

BASE PROSPECTUS



€6,000,000,000

EURO MEDIUM TERM NOTE PROGRAMME

for the issue of notes by

BPER Banca S.p.A.

This base prospectus (the "**Base Prospectus**") constitutes a base prospectus for the purposes of Article 8 of Regulation (EU) 2017/1129 (the "**Prospectus Regulation**"). BPER Banca S.p.A. (the "**Bank**" or the "**Issuer**" or "**BPER**") may from time to time issue instruments in bearer form governed by English law (the "**English Law Notes**") and instruments governed by Italian law (the "**Italian Law Notes**", and together with the English Law Notes, the "**Notes**") under the Euro Medium Term Note Programme (the "**Programme**") and denominated in such currencies as may be from time to time agreed with the relevant Dealer(s) (as defined below).

The Notes issued under the Programme may qualify as senior preferred notes (the "**Senior Preferred Notes**"), senior non-preferred notes (the "**Senior Non-Preferred Notes**" and together with the Senior Preferred Notes, the "**Senior Notes**"), and subordinated notes (the "**Subordinated Notes**"), subject in each case to compliance with all relevant laws, regulations and directives.

The sum of the nominal amounts in respect of the Notes outstanding at any one time under the Programme will not exceed €6,000,000,000 (or its equivalent in other currencies). The Notes may be issued on a continuing basis to one or more of the Dealers specified herein and any additional Dealer appointed under the Programme from time to time, which appointment may be for a specific issue or on an ongoing basis (each a "**Dealer**" and, together, the "**Dealers**").

No Notes may be issued under the Programme which have a minimum denomination of less than Euro 100,000 (or equivalent in another currency), while Senior Non-Preferred Notes issued under the Programme will have a denomination of at least Euro 250,000 (or, where the Senior Non-Preferred Notes are denominated in a currency other than euro, the equivalent amount in such other currency).

The terms and conditions for the English Law Notes are set out herein in "Terms and Conditions for the English Law Notes" and the terms and conditions for the Italian Law Notes are set out herein in "Terms and Conditions for the Italian Law Notes". References to the "Notes" shall be to the English Law Notes and/or the Italian Law Notes, as appropriate and references to the "Terms and Conditions" or the "Conditions" shall be to the Terms and Conditions for the English Law Notes and/or the Terms and Conditions for the Italian Law Notes, as appropriate. For the avoidance of doubt, in "Terms and Conditions for the English Law Notes", references to the "Notes" shall be to the English Law Notes, and in "Terms and Conditions for the Italian Law Notes", references to the "Notes" shall be to the Italian Law Notes.

This Base Prospectus has been approved by the *Commission de Surveillance du Secteur Financier* (the "**CSSF**") in its capacity as competent authority under the Prospectus Regulation for the approval of this Base Prospectus. Pursuant to the Prospectus Regulation, by approving this Base Prospectus the CSSF assumes no responsibility as to the economic and financial soundness of the Notes to be issued thereunder or the quality or solvency of the Issuer. The CSSF has only approved 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 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 this Base Prospectus the CSSF does not engage in respect of the economic or financial opportunity of the operation or the quality and solvency of the Issuer.

This Base Prospectus is valid for a period of twelve months from the date of approval.

The Programme has been rated "(P)Ba3" (*Senior Unsecured*) and "(P)B1" (*Subordinated*) by Moody's Investors Service Limited ("**Moody's**") and "BB" (*Long-term senior unsecured*) and "B" (*Short-term*

senior unsecured) by Fitch Ratings Ltd ("**Fitch**"). Each of Moody's and Fitch is included in the list of credit rating agencies published by the European Securities and Market Authority on its website (at <https://www.esma.europa.eu/page/List-registered-and-certified-CRAs>) in accordance with the European Union and registered under Regulation (EC) No 1060/2009, as amended.

Application has also been made for Notes issued under the Programme to be listed on the Official List and admitted to trading on the regulated market of the Luxembourg Stock Exchange. The regulated market of the Luxembourg Stock Exchange is a regulated market for the purpose of Directive 2014/65/EU on Markets in Financial Instruments ("**MiFID II**") (the "**Regulated Market**"). The Programme also permits Notes to be issued on the basis that they will not be admitted to listing, trading and/or quotation by any listing authority, market, stock exchange and/or quotation system or that they will be admitted to listing, trading and/or quotation by such other or further listing authorities, stock exchanges and/or quotation systems as may be agreed between the Issuer and the Dealers.

This Base Prospectus supersedes and replaces the Base Prospectus dated 4 April 2019 and any supplement thereto.

Any Notes to be issued under the Programme from the date hereof are to be issued subject to the provisions set out herein. This does not affect any Notes already in issue at the date hereof.

Amounts payable under the Notes may be calculated by reference to EURIBOR, which is provided by the European Money Markets Institute, to LIBOR, which is provided by ICE Benchmark Administration, to the CMS Rate, which may be provided by, among others, the administrator of EURIBOR or the administrator of LIBOR, in each case as specified in the applicable Final Terms. As at the date of this Base Prospectus, the ICE Benchmark Administration (as administrator of LIBOR and CMS) and the European Money Markets Institute (as administrator of EURIBOR) are included in register of administrators maintained by the European Securities and Markets Authority ("**ESMA**") under Article 36 of the Regulation (EU) No. 2016/1011 ("**Benchmarks Regulation**").

As far as the Issuer is aware, the transitional provisions in Article 51 of the Benchmarks Regulation apply, such that the administrator of the EURIBOR is not currently required to obtain authorisation or registration (or, if located outside the European Union, recognition, endorsement or equivalence). The registration status of any administrator under the Benchmarks Regulation is a matter of public record and save where required by applicable law the Issuer does not intend to update applicable Final Terms to reflect any change in the registration status of administrator.

Investing in Notes issued under the Programme involves certain risks. The risk factors that may affect the abilities of the Issuer to fulfil its obligations under the Notes are discussed in the "Risk Factors" section below.

Lead Arranger
Citigroup

Dealers

Banca IMI
BNP PARIBAS
Citigroup
Deutsche Bank
HSBC
Mediobanca - Banca di Credito
Finanziario S.p.A.
Nomura
UBS Investment Bank

Barclays
BPER Banca S.p.A.
Credit Suisse
Goldman Sachs International
J.P. Morgan
NatWest Markets
Société Générale Corporate &
Investment Banking

28 January 2020

IMPORTANT NOTICES

Payments of interest, premium and other income relating to the Notes issued by the Issuer are subject to a substitute tax (referred to as "*imposta sostitutiva*") of 26 per cent. pursuant to Legislative Decree No. 239 of 1 April 1996 in certain circumstances. In order to obtain exemption at source from *imposta sostitutiva* in respect of payments of interest, premium and other income relating to the Notes, each Noteholder not resident in the Republic of Italy is required to certify that such Noteholder is (i) deemed to be resident in a country which recognises the Italian fiscal authorities' right to a satisfactory exchange of information and (ii) the beneficial owner of payments of interest or other income relating to the Notes, all as more fully set out in "*Taxation*" on page 195.

Notes that qualify as atypical securities ("*titoli atipici*") are subject to withholding tax levied at the rate of 26 per cent. in respect of premium (if any) and other income pursuant to Law Decree No. 512 of September 1983, as amended.

For each Tranche of Notes which is issued under the Programme, final terms will be prepared containing the information required to complete the information for the relevant issue (each "**Final Terms**") which, with respect to Notes to be listed on the Official List and admitted to trading on the Regulated Market, will be delivered to the Luxembourg Stock Exchange and filed with the CSSF. In relation to each Tranche of Notes issued under the Programme, this Base Prospectus should be read in conjunction with the applicable Final Terms.

