicable” is indicated for individual paragraphs or sub-paragraphs. Italics denote guidance for completing the Final Terms.)*

*(When completing the final terms consideration should be given as to whether such terms or information constitute “significant new factors” and consequently trigger the need for a supplement to the Base Prospectus under Article 23 of the Prospectus Regulation.)*

*(If the Notes have a maturity of less than one year from the date of their issue, the minimum denomination may need to be £100,000 or its equivalent in any other currency. Senior Non-Preferred Notes must have a denomination of at least €250,000 – or, where the Senior Non-Preferred Notes are denominated in a Specified Currency other than Euro, the equivalent amount in such other Specified Currency.)*

1. (a) Series Number: [●]



- (b) Tranche Number: [●]
- [(c) Date on which Notes become fungible:] [Not Applicable]/[The Notes shall be consolidated, form a single series and be interchangeable for trading purposes with the [●] on [[●]/the Issue Date/exchange of the Temporary Global Note for interests in the Permanent Global Note, as referred to in paragraph 24 below [which is expected to be on or about [●].]
- [(d) Trade Date:] [●]
2. Specified Currency or Currencies: [Euro (“EUR”)] [●]  
(Condition 1)
3. Aggregate Nominal Amount:  
(a) [Series: [●]]  
(b) [Tranche: [●]]
4. Issue Price: [●] per cent. of the Aggregate Nominal Amount [plus accrued interest from [●]]  
(insert date if applicable)
5. (a) Specified Denominations: [●]  
(Condition 1)  
*(Senior Non-Preferred Notes must have a denomination of at least €250,000 (or, where the Senior Non-Preferred Notes are denominated in a Specified Currency other than Euro, the equivalent amount in such other Specified Currency))*  
  
*(N.B. If an issue of Notes is (i) NOT admitted to trading on an European Economic Area exchange; and (ii) only offered in the European Economic Area in circumstances where a prospectus is not required to be published under the Prospectus Regulation the €100,000 minimum denomination is not required.)*  
  
*(Note — where multiple denominations above €100,000 or equivalent are being used the following sample wording should be followed:*  
  
*“€100,000 and integral multiples of €1,000 in excess thereof up to and including €199,000. No Notes in definitive form will be issued with a denomination above €199,000 or below €100,000.”)*
- (b) Calculation Amount: [●]  
  
*(If only one Specified Denomination, insert the Specified Denomination. If more than one specified Denomination, insert the highest common factor. Note: there must be a common*

*factor in the case of two or more Specified Denominations.)*

6. (a) Issue Date: [●]
- (b) Interest Commencement Date: [specify/Issue Date/Not Applicable]
- (Condition 2) *(N.B. An Interest Commencement Date will not be relevant for certain Notes, for example Zero Coupon Notes.)*
7. Maturity Date: [Fixed rate – specify date/Floating rate – Interest Payment Date falling in or nearest to [specify month and year]]
- (Condition 6.1) *(Unless otherwise permitted by current laws, regulations, directives and/or the Relevant Authority’s requirements applicable to the Issuer or the Group (as the case may be) (i) Senior Non-Preferred Notes must have a minimum maturity of twelve months and (ii) Subordinated Notes must have a minimum maturity of five years).*
8. Interest Basis: [[●] per cent. Fixed Rate]  
[[EURIBOR] +/- [●] per cent. Floating Rate]  
(Condition 4) [Floating Rate: CMS Linked Interest]  
[Floating Rate: SONIA Linked Interest]  
[Fixed-Floating Rate]  
[Floating-Fixed Rate]  
[Zero Coupon]  
(further particulars specified in paragraph [12/13/14/15/16] below)
9. Change of Interest Basis or Change of Redemption/Payment Basis: [Applicable/Not Applicable]
- (If applicable, specify details of the relevant basis change (and in the case of a change of Interest Basis the relevant Interest Periods to which the change(s) in Interest Basis applies))*
10. Put/Call Options: [Regulatory Call]  
[Issuer Call due to a MREL Disqualification Event]  
[Issuer Call]  
[Investor Put]  
(Condition 6.5 or 6.6) [(further particulars specified in paragraphs [17/18/19/20] below)]

11. (i) Status of the Notes: [Senior Preferred Notes/Senior Non-Preferred Notes/Subordinated Notes]  
(Condition 3.2 and 3.3)
- (ii) Date [Board] approval for issuance of Notes obtained: [●] / Not Applicable  
*(Only relevant where Board (or similar) authorisation is required for the particular tranche of Notes)*

**PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE**

12. Fixed Rate Note Provisions: [Applicable/Not Applicable/Applicable for the period starting from [●] [and including] [●] ending on [but excluding] [●]]  
*(If not applicable, delete the remaining subparagraphs of this paragraph)*
- (a) Rate(s) of Interest: [●] per cent. per annum [payable [annually/semi-annually/quarterly/specify other] in arrear] [specify other in case of different Rates of Interest in respect of different Fixed Interest Periods]  
(Condition 4)
- (b) Interest Payment Date(s): [●] in each year up to and including [the Maturity Date/[●]]  
(Condition 4)  
*(N.B. This will need to be amended in the case of long or short coupons)*
- (c) Fixed Coupon Amount(s): [●] per Calculation Amount  
*(Applicable to Notes in definitive form)*  
*(Specify different Fixed Coupon Amounts if different Rates of Interest are specified as being applicable in respect of different Fixed Interest Periods)*
- (d) Broken Amount(s): [●] per Calculation Amount, payable on the Interest Payment Date falling [in/on] [●]  
*(Applicable to Notes in definitive form)*
- (e) Day Count Fraction: [Actual/Actual (ISDA)  
Actual/Actual (ICMA)  
Actual/365 (Fixed)  
Actual/365 (Sterling)  
Actual/360  
30/360  
360/360  
Bond Basis  
30E/360  
Eurobond Basis  
30E/360 (ISDA)]  
(Condition 2)
- (f) Interest Determination Date(s): [●] in each year

(Condition 2)

*(Insert regular interest payment dates, ignoring issue date or maturity date in the case of a long or short first or last coupon)*

*(N.B. This will need to be amended in the case of regular interest payment dates which are not of equal duration)*

*(N.B. Only relevant where Day Count Fraction is Actual/Actual (ICMA))*

13. Floating Rate Note Provisions:

[Applicable/Not Applicable/Applicable for the period starting from [●] [and including] [●] ending on [but excluding] [●]]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

(a) Specified Period(s)/Specified Interest Payment Dates:

[●]

(Condition 4.2)

(b) First Interest Payment Date:

[●]

(Condition 2)

(c) Business Day Convention:

[Floating Rate Convention/Following Business Day Convention/Modified Following Business Day Convention/Preceding Business Day Convention]

(Condition 2)

(d) Relevant Financial Centre(s):

[●]

(Condition 2)

(e) Additional Business Centre(s):

[●]

(Condition 2)

(f) Manner in which the Rate of Interest and Interest Amount is to be determined:

[Screen Rate Determination/ISDA Determination]

(Condition 4)

(g) Calculation Agent responsible for calculating the Rate of Interest and Interest Amount (if not the Issuing and Paying Agent):

[●]

(h) Screen Rate Determination:

(Condition 4)

(i) Reference Rate:

[[EURIBOR]/[CMS Rate]/[SONIA]]

In the case of CMS Rate:

- Reference Currency:

[●]

- Designated Maturity: [●]

- Calculation Agent / Issuing and Paying Agent: [●]

(ii) Interest Determination Date(s): [●]

*(in the case of a CMS Rate where the Reference Currency is Euro):*[Second day on which the TARGET2 System is open prior to the start of each Interest Period]

*(in the case of a CMS Rate where the Reference Currency is other than Euro):*[Second [specify type of day] prior to the start of each Interest Period]

*(Second London business day prior to the start of each Interest Period if LIBOR (other than Sterling or Euro LIBOR), first day of each Interest Period if Sterling LIBOR and the second day on which the TARGET2 System is open prior to the start of each Interest Period if EURIBOR or Euro LIBOR*

(iii) Specified Time: [●]

(iv) Multiplier: [●] / [Not Applicable]

(v) Reference Rate Multiplier: [●] / [Not Applicable]

(vi) Relevant Screen Page: *(In the case of a CMS Rate):* [ICESWAP2]/[●]

*(Condition 4)*  
*(In the case of EURIBOR, if not Reuters EURIBOR01 ensure it is a page which shows a composite rate or amend the fallback provisions appropriately)*

*(In the case of CMS Linked Interest Note, specify relevant screen page and any applicable headings and captions)*

(vii) p: [●] [Not Applicable]

*(Only applicable to SONIA Linked Interest Notes)*

(i) ISDA Determination:

*(Condition 4)*

(i) Floating Rate Option: [●]

(ii) Designated Maturity: [●]

(iii) Reset Date: [●]

*(In the case of a LIBOR or EURIBOR or CMS Rate based option, the first day of the Interest Period)*

- (j) Margin(s): [ +/- ] [ ● ] per cent. per annum
- (k) Minimum Rate of Interest: [ ● ] per cent. per annum
- (l) Maximum Rate of Interest: [ ● ] per cent. per annum
- (m) Multiplier: [ ● ] / [Not Applicable]
- (n) Reference Rate Multiplier: [ ● ] / [Not Applicable]
- (o) Day Count Fraction: [Actual/Actual (ISDA)  
Actual/Actual (ICMA)  
Actual/365 (Fixed)  
Actual/365 (Sterling)  
Actual/360  
30/360  
360/360  
Bond Basis  
30E/360  
Eurobond Basis  
30E/360 (ISDA)]  
(Condition 2)
- (p) Linear Interpolation: [Not Applicable / Applicable – the Rate of  
Interest for the [long/short] [first/last] Interest  
Period shall be calculated using Linear  
Interpolation (*specify for each long or short  
interest period*)]  
(Condition 4)
14. Fixed-Floating Rate Note Provisions: [Applicable/Not Applicable]  
  
[[●] per cent. Fixed Rate in respect of the  
Fixed Interest Period(s) ending on (but  
excluding) [●], then calculated in accordance  
with paragraph 13 above.]
15. Floating-Fixed Rate Note Provisions: [Applicable/Not Applicable]  
  
[[*Floating Rate*] in respect of the Interest  
Period(s) ending on (but excluding) [●], then  
calculated in accordance with paragraph 12  
above.]
16. Zero Coupon Note Provisions: [Applicable/Not Applicable]  
  
*(If not applicable, delete the remaining  
subparagraphs of this paragraph)*
- (a) Accrual Yield: [●] per cent. per annum  
(Condition 6.7)
- (b) Reference Price: [●]  
(Condition 6.7)
- (c) Day Count Fraction in relation to  
Early Redemption Amounts and  
late payment: [Condition 6.7 applies]  
  
*(Consider applicable day count fraction if not  
U.S. dollar denominated)*

**PROVISIONS RELATING TO REDEMPTION**

17. Issuer Call: [Applicable/Not Applicable]  
 (Condition 6.5) *(If not applicable, delete the remaining subparagraphs of this paragraph)*
- (a) Optional Redemption Date(s): *(If the Notes are Subordinated Notes, unless otherwise permitted by current laws, regulations, directives and/or the Relevant Authority's requirements applicable to the issue of Subordinated Notes by the Issuer, the Optional Redemption Date shall not be earlier than five years after the Issue Date)*
- (b) Optional Redemption Amount: [[●] per Calculation Amount]
- (c) Partial redemption: [Applicable/Not Applicable]  
*(If not applicable, delete the remaining items of this subparagraph)*
- If redeemable in part:
- (i) Minimum Redemption Amount: [●]
- (ii) Maximum Redemption Amount: [●]
- (d) Notice period (if other than as set out in the Conditions): [●]  
*(N.B. If setting notice periods which are different from those provided in the Conditions, the Issuer is advised to consider the practicalities of distribution of information through intermediaries, for example, clearing systems and custodians, as well as any other notice requirements which may apply, for example, as between the Issuer and the Issuing and Paying Agent or Trustee (in the case of the English Law Notes only))*
18. Regulatory Call: [Condition 6.3 is applicable/Not Applicable]  
 (Condition 6.3) *(Only applicable for Subordinated Notes)*
19. Issuer Call due to a MREL Disqualification Event [Condition 6.4 is applicable/Not Applicable]  
 (Condition 6.4) *(Only applicable for Senior Notes)*
- (a) Notice Period: [●]
20. Investor Put: [Applicable/Not Applicable]  
 (Condition 6.6) *(Not applicable for Subordinated Notes. If not applicable for Senior Notes, delete the remaining subparagraphs of this paragraph)*
- (a) Optional Redemption Date(s): [●]

- (b) Optional Redemption Amount: [[●] per Calculation Amount]
- (c) Notice period (if other than as set out in the Conditions): [●]

*(N.B. If setting notice periods which are different from those provided in the Conditions, the Issuer is advised to consider the practicalities of distribution of information through intermediaries, for example, clearing systems and custodians, as well as any other notice requirements which may apply, for example, as between the Issuer and the Issuing and Paying Agent or the Trustee [in the case of the English Law Notes only])*

21. Final Redemption Amount: [[●] per Calculation Amount]

*(N.B. The Final Redemption Amount will always be equal to at least 100 per cent. of the aggregate principal amount of the Notes. In relation to any issue of Notes which are expressed at paragraph 5 above to have a minimum denomination and tradeable amounts above such minimum denomination which are smaller than it the following wording should be added: "For the avoidance of doubt, in the case of a holding of Notes in an integral multiple of [●] in excess of [●] as envisaged in paragraph 5 above, such holding will be redeemed at its nominal amount.")*

22. Early Redemption Amount payable on redemption for taxation, regulatory reasons, MREL Disqualification Event or on event of default:  
(Condition 6.7)
- [Not Applicable (if Early Redemption Amount (Tax), Early Redemption Amount (Regulatory Event), Early Redemption Amount (MREL Disqualification Event) and Early Termination Amount are the principal amount of the Notes)/ specify [●] per Calculation Amount]

23. Substitution or modification of the Notes (English Law Notes only):  
(Condition 14.2)
- [Condition 14.2 applies/Not Applicable]

#### **GENERAL PROVISIONS APPLICABLE TO THE NOTES**

24. Form of Notes:
- [Temporary Global Note exchangeable for a Permanent Global Note which is exchangeable for Definitive Notes [on 60 days' notice given at any time/only upon an Exchange Event]]\*
- [Temporary Global Note exchangeable for Definitive Notes on and after the Exchange Date]\*
- [Permanent Global Note exchangeable for Definitive Notes [on 60 days' notice given at any time/only upon an Exchange Event]]\*

*(\*The exchange upon notice options should not be expressed to be applicable if the*



*Specified Denomination of the Notes in paragraph 5 includes language substantially to the following effect: “€100,000 and integral multiples of €1,000 in excess thereof up to and including €199,000.” Furthermore, such Specified Denomination construction is not permitted in relation to any issue of Notes which is to be represented on issue by a Temporary Global Note exchangeable for Definitive Notes.)*

25. New Global Note: [Yes] [No]
26. Additional Financial Centre(s) or other special provisions relating to Payment Dates:  
(Condition 5) [Not Applicable/give details]  
*(Note that this item relates to the place of payment and not Interest Period end dates to which item 12(d) relates)*
27. Talons for future Coupons to be attached to Definitive Notes (and dates on which such Talons mature): [Yes/No. If yes, insert as follows:  
One Talon in the event that more than 27 Coupons need to be attached to each Definitive Note. On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon comprised in the Coupon sheet may be surrendered at the specified office of the Paying Agent in exchange for a further Coupon sheet. Each Talon shall be deemed to mature in the Interest Payment Date on which the final Coupon comprised in the relevant Coupon sheet matures.]

**THIRD PARTY INFORMATION**

[ *[(Relevant third party information)]* has been extracted from [*(specify source)*]. The Issuer confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by [*(specify source)*], no facts have been omitted which would render the reproduced information inaccurate or misleading.]

Signed on behalf of BANCO BPM S.p.A.:

By: .....  
*Duly authorised*

## PART B – OTHER INFORMATION

### 1. LISTING AND ADMISSION TO TRADING

- (i) Listing and Admission to Trading: [Application has been made by the Issuer (or on its behalf) for the Notes to be admitted to trading on *[specify relevant regulated market (for example the Bourse de Luxembourg) and, if relevant, admission to an official list]* with effect from [●.] [Application is expected to be made by the Issuer (or on its behalf) for the Notes to be admitted to trading on *[specify relevant regulated market (for example the Bourse de Luxembourg) and, if relevant, admission to an official list]* with effect from [●.] [Not Applicable.]
- (ii) Estimate of total expenses related to admission to trading: [●]

### 2. RATINGS

Ratings: The Notes to be issued [have been/are expected to be] rated:  
[Moody's: [●]]  
[DBRS: [●]]  
[[Other]: [●]]

*[Need to include a brief explanation of the meaning of the ratings if this has previously been published by the rating provider.]*

*(The above disclosure should reflect the rating allocated to Notes of the type being issued under the Programme generally or, where the issue has been specifically rated, that rating.)*

*(Insert the following where the relevant credit rating agency is established in the EEA:)*

*[[Insert legal name of particular credit rating agency entity providing rating] is established in the EEA and [is included in the list of registered credit rating agencies published on the website of the European Securities and Markets Authority at <http://www.esma.europa.eu/supervision/credit-rating-agencies/risk> as being registered]/[has applied for registration although notification of the corresponding registration decision has not yet been provided by the relevant competent authority]/[is neither registered nor has it applied for registration] under Regulation (EU) No. 1060/2009, as amended (the “CRA Regulation”).]*

*(Insert the following where the relevant credit rating agency is not established in the EEA:)*

*[[Insert legal name of particular credit rating agency entity providing rating] is not established in the EEA [but the rating it has given to the Notes is endorsed by [insert legal name of credit rating agency], which is established in the EEA and is included in the list of registered credit rating agencies published on the website of the European Securities and*

Markets Authority at <http://www.esma.europa.eu/supervision/credit-rating-agencies/risk> as being registered] / [but is certified] / [and is not certified under nor is the rating it has given to the Notes endorsed by a credit rating agency established in the EEA or the United Kingdom and registered] under Regulation (EU) No. 1060/2009, as amended (the “**CRA Regulation**”).]

*(Insert the following with respect to UK CRA:)*

*[[Insert legal name of particular credit rating agency entity providing rating] has been certified under Regulation (EU) No. 1060/2009 as it forms part of domestic law of the United Kingdom by virtue of the European Union (Withdrawal) Act 2018 (the “**UK CRA Regulation**”).] / [[Insert legal name of particular credit rating agency entity providing rating] has not been certified under Regulation (EU) No. 1060/2009, as it forms part of domestic law of the United Kingdom by virtue of the European Union (Withdrawal) Act 2018 (the “**UK CRA Regulation**”) and the rating it has given to the Notes is not endorsed by a credit rating agency established in the UK and registered under the UK CRA Regulation.] / [Insert legal name of particular credit rating agency entity providing rating] is established in the UK and registered under Regulation (EU) No. 1060/2009 as it forms part of domestic law of the United Kingdom by virtue of the European Union (Withdrawal) Act 2018 (the “**UK CRA Regulation**”). [Insert legal name of particular credit rating agency entity providing rating] appears on the latest update of the list of registered credit rating agencies (as of [insert date of most recent list]) on [FCA].*

In general, European regulated investors are restricted from using a rating for regulatory purposes unless such rating is (1) issued by a credit rating agency established in the EEA and registered under the CRA Regulation or (2) the rating is provided by a credit rating agency not established in the EEA but is endorsed by a credit rating agency established in the EEA registered under the CRA Regulation or (3) the rating is provided by a credit rating agency not established in the EEA which is certified under the CRA Regulation.

Investors regulated in the UK are subject to similar restrictions under Regulation (EC) No. 1060/2009 as it forms part of domestic law by virtue of the EUWA (the “**UK CRA Regulation**”). As such, UK regulated investors are restricted from using a rating for regulatory purposes unless (1) such rating is issued by a credit rating agency established in the UK and registered under the UK CRA Regulation or (2) the rating is provided by a credit rating agency not established in the UK but is endorsed by a credit rating agency established in the UK and registered under the UK CRA Regulation or (3) the rating is provided by a credit rating agency not established in the UK which is certified under the UK CRA Regulation.

*(Need to include a brief explanation of the meaning of the ratings if this has previously been published by the rating provider.)*

**3. INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE**

[Save for any fees payable to the [Dealers/Managers], so far as the Issuer is aware, no person involved in the issue of the Notes has an interest material to the offer. The [Managers/Dealers] and their affiliates may have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform other services for, the Issuer and its affiliates in the ordinary course of business.] -Amend as appropriate if there are other interests

*(When adding any other description, consideration should be given as to whether such matters described constitute “significant new factors” and consequently trigger the need for a supplement to the Base Prospectus under Article 23 of the Prospectus Regulation.)*

**4. REASONS FOR THE OFFER, ESTIMATED NET PROCEEDS**

- (i) Use of the proceeds: [The net proceeds from the issue of the Notes will be used for its general funding purposes and to improve the regulatory capital structure of Banco BPM] / [The net proceeds from the issue of the Notes will be used to finance or refinance Green Projects or Social Projects (as defined in the section entitled “Use of Proceeds” of the Base Prospectus)] / [●]

[Further details on Green Projects and Social Projects are included in the [Issuer [Green/Social] Bond Framework], made available on the Issuer's website in the investor relations sections at [●]]

- (ii) Estimated net proceeds: [●]

**5. YIELD (Fixed Rate Notes only)**

Indication of yield: [●] / [Not Applicable]

**6. [Floating Rate Notes, SONIA Linked Interest Notes and CMS Linked Interest Notes Only – HISTORIC INTEREST RATES]**

[Details of historic [EURIBOR/CMS/SONIA] rates can be obtained from [Reuters]/[●].]

[Benchmarks: Amounts payable under the Notes will be calculated by reference to [●] which is provided by [●]. As at [●], [●] [appears/does not appear] on the register of administrators and benchmarks established and maintained by the European Securities and Markets Authority pursuant to Article 36 of the Benchmarks Regulation (Regulation (EU) No. 2016/1011) (the “Benchmarks Regulation”).

[As far as the Issuer is aware, [●] does/do not fall within the scope of the Benchmarks Regulation by virtue of Article 2 of that regulation] / [the transitional provisions in Article 51 of the Benchmarks Regulation apply], such that [●] is not currently required to obtain authorisation or registration (or, if located outside the European Union, recognition, endorsement or equivalence).]

7. **OPERATIONAL INFORMATION**

- (i) ISIN Code: [•]
- (ii) Common Code: [•]
- (iii) [CFI Code: [[*include code*], as updated, as set out on the website of the Association of National Numbering Agencies (ANNA) or alternatively sourced from the responsible National Numbering Agency that assigned the ISIN / Not Applicable / Not Available]
- (iv) [FISN: [[*include code*], as updated, as set out on the website of the Association of National Numbering Agencies (ANNA) or alternatively sourced from the responsible National Numbering Agency that assigned the ISIN / Not Applicable / Not Available]
- (v) Any clearing system(s) other than Euroclear Bank S.A./N.V. and Clearstream Banking, S.A. and the relevant identification number(s): [Not Applicable/*give names(s), address(es) and number(s)*]
- (vi) Delivery: Delivery [against/free of] payment
- (vii) Intended to be held in a manner which would allow Eurosystem eligibility: [Yes. Note that the designation “yes” simply means that the Notes are intended upon issue to be deposited with one of the ICSDs as common safekeeper and does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intraday credit operations by the Eurosystem either upon issue or at any or all times during their life. Such recognition will depend upon the ECB being satisfied that Eurosystem eligibility criteria have been met.]/
- [No. Whilst the designation is specified as “no” at the date of these Final Terms, should the Eurosystem eligibility criteria be amended in the future such that the Notes are capable of meeting them the Notes may then be deposited with one of the ICSDs as common safekeeper. Note that this does not necessarily mean that the Notes will then be recognised as eligible collateral for Eurosystem monetary policy and intraday credit operations by the Eurosystem at any time during their life. Such recognition will depend upon the ECB being satisfied that Eurosystem eligibility criteria have been met.]]

8. **DISTRIBUTION**

- (i) Method of distribution: [Syndicated]/[Non-syndicated]
- (ii) If syndicated:
- (A) Names of Managers: [Not Applicable/*give names and addresses*]

- |       |  |   |
|-------|--|---|
| (B)   | Date of Subscription Agreement:                | [●]   |
| (C)   | Stabilising Manager(s) (if any):               | [Not Applicable/ <i>give name and addresses</i> ]                             |
| (iii) | If non-syndicated, name and address of Dealer: | [●]   |
| (iv)  | U.S. Selling Restrictions:                     | [Reg. S Compliance Category 2;<br>[TEFRA C]/[TEFRA D]/[TEFRA Not applicable]] |
| (v)   | Prohibition of Sales to EEA Retail Investors   | [Applicable/Not Applicable]   |
| (vi)  | Prohibition of Sales to UK Retail Investors    | [Applicable/Not Applicable]   |

## USE OF PROCEEDS

The net proceeds of the sale of each Tranche will be used by the Issuer, as indicated in the applicable Final Terms relating to the relevant Tranche of Notes, either:

- a) for general funding purposes and to improve the regulatory capital structure of Banco BPM; or
- b) to finance or refinance, in whole or in part, Green Eligible Projects and Social Eligible Projects (as defined below).

According to the definition criteria set out by the International Capital Market Association (“**ICMA**”) Green Bond Principles (“**GBP**”), only Tranches financing or refinancing Green Eligible Projects will be denominated “Green Bonds”.

According to the definition criteria set out by ICMA Social Bond Principles (“**SBP**”), only Tranches financing or refinancing Social Eligible Projects will be denominated “Social Bonds”.

According to the definition criteria set out by ICMA Sustainability Bond Guidelines, only Tranches of Notes financing or refinancing a combination of Green Eligible Projects and Social Eligible Projects will be denominated “Sustainability Bonds”.

“**Green Eligible Projects**” means projects identified as such in a “Green Bond Framework” or “Sustainability Bond Framework”, which will be published by the Issuer on its website (<https://gruppo.bancobpm.it/en/>) before the Issue Date of the relevant Tranche.

“**Social Eligible Projects**” means projects identified as such in a “Social Bond Framework” or “Sustainability Bond Framework”, which will be published by the Issuer on its website (<https://gruppo.bancobpm.it/en/>) before the Issue Date of the relevant Tranche .

For avoidance of doubt, any of the the Issuer’s “Green Bond Framework”, “Social Bond Framework” and “Sustainability Bond Framework” does not form part of this Base Prospectus.

## SELECTED CONSOLIDATED FINANCIAL DATA

The information set out in this Base Prospectus in relation to the Group has been derived from, and should be read in conjunction with, and is qualified by reference to:

- (a) the audited consolidated annual financial statements of Banco BPM as at and for the year ended 31 December 2019 (the “**2019 Annual Financial Statements**”), which were audited by PricewaterhouseCoopers S.p.A.;
- (b) the audited consolidated annual financial statements of Banco BPM as at and for the year ended 31 December 2020 (the “**2020 Annual Financial Statements**”), which were audited by PricewaterhouseCoopers S.p.A.;
- (c) the press release issued on 9 February 2021 on the consolidated results of Banco BPM as at and for the year ended 31 December 2020 (the “**9 February 2020 Press Release**”); and
- (d) the press release issued on 6 May 2021 on the consolidated results of Banco BPM as at and for the three months ended 31 March 2021 (the “**6 May Press Release**”),

that are incorporated by reference into this Base Prospectus.

So long as any of the Notes remain outstanding, copies of the above-mentioned consolidated financial statements and press releases will be made available during normal business hours at the office of the Issuing and Paying Agent and at the registered office of the Issuer, in each case free of charge.

The statistical information presented in the following tables have been extracted from the Group report on operations included in the Issuer’s consolidated 2020 annual report. Such information has not been audited.

