

## “ Results: First quarter 2020 ”

### >> Results

- > Profit for the period of € 6.1 million
- > CET1 ratio Fully Phased at 13.60%.

“The first quarter of the year saw us engaged on several fronts to cope as well as possible with the effects of the unprecedented health, economic and social emergency caused by the pandemic. The BPER Group - with the constant commitment of all its resources - immediately fielded numerous initiatives in the areas where we operate with a view to protecting the health of employees and customers, implementing support measures for families, small businesses and companies, ensuring operational continuity in company processes, also with the introduction of innovative work methods. We acted quickly to prepare what was needed to give our customers access to the Government's measures in support of the economy, receiving over 75 thousand requests for a moratorium in a few weeks, providing funds for redundancy pay advances and processing a huge number of requests for state-guaranteed loans for both individuals and businesses. In the meantime, our Group confirms its proximity to the local areas and communities that we serve by making more than € 3 million available to face the consequences of the health emergency in various situations. A significant part of these resources is the result of an internal fund-raising campaign...”

Alessandro Vandelli, Chief Executive Officer

### >> The quarter in short

#### > February

The Group's preliminary consolidated results for 2019 have been approved

Moody's improves BPER Banca's stand-alone rating to baz with a "stable" outlook  
Subordinated debt rating upgraded to Ba3 from B1

Strategic project approved: agreement with Intesa Sanpaolo Group for acquisition of a going concern consisting of banking branches

Moody's affirmed the ratings of BPER Banca after the announcement of the signing of an agreement with Intesa Sanpaolo for the acquisition of a going concern

#### > March

Revision of the mechanism for the calculation of the consideration for the acquisition of a going concern from Intesa Sanpaolo

Fitch: rating actions on Italian banks due to the reduction in growth prospects and uncertainties related to the health emergency

Moody's affirmed the ratings of BPER Banca and revised the outlook from stable to negative

Approval of the merger draft terms regarding the merger transactions through absorption of CR Bra CR Saluzzo into BPER Banca

### >> Highlights at 31.03.2020

Consolidated income statement	31.03.2020 €/thousands	31.03.2019 €/thousands	Change%
Net interest income	307,971	273,896	+12.44
Net commission income	267,595	192,544	+38.98
Operating income	596,624	495,378	+20.44
Net operating income	185,545	157,645	+17.70
Profit (Loss) for the period pertaining to the Parent Company	6,082	47,971	-87.32

Profitability ratios	31.03.2020	31.12.2019
ROE	0.50%	8.66%
ROTE	0.58%	9.92%
Cost to income ratio*	68.90%	68.18%

Description	31.03.2020 €/thousands	31.12.2019 €/thousands	Change%
Loans to customers	51,034	52,006	-1.87
Total assets	80,099	79,033	+1.35
Direct customers deposit	57,136	58,056	-1.58
Indirect customer deposit	101,621	110,623	-8.14
Total shareholders'equity	5,184	5,292	-2.04

\* The Cost to income ratio has been calculated on the basis of the layout of the reclassified income statement (operating expenses / operating income).

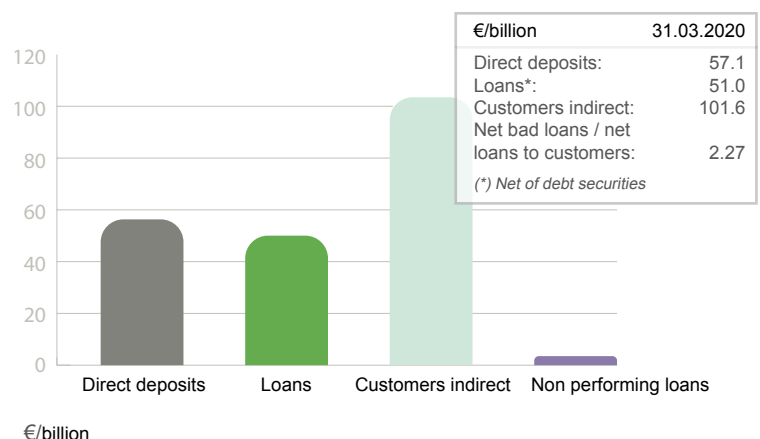
### >> Capital Ratios and main balance sheet

#### >> Capital Ratios regulations

The capital ratios are the following:

<b>CET1 Ratio – Phased In:</b>	<b>13.60%</b>
<b>CET1 Ratio – Fully Loaded:</b>	<b>12.07%</b>
<b>Total Capital ratio Phased In:</b>	<b>16.59%</b>