The Notes of each Tranche will initially be represented by a temporary global note ("**Temporary Global Note**") which (i) in respect of a Temporary Global Note which is not intended to be issued in new global note form, will be deposited on the issue date thereof with a common depositary on behalf of Euroclear Bank SA/NV ("**Euroclear**") and Clearstream Banking, *société anonyme* ("**Clearstream, Luxembourg**") and/or any other agreed clearance system, and (ii) in respect of a Temporary Global Note which is intended to be issued in new global note form, will be deposited on the issue date thereof with a common safekeeper for Euroclear and/or Clearstream, Luxembourg and/or any other agreed clearance system. Each Temporary Global Note will be exchangeable, as specified in the applicable Final Terms, for either a permanent global note ("**Permanent Global Note**") or Notes in definitive form, in each case upon certification as to non-US beneficial ownership as required by U.S. Treasury Regulations. A Permanent Global Note will be exchangeable, in whole but not in part, for definitive Notes, all as further described in "*Form of the Notes*" section set out on page 49.

The Issuer and, in the case of English Law Notes, the Trustee may agree with any Dealer(s) that Notes may be issued in a form not contemplated by the Terms and Conditions of the Notes respectively, in which case a prospectus specific to such Tranche of Notes (a "**Drawdown Prospectus**"), will be made available which will describe the effect of the agreement reached in relation to such Notes.

Where a claim relating to the information contained in this Base Prospectus is brought before a court in a Member State of the European Economic Area, the plaintiff may, under the national legislation of the Member State where the claim is brought, be required to bear the costs of translating the Base Prospectus before the legal proceedings are initiated.

This Base Prospectus is to be read in conjunction with all documents which are deemed to be incorporated herein by reference (see "*Information Incorporated by Reference*" section on page 36) and shall be construed on the basis that such documents are incorporated by reference in and form part of this Base Prospectus.

This Base Prospectus constitutes a base prospectus for the purposes of Article 8 of the Prospectus Regulation.

Neither the Dealers nor, in the case of English Law Notes, the Trustee, have independently verified all 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, in the case of the English Law Notes, the Trustee, or any of their respective affiliates as to the accuracy or completeness of the information contained in this Base Prospectus or any other information provided by the Issuer in connection with the Programme or any Notes or their distribution. The statements made in this paragraph are made without prejudice to the responsibility of the Issuer under the Programme.

No person is or has been authorised to give any information or to make any representation not contained in or not consistent with this Base Prospectus or any other information supplied in connection with the Programme or any Notes 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, in the case of the English Law Notes, the Trustee.

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

The delivery of this Base Prospectus does not at any time 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, in the case of English Law Notes, the Trustee expressly do not undertake to review the financial condition or affairs of the Issuer during the life of the Programme.

The distribution of this Base Prospectus and the offer, distribution or sale of Notes may be restricted by law in certain jurisdictions. The Issuer, the Dealers and, in case of English Law Notes, the Trustee do not represent that this document 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, any of the Dealers or, in the case of the English Law Notes, the Trustee, which would permit a public offering of any Notes or distribution of this document 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 and the Dealers have represented that all offers and sales by them will be made on the same terms. Persons into whose possession this Base Prospectus or any Notes come must inform themselves about, and observe any such restrictions. For details of certain restrictions on the distribution of this Base Prospectus and the offer or sale of Notes in the United States, the United Kingdom, the Republic of Italy, Japan and France, see "*Subscription and Sale*" below.

The Notes have not been and will not be registered under the United States Securities Act 1933, as amended (the "**Securities Act**"), will be in bearer form and subject to US tax law requirements. Subject to certain exceptions, Notes may not be offered, sold or delivered within the United States or to US persons (see "*Subscription and Sale*" below).

This Base Prospectus has not been submitted to the clearance procedure of *Commissione Nazionale per le Società e la Borsa* ("**CONSOB**") and may not be used in connection with any offer of the Notes in Italy other than (i) to qualified investors (*investitori qualificati*) as defined pursuant to Article 100 of Legislative Decree No. 58 of 24 February 1998, as amended (the "**Consolidated Finance Act**") and Article 34-ter, first paragraph, letter b) of CONSOB Regulation No. 11971 of 14 May 1999, as ("**Regulation No. 11971**") or (ii) in circumstances which are exempted from the rules on public offerings pursuant to Article 100 of the Consolidated Finance Act and Article 34-ter of Regulation No. 11971.

In this Base Prospectus, unless otherwise specified, or where the context requires otherwise, references to a "**Member State**" are references to a Member State of the EEA, references to "**€**", "**Euro**", "**EUR**" or "**euro**" are to the currency introduced at the start of the third stage of European economic and monetary union and as defined in Article 2 of Council Regulation (EC) No 974/98 of 3 May 1998 on the introduction of the euro, as amended.

All references in this document to "**US dollars**", "**US\$**" and "**\$**" refer to the currency of the United States of America, references to "**Sterling**" and "**£**" refer to the currency of the United Kingdom and references to "**Japanese Yen**", "**Yen**" and "**¥**" refer to the currency of Japan.

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 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 final 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. Any stabilisation action or over-allotment must be conducted by the Stabilising Manager(s), or persons acting on behalf of the Stabilising Manager(s), in accordance with all applicable laws and rules.

IMPORTANT – EEA RETAIL INVESTORS - If the Final Terms in respect of any Notes include 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 Directive 2014/65/EU ("**MiFID II**"); or (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended or superseded, 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., or (iii) not a qualified investor as defined in Regulation (EU) 2017/1129 (as amended and superseded, the "**Prospectus Regulation**"). 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.

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 such 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 at the time of issue about whether, for the purpose of the product governance rules under EU Delegated Directive 2017/593 (the "**MiFID Product Governance Rules**"), any Dealer subscribing for a Tranche of Notes is a manufacturer in respect of that Tranche, 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.

Notification under Section 309B(1)(c) of the Securities and Futures Act (Chapter 289 of Singapore), as modified or amended from time to time (the SFA) – Unless otherwise stated in the Final Terms in respect of any Notes, all Notes issued or to be issued under the Programme shall be prescribed capital markets products (as defined in the Securities and Futures (Capital Markets Products) Regulations 2018 of Singapore) and Excluded Investment Products (as defined in MAS Notice SFA 04-N12: Notice on the Sale of Investment Products and MAS Notice FAA-N16: Notice on Recommendations on Investment Products).

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GENERAL DESCRIPTION OF THE PROGRAMME

Under the Programme, the Issuer may from time to time issue Notes denominated in any currency, subject as set out herein. Key features of the Programme relating to the Notes appear below. The applicable terms of any Notes will be agreed between the Issuer and the relevant Dealer(s) prior to the issue of the Notes and will be set out in the Terms and Conditions of the Notes endorsed on, or incorporated by reference into, the Notes, as completed by the applicable Final Terms attached to, or endorsed on, such Notes, as more fully described under "*Form of the Notes*" below.

This Base Prospectus and any supplement will only be valid for issuing Notes in an aggregate nominal amount which, when added to the aggregate nominal amount then outstanding of all Notes previously or simultaneously issued under the Programme, does not exceed €6,000,000,000 or its equivalent in other currencies. For the purpose of calculating the euro equivalent of the aggregate nominal amount of Notes the euro equivalent of Notes denominated in another Specified Currency (as defined under "*Form of the Notes*" below) shall be determined, at the discretion of the Issuer (in the case of the issue of Notes), either as at the agreement date for such Notes or, in either case, on the preceding day on which commercial banks and foreign exchange markets are open for business in London, in each case on the basis of the spot rate for the sale of the euro against the purchase of such Specified Currency in the London foreign exchange market quoted by any leading international bank selected by the Issuer on the relevant day of calculation.

RISK FACTORS

The Issuer believes that the following factors may affect its ability to fulfil its obligations under Notes issued under the Programme. These factors are contingencies that may or may not occur and the Issuer is not in a position to express a view on the likelihood of any such contingency occurring. Factors which could be 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. In addition, the following risk factors are presented in a limited number of categories depending on their nature and, in each category, the most material risk factors for the Issuer or the Issuer's group (the "**BPER Group**" or the "**Group**") are mentioned first.*

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 "Forms of the Notes", "Terms and Conditions for the English Law Notes" and "Terms and Conditions for the Italian Law Notes" or elsewhere in this Base Prospectus have the same meaning in this section. Prospective investors should read the entire Base Prospectus.