### Group financial highlights

| <i>(in millions of Euro)</i>                        | 31 December 2020 | 31 December 2019 (*) |
|---|------------------|----------------------|
| <b>Reclassified income statement figures</b>        |                  |                      |
| Financial margin                                    | 2,113.4          | 2,112.3              |
| Net fee and commission income                       | 1,663.8          | 1,794.4              |
| Operating income                                    | 4,151.8          | 4,349.6              |
| Operating expenses                                  | (2,430.1)        | (2,604.0)            |
| Profit (loss) from operations                       | 1,721.8          | 1,745.6              |
| Profit (loss) before tax from continuing operations | 306.1            | 1,076.4              |
| Parent Company’s net income (loss)                  | 20.9             | 797.0                |

(\*) The figures relating to the previous year were restated to guarantee a like-for-like comparison with the reclassification criteria used for 2020.

| <i>(in millions of Euro)</i>                                 | 31 December 2020 | 31 December 2019 |
|--|------------------|------------------|
| <b>Balance sheet figures</b>                                 |                  |                  |
| Total assets   | 183,685.2        | 167,038.2        |
| Loans to customers (net)                                     | 109,335.0        | 105,845.5        |
| Financial assets and hedging derivatives                     | 41,175.6         | 37,069.1         |
| Group shareholders’ equity                                   | 12,225.2         | 11,861.0         |
| <b>Customers’ financial assets</b>                           |                  |                  |
| Direct funding   | 116,936.7        | 109,506.3        |
| Indirect funding   | 94,807.3         | 92,672.2         |
| - Asset management   | 59,599.2         | 58,324.9         |
| - Mutual funds and SICAVs                                    | 40,797.6         | 39,049.8         |
| - Securities and fund management                             | 3,945.2          | 3,904.4          |
| - Insurance policies   | 14,856.4         | 15,370.7         |
| - Administered assets  | 35,208.1         | 34,347.4         |
| - Administered assets without protected capital certificates | 31,976.7         | 31,418.0         |
| <b>Information on the organisation</b>                       |                  |                  |
| Average number of employees and other staff <sup>(*)</sup>   | 20,776           | 21,013           |



| <i>(in millions of Euro)</i> | <b>31 December 2020</b> | <b>31 December 2019</b> |
|------------------------------|-------------------------|-------------------------|
| Number of bank branches      | 1,808                   | 1,808                   |

(\*) *Weighted average of full-time equivalent personnel calculated on a monthly basis. This does not include the Directors and Statutory Auditors of Group Companies.*

### **Financial and economic ratios and other Group figures**

|  | <b>31 December 2020</b> | <b>31 December 2019(*)</b> |
|--|-------------------------|----------------------------|
| <b>Alternative performance measures</b>                                  |                         |                            |
| <i>Profitability ratios (expressed in percentages)</i>                   |                         |                            |
| Return on equity (ROE)   | 0.17%                   | 7.20%                      |
| Return on assets (ROA)   | 0.01%                   | 0.48%                      |
| Financial margin / Operating income                                      | 50.90%                  | 48.56%                     |
| Net fee and commission income / Operating income                         | 40.07%                  | 41.25%                     |
| Operating expenses / Operating income                                    | 58.53%                  | 59.87%                     |
| <i>Operational productivity figures (expressed in thousands of euro)</i> |                         |                            |
| Loans to customers (net) per employee (**)                               | 5,262.7                 | 5,037.0                    |
| Operating income per employee (**)                                       | 199.8                   | 207.0                      |
| Operating expenses per employee (**)                                     | 117.0                   | 123.9                      |
| <i>Credit risk ratios (expressed in percentages)</i>                     |                         |                            |
| Net bad loans/Loans to customers (net)                                   | 1.34%                   | 1.47%                      |
| Unlikely to pay/Loans to customers (net)                                 | 2.55%                   | 3.70%                      |
| Net bad loans/Shareholders' equity                                       | 11.96%                  | 13.15%                     |
| <i>Other ratios</i>  |                         |                            |
| Financial assets and hedging derivatives / Total assets                  | 22.42%                  | 22.19%                     |
| Derivative assets/Total assets   | 1.45%                   | 1.24%                      |
| - net trading derivatives/total assets                                   | 1.41%                   | 1.17%                      |
| -net hedging derivatives/total assets                                    | 0.04%                   | 0.06%                      |
| Net trading derivatives (***)/Total assets                               | 0.21%                   | 0.41%                      |
| Net loans/Direct funding   | 93.50%                  | 96.66%                     |
| <b>Regulatory capitalisation and liquidity ratios</b>                    |                         |                            |
| Common equity Tier 1 ratio (CET1 capital ratio) (****)                   | 14.63%                  | 14.76%                     |
| Tier 1 capital ratio (****)  | 15.85%                  | 15.42%                     |
| Total capital ratio (****)   | 18.75%                  | 17.73%                     |
| Liquidity Coverage Ratio (LCR)   | 191%                    | 165%                       |
| Leverage ratio   | 5.66%                   | 5.41%                      |
| <b>Banco BPM stock</b>   |                         |                            |
| Number of outstanding shares   | 1,515,182,126           | 1,515,182,126              |
| Official closing prices of the stock                                     |                         |                            |
| - Final  | 1.808                   | 2.028                      |
| - Maximum  | 2.456                   | 2.155                      |
| - Minimum  | 1.043                   | 1.620                      |
| - Average  | 1.538                   | 1.897                      |
| Basic EPS  | 0.014                   | 0.527                      |
| Diluted EPS  | 0.014                   | 0.527                      |

(\*) *2019 data has been restated in order to provide a like-for-like comparison with the reclassification criteria used for 2020.*

(\*\*) *Arithmetic average of full-time equivalent personnel calculated on a monthly basis which does not include the Directors and Statutory Auditors of Group companies.*

(\*\*\*) *The aggregate of net trading derivatives corresponds to the mismatch, in absolute terms, between the derivatives included under Balance Sheet item 20 a) of assets, "Financial assets at fair value through profit and loss - held for trading", and item 20 of liabilities, "Financial liabilities held for trading".*

(\*\*\*\*) *The figures reported as at 31 December 2020 were calculated considering the profit (loss) for the year net of the dividend of 6 cents per share that the Board of Directors decided to propose to Shareholders' Meeting to be distributed against the reserves of profits from the previous years. The figures of the previous year have been restated to take account of the non-distribution of the dividend against the profit (loss) of 2019, consequent to the alignment to that envisaged in the ECB Recommendation of 27 March 2020.*

### *Alternative Performance Measures*

In order to better evaluate the Issuer's financial management performance based on the consolidated financial statements of Banco BPM for the years ended 31 December 2020 and 2019, the 9 February 2021 Press Release and the 6 May Press Release, the management has identified several Alternative Performance Measures ("APMs"). Management believes that these APMs provide useful information for investors as regards the financial position, cash flows and financial performance of the Issuer, because they facilitate the identification of significant operating trends and financial parameters. This Base Prospectus contains the following alternative performance measures as defined by the European Securities and Markets Authority (ESMA) of 5 October 2015 (ESMA/2015/1415), applicable as of 3 July 2016, which are used by the management of the Issuer to monitor the Issuer's financial and operating performance. In line with the guidance contained in the update of the document "*ESMA32\_51\_370 – Question and answer – ESMA Guidelines on Alternative Performance Measures (APMS)*", published on 17 April 2020, no changes have been made to the APMs to take into account the effects of the Covid-19 crisis:

- "Core revenues" or "Core operating income" is calculated as the sum of net interest income and net fee and commission income;
- "Cost / income ratio" is calculated as the ratio between reclassified operating expenses and reclassified operating income;
- "Cost of risk" or "Cost of credit" is calculated as the ratio between net adjustments on loans to customers and net receivables from customers including those classified in IFRS 5 for consistency with the related adjustments;
- "Core net performing loans to customer" is calculated as the sum of performing mortgage loans, performing current accounts and performing personal loans;
- "Core direct funding", "core direct deposits" or "Core funding" is calculated as the sum of current accounts and deposits;
- "Direct funding from customers" is calculated as the sum of current accounts and demand and term deposits, bonds issued, certificates of deposit and other securities, loans and other debts, and capital-protected certificates. Repurchase agreements are not included;
- "Net NPE Ratio" is calculated as the ratio between net non-performing exposures and total exposures related to the balance sheet items of "Loans to customers measured at amortised cost";
- "Gross NPE Ratio" is calculated as the ratio between gross non-performing exposures and total exposures related to the balance sheet items of "Loans to customers measured at amortised cost";
- "Gross NPE Ratio adjusted" is calculated as the ratio between gross non-performing exposures (excluding the amount of NPE disposals already being finalised) and total exposures related to the balance sheet items of "Loans to customers measured at amortised cost";
- "Texas Ratio" is calculated as the ratio between the net value of impaired loans and the Group's tangible equity (net of the related tax effects);
- "Adjusted net profit" or "Adjusted net income" or "Adjusted net results" is calculated as the net profit/income excluding nonrecurring items detailed in the Explanatory notes of the 9 February Press Release;
- "Adjusted pre-tax profit" or "adjusted Profit (loss) before tax from continuing operations" is calculated as the Income (loss) before tax from continuing operations excluding non-recurring items detailed in the Explanatory notes of the 9 February Press Release;
- "Financial margin/Operating income" is calculated as the ratio of Financial margin to Operating income;
- "Net fee and commission income/Operating income" is calculated as the ratio of Net fee and commission income to Operating income;
- "Operating expenses/Operating income" is calculated as the ratio of Operating expenses to

Operating income;

- “Net bad loans/Loans to customers (net)” is calculated by dividing the net amount of bad loans by the net amount of loans to customers;
- “Unlikely to pay/Loans to customers (net)” is calculated by dividing the net amount of unlikely to pay by the net amount of loans to customers;
- “Net bad loans/Shareholders’ equity” is calculated by dividing the net amount of bad loans by the amount of Shareholders’ equity;
- “Gross customer loans adjusted” is calculated as gross customer loans excluding the amount of NPE disposals which the Issuer expects to finalise before 30 June 2021;
- “Financial assets and hedging derivatives/Total assets” is calculated by dividing the amount of financial assets and hedging derivatives by total assets;
- “Net trading derivatives/total assets” is calculated by dividing the amount of the derivatives included under Balance Sheet<sup>3</sup> item 20 a) of assets, “Financial assets designated at fair value through profit and loss - held for trading” by total assets;
- “Net hedging derivatives/total assets” is calculated by dividing the amount of Balance Sheet item<sup>2</sup> 50. of assets by total assets;
- “Net trading derivatives/Total assets” is calculated by dividing the mismatch, in absolute terms, between the derivatives included under Balance Sheet item<sup>2</sup> 20 a) of assets, “Financial assets designated at fair value through profit and loss - held for trading”, and item<sup>2</sup> 20 of liabilities, “Financial liabilities held for trading”, by total assets;
- “Loans to customers (net) per employee” is calculated by dividing the net amount of loans to customers by the number of employees;
- “Gross loans/Direct funding” is calculated by dividing the amount of gross loans to customers by direct funding;
- “Net loans/Direct funding” is calculated by dividing the amount of net loans to customers by direct funding;
- ROE (Return on Equity) is calculated by dividing the amount of the Profit for the year excluding Badwill and impairment by Shareholders’ equity;
- ROA (Return on Assets) is calculated by dividing the amount of the Profit for the year excluding Badwill and impairment by total assets.

It should be noted that:

- (a) the APMs are based exclusively on historical data of the Issuer and are not indicative of future performance;
- (b) the APMs are not derived from IFRS and, while they are derived from the consolidated financial statements of Banco BPM prepared in conformity with these principles, they are not subject to audit;
- (c) the APMs are non-IFRS financial measures and are not recognised as measure of performance or liquidity under IFRS and should not be recognised as alternative to performance measures derived in accordance with IFRS or any other generally accepted accounting principles;
- (d) the above-mentioned APMs are calculated on the basis of the reclassified financial statements, unless otherwise specified, and should be read together with the financial information of Banco BPM for the years ended 31 December 2020 and 2019 taken from their consolidated financial statements, from the 9 February Press Release and for the three months period ended 30 March

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<sup>3</sup> Official schedule envisaged by the Bank of Italy Circular no. 262.

2021 taken from the 6 May Press Release;

- (e) since not all companies calculate APMs in an identical manner, the presentation of Banco BPM may not be consistent with similar measures used by other companies. Therefore, undue reliance should not be placed on these data;

the APMs and definitions used herein are consistent and standardised for the period for which financial information in this Base Prospectus is included.

### Credit quality

| <i>(in millions of Euro)</i>    | 31 December 2020 |               | 31 December 2019 |               |
|---------------------------------|------------------|---------------|------------------|---------------|
|                                 | Net exposure     | % impact      | Net exposure     | % impact      |
| Bad loans                       | 1,462.2          | 1.3%          | 1,559.6          | 1.5%          |
| Unlikely to pay                 | 2,784.8          | 2.5%          | 3,911.8          | 3.7%          |
| Past due                        | 45.6             | 0.1%          | 73.0             | 0.1%          |
| <b>Non-performing loans</b>     | <b>4,292.7</b>   | <b>3.9%</b>   | <b>5,544.4</b>   | <b>5.2%</b>   |
| <b>Performing loans</b>         | <b>105,042.3</b> | <b>96.1%</b>  | <b>100,301.1</b> | <b>94.8%</b>  |
| <b>Total loans to customers</b> | <b>109,335.0</b> | <b>100.0%</b> | <b>105,845.5</b> | <b>100.0%</b> |

### Capital Requirements for the Group

On 11 December 2019, the European Central Bank (ECB) notified Banco BPM of its final decision on the minimum capital ratios to be complied with by Banco BPM on an ongoing basis for 2020. On 17 November 2020, considering the general situation linked to the Covid-19 pandemic, the European Central Bank informed supervised banks that it will not issue any SREP decisions in 2020, therefore the minimum capital ratios required for 2020 continue to apply in 2021.

The decision is based on the supervisory review and evaluation process (SREP) conducted in compliance with Article 4(1)(f) of Regulation (EU) No. 1024/2013.

Therefore, in compliance with Article 16(2)(a) of the same Regulation (EU) No. 1024/2013, which confers on the ECB the power to require supervised banks to hold own funds in excess of the minimum capital requirements laid down by current regulations, a requirement of 2.25% was introduced to be added to minimum capital requirements.

Taking the above into account, the requirements set out for systemically important institutions (equal to 0.13% for 2020) and the countercyclical capital buffer established by the competent national authorities for exposures to countries in which the Group operates (equal to 0.005%), the Banco BPM Group was required to comply with the following capital ratios at consolidated level for 2020, in accordance with the transitional criteria in force:

- CET1 ratio: 9.385%;
- Tier 1 ratio: 10.885%;
- Total Capital ratio: 12.885%.

It should be noted that, on 12 March 2020, the ECB, taking into account the economic effects of the COVID-19 pandemic, announced certain measures aimed at ensuring that banks, under its direct supervision, are still able to provide credit support to the real economy.

Considering that the European banking sector acquired a significant amount of capital reserves (with the aim of enabling banks to face with stressful situations such as the COVID-19 pandemic), the ECB allows banks to operate temporarily below the capital level defined by the “Pillar 2 Guidance (P2G)” and the “capital conservation buffer”.

In addition, the ECB has amended its SREP 2019 decision establishing that the SREP requirement equal to 2.25% must be maintained by Banco BPM 56.25% as Common Equity Tier 1 (CET1) and 75% as Tier 1 Capital (Tier 1). Therefore, taking into account the requirements set out for systemically important

institutions (equal to 0.19% for 2021) and the current countercyclical capital buffer (0.005%), the minimum requirements that Banco BPM is required to comply with for 2021 and until further notice, are as follows:

- CET1 ratio: 8.461%;
- Tier 1 ratio: 10.383%;
- Total Capital ratio: 12.945%.

The Banco BPM Group satisfied these prudential requirements, with a CET1 ratio at 31 March 2021 of 13.74% at phase-in level, a Tier 1 ratio of 15.46% at phase-in level and a Total Capital ratio equal to 17.96% at phase-in level<sup>4</sup>.

### **Rating**

The international agencies Moody's Investors Service, through Moody's France SAS ("**Moody's**") and DBRS Ratings GmbH, which is part of DBRS Morningstar (hereinafter also referred as "**DBRS**") have assigned ratings to the Issuer. Moody's and DBRS are registered in accordance with Regulation No. 1060/2009/EC of the European Parliament and the Council dated 16 September 2009 relating to credit rating agencies.

As at the date of this Base Prospectus, the following ratings have been assigned by Moody's to the Issuer: (i) Long and Short Term Deposit Ratings of Baa3/P-3, with Stable Outlook; (ii) Long-Term Issuer Rating and Long-Term Senior Unsecured Debt Rating of Ba2, with Stable Outlook; (iii) Standalone Baseline Credit Assessment (BCA) and adjusted BCA of ba3; and (iv) Counterparty Risk Assessments (CR Assessment) of Baa3 (cr) / P-3 (cr).

As at the date of this Base Prospectus, the following ratings were assigned to the Issuer by DBRS Morningstar: (i) Long-Term Deposit Rating of BBB; (ii) Short-Term Deposit Rating of R-2 (high); (iii) Long-Term Issuer Rating and Long-Term Senior Debt Rating of BBB (low); (iv) Short-Term Issuer Rating and Short-Term Debt Rating of R-2 (middle); and (v) Long and Short-Term Critical Obligations Ratings of BBB (high) / R-1 (low). All ratings have a Negative Trend. The Intrinsic Assessment of the Group is BBB (low).

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<sup>4</sup> Ratios calculated by including the profit realised in the first quarter of 2021 and deducting the expected dividend pay-out on such profit.

## DESCRIPTION OF THE ISSUER AND THE GROUP

### Introduction

Banco BPM S.p.A. (the “**Issuer**” and together with its subsidiaries, the “**Group**” or the “**Banco BPM Group**”) was incorporated on 13 December 2016 and is one of the largest banking groups in Italy as at 31 December 2019, based on revenues, assets and net income, with approximately 22,000 employees, 1,800 branches and 4 million customers concentrated in the Lombardy, Veneto and Piedmont regions. Banco BPM’s duration has been set to 23 December 2114, however it may be extended.

The Group is the product of the combination between Banco Popolare Società Cooperativa (“**Banco Popolare**”) and Banca Popolare di Milano S.c.a.r.l. (“**BPM**”).

The Group’s core activities are divided into the following segments: Retail, Corporate, Institutional, Private, Investment Banking, Strategic Partnerships, Leases and the Corporate Centre.

The majority of the Group’s activities are based in Italy. Outside of Italy, the Group has foreign operations in Switzerland, China and India.

### History of the Group

#### **BPM**

BPM was incorporated as a limited liability co-operative company in 1865 to facilitate access to credit for merchants, small businessmen and industrialists. In 1876, BPM became part of the “*Associazione nazionale delle Banche Popolari*” and in the early 1900s it increased its business through the establishment of new branches in northern Italy. From the 1950s onwards, BPM grew considerably through the acquisition of interests in other lending institutions and the incorporation of several banks such as Banca Popolare di Roma, Banca Briantea, Banca Agricola Milanese, Banca Popolare Cooperativa Vogherese, Banca Popolare di Bologna e Ferrara, Banca Popolare di Apricena, INA Banca, Cassa di Risparmio di Alessandria, Banca di Legnano and Banca Popolare di Mantova. The late 1980s saw the establishment of the Bipiemme – Banca Popolare di Milano group (the “**BPM Group**”), of which BPM was the parent company, performing, in addition to banking activities, strategic guidance, governance and supervision of its financial and instrumental subsidiaries. The BPM Group operated mainly in Lombardy (where 63% of its branches were situated), but also in Piedmont, Lazio, Puglia and Emilia Romagna, predominantly providing commercial banking services to retail and small-medium sized companies (SMEs) as well as to corporates, through a dedicated internal structure. In addition, BPM offered its customers capital market services, brokerage services, debt and equity underwriting, asset management, insurance underwriting and sales, factoring services and consumer credit. From 1999 onwards, BPM operated an online banking service called WeBank.

#### **Banco Popolare**

Banco Popolare was incorporated on 1 July 2007 following the merger between Banco Popolare di Verona e Novara Società Cooperativa a Responsabilità Limitata (“**BPVN**”) and Banca Popolare Italiana – Banca Popolare di Lodi Società Cooperativa (“**BPI**”). Banco Popolare, together with its subsidiaries, formed the Banco Popolare group (the “**Banco Popolare Group**”).

In turn, BPVN was incorporated in 2002 as a result of the merger between Banca Popolare di Verona – Banco S. Geminiano and S. Prospero Società cooperativa di credito a responsabilità limitata.

BPI was incorporated in 1864 and was the first cooperative bank established in Italy. It was formed to promote savings by local customers and to provide banking services to support their business activities. BPI was listed on the *Mercato Ristretto* of the Italian Stock Exchange in 1981 and was listed on the MTA from 1998 onwards. In June 2005, BPI changed its name from Banca Popolare di Lodi S.c.a.r.l. to Banca Popolare Italiana – Banca Popolare di Lodi Società Cooperativa.

Banco Popolare operated abroad through an international network made up of banks, representative offices and international desks. It also had relationships with around 3,000 correspondent banks. The Group’s foreign operations included a subsidiary company, Banca Aletti Suisse, and representative offices in China (Hong Kong and Shanghai), India (Mumbai) and Russia (Moscow). In 2014, following a merger by incorporation of Credito Bergamasco, Banco Popolare further simplified its organisational model by

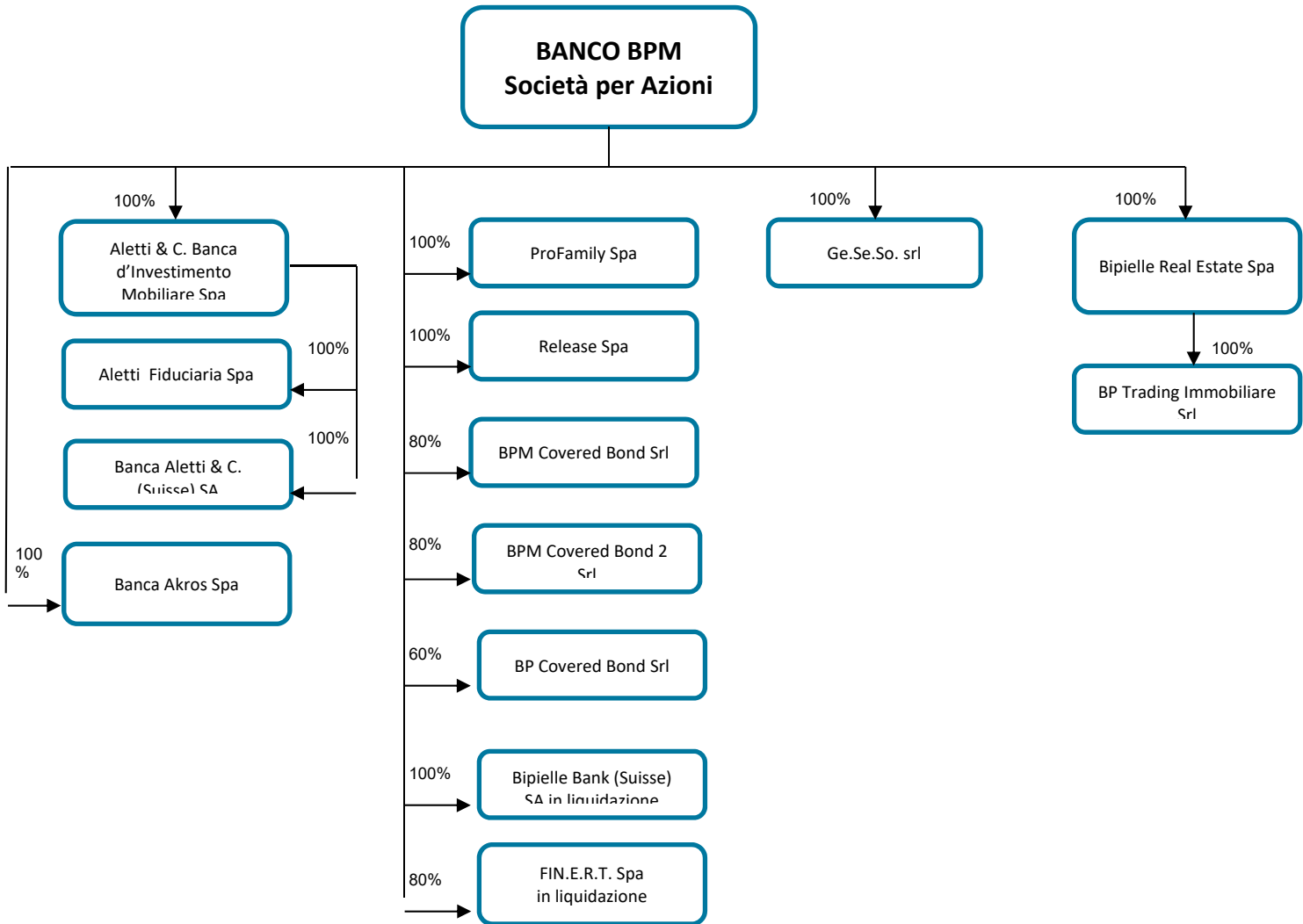
rationalising Credito Bergamasco's local management. On 16 March 2015, Banca Italease S.p.A. was merged into Banco Popolare with effect for accounting and tax purposes as of 1 January 2015.

***Banco BPM***

Banco BPM carries out the functions of a bank and holding company, which involve operating functions as well as coordination and unified management functions in respect of all the companies included within the Banco BPM Group.

### Structure of the Group

The structure of the Group, as at the date of this Base Prospectus, is as follows:





## Activities of the Group

The Group's core activities can be divided into the following operating segments: (i) Retail; (ii) Corporate; (iii) Institutional; (iv) Private; (v) Investment Banking; (vi) Strategic Partnerships; (vii) Leases; and (viii) Corporate Centre.

The table below sets forth the main financial results for each business segment for the years ended 31 December 2020 and 2019.

|   | Group       | Retail      | Corporate  | Institutional | Private   | Investment Banking | Strategic Partnerships | Leases    | Corporate Centre |
|---|-------------|-------------|------------|---------------|-----------|--------------------|------------------------|-----------|------------------|
| <b>Operating Income</b>   |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | 4,151,817   | 2,254,223   | 693,040    | 99,932        | 90,912    | 125,444            | 132,255                | 21,434    | 734,577          |
| 2019 (*).....   | 4,349,618   | 2,462,088   | 628,326    | 104,398       | 92,899    | 142,357            | 128,715                | 27,489    | 763,346          |
| <b>Operating expenses</b>   |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | (2,430,067) | (1,843,966) | (156,707)  | (37,801)      | (73,138)  | (84,591)           | (2,566)                | (33,050)  | (198,248)        |
| 2019 (*).....   | (2,604,046) | (1,974,965) | (165,841)  | (36,195)      | (70,918)  | (86,665)           | (2,771)                | (35,095)  | (231,596)        |
| <b>Profit (loss) from operations</b>  |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | 1,721,750   | 410,257     | 536,333    | 62,131        | 17,774    | 40,853             | 129,689                | (11,616)  | 536,329          |
| 2019 (*).....   | 1,745,572   | 487,123     | 462,485    | 68,203        | 21,981    | 55,692             | 125,944                | (7,606)   | 531,750          |
| <b>Net income (loss)</b>  |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | 20,880      | (319,352)   | 2,023      | 17,107        | 4,025     | 24,212             | 113,872                | (90,626)  | 269,619          |
| 2019 (*).....   | 797,001     | 8,920       | 68,092     | 36,514        | 7,917     | 38,049             | 129,558                | (129,028) | 636,979          |
| <b>Net loans (including senior securities from sales of non-performing loans)</b> |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | 109,334,985 | 58,679,546  | 30,952,448 | 6,498,443     | 335,172   | 694,825            | -                      | 1,639,209 | 10,535,342       |
| 2019 (*).....   | 105,845,464 | 56,039,813  | 28,616,852 | 5,831,264     | 232,677   | 819,074            | -                      | 2,005,510 | 12,300,274       |
| <b>Direct funding (without repurchase agreements with certificates)</b>           |             |             |            |               |           |                    |                        |           |                  |
| 2020 .....  | 120,141,065 | 79,521,550  | 11,475,745 | 9,956,749     | 2,983,412 | 3,584,917          | -                      | 6,669     | 12,612,023       |
| 2019 (*).....   | 108,879,794 | 71,048,249  | 9,170,450  | 9,025,006     | 2,713,987 | 3,827,404          | -                      | 5,570     | 13,089,128       |

(\*) Keeping the total of the item unchanged, the figures relating to the previous year were restated to guarantee a like-for-like comparison with the segmentation criteria used for 2020.

A description of the individual segments is given below, providing a more detailed analysis of the main activities conducted, both commercial and otherwise, divided in a manner that is in line with the internal organisation of the segment in question.

### Retail

The "Retail" segment includes the management and marketing of banking and financing services/products and loan brokering, which are mainly aimed at private customers and small businesses.

These activities are mainly carried out by the commercial network of the Banco BPM Group (the "Commercial Network").

#### Commercial Network

The Commercial Network represents the cornerstone of the development of the Group's commercial activities throughout Italy and is the backbone of its organisational structure. It is centred on the network division, which ensures a balanced coverage at a national level and is instrumental to the development of a product and service offering in line with customers' needs in the different markets where the banks of the Group operate.

The commercial network model is inspired by the principles of:

- customer centrality and high levels of service, through a specialized offering and a greater focus on commercial structures;
- territorial proximity, through the configuration of territorial departments dedicated to specific reference territories, to which several areas report, which in turn guarantee support and coordination in favour of the branches (divided into Hubs, Coordinated Independent, Spoke and Independent);
- quick decision-making processes and proactively meeting customer needs.

The Corporate network is composed of a number of Corporate Markets and Corporate Centres to enhance the specialisation necessary for the management of Corporate customers. The organisational structure is divided into two business units (Corporate and Large Corporate) and provides for the presence of product/specialist principals for Origination, Structured Finance, Foreign Operations and Trade Finance.

#### *Distribution Network*

As of 31 December 2020, the Banco BPM Group had 1,808 branches. The Group's network is distributed throughout Italy, with a leading position in the northern part of the country, where the majority of the distribution network is concentrated. The branches are mainly located in the following regions: Lombardy, Veneto, Liguria and Piedmont.

#### *Branches*

| <b>Branches</b>   | <b>Actual<br/>2020</b> |
|-------------------|------------------------|
| Banco BPM.....    | 1,752                  |
| Banca Aletti..... | 55                     |
| Banca Akros.....  | 1                      |
| Total.....        | 1,808                  |

The distribution network of the Group is expected to evolve in line with the following three key principles: (i) rationalisation of the branch network; (ii) specialisation of the “value proposition” and increased penetration of digital distribution channels; and (iii) development of new “physical” service models that are more flexible and more appropriate to meet client needs.

The branch network underwent a significant rationalisation programme in line with the revised customer acquisition strategies of the Banco BPM Group. The organisation model for the network is expected to remain the same in terms of format (traditional, hub and spoke) but the average size of branches will increase in order to achieve greater efficiency, resource specialisation and the availability of professionals covering different areas.

The evolution of the Banco BPM Group's distribution model is being supported by investment in digital distribution channels, in line with a customer's features, needs and propensity and also through the positioning of the Webank brand, continuing the migration of cash transactions to electronic cash and providing new distance-based consultancy services. Particular focus is placed on the availability of distance-selling of the products and services of the Banco BPM Group. Banco BPM is implementing an omni-channel service model with a focus on sustainability and efficiency.

Finally, the distribution model envisages the creation and/or strengthening of mobile “physical” channels intended to bring the bank closer to its clients. Various new forms of mobile services are envisaged including, amongst others: (i) distance-selling, based on distance communication tools and techniques to facilitate the relationship between client and relationship managers in different locations and requiring a large number of client relationship managers to be authorised to operate outside the branches and to provide consulting services at the client's home; (ii) teams of private bankers to develop new and existing wealth advisory competencies; (iii) business product specialists throughout the network supporting the relationship managers; (iv) business developers dedicated to acquiring new business customers, particularly in geographical areas where the Banco BPM Group is less well-established; and (v) financial promoters in Banca Aletti.

#### *Private Customers*

“Private” customers comprises all private individuals, natural persons with private assets of less than Euro 1 million, which breaks down into “Personal” and “Universal” customers: the former, the “Personal” customers are those with assets (deposits) of between Euro 50,000 and Euro 1 million; the latter, the “Universal” customers, are those with personal assets of less than Euro 50,000.

## *Products, Services and Financing for Private Retail Customers*

### Current accounts

In 2020, Banco BPM focused its efforts on the efficient streamlining of its range of products and services, and at the same time, adjusted the economic conditions of the same to reflect prevailing circumstances. To ensure that its customers were able to promptly take advantage of the tax breaks enacted by the Italian Government, specific current accounts were created to manage the so-called “super-bonuses”. Further and important developments under analysis or under implementation and will be completed in the coming months. Close collaboration with the Commercial Network continued, to provide support to the same and the need for training/information.

### New Public Websites

The modernisation of the digital ecosystem of public websites, which led to the release of the new commercial ([www.bancobpm.it](http://www.bancobpm.it)) and institutional ([www.gruppo.bancobpm.it](http://www.gruppo.bancobpm.it)) in December 2019, played a key role during the year not only from a sales perspective, but also to manage communication relating to the health emergency. Especially in the first six months and during the lockdown when access to the physical channel was strictly limited, the commercial website became the main hub for communication and support, as well as the landing point for all direct mailing activities. With respect to the previous year, the Group’s public website recorded significant increase in interactions. Furthermore, to give its customers an even more effective user experience, improving access to the content published, work was carried out on the architecture of the commercial website, thanks to the connection with customer relationship management and the more evolved digital marketing platforms. These developments will enable the browsing experience to be personalised, featuring purchase paths that are increasingly in line with the characteristics and needs of individual users.

### Multichannels

During 2020, Banco BPM continued the activities relating to the development of the digital offer from a multichannel perspective, with a steady and gradual improvement of the customer experience both in terms of services dedicated to customers of the YouWeb commercial network and to purely digital customers through the Webank digital channel. In 2020, approximately 36,706 new current account holders opened an account with the bank through Webank, a 17.2% increase compared to 2019.

During 2020, there was an ever-increasing focus on mobile development, which has become the main hub for the strategy of Banco BPM’s digital development and transformation.