#### Main balance sheet aggregates at 31.03.2020 <<



## “ Business segment and markets ”

### >> BPER Banca's Share

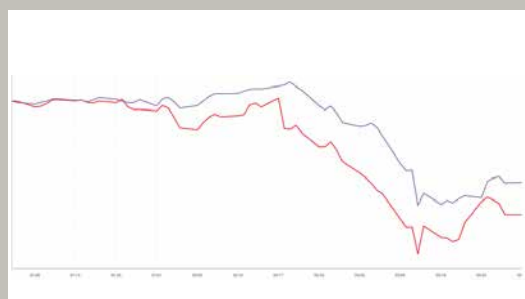
Isin Code: IT0000066123  
Segment: Blue Chip  
Sectors: Banks  
Bloomberg Code: BPE IM  
Reuters Code: EMII.MI

### >> Performance

3 months %: -39.06%  
(from 02-01-2020 to 31-03-2020)  
1 year %: -24.14%  
(from 01-04-2019 to 31-03-2020)

### >> BPER sector

#### BPER Banca vs Italian market (FTSE Mib)



Closing price	02/01/2020	31/03/2020	Change %
BPER Banca	4.595	2.800	-39.06
FTSE Mib	23,836.26	17,050.93	-28.47

### >> Ratings

## MOODY'S

Last review: 26/03/2020

Short term Deposit: P-3  
Long term Deposit (Outlook): Baa3 (Negative)  
Long-term Senior Unsecured (Outlook): Ba3 (Negative)  
Baseline Credit Assessment (BCA): ba2

## FitchRatings

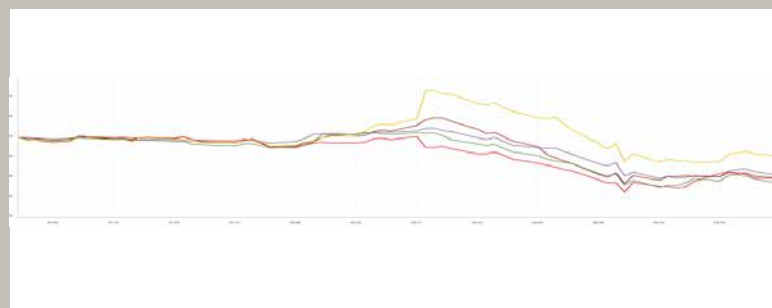
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Last review: 01/04/2020

Long-term Issuer Default Rating: BB (RWN)  
Short-term Issuer Default Rating: B  
Long-term Deposit Rating: BB+ (RWN)  
Long-term Senior Unsecured Rating: BB (RWN)  
Subordinated debt: B+ (RWN)

RWN: Rating Watch Negative

#### BPER Banca vs main banks



Closing price	02/01/2020	31/03/2020	Change %
BPER Banca	4.595	2.800	-39.06
Banco BPM	2.050	1.200	-41.46
UBI Banca	2.940	2.407	-18.13
Unicredit	13.488	7.147	-47.01
Intesa Sanpaolo	2.381	1.488	-37.51

### >> BPER Banca Corporate Bodies

#### >> Top Management



Ing. Pietro Ferrari - President



Dott. Alessandro Vandelli - Managing Director



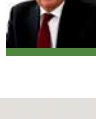
Dott. Stefano Rossetti - Vice Direttore Generale vicario



Dott. Eugenio Garavini - Vice General Manager



Dott. Pierpio Cerfogli - Vice General Manager



Dott. Gian Enrico Venturini - Vice General Manager  
and B.o.D. Secretary



Dott. Claudio Battistella - Vice General Manager



#### >> Board of Directors

Updated to the Shareholders' Meeting of April 22, 2020

**Chairman:**  
Mr. Pietro Ferrari

**Deputy Chairman:**  
Mr. Giuseppe Capponcelli

**Managing Director:**  
Mr. Alessandro Vandelli (\*)

**Directors:**  
Mr. Riccardo Barbieri  
Mr. Massimo Belcredi  
Mrs. Mara Bernardini  
Mr. Luciano Filippo Camagni (\*)  
Mr. Alessandro Robin Foti  
Mrs. Elisabetta Gualandri  
Mrs. Ornella Rita Lucia Moro  
Mr. Mario Noera (\*)  
Mrs. Roberta Marracino  
Mrs. Rossella Schiavini (\*\*)  
Mrs. Valeria Venturelli  
Mrs. Marisa Pappalardo

**Vice General Manager and B.o.D. Secretary**  
Dott. Gian Enrico Venturini

(\*) Members of Executive Committee

(\*\*) Chairman of the Executive Committee