Factors that may affect the Issuer's ability to fulfil its obligations under or in connection with the Notes issued under the Programme
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The risks below have been classified into the following categories:

1. *Risks relating to the Issuer's financial position;*
2. *Risks relating to the Issuer's business activity and industry;*
3. *Risks related to the legal and regulatory environment of the Issuer;*
4. *Risks related to the internal control of the Issuer;*
5. *Risks related to the political, environmental, social and governance environment of the Issuer.*

1. Risks relating to the Issuer's Financial Position

Competition

In recent years, the Italian banking sector has seen increasing price competition as a consequence of the deregulation of the banking sector, resulting in the curtailment of protectionist national laws by EU regulation and a blurring of the distinction between different types of financial services. This has led to a reduction in the difference between borrowing and lending rates and has had an impact on commissions and fees, particularly relating to dealings conducted on behalf of third parties as an intermediary bank.

In addition, downturns in both the global and Italian economy could add to this pressure through increased price competition and lower transaction volumes. If the Issuer is unable to compete with competitors' products and service offerings it may lose market share or incur losses.

Impact of events which are difficult to anticipate

The Issuer's earnings and business are affected by general economic conditions, the performance of financial markets, interest rate levels, currency exchange rates, changes in laws and regulations, changes in the policies of central banks, particularly the Bank of Italy and the European Central Bank (ECB), and competitive factors, at a regional, national and international level. Each of these factors can change the level of demand for the Issuer's products and services, the credit quality of borrowers and counterparties, the interest rate margin of the Issuer between lending and borrowing costs and the value of the Issuer's investment and trading portfolios.

Changes in interest rates

Fluctuations in interest rates influence the financial performance of BPER and its subsidiaries (the "**BPER Group**" or the "**Group**"). The results of the BPER Group's banking operations are affected by its management of interest rate sensitivity and, in particular, changes in market interest rates. Interest rate sensitivity refers to the relationship between changes in market interest rates and changes in net interest income. A mismatch of interest-earning assets and interest-bearing liabilities in any given period, which tends to accompany changes in interest rates, may have a material effect on the BPER Group's financial condition or results of operations.

Rising interest rates in line with the yield curve can increase the BPER Group's cost of funding at a higher rate than the yield on its assets due, for example, to a mismatch in the maturities of its assets and liabilities that are sensitive to interest rate changes or a mismatch in the degree of interest rate sensitivity of assets and liabilities with similar maturities. At the same time, decreasing interest rates can also reduce the yield on the BPER Group's assets at a rate, which may not correspond to the decrease in the cost of funding.

In addition, in recent years, the Italian banking sector has been characterised by increasing competition, which, together with the low level of interest rates, has caused a sharp reduction in the difference between borrowing and lending rates, and has made it difficult for the BPER Group to maintain positive growth trends in interest rate margins.

Business Concentration Risk

The Issuer's key market geographically is the Emilia Romagna region, where the Issuer has historically operated and where the majority of its branches are currently located.

Risks arising from changes in credit quality and the recoverability of loans and amounts due from counterparties are inherent in a wide range of the Issuer's businesses. Adverse changes in the credit quality of the Issuer's borrowers and counterparties (as mentioned above), particularly concentrated in the Emilia Romagna region or a general deterioration in either the Italian or global economic conditions, or arising from systemic risks in the financial system, could affect the recoverability and value of the Issuer's assets and require an increase in the Issuer's impairment provision for bad and doubtful debts and other provisions.

Risks connected to a potential rating downgrade

BPER is rated by (i) Moody's Investors Service Limited ("**Moody's**"), and (ii) Fitch Ratings Ltd ("**Fitch**") which are established in the European Union and registered under Regulation (EC) No. 1060/2009 on credit rating agencies, (as amended) (the "**CRA Regulation**") as set out in the list of credit rating agencies registered in accordance with the CRA Regulation published on the website of the European Securities and Markets Authority pursuant to the CRA Regulation. A downgrade of the Issuer's rating (for whatever reason) might result in higher funding and refinancing costs for the Issuer in the capital markets. In addition, a downgrade of the Issuer's rating may limit the Issuer's opportunities to extend mortgage loans and may have a particularly adverse effect on the Issuer's image as a participant in the capital markets, as well as in the eyes of its clients. These factors may have an adverse effect on the Issuer's financial condition and/or the results of its operations and, as a consequence, on the rating assigned to the Notes where applicable.

Risks associated with general economic, financial and other business conditions

The results of the BPER Group are affected by the global economic and financial conditions. During recessionary periods, there may be less demand for loan products and a greater number of the BPER Group's customers may default on their loans or other obligations. Interest rate rises may also have an impact on the demand for mortgages and other loan products. Fluctuations in interest rates and in ratings in the Eurozone and in the other markets in which the BPER Group operates influence its performance.

Rising market tensions might negatively affect the funding costs and economic outlook of some Euro member states. This, together with the risk that some countries might eventually leave the Euro area, would have a material and negative impact on the BPER Group and/or on the BPER Group's clients, with negative implications for the BPER Group's business, results and financial position.

Lingering market tensions might affect negatively the global economy and hamper the recovery of the Euro area. Moreover, the tightening fiscal policy by some countries (including the Republic of Italy) might weigh on households disposable income and on corporate profits with negative implications for the BPER Group's business, results and financial position.

Any further deterioration of the Italian economy would have a material adverse effect on the BPER Group's business, in light of the BPER Group's significant exposure to the Italian economy.

The European Central Bank'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 tensions, limiting the refinancing risk for the banking system and leading to a tightening of credit spreads. The possibility that the European Central Bank 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 BPER Group's business, results and financial position.

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 BPER Group as well as the financial resources of the BPER Group's clients holding similar securities. The occurrence of any of the above events may cause the BPER Group to suffer losses, increases in funding costs and a diminution in the value of its assets, with a potential adverse effect on the BPER Group liquidity, financial position and results of transactions including its ability to access the capital and financial markets and to refinance debt in order to meet its funding requirements.

Protracted market declines and reduced liquidity in the markets

Protracted adverse market movements, particularly the decline of asset prices, can reduce market activity and market liquidity. These developments can lead to material losses if the BPER Group cannot close out deteriorating positions in a timely manner.

In addition, protracted or steep declines in the share capital or bond markets in Italy and elsewhere may adversely affect the BPER Group's securities activities and its asset management services, as well as its investments in and sales of products linked to the performance of financial assets.

During recessionary periods, there may be less demand for loan products and a greater number of the BPER Group's customers may default on their loans or other obligations. The rise in interest rates may also have an impact on the demand for mortgages and other loan products. In addition, the continued liquidity crisis in other affected economies may create difficulties for the BPER Group's borrowers to refinance or repay loans to the BPER Group's loan portfolio and potentially increase the BPER Group's non-performing loan levels.

The prolonged global economic crisis may weaken the economic recovery, partly as a consequence of the exit strategies to be implemented by the EU and the United States on withdrawal of the assistance granted in recent years to assure the liquidity and stability of the financial system. In this case, the economic and financial position of the BPER Group might suffer further adverse consequences.

2. Risks relating to the Issuer's business activities and industry

Issuer's business activities

As a credit institution, the Issuer is exposed to the typical risks associated with the business of a financial intermediary such as credit risk, market risk, interest rate risk, liquidity and operational risks, in addition to a series of other risks typical to such businesses including strategic risk, legal risk, tax and reputational exposure.

Credit risk relates to the risk of loss arising from counterparty default (in particular, recoverability of loans) or in the broadest sense, from a failure to perform contractual obligations, including on the part of any guarantors.

The Issuer's business depends to a substantial degree on the creditworthiness of its customers. The Issuer is exposed to normal lending risks and thus may not, for reasons beyond its control (such as, for example, fraudulent behaviour of customers), have access to all relevant information regarding any particular customer, their financial position, or their ability to pay amounts owed or repay amounts borrowed. Any failure by its customers to accurately report their financial and credit position or to comply with the terms of their agreements or other contractual provisions could have an adverse effect on the Issuer's business and financial results.

Market risk relates to the risk arising from market transactions in connection with financial instruments, currencies and commodities. The Issuer's trading revenues and the extent of exposure to the interest rate risk are dependent upon its ability to effectively identify changes in the value of financial instruments caused by fluctuations in market prices or interest rates. The Issuer's financial results are also dependent upon how

effectively the Issuer determines and assesses the cost of credit and manages its own credit risk through portfolio diversification.