### Customer Support and Development

In the area of support, customers are actively managed both through traditional telephone channels (Interactive Voice Response - IVR) and written channels (email messages and text chats) as well as through a virtual assistant and social media channels. The main areas of operations are as follows:

- assistance and functional support to customers using home banking services, both for private customers and Webank digital customers and companies using remote banking services (YouBusiness Web);
- the management of telephone banking services (direct banking and trading operations) both for private customers and Webank digital customers;
- customer support during the before- and after-sales steps of the Webank online service, for all the products and services offered, in partnership with the virtual branch (representing the single communication channel between Banco BPM and the customer);
- before- and after- sales support to customers provided through the [www.youBanking.it](http://www.youBanking.it) portal;

In the area of development, customers are targeted to support cross-selling, both for Webank customers and customers of the Commercial Network.

### Private mortgage loans

The impact of Covid-19 pandemic and the consequent lockdown period also affected the segment of mortgage loans to households, recording a moderate fall in 2020 (-18%) in disbursements compared to the previous year, which had been characterised by a sharp increase.

In 2020 the Bank focused in particular on providing support to customers experiencing difficulties in paying their loan instalments due to the effects of Covid-19, both as regards employees and the sphere of the self-employed and professionals.

Banco BPM immediately applied all of the legislative moratoriums offered by the Government, adding its own schemes to these entailing the complementary suspension of household mortgages and loans. Overall the moratoriums granted to private customers in 2020 regarded around 30,000 loans.

### Consumer credit

The Covid-19 pandemic emergency also had a significant impact on the production of personal loans in 2020, which amounted to 730 million, almost all disbursed by Agos Ducato, a consumer credit company, whose products are distributed exclusively by Banco BPM. To give continuity to its range of services, in agreement with Agos Ducato, the opportunity to sell personal loans remotely was also introduced thus meeting the need of private customers.

Furthermore, to show that it really understands the needs of households that are having to tackle this difficult economic situation, during 2020, Banco BPM sponsored schemes relating to Agos personal loans, under which the customers interested were able to benefit from advantageous conditions, including postponing the payment of the first instalment.

### Investment products

The funding volumes for asset management products recorded during 2020 confirmed customers' preference for flexible forms of investment and their wish to delegate investment choices and the diversification of the financial assets in their portfolios to experienced professionals.

In order to be able to offer an extensive range of asset management products, the Group continued its partnership with international investment firms as well as the range of funds in Anima's catalogue of "*società di gestione del risparmio*" ("**SGRs**").

### *Corporate Customers*

As at 31 December 2020, the Group had approximately 470 thousand corporate customers with a current account.

The distribution of Corporate customers includes a significant proportion of small and medium enterprises, for which the Group further strengthened its activities in 2019.

Specifically, business was developed with dedicated products and services, which are outlined below.

### Loans and lending

The lending products that comprise the various catalogues, unique to Banco BPM Group, seek to meet their main and most frequent requirements: investment, working capital, liquidity, expansion, advances, cash flexibility.

In 2020, the Banco BPM Group continued to improve and update the types of loan offered, with a view to maintain a catalogue of lending products that is always able to meet market needs and at the same time can be successfully distributed by the Commercial Network.

Specific lending solutions were also released to complete the financial cycle of the renovation and/or energy efficiency works of residential buildings by private, condominium association and business customers.

During 2020, work also continued on the projects to pursue simple, accessible financial solutions to support SMEs in their energy transitions. The works relating to those projects are part of the larger context of the guidelines and strategies on lending policies adopted by the bank. These include joining the Working Group

promoted by the ABI and called “Sustainable Loans”, the objective of which is to develop metrics and guidelines to support supply chains in the process of transition towards sustainability, with regard to the environmental ESG dimension, particularly that related to climate change.

#### Smart lending

In 2020, developments relating to the range of digital products mainly resulted in allowing customers to use the web-platform “YouBusiness Web” to directly apply to the Bank for the subsidies related to the emergency resulting from the Covid-19 pandemic through this channel, with regard to:

- the award of loans secured by the Guarantee Fund for Small and Medium Enterprises;
- the suspension of the payments of loan instalments rather than extend short-term debts.

A new project was also launched, the aim of which is to achieve the full digitalisation of the process of awarding medium/long-term loans by the end of 2022, by integrating the application phase, already developed in 2019, with the award, stipulation and signature of the loan agreement.

#### Other activities to support and increase business loans

Following the economic/financial difficulties experienced by business customers in 2020, Banco BPM activated certain schemes aimed at providing the support and relief measures envisaged by Italian laws and the agreements entered into by the Italian banking association. Specifically, the following were implemented:

- new loans secured by the Guarantee Fund for Small and Medium Enterprises;
- suspension of the payment of mortgage and unsecured loan instalments;
- suspension of the payment of mortgage and unsecured loan instalments and extension of short-term loans.

#### Agrifood

The “agrifood” segment plays an increasingly important role in the commercial strategies of Banco BPM Group.

In 2020, also in this segment, efforts were above all focused adapting and creating products to fulfil the different provisions to support businesses.

Even within the limitations imposed by the Covid-19 pandemic, in 2020, Banco BPM also continued to pursue and support business opportunities resulting from the implementation of the Rural Development Programmes (RDP) envisaged for 2014-2020.

Furthermore, Banco BPM provides financial support to businesses both in the form of short-term products (relating to the various options of getting advances on public contributions) and medium/long-term products (supporting investment).

In 2020, the credit assessment procedure for agricultural enterprises continued to be adopted and maintained (Due Diligence of Agricultural Enterprises). This procedure, together with the presence of specialised professionals in the Network and the range of “Semina” lending products, makes Banco BPM one of the Italian banks with the most focus on the development of the Agrifood segment.

#### Subsidised Financing and Guarantee Bodies

In 2020, Banco BPM continued to disburse loans to Small and Medium Enterprises and to enterprises with low capitalisation, as well as to households, with a view to (i) facilitating access to credit and/or (ii) to reduce the cost of the latter. These loans feature (i) public guarantees (e.g. Guarantee Fund for SMEs, ISMEA Guarantee Funds, European Investment Fund-EIF, SACE, Guarantee Fund for the First Home, etc.), or (ii) are granted by the Bank using funds obtained at advantageous conditions (e.g. the funds of the European Investment Bank (EIB) or Cassa Depositi e Prestiti (state controlled fund and deposit institution)).

During the year, the most significant initiatives were as follows:

- activation of new EIB funding for a total of 500 million, used to grant medium/long-term loans to support investment programs of Italian SMEs and Mid Caps and, for a share of Euro 100 million, to companies in the agricultural sector with specific focus on young farmers and on actions to combat climate change;
- activation of the EIF Innovfin Guarantee Agreement, which will allow the disbursement of further loans amounting to around 500 million to SMEs and Mid Caps with a strong focus on research and development and/or technological innovation.

#### Guarantee instruments for enterprises

Considering the importance of guarantees in facilitating access to credit, especially by SMEs, Banco BPM has accelerated its guarantee operations, which are ancillary to the disbursement of credit, by subscribing/adhering to specific agreements and contracts with the managers and providers of guarantees.

Banco BPM is also active in the main national subsidised guarantee instruments, including:

- Guarantee Fund for Small and Medium Enterprises, specialised in protecting bank loans granted to support business financial needs;
- ISMEA (the Italian Institute for Services for the Agricultural Food Market) dedicated to issuing direct or subsidiary guarantees, co-guarantees and counter-guarantees to agricultural companies.

The above-mentioned funds benefit from the ultimate guarantee of the Italian Government, which allows the Bank to lower the production costs of lending and to apply special terms to loans guaranteed by the same.

Considerable efforts were also addressed to operations with Confidi (mutualistic entities created to facilitate access to credit for SMEs), both to draw up a new version of the Convention in view of the 2019 reform of the SME Guarantee Fund (SMEGF), and to extend collaboration with these enterprises during this emergency period given the more extensive support of the counter-guarantee provided to them by the SMEGF.

The Bank also continued to work with several Foundations under specific agreements that regulate operations as regards measures to contrast usury with regard to the funds allocated by Anti-Usury Law.

#### Other State subsidies for businesses

With regard to other schemes that benefit SMEs, Banco BPM also participates in different initiatives that envisage tax relief (interest rate subsidies or non-repayable grants/plant and equipment grants) envisaged by various national and regional regulations, thus confirming its close deep-rooted relationship with the local communities served.

#### ***Corporate***

The “Corporate” segment includes the management and marketing of banking and financing services/products and loan brokering, which are mainly aimed at medium and large-sized companies. These activities are mainly carried out by the Commercial Network.

During 2020, Banco BPM’s Corporate division consolidated its positioning as a leading financial partner for Italian Mid Cap companies.

The Group seeks to meet the specific needs of Corporate customers (i.e. companies with a turnover exceeding Euro 75 million) by taking a full service commercial approach, whereby the wide range of products and services it offers is combined with top level advisory services, for the purpose of maximising the quality of the relationship and promoting customers’ potential over time.

The Group’s commercial objectives in the Corporate segment include:

- supporting companies with advanced instruments (Structured Finance and Hedging Risks);
- providing specialised consulting to face the challenges of the international markets (Foreign Operations and Trade Finance);

- maximising the value of relationships with customers, by offering and providing high added value services (Consulting by Industry – Origination).

The Group’s approach within the Corporate segment is customer-centred: starting with the identification of the complex needs of customers, the most suitable financial and commercial offer is configured on a case-by-case basis.

In 2020, the structure of the Corporate network showed continuity and stability with respect to the organisation consolidated in previous years, with no substantial changes occurring in 2020.

The current structure ensures a strong commercial and geographical coverage, through a central structure designed to “directly handle” the governance of the business, 5 Corporate regional markets of reference (Milan, North - West, North - East, Centre North, Centre South), a “Large Corporate” structure with several local offices (Milan, Turin, Verona, Bologna and Roma) dedicated to serving companies having a turnover exceeding Euro 1 billion, as well as 18 corporate centres, with over 150 managers and analysts that assist the companies in their operations, with a strong focus on business development.

#### Corporate customers

In 2020, corporate customers represented approximately 3% of total companies supported by the Group’s Commercial Network, with approximately 10,000 Mid Cap companies and approximately 1,250 Large Corporates, for a total of approximately 11,250 target companies, having a current account with the Group as at 31 December 2020. As of October 2020, the total number of corporate customers amounted to 11,300 (of which approximately 7,600 had taken out loans) and the total number of corporate groups was equal to 3,200 (of which 2,980 had taken out loans).

#### Corporate business strategy for 2020

The changing economic context in 2020 and its unprecedented market scenario, characterised by the ongoing Covid.19 outbreak, drove the Corporate business strategy towards the adoption of two macro-approaches: one more tactical and operational, dictated by the “extraordinary” circumstances; the other more project-oriented and far reaching.

The state of emergency resulting from the pandemic impacted the commercial activities of the Corporate segment, both in terms of the product range (as government support measures became progressively available to Customers), and in terms of how services were provided.

On one hand, the aim was to guarantee operational continuity and the continuation of ordinary activities, on the other hand, the network made significant efforts to promptly meet the needs of customers, digitally or remotely, thanks to the adoption of web collaboration platforms and the acceleration of the Bank’s investments in the digitalisation of processes and services and in the implementation of digital interaction procedures with customers, consistent with the emergency situation.

This perspective also included the implementation in the first half of the year of a new commercial platform called “Sales4Change”, which sought to boost the effectiveness of the commercial solutions proposed by the Corporate network.

#### Sustainability: the project-related approach for Corporate activities

Providing support to customer companies that are transitioning towards a more sustainable business model in terms of environmental, social and governance matters, is a far-reaching strategic objective for the Bank.

Through its commercial activities, the Corporate segment is actively involved in reaching several targets that fall within the scope of the United Nation’s Sustainable Development Goals. Moreover, the year that has just finished has demonstrated that investing in sustainability is one of the priorities of companies that aim to continue to be competitive in the market, even in complex trading circumstances.

#### The offer to support corporate enterprises – specific products and services

In 2020, Banco BPM confirmed its leading position at a national level as a bank able to support the specific needs of companies in the Corporate segment. The Banco BPM Group’s ability to support businesses and its deep roots in local areas contribute to the constant strengthening of its partnership with businesses, thus

allowing it to increase its market shares in specific business segments. Working more closely with Corporate customers was one of the measure set in motion to provide support to companies hit by the Covid-19 pandemic in 2020. Even during the lockdown periods, customers have been able to count on the presence of their managers, as well as all of central management, through digital tools and media.

#### Loans and lending with specific relation to the Covid-19 emergency

In 2020, work to develop the range of lending products dedicated to Corporate customers was characterised by the implementation of the changes introduced by the various Government Decrees containing emergency measures.

The initiatives undertaken with a view to supporting companies regarded both the adaptation to Government or systemic measures (e.g. ABI), and specific schemes of the Bank.

More specifically, the following are worth mentioning:

- application of the measures envisaged by the Italian Law Decrees that were issued over the year;
- application of the moratoriums envisaged by the Banking System (Agreement for ABI credit and subsequent Covid-19 addenda with extension of the measures to large companies);
- emergency schemes to provide liquidity to businesses through the use of a special fund allocated by Banco BPM Group for a total value of Euro 3 billion;
- implementation of specific bilateral moratoria;
- implementation of tools to be able to work remotely, through the use of the online channel and certified e-mail, with a view to streamlining both ordinary operations, and the contractual stage of lending operations.

With regard to Corporate customers, the tool that was most used and considered to be effective, is presented by SACE's Italy Guarantee which Banco BPM subscribed to immediately. This tool, which envisages that SACE may grant guarantees, in accordance with European legislation on State aid, has proven to be useful in guaranteeing the liquidity needed by Italian companies, whose activities have been restricted or interrupted by the Covid-19 pandemic, to sustain working capital, investments and personnel costs.

In 2020, Banco BPM disbursed loans to Corporate customers under the SACE Italy Guarantee scheme amounting to approximately Euro 1.9 billion, plus disbursements of around Euro 1 billion secured by the guarantee of the Central Guarantee Fund for SMEs.

#### Main commercial initiatives

With a view to additionally strengthening the role of reference bank for Italian Mid-Cap companies, the Corporate structure focuses its activities on strengthen the market and business shares of customers. While pursuing such growth objectives, the Group also constantly monitors the creditworthiness of customers and the risk-return ratio.

In December 2020, the Group also announced the allocation of a fund of Euro 5 billion called "Sustainable Investments 2020-2023" to encourage the transition towards a sustainable economy. The fund is a tangible response to the issues emerging in the ESG dimension, which increasingly represent a key element for the development of business customers.

The fund has set itself important objectives, including:

- increasing the share of sustainable loans in the Group's assets;
- confirming Banco BPM as a partner that provides support to companies that are starting to transition towards sustainable business models;
- confirming the Banco BPM brand as forerunner in the sphere of sustainability;
- providing the customer with an innovative financial tool (e.g. technical advice from the Bank's partners).



The fund is addressed to any business that intends to start investing in increasing the ESG sustainability of its business model.

The Sustainability Fund is consistent with the framework that the legislator, with the increasing support of public opinion, has set out in terms of sustainable objectives/policies both at European level (EU Green Deal), and national level (National Integrated Energy and Climate Plan - PNIEC, published at the beginning of 2020 and which extends the objectives of the “old” National Energy Strategy). The Fund is Banco BPM’s answer to these institutional initiatives.

BBPM has also launched specific initiatives to grasp the opportunities offered by the Relaunch Decree (in particular Superbonus 110% and Ecobonus) in terms of promoting / developing energy efficiency, which fully meet renewable energy requirements and the objectives of the PNIEC.

In terms of businesses, an Euro 2.5 billion fund dedicated to the Superbonus 110% and the Ecobonus has recently been approved.

#### Financial risk hedging

In 2020, the Group continued to provide specialised support to corporate customers by managing interest rates, exchange rates and commodity risks through the Investment Banking structure of Banca Akros. Such activity targets companies that have risk hedging needs in relation to their operational management or the structure of their financial statements.

Customers are assisted by a group of sales advisors and specialists with highly technical and commercial skills, who are located across the various geographical areas.

During the year, the Group continued to develop new products and services to customers, strengthening its role as a benchmark for its customers in terms of innovation. In 2020, this sector stood out for the significant increase in both interest rate and exchange and commodity hedges. Through its sales staff and specialists, the structure has forged solid relationships with its customers, by continuing to provide services with high added value, even in an increasingly challenging market context.

#### Purchase of trade and tax receivables without recourse

In 2020, Banco BPM strengthened and consolidated the development of services in the sector of business loans secured by the sale of trade receivables as well as the purchase of the same receivables without recourse and tax receivables due to the Public Administration, including “eco-bonus” tax credits.

The purpose of these activities is to sustain the customer’s working capital at a complex time for customers’ liquidity, through the sale of their trade and/or tax receivables. The execution expertise acquired by Banco BPM in this area is demonstrated by its ability to enter into customised agreements with leading companies that wish to optimise the opportunities available to manage supply debt, while at the same time offering financial services to their suppliers.

Consolidating its leadership position in this specific market has been possible also due to an initial phase in which internal procedures were innovated by developing a digital platform able to facilitate operating aspects in the bank-customer relationship.

#### Structured finance

Within the scope of the Corporate function’s activities, in 2020, Structured Finance consolidated its important role of meeting the more sophisticated financial needs of institutional and industrial counterparties, which benefit from a highly specialised approach.

Within the structured finance activities, corporate lending recorded a slight decrease in operations in 2020 caused by the interruption of several structuring operations; this contingency was not fully offset by the new operations concluded with the support of system interventions implemented to tackle the Covid-19 pandemic.

Financial sponsor activities recorded a particularly positive year due to the high number of mid- cap primary operations that represent the Bank’s main area of operations.

Real Estate Financing also enjoyed very good performance, maintaining the high levels of activity recorded in 2019, thanks to the high interest of institutional operators in areas in which the Bank has extensive commercial coverage.

Project Finance activities recorded a slight decrease due to the substantial interruption of infrastructure activities, also due to the Covid-19 pandemic.

Lastly, in general, Structured Finance confirmed its role as an important driver in the development of more dynamic and sophisticated customer relations, with the service model adopted allowing for systematic specialised support to be given to the commercial networks during their development, negotiation and consolidation of operating relationships with customers.

### Origination

Through the Group's senior bankers, who are specialised by industry, and the support of business analysts, the quality of relationships with business owners and the top management of companies improved thanks to the increased perceived satisfaction, cross-selling and overall profitability of relationships.

The Origination Unit then succeeded in further strengthening strategic coverage activities for the more complex Corporate customers, also thanks to the implementation of systematic capital structure analysis & solutions activities. In addition, a team of specialists was established dedicated to the SME segment, again based on the approach of improving the quality of the relationship and cross-selling.

### Foreign operations and trade finance

#### *Dedicated network and foreign goods unit*

As a whole, the Foreign Operations structure currently has 130 resources and handles documentation for foreign operations.

In particular, it oversees documentary credit, documented remittances and international guarantees, in accordance with the relative rules in force, seeking to provide customers with a high value-added service that guarantees consistent returns in terms of commission income.

#### *Financial Institutions*

During 2020, despite the constraints imposed by the health emergency, the Financial Institutions Group ("F.I.G.") oversaw the main foreign markets with the primary purpose of guaranteeing adequate credit lines to support customers' imports and exports:

- with regards to exports, the Group implemented and renewed adequate trade credit lines, both ongoing and temporary, for foreign banks;
- with regards to imports, through targeted international missions in the main countries of interest for customers, the Group obtained adequate credit lines from foreign local correspondent banks. The international missions were also aimed at stimulating cross-border business with the foreign local correspondent banks and acquiring commercial information on opportunities and problems in the various markets.

For the purpose of providing suitable coverage for trade finance transactions with countries and banks considered risky or problematic, the F.I.G. renewed its membership in the trade facilitation programmes of the main supranational banks: EBRD, IFC and ADB.

By managing the foreign representative offices in Mumbai and Hong Kong, the Group has helped customers who operate, or intend to operate, in the areas of competence of these offices.

To support new asset acquisition activities, the F.I.G. confirmed its membership of B.A.F.T. (Bankers' Association for Foreign Trade) and the I.T.F.A. (International Trade and Forfaiting Association). It also organised a webinar entitled "Russia: beyond the sanctions and the coronavirus, a market of great opportunities" in collaboration with the Italo-Russian Chamber of Commerce, which saw the participation of around 150 Banco BPM customers.

Lastly, the F.I.G. contributed to the Group's foreign trade operations and profile raising by participating in international banking events.

### *Foreign Products and Services*

Banco BPM provided significant support to companies operating in foreign markets in a year characterised by the global contraction of the demand for goods and services triggered by the Covid-19 pandemic.

In fact, the bank responded to the changed financial requirements of business operators by working with institutional entities and implementing the measures made available by the Italian Government provide financial support to Italian exports.

In line with the growing importance of offering a range of digital services, in 2020, Banco BPM continued its integration of new advanced channels, with both information and order functions, addressed to companies that work with or intend to work with firms abroad.

More specifically, continuing to move forward with the process to improve the digital user experience of Business Customers, BANCO BPM Trade World was created.

This is a new HUB that combines the You World – Doing Business in the World, used by around 1,100 Retail and Corporate customers and the You Lounge – The Trade Club platforms, which serves around 1,500 Retail and Corporate customers. You Lounge, together with a further 13 leading international partner banks, participates in the Trade Club Alliance with geographic coverage that extends to 60 countries and over 22,000 selected companies. Merging the two platforms into a single environment meets the two-fold objective of facilitating access and boosting the use of both services by customers.

The digital range of products and services in the Foreign sphere is completed by a third portal called YouTrade Finance, which enables goods operations to be managed online, simplifying and optimising the bank-customer relationship, and is able to guarantee the highest level of security (e.g. use of digital signatures) through guided procedures.

### *Agreements with primary institutions*

In order to expand the support provided to customers that operate in the complex field of internationalisation through an in-depth knowledge of regulatory techniques and methods, instruments and rules relating to the world of international trade, Banco BPM with its specialised in Foreign Operations and Trade Finance managers has joined numerous associations and has agreements in place with leading institutions (including ICC Italia International Chamber of Commerce, Credimpex Italia, German-Italian Chamber of Commerce, De International Italia and SACE).

In 2020, Banco BPM continued to collaborate with the German-Italian Chamber of Commerce (CCIG) and with DE International Italia. This company, which belongs to the CCIG, offers a wide range of services for the internationalisation and promotion of forms of cooperation (business days, B2B meetings between customers and foreign operators) with a particular focus on Germany, a region of Europe of particular interest for exporting Italian companies.

### Culture of sustainable finance for customers

The increased attention paid to the area of sustainability has also been incorporated in projects to educate customers.

In 2020, the “III class ELITE Lounge Akros Banco BPM Sustainability focus” was created, a new training and commercial project, which will be launched at the beginning of 2021 and will last two years, in partnership with Elite S.p.A. (Borsa Italiana) and Banca Akros.

The companies that will participate in the Lounge will have the opportunity to improve their knowledge, enhance projects undertaken in the sphere of sustainability (e.g. circular economy, energy from renewable sources, waste management) and boost their growth and development potential.

In addition, they can more openly discuss extraordinary finance operations, M&A, internationalisation, issue of bond loans, IPOs and even the process of listing on the capital market.

### *Institutional*

The “Institutional” segment includes the management and marketing of banking and financing services/products and loan brokering, which are mainly aimed at bodies and institutions (UCIT units,

SICAVs, insurance companies, pension funds and banking foundations). These activities are mainly carried out by the Commercial Network.

Institutional counterparties are the main supervised entities such as insurance companies, non-banking finance companies, SGRs, “*società di intermediazione mobiliare*” (“**SIMs**”), open and closed-end mutual funds, banking foundations, social security and welfare funds and pension funds. Furthermore, institutional counterparties include the state, constitutional bodies, the central state bodies and some companies in which the central public administration has a stake, as well as regional authorities, healthcare organisations, hospitals and large municipalities.

Relations with the Institutional counterparties are monitored by the structure of the same name through a complete service model, which includes managers and specialised employees and a dedicated branch.

With a view to achieving greater efficiency in the management of relationships, the Group’s services have been harmonised and commercial partnerships have been developed with Banca Akros and Banca Aletti to provide a more comprehensive and specialised range of services. Such intragroup synergies include the launch of a new service exclusively dedicated to the Institutional segment: Mediation of Alternative Investment Funds. This service, designed and created together with the Private Equity and Funds function, was launched on 31 December 2019 and will be implemented in 2020.

#### *Commercial partnership with allies outside the Group*

The Institutional function is also tasked with supervising and coordinating the structure dedicated to centrally managing commercial alliances with partners external to the Banco BPM Group.

These alliances are governed by special commercial partnership agreements, which provide for the offer of dedicated products exclusively to the customers of the external partner, via a double distribution channel:

- “off-site” offer, through external financial consultancy;
- “on-site” offer, via dedicated branches within the financial stores of the commercial partner.

Centralised commercial management consists in the presence of a dedicated structure, included within the Institutional function, which has 18 branches spread across Italy, to which five new openings will be added by the end of the first half of 2020.

Thanks to a direct supervision through a wholly dedicated structure, the Group is able to continuously update agreements in light of any legislative changes, to obtain a better economic return and to carefully monitor operational risks especially with regards to anti-money laundering legislation.

Over 36,000 customers are served in this way, in collaboration with commercial partners.

The market for the off-site offer of banking products and services outside the Group through the networks of financial advisors belonging to groups that do not have banks within their perimeter represents an area with strong potential for the Group, especially in light of the organisational model specifically adopted and the know-how acquired to date by Banco BPM.

#### *Public Administration and Entities*

Pursuant to EU Regulation 549/2013 on the European System of National and Regional Accounts, entity or public sector customers consist of:

- Public administrations, which in turn include central administrations (state and constitutional bodies, ministries and their departments, etc.), local governments (regions, provinces and municipalities) and public welfare and assistance bodies;
- Public companies, i.e. entities that produce goods and/or services intended for sale and that have a public legal nature or that are directly or indirectly controlled by the public administrations, by way of specific laws, decrees or regulations.

The Public Sector function is responsible for managing the segment from a commercial, regulatory and administrative perspective. The activity, in relation to the acquisition of relationships and the management

of the Public Administration, is conducted with particular focus on the commitments and critical issues that arise, on the limitations of operational risks, of image, of credit and from a commercial perspective.

The Public Sector function is responsible for managing the segment from a commercial, regulatory and administrative perspective. The activity, with regards to the acquisition of relationships and the management of the Public Administration, is conducted with a particular focus on the commitments and critical issues that arise and the limitations of operational risks, image and credit and also from a commercial perspective.

The activity is quality certified in accordance with UNI EN ISO 9001:2015. In 2019, the UNI EN ISO 9001 quality certification for the design and management of Treasury and Cash Services and the provision of loans to the Public Administration was also successfully renewed for an additional three years, confirming the full validity of the processes implemented and the significant ability to analyse and manage risks.

#### *Third-Sector and Religious Entities*

Third sector and religious entities include associations, foundations, socially useful non-profit organisations, cooperatives and social enterprises and other non-profit organisations, which make up the third sector segment, and by dioceses, parishes, congregations and religious orders, which make up the religious entities segment.

Given the growing importance of the third Sector, which offers significant prospects for development, Banco BPM has decided to strengthen its sales efforts through a dedicated structure, which now includes specialists in each geographical area of operation of Banco BPM.

The commercial initiatives for 2020 included:

- entering into an agreement with the Archdiocese of Milan regarding loans to parishes in the Province of Milan to face the Covid-19 emergency;
- sponsoring the “Cantieri Viceversa” laboratory, organised by the National Forum of the Third Sector, to ensure the matching of the demand for and the supply of funds between Third Sector organisations and entities; after the laboratory was concluded, the Third Sector and Religious Entities Structure took part in a webinar entitled “Sustainable Finance and the Third Sector”, as part of the “CSR” Week (Corporate Social Responsibility Week), contributing by giving important insights at this high quality event.

#### *Private*

The “Private” segment includes the management and marketing of banking and financing services/products and loan brokering, which are mainly aimed at private customers with assets that, individually and/or within their business, amount to at least Euro 1 million. These activities are carried out by Banca Aletti.

To support development activities, in line with the strategy of previous years, efforts were made, in concert with Banco BPM, to create opportunities to meet potential customers through several local events; given the health emergency, these initiatives were limited to the first few months of the year.

In line with Banco BPM’s commercial development plan, which envisages an approach with a greater focus on cross-selling, the year saw the full achievement of collaboration with the Corporate Department (at Markets level and at central structures level, namely Origination and Structured Finance), with which a synergic plan was set out for the development of family-owned businesses, which took shape through the engagement of all Corporate Centres; this activity was combined with the structured collaboration of the Investment Banking division of Banca Akros. This series of activities generated a significant increase in volumes and of the customer base.

As at 31 December 2020, the Banca Aletti network consisted of 11 areas, 45 units, 10 branch offices, 262 private bankers and 13 financial advisors.

#### *Investment Banking*

The “Investment Banking” segment includes the structuring of financial products, access to regulated markets, and the support and development of specialised financial services. These activities are carried out by Banca Akros.

### *Trading and market making activities on own account*

The Group carries out market making and trading on own account in government bonds and securities, interest rates, exchange rates, shares and other financial derivatives, over-the-counter market making on Government securities and bonds and market making on stock options and future stocks. It also executes transactions with professional customers and qualified counterparties in repurchase agreements and securities lending on bonds and shares.

### *Brokerage activities*

Banca Akros engages in equity trading on behalf of third parties on stock exchanges and on MTFs and also bond trading.

### *Investment Banking*

Banca Akros engages in equity capital markets transactions, including capital increases of companies and banks. It also coordinates public bids and acts as Sponsor for transfers between market segments and in relation to demergers and listings.

Banca Akros further developed its M&A/Corporate Finance activities, acquiring numerous buy side and sell side assignments, especially with private equity funds and family-owned businesses.

### *Corporate & Institutional Banking*

This division into banks and investment products, corporate sales and institutional sales departments, ensures the development of an integrated offer to customers of Banca Akros products and services, in coordination with Banco BPM. Hedging activities for corporate, bank and financial institution customers is also assigned to the Corporate & Institutional Banking division. Following the centralisation of all sales of hedging products for corporate and business customers in Banca Akros in the fourth quarter of 2018, the Group significantly developed its activities in relation to hedging and financial risk management instruments, provided as part of cross-selling with Banco BPM, with a particular focus on the Mid Corporate segment. In 2020, cash flows on interest rate, exchange rate and commodities risk derivative products amounted to a total of around (in notional value) 4.4 billion for exchange rate and commodity risk hedges and around 5.3 billion for interest rate risk hedges on the underlying loans.

With respect to the diversification of sources of funding for businesses, Banco BPM consolidated its significant presence in the private debt market, also thanks to a non-exclusive commercial partnership with a leading domestic operator in the sector. As of 31 December 2019, Banca Akros had placed two closed-end credit funds with institutional investors, which invest in Italian SMEs to finance their specific projects for international growth and development.

### *Strategic Partnerships*

The “Strategic Partnerships” segment includes the contribution of shares held in Agos Ducato, Vera Vita, Vera Assicurazioni, Bipiemme Vita, Factorit, Alba Leasing, SelmaBipiemme Leasing, CF Liberty Servicing and Anima Holding.

### *Leases*

The “Leases” segment includes data relating to activities connected to the Group’s leasing business, the scope of which encompasses activities relating to the contracts of the former Banca Italease and Release.