Interest rate risk refers to the possibility of the Issuer incurring losses as a result of a poor performance in market interest rates.

Liquidity risk relates to the Issuer's ability or lack thereof to meet cash disbursements in a timely and economic manner. It is quantified as the additional cost arising from asset sales and/or negotiation of new liabilities incurred by the intermediary when required to meet unexpected commitments by way of recourse to the market. The activity of the Group may be negatively affected by the availability of liquidity in both the institutional and retail markets. The Group also borrows from the ECB. Accordingly, any adverse change to the ECB's lending policy or funding requirements, including changes to the criteria to identify the asset classes that can be accepted by the ECB as collateral for calculating the value of such assets could affect the Group's results of operations, business and financial condition.

3. Risks related to the legal and regulatory environment of the Issuer

Risks connected to recent ECB guidance on NPL provisioning

The ECB has published on 20 March 2017 its final guidance on non-performing loans ("NPLs") as amended and supplemented in March 2018 for NPLs classified as such after 1 April 2018. It outlines measures, processes and best practices which banks should incorporate when tackling NPLs. The ECB expects banks to fully adhere to the guidance in line with the severity and scale of NPLs in their portfolios. In addition, on 15 March 2018, the ECB published an addendum to the ECB guidance to banks on NPLs. The addendum supplements the qualitative guidance on NPLs dated 20 March 2017 and specifies the ECB's supervisory expectations for prudent levels of provisions for new NPLs.

The guidance calls on banks to implement realistic and ambitious strategies to work towards a holistic approach regarding the problem of NPLs. This includes areas such as governance and risk management. For instance, banks should ensure that managers are incentivised to carry out NPL reduction strategies. This should also be closely managed by their management bodies. The ECB does not stipulate quantitative targets to reduce NPLs. Instead, it asks banks to devise a strategy that could include a range of policy options such as NPL work-out, servicing, and portfolio sales.

The guidance is applicable as of its date of publication and is currently non-binding in nature. However, banks should explain and substantiate any deviations upon supervisory request. This guidance is taken into consideration in the Single Resolution Mechanism regular supervisory review and evaluation process and non-compliance may trigger supervisory measures. To this end, the new EU Regulation no. 2019/630 which entered into force on 26 April 2019, complements existing prudential rules and requires a deduction from own funds where NPLs are not sufficiently covered by provisions or other adjustments. The minimum coverage levels thus act as a "statutory prudential backstop". In order to facilitate a smooth transition towards the new prudential backstop, Regulation no. 2019/630 will only apply to NPLs arising from loans originated from 26 April 2019 onwards.

See "*Description of the Issuer - Recent Developments*" for further information on ECB guidance to banks on NPLs.

Evolving regulatory environment

The Issuer's business is governed by Italian domestic and European Union legislation relating to the financial and banking sectors and is subject to extensive regulation and supervision by the Bank of Italy, CONSOB (the public authority responsible for regulating the Italian securities market), the European Central Bank and the European System of Central Banks.

The Issuer has as its corporate object the raising of funds for investment and the provision of credit in its various forms. The banking laws applicable to BPER Group govern the activities in which banks may engage and are designed to ensure financial stability, sound and prudent management of banks and other entities in banking groups, and to limit their exposure to risk. In addition, the Issuer must comply with financial services laws that govern its marketing and selling practices.

In addition, regulators and supervisory authorities are taking an increasingly strict approach to regulations and their enforcement that may not be to the Issuer's benefit. A breach of any regulations by the Issuer could lead to intervention by supervisory authorities and the Issuer could come under investigation and surveillance, and be involved in judicial or administrative proceedings. The Issuer may also become subject to new regulations and

guidelines that may require additional investments in systems and people and compliance with which may place additional burdens or restrictions on the Issuer. No assurance can be given that laws and regulations will be adopted, enforced or interpreted in a manner that will not have an adverse effect on the business, financial condition, cash flows and results of operations of the BPER Group. Investors should consult their own advisers as to the consequences for them of the application of the above regulations as implemented by each Member State.

Bank Recovery and Resolution Directive

On 2 July 2014, the directive providing for the establishment of an EU-wide framework for the recovery and resolution of credit institutions and investment firms (Directive 2014/59/EU) (the "**Bank Recovery and Resolution Directive**" or "**BRRD**") entered into force.

The BRRD is designed to provide authorities with a credible set of tools to intervene sufficiently early and quickly in an unsound or failing institution so as to ensure the continuity of the institution's critical financial and economic functions, while 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 all 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 (including, *inter alia*, the Senior Preferred Note, the Senior Non-Preferred Notes and the Subordinated Notes) of a failing institution and to convert certain unsecured debt claims (including, *inter alia*, the Senior Preferred Notes, Senior Non-Preferred Notes and the Subordinated Notes) to equity (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 exhausted the above resolution tools to the maximum extent possible 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 EU state aid framework and the BRRD.

An institution will be considered as 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 or other liabilities 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 the Subordinated Notes) at the point of non-viability and before (or simultaneously), any other resolution action is taken ("**Non-Viability Loss Absorption**"). Any shares issued upon any such conversion into equity 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 or group meets the conditions for resolution (but no resolution action has yet been taken) or that the institution or group will no longer be viable unless the relevant capital instruments are written-down or converted or extraordinary public support is to be provided and without such support the appropriate authority determines that the institution would no longer be viable.

Therefore, also in a non-bankruptcy scenario, in case of application of the bail-in tool, the Senior Preferred Notes, Senior Non-Preferred Notes and the Subordinated Notes might be written down to zero, or converted to equity, without the prior consent of the relevant Noteholders.

The BRRD has been implemented in Italy through the adoption of two Legislative Decrees by the Italian Government. In particular, Legislative Decrees Nos. 180/2015 and 181/2015 implementing the BRRD in Italy (the "**BRRD Implementing Decrees**") were published in the Italian Official Gazette (*Gazzetta Ufficiale*) on 16 November 2015. Legislative Decree No. 180/2015 is a stand-alone law, which implements the BRRD in Italy, while Legislative Decree No. 181/2015 amends the Legislative Decree No. 385 of 1 September 1993 and deals principally with recovery plans, early intervention and changes to the creditor hierarchy. The BRRD Implementing Decrees entered into force on 16 November 2015, save for: (i) the bail-in tool, which applied from 1 January 2016; and (ii) the "depositor preference" to deposits other than those protected by the deposit guarantee scheme and those of individuals and small and medium enterprises, which apply from 1 January 2019.

In the context of these resolution tools, the resolution authorities have the power to amend or alter the maturity of debt instruments and other eligible liabilities issued by an institution under resolution 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. 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, at 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 Senior Notes and Subordinated Notes of a Series may be subject to write-down/conversion upon an application of the General Bail-In Tool while other Series of Senior Notes or, as appropriate, Subordinated Notes (or, in each case, other *pari passu* ranking liabilities) are partially or fully excluded from such application of the General Bail-In Tool. Further, although the BRRD provides a safeguard in respect of shareholders and creditors upon application of resolution tools, Article 75 of the BRRD sets out that such protection is limited to the incurrence by shareholders or, as appropriate, creditors, of greater losses as a result of the application of the relevant tool than they would have incurred in a winding up under normal insolvency proceedings. It is therefore possible not only that, in circumstances in which Senior Notes or Subordinated Notes have been partially or fully written-down/converted into equity capital instruments on an application of the General Bail-In Tool, the claims of other holders of junior or *pari passu* liabilities may have been excluded from the application of the General Bail-In Tool and therefore the holders of such claims may receive a treatment which is more favourable than that received by holders of Senior Notes or Subordinated Notes, but also that the safeguard referred to above does not apply to ensure equal (or better) treatment compared to the holders of such fully or partially excluded claims because the safeguard is not intended to address such possible unequal treatment but rather to ensure that shareholders or creditors do not incur greater losses in a bail-in (or other application of a resolution tool) than they would have received in a winding up under normal insolvency proceedings.