### *Corporate Centre*

The “Corporate Centre” segment, in addition to governance and support functions, includes the portfolio of owned securities, the treasury and the Group’s asset and liability management, the stock of bond issues placed on institutional markets, equity investments not allocated between Strategic Partnerships, service companies and companies operating in the real estate sector.

### *Group Finance*

Banco BPM is the centre of coordination and oversight for the management policies of the structural items of the Group’s own assets and liabilities and those of the other Group companies, geared towards optimising

the available capital, identifying appropriate operations and funding strategies for the Group, through actions on domestic and international markets, as well as controlling liquidity needs and their dynamics, and also managing the securities portfolios and other financial instruments owned by the Group.

The operations of Group Finance are divided into the following operating structures: Investments and ALM, Group Treasury, Funding and Capital Management and Monitoring, and Reporting and Coverage.

#### *Funding and Capital Management*

Funding and Capital Management is responsible for the funding of the Group and manages its EMTN and covered bond programmes. It also arranges medium/long-term bilateral financing transactions with various market counterparties.

#### *ALM and Investments*

The management of interest rate risk in the banking book is carried out centrally within a specific delegated department, and the primary objective of management decisions is to mitigate the rebalancing of the dynamics of economic value volatility with the volatility of interest margin as the rate curve changes of monetary and financial market in general, in accordance with the provisions of specific regulations (BCBS, EBA and the Bank of Italy).

The Group utilises an integrated Asset Liability Management (ALM) system with the aim of calculating the risk measurements that also include the use of behavioural models and measures, and management is primarily based around a “natural hedge” model, which tends to pursue a natural compensation of the risks generated by the gaps in liabilities and assets. The items in which the hedges are present are mainly demand items, bond issues, mortgages and the securities portfolio.

#### *Group Treasury*

The achievement of the company’s objectives in terms of short-term liquidity coverage indicators (Liquidity Coverage Ratio), both for the Group as a whole and for its individual legal entities, has led to the deployment of effective synergies with the other organisational units involved (specifically, Collateral Management and Liquidity Risk).

Funding on the money markets is intended to optimise available collateral and reduce the cost of financing by seeking the best conditions and greater diversification of sources of funding both in euro and in foreign currencies.

#### *Fund management*

The Corporate Centre segment also includes Banca Aletti’s fund management activities.

Investments are made adopting an approach geared towards the tactical management of risk factors, compared to strategic positions.

The Covid-19 pandemic and the consequent economic recession had a significant impact on the management policies and the results of the segment in question.

However, the results for the year were overall positive, with the exception of the management mandates more focused on European equity, with yields in line/higher, on average, than the reference parameters and/or different contractual parameters.

As at 31 December 2020, assets under management totalled Euro 3.2 billion, substantially in line with the figure at the end of 2019.

#### *Real estate segment*

Real estate activity involves the management of the Group’s capital assets and the development and potential disposal of the non-operating assets. As a result of the incorporation of BP Property Management into Banco BPM, all of the activities regarding the management and maintenance (both technical and administrative) of Group property used in transactions is concentrated in the Property Management function.

With regard to the management and maintenance of Banco BPM Group's operating properties, the activities carried out in 2020 were geared towards increasing the efficiency of the spaces occupied and reducing the management costs of the same, continuing with the plan for streamlining locations. The renegotiation of rental payments of branches owned by third parties continued in 2019, with total annual savings of over Euro 3.9 million. The Group also invested its efforts in an energy efficiency project, focused on remote adjustment systems for technological plant.

With regard to non-operating assets, two structures have been identified:

- Advisory Secured NPE, which manages the activities relating to the marketing of real estate resulting from the collection of receivables;
- Property Enhancement and Valuable Works of Art: which is in charge of the management and enhancement of the value of owned properties, with a specific focus on big ticket items.

The management of the remaining non-operating assets owned by Banco BPM and its subsidiaries continues to be assigned to Bipielle Real Estate. The activity also includes the management and remarketing of properties deriving from defaulting leasing contracts.

### **Environmental, Social and Governance Matters**

The Group aims to ensure that its development is sustainable over the long-term and compatible with the interest of all its stakeholders. For this purpose, environmental, social and governance ("ESG") matters are increasingly incorporated within its business model, operations and processes.

#### ***Sustainability Governance***

The Group's sustainability governance encompasses the following bodies:

- *Board of Directors*, which defines the management and coordination policies regarding non-financial disclosure, the socio-environmental policies and approves annually the Group's non-financial statement and the associated materiality analysis. One member of the Board of Directors is designated as "ESG referent" for the Internal Control, Risks & Sustainability Committee;
- *Internal Control, Risks & Sustainability Committee*, which supervises sustainability issues as well as – including through the Director delegated by the Committee itself on ESG, "sustainability and social responsibility" issues – the activities connected with the drafting of the Group's non-financial statement.
- *Environmental, Social and Governance (ESG) Managerial Committee*, established by the Board of Directors, is chaired by the Chief Executive Officer and comprises the two Co-General Managers and several other managers of the Group among its permanent members. Its main tasks include evaluating the Group's positioning and coordinating all the activities required to achieve the strategic sustainability objectives;
- *The Sustainability Structure*, which assists the ESG Committee and oversees the definition of the relevant themes and the monitoring of sustainability indicators. It also evaluates the sustainability impacts stemming from the Group's initiatives and provides support to the corporate structures. It drafts the Consolidated non-financial statement and promotes sharing of the ESG culture within and outside the Group.

#### ***ESG Strategy***

In 2020, under the leadership of the ESG Committee and in light of an analysis of regulatory requirements, but also expectations of the financial market and best practices of national and international competitors, the Group reviewed its strategic ambition and launched an internal assessment intended to involve all of the Group's units in a significant process of sustainability.

In February 2021, the Group identified the following seven areas of activities and related 32 projects (involving 15 Group's units and more than 50 dedicated employees), which will aim to strengthen and achieve the integration of sustainability within the Group's activities and business:



- Governance: integrate ESG-oriented roles and responsibilities within all activities & ESG topics into corporate policies, as well as adopt incentive scheme strengthened with ESG key performance indicators;
- People: focus on integration and diversity, and in particular on female empowerment, with a target to achieve more than 33% of women in managerial positions in 2023;
- Risk & Credit: integrate climate-related and environmental topics within the risk and lending processes;
- Customers – Business: establish an ESG task force in business areas and strengthen ESG commercial offering;
- Customers – Wealth Management: define ESG investment policy and strengthen consulting and offering of ESG investment products;
- Stakeholder engagement and measurement: strengthen relationships with recognized organisations and develop ESG metrics;
- Environment: continue the reduction of environmental impacts in order to achieve carbon neutrality (with respect to scope 1 and 2 greenhouse gas emissions) in 2023.

#### *Main actions taken by the Group*

The main actions taken by the Group with respect to its ESG strategy relate to four main areas: (i) customers, (ii) local communities, (iii) human resources and (iv) environment. Such actions are linked to specific United Nation’s Sustainable Development Goals.

#### Customers

The Group developed the following commercial initiatives to support its customers while aiming to protect the environment:

- establishment of a Euro 5 billion plafond for sustainable investments, female enterprises and green transition, in order to facilitate the transition to a sustainable economy;
- implementation of support measures enacted by the Italian Government in response to the Covid-19 pandemic;
- activation of several commercial initiatives as part of the sale of the exceptional tax credits enacted by the Italian Government in 2020;
- offering of green mortgages with the aim of favoring the energy efficiency of buildings;
- collaboration with FIRE – the Italian federation for the rational use of energy – in the context of the European Project “GoEsi” – to put together the most appropriate financial support for energy efficiency investments and the use of “ESI standard template” with the objective to consider it a positive differential element during the credit assessment.

#### Local Communities

The close relationship with the Group’s communities and territory is one of the most important assets and is further developed mainly through:

- supporting initiatives in the fields of art and culture, solidarity and social, sports, educational and training, research and health, environment and the region fields, leveraging on the seven foundations established by the Group; and
- offering products and services in favor of non-profit organizations.

Additionally, in 2020 the Group contributed more than Euro 6 million to social projects involving research, health, solidarity and social initiatives in connection with the Covid-19 pandemic and supported fund raising and crowdfunding activities for the benefit of people negatively affected by the pandemic.

## Human Resources

The Group launched a programme dedicated to women, to encourage the development of managers and professionals through training courses, mentoring and coaching, managerial activities, shadowing and job rotation, which enable them to gain extensive experience and integrate the know-how acquired in their professional career, with personalised paths that reflect the individual's aspirations and potential.

Such programme further develops the "Women in Bank" initiative launched by the Italian Banking Association, which the Group joined in 2019.

## Environment

The Group aims to safeguard the environment by reducing the impact of its activities, mainly through:

- energy management activities: in 2020, 100% of the electricity consumed was generated from certified renewable sources (Guarantee of Origin GO), avoiding the emission of 33,239 tonnes of carbon dioxide equivalent emissions, resulting in a reduction of energy consumption and carbon dioxide emissions;
- corporate mobility: the management of the company fleet is based on precise criteria of use aimed at promoting environmentally friendly practices (car pooling, replacement of the company fleet and improvement of the video-conference system);
- focus on consumables, waste disposal and recycling: procurement of recycled and Blue Angel certified paper (Blue Angel certification guarantees that the materials produced are completely free of polluting whitening substances. The production process is PCF Process Chlorine Free certified); predominant use of regenerated toner;
- creation of two new key roles: (i) the Energy Manager which oversees the processes of generation and use of energy for the Group, and is also responsible for the conservation and rational use of energy; and (ii) the Mobility Manager, which is in charge of planning and implementing strategies for the rationalization of travel and reduction of the use of individual means of transport, with the objective of reducing, monitoring and communicating the impacts on environment.

## **Risk Management**

In line with regulatory requirements, the Banco BPM Group has adopted a unitary system of risk measurement and control which will be run centrally by Banco BPM.

Within the Banco BPM Group, the Risk Appetite Framework ("RAF") permits the Group to manage risk profiles in a comprehensive and integrated way. The RAF is deemed as a strategic tool to define in advance how much risk the Bank is willing to take pursuing its strategic objectives.

The framework of risk appetite is developed taking into account the business model adopted by Banco BPM and affects all its main internal processes, playing an important role in managing the Bank in a sound and prudent way.

The RAF sets out, in line with the business model and strategic plan, maximum permissible risks, the Bank's attitude to risk, risk thresholds and limits, risk management policies and the relevant processes required to define and implement them in accordance with the requirements of applicable prudential banking regulations.

The "Risk Management" division is responsible for these activities and has responsibility for overseeing the processes required to identify, quantify, monitor, manage and report the risks to which the Banco BPM Group is or may be exposed, under business as usual and stressed conditions, in line with the strategies and policies of the Banco BPM Group's corporate bodies.

In pursuance of the main objective of guaranteeing sound and prudent risk management, the Banco BPM Group's risk management strategy is based on organisational oversight, adequate risk qualification and management, asset coverage, a comprehensive system of values and business incentives and a suitably effective and efficient organisational model, with the aim of minimizing the impacts on risk profile also through a risk mitigation and transferring strategy, protecting the Issuer's asset and financial base and preserving the reputation of the Banco BPM Group.

All specific IT procedures necessary to enable risk control and management will be active as a unitary system upon completion of the migration to the IT systems of the Banco BPM Group.

### **Inspection activities and proceedings conducted by the ECB, Bank of Italy and CONSOB on Banco BPM S.p.A.**

As regards targeted inspections and proceedings, Banco BPM was subject to a number of inspections and proceedings from 2018 to 2021. Most of the inspection activities have already been concluded with the release of the “Final follow up letters” or “Decisions”.

In particular:

- in a letter dated 23 March 2021, the ECB announced the commencement of an inspection (OSI-2021- ITBPM-0180228) entitled 'Credit and counterparty risk - Credit Quality Review of CRE portfolio and assess selected credit risk processes' with the objective of reviewing the asset quality of the Commercial Real Estate ('CRE') portfolio and assessing the credit risk management processes and the control and governance systems. The off-site phase started on 26 April 2021 and is currently under way;
- on 18 February 2021, CONSOB initiated a sanctioning procedure concerning the investigation for the Bank's failure to comply with the reporting obligation - pursuant to Article 16 of the European Market Abuse Regulation No. 596/2014 (MAR) - of orders and transactions suspected of constituting market abuse or attempted market abuse, carried out by two of the Bank's customers. The communication was sent to the Bank on the same date by the Markets Division (Spot and Derivatives Markets Operations Office), with note no. 0193764/202,1. This procedure is currently being investigated;
- in a letter dated 12 August 2020, the ECB announced the beginning of an off-site inspection with the purpose to assess the institution's application for the approval of a new definition of prudential classification of default (constituting a material change to the estimate of Credit risk under Delegated Regulation (EU) 529/14) (IMI-2020-ITBPM-4738); the off-site phase begun on 14 September 2020 and ended on 13 November 2020. Banco BPM received the final decision on 7 May 2021;
- in a letter dated 16 December 2019, the ECB announced the beginning of an on-site inspection with the purpose to perform a Credit Quality Review on Retail&SME-Portfolios (OSI-2020-ITBPM-4737). The on-site phase started on 4 February 2020 and was subsequently cancelled by the ECB due to the COVID-19 pandemic;
- in a letter dated 26 September 2019, the ECB announced the beginning of an on-site inspection with the purpose of assessing the “approval of internal model related to Credit risk (CCF/EAD; ELBE; LGD for performing assets; LGD for defaulted assets; PD) for the following exposure classes: Corporate - Other; Corporate - SME; Retail - Other SME; Retail - Secured by real estate non-SME; Retail - Secured by real estate SME” (IMI-2019-ITBPM-4141). The on-site phase started on 14 October 2019 and ended on 19 March 2020 as an off-site inspection due to the COVID-19 pandemic. In a letter dated 4 March 2021, Banco BPM received the final decision which confirms the authorisation to adopt model changes, providing for some qualitative measures for the most part aimed at strengthening the internal regulation, as well as limitations - regarding the estimation of the margin of conservatism and the method of calculation of Loss Given Default (LGD) - in the application of the models, with effect on regulatory reporting as of 31 March 2021 and therefore reflected in the results for the first quarter of 2021. The remedial action plan is currently under way;
- in a letter dated 10 September 2019, the ECB announced the beginning of an on-site inspection with the purpose of assessing the “Internal Governance Remuneration” (OSI-2019-ITBPM-4727). The onsite phase started on 9 October 2019 and ended on 13 December 2019. Banco BPM received a final follow up letter on 16 December 2020 and on 13 January 2021 it has submitted the remedial action plan, which is currently under way;
- in a letter dated 24 May 2019, the Bank of Italy announced the beginning of an on-site inspection with the purpose of assessing the “Digital operations/online banking with

reference to anti money laundering” (OSI-2019-Bankit). The on-site phase started on 27 May 2019 and ended on 2 August 2019. On 6 November 2019, Banco BPM received the Bank of Italy’s report. The remedial action plan delivered on 17 December 2019 to the Bank of Italy, was completed on 31 March 2021;

- in a letter dated 14 April 2019, CONSOB announced the beginning of an on-site inspection with the purpose of assessing the procedures and controls connected to the product governance, the provision of investment advice and the adequacy of the clients (OSI-Consob-2019). The on-site phase started on 14 April 2019 and ended on 3 December 2019; on 30 July 2020, Banco BPM has received a technical note pursuant to which CONSOB, while not launching a sanctioning proceeding, has highlighted certain aspects. On 16 October 2020 Banco BPM submitted the remedial action plan, to be implemented progressively and which is currently under way;
- in a letter dated 13 February 2019, the ECB announced the beginning of an on-site inspection with the purpose of assessing the “Market Risk Model validation (VAR, sVAR, IRC) for debt instruments category – specific risk; Forex risk” (IMI\_2019\_ITBPM\_4145). The on-site phase started on 14 May 2019 and ended on 19 July 2019; Banco BPM received the final decision on 16 November 2020 (which authorized the adoption of the new model) and on 16 December 2020 it submitted the remedial action plan, which is currently under way; such action plan takes into account the outcome of the December 2020 supplementary decision of the ECB following the horizontal analysis on the outcome of the previous inspection TRIMIX of 2018;
- in a letter dated 7 February 2019, the ECB announced the beginning of an on-site inspection with the purpose of assessing the “Liquidity and Funding Risk of the Bank’s activities” (OSI-2019-ITBPM4372). The on-site phase started on 19 February 2019 and ended on 17 May 2019; on 4 February 2020, Banco BPM received the final decision; on 3 March 2020, Banco BPM sent the remedial action plan, which is currently under way;
- in a letter dated 15 October 2018, the Bank of Italy announced the beginning of an on-site inspection regarding “Transparency of transactions and correctness of relationships with clients” (OSI-2018 Bankit). The on-site phase started on 15 October 2018 and ended on 18 January 2019. On 11 April 2019, the Bank of Italy’s report was presented and a sanctioning proceeding was commenced. As a result, on 15 July 2020 Banco BPM was notified an administrative sanction pursuant to Article 144 of the Consolidated Banking Act due to “shortcomings in transparency organization and controls”. The sanction amounts to €1.76 million (while the maximum sanction could have been equal to ten per cent. of the annual revenues) and was paid in July 2020. The remedial action plan sent on 17 July 2019 to the Bank of Italy was completed on 31 December 2020;
- in a letter dated 3 August 2018, the ECB announced the beginning of an on-site inspection (OSI-2018-ITBPM-3612) on operational risk. The on-site phase started on 17 September 2018 and ended on 25 January 2019. On 21 November 2019, Banco BPM received the final decision specifying recommendations and qualitative requirements; on 19 December 2019, Banco BPM sent the remedial action plan, which was completed within the relevant deadline;
- in a letter dated 6 July 2018, the ECB announced the beginning of an on-site inspection (TRIM-2018-ITBPM-3914) concerning the Europe-wide targeted analysis program of internal models (Targeted Review of Internal Models, “TRIM”) relating to credit risk (PD; LGD and CCF) with reference to the “Corporate - Other” and “SME” portfolios. The on-site inspection phase started on 17 September 2018 and ended on 16 November 2018; Banco BPM received the final decision on 7 October 2020 which includes binding prudential measures and recommendations; on 5 November 2020 Banco BPM submitted the remedial action plan, which is currently under way;
- in a letter dated 13 April 2018, the ECB announced the beginning of an on-site inspection (OSI-2018-ITBPM-3610) which, as part of credit risk, relates to the review of credit quality, with reference to corporate portfolios, asset based and project finance (“Credit Quality Review - Corporate, Asset based or Project finance Portfolios”). The on-site phase started on 9 May 2018 and ended on 3 October 2018. On 21 October 2019, Banco

BPM has received the final decision. The remedial action plan, delivered on 7 November 2019, has been completed;

- in a letter dated 11 December 2017, the ECB announced the commencement of an on-site inspection concerning the internal models relating to credit risk (PD and LGD) with reference to the “Corporate” and “SME” portfolios. The on-site inspection phase started on 19 February 2018 and ended on 20 April 2018 and Banco BPM has received the final decision on 25 April 2019. The remedial action plan, submitted on 24 May 2019, is now part of the amendments to the internal model referred to the inspection IMI-2019-ITBPM-4141.

### **Legal Proceedings of the Group**

As of 31 December 2020, the provisions allocated against all existing legal and tax disputes, including cases associated with enforcement actions, totalled Euro 109.5 million.

The Group operates in a legal and regulatory context which exposes it to a wide variety of legal proceedings, relating, for example, to the conditions applied to its customers, to the nature and characteristics of the products and financial services it sells, to administrative irregularities, to clawback actions for bankruptcies, and to labour law disputes.

### **Ongoing Legal and Administrative Proceedings**

The main legal and administrative proceedings in which the Group is involved as of the date hereof are as follows:

#### ***Proceedings related to the diamonds reporting activities***

With regard to the reporting activity of the former Banco Popolare Group to the IDB, of the customers interested in purchasing diamonds, on 30 October 2017, the proceeding before the Italian Antitrust Authority (“AGCM”) was concluded, with a ruling that ascertained the existence of an alleged unfair business practice pursuant to Articles 20 and 21, paragraph 1, letters b), c), d) e f), 22 and of Article 23, paragraph 1, letter t) of Legislative Decree No. 206 of 6 September 2005 (the “Consumer Code”). This ruling envisaged the application of a monetary fine to Banco BPM of Euro 3.35 million (as well as fines to Intermarket Diamond Business S.p.A., its subsidiary IDB Intermediazioni S.r.l. and other reporting banks). The Bank paid the fine within the terms of the law and filed an appeal to the Regional Administrative Court (TAR) against the ruling of the Authority in December 2017; the appeal was rejected by TAR on 14 November 2018; Banco BPM decided to challenge the ruling before “Consiglio di Stato” (Supreme Administrative Court). The Supreme Administrative Court has generally confirmed the first instance ruling, although it reduced by 30% the penalties levied against the Group in light of its limited role in the diamonds sales activity carried out by IDB.

A criminal investigation is also pending with regard to the diamonds sales activity involving IDB and the various reporting banks, including Banco BPM. The criminal offences under investigation are alleged fraud and related self-laundering, obstacle to the supervisory authorities’ functions and corruption among private parties. The inquiry involves also managers and former managers of Banco BPM Group (including the former General Manager), the Bank itself and its subsidiary Banca Aletti for administrative offence pursuant to Legislative Decree 231/2001. In the context of the inquiry, on 19 February 2019, the Milan Public Prosecutor’s Office carried out at Banco BPM a precautionary seizure for a total amount of approximately Euro 84.6 million. In addition, in September 2020 the Public Prosecutor’s Office of Milan served those former managers and several employees of the Group with a notice of conclusion of the preliminary investigations as part of proceedings also relating to the operations in diamonds referring to the offence of fraud, which does not change the overall charges previously communicated by the judicial authorities.

This event, with the consequent media coverage, led to a large number of complaints being received from the Group’s customers involved and the start of civil litigation. In this regard, and also with a view to being close to its customers, the bank has implemented a broad customer care initiative that provides for an analysis of the individual position, with a case-by-case assessment of the elements highlighted by the customers, with the aim, if necessary, of reaching a settlement with the customer that provides for financial compensation together with the customer retaining ownership of the stone.

Following the bankruptcy of IDB, which was declared in January 2019, the Group further strengthened its customer care services by providing a free service to assist customers in submitting requests for the return of stones to the bankruptcy and, lastly, for the return of diamonds still in custody in the vaults managed by the IDB bankruptcy to customers who have already received authorisation from the Bankruptcy Judge.

In the months between the dates of approval of the draft consolidated financial statements as at 31 December 2019 and 31 December 2020, new claims were limited both in number and in total additional petition (with an increase of Euro 21 million). As of 31 January 2021, thanks to out-of-court settlements, complaints and disputes had been settled for a total petition amounting to more than Euro 500 million against claims which, as of the same date, amounted to approximately Euro 700 million.

With regard to the above-mentioned management of claims and disputes, both pending and potential, in the 2017, 2018 and 2019 financial statements the Group had recognised provisions to a specific provision to cover disputes with customers for a total amount of Euro 383.3 million. These financial resources were used for a total of Euro 256.6 million against the repayments made in the meantime to customers with whom a settlement was reached. Therefore, as at 31 December 2020, the total amount of the fund available for potential further repayment actions is Euro 126.7 million.

No adjustment to this provision was necessary in 2020, as the estimates of the variables on which the amount of the resources that the Group will have to use to settle disputes with customers are substantially confirmed.

#### ***Maflow S.p.A.***

In a notice dated 14 April 2014, Maflow S.p.A., in extraordinary receivership, summoned the former Banco Popolare before the Court of Milan requesting, among other things: (i) a court order to pay compensation for damages of Euro 199 million, calculated by Maflow S.p.A. to be equal to the financial difficulties incurred by it; and (ii) a court order for the bank to return to it the amounts allegedly received by the bank unlawfully from loans granted to Maflow S.p.A. from establishment to default. The claims are based on the assumption that the bank played a dominant role in influencing the financial management of Maflow S.p.A. In a ruling dated 14 December 2016, the Court of Milan rejected the claims brought by Maflow S.p.A. and ordered the same to pay legal expenses. Maflow S.p.A. subsequently filed an appeal against such decision. The Court of Appeal, with a judgement dated 22 July 2020, which has become final, rejected the appeal, fully confirmed the first instance judgement.

#### ***Centro Lazio s.c.***

On 28 October 2019, Società Cooperativa Centro Lazio has summoned Banco BPM for the declaration of its liability alleging that Banco BPM demanded excess guarantees in providing several agricultural loans, initiated the repayment of one of the loans granted in advance and forced the company to cease operating its own plant. The counterparty also submitted claims for damages equal to Euro 40 million relating to the alleged damages incurred due to the claimed Banco BPM's negligent business conduct and requested that the loan contracts and related mortgages be declared null and void. The suite is initially heard before the Court of Milan following the declared territorial lack of jurisdiction of the Court of Latina initially brought by the other party.

#### ***Malenco S.r.l.***

On 4 February 2020, Malenco S.r.l. summoned Banco BPM before the court, together with another bank that led the pooled operations, in relation to the granting of loans for the construction and completion of a property complex. The company requested that the invalidity of the loans be ascertained for allegedly exceeding the usury threshold rate and the invalidity of the derivative contracts taken out to hedge the loans granted, with a request to order Banco BPM to pay the sum of Euro 31 million, of which Euro 10 million is to be paid jointly with the other bank. The lawsuit is pending before the Court of Rome.

#### ***BM 124 S.r.l.***

On 15 December 2020, BM 124 S.r.l. (assignee of a receivable by Fallimento Barbero Metalli SpA) summoned Banco BPM before the court, along with a further 18 parties (including seven banks), for the purpose of ordering all the defendants to jointly pay 37.5 million (equal to the greater losses recorded) or,

alternatively, 22.9 million as compensation for the damages allegedly caused by the unlawful granting of credit. The lawsuit is pending in the initial stage before the Court of Florence.

#### ***Privilege Yard***

On 20 December 2019, Banco BPM was summoned, along with a pool of banks, by the receivership of Privilege Yard for alleged unlawful disbursement of a loan which was allegedly granted based on a business plan claimed to be improbable, due to the manifest inability to repay the loan, and lacking appropriate guarantees. The receivership requested that the liability of the banks be declared for collusion in the mismanagement by the directors of Privilege Yard, ordering them to jointly pay compensation for the damages of approximately Euro 97 million (of which, Banco BPM share would be equal to Euro 27 million). The lawsuit is pending in the initial stage before the Court of Rome and the hearing to specify the conclusions has been set on 10 May 2021.

#### ***Tecnogas S.p.A.***

The proceedings require the restitution of sums amounting to Euro 11.2 million. The bankruptcy revocation proceedings at first instance were favourable to the Bank, a ruling opposed by the receiver. The Court of Appeal of Ancona, after initially admitting the court-appointed expert, suspended the assignment following a formal request by the Bank regarding on the burden of deduction and proof in current account revocations. The case was retained for decision by the judge following the rejection of the admission of the OTC. The lawsuit has been concluded with a favorable judgement issued by the Court of Ancona (which may be subject to appeal), with the rejection of the claim.

#### ***CE.DI.SISA Centro Nord S.p.A. (in liquidation)***

On 5 August 2020, the Bank was sued in a liability action against the directors, auditors, auditing firm, consultants of the bankrupt company and credit institutions that contributed with the administrative body in increasing the liabilities. The bank, which never granted loans but operated through advances on invoices, firstly objected to the temporal prescription of the claim formulated. The overall *petitum*, against all the banks, amounts to Euro 120 million. The first appearance hearing, originally scheduled for 30 December 2020, was postponed to 10 November 2021.

#### ***Partecipazioni Italiane (in liquidation)***

The subsidiary Partecipazioni Italiane in liquidation, as the former owner of land located in Pavia that was the industrial site of the former Necchi S.p.A., (which ceased business operations many years ago), was the subject of an order of the Province of Pavia which requested that the subsidiary, as the party “historically” responsible, along with another party, carry out the reclamation and containment of that area, which for many years now has been owned by third parties outside Banco BPM Group.

As part of the legal dispute initiated by the subsidiary against that order, on 2 December 2019 the Lombardy Regional Administrative Court rejected the appeal of Partecipazioni Italiane, ordering the company to carry out all the operations necessary to reclaim or secure the area. Considering that a more detailed analysis of the overall results of the evidence and the examination of the interpretation of the environmental laws and verification of the chain of causation could lead to a different classification of the facts, on 7 July 2020 the subsidiary submitted an appeal. The Provincial Authorities of Pavia filed an appearance on 17 September 2020; the public hearing on the merits has not yet been scheduled.

Irrespective of possible future developments of the disputes in question, in relation to the obligation deriving from the afore-mentioned judgement of the Lombardy Regional Administrative Court, it is likely that the subsidiary may be called to use financial resources to take on the burden of the interventions of reclamation and securing the site. Based on a technical report by the technical expert assigned by the subsidiary (Golder), considering the continuing uncertainty of the works to be carried out on the area (which could be defined only after a characterisation plan has been drawn up and the related administrative proceedings for approval of any reclamation plan have concluded), it is not possible to reliably quantify any reclamation costs, even within a range of a certain size. Therefore, no allocations of provisions for risks and charges have been made in the subsidiary’s financial statements in relation to the potential liability described and, as a result, none have been made in the Group’s 2020 consolidated financial statements.

#### ***Litigation with natural persons***

On 10 July 2019 a customer summoned Banco BPM before the court to obtain total compensation for damages of approximately Euro 21 million for having allowed a proxy/delegate of the customer to carry out a series of allegedly unauthorised transactions on various current accounts and securities portfolios. With judgement dated 31 December 2020, the Court of Milan rejected the plaintiff's request and ordered it to pay the Bank the legal fees incurred in connection with the proceeding. The plaintiff filed an appeal to the judgement; at the same time, the plaintiff's request has been reduced from Euro 21 million to Euro 11.8 million.

On 18 July 2019, the heirs of a customer summoned Banco BPM before the court to request the cancellation of several transactions, mainly financial in nature, which were allegedly carried out on accounts held by the customer without authorisation and in violation of the MiFID regulations. The counterparties requested that the Bank be ordered to return a total amount of approximately Euro 37 million. The lawsuit is pending in the initial stage before the Court of Milan.

### **Disputes with the Tax Authority**

Banco BPM, the companies that merged to form the Group, the incorporated subsidiary companies and the subsidiary companies underwent various inspections by the Tax Authority in 2020 and in previous years. These activities concerned the taxable income declared for the purpose of income tax, VAT, registration tax, and more generally the manner in which the tax legislation in force at the time was applied. As a consequence of said inspections, the Banco BPM Group is involved in numerous legal proceedings.

During the year, pending disputes decreased by a total of Euro 5.5 million.

The notice of adjustment and settlement regarding the registration tax served by the Tax Authority – Provincial Headquarters 1 of Milan to Banca Aletti S.p.A., with regard to the acquisition of private banking activities by Banca Popolare di Milano S.p.A., finalised in 2017 was settled, pursuant to Art. 48 of Italian Legislative Decree 546/92. In relation to a total claim of Euro 3.9 million, the dispute was settled with the payment of Euro 1 million. The settlement had no impacts on the income statement, as the charge was already allocated to provisions for risks in 2019.