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 Directive 2014/49/EU have a ranking in normal insolvency proceedings which is higher than the ranking which applies to claims of ordinary, unsecured, non-preferred creditors, such as holders of Senior Notes. 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 has amended the creditor hierarchy in the case of admission of Italian banks and investment firms to liquidation proceedings (and therefore the hierarchy which will apply in order to assess claims pursuant to the safeguard provided for in Article 75 of the BRRD as described above), 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 small and medium sized enterprises will benefit from priority over senior unsecured liabilities, though with a ranking which is lower than that provided for deposits of individuals and small and medium sized enterprises exceeding the coverage limit of the deposit guarantee scheme. This means that, as from 1 January 2019, significant amounts of liabilities in the form of large corporate and interbank deposits which under the national insolvency regime in force prior to such date in Italy ranked *pari passu* with Senior Preferred Notes, will rank higher than Senior Preferred Notes in normal insolvency proceedings and therefore that, on application of the General Bail-In Tool, such creditors will be written-down/converted into equity capital instruments only after Senior Preferred Notes. Therefore, the safeguard set out in Article 75 of the BRRD (referred to above) would not provide any protection to specific Italian banks' counterparties since, as noted above, 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.

Legislative Decree No. 181/2015 has also introduced strict limitations on the exercise of the statutory rights of set-off normally available under insolvency laws, in effect prohibiting set-off by any creditor in the absence of an express agreement to the contrary. Since each holder of Subordinated Notes, Senior Non-Preferred Notes and,

in circumstances where the waiver is selected (as applicable in the relevant Final Terms), the Senior Preferred Notes will have expressly waived any rights of set-off, counterclaim, abatement or other similar remedy which it might otherwise have, under the laws of any jurisdiction, in respect of such Senior Notes or Subordinated Notes, it is clear that the statutory right of set-off available under Italian insolvency laws will likewise not apply.

On 28 December 2017, Directive (EU) 2017/2399, amending the BRRD as regards the ranking of unsecured debt instruments in insolvency hierarchy (the "**BRRD Amending Directive**") entered into force. The BRRD Amending Directive must be brought into force by the EU Member States by 29 December 2018. It requires Member States to create a new class of the so-called "senior non-preferred" debt instruments which would rank just below the most senior debt and other senior liabilities for the purposes of liquidation, while still being part of the senior unsecured debt category (only as a lower tier of senior debt) and that will be eligible to meet MREL and TLAC requirements. The new creditor hierarchy will not have a retroactive effect and will only apply to new issuances of bank debts. In this regard, the 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. The amendments introduced to the BRRD by the BRRD Amending Directive create a new category of unsecured debt in bank creditors' insolvency ranking. It establishes an EU harmonised approach on the priority ranking of bank bondholders in insolvency and in resolution. The agreement on the harmonised rules on the priority ranking of bank bondholders in insolvency and in resolution facilitates a more efficient path towards banks' compliance with the TLAC standard (for G-SIBs) that should apply from 2019 onwards, as agreed in the Financial Stability Forum. In addition, by providing greater legal certainty for both issuers and investors and reducing the risk of legal challenges, these harmonised rules will facilitate the application of the bail-in tool in resolution.

Legislative Decree No. 30 of 15 February 2016 (largely in force as of 9 March 2016) implemented in Italy the revised Deposit Guarantee Schemes Directive in Italy (the "**Decree No. 30**"). The Decree amends the Consolidated Banking Act and: (i) establishes that the maximum deposit guaranteed amount is € 100,000, which has been harmonised by the Deposit Guarantee Schemes 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 schemes; and (iv) harmonises the methods of reimbursement to depositors in case of insolvency of a credit institution.

The BRRD also requires institutions to meet, at all times, robust minimum requirements of own funds and liabilities eligible for bail-in expressed as a percentage of the total liabilities and own funds of the institution (i.e. "Minimum Requirement for Own Funds and Eligible Liabilities" - **MREL**). MREL represents one of the key tools to improve banks' resolvability, allowing resolution authorities to maintain critical functions and restore a bank's capital position after resolution. This MREL requirement should ensure that shareholders and creditors bear losses regardless of which resolution tool is applied. The resolution authority of an institution, after consultation with the relevant competent authority, will set the MREL for the institution based on the criteria identified by the EBA in its regulatory technical standards. Article 7(1) of EBA final regulatory technical standards on criteria for determining MREL requires resolution authorities to ensure that MREL is sufficient to allow the write down or conversion of an amount of own funds and qualifying eligible liabilities at least equal to the sum of the loss absorption amount and the recapitalisation amount, subject to certain considerations. The resolution authority has discretion to allow BRRD institutions to meet part of their MREL obligations through "contractual bail-in instruments". The BRRD does not foresee an absolute minimum, but attributes the competence to set a minimum amount for each bank to national resolution authorities (for banks not being part of the Banking Union) or to the Single Resolution Board (the "**SRB**") for banks being part of the Banking Union. The EBA has issued final draft regulatory technical standards which further define the way in which resolution authorities/the SRB shall calculate MREL, as further implemented by European Commission adopted Commission Delegated Regulation (EU) 2016/1450, see below.

On 23 May 2016, the European Commission adopted Commission Delegated Regulation (EU) 2016/1450 supplementing BRRD that specifies the criteria, which further define the way in which resolution authorities/the SRB shall calculate MREL, as described in Article 45(6) of the BRRD, which entered into force on 23 September 2016. Article 8 of the aforementioned regulation provides that resolution authorities may determine an appropriate transitional period for the purposes of meeting the full MREL requirement. On 19 July 2016, the EBA launched a public consultation on its interim report on the implementation and design of the MREL, ahead of the final report published by EBA on 15 December 2016. On 23 November 2016, the European Commission presented the EU Banking Reform, which introduces a number of proposed amendments to the BRRD. In particular, it is proposed that the MREL – which should be expressed as a percentage of the total risk exposure amount and of the leverage ratio exposure measure of the relevant institution – should be determined by the resolution authorities at an amount to allow banks to absorb losses expected in resolution and recapitalise the bank post-resolution. In addition, it is proposed that resolution authorities may require institutions to meet higher

levels of MREL in order to cover losses in resolution that are higher than those expected under a standard resolution scenario and to ensure a sufficient market confidence in the entity post-resolution. It is currently envisaged that in the event of any shortfall of complying with the MREL requirement the competent resolution authority shall have the power to prohibit the institution from distributing more than the maximum distributable amount related to the minimum requirement for own funds and eligible liabilities (so-called "**M-MDA**").

For banks which are not included in the list of G-SIBs, liabilities that satisfy the requirements set forth in the EU Banking Reform and do not qualify as CET1, Tier 1 or Tier 2 instruments, shall qualify as eligible liabilities for the purpose of MREL, unless they fall into any of the categories of excluded liabilities. The SRB, together with the national resolution authorities ("**NRAs**"), started to develop its MREL approach in 2016. The preliminary approach consisted of informative targets that sought to enable banks to prepare for their future MREL requirements. The SRB is further enhancing its gradual MREL multi-year policy, and in 2017 introduced binding requirements and started to address both quantity and quality of MREL with bank specific features. During 2017, the SRB developed its MREL policy, starting to develop binding targets for major banking groups. Considering the need to address the specificities of the most complex groups in more detail, the SRB split the 2018 resolution planning cycle in two waves. The first started in January 2018 to allow the banks that did not have binding targets – for instance those with no presence outside the Banking Union – to be addressed first based on an MREL policy largely following the 2017 approach and published on 20 November 2018. For the second wave of resolution plans, covering the most complex banks, MREL setting will be based on an enhanced MREL policy published on 16 January 2019.

The current regime is expected to evolve as a result of further changes agreed by EU legislators. On 7 June 2019, as part of the contemplated amendments to the BRRD, Single Resolution Mechanism and Single Resolution Fund Regulation (EU) No. 806/2014, 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 ("**CRR**") and 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 ("**CRD IV**"), the following legislative texts have been published in the EU's Official Journal:

- (i) Directive (EU) 2019/879 of the European Parliament and of the Council of 20 May 2019 amending Directive 2014/59/EU with regards to the loss-absorbing and recapitalisation capacity of credit institutions and investment firms and Directive 98/26/EC ("**BRRD II**"),
- (ii) Regulation (EU) 2019/877 of the European Parliament and of the Council of 20 May 2019 amending Regulation (EU) No 806/2014 with regards to the loss-absorbing and recapitalisation capacity of credit institutions and investment firms ("**SRM II Regulation**"),
- (iii) 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, exposures to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements, and Regulation (EU) No 648/2012 ("**CRR II**"), and (iv) 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 ("**CRD V**" and, together with BRRD II, SRM II Regulation, CRR II, the "**BRRD II reforms**").

The BRRD II reforms will introduce, among other things, the Total Loss-absorbing Capacity Term Sheet (the "**TLAC standard**") as implemented by the Financial Stability Board, by adapting the existing BRRD regime relating to the specific MREL.

The new MREL regime will be aligned with TLAC standard requirements in terms of calculation of loss absorption and recapitalisation amount. The eligible liabilities under MREL will be determined according to the provisions concerning the eligible liabilities under TLAC standard. This requirement may therefore have an impact on the financial performance of the BPER Group.

The BRRD II reforms also provide for the introduction of a new pre-resolution moratorium tool as a temporary measure in an early stage and new suspension powers, which the Resolution Council can use within the resolution period. Any suspension of activities can, as stated above, result in the partial or complete suspension of the performance of agreements (including any payment or delivery obligation) entered into by the respective credit institution. The exercise of any such power or any suggestion of such exercise could materially adversely affect the rights of the holders of securities issued by the BPER Group, the price or value of their investment in any such security and/or the ability of the credit institution to satisfy its obligations under any such security.

ECB Single Supervisory Mechanism

On 15 October 2013, the Council of the European Union adopted Council Regulation (EU) No. 1024/2013 conferring specific tasks on the ECB concerning policies relating to the prudential supervision of credit institutions (the "**SSM Regulation**") for the establishment of a single supervisory mechanism (the "**Single Supervisory Mechanism**" or "**SSM**"). From 4 November 2014, the SSM Regulation has given the ECB, in conjunction with the national regulatory authorities of the Eurozone and participating Member States, direct supervisory responsibility over "banks of systemic importance" in the Eurozone. In this respect, "banks of systemic importance" include any Eurozone bank that (i) has assets greater than €30 billion or – unless the total value of its assets is below €5 billion – greater than 20% of national gross domestic product; (ii) is one of the three most significant credit institutions established in a Member State; (iii) has requested, or is a recipient of, direct assistance from the European Financial Stability Facility or the European Stability Mechanism; and (iv) is considered by the ECB to be of significant relevance where it has established banking subsidiaries in more than one participating Member State and its cross-border assets/liabilities represent a significant part of its total assets/liabilities.

Notwithstanding the fulfilment of these criteria, the ECB, on its own initiative after consulting with national competent authorities or upon request by a national competent authority, may declare an institution significant to ensure the consistent application of high-quality supervisory standards. The Regulation (EU) No. 468/2014 of the European Central Bank of 16 April 2014 established the framework for co-operation within the Single Supervisory Mechanism between the European Central Bank and national competent authorities and with national designated authorities (the "**SSM Framework Regulation**").

The relevant national competent authorities for the purposes of the SSM Regulation and the SSM Framework Regulation continue to have supervisory responsibilities not conferred on the ECB, such as consumer protection, money laundering, payment services, and supervision over branches of third country banks. The ECB, on the other hand, is exclusively responsible for key tasks concerning the prudential supervision of credit institutions, which includes, *inter alia*, the power to: (i) authorise and withdraw the authorisation of all credit institutions in the Eurozone and in the Member States participating to the SSM; (ii) assess acquisition and disposal of holdings in other banks; (iii) ensure compliance with all prudential requirements laid down in general EU banking rules; (iv) set, where necessary, higher prudential requirements for certain banks to protect financial stability under the conditions provided by EU law; (v) ensure compliance with robust corporate governance practices and internal capital adequacy assessment controls; and (vi) intervene at the early stages when risks to the viability of a bank exist, in coordination with the relevant resolution authorities.

The BPER Group is one of the major European banks supervised directly by the ECB. The ECB is required under the SSM Regulation to carry out a Supervisory Review and Evaluation Process ("**SREP**") at least on an annual basis. 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 proportionate to their risk profile, as well as robust governance and internal control arrangements. The key aim of SREP is to make sure that institutions have adequate arrangements as well as capital and liquidity to allow for sound management and coverage of the risks to which they are or might be exposed, including those revealed by stress testing and risks the institution may pose to the financial system.

See "*Description of the Issuer - Recent Developments*" for further information on SREP notification on BPER's respect.

In order to foster consistency and efficiency of supervisory practices across the Eurozone, on 22 February 2019 the EBA published a single supervisory handbook applicable to EU Member States (the "**EBA Supervisory Handbook**"). The adoption of the EBA Supervisory Handbook relies on Article 29(2) of Regulation (EU) No 1093/2010 establishing the EBA. Whilst it is not binding nor subject to comply/explain by the resolution authorities, the EBA Supervisory Handbook is an instrument to promote convergence of approaches, practices and processes.

Single Resolution Mechanism

On 19 August 2014, the Regulation (EU) No. 806/2014 establishing a Single Resolution Mechanism (the "**SRM**" and "**SRM Regulation**", respectively) entered into force.

The SRM is operational as from 1 January 2016. There are, however, certain provisions including those concerning the preparation of resolution plans and provisions relating to the cooperation of the SRB ("**Board**") with national resolution authorities, which entered into force on 1 January 2015.

The SRM Regulation, which complements the SSM, applies to all banks supervised by the SSM. It mainly consists of the Board and a Single Resolution Fund (the "**Fund**").

A centralised decision-making process has been built around the Board and involves the European Commission and the Council of the European Union – which has the possibility to object to Board decisions – as well as the ECB and the national resolution authorities.

The Fund, which backs the SRM Regulation decisions mainly taken by the Board, is divided into national compartments during an eight years transitional period, as set out by an intergovernmental agreement. In 2015 banks started to pay contributions to national resolution funds that are gradually transferred into the Fund starting from 2016 (and are additional to the contributions to the national deposit guarantee schemes).

This framework should be able to ensure that, instead of national resolution authorities, there is a single authority –the Board –, which takes all relevant decisions for the resolution of banks being supervised by the SSM and part of the Banking Union.

There are other benefits that will derive from the Banking Union. Such benefits are aimed at (a) breaking the negative feedback loop between banks and their sovereigns; (b) providing a solution to home-host conflicts in resolution; and (c) giving a competitive advantage to the banks in the Banking Union *vis-à-vis* non-Banking Union ones, due to the availability of a larger resolution fund.

The manner in which the SRM will operate is still evolving, so there remains some uncertainty as to how the SRM will affect the Group.

MiFID II/R implementation

The Directive 2014/65/EU on the markets in financial instruments ("**MiFID II**") and Regulation (EU) No. 600/2014 on markets in financial instruments ("**MiFIR**" and together with MiFID II, "**MiFID II/R**") repealed and recast the Directive 2004/39/EC ("**MiFID**"). Together MiFID II/R form the legal framework governing the requirements applicable to investment firms, trading venues, data reporting service providers and third-country firms providing investment services in the EU. MiFID II/R, entered into force on 2 July 2014. Member States were required to adopt and publish by 3 July 2017 the measures transposing the MiFID II Directive into national law and apply those provisions (with some exceptions) from 3 January 2018.

MiFID II/R amends existing provisions on authorisation, conduct of business and organizational requirements for providers of investment services. These rules aim at strengthening the protection of investors, through the introduction of new requirements on product governance, independent investment advice and cross-selling, the extension of existing rules to structured deposits and the improvement of requirements in several areas, including on the responsibility of management bodies, inducements, information and reporting to clients, remuneration of staff and best execution. It establishes, *inter alia*, uniform requirements in relation to disclosure of trade data to the public, reporting of transactions to the competent authorities, trading of derivatives on organised venues, benchmarks and intervention powers of competent authorities, ESMA and EBA.