The further reduction of Euro 1.6 million derives from the write-off of the claims set out in the audit report delivered on 7 August 2017 containing findings regarding the alleged failure to pay IRES and IRAP with reference to certain economic relationships between the former Banca Italease S.p.A. and the subsidiary Banca Italease Funding LLC as part of the capital enhancement operations implemented through the issue of preference shares. Said claims were considered inexistent due to the expiry of the statute of limitations to serve any notices of assessment.

#### Details of pending disputes as at 31 December 2020

- Banco BPM (former Banca Popolare di Verona e Novara Soc. Coop.) - tax demand regarding IRAP tax paid to the Regional Headquarters for Veneto for 2006. The claim refers to the application of the ordinary rate of 4.25% to the net value of production resulting from business activities performed in Veneto and in Tuscany, instead of the higher rate of 5.25% and amounts to a total of 7.1 million. The tax demand has been challenged. The Provincial Tax Commission partially accepted the appeal, declaring that the fines imposed are not due. The Regional Tax Commission confirmed the first instance judgment, also cancelling the tax demand relating to the additional IRAP referring to the Tuscany Region. The appeal submitted to the Supreme Court is pending. It is deemed that the settlement of the dispute may entail the actual use of economic resources of 5.6 million. That amount was charged to the income statement in the previous years, while the difference is classified as a potential liability in relation to which no provisions have been recognised in the financial statements.
- Banco BPM (former Banca Popolare Italiana Soc. Coop.) - notices of assessment relating to tax year 2005 regarding the claimed non-deductibility for IRES and IRAP purposes of costs and value adjustments to receivables relating to facts or actions classified as offences (regarding offences of false corporate reporting, obstacles to supervision and market turbulence alleged to have been committed by Banca Popolare Italiana with relation to the attempted takeover of Banca Antonveneta). The claims amount to Euro 199.8 million (including interest and tax collection fees). With separate judgements filed on 15 October



2014, the Provincial Tax Commission of Milan fully rejected the appeals submitted by the Bank, though not justifying in any way the rationale underlying the confirmation of the tax demand. Said judgement was appealed against before the Lombardy Regional Tax Commission. However, in 2015 the Commission rejected the joint appeals and confirmed the challenged judgements. A further appeal was submitted to the Supreme Court, which is still pending.

- The notices discussed above were followed by additional notices of assessment served on 22 December 2014 for the tax years 2006-2009. The claims contained in these notices also regard the claimed non-deductibility for IRES and IRAP purposes of the costs deemed attributable to facts or actions classified as offences. More specifically, they regard value adjustments on loans already disputed with reference to tax year 2005. Said value adjustments, although recognised by Banca Popolare Italiana in its financial statements for 2005, were deductible on a straight-line basis over the following 18 financial years pursuant to the version in effect at the time of art. 106, paragraph 3 of Italian Presidential Decree no. 917 of 22 December 1986. The notices of assessment served therefore charge the claimed non-deductibility of the portions of those adjustments to loans deducted in 2006, 2007, 2008 and 2009. Total claims amount to Euro 15.8 million. An appeal has been presented to the Provincial Tax Commission. The Commission suspended the proceedings until the final judgment of the Supreme Court is passed on the notices of assessment relating to 2005, pursuant to the previous point.

#### Audits under way as at 31 December 2020

On 5 December 2019, as part of a wider tax audit of a company external to Banco BPM Group, the Italian Tax Police launched an audit for the purposes of direct taxes and VAT of Banco BPM for the tax year 2017. Based on the results of the reports of the audit, which is still under way, no findings have been stated.

On 2 March 2020, the Italian Tax Authority - Regional Department of Lombardy had informed, in compliance with the principles set forth in the taxpayers' statute, that it intends to initiate a tax audit for the purposes of IRES, IRAP, VAT and withholding tax obligations for the year 2016 of the subsidiary Banca Aletti. By subsequent communication of 6 March, the Authority decided to postpone the opening of the verification until a date to be defined in relation to the emergency situation related to the Coronavirus.

#### *Other provisions – other*

This residual category of provisions amounts to a total of Euro 224.7 million as at 31 December 2020 and mainly includes allocations against the following liabilities:

- a) risks associated with disputes and claims, both pending and expected, associated with operations with customers and possible developments in the interpretation of certain regulations governing banking activities (129.0 million);
- b) estimate of probable reimbursements of fees consequent to the possible early termination of insurance policies by customers (20.7 million);
- c) risks associated with commitments undertaken as part of partnership agreements and guarantees granted against the disposal of interests or other assets or groups of assets (40.0 million);
- d) charges relating to the restructuring of the distribution network (planned closing of 300 branches) and corporate restructuring (incorporation of ProFamily and Bipielle Real Estate) (15.3 million).

#### **Corporate Governance System**

The corporate governance of the Issuer is based on a traditional corporate governance system with a Board of Directors and a Board of Statutory Auditors.

The Board of Directors is responsible for the strategic supervision and management of the Issuer and carries out all of the ordinary or extraordinary transactions that prove necessary, useful or in any way appropriate for achieving the Issuer's corporate purpose, with the assistance of the Intra-Board Committees and the Co-General Managers.

The Board of Statutory Auditors is appointed by the shareholders' meeting based on a list of nominees. The nomination mechanism requires that the Chairman of the Board of Statutory Auditors be drawn from the minority list (in accordance with Article 35 of the By-laws).

### **Board of Directors**

Pursuant to Article 24.1 of the By-laws, the Board of Directors is responsible for the strategic supervision and management of the Issuer.

The Board of Directors is composed of at least 15 directors, of whom at least 7 must meet the independence requirements set out under Article 20.1.6 of the By-laws.

The composition of the Board of Directors ensures, in compliance with the provisions of Law no. 120 of 12 July 2011 and subsequent amendments, as well as the legislation, including regulations, in force at the time, the balance between genders for the period provided for by the same law.

The members of the Board of Directors must be suitable for the performance of their duties, in accordance with the provisions of the legislation in force at the time and the By-laws and, in particular, they must possess the requirements of professionalism, integrity and independence and respect the criteria of competence, correctness and dedication of time and the specific limits on the accumulation of positions prescribed by the legislation in force at the time and by the By-laws.

Without prejudice to the provisions of Article 20.1, persons who are ineligible or have been removed from office pursuant to Article 2382 of the Italian Civil Code, or who do not meet the requirements of integrity and professionalism prescribed by the laws and regulations in force at the time, may not be appointed to the office of member of the Board of Directors.

Without prejudice to any other causes of incompatibility provided for by the legislation in force at the time, persons who are or become members of administrative bodies or employees of companies that perform or belong to groups that perform activities in competition with those of the Company or its Group may not be appointed to the office, and if appointed, they shall forfeit their assignment, unless they are central institutions of the category or companies in which the Company has direct or indirect holdings. The above prohibition does not apply when participation in administrative bodies in other banks is taken on behalf of organizations or trade associations of the banking system.

The Board of Directors is appointed in accordance with the list voting system, in accordance with the provisions of Article 20.4 and following of the By-laws.

The Board of Directors appoints amongst its members a Chief Executive Officer, entrusted with certain attributions and powers of the Board of Directors in accordance with Article 2381, paragraph 2, of the Italian Civil Code.

Within the Board of Directors the following committees are also established: the Nominee Committee (composed of three members), the Remuneration Committee (composed of three members), the Internal Supervisory and Risks Committee (composed of five members) and the Related Parties Committee (composed of three members), each comprising members entrusted with the necessary functions and roles, in accordance with Supervisory Provisions and the Code of Corporate Governance of Borsa Italiana S.p.A.

The current members of the Board of Directors of Banco BPM were appointed at the ordinary shareholders' meeting held on 4 April 2020 and will remain in office until the ordinary shareholders' meeting to be called to approve the financial statements of Banco BPM as of and for the year ending 31 December 2022:

| <b>Name</b>  |   | <b>Principal Activities outside the Issuer</b>                         |
|--|---|--|
| <b>Massimo Tononi (**)</b><br>(Chairman)               | Zambon S.p.A.   | Director   |
| <b>Mauro Paoloni (**)</b><br>(Deputy<br>Vice-Chairman) | Unione Fiduciaria S.p.A.<br>Bipiemme Vita S.p.A.<br>Grottini S.r.l. | Director<br>Chairman<br>Chairman of the Board of Statutory<br>Auditors |

| <u>Name</u>                                     |   | <u>Principal Activities outside the Issuer</u>   |
|---|---|--|
|   | Bipiemme Assicurazioni S.p.A.   | Chairman   |
| <b>Giuseppe Castagna</b><br>(Managing Director) | Banca Aletti & C. S.p.A.  | Director   |
| <b>Mario Anolli</b> (*)<br>(Director)           | Vera Vita S.p.A.  | Chairman   |
| <b>Maurizio Comoli</b> (*)<br>(Director)        | Vera Assicurazioni S.p.A.<br>Vera Protezione S.p.A.<br>Mil Mil 76 S.p.A.<br><br>Herno S.p.A.<br>Mirato S.p.A.                               | Chairman<br>Chairman<br>Chairman of the Board of Statutory<br>Auditors<br>Standing Auditor<br>Chairman of the Board of Statutory<br>Auditors                                       |
| <b>Nadine Faruque</b> (*)<br>(Director)         | -   | -  |
| <b>Carlo Frascarolo</b><br>(Director)           | Profamily S.p.A.<br>Entsorgafin S.p.A.<br><br>ABCD Holding S.r.l.<br><br>VPA S.p.A. Villa Pedemonte<br>Atelir<br>Laboratorio Damiani S.r.l. | Chairman<br>Chairman of the Board of Statutory<br>Auditors<br>Chairman of the Board of Statutory<br>Auditors<br>Chairman of the Board of Statutory<br>Auditors<br>Standing Auditor |
| <b>Alberto Manenti</b> (*)<br>(Director)        | Fabbrica d'Armi Pietro Beretta<br>S.p.A.  | Director   |
| <b>Marina Mantelli</b><br>(Director)            | -   | -  |
| <b>Giulio Pedrollo</b> (*)<br>(Director)        | Gread Elettronica S.r.l.<br>Pedrollo S.p.A.<br>Linz Electric S.p.A.<br>Pedrollo Group S.r.l.<br>Panelli S.r.l.<br>Michel Sales Inc.         | Director<br>Managing Director<br>Sole Director<br>Managing Director<br>Managing Director<br>Chairman   |
| <b>Eugenio Rossetti</b> (*)<br>(Director)       | Tinexta S.p.A.<br>Infocert S.p.A.<br>Co.Mark S.p.A.   | Director<br>Director<br>Director   |
| <b>Manuela Soffientini</b><br>(*)<br>(Director) | Electrolux Appliance S.p.A.   | Chairman and Managing Director   |
| <b>Luigia Tauro</b><br>(Director)               | Prevention For You S.r.l.   | Sole Director  |
| <b>Costanza Torricelli</b><br>(Director)        | -   | -  |
| <b>Giovanna Zanotti</b><br>(Director)           | Digital Value S.p.A.<br>Pharmanutra S.p.A.  | Director<br>Director   |

(\*) Independent member of the Board of Directors pursuant to article 20.1.6 of the by-laws and, consequently, pursuant to art. 148, paragraph 3 of the Italian Finance Act and the Code of Corporate Governance of Borsa Italiana S.p.A.

(\*\*) Independent member of the Board of Directors pursuant to art. 148, paragraph 3 of the Italian Finance Act

The business address of each member of the Board of Directors is at the registered office of Banco BPM, specifically Piazza Filippo Meda, No. 4, 20121, Milan, Italy.

### ***Board of Statutory Auditors***

The Board of Statutory Auditors carries out the tasks and exercises the functions set out in the relevant laws and regulations and by the company By-laws.

The Board of Statutory Auditors is composed of 5 standing and 3 alternate auditors who remain in office for three financial years. The term of office of the present members of the Board of Statutory Auditors is scheduled to expire on the date of the Shareholders' Meeting convened to approve the financial statements relating to the last financial year of their office and they may be re-appointed. Statutory Auditors must meet the eligibility, independence, professional and integrity requirements established by the laws and regulations in force at any given time.

The composition of the Board of Statutory Auditors ensures a balance between genders in accordance with the provisions of Law No. 120 of 12 July 2011 and subsequent amendments, as well as the legislation, including regulations, in force at the time for the period provided for by the same law.

The Board of Statutory Auditors is appointed by the Shareholders' Meeting based on list voting. The nomination mechanism requires that the Chairman of the Board of Statutory Auditors be drawn from the minority list.

The limits on the number of management and control positions held by members of the Board of Statutory Auditors, as established by Consob regulations and any other applicable provisions, shall apply to the members of the Board of Statutory Auditors.

Moreover: (i) Statutory Auditors may not hold offices in bodies other than those with control functions in other Group companies or in companies in which the Company holds, even indirectly, a strategic shareholding (even if not belonging to the Group); and (ii) candidates who hold the office of Director, manager or officer in companies or entities directly or indirectly engaged in banking activities in competition with those of the Company or the relative Group may not be elected, and if elected, their shall forfeit their assignment, unless they are professional bodies.

The current members of the Board of Statutory Auditors were appointed at the ordinary shareholders' meeting held on 4 April 2020 and will remain in office until the ordinary shareholders' meeting to be called to approve the financial statements of Banco BPM as of and for the year ending 31 December 2022:

| <b>Name</b>   |                                  | <b>Principal Activities outside the Issuer</b> |
|---|----------------------------------|--|
| <b>Marcello Priori</b><br><br>(Chairman of the Board of Statutory Auditors) | Banca Akros S.p.A.               | Chairman of the Board of Statutory Auditors    |
|   | BPM Vita S.p.A.                  | Chairman of the Board of Statutory Auditors    |
|   | Banca Aletti & C. S.p.A.         | Standing Auditor                               |
|   | Bipiemme Assicurazioni S.p.A.    | Standing Auditor                               |
|   | Carrefour Property Italia S.r.l. | Standing Auditor                               |
| <b>Maurizio Lauri</b>   | Carrefour Italia Finance S.r.l.  | Chairman of the Board of Statutory Auditors    |
|   | F2A S.p.A.                       | Chairman                                       |
|   | Tirreno Power S.p.A.             | Standing Auditor                               |

| <b>Name</b>                  |  | <b>Principal Activities outside the Issuer</b> |
|------------------------------|--|--|
| (Standing Auditor)           | Officine CST S.p.A.  | Chairman of the Board of Statutory Auditors    |
|                              | ACEA S.p.A.  | Chairman of the Board of Statutory Auditors    |
| <b>Silvia Muzi</b>           | Rai Way S.p.A.   | Chairman of the Board of Statutory Auditors    |
| (Standing Auditor)           | Neep Holding S.p.A. .  | Chairman of the Board of Statutory Auditors    |
|                              | Stadio TDV S.p.A..   | Chairman of the Board of Statutory Auditors    |
|                              | AAMPS Livorno Azienda Ambientale di Pubblico Servizio S.p.A. | Standing Auditor                               |
|                              | IDS Airnav S.r.l.  | Chairman of the Board of Statutory Auditors    |
|                              | Ciano Trading & Services C.T. & S. S.p.A.                    | Standing Auditor                               |
|                              | HD Hospital Device S.r.l.                                    | Standing Auditor                               |
|                              | Ceckmoove S.r.l.   | Standing Auditor                               |
|                              | Professional Trust Company S.p.A.                            | Chairman of the Board of Statutory Auditors    |
|                              | Comedata S.r.l.  | Sole Auditor                                   |
| <b>Alfonso Sonato</b>        | Banca Aletti & C. S.p.A.                                     | Chairman of the Board of Statutory Auditors    |
| (Standing Auditor)           | Salus S.p.A. già Casa di Cura Perderzoli S.p.A.              | Chairman of the Board of Statutory Auditors    |
|                              | Ospedale P. Pederzoli Casa di Cura Privata S.p.A.            | Chairman of the Board of Statutory Auditors    |
|                              | Promofin S.r.l.  | Chairman of the Board of Statutory Auditors    |
|                              | Società Athesis S.p.A.                                       | Standing Auditor                               |
|                              | Società Editrice Arena – SEA S.p.A.                          | Chairman of the Board of Statutory Auditors    |
|                              | 2Vfin S.p.A.   | Chairman of the Board of Statutory Auditors    |
|                              | Società Italiana Finanziaria Immobiliare S.I.F.I. S.p.A.     | Chairman of the Board of Statutory Auditors    |
|                              | Verfin S.p.A.  | Chairman of the Board of Statutory Auditors    |
|                              | Zenato Azienda Vitivinicola S.r.l.                           | Director                                       |
|                              | Zenato Holding S.r.l.  | Director                                       |
| <b>Nadia Valenti</b>         | -  | -  |
| (Standing Auditor)           |  |  |
| <b>Francesca Culasso</b>     | Equiter S.p.A.   | Director                                       |
| <b>(Alternate Auditor)</b>   |  |  |
| <b>Gabriele Camillo Erba</b> | Alba Leasing S.p.A.  | Standing Auditor                               |
| (Alternate Auditor)          | Anima SGR S.p.A.   | Chairman of the Board of Statutory Auditors    |
|                              | Anima Holding S.p.A.   | Standing Auditor                               |
|                              | Casa di Cura Privata S. Giacomo S.r.l.                       | Chairman of the Board of Statutory Auditors    |
|                              | Molino Pagani S.p.A.   | Chairman of the Board of Statutory Auditors    |

| <b>Name</b>                                       |                                     | <b>Principal Activities outside the Issuer</b> |
|---|-------------------------------------|--|
|   | Cantina Valtidone soc. coop. a r.l. | Chairman of the Board of Statutory Auditors    |
| <b>Wilmo Carlo Ferrari</b><br>(Alternate Auditor) | Bipielle Real Estate S.p.A.         | Standing Auditor                               |
|   | Gruppo Bertoli S.p.A.               | Chairman of the Board of Statutory Auditors    |
|   | FSIA Investimenti S.r.l.            | Chairman of the Board of Statutory Auditors    |

The business address of each member of the Board of Statutory Auditors is at the registered office of Banco BPM, specifically Piazza Filippo Meda, No. 4, 20121, Milan, Italy.

#### ***Directorate General***

Currently, the two Co-General Managers, appointed by the Board of Directors are Mr. Domenico De Angelis and Mr. Salvatore Poloni.

| <b>Name</b>  |  | <b>Principal Activities outside the Issuer</b> |
|--|--|--|
| <b>Domenico De Angelis</b><br>(Co-General Manager) | -  | -  |
| <b>Salvatore Poloni</b><br>(Co-General Manager)    | Società Interbancaria Automazione S.p.A.<br>Enbicredito Associazione | Director<br>Director                           |

The business address of the Co-General Managers is at the registered office of Banco BPM, specifically Piazza Filippo Meda, No. 4, 20121, Milan, Italy.

#### ***Conflicts of Interest***

As of the date of this Base Prospectus, and to the knowledge of the Issuer, with regard to the members of the Board of Directors, Board of Statutory Auditors and the Co-General Managers of Banco BPM there are no conflicts of interest between any duties to the Issuer and their private interests and or other duties.

In the ordinary course of business, the members of the Board of Directors, Board of Statutory Auditors and the Co-General Managers of Banco BPM may hold positions in other companies of the Banco BPM Group as well as in companies which are not part of the Banco BPM Group, subject to the limitations set out in Article 36 of Legislative Decree no. 201 of 6 December 2011 (converted with amendments into Law no. 214 of 22 December 2011) on “Protection of competition and personal cross holdings” (Prohibition of Interlocking Directorates). As such, they may have interests that are in conflict with the tasks arising from their position at Banco BPM.

Members of the administrative, management or supervisory bodies of Banco BPM must comply with the following rules to regulate cases where there is a potential specific conflict of interest concerning the completion of a transaction:

- Article 136 of the Italian Consolidated Banking Act requires an authorisation procedure (a unanimous decision by the Board of Directors, excluding the vote of the interested member, and the favourable vote of all members of the Board of Statutory Auditors, without prejudice to the obligations provided for by the Italian Civil Code with regard to conflicts of interest of directors and transactions with related parties) to be followed in cases where the person performing administration, management and control functions enters into obligations of any nature or carries out acts of sale, directly or indirectly, with the bank that it administers, directs or controls;

- Article 2391 of the Italian Civil Code provides that directors must inform the other directors and the board of statutory auditors of any interest they may have, either on their own behalf or on behalf of third parties, in a specific Company transaction. If he is the Chief Executive Officer of the Company, he must refrain from carrying out the transaction in question by submitting the matter to the Board of Directors;
- Article 2391-*bis* of the Italian Civil Code and the Consob Regulation implementing Resolution no. 17221 of 12 March 2010 and no. 17389 of 23 June 2010 require companies whose shares are listed or widely distributed to adopt special procedures to ensure the transparency and substantive and procedural fairness of transactions with related parties. In addition, on 12 December 2011, the Bank of Italy, in its role as Banking Supervisory Authority, issued special rules on risk activities and conflicts of interest with entities related to the implementation of resolution no. 277 of 29 July 2008 of the CICR (*Comitato Interministeriale per il Credito ed il Risparmio*). In accordance with these rules and international accounting standards, the Issuer has adopted specific “Rules for related parties” such as:
  - define the criteria for identifying related parties of Gruppo Banco BPM (the “related parties”);
  - define the quantitative limits for the Banco BPM Group’s assumption of- risk-weighted assets- of related parties and determine the calculation methods;
  - establish the manner in which transactions with related parties are approved, distinguishing between transactions that are significant or not and define in this context, the role and tasks of an independent member of the Management Board, with the assistance of an independent expert;
  - cases of exclusion and exemption for certain types of transactions with related parties;
  - establish disclosure (and accounting) requirements in relation to related party transactions;
- Article 150 of the Italian Consolidated Law on Finance requires directors to report to the Board of Statutory Auditors promptly and at least quarterly on their activities and any other significant transactions carried out with the bank or its subsidiaries; in particular, directors are required to report on transactions in which they have an interest, either on their own behalf or on behalf of third parties, or which are influenced by the person exercising the activity of management and coordination;
- in compliance with the provisions of the Code of Corporate Governance of Borsa Italiana, Banco BPM has adopted measures aimed at ensuring that transactions in which an Exponent has an interest, on his own behalf or on behalf of third parties, and those carried out with Related Parties are carried out in a transparent manner and in compliance with criteria of substantial and procedural correctness.

### Principal Shareholders

Pursuant to Article 120 of Italian Legislative Decree No. 58 of 24 February 1998, as amended (the “**Italian Finance Act**”), shareholders who hold more than 3% of the share capital of a listed company are obliged to notify that company and the Italian regulator CONSOB of their holding.

As at the date of this Base Prospectus, the significant shareholders of Banco BPM are the following (source: CONSOB):

|   | <b>% of<br/>Ordinary<br/>Shares</b> |
|---|-------------------------------------|
| Capital Research and Management Company ..... | 4.988                               |
| Gironi Giorgio (through GGG S.p.A.).....      | 4.980                               |

### Independent Auditors

PricewaterhouseCoopers S.p.A. has been appointed by the shareholders’ meetings of Banco Popolare and BPM held on 15 October 2016 as independent auditor of the consolidated and non-consolidated annual financial statements of Banco BPM for the period established by the law in force and for the review of its

interim consolidated financial statements, pursuant to Article 13, first paragraph and Article 17, first paragraph, of Legislative Decree No. 39 of 2010.

PricewaterhouseCoopers S.p.A. is registered in the Register of the Statutory Auditors, in compliance with the provisions of Legislative Decree No. 39/2010 as implemented by the MEF (Decree No. 144 of 20 June 2012). The registered office of PricewaterhouseCoopers S.p.A. is in Piazza Tre Torri, 2, 20145 Milan, Italy.

## **Recent Developments**

### ***Euro 400 million issuance of Additional Tier 1 securities for institutional investors only***

On 12 January 2021, Banco BPM launched an issue of Additional Tier 1 securities for a nominal amount of Euro 400 million, for institutional investors only. The Additional Tier 1 securities are perpetual and may be redeemed at the option of Banco BPM, in compliance with applicable regulations, on 19 January 2026 and, if not redeemed on such date, the option may be exercised every 6 months thereafter.

The non-cumulative semi-annual coupon was set at 6.50%. If the early redemption option envisaged for 19 January 2026 are not exercised, a new coupon at fixed rate will be determined by adding the original spread to the 5-year Euro Mid-Swap Rate at the reset date. Such new coupon shall remain fixed for the following 5 years until the next reset date. Payment of the coupon is fully discretionary and subject to certain limitations.

The Additional Tier 1 securities provide for a temporary principal write-down mechanism in case the CET1 ratio of the Bank (on a standalone basis) or of the Group is less than 5.125% (trigger event).

### ***Purchase of 100% of the share capital of Release***

On 15 January 2021 Banco BPM finalized the purchase of 39,923,532 ordinary shares of the subsidiary Release SpA from BPER Banca SpA. By virtue of this transaction, which followed the purchase of 22,981,811 ordinary shares from Banca Popolare di Sondrio S.c.p.a. finalised on 22 December 2020, the interest held by Banco BPM SpA in Release is represented by 42,930,480,261 ordinary shares, corresponding to 100% of share capital.

### ***Partnership Banco BPM and Cattolica Assicurazioni: new agreement on exit right and on commercial partnership.***

On 5 March 2021, Banco BPM and Cattolica Assicurazioni signed an agreement with which they defined the terms and conditions of adjustment and continuation of the partnership in the bancassurance sector and the related exit rights. The agreement envisages recognition for Banco BPM of an early exit right from the partnership, the initial duration of which was set at 2033, exercisable in the period between 1.1.23 and 30.6.23, which may be postponed by the bank from six months to six months on three occasions and until 31.12.24.

The parties have agreed for the benefit of Banco BPM an unconditional option to purchase the 65% held by the company in the capital of the JVs Vera Vita and Vera assicurazioni at the exercise price set at own funds - excluding subordinated liabilities and including any profits up to the date of transfer - to be calculated as at the six-month period prior to the exercise of the option. The agreement between Banco BPM and Cattolica also provides for a revision of the production targets to which are linked under-performance penalties and over-performance premiums to be paid by/to Banco BPM as distributor.

### ***Rating Actions by Moody's***

On 12 May 2021, Moody's announced the rating actions taken on several Italian banks, as a reflection of the improvement in the Italian economic conditions and the national banking sector. In this context, Moody's has affirmed all ratings assigned to Banco BPM, including the Baseline Credit Assessment (at ba3), the Long and Short-term Deposit Ratings (at Baa3/P3), as well as the Long-Term Issuer and Long-term Senior Unsecured Debt Rating (at Ba2). At the same time, still in relation to Banco BPM, Moody's has instead changed the Outlook, from Negative to Stable, on the Long-Term Deposit rating and long-term senior unsecured debt and issuer ratings.





## REGULATORY

The Banco BPM Group is subject to extensive regulations and to the supervision (being for regulatory, information or inspection purposes, as the case may be) by the Bank of Italy, CONSOB and IVASS with respect to its bancassurance operations.

### Capital and Liquidity Requirements

Following the crisis of the financial markets in the last several years, the Basel Committee on Banking Supervision approved a number of capital adequacy and liquidity requirements (“**Basel III**”), aimed at strengthening the existing capital rules, including raising the quality of CET1 capital in a harmonised manner, introducing also requirements for Additional Tier 1 (“**AT1**”) and Tier 2 capital instruments.

At a European level, the Basel III rules have been implemented through two separate legislative instruments: Directive 2013/36/EU of 26 June 2013 (the “**CRD IV**”) and Regulation (EU) No. 575 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms (the “**CRR**” and, together with the CRD IV, the “**CRD IV Package**”), whose provisions are directly binding and applicable in each member state. The CRD IV and the CRR were approved by the European Council on 20 July 2013 and entered into force on 1 January 2014. Furthermore, on 14 March 2016 the ECB adopted Regulation (EU) No. 2016/445 on the exercise of options and discretions available in Union law, published on 24 March 2016 and the ECB Guide on options and discretions available in Union law (the “**ECB Guide**”). This regulation specifies certain of the options and discretions conferred on competent authorities under Union law concerning prudential requirements for credit institutions that the ECB is exercising. It shall apply exclusively with regard to those credit institutions classified as “significant” in accordance with Article 6(4) of Regulation (EU) No 1024/2013, and Part IV and Article 147(1) of Regulation (EU) No 468/2014. Depending on the manner in which these options or discretions were so far exercised by the national competent authorities and on the manner in which the SSM will exercise such options or discretions in the future, additional or lower capital requirements may be required. Moreover, on 10 August 2016, the ECB published an addendum to the ECB Guide which addresses eight options and discretions and complements the existing ECB Guide and Regulation (EU) No. 2016/445.

In addition, on 13 April 2017, the ECB published a guideline and a recommendation addressed to national competent authorities (the “**NCAs**”) concerning the exercise of options and national discretions available in European Union law that affect banks directly supervised by NCAs (*i.e.* the so called “less significant institutions”). Both documents are intended to further harmonise the way banks are supervised by the NCAs. The aim is to ensure a level playing field and the smooth functioning of the Euro area banking system as a whole.

In Italy, the Bank of Italy published the supervisory regulations on banks with circular No. 285 of 17 December 2013 (“**Circular No. 285**”), which came into force on 1 January 2014, implementing the CRD IV Package and setting out additional local prudential rules. The Government implemented the CRD IV with Legislative Decree No. 72 of 12 May 2015, which entered into force on 27 June 2015.

With respect to capital requirements, Italian banks are currently required to comply with: (a) a CET1 capital ratio of 4.5%; (b) a Tier 1 capital ratio of 6.0%; and (c) a Total Capital Ratio of 8.0%. These minimum ratios are complemented by the following capital buffers to be met with CET1 capital:

1. *capital conservation buffer*: the capital conservation buffer applies to the Issuer pursuant to Circular No. 285 and, starting from 1 January 2019, is equal to 2.5% of risk-weighted assets (“**RWAs**”);
2. *counter-cyclical capital buffer*: set by the relevant competent authority between 0% and 2.5% (but may be set higher than 2.5% where the competent authority considers that the conditions in the Member State justify it), with gradual introduction from 1 January 2016 and applying temporarily in the periods when the relevant national authorities judge the credit growth excessive. The counter-cyclical capital buffer for the second quarter of 2020 was set by the Bank of Italy at 0%;
3. *capital buffers for global systemically important institutions (“G-SIIs”)*: set as an “additional loss absorbency” buffer ranging from 1.0% to 3.5% determined according to specific indicators (*e.g.* size, interconnectedness, substitutability of the services provided, global cross-border activity and

complexity), and has become fully effective starting from 1 January 2019, which does not apply to the Banco BPM Group; and

4. *capital buffers for other systemically important institutions at domestic level (“O-SIIs”)*: up to 2.0% as set by the relevant competent authority and must be reviewed at least annually, to compensate for the higher risk that such banks represent to the domestic financial system. On 30 November 2017 the Bank of Italy identified the Banco BPM Group as an O-SII. Banco BPM Group is required to reach gradually a reserve equal to 0.25% with linear increments between 1 January 2019 and 1 January 2022.

In addition, to the above-listed capital buffers, under Article 133 of the CRD IV, each Member State may introduce a Systemic Risk Buffer of Common Equity Tier 1 Capital for the financial sector or one or more subsets of that sector in order to prevent and mitigate long-term non-cyclical systemic or macroprudential risks not otherwise covered by the CRD IV Package, in the sense of a risk of disruption in the financial system with the potential of having serious negative consequences on the financial system and the real economy in a specific Member State. As at the date of this Base Prospectus, no provision has been taken on the systemic risk buffer in Italy.