MiFID II/R brings much of the transparency traditional in equity markets to bond trading. MiFID II/R's regulatory regime brings into effect pre-trade transparency for bonds as well as post-trade. This will result in a significant impact on the market structure of bond markets. Bond pre-trade and post-trade transparency requirements will be calibrated for different types of bond market trading structures such as order-book, quote-driven, hybrid and periodic auction trading systems. In order to calibrate bonds correctly for MiFID II/R transparency obligations, IT systems have had to be enhanced, developed or built from scratch - a major undertaking for the industry. Banks, regulators and investors are dependent on data collected to meet MiFID II/R's commitments.

Regulation (EU) 2016/445

The ECB has repeatedly declared its intention to harmonize the options and national discretions that are embedded in the EU Banking Reform. In this respect, ECB has adopted the Regulation (EU) 2016/445 of 14 March 2016 on the exercise of options and discretions available in EU law ("**OD Regulation**"). The OD Regulation specifies certain of the options and discretions conferred on competent authorities under EU 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. The OD Regulation entered into force on 1 October 2016, with Article 13 applicable from 1 January 2019. From the OD Regulation,

while taking due account of the principle of proportionality, the ECB has identified certain options and discretions which should be exercised in the same way by national competent authorities in the supervision of less significant institutions. To this end, in April 2017, the ECB published a guideline on the exercise of the options and discretions available in the EU law for less significant institutions.

Reform of LIBOR and EURIBOR and other interest rate index and equity, commodity and foreign exchange rate index "benchmarks"

Interest rates and indices which are deemed to be benchmarks ("**Benchmarks**"), including the London interbank offered rate ("**LIBOR**") and the euro interbank offered rate ("**EURIBOR**"), are the subject of recent national and international guidance and proposals for reform. Some of these reforms are already effective whilst others are still to be implemented. These reforms may cause such Benchmarks to perform differently from the past, 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 or referencing such a Benchmark. Regulation (EU) 2016/1011 (the "**Benchmark Regulation**") was published in the official journal of the EU on 29 June 2016. The Benchmark Regulation applies, subject to certain conditions, to the provision of Benchmarks, the contribution of input data to a Benchmark and the use of a Benchmark within the EU. It will, among other things, (i) require Benchmark administrators to be authorised or registered (or, if non-EU-based, to be subject to an equivalent regime or otherwise recognised or endorsed) and (ii) prevent certain uses by EU supervised entities (such as the Issuer) of Benchmarks of administrators that are not authorised/registered (or, if non-EU based, deemed equivalent or recognised or endorsed).

The Benchmark Regulation could have a material impact on any Notes linked to or referencing a rate or index deemed to be a Benchmark (such as Floating Rate Notes and Reset Notes), in particular, if the methodology or other terms of the Benchmark are changed in order to comply with the requirements of the Benchmark Regulation. 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.

More broadly, any of the international or national 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. Such factors may have the following effects on certain Benchmarks: (i) discourage market participants from continuing to administer or contribute to such Benchmark; (ii) trigger changes in the rules or methodologies used in the Benchmark or (iii) lead to the disappearance of the Benchmark. Any of the above changes or any other consequential changes as a result of international, national or other proposals for reform or other initiatives or investigations, could have a material adverse effect on the value of and return on any Notes linked to or referencing a Benchmark.

Specifically, the sustainability of LIBOR has been questioned as a result of the absence of relevant active underlying markets and possible disincentives (including possibly as a result of benchmark reforms) for market participants to continue contributing to such benchmarks. On 27 July 2017, and in a subsequent speech by its Chief Executive on 12 July 2018, the UK Financial Conduct Authority ("**FCA**") confirmed that it will no longer persuade or compel banks to submit rates for the calculation of the LIBOR benchmark after 2021 (the "**FCA Announcements**"). The FCA Announcements indicated that the continuation of LIBOR on the current basis cannot and will not be guaranteed after 2021.

In addition, on 29 November 2017, the Bank of England and the FCA announced that, from January 2018, its Working Group on Sterling Risk-Free Rates has been mandated with implementing a broad-based transition to the Sterling Overnight Index Average ("**SONIA**") over the next four years across sterling bond, loan and derivative markets, so that SONIA is established as the primary sterling interest rate benchmark by the end of 2021.

Separate workstreams are also underway in Europe to reform EURIBOR using a hybrid methodology and to provide a 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 Shortterm Rate ("**€STR**") as the new risk free rate. 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.

It is not possible to predict with certainty whether, and to what extent, LIBOR and EURIBOR will continue to be supported going forwards. This may cause LIBOR and EURIBOR to perform differently than they have done in the past and may have other consequences which cannot be predicted. Such factors may have (without limitation) the following effects on certain benchmarks: (i) discouraging market participants from continuing to

administer or contribute to a benchmark; (ii) triggering changes in the rules or methodologies used in the benchmark and/or (iii) leading to the disappearance of the benchmark. 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 Notes linked to, referencing, or otherwise dependent (in whole or in part) upon, a benchmark.

The Terms and Conditions for the English Law Notes and the Terms and Conditions for the Italian Law Notes provide for certain fallback arrangements in the event that a Benchmark Event occurs, including if an Original Reference Rate and/or any page on which an Original Reference Rate may be published, becomes unavailable, or if the Issuer, the Calculation Agent, any Agent or any other party responsible for the calculation of the Rate of Interest (as specified in the relevant Final Terms) are no longer permitted lawfully to calculate interest on any Notes by reference to such an Original Reference Rate under the Benchmarks Regulation or otherwise. Such fallback arrangements include the possibility that the Rate of Interest could be set by reference to an Alternative Benchmark Rate or Successor Rate (both as defined in the Terms and Conditions for the English Law Notes and the Terms and Conditions for the Italian Law Notes), with or without the application of an adjustment spread and may include amendments to the Terms and Conditions for the English Law Notes and the Terms and Conditions for the Italian Law Notes to ensure the proper operation of the successor or replacement benchmark, all as determined by the Issuer (acting in good faith and in consultation with an Independent Adviser). An adjustment spread, if applied could be positive or negative and would be applied with a view to reducing or eliminating, to the fullest extent reasonably practicable in the circumstances, any economic prejudice or benefit (as applicable) to investors arising out of the replacement of an Original Reference Rate. However, it may not be possible to determine or apply an adjustment spread and even if an adjustment is applied, such adjustment spread may not be effective to reduce or eliminate economic prejudice to investors. If no adjustment spread can be determined, a Successor Rate or Alternative Rate may nonetheless be used to determine the Rate of Interest. The use of a Successor Rate or Alternative Benchmark Rate (including with the application of an adjustment spread) will still result in any Notes linked to or referencing an Original Reference Rate performing differently (which may include payment of a lower Rate of Interest) than they would if the Original Reference Rate were to continue to apply in its current form.

If, following the occurrence of a Benchmark Event, no Successor Rate or Alternative Benchmark Rate is determined, the ultimate fallback for the purposes of calculation of the Rate of Interest for a particular Interest Period may result in the Rate of Interest for the last preceding Interest Period being used. This may result in the effective application of a fixed rate for Floating Rate Notes based on the rate which was last observed on the Relevant Screen Page or, in the case of Reset Notes, the application of the previous reset Rate of Interest for a preceding Reset Period, or for the First Reset Rate of Interest, the application of the Initial Rate of Interest applicable to such Notes on the Interest Commencement Date or a rate based on the Mid-Swap Fallback Rate. Due to the uncertainty concerning the availability of Successor Rates and Alternative Benchmark Rates, the involvement of an Independent Adviser, there is a risk that the relevant fallback provisions may not operate as intended at the relevant time.

Investors should consult their own independent advisers and make their own assessment about the potential risks imposed by the Benchmark Regulation or any of the international or national reforms and the possible application of the benchmark replacement provisions of the Notes, investigations and licensing issues in making any investment decision with respect to the Notes linked to or referencing such a Benchmark.

Risks arising from pending legal proceedings

Although management of the BPER Group believes that the provisions that have been made in the respective financial statements are appropriate, a worse than expected outcome of any legal proceedings might cause such provisions to be insufficient to cover the BPER Group's liabilities and have a material adverse effect on the financial condition and results of operations of the BPER Group.