Failure to comply with such combined buffer requirements triggers restrictions on distributions and the need for the bank to adopt a capital conservation plan on necessary remedial actions (Articles 140, 141 and 141(b) of CRD IV, as amended and integrated by the EU Banking Reform referred to below).

In addition, supervisors, pursuant to the CRD IV Package, may require institutions to maintain capital to cover other risks (so called Pillar 2 capital requirements). The combined buffer represents an additional layer of capital which banks need to hold to counter systemic, macro-prudential and other risks not covered by idiosyncratic Pillar 1 and Pillar 2 minimum capital requirements.

On 11 December 2019, the ECB notified Banco BPM of its final decision on the minimum capital ratios to be complied with by Banco BPM on an ongoing basis, based on the outcome of the annual SREP, conducted in compliance with Article 4(1)(f) of Regulation (EU) No. 1024/2013. The SREP is aimed at ensuring that institutions have in place adequate arrangements, strategies, processes and mechanisms to maintain the amounts, types and distribution of internal capital commensurate to their risk profile, as well as robust governance and internal control arrangements. Therefore, in compliance with Article 16(2)(a) of Regulation (EU) No. 1024/2013 which confers on the ECB the power to require supervised banks to hold own funds in excess of the minimum capital requirements laid down by current regulations, a requirement of 2.50% was introduced to be added to the minimum capital requirements. Taking into account this additional capital requirement, the Banco BPM Group is required to meet, for 2020, the following capital ratios at consolidated level, in accordance with the transitional criteria in place: (i) CET1 ratio of 9.385%; (ii) Tier 1 ratio of 10.885%; (iii) Total Capital ratio of 12.885%; and (iv) Total SREP Capital requirement of 10.25%. However, there can be no assurance that the total capital requirements imposed on the Issuer or the Group from time to time may not be higher than the levels of capital available at such time. Also, there can be no assurance as to the result of any future SREP carried out by the ECB and whether this will impose any further own funds requirements on the Issuer or the Group.

It should be noted that, on 12 March 2020, the ECB, taking into account the economic effects of the COVID-19 pandemic, announced certain measures aimed at ensuring that banks, under its direct supervision, are still able to provide credit support to the real economy.

Considering that the European banking sector acquired a significant amount of capital reserves (with the aim of enabling banks to face with stressful situations such as the COVID-19 pandemic), the ECB allows banks to operate temporarily below the capital level defined by the “Pillar 2 Guidance (P2G)” and the “capital conservation buffer”. Furthermore, the ECB expects these temporary measures to be further improved by an appropriate revision of the countercyclical capital buffer by the competent national authorities.

In addition, the ECB has amended its SREP 2019 decision allowing banks to partially use AT1 or Tier 2 instruments in order to comply with the Pillar 2 Requirements (P2R) instead of Common Equity Tier 1 capital. This advances a measure that was initially planned to enter into force in January 2021, following the latest revision of the Capital Requirements Directive (CRD V).

*Liquidity Cover Ratio and Net Stable Funding Ratio*

Further, the Basel III agreements provided for (i) the introduction of a Liquidity Coverage Ratio or (“**LCR**”), which expresses the ratio between the amount of available assets readily monetizable, in order to establish and maintain a liquidity buffer which will permit the bank to survive for 30 days in the event of serious stress (as of 1 January 2018, the indicator is subject to a minimum regulatory requirement of 100 per cent) and (ii) a Net Stable Funding Ratio (“**NSFR**”), with a time period of more than one year, introduced to ensure that the assets and liabilities have a sustainable expiry structure. The Commission Delegated Regulation (EU) No. 2015/61, adopted on 10 October 2014 and published in the Official Journal of the European Union in January 2015, specifies the calculation rules of the LCR, while the relevant provisions concerning NSFR are included in the amendments to the CRR comprised in the EU Banking Reform referred to below. With reference to the LCR, on 12 March 2020, the ECB, taking into account the economic effects of the COVID-19 pandemic, announced that banks will be allowed to operate temporarily below the minimum LCR.

### **The EU Banking Reform**

In November 2016, the European Commission announced a comprehensive package of reforms to further strengthen the resilience of EU banks, resulting in the amendment of the CRD IV, the CRR, the BRRD and the SRM by the following:

- Directive (EU) 2019/878 of the European Parliament and of the Council of 20 May 2019 amending the Capital Requirements Directive IV as regards exempted entities, financial holding companies, mixed financial holding companies, remuneration, supervisory measures and powers and capital conservation measures;
- Regulation (EU) 2019/876 of the European Parliament and of the Council of 20 May 2019 amending the Capital Requirements Regulation as regards the leverage ratio, the net stable funding ratio, requirements for own funds and eligible liabilities, counterparty credit risk, market risk, exposures to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements;
- Directive (EU) 2019/879 of the European Parliament and of the Council of 20 May 2019 amending the Bank Recovery and Resolution Directive as regards the loss-absorbing and recapitalisation capacity of credit institutions and investment firms and Directive 98/26/EC; and
- Regulation (EU) 2019/877 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No. 806/2014 as regards the loss absorbing and recapitalisation capacity of credit institutions and investment firms,

published in the Official Journal of the European Union on 7 June 2019 and entered into force 20 days thereafter, on 27 June 2019 (the “**EU Banking Reform**”).

Many of the changes to the CRR are directly applicable to the Banco BPM Group from that date, with the remainder to apply in phases beginning in December 2020. The majority of the CRD IV amendments and the amendments to the BRRD will need to be transposed into Italian law within 18 months before taking effect, while changes to the SRM Regulation will also apply from December 2020.

The EU Banking Reform includes, among other things, a binding 3% leverage ratio and a binding detailed NSFR (which will require credit institutions and systemic investment firms to finance their long-term activities (assets and off-balance sheet items) with stable sources of funding (liabilities) in order to increase banks’ resilience to funding constraints. In particular, the binding 3% leverage ratio is added to the own funds requirements set forth in Article 92(1) of the CRR. The leverage ratio requirement is a parallel requirement to the risk-based own funds requirements, and will apply - from June 2021 - to all credit institutions and investment firms that fall under the scope of the CRR, subject to selected adjustments. Institutions should be able to use any CET1 capital that they use to meet their leverage-related requirements to also meet their risk-based own funds requirements, including the combined buffer requirement.

In addition, under the new Article 92(a) to the CRR, each institution that is a G-SII is expected to be required to comply with, commencing 1 January 2022, a leverage ratio buffer requirement (equal to 50% of the G-SII buffer referred to above) above the minimum leverage ratio. Failure by a G-SII to meet this leverage ratio buffer requirement will result in application of the restrictions on distribution provisions by

reference to the Leverage ratio related Maximum Distributable Amount (“**L-MDA**”). The EU Banking Reform furthermore amends Article 131(5) of the CRD IV by increasing the O-SII buffer to up to 3% of the total risk exposure amount, and requires the Commission to investigate whether a leverage ratio buffer is appropriate also for O-SII. The 3% leverage ratio, the G-SII leverage ratio buffer requirement and the NSFR introduced by the EU Banking Reform are consistent with the corresponding requirements agreed upon at international level by the Basel Committee.

### **Bank Recovery and Resolution Directive**

On 2 July 2014, Directive 2014/59/EU, providing for the establishment of an EU-wide framework for the recovery and resolution of credit institutions and investment firms (the “**Bank Recovery and Resolution Directive**” or “**BRRD**”) entered into force.

The BRRD provides the competent authorities with a set of tools to intervene sufficiently early and quickly in an unsound or failing institution so that it can ensure the continuity of the institution’s critical financial and economic functions, whilst minimising the impact of an institution’s failure on the economy and financial system.

The BRRD contains four resolution tools and powers which may be used alone or in combination where the relevant resolution authority considers that: (a) an institution is failing or likely to fail, (b) there is no reasonable prospect that any alternative private sector measures would prevent the failure of such institution within a reasonable timeframe, and (c) a resolution action is in the public interest: (i) sale of business - which enables resolution authorities to direct the sale of the firm or the whole or part of its business on commercial terms; (ii) bridge institution - which enables resolution authorities to transfer all or part of the business of the firm to a “bridge institution” (an entity created for this purpose that is wholly or partially in public control); (iii) asset separation - which enables resolution authorities to transfer assets to one or more publicly owned asset management vehicles to allow them to be managed with a view to maximising their value through eventual sale or orderly wind-down (this can be used together with another resolution tool only); and (iv) bail-in, which gives resolution authorities the power to write down certain claims of unsecured creditors of a failing institution and to convert certain unsecured debt claims including Senior Notes and Subordinated Notes into shares or other instruments of ownership (i.e. shares, other instruments that confer ownership, instruments that are convertible into or give the right to acquire shares or other instruments of ownership, and instruments representing interests in shares or other instruments of ownership) (the “**General Bail-In Tool**”), which equity could also be subject to any future application of the General Bail-In Tool.

The BRRD also provides for a Member State as a last resort, after having assessed and made use of the above resolution tools (including the General Bail-In Tool) to the maximum extent practicable whilst maintaining financial stability, to be able to provide extraordinary public financial support through additional financial stabilisation tools. These consist of the public equity support and temporary public ownership tools. Any such extraordinary financial support must be provided in accordance with the burden sharing requirement of the EU state aid framework and the BRRD. In particular, a single resolution fund financed by bank contributions at a national level is being established and Regulation (EU) No. 806/2014 establishes the modalities for the use of the fund and the general criteria to determine contributions to the fund.

An institution will be considered to be failing or likely to fail when: it is, or is likely in the near future to be, in breach of its requirements for continuing authorisation; its assets are, or are likely in the near future to be, less than its liabilities; it is, or is likely in the near future to be, unable to pay its debts as they fall due; or it requires extraordinary public financial support (except in limited circumstances).

In addition to the General Bail-In Tool, the BRRD provides for resolution authorities to have the further power to permanently write-down or convert into equity capital instruments such as Subordinated Notes at the point of non-viability and before any other resolution action is taken (“**non-viability loss absorption**”). Any shares issued to holders of Subordinated Notes upon any such conversion into equity capital instruments may also be subject to any application of the General Bail-In Tool.

For the purposes of the application of any non-viability loss absorption measure, the point of non-viability under the BRRD is the point at which the relevant authority determines that the institution and/or its group meets the conditions for resolution (but no resolution action has yet been taken) or that the institution and/or its group will no longer be viable unless the relevant capital instruments (such as Subordinated Notes) are

written-down/converted or extraordinary public support is to be provided and the appropriate authority determines that without such support the institution would no longer be viable.

In the context of these resolution tools, the resolution authorities also have the power – with reference to subordinated debt instruments and other eligible liabilities issued by an institution under resolution – to amend or alter the maturity of such debt instruments and other eligible liabilities or amend the amount of interest payable under such instruments and other eligible liabilities, or the date on which the interest becomes payable, including by suspending payment for a temporary period, except for those secured liabilities which are subject to Article 44(2) of the BRRD.

The BRRD has been implemented in Italy through the adoption of two Legislative Decrees by the Italian Government, namely, Legislative Decrees No. 180/2015 of 16 November 2015 and 181/2015 (together, the “**BRRD Decrees**”), both of which were published in the Italian Official Gazette (*Gazzetta Ufficiale*) on 16 November 2015.

With respect to the BRRD Decrees, Legislative Decree No. 180 of 16 November 2015 sets forth provisions regulating resolution plans, the commencement and closing of resolution procedures, the adoption of resolution measures, crisis management related to cross-border groups, powers and functions of the national resolution authority and also the regulation of the national resolution fund. On the other hand, Legislative Decree No. 181 of 16 November 2015 introduces certain amendments to the Italian Banking Act and the Financial Services Act, by introducing provisions regulating recovery plans, intra-group financial support, early intervention measures and changes to creditor hierarchy. Moreover, this decree also amends certain provisions regulating the extraordinary administration procedure (*amministrazione straordinaria*), in order to make them compliant with the European regulation. The regulation on the liquidation procedures applied to banks (*liquidazione coatta amministrativa*) are also amended in compliance with the new regulatory framework and certain new market standard practices.

On 1 June 2016, the Commission Delegated Regulation (EU) No. 2016/860 of 4 February 2016 (“**Delegated Regulation (EU) 2016/860**”) specifying further the circumstances where exclusion from the application of write-down or conversion powers is necessary under Article 44(3) of BRRD was published on the Official Journal of the European Union. In particular this regulation lays down rules specifying further the exceptional circumstances provided for in Article 44(3) of BRRD, where the resolution authority may exclude, or partially exclude, certain liabilities from the application of the write down or conversion powers where the General Bail-In Tool is applied. The Delegated Regulation (EU) No. 2016/860 entered into force on 21 June 2016.

Also, Article 108 of the BRRD requires that Member States modify their national insolvency regimes such that deposits of natural persons and micro, small and medium sized enterprises in excess of the coverage level contemplated by deposit guarantee schemes created pursuant to the Deposit Guarantee Schemes Directive have a ranking in normal insolvency proceedings which is higher than the ranking which applies to claims of ordinary, unsecured, non-preferred creditors. In addition, the BRRD does not prevent Member States, including Italy, from amending national insolvency regimes to provide other types of creditors, with rankings in insolvency higher than ordinary, unsecured, non-preferred creditors. Legislative Decree No. 181/2015 of 16 November 2015 has amended the bail-in creditor hierarchy in the case of admission of Italian banks and investment firms to resolution, by providing that, as from 1 January 2019, all deposits other than those protected by the deposit guarantee scheme and excess deposits of individuals and SMEs benefit from a preference in respect of senior unsecured liabilities, though with a ranking which is lower than that provided for individual/SME deposits exceeding the coverage limit of the deposit guarantee scheme. Article 108 of the BRRD has been further amended further to proposals by the European Commission to introduce a harmonised national insolvency ranking of unsecured debt instruments to facilitate credit institutions’ issuance of such loss absorbing debt instruments, by creating, inter alia, a new asset class of “non-preferred” senior debt instruments with a lower rank than ordinary senior unsecured debt instruments in insolvency. In such perspective, Article 108 of the BRRD aims at enhancing the implementation of the bail-in tool and at facilitating the application of the “minimum requirement for own funds and eligible liabilities” requirement concerning the loss absorption and recapitalisation capacity of credit institutions and investment firms described further below. The amendment to Article 108 has been ‘fast tracked’ through the adoption of Directive (EU) No. 2017/2399 of 12 December 2017 amending the BRRD as regards the ranking of unsecured debt instruments in insolvency hierarchy which was published in the Official Journal of the EU on 27 December 2017. Italian Law No. 205/2017, approved by the Italian Parliament on 27 December 2017, contains the implementing provisions pertaining to “non-preferred” senior debt instruments.

Pursuant to Article 44 (2) of the BRRD, as implemented by Article 49 of Legislative Decree No. 180 of 16 November 2015, resolution authorities shall not exercise the write down or conversion powers in relation to secured liabilities, including covered bonds or their related hedging instruments, save to the extent that these powers may be exercised in relation to any part of a secured liability (including covered bonds and their related hedging instruments) that exceeds the value of the assets, pledges, lien or collateral which it is secured. In addition, because (i) Article 44(2) of the BRRD excludes certain liabilities from the application of the General Bail-In Tool, and (ii) the BRRD provides, in Article 44(3), that the resolution authority may partially or fully exclude certain further liabilities from the application of the General Bail-In Tool, the BRRD specifically contemplates that *pari passu* ranking liabilities may be treated unequally. Accordingly, holders of the Notes may be subject to write-down or conversion upon application of the General Bail-In Tool while other *pari passu* ranking liabilities are partially or fully excluded from such application of the General Bail-In Tool. The safeguard set out in Article 75 of the BRRD would not provide any protection since Article 75 of the BRRD only seeks to achieve compensation for losses incurred by creditors which are in excess of those which would have been incurred in a winding-up under normal insolvency proceedings rather than to address any such possible unequal treatment.

Legislative Decree No. 181/2015 of 16 November 2015 has also introduced strict limitations on the exercise of the statutory rights of set-off which are normally available under insolvency laws, in effect prohibiting set-off by any creditor in the absence of an express agreement to the contrary. Each holder of Subordinated Notes and, in circumstances where the waiver is selected (as applicable in the relevant Final Terms), the Senior Notes will have expressly waived any rights of set-off, netting, counterclaim, abatement or other similar remedies which it might otherwise have had, under the laws of any jurisdiction, in respect of such Senior Notes or Subordinated Notes. Similarly, it is clear that the statutory right of set-off available under Italian insolvency laws will not apply.

The powers set out in the BRRD impact credit institutions and investment firms and how they are managed as well as, in certain circumstances, the rights of creditors. Holders of Senior Notes and Subordinated Notes may be subject to write-down/conversion into equity capital instruments on any application of the General Bail-In Tool and, in the case of Subordinated Notes, non-viability loss absorption, which may result in such holders losing some or all of their investment. The exercise of any power under the BRRD or any suggestion or perceived suggestion of such exercise could, therefore, materially adversely affect the rights of holders of the Notes, the price or value of their investment in any Notes and/or the ability of the Issuer to satisfy its obligations under any Notes.

The legislative decree to implement the revised Deposit Guarantee Schemes Directive in Italy – namely, Legislative Decree No. 30 of 15 February 2016 – has been published in the Italian Official Gazette No. 56 of 8 March 2016. The Decree came into force on 9 March 2016, except for Article 1 comma 3, let. A), which came into force on 1 July 2018. Amongst other things, the Decree amends the Italian Banking Act and: (i) establishes that the maximum amount of reimbursement to depositors is EUR 100,000 (this level of coverage has been harmonised by the Directive and is applicable to all deposit guarantee schemes); (ii) lays down the minimum financial budget that national guarantee schemes should have; (iii) details intervention methods of the national deposit guarantee scheme; and (iv) harmonises the methods of reimbursement to depositors in case of insolvency of a credit institution.

In addition to the capital requirements under the CRD IV Package, the BRRD introduces requirements for banks to maintain at all times a sufficient aggregate amount of minimum requirement for own funds and eligible liabilities (the “**MREL**”). The aim is that the minimum amount should be proportionate and adapted for each category of bank on the basis of their risk or the composition of their sources of funding and to ensure adequate capitalisation to continue exercising critical functions post resolution.

The BRRD, as amended by the EU Banking Reform, introduces a minimum harmonized MREL requirement (also referred to as a “**Pillar 1 MREL requirement**”) applicable to G-SIIs, to be satisfied only with own funds and eligible liabilities subordinated to excluded liabilities (even if, under specific conditions, part of the requirement may be satisfied with non subordinated liabilities). In addition, all EU banks will be required to comply with a bank specific (in terms of calibration) MREL requirement (a “**Pillar 2 MREL requirement**”), which can be satisfied also through the use of non subordinated liabilities, for the amount exceeding a minimum subordination level equal to 8% of TLOF (total liabilities and own funds) and applicable to G-SIBs and “Top Tier” banks (banks with assets exceeding Euro 100 billion) only. However, if a bank is identified among the “riskiest” EU institutions, the Resolution Authority can decide to discretionally raise the applicable subordination requirement beyond the minimum level, in any case subject to the resolution authority assessment and determination.

The Financial Stability Board published the “Total Loss-Absorbing Capacity (TLAC) Term Sheet” on 9 November 2015, applicable to G-SIBs (referred to as G-SIIs in the European Union framework). The EU Banking Reform has introduced amendments aimed at implementing and integrating the TLAC requirements into the general MREL rules, thereby avoiding duplication from the application of two parallel requirements and ensuring that both the TLAC and MREL requirements are met with largely similar instruments. The resolution authorities will also be able, on the basis of bank-specific assessments, to require that G-SIIs comply with an institution-specific supplementary MREL requirement (a ‘Pillar 2’ add-on requirement).

Under the BRRD, where an entity fails to meet its combined buffer requirement when considered in addition to its minimum requirement for own funds and eligible liabilities, resolution authorities have the power to prohibit certain distributions in accordance with the restrictions on distributions provisions by reference to the Maximum Distributable Amount. The Relevant Authority may furthermore exercise its supervisory powers under Article 104 of the CRD IV in case of breach of the minimum requirement for own funds and eligible liabilities.

### **Regulatory measures on NPLs**

On 14 March 2018, the European Commission (the “EC”) published certain legislative proposals aimed at addressing the issues connected with the existing stock of NPLs held by European banks – namely (i) a proposal for a Regulation amending the CRR as regards minimum loss coverage for NPLs, which was later enacted through Regulation (EU) 2019/630 of 17 April 2019 (the “**Prudential Backstop Regulation**”) (also known as calendar provisioning); (ii) a proposal for a directive on credit servicers, credit purchasers and the recovery of collateral; and (iii) a blueprint on asset management companies, accompanying the EC’s “Second Progress Report” on NPLs.

In parallel with the above proposals, on 15 March 2018 the ECB issued an addendum, “Addendum to the Guidance on non-performing loans” (the “**ECB Addendum**”) to its “Guidance to banks on NPLs of March 2017” (the “**NPLs Guidance**”). The ECB Addendum details the ECB supervisory expectations as regards the minimum levels of NPLs provisioning by significant credit institutions. These Guidelines (based on a Pillar 2 approach, to be incorporated into SREP decisions) are to be applied to all new non performing exposures (i.e. Past Due, Unlikely to Pay, Bad Loans) classified as such since 1 April 2018. The ECB Addendum sets out an expectation that, as of 1 April 2018, new unsecured NPLs must be fully covered after a period of two years from the date of their classification as NPLs. For example, the supervisor would expect a loan that is classified as an unsecured NPL on 1 May 2018 to be fully provisioned for by May 2020. For new secured NPLs, a certain level of provisioning is expected after three years of classification as an NPL, or “NPL vintage”, which then increases over time until year seven. In this case, if a secured loan was classified as an NPL on 1 May 2018, the supervisor would expect these NPLs to be at least 40 per cent. provisioned for by May 2021, and totally provisioned by May 2025. The potential gap between the coverage envisaged by the new rules and the provisions applied at the reference date can be addressed through a Core Tier 1 deduction or an increase of provisions.

The Prudential Backstop Regulation imposes a “Pillar 1” minimum regulatory backstop for the provisioning of NPLs by EU banks. The minimum provisioning level is calculated by multiplying the value of the relevant NPLs within the portfolio by the factors indicated in the Prudential Backstop Regulation, which differ depending on (i) the number of years after the date on which the exposure was classified as non-performing, and (ii) whether the NPL is classified as “secured” or “unsecured” exposure (and if secured, whether the exposure is secured by immovable collateral or residential loan guaranteed by an eligible protection provider or is secured by other funded or unfunded credit protection), in accordance with the criteria set forth in the Prudential Backstop Regulation. In particular, under the Prudential Backstop Regulation the Issuer is required to apply a minimum provisioning level for NPLs equal to 100% after ten years (in case of exposures secured by immovable property or residential loan), eight years (in case of exposures secured by other funded or unfunded credit protection) or four years (in case of unsecured exposures) from the date when the exposure was classified as non-performing. If the aggregate amount of provisions and other eligible items is lower than such minimum provisioning level, any shortfall (so-called “insufficient coverage amount”) shall be fully deducted from CET1 items.

The statutory prudential backstop applies only to exposures originated after the date of entry into force of the regulation and not to prior legacy exposures. However, the Prudential Backstop Regulation specifies that where the terms and conditions of an exposure which was incurred prior to the date of entry into force of the regulation are modified by the institution in a way that increases the institution’s exposure to the



obligor, the exposure shall be considered as having been incurred on the date of the modification so that such exposure becomes subject to the new regime including the statutory prudential backstop.

On 22 August 2019 the ECB published a revised version of its supervisory expectations for prudential provisioning for NPLs, as set forth in the ECB Addendum, with a view to align such expectations to the regulatory approach followed under the Prudential Backstop Regulation. The main changes introduced by the ECB relate to: (i) the scope of the supervisory expectations for new NPLs, which is now limited to NPLs arising from loans originated before 26 April 2019 (which are not subject to the Pillar 1 treatment provided under the Prudential Backstop Regulation); and (ii) the time frames for the relevant prudential provisioning, the progressive path to full implementation and the split of secured exposures and other guaranteed exposures, which have been aligned to the Prudential Backstop Regulation.

In the context of the actions taken by the supervisory authorities to mitigate the effect of the COVID-19 pandemic on the EU banks' capital requirements, the European Central Bank and the European Banking Authority have issued statements in March 2020 aimed at providing clarity on aspects related to (i) the classification of loans in default, (ii) the identification of forborne exposures and (iii) the accounting treatment, with the ultimate goal to support government actions addressing the adverse systemic economic impact of the COVID-19 pandemic, which have mostly taken the form of general moratoria and payment holidays. In this respect, in April 2020 the European Commission has also published (i) a proposal to amend the CRR in order to mitigate the negative effects of the COVID-19 pandemic by adapting the timeline of the application of international accounting standards on EU banks' capital, treating more favourably public guarantees granted during this crisis, postponing the date of application of the leverage ratio buffer and excluding certain exposures from the calculation of the leverage ratio; and (ii) an interpretative communication confirming the flexibility available to EU banks with respect to the classification of loans in connection with public and private moratoria.

#### **Measures to counter the impact of the “COVID-19” virus**

In recent months, European and national authorities have undertaken several measures to support the banking and financial market to counter the economic effects of COVID-19.

On 10 March 2020, through an addendum to the 2019 credit agreement between ABI and the Business Associations, the possibility of requesting suspension or extension was extended to loans granted until 31 January 2020. The moratorium refers to loans to micro, small and medium-sized companies affected by COVID-19 outbreak. The capital portion of loan repayment instalments may be requested to be suspended for up to one year. The suspension is applicable to medium/long-term loans (mortgages), including those concluded through the issue of agricultural loans, and to property or business assets leasing transactions. In the latter case, the suspension concerns the implicit capital instalments of the leasing. On 21 April 2020, through an agreement entered into with the consumer associations, the moratorium was extended to credit to households, including the suspension of the principal portion of mortgage-backed loans and unsecured loans repayable in instalments.

On 11 March 2020, ESMA, considering the spread of COVID-19 and its impact on the EU financial markets, issued 4 recommendations on the following areas: (1) business continuity planning, (2) market disclosure, (3) financial reporting and (4) fund management.

1. Business Continuity Planning: ESMA has recommended all financial market participants to be ready to apply their contingency plans to ensure operational continuity in line with regulatory obligations.
2. Market disclosure: issuers should disclose as soon as possible any relevant significant information concerning the impacts of COVID-19 on their fundamentals, prospects or financial situation in accordance with their transparency obligations under the Regulation (EU) No. 596/2014 (MAR), as a disclosure obligation contained in Article 17, paragraph 1 of the MAR, pursuant to which issuers are required to disclose to the public without delay any inside information directly concerning them.
3. Financial reporting: ESMA has recommended issuers to provide transparency on the actual and potential impacts of COVID-19, to the extent possible based on both a qualitative and quantitative assessment on their business activities, financial situation and economic performance in their 2019 yearend financial report if these have not yet been finalised or otherwise in their interim financial reporting disclosures.

4. Fund Management: ESMA has encouraged fund managers to continue to apply the requirements on risk management and to react accordingly.

Among the various measures adopted by the Italian government to address the epidemiological emergency due to COVID-19 outbreak, on 17 March 2020 Law Decree No. 18 (Cura Italia Decree) has been adopted. The Cura Italia Decree has introduced special measures derogating from the ordinary proceeding of the Guarantee Fund for SMEs in order to simplify the requirements for access to the guarantee and strengthen the intervention of the Guarantee Fund for SMEs itself, as well as the possibility of transforming the DTA relating to losses that can be carried forward but not yet deducted and to the amount of the ACE notional return exceeding the total net income, to the extent of 20% of the impaired loans sold by 31 December 2020.

The European Central Bank (ECB), at its monetary policy meeting held on 12 March 2020, decided to adopt a comprehensive set of monetary policy measures, consisting of three key elements: first, safeguarding liquidity conditions in the banking system through a series of favourably-priced longer term refinancing operations (LTROs); second, protecting the continued flow of credit to the real economy through a fundamental recalibration of targeted longer-term refinancing operations (TLTROs); and, third, preventing financing conditions for the economy tightening in a pro-cyclical way via an increase in the asset purchase programme (APP).

As regards LTROs these will be carried out through a fixed rate tender procedure with full allotment. They will be priced very attractively, with an interest rate that is equal to the average rate on the deposit facility of ECB. These new LTROs will provide liquidity on favourable terms to bridge the period until the TLTRO III operation in June 2020.

As regards TLTRO, the Governing Council decided to apply considerably more favourable terms during the period from June 2020 to June 2021 to all TLTRO III operations outstanding during that time. Throughout this period, the interest rate on these TLTRO III operations will be 25 basis points below the average rate applied in the Eurosystem's main refinancing operations.

Lastly, the Governing Council also decided to add a temporary envelope of additional net asset purchases of €120 billion until the end of the year, ensuring a strong contribution from the private sector purchase programmes.

On 12 March 2020, the ECB Banking Supervision leg, the Single Supervisory Mechanism (SSM), published the first supervisory response to provide banks with a temporary capital and operational relief.

According to the ECB statements: i) banks are allowed to operate temporarily below the level of capital defined by the Pillar 2 Guidance (P2G), the capital conservation buffer (CCB) and the liquidity coverage ratio (LCR) to release resources for financing households and undertakings; ii) the ECB encourages also national macroprudential authorities to relax the countercyclical capital buffer (CCyB); iii) banks are allowed to partially use capital instruments that do not qualify as Common Equity Tier 1 (CET1) capital to meet the Pillar 2 Requirements (P2R), for example Additional Tier 1 (AT1) or Tier 2 instruments; iv) banks will discuss with the ECB further individual measures, such as modified timetables, processes and deadlines (e.g. for on-site inspections or remedial actions); v) flexibility will be granted for the application of the ECB Guidance to banks on non-performing loans to adjust to bank's specific situation due to Covid19.

On 20 March 2020, the ECB announced additional measures (in addition to those already undertaken on 12 March 2020 on temporary capital and operational relief for banks) to ensure that its directly supervised banks can continue to fulfil their role to fund households and corporations amid the coronavirus-related economic shock to the global economy. The ECB published also a detailed FAQ on the measures adopted with the aim of updating it as needed. In particular, the ECB recommended to:

- give banks further flexibility in prudential treatment of loans backed by public guarantees, by extending to them the preferential treatment foreseen in its Guidance for NPLs for loans guaranteed or insured;
- encourage banks to avoid excessive procyclical effects when applying the IFRS 9 international accounting standard;
- activate capital and operational relief measures announced on 12 March 2020.

On 25 March 2020, the EBA and ESMA published detailed statements to address IFRS 9 accounting issues due to the Covid-19 outbreak and linked to the exceptional measures taken by banks and governments to

address the situation, which affected compliance with the EBA Guidelines on the definition of default (DoD) and forbearance/past-due classifications of loans.

The EBA statement of 25 March 2020 explained the functioning of the prudential framework in relation to the exposures in default, the identification of forborne exposures and impaired exposures in accordance with IFRS 9. In particular, EBA has clarified some additional aspects of the operation of the prudential framework concerning:

- the classification of exposures in default;
- the identification of forborne exposures;
- the accounting treatment of the aforesaid exposures

Specifically, the EBA repeated the concept of flexibility in the application of the prudential framework, clarifying that an exposure should not be automatically reclassified as (i) exposure in default, (ii) forborne exposure, or (iii) impaired exposure under International Financial Reporting Standard - IFRS9, in case of adoption of credit tolerance measures (such as debt moratorium) by national governments.

The ESMA statement of 25 March 2020 provided guidance on the application of IFRS 9 (Financial Instruments) addressed to issuers and auditors with regard to the calculation of expected losses and related disclosure requirements, in particular, as regards the suspension (or deferral) of payments established for credit agreements (e.g. moratorium on debt) that impact the calculation of Expected Credit Loss (ECL) under the principles set forth in IFRS 9. On 20 May 2020, ESMA published a Public Statement addressing the implications of the COVID-19 pandemic on the half-yearly financial reports of listed issuers (the "**Public Statement**"). The Public Statement provided recommendations on areas of focus identified by ESMA and highlighted: i) the importance of providing relevant and reliable information, which may require issuers to make use of the time allowed by national law to publish half-yearly financial reports while not unduly delaying the timing of publication; ii) the importance of updating the information included in the latest annual accounts to adequately inform stakeholders of the impacts of COVID-19, in particular in relation to significant uncertainties and risks, going concern, impairment of non-financial assets and presentation in the statement of profit or loss; and iii) the need for entity-specific information on the past and expected future impact of COVID-19 on the strategic orientation and targets, operations, performance of issuers as well as any mitigating actions put in place to address the effects of the pandemic. The Public Statement was conceived to be applicable also to financial statements in other interim periods when IAS 34 Interim Financial Reporting is applied. It called on the management, administrative and supervisory bodies, including audit committees, of issuers and, where applicable, their auditors, to take due consideration of the recommendations included within the statement".

On 27 March 2020, the Basel Committee's oversight body, the Group of Central Bank Governors and Heads of Supervision (GHOS), has deferred Basel III implementation to increase operational capacity of banks and supervisors to respond to the immediate financial stability priorities resulting from the impact of the Covid19 on the global banking system.

The measures endorsed by the GHOS comprise the following changes to the implementation timeline of the outstanding Basel III standards:

- the implementation date of the Basel III standards finalised in December 2017 has been deferred by one year to 1 January 2023. The accompanying transitional arrangements for the output floor has also been extended by one year to 1 January 2028.
- the implementation date of the revised market risk framework finalised in January 2019 has been deferred by one year to 1 January 2023.
- the implementation date of the revised Pillar 3 disclosure requirements finalised in December 2018 has been deferred by one year to 1 January 2023.

On 27 March 2020, the European Central Bank published a recommendation addressed to significant banks to refrain from paying dividends and from share buy-backs aimed at remunerating shareholders for the duration of the economic shock related to COVID-19. The ECB has decided to extend the recommendation on dividends until 1 January 2021 with the Recommendation ECB/2020/35. This Recommendation has been subsequently repealed by the ECB's Recommendation ECB/2020/62, which requires banks to exercise

extreme prudence when deciding on, or paying out, dividends or performing share buy-backs until 30 September 2021. Credit institutions that intend to decide on or pay out dividends or perform share buy-backs aimed at remunerating shareholders should contact their joint supervisory teams, as part of their supervisory dialogue, to discuss whether the level of intended distribution is prudent.

On 1 April 2020 the ECB provided banks with further clarifications on the use of forecasts for the Expected Credit Loss (ECL) calculations under IFRS 9, after having invited banks to opt, if not done before, for applying the IFRS 9 five-year transitional arrangements included in the CRR to mitigate the First Time Application (FTA) capital impact of the new accounting principle.

On 2 April 2020, the EBA published more detailed guidance on the criteria to be fulfilled by legislative and non-legislative moratoria applied before 30 June 2020. The Guidelines acknowledged that Member States have implemented a broad range of support measures in order to minimise the medium- and long term economic impacts of the efforts taken to contain the COVID-19 pandemic. In light of this, the EBA Guidelines clarify several aspects of payment moratoria, such as that they do not automatically trigger the classification as forbore or distressed restructuring if the measures taken are based on the applicable national law or on an industry or sector-wide private initiative agreed and applied broadly by the relevant credit institutions. In June 2020, the EBA further extended the application date of its Guidelines by three months, from until 30 September 2020, and on the 21 September, communicated its phasing-out. However, on 2 December 2020 the Guidelines were reactivated until 31 March 2021.

In continuity with the Cura Italia Decree, Law Decree no. 23 of 8 April 2020 (Liquidity Decree) was issued, a further measure deemed necessary to support Italian entrepreneurship. The Liquidity Decree, in addition to providing an additional guarantee managed by SACE Simest (SACE), a company of the Cassa Depositi e Prestiti group, aims to further strengthen the Guarantee Fund for SMEs by redrawing its rules for accessing, by including also companies with no more than 499 employees and professionals, as well as increasing the guarantee coverage percentages already provided by Article 49 of the Cura Italia Decree (provision that is repealed). In the wake of the latter provision, the Liquidity Decree makes further exceptions to the ordinary rules of the Guarantee Fund for SMEs, which will be applicable until 31 December 2020.

On 28 April 2020, the European Commission published a legislative proposal for amending the CRR to ease banking activity during the Covid-19 emergency and ensure the flow of loans to households and businesses.

The Commission has proposed exceptional temporary measures to mitigate the immediate impact of coronavirus-related developments, which imply:

- a revision of transitional arrangements for the application of IFRS 9, adopted in the CRR II to mitigate its impact on banks' capital;
- a preferential treatment for NPLs secured by public guarantees issued as a measure to address the COVID-19 crisis, for the purpose of the application of the prudential provisioning in line with the Regulation (EC) 630/2109;
- the postponement of the date of application of the additional reserve requirement for the leverage ratio of systemic banks ("G-SIB buffer");
- a change in the way of excluding certain exposures from the calculation of the leverage ratio, as of June 2021.

The Commission also proposed to advance by one year (as of 28 June 2020) the date of application of certain measures agreed in CRR II, i.e. the SMEs (Art. 501) and Infrastructure supporting factors (art.501a), as well as the preferential treatment of loans backed by pensions or salaries (Art. 123) The so-called "CRR quick fix" Regulation (EU) 2020/873) was definitely adopted on 24 June 2020 and published on the Official Journal of the EU on 26 June 2020 and entered into force the day after. During the interinstitutional negotiation process additional measures were introduced by the co-legislators (i.e. the European Parliament and the Council of the EU), such as the reintroduction of the prudential filter for unrealised gain/losses from sovereign exposures valued at FVOCI; the exclusion of overshootings from the calculation of the back-testing; credit risk and large exposure transitional treatment of euro-denominated public debt issued by non-euro Member States.

On 24 July 2020 the European Commission also adopted a Capital Markets Recovery Package regarding the Securitisation Framework, MIFID II and the Prospectus Regulation. The underlying rationale of these proposals is to help financial markets support Europe's economic recovery from the COVID-19 crisis. The package was approved in March 2021.

## TAXATION

### ITALIAN TAXATION

*The following is a general summary of certain Italian tax consequences of the purchase, the ownership and the disposition of the Notes. It does not purport to be a comprehensive description of all the tax considerations which may be relevant to a decision to subscribe for, purchase, own or dispose of the Notes and does not purport to deal with the tax consequences applicable to all categories of investors, some of which (such as dealers in securities or commodities) may be subject to special rules. This summary is based upon Italian tax laws and/or practice in force as at the date of this Base Prospectus, which are subject to any changes in law and/or practice occurring after such date, which could be made on a retroactive basis.*

*Prospective purchasers of the Notes are advised to consult their own tax advisers concerning the overall tax consequences of their ownership of the Notes.*

#### **Tax treatment of the Notes**

#### ***Tax Treatment of Notes that qualify as “obbligazioni”, “titoli similari alle obbligazioni” or “capital adequacy financial instruments”***

Italian Legislative Decree No. 239 of 1 April 1996 (“**Decree No. 239**”), as subsequently amended and supplemented, regulates the tax treatment of interest, premium and other income from notes issued, *inter alia*, by Italian resident banks. The provisions of Decree No. 239 only apply to interest, premiums and other income (including the difference between the redemption amount and the issue price) (hereinafter collectively referred to as “**Interest**”) paid under Notes issued by the Issuer which qualify as *obbligazioni* (“**banking bonds**”) pursuant to Article 12 of Legislative Decree No. 385 of 1 September 1993 (the “**Italian Banking Act**”), or as *obbligazioni* or *titoli similari alle obbligazioni* (“**obbligazioni**”) pursuant to Article 44 of Presidential Decree No. 917 of 22 December 1986, as amended and supplemented (**Decree No. 917**).

The same rules apply to Interest paid under financial instruments relevant for capital adequacy purposes under EU legislation and domestic prudential legislation, issued by intermediaries supervised by the Bank of Italy, other than shares and securities similar to shares (“**capital adequacy financial instruments**”).

#### *Italian Resident Noteholders*

Pursuant to Decree No. 239, where an Italian resident Noteholder, who is the beneficial owner of the Notes, is:

- (i) an individual holding Notes not in connection with entrepreneurial activity to which the Notes are connected (unless he has entrusted the management of his financial assets, including the Notes, to an authorised intermediary and has opted for the so-called *risparmio gestito* regime according to Article 7 of Italian Legislative Decree No. 461 of 21 November 1997, as amended (“**Decree No. 461**”) – the “**Asset Management Option**” – see under “Capital gains tax” below for an analysis of such regime ); or
- (ii) a partnership (other than a *società in nome collettivo* or a *società in accomandita semplice* or similar partnership) or a *de facto* partnership not carrying out commercial activities or a professional association; or
- (iii) a private or public institution (other than companies), trusts not carrying out mainly or exclusively commercial activities, the Italian State and public and territorial entities, with the exclusion of a collective investment funds; or
- (iv) an investor exempt from Italian corporate income taxation,

Interest payments relating to the Notes, accrued during the relevant holding period, are subject to a substitute tax (“*imposta sostitutiva*”), levied at the rate of 26 per cent. (either when Interest is paid or when payment thereof is obtained upon disposal of the Notes). All the above categories are qualified as “net recipients”.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not acting in connection with an entrepreneurial activity or social security entities pursuant to

Legislative Decree No. 509 of 30 June 1994 and Legislative Decree No. 103 of 10 February 1996 may be exempt from any income taxation, including the *imposta sostitutiva*, on interest, premium and other income relating to the Notes if the Notes are included in a long-term savings account (*piano di risparmio a lungo termine*) that meets the requirements set forth under Italian law. Pursuant to Article 1, paragraphs 219-225 of Law No. 178 of 30 December 2020 (“**Law No. 178**”), it is further provided that Italian resident individuals investing, by 31 December 2021, in long-term individual savings account compliant with Article 13-bis, paragraph 2-bis of Law Decree No. 124 of 26 October 2019 (“**Decree No. 124**”) may benefit from a tax credit corresponding to possible capital losses, losses and negative differences realized in respect of certain qualifying financial instruments comprised in the long-term individual savings account, provided that certain conditions and requirements are met (e.g. including the loss of the possibility to subsequently set off the relevant capital losses, losses and negative differences against future capital gains).

Where the resident holders of the Notes described above under (i) and (iii) are engaged in an entrepreneurial activity to which the Notes are connected, *imposta sostitutiva* applies as a provisional income tax. Interest will be included in a relevant beneficial owner’s Italian income tax return and will be subject to Italian ordinary income taxation and the *imposta sostitutiva* may be recovered as a deduction from the Italian taxation on income due or be claimed for refund in the relevant tax return.

Pursuant to Decree No. 239, the 26 per cent. *imposta sostitutiva* is applied by banks, SIMs, fiduciary companies, SGRs, stock brokers and other qualified entities identified by a decree of the Ministry of Finance, as subsequently amended and integrated, *i.e.* entities resident in Italy or by permanent establishments in Italy of banks or intermediaries resident outside Italy (“**Intermediaries**” and each an “**Intermediary**”).

Pursuant to Decree No. 239, Intermediaries or permanent establishments in Italy of foreign intermediaries must intervene in any way in the collection of Interest or, also as transferees, in transfers or disposals of the Notes.

Payments of Interest in respect of Notes issued by the Issuer that qualify as banking bonds, *obbligazioni* or capital adequacy financial instruments, irrespective of their maturity, are not subject to the 26 per cent. *imposta sostitutiva* if made to Noteholders who are: (a) Italian resident corporations or a similar commercial entities or permanent establishments in Italy of foreign corporations to which the Notes are effectively connected; (b) Italian resident collective investment funds, SICAVs (investment companies with variable capital), SICAFs (Italian investment companies with fixed share capital); (c) Italian resident pension funds subject to the tax regime provided for by Article 17 of Legislative Decree No. 252 of 5 December 2005; (d) Italian resident real estate investment funds and real estate SICAFs (together, the “**Real Estate Funds**”); and (e) Italian resident individuals holding Notes not in connection with entrepreneurial activity who have entrusted the management of their financial assets, including the Notes, to an authorised financial intermediary and have opted for the Asset Management Option. Such categories are qualified as “gross recipients”.

To ensure payment of Interest in respect of the Notes without the application of 26 per cent. *imposta sostitutiva*, Noteholders indicated above under (a) to (e) must timely deposit the Notes together with the coupons relating to such Notes directly or indirectly with an Italian authorised financial Intermediary.

Where the Notes and the relevant coupons are not deposited with an authorised Intermediary, the *imposta sostitutiva* is withheld:

- by any Italian bank or any Italian intermediary paying Interest to the Noteholder; or
- by the Issuer,

and gross recipients that are Italian resident corporations or permanent establishments in Italy of foreign corporations to which the Notes are effectively connected are entitled to deduct *imposta sostitutiva* suffered from income taxes due.

Interest accrued on the Notes would be included in the corporate taxable income of the Noteholders who are Italian resident corporations or similar commercial entities or permanent establishments in Italy of foreign corporations to which the Notes are effectively connected, subject to corporate tax income purposes (“**IRES**”). In certain circumstances, depending on the “status” of the Noteholder, interest accrued on the

Notes would be included also in the “net value of production” for purposes of regional tax on productive activities (“**IRAP**”).

Italian resident individuals holding Notes not in connection with entrepreneurial activity who have opted for the Asset Management Option are subject to a 26 per cent. annual substitute tax (the “**Asset Management Tax**”) on the increase in value of the managed assets accrued at the end of each tax year (which increase would include Interest accrued on the Notes). The Asset Management Tax is applied on behalf of the taxpayer by the managing authorised intermediary.

Where an Italian resident Noteholder is a non-real estate open ended or closed ended investment fund, a SICAV or a SICAF (together, the “**Fund**”) and either (i) the Fund or (ii) its manager is subject to the supervision of a regulatory authority and the relevant Notes are deposited with an authorised intermediary, Interest relating to the Notes and accrued during the holding period will be included in the calculation of the net result accrued at the end of each tax year, but will not be subject to *imposta sostitutiva* nor to any other substitute tax at the fund level. Moreover, a withholding tax of 26 per cent. is levied on proceeds distributed by the Fund or received by certain categories of unitholders upon redemption or disposal of the units.

Italian resident pension funds subject to the regime provided by Article 17 of Legislative Decree No. 252 of 5 December 2005 are subject to a 20 per cent. annual substitute tax (the “**Pension Fund Tax**”) on the increase in value of the managed assets accrued at the end of each tax year (which increase would include Interest accrued on the Notes). Subject to certain conditions (including minimum holding period requirement) and limitations, interest, premium and other income relating to the Notes may be excluded from the taxable base of the 20 per cent. substitute tax if the Notes are included in a long-term savings account (*piano di risparmio a lungo termine*) that meets the requirements set forth under Italian law.

The 26 per cent. *imposta sostitutiva* provided for by Decree No. 239 in general should not apply with respect to Interest on Notes derived by Italian Real Estate Funds, to which apply Law Decree No. 351 of 25 September 2001, as amended, Law Decree No. 78 of 31 May 2010 converted into Law No. 122 of 30 July 2010, as amended, and Legislative Decree No. 44 of 4 March 2014, as amended. As a general rule, the income of Italian Real Estate Funds is exempt at the level of the Fund and it is subject to tax at the level of the investors.

#### *Non-Italian resident Noteholders*

According to Decree No. 239, payments of Interest in respect of Notes issued by the Issuer that qualify as banking bonds, *obbligazioni* or capital adequacy financial instruments, irrespective of their maturity, will not be subject to *imposta sostitutiva* at the rate of 26 per cent. provided that:

- (a) the payments are made to non-Italian resident beneficial owners of the Notes with no permanent establishment in Italy to which the Notes are effectively connected; and
- (b) such beneficial owners are resident, for tax purposes, in a country which recognises the Italian tax authorities’ right to an adequate exchange of information and included in the Ministerial Decree dated 4 September 1996, as amended and supplemented by the Italian Ministerial Decree dated 23 March 2017 and possibly further amended by future decree issued pursuant to Article 11(4)(c) of Decree 239 (the “**White List**”). For the sake of clarity, the United Kingdom’s exit from the European Union has not resulted in the exclusion of the United Kingdom from the White List. Accordingly, the United Kingdom’s exit from the European Union did not result in a change on the tax treatment of Noteholders being resident or established in the UK; and
- (c) all the requirements and procedures set forth in Decree No. 239 and in the relevant implementation rules, as subsequently amended, in order to benefit from the exemption from *imposta sostitutiva* are timely met and complied with.

The 26 per cent. *imposta sostitutiva*, if applicable, may be reduced (generally to 10 per cent.) under certain double tax treaties entered into by Italy, if more favourable, subject to timely filing of required documentation provided by Measure of the Director of Italian Revenue Agency No. 2013/84404 of 10 July 2013 (“**Measure No. 2013/84404**”).

Decree No. 239 also provides for additional exemptions from the *imposta sostitutiva* for payments of Interest in respect of the Notes made to (i) international entities and organisations established in accordance



with international agreements ratified in Italy; (ii) certain foreign institutional investors even though not subject to income tax or to the other similar taxes, which included in the White List and provided that they timely file with the relevant depository the appropriate self-declaration; and (iii) central banks or entities managing official State reserves.

In order to ensure gross payment of Interest in respect of the Notes, non-Italian resident investors indicated above must:

- (a) be the beneficial owners of the payments of Interest on the Notes; and
- (b) timely deposit the Notes with the coupons relating to such Notes directly or indirectly with (i) an Italian bank or SIMs; (ii) a permanent establishment in Italy of a non-resident bank or brokerage company which is electronically connected with the Italian Ministry of Economy and Finance; or (iii) a non-Italian resident entity or company participating in a centralised securities management system which is in contact, via computer, with the Ministry of Economy and Finance; and
- (c) timely file with the relevant depository, prior to or concurrently with the deposit of the Notes, a self-declaration (*autocertificazione*) stating, *inter alia*, that the investor is resident, for tax purposes, in a country included in the White List. Such self-declaration, which must comply with the requirements set forth by a Decree of the Ministry of Economy and Finance of 12 December 2001 (as amended and supplemented), is valid until withdrawn or revoked and need not be submitted where a certificate, declaration or other similar document meant for equivalent uses was previously submitted to the same depository. Such certificate is not requested for non-Italian investors that are international entities and organisations set up in accordance with international agreements ratified in Italy and Central Banks or entities managing also the official State reserves. Additional supporting documentation may sometimes be requested by the relevant depository, which depends on the status of the Noteholder and the policies of the relevant depository.

Failure of a non-resident Noteholder to timely comply with the procedures set forth in Decree No. 239 and in the relevant implementation rules will result in the application of *imposta sostitutiva* on Interest payments to a non-resident Noteholder.

### **Tax treatment of Notes that qualify as atypical securities**

Interest payments relating to Notes that do not qualify as banking bonds, *obbligazioni*, or *capital adequacy financial instruments* (“**atypical securities**”) shall be subject to a withholding tax levied at the rate of 26 per cent. (final or provisional depending on the “status” and the tax residence of the Noteholder).

Where the Noteholder is not resident in Italy for tax purposes, the 26 per cent. withholding tax rate may be reduced (generally to 10 per cent.) under certain applicable double tax treaties entered into by Italy, if more favourable, subject to timely filing of required documentation provided by Measure No. 2013/84404.

In the case of Notes issued by an Italian resident issuer, where the Noteholder is (i) an Italian individual engaged in an entrepreneurial activity to which the Notes are connected, (ii) an Italian company or a similar Italian commercial entity, (iii) a permanent establishment in Italy of a foreign entity to which the Notes are effectively connected, (iv) an Italian commercial partnership or (v) an Italian commercial private or public institution, such withholding tax is a provisional withholding tax. In all other cases the withholding tax is a final withholding tax.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not acting in connection with an entrepreneurial activity or social security entities pursuant to Legislative Decree No. 509 of 30 June 1994 and Legislative Decree No. 103 of 10 February 1996 may be exempt from any income taxation, including the 26 per cent. withholding tax, on interest, premium and other income relating to the Notes qualifying as atypical securities if such Notes are included in a long term savings account (*piano di risparmio a lungo termine*) that meets the requirements set forth under Italian law. Pursuant to Article 1, paragraphs 219-225 of Law No. 178, it is further provided that Italian resident individuals investing, by 31 December 2021, in long-term individual savings account compliant with Article 13-bis, paragraph 2-bis of Decree No. 124 may benefit from a tax credit corresponding to possible capital losses, losses and negative differences realized in respect of certain qualifying financial instruments comprised in the long-term individual savings account, provided that certain conditions and requirements

are met (e.g. including the loss of the possibility to subsequently set off the relevant capital losses, losses and negative differences against future capital gains).

### **Capital gains tax**

#### *Italian resident Noteholders*

Pursuant to Decree No. 461, a 26 per cent. capital gains tax (referred to as *imposta sostitutiva*) is applicable to capital gains realised by:

- (a) an Italian resident individual not engaged in entrepreneurial activities to which the Notes are connected;
- (b) an Italian resident partnership not carrying out commercial activities;
- (c) an Italian private or public institution not carrying out mainly or exclusively commercial activities;  
or
- (d) on any sale or transfer for consideration of the Notes or redemption thereof.

Under the “tax declaration regime” (*regime della dichiarazione*), which is the default regime for taxation, Italian Noteholders under (a) to (c) above, the 26 per cent. *imposta sostitutiva* on capital gains will be chargeable, on a cumulative basis, on all capital gains, net of any incurred capital loss of the same kind, realised by the Italian Noteholder pursuant to all sales or redemptions of the Notes carried out during any given tax year. Italian Noteholders under (a) to (c) above, must indicate the overall capital gains realised in any tax year, net of any relevant incurred capital loss of the same kind, in the annual tax return and pay *imposta sostitutiva* on such gains together with any balance income tax due for such year. Capital losses in excess of capital gains may be carried forward against capital gains of the same kind realised in any of the four succeeding tax years.

As an alternative to the tax declaration regime, Italian Noteholders under (a) to (c) above may elect to pay the *imposta sostitutiva* separately on capital gains realised on each sale or redemption of the Notes (the *risparmio amministrato* regime provided for by Article 6 of Decree No. 461). Such separate taxation of capital gains is allowed subject to (i) the Notes being deposited with any authorised intermediary and (ii) an express election for the *risparmio amministrato* regime being timely made in writing by the relevant Noteholder. The authorised intermediary is responsible for accounting for *imposta sostitutiva* in respect of capital gains realised on each sale or redemption of the Notes net of any incurred capital loss of the same kind, and is required to pay the relevant amount to the Italian tax authorities on behalf of the taxpayer, deducting a corresponding amount from the proceeds to be credited to the Noteholder or using funds provided by the Noteholder for this purpose. Where a sale or redemption of the Notes results in a capital loss, such loss may be deducted from capital gains subsequently realised, within the same securities management relationship in the same tax year or in the following tax years up to the fourth. Under the *risparmio amministrato* regime, the Noteholder is not required to declare the capital gains in the annual tax return and the Noteholder remains anonymous.

Special rules apply if the Notes are part of a portfolio managed in a regime of Asset Management Option (“*risparmio gestito*” regime) by an Italian asset management company or an authorised intermediary. In that case the capital gains realised upon sale, transfer or redemption of the Notes will not be subject to *imposta sostitutiva* on capital gains but will contribute to determine the taxable base of the Asset Management Tax applicable at rate of 26 per cent.

In particular, under the Asset Management Option, any appreciation of the Notes, even if not realised, will contribute to determine the annual accrued appreciation of the managed portfolio, subject to the Asset Management Tax. Any depreciation of the managed portfolio accrued at year-end may be carried forward against appreciation accrued in each of the following years up to the fourth. Also under the Asset Management Option the realised capital gain is not requested to be included in the annual income tax return of the Noteholder and the Noteholder remains anonymous.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not engaged in an entrepreneurial activity or social security entities pursuant to Legislative

Decree No. 509 of 30 June 1994 and Legislative Decree No. 103 of 10 February 1996 may be exempt from Italian capital gain taxes, including the *imposta sostitutiva*, on capital gains realised upon sale or redemption of the Notes if the Notes are included in a long-term savings account (*piano di risparmio a lungo termine*) that meets the requirements set forth under Italian law. Pursuant to Article 1, paragraphs 219-225 of Law No. 178, it is further provided that Italian resident individuals investing, by 31 December 2021, in long-term individual savings account compliant with Article 13-bis, paragraph 2-bis of Decree No. 124 may benefit from a tax credit corresponding to possible capital losses, losses and negative differences realized in respect of certain qualifying financial instruments comprised in the long-term individual savings account, provided that certain conditions and requirements are met (e.g. including the loss of the possibility to subsequently set off the relevant capital losses, losses and negative differences against future capital gains).

In the case of Notes held by Real Estate Funds, capital gains on Notes will not be subject to 26 per cent. *imposta sostitutiva* but will contribute to determine the increase in value of the managed assets of the Funds accrued at the end of each tax year. Therefore, any capital gains on Notes will not be subject to any substitute tax at the fund level. Moreover, a withholding tax of 26 per cent. will be levied on proceeds distributed by the Fund or received by certain categories of unitholders upon redemption or disposal of the units.

Any capital gains realised by Italian resident corporations or similar commercial entities or permanent establishments in Italy of non-Italian resident corporations to which the Notes are connected will be included in their business income subject to IRES. In certain circumstances, depending on the “status” of the Noteholder, interest accrued on the Notes would be included also in the “net value of production” for IRAP purposes.

In the case of Notes held by Italian Pension Funds, capital gains on Notes will not be subject to 26 per cent. *imposta sostitutiva* but will contribute to determine the increase in value of the managed assets of the funds, which is subject to a 20 per cent. annual substitute tax. Subject to certain conditions (including minimum holding period requirement) and limitations, capital gains on the Notes may be excluded from the taxable base of the 20 per cent. substitute tax if the Notes are included in a long-term savings account (*piano di risparmio a lungo termine*) that meets the requirements set forth under Italian law.

Any capital gains on Notes realised by Italian resident real estate investment funds will not be subject to 26 per cent. *imposta sostitutiva* on capital gains at the level of the fund.

#### *Non-Italian Resident Noteholders*

The 26 per cent. *imposta sostitutiva* on capital gains may in certain circumstances be payable on any capital gains realised upon sale, transfer or redemption of the Notes by non-Italian resident individuals and corporations without a permanent establishment in Italy to which the Notes are effectively connected, if the Notes are held in Italy.

However, pursuant to Article 23, first paragraph, letter F), of Decree No. 917, any capital gains realised by non-Italian resident persons, without a permanent establishment in Italy to which the Notes are effectively connected, through the sale for consideration or redemption of the Notes are not subject to taxation in Italy to the extent that the Notes are traded on a regulated market in Italy or abroad, and in certain cases subject to timely filing of required documentation (i.e. a self-declaration stating that the person is not resident in Italy for tax purposes) with Italian qualified intermediaries (or permanent establishments in Italy of foreign intermediaries) with which the Notes are deposited, even if the Notes are held in Italy and regardless of the provisions set forth by any applicable double tax treaty.

Where the Notes are not traded on a regulated market in Italy or abroad and are held in Italy:

- (a) Pursuant to the provisions of Decree No. 461 and Decree No. 239, non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected are exempt from *imposta sostitutiva* in the Republic of Italy on any capital gains realised upon sale for consideration or redemption of the Notes if they are resident, for tax purposes, in a country included in the White List. This requirement must be certified by the same self-certification provided above for the interests (according to the model set forth by the Decree of the Ministry of Economy and Finance of 12 December 2001, as amended and supplemented).

Under these circumstances, if non-Italian residents without a permanent establishment in Italy to which the Notes are effectively connected hold Notes with an Italian authorised financial

intermediary and are subject to the *risparmio amministrato* regime or elect for the Asset Management Option, exemption from Italian taxation on capital gains will apply upon condition that they file in time with the authorised financial intermediary an appropriate self-declaration stating that they are resident, for tax purposes, in a country included in the White List.

Exemption from Italian *imposta sostitutiva* on capital gains realised upon disposal of Notes not traded on a regulated market also applies to non-Italian residents who are (a) international bodies and organisations established in accordance with international agreements ratified in Italy; (b) certain foreign institutional investors, even though not subject to income tax or to other similar taxes, established in countries included in the White List as amended from time to time; and (c) Central Banks or other entities, managing also official State reserves.

- (b) In any event, non-Italian resident individuals or non-Italian resident entities without a permanent establishment in Italy to which the Notes are effectively connected that may benefit from a double taxation treaty with Italy, providing that capital gains realised upon sale or redemption of Notes are to be taxed only in the country of tax residence of the recipient, will not be subject to *imposta sostitutiva* in Italy on any capital gains realised upon sale for consideration or redemption of Notes.

Under these circumstances, if non-Italian residents without a permanent establishment in Italy to which the Notes are effectively connected hold Notes with an Italian authorised financial intermediary and are subject to the *risparmio amministrato* regime or elect for the Asset Management Option, exemption from Italian taxation on capital gains will apply upon condition that the non-Italian residents file in time with the authorised financial intermediary appropriate documents which include, *inter alia*, a certificate of residence from the competent tax authorities of their country of residence.

The *risparmio amministrato* regime is the ordinary regime automatically applicable to non-resident persons and entities in relation to Notes deposited for safekeeping or administration at Italian banks, SIMs and other eligible entities, but non-resident Noteholders retain the right to waive this regime.

### **Inheritance and gift taxes**

Pursuant to Law Decree No. 262 of 3 October 2006 (“**Decree No. 262**”), converted into Law No. 286 of 24 November 2006, the transfers of any valuable asset (including bonds or other securities) as a result of death, gift or transfer without consideration are subject to “**Inheritance and Gift Tax**” (*imposta sulle successioni e donazioni*) under the Legislative Decree No. 346 of 31 October 1990, as amended, as follows:

- (i) transfers in favour of spouses and direct descendants or direct ancestors are subject to Inheritance and Gift Tax applied at a rate of 4 per cent. on the value of the inheritance or the gift exceeding Euro 1,000,000 for each beneficiary;
- (ii) transfers in favour of brothers/sisters are subject to the 6 per cent. Inheritance and Gift Tax on the value of the inheritance or the gift exceeding Euro 100,000 for each beneficiary;
- (iii) transfers in favour of relatives to the fourth degree or relatives-in-law to the third degree, are subject to an Inheritance and Gift Tax applied at a rate of 6 per cent. on the entire value of the inheritance or the gift; and
- (iv) any other transfer is subject to an Inheritance and Gift Tax applied at a rate of 8 per cent. on the entire value of the inheritance or the gift.

In cases where the beneficiary has a serious disability, inheritance and gift taxes will apply on its portion of the net asset value exceeding Euro 1,500,000.

An anti-avoidance rule is provided for by Law No. 383 of 18 October 2001 for any gift of assets which, if sold for consideration, would give rise to capital gains to the *imposta sostitutiva* provided for by Decree No. 461. In particular, if the donee sells the Notes for consideration within 5 years from the receipt thereof as a gift, the donee is required to pay the relevant *imposta sostitutiva* on capital gains as if the gift was not made.

## Transfer Tax

Agreements related to the transfer of securities are subject to the registration tax as follows: (i) public deeds and notarised deeds are subject to registration tax of Euro 200; (ii) private deeds are subject to registration tax of Euro 200 only in some cases set forth by the registration tax law (Presidential Decree 26 April 1986, No. 131, as amended) or in case of voluntary registration (filing with the Tax Authority).

## Stamp Duty on the Notes

Pursuant to Article 13(2-ter) of the Tariff attached to Italian Presidential Decree No. 642 of 26 October 1972, as subsequently amended, regulating Italian stamp duty, a proportional stamp duty applies on the periodic communications sent by financial intermediaries to their clients (with the exception of pension funds and health funds) with respect to any financial instruments (including banking bonds, *obbligazioni* and capital adequacy financial instruments) deposited therewith.

Such stamp duty is generally levied by the relevant financial intermediary and computed on the fair market value of the financial instruments or, in case the fair market value cannot be determined, on their face or redemption values, or, in the case the face or redemption values cannot be determined, on the purchase value at the rate of 0.2 per cent, with a cap of Euro 14,000 per year if the Noteholder is different from an individual. The stamp duty is levied on an annual basis. In case of reporting periods of less than 12 months, the stamp duty is determined with reference to such period.

Moreover, pursuant to Article 19(18-23) of Law Decree No. 201 of 6 December 2011 (“**Decree No. 201**”), converted into law with Italian Law No. 214 of 22 December 2011, a similar duty applies on the fair market value or, in the case the fair market value cannot be determined, on their face or redemption values, or in the case the face or redemption values cannot be determined, on the purchase value of any financial asset (including banking bonds, *obbligazioni* and capital adequacy financial instruments) held abroad by Italian resident individuals, non-business entities and non-business partnerships that are resident in Italy. Such duty applies at the rate of 0.2 per cent. and a tax credit is granted for any foreign property tax levied abroad on such financial assets. Pursuant to Article 134 of Law Decree No. 34 of 19 May 2020, the wealth tax cannot exceed €14,000.00 per year for Noteholders other than individuals.

## Tax Monitoring

Pursuant to Italian Law Decree No. 167 of 28 June 1990, converted by Law No. 227 of 4 August 1990 (“**Decree 167/1990**”), as subsequently amended, individuals, non commercial institutions and non-commercial partnerships resident in Italy who, during the fiscal year, hold investments abroad or have foreign financial assets or are the beneficial owners, under the Italian anti-money laundering law, provided by Italian Legislative Decree No. 231 of 21 November 2007, of investments abroad or foreign financial assets (including Notes held abroad and/or Notes issued by a non-Italian resident issuer) must, in certain circumstances, disclose the aforesaid investments and financial assets to the Italian Tax Authorities in their income tax return (or, in case the income tax return is not due, in a proper form that must be filed within the same time prescribed for the income tax return).

This obligation does not exist in cases where the financial assets are given in administration or management to Italian banks, SIMs, fiduciary companies or other professional intermediaries, indicated in Article 1 of Decree 167/1990, or if one of such intermediaries intervenes, also as a counterpart, in their transfer, provided that income deriving from such financial assets has been subject to the applicable withholding tax or substitute tax.

## The Proposed Financial Transactions Tax (“FTT”)

On 14 February 2013, the European Commission published a proposal (the “**Commission’s Proposal**”) for a Directive for a common FTT in Belgium, Germany, Estonia, Greece, Spain, France, Italy, Austria, Portugal, Slovenia and Slovakia (the “**participating Member States**”). However, Estonia has ceased to participate.

The Commission’s Proposal has very broad scope and could, if introduced, apply to certain dealings in Notes (including secondary market transactions) in certain circumstances. The issuance and subscription of Notes should, however, be exempt.

Under the Commission's Proposal the FTT could apply in certain circumstances to persons both within and outside of the participating Member States. Generally, it would apply to certain dealings in Notes where at least one party is a financial institution, and at least one party is established in a participating Member State. A financial institution may be, or be deemed to be, "established" in a participating Member State in a broad range of circumstances, including (a) by transacting with a person established in a participating Member State or (b) where the financial instrument which is subject to the dealings is issued in a participating Member State.

However, the FTT proposal remains subject to negotiation between the participating Member States and the scope of any such tax is uncertain. It may therefore be altered prior to any implementation. Additional EU Member States may decide to participate.

Prospective holders of Notes are advised to seek their own professional advice in relation to the FTT.

### **Foreign Account Tax Compliance Act ("FATCA")**

Pursuant to certain provisions of the U.S. Internal Revenue Code of 1986, commonly known as FATCA, a "foreign financial institution" (as defined by FATCA) may be required to withhold on certain payments it makes ("**foreign passthru payments**") to persons that fail to meet certain certification, reporting, or related requirements. The Issuer is a foreign financial institution for these purposes.

A number of jurisdictions, including the Republic of Italy, have entered into, or have agreed in substance to, intergovernmental agreements with the United States to implement FATCA ("**IGAs**"), which modify the way in which FATCA applies in their jurisdictions. In particular, with the Law 18 July 2015 No. 95, the Republic of Italy ratified and enacted the IGA with the United States of America signed on 10 January 2014. Under the provisions of IGAs as currently in effect, a foreign financial institution in an IGA jurisdiction would generally not be required to withhold under FATCA or an IGA from payments that it makes. Certain aspects of the application of the FATCA provisions and IGAs to instruments such as the Notes, including whether withholding would ever be required pursuant to FATCA or an IGA with respect to payments on instruments such as the Notes, are uncertain and may be subject to change. Even if withholding would be required pursuant to FATCA or an IGA with respect to payments on instruments such as the Notes, such withholding would not apply prior to the date that is two years after the date on which final regulations defining foreign passthru payments are published in the U.S. Federal Register and Notes characterised as debt (or which are not otherwise characterised as equity and have a fixed term) for U.S. federal tax purposes that are issued on or prior to the date that is six months after the date on which final regulations defining foreign passthru payments are filed with the U.S. Federal Register generally would be grandfathered for purposes of FATCA withholding unless materially modified after such date (including by reason of a substitution of the issuer). However, if additional Notes (as described under Condition 15 (*Further Issues*)) that are not distinguishable from previously issued Notes are issued after the expiration of the grandfathering period and are subject to withholding under FATCA, then withholding agents may treat all Notes, including the Notes offered prior to the expiration of the grandfathering period, as subject to withholding under FATCA.

## SUBSCRIPTION AND SALE

The Dealers have, in a programme agreement dated 11 June 2021 (the “**Programme Agreement**”), agreed with the Issuer a basis upon which they or any of them may from time to time agree to purchase Notes. Any such agreement will extend to those matters stated under “*Form of the Notes*” and “*Terms and Conditions of the Notes*”. In the Programme Agreement, the Issuer has agreed to reimburse the relevant Dealers for certain of their expenses in connection with the establishment and any future update of the Programme and the issue of Notes under the Programme and to indemnify the relevant Dealers against certain liabilities incurred by them in connection therewith. The Programme Agreement makes provision for the resignation or termination of appointment of existing Dealers and for the appointment of additional or other Dealers either generally in respect of the Programme or in relation to a particular Tranche of Notes. For the purposes of this section, references in this section to “Dealer” and “Dealers” also refers to any Dealer or Dealers appointed subsequently. The Dealers are entitled in certain circumstances to be released and discharged from their obligations under the Subscription Agreement prior to the closing of the issue of the Notes.

### United States

The Notes have not been and will not be registered under the Securities Act or with any securities regulatory authority of any state or other jurisdiction of the United States and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except in certain transactions exempt from the registration requirements of the Securities Act. Terms used in this paragraph have the meanings given to them by Regulation S under the Securities Act.

The Notes are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to a United States person, except in certain transactions permitted by U.S. Treasury regulations. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code of 1986 and Treasury regulations thereunder.

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that, except as permitted by the Programme Agreement, it has not offered, sold or delivered and will not offer, sell or deliver the Notes of any identifiable Tranche, (a) as part of their distribution at any time or (b) otherwise until 40 days after completion of the distribution of such Tranche within the United States or to, or for the account or benefit of, U.S. persons. Each Dealer has further agreed, and each further Dealer appointed under the Programme will be required to agree, that it will send to each dealer to which it sells any Notes during the distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Notes within the United States or to, or for the account or benefit of, U.S. persons. Terms used in this paragraph have the meanings given to them by Regulation S under the Securities Act.

Until 40 days after the commencement of the offering of any Series of Notes, an offer or sale of such Notes within the United States by any dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act, if such offer or sale is made otherwise than in accordance with an available exemption from registration under the Securities Act.

### Prohibition of Sales to EEA Retail Investors

Unless the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes specifies the “*Prohibition of Sales to EEA Retail Investors*” as “Not Applicable”, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered, sold or otherwise made available and will not offer, sell or otherwise make available any Notes which are the subject of the offering contemplated by this Base Prospectus as completed by the Final Terms in relation thereto to any retail investor in the European Economic Area.

For the purposes of this provision the expression “**retail investor**” means a person who is one (or more) of the following:

- (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, “**MiFID II**”); or
- (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended, the “**Insurance Distribution Directive**”), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II.

## United Kingdom

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) **no deposit-taking:** in relation to any Notes which have a maturity of less than one year, (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business, and (ii) it has not offered or sold and will not offer or sell any Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the FSMA by the Issuer;
- (b) **financial promotion:** it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer; and
- (c) **general compliance:** it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

### *Prohibition of sales to UK Retail Investors*

Unless the Final Terms (or the Drawdown Prospectus, as the case may be) in respect of any Notes specifies “*Prohibition of Sales to UK Retail Investors*” as “Not Applicable”, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered, sold or otherwise made available and will not offer, sell or otherwise make available any Notes which are the subject of the offering contemplated by this Base Prospectus as completed by the Final Terms in relation thereto to any retail investor in the United Kingdom. For the purposes of this provision the expression retail investor means a person who is one (or more) of the following:

- (i) a retail client, as defined in point (8) of Article 2 of Regulation (EU) No 2017/565 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 (EUWA); or
- (ii) a customer within the meaning of the provisions of the FSMA and any rules or regulations made under the FSMA to implement Directive (EU) 2016/97, where that customer would not qualify as a professional client, as defined in point (8) of Article 2(1) of Regulation (EU) No 600/2014 as it forms part of UK domestic law by virtue of the EUWA.

## Republic of Italy

The offering of the Notes has not been registered with the CONSOB pursuant to Italian securities legislation and, accordingly, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that sales of the Notes in Italy shall be effected in accordance with all Italian securities, tax and exchange control and other applicable laws and regulation.

Without prejudice to the paragraph entitled “*Prohibition of Sales to EEA and UK Retail Investors*” above, each Dealer has represented and agreed that, save as set out below, no Notes may be offered, sold or delivered, nor may copies of this Base Prospectus or of any other document relating to the Notes be distributed in the Republic of Italy, except in circumstances falling within Article 1(4) of the Prospectus Regulation or Article 3(2) of the Prospectus Regulation and Article 34-ter of CONSOB Regulation No. 11971 of 14 May 1999, as amended from time to time.

Any such offer, sale or delivery of the Notes or distribution of copies of this Base Prospectus or any other document relating to the Notes in the Republic of Italy must be:

- (a) made by an investment firm, bank or financial intermediary permitted to conduct such activities in the Republic of Italy in accordance with the Financial Services Act, CONSOB Regulation No.



20307 of 15 February 2018 and Legislative Decree No. 385 of 1 September 1993 (the “**Italian Banking Act**”) (in each case as amended from time to time);

- (b) in compliance with Article 129 of the Italian Banking Act, as amended, pursuant to which the Bank of Italy may request information on the issue or the offer of securities in the Republic of Italy and the relevant implementing guidelines of the Bank of Italy, issued on 25 August 2015, as amended, and
- (c) in compliance with any other applicable notification requirement or limitation which may be imposed by CONSOB or any other Italian authority.

### **France**

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered or sold and will not offer or sell, directly or indirectly, Notes to the public in the Republic of France, and it has not distributed or caused to be distributed and will not distribute or cause to be distributed to the public in France, the Base Prospectus, the relevant Final Terms or any other offering material relating to the Notes and such offers, sales and distributions have been and will be made in the Republic of France only to (a) providers of investment services relating to portfolio management for the account of third parties (*personnes fournissant le service d'investissement de gestion de portefeuille pour compte de tiers*), and/or (b) qualified investors (*investisseurs qualifiés*), all as defined in, and in accordance with, Articles L.411-1, L.411-2 and D.411-1 of the French *Code monétaire et financier*.

### **Japan**

The Notes have not been and will not be registered under the Financial Instruments and Exchange Act of Japan (Act No. 25 of 1948), as amended (the “**FIEA**”). Accordingly, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not, directly or indirectly, offered or sold and will not, directly or indirectly, offer to sell any Notes in Japan or to, or for the benefit of, a resident of Japan (which term as used herein means any person resident in Japan, including any corporation or other entity organised under the laws of Japan) or to others for re-offering or resale, directly or indirectly, in Japan or to, or for the benefit of, any resident in Japan, except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the FIEA and other relevant laws and regulations of Japan.

### **Singapore**

Each Dealer has acknowledged that this Base Prospectus has not been registered as a prospectus with the Monetary Authority of Singapore. Accordingly, each Dealer has represented, warranted and agreed that it has not offered or sold any Notes or caused the Notes to be made the subject of an invitation for subscription or purchase and will not offer or sell any Notes or cause the Notes to be made the subject of an invitation for subscription or purchase, and has not circulated or distributed, nor will it circulate or distribute, this Base Prospectus or any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Notes, whether directly or indirectly, to any person in Singapore other than (i) to an institutional investor (as defined in Section 4A of the Securities and Futures Act (Chapter 289) of Singapore, as modified or amended from time to time (the “SFA”)) pursuant to Section 274 of the SFA, (ii) to a relevant person (as defined in Section 275(2) of the SFA) pursuant to Section 275(1) of the SFA, or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA, or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities or securities-based derivatives contracts (each term as defined in Section 2(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (1) to an institutional investor or to a relevant person, or to any person arising from an offer referred to in Section 275(1A) or Section 276(4)(i)(B) of the SFA;
- (2) where no consideration is or will be given for the transfer;
- (3) where the transfer is by operation of law;
- (4) as specified in Section 276(7) of the SFA; or
- (5) as specified in Regulation 37A of the Securities and Futures (Offers of Investments) (Securities and Securities-based Derivatives Contracts) Regulations 2018.

### **Switzerland**

This Base Prospectus is not intended to constitute an offer or solicitation to purchase or invest in the Notes described herein in Switzerland. The Notes may not be publicly offered, sold or advertised, directly or indirectly, in, into or from Switzerland within the meaning of the Swiss Financial Services Act (“FinSA”) and will not be listed on the SIX Swiss Exchange or on any other exchange or regulated trading facility in Switzerland. Neither this Base Prospectus nor any other offering or marketing material relating to the Notes constitutes a prospectus as such term is understood pursuant to FinSA, and neither this Base Prospectus nor any other offering or marketing material relating to the Notes may be publicly distributed or otherwise made publicly available in Switzerland.

### **General**

Each Dealer has represented, warranted and agreed, and each further Dealer appointed under the Programme will be required to represent, warrant and agree, that it has complied and will comply with all applicable laws and regulations in each country or jurisdiction in or from which it purchases, offers, sells or delivers Notes or possesses, distributes or publishes this Base Prospectus or any Final Terms or any related offering material, in all cases at its own expense. Other persons into whose hands this Base Prospectus or any Final Terms comes are required by the Issuer and the Dealers to comply with all applicable laws and regulations in each country or jurisdiction in or from which they purchase, offer, sell or deliver Notes or possess, distribute or publish this Base Prospectus or any Final Terms or any related offering material, in all cases at their own expense.

The Programme Agreement provides that the Dealers shall not be bound by any of the restrictions relating to any specific jurisdiction (set out above) to the extent that such restrictions shall, as a result of change(s) or change(s) in official interpretation, after the date hereof, of applicable laws and regulations, no longer be applicable but without prejudice to the obligations of the Dealers described in the paragraph headed “*General*” above.

Selling restrictions may be supplemented or modified with the agreement of the Issuer. Any such supplement or modification may be set out in the relevant Final Terms (in the case of a supplement or modification relevant only to a particular Tranche of Notes) or in a supplement to this Base Prospectus.

## GENERAL INFORMATION

### **Name and Legal Form of the Issuer**

The Issuer is incorporated as a joint stock company (*società per azioni*) in the Republic of Italy, is registered with number 09722490969 in the companies' register of Milan and operates in accordance with Legislative Decree No. 385 of 1 September 1993 (as amended) (the “**Italian Banking Act**”).

### **Corporate Purpose**

The purpose of the Issuer, pursuant to Article 4 of the By-laws, is to collect savings and provide loans in various forms, both directly and through subsidiaries. In compliance with applicable regulations and after obtaining the necessary authorisations, the Issuer may carry out, directly or through its subsidiaries, all banking, financial and insurance transactions and services, including the establishment and management of open or closed-end pension schemes, and other activities that may be performed by lending institutions, including the issuance of bonds, the exercise of financing activities regulated by special laws and the sale and purchase of company receivables.

The Issuer may carry out any other transaction that is instrumental or in any way related to the achievement of its corporate purpose. To pursue its objectives, the Issuer may adhere to associations and consortia of the banking system, both in Italy and abroad.

In its capacity as parent company of the Group, pursuant to the laws from time to time in force, including Article 61, paragraph 4, of the Italian Banking Act, in exercising the activity of direction and coordination the Issuer issues guidelines to the Group's members, also for the purpose of executing instructions issued by the regulatory authorities and in the interest of the stability of the Group.

### **Share Capital of the Issuer**

Pursuant to Article 6 of the By-laws, the subscribed and paid-up share capital of the Issuer is Euro 7,100,000,000 and is represented by 1,515,182,126 ordinary shares without nominal value.

### **Authorisation**

The updates of the Programme was duly authorised by resolution of the management board of the Issuer dated 18 June 2019.

### **Legal Entity Identifier**

The Legal Entity Identifier (LEI) of Banco BPM is 815600E4E6DCD2D25E30.

### **Approval, Listing of Notes and Admission to Trading**

The CSSF has approved this document as a base prospectus. Application has also been made to the Luxembourg Stock Exchange for Notes issued under the Programme to be admitted to trading on the regulated market of the Luxembourg Stock Exchange and to be listed on the Official List of the Luxembourg Stock Exchange. The Luxembourg Stock Exchange's regulated market is a regulated market for the purposes of MiFID II.

The Programme provides that Notes may be listed or admitted to trading, as the case may be, on such other or further stock exchange(s) or markets as may be agreed between the Issuer and the relevant Dealer. The Issuer may also issue unlisted Notes and/or Notes not admitted to trading on any market.

BNP Paribas Securities Services Luxembourg Branch is acting as listing agent in connection with the Programme and the Notes. BNP Paribas Securities Services Luxembourg Branch, being part of a financial group providing client services with a worldwide network covering different time zones, may entrust parts of its operational processes to other BNP Paribas Group entities and/or third parties, whilst keeping ultimate accountability and responsibility in Luxembourg.

## Documents Available

For as long as this Base Prospectus remains valid, copies of the following documents will, when published, be available for inspection from the registered office of the Issuer and from the specified offices of the Paying Agent for the time being in London:

- (a) the by-laws (with an English translation thereof) of the Issuer;
- (b) the most recently published audited annual financial statements of the Issuer in each case together with the audit report prepared in connection therewith and the most recently published unaudited consolidated condensed interim financial statements of the Issuer (with an English translation thereof), together with the limited review report prepared in connection therewith. The Issuer currently intends to prepare audited consolidated and non-consolidated accounts on an annual basis and unaudited consolidated condensed interim financial statements on a semi-annual and quarterly basis;
- (c) the Trust Deed and the Agency Agreement (in each case in relation to the English Law Notes), the Agency Agreement for the Italian Law Notes and the forms of the Global Notes, the Notes in definitive form, the Coupons and the Talons;
- (d) a copy of this Base Prospectus;
- (e) any future base prospectuses, prospectuses, information memoranda, supplements and Final Terms (save that a Final Terms relating to a Note, which is neither admitted to trading on a regulated market in the European Economic Area nor offered in the European Economic Area in circumstances where a prospectus is required to be published under the Prospectus Regulation will only be available for inspection by a holder of such Note upon reasonable request and such holder must produce evidence satisfactory to the Issuer and the Paying Agent as to its proof of holding of Notes and identity) to this Base Prospectus and any other documents incorporated herein or therein by reference; and
- (f) any “Green Bond Framework”, “Social Bond Framework” and/or “Sustainable Bond Framework” that the Issuer may publish in connection with the issuance of Notes classified as “Green Bonds”, “Social Bonds” or “Sustainability Bonds”.

In addition copies of this Base Prospectus, any supplements thereto, each Final Terms relating to Notes which are admitted to trading on the Luxembourg Stock Exchange’s regulated market and each document incorporated by reference are available on the Luxembourg Stock Exchange’s website ([www.bourse.lu](http://www.bourse.lu)). In addition, copies of the by-laws of the Issuer (with an English translation thereof), the Trust Deed (in relation to the English Law Notes) and the provisions governing the meeting of noteholders set out in the Agency Agreement for the Italian Law Notes will be available on the Issuer’s website (<https://gruppo.bancobpm.it/en/>).

## Clearing Systems

The Notes have been accepted for clearance through Euroclear and Clearstream, Luxembourg (which are the entities in charge of keeping the records). The appropriate Common Code and ISIN for each Tranche of Notes allocated by Euroclear and Clearstream, Luxembourg will be specified in the relevant Final Terms. If the Notes are to clear through an additional or alternative clearing system the appropriate information will be specified in the relevant Final Terms. The address of Euroclear is Euroclear Bank S.A./N.V., 1 Boulevard du Roi Albert II, B-1210 Brussels and the address of Clearstream, Luxembourg is Clearstream Banking, 42 Avenue JF Kennedy, L-1855 Luxembourg.

## Conditions for Determining Price

The price and amount of Notes to be issued under the Programme will be determined by the Issuer and each relevant Dealer at the time of issue in accordance with prevailing market conditions.

## Website and Telephone

The website of the Issuer is <https://gruppo.bancobpm.it/en/> and its telephone numbers are +39 02 77 001 and +39 045 8675 111. The information on <https://gruppo.bancobpm.it/en/> does not form part of this Base

Prospectus, except where that information has been incorporated by reference into this Base Prospectus. Other than the information incorporated by reference, the content of the Issuer's website has not been scrutinised or approved by the competent authority.

### **Significant or Material Change**

The COVID-19 pandemic, which resulted in a global recession, has significantly increased the uncertainties in the economy and the financial markets, as discussed in "*Risks related to the impact of global macro-economic factors*" on page 10 of this Base Prospectus; therefore, its direct and indirect impact the Group's results and financial condition cannot yet be finally assessed at the date of this Base Prospectus. Except for the potential direct and indirect impact of the COVID-19 pandemic indicated in the previous paragraph, there has been no significant change in the financial performance or position of the Issuer since 31 March 2021 and there has been no material adverse change in the prospects of the Issuer since 31 December 2020.

### **Litigation**

Save as described under "*Description of the Issuer – Legal Proceedings of the Group – Ongoing Legal and Administrative Proceeding*" and "*– Ongoing Tax Proceedings*", neither the Issuer nor any other member of the Group is or has been involved in any governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the Issuer is aware) in the 12 months preceding the date of this document which may have or have in such period had a significant effect on the financial position or profitability of the Issuer or the Group.

### **Material Contracts**

The Issuer has no material contracts in place which could result in any member of the Group being under an obligation or entitlement that is material to the Issuer's ability to meet its obligations under the Notes, other than those contracts entered into in the ordinary course of business.

### **Independent Auditors**

PricewaterhouseCoopers S.p.A. was appointed by the shareholders' meetings of Banca Popolare di Milano S.c. a r.l. and Banco Popolare – Società Cooperativa held on 15 October 2016 in the context of the Merger as independent auditor of the Issuer for its consolidated and non-consolidated annual financial statements as well as for its interim consolidated financial statements. The engagement of PricewaterhouseCoopers S.p.A. will expire upon approval of the Issuer's financial statements as at and for the year ending 31 December 2025.

PricewaterhouseCoopers S.p.A., is registered in the Register of the Statutory Auditors, in compliance with the provisions of Legislative Decree No. 39/2010 as implemented by the MEF (Decree No. 144 of 20 June 2012). The registered office of PricewaterhouseCoopers S.p.A. is at Piazza Tre Torri, 2, 20145 Milan, Italy.

### **Rating Agencies**

Each of Moody's France SAS and DBRS Ratings GmbH is established in the European Union and registered in accordance with Regulation No. 1060/2009/EC of the European Parliament and the Council dated 16 September 2009 relating to credit rating agencies, and is included in the list of registered credit rating agencies published on the website of the European Securities and Markets Authority at <http://www.esma.europa.eu/supervision/credit-rating-agencies/risk>.

### **Trustee's Action (in the case of the English Law Notes only)**

The Notes provide for the Trustee to take action on behalf of the Noteholders in certain circumstances, but only if the Trustee is indemnified and/or secured and/or prefunded to its satisfaction. It may not be possible for the Trustee to take certain actions and accordingly in such circumstances the Trustee will be unable to take such actions, notwithstanding the provision of an indemnity to it, and it will be for Noteholders to take action directly.

The Trust Deed for the English Law Notes contains provisions permitting the Trustee to rely on any certificate or report of any other person called for by or provided to the Trustee (whether or not addressed to the Trustee) in accordance with or for the purposes of the Trust Deed, the Notes and/or the Coupons notwithstanding that such certificate or report and/or any engagement letter or other document entered into

by the Trustee in connection therewith contains a monetary or other limit on the liability of such other person.

#### **Interests of natural and legal persons involved in the issue/offer**

Certain of the Dealers and their affiliates may have engaged, and may in the future engage, in financing, in investment banking and/or commercial banking transactions and may perform services for the Issuer and its affiliates in the ordinary course of business. Certain of the Dealers and their affiliates may have positions, deal or make markets in the Notes issued under the Programme, related derivatives and reference obligations, including (but not limited to) entering into hedging strategies on behalf of the Issuer and its affiliates, investor clients, or as principal in order to manage their exposure, their general market risk, or other trading activities. In addition, in the ordinary course of their business activities, the Dealers and their affiliates may make or hold a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers. Such investments and securities activities may involve securities and/or instruments of the Issuer or Issuer's affiliates. Certain of the Dealers or their affiliates that have a lending relationship with the Issuer routinely hedge their credit exposure to the Issuer consistent with their customary risk management policies. Typically, such Dealers and their affiliates would hedge such exposure by entering into transactions which consist of either the purchase of credit default swaps or the creation of short positions in securities, including potentially the Notes issued under the Programme. Any such positions could adversely affect future trading prices of Notes issued under the Programme. The Dealers and their affiliates may also make investment recommendations and/or publish or express independent research views in respect of such securities or financial instruments and may hold, or recommend to clients that they acquire, long and/or short positions in such securities and instruments. For the avoidance of doubt, for the purpose of this paragraph the term "**affiliates**" also includes a parent company.

In addition, a Calculation Agent may be appointed by the Issuer in connection with specific Series of Notes issued under the Programme, as set forth in the relevant Final Terms. The Calculation Agent will be an agent of the Issuer and not the agent of the Noteholders, therefore potential conflicts of interest may exist between the Calculation Agent (if any) and Noteholders (including where a Dealer acts as a Calculation Agent), including with respect to certain determinations and judgments that such Calculation Agent may make pursuant to the Conditions.

The relevant Final Terms will specify any other interests of natural and legal persons involved in each issue/offer of Notes under the Programme.

**THE ISSUER**

**BANCO BPM S.p.A.**  
Piazza Filippo Meda, 4  
20121 Milan  
Italy

**TRUSTEE FOR THE ENGLISH LAW NOTES**

**Citicorp Trustee Company Limited**

Citigroup Centre  
Canada Square  
Canary Wharf  
London E14 5LB  
United Kingdom

**ISSUING AND PAYING AGENT**

**Citibank, N.A., London Branch**

Citigroup Centre  
Canada Square  
Canary Wharf  
London E14 5LB  
United Kingdom

*To the Issuer as to English law and Italian law*

**White & Case LLP**

Piazza Diaz, 2  
20123 Milan  
Italy

*To the Issuer as to Italian tax law*

**Studio Legale associato ad Ashurst LLP**

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20121 Milan  
Italy

*To the Dealers as to English and Italian law*

**Clifford Chance  
Studio Legale Associato**

Via Broletto, 16  
20121 Milan  
Italy

*To the Trustee as to English law*

**Clifford Chance LLP**

10 Upper Bank Street  
London E14 5JJ  
United Kingdom

**AUDITORS**

**PricewaterhouseCoopers S.p.A.**

Piazza Tre Torri, 2  
20145 Milan  
Italy

## DEALERS

**Banca Akros S.p.A. – Gruppo Banco BPM**

Viale Eginardo, 29  
20149 Milan  
Italy

**Barclays Bank Ireland PLC**

One Molesworth Street  
Dublin 2  
D02RF29  
Ireland

**BNP Paribas**

16, boulevard des Italiens  
75009 Paris  
France

**BofA Securities Europe SA**

51 Rue La Boétie  
75008 Paris  
France

**Citigroup Global Markets Europe AG**

Reuterweg 16  
60323 Frankfurt am Main  
Federal Republic of Germany

**Citigroup Global Markets Limited**

Citigroup Centre  
Canada Square  
London E14 5LB  
United Kingdom

**Crédit Agricole Corporate and Investment Bank**

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France

**Credit Suisse Securities Sociedad de Valores S.A.**

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28001 Madrid  
Spain

**Deutsche Bank Aktiengesellschaft**

Mainzer Landstr. 11-17  
60329 Frankfurt am Main  
Germany

**HSBC Continental Europe**

38, avenue Kléber  
75116 Paris  
France

**Intesa Sanpaolo S.p.A.**

**Divisione IMI Corporate & Investment Banking**

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20121 Milan  
Italy

**Goldman Sachs International**

Plumtree Court  
25 Shoe Lane  
London EC4A 4AU  
United Kingdom

**Mediobanca – Banca di Credito Finanziario S.p.A.**

Piazzetta Enrico Cuccia, 1  
20121 Milan  
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**J.P. Morgan AG**

Taunustor 1 (TaunusTurm)  
60310 Frankfurt am Main  
Germany

**Nomura Financial Products Europe GmbH**

Rathenauplatz 1  
60313, Frankfurt-am-Main  
Germany

**Société Générale**

29 Boulevard Haussmann  
75009 Paris  
France

**UBS Europe SE**

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