4. Risks related to the internal control of the Issuer

Operational risk

Operational risk relates to the risk of loss arising from shortcomings or failures in internal processes, people or systems and from external events, including the risk of fraud by employees and third parties, unauthorised transactions by employees or operational errors, including errors resulting from faulty information technology or telecommunication systems.

For business continuity management, BPER applies a unique organisational model with distributed responsibilities, which allows exercising responsibilities for governance and control. The model envisages an annual review of the analysis performed to identify critical processes and resources, in order to take account of

organisational changes that have occurred in the period, the status concerning recovery solutions and, in general, all refinements needed to address the outcome of testing performed in the reference period. Any failure or weakness in these systems, could however adversely affect the Issuer's financial performance and business activities.

Reputational risk

BPER also implemented a reputational risk management framework, the objective of which is to monitor, manage and mitigate reputational risk, as well as to provide a structured periodic situation report thereon and measures that need to be taken to mitigate any areas of vulnerability that may exist. The framework includes the following components: identification and assessment of reputational risk, monitoring the Group's exposure to reputational risk, management of particularly critical reputational events, by means of a functional escalation process and the determination of short and long-term responses and mitigation and periodic reporting.

Nonetheless, the Issuer'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, including risks that the Issuer fails to identify or anticipate. If existing or potential customers believe that the Issuer's risk management policies and procedures are inadequate, its reputation as well as its revenues and profits may be negatively affected.

Systemic risk

Concerns about, or a default by, one institution could lead to significant liquidity problems, losses or default by other institutions because the commercial soundness of many financial institutions may be closely related as a result of credit, trading, clearing or other relationships between institutions. The risk is sometimes referred to as "**systemic risk**" and may adversely affect financial intermediaries, such as clearing agencies, clearing houses, banks, securities firms and exchanges with which the Issuer interacts on a daily basis and therefore could adversely affect BPER.

In order to get access to more efficient liquidity sources BPER has started a first covered bond programme (the "**First Covered Bond Programme**") on a residential mortgage loan cover pool and a second covered bond programme (the "**Second Covered Bond Programme**"), structured on a conditional pass-through basis, on a residential and commercial mortgage cover pool. Risks related to such financial structured instruments are connected to the capacity of BPER to maintain the required over collateralisation ratio between the pools assigned as guarantees and the covered bonds issued under both the First Covered Bond Programme and the Second Covered Bond Programme. Should a combination of a sharp decrease of the residential or commercial mortgage loan production and an appreciable increase of the prepayment rate occur, such circumstance could affect BPER's capacity to ensure a suitable claim substitution according to either the First Covered Bond Programme or the Second Covered Bond Programme provisions.

Failure to satisfy the structure requirements under either the First Covered Bond Programme or the Second Covered Bond Programme could adversely affect the Issuer's financial performance and business activities.

5. Risks related to the political, environmental, social and governance of the Issuer

Catastrophic events, terrorist attacks and similar events

Catastrophic events, terrorist attacks and similar events, as well as the responses thereto, may create economic and political uncertainties, which could have a negative impact on economic conditions in the regions in which the Issuer operates and, more specifically, on the business and results of the Issuer in ways that cannot be predicted.

Risks related to the Notes

The risks below have been classified into the following categories:

- *The Notes may not be a suitable investment for all investors;*
- *Risks related to the structure of a particular issue of Notes;*
- *Risks related to Notes generally; and*
- *Risks related to the market generally.*

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) understand thoroughly 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 for 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 with an understood, measured and 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.

The obligations of the Issuer under the Notes are not covered by deposit insurance schemes in the Republic of Italy. Furthermore, the Notes will not be guaranteed by the Republic of Italy under any legislation that is or will be passed to address liquidity issues in the credit markets, including government guarantees or similar measures.

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 features.

Subordinated Notes

If the Issuer is declared insolvent and a winding up is initiated, it will be required to pay the holders of senior debt (including the holders of the Senior Preferred Notes and the Senior Non-Preferred Notes) and meet its obligations to all its other creditors ranking senior to the holders of the Subordinated Notes (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 amounts due under the Subordinated Notes.

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 insolvent. In addition, in case of application of the bail-in tool as well as of the Non-Viability Loss Absorption provided by the BRRD, the Subordinated Notes might be written down, including to zero, or converted to equity.

The terms of the Subordinated Notes include provisions, a number of which are mandated by Bank of Italy or any European supervisory authority regulations, which may affect the ability of the Issuer to make payments under the Notes. The provisions with respect to all Subordinated Notes, including the terms of their subordination, the limited number of events of default and the limited right of the Noteholders to accelerate such Notes, are described in the "*Terms and Conditions of the Notes*" below. Prospective investors in Subordinated Notes should therefore read the relevant provisions of the "*Terms and Conditions of the Notes*" carefully before making any investment decision.

Regulatory classification of the Subordinated Notes

If any Subordinated Notes are issued under the Programme, the Issuer's intention is that they should qualify on issue as "Tier II Capital", for so long as this is permitted under Bank of Italy regulations. Current regulatory practice by the Bank of Italy does not require (or customarily provide for) a confirmation prior to the issuance of Subordinated Notes that the Notes will be treated as such. There can be no assurance that any such Subordinated Notes will continue to qualify as "Tier II Capital" during the life of the Notes or that the Notes will be grandfathered under the implementation of further EU capital requirement regulations. If the Notes are not grandfathered, or for any other reason cease to qualify (in whole or in part), as "Tier II Capital", the Issuer will (if so specified in the applicable Final Terms) have the right to redeem the Notes in accordance with Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes, and Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes, subject to the prior approval of the Bank of Italy.

At those times, an investor may not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Subordinated 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 addition, if the Issuer has the right to redeem any Notes at its option, the exercise of such right is subject to the provisions set forth in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes, and Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes and, in any case, the relevant redemption amount of the Subordinated Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Subordinated Notes as of the relevant redemption date.

Senior Non-Preferred Notes

On 1 January 2018, the Italian law No. 205 of 27 December 2017 (so-called "*Legge di Bilancio 2018*") came into force introducing certain amendments to the Legislative Decree No. 385 of 1 September 1993 (the "**Consolidated Banking Act**"), including the possibility for banks and companies belonging to banking groups to issue senior non-preferred securities (the so-called "*strumenti di debito chirografario di secondo livello*").

In particular, the so-called "*Legge di Bilancio 2018*" introduced, *inter alia*, a new provision in the Consolidated Banking Act (namely, Article 12-bis (*Strumenti di debito chirografario di secondo livello*)) providing that securities (*obbligazioni* and *altri titoli di debito*) with a senior non-preferred ranking issued by banks and companies belonging to banking groups shall comply with the following requirements:

- (i) the original maturity period is at least equal to twelve months;
- (ii) are not derivative securities (*strumenti finanziari derivanti*) (as defined in Article 1, paragraph 3 of the Consolidated Finance Act, are not linked to derivative securities, nor include any characteristics of such derivative securities;
- (iii) the minimum denomination is at least equal to Euro 250,000;
- (iv) may be offered only to qualified investors (*investitori qualificati*), as referred to in Article 100, letter a) of the Consolidated Finance Act, as implemented by Article 34-ter, first paragraph, letter b) of Regulation No. 11971 and the relevant applicable provisions set forth in CONSOB Regulation No. 20307 of 15 February 2018;
- (v) the prospectus and the agreements regulating the issuance of senior non-preferred securities expressly provide that payment of interests and reimbursement of principal due in respect thereof are subject to the provisions set forth in of Article 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act.

According to Article 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act, in the event an issuer of senior non-preferred securities is subject to compulsory liquidation (*liquidazione coatta amministrativa*), the relevant payment obligations in respect thereof will rank in right of payment (A) after unsubordinated creditors (including depositors), (B) at least *pari passu* with all other present and future unsubordinated and non-preferred obligations which do not rank or are not expressed by their terms to rank junior or senior to such senior non-preferred securities and (C) in priority to any present or future claims ranking junior to such senior non-preferred securities and the claims of the shareholders.

Furthermore, Article 12-*bis* of the Consolidated Banking Act also provides that:

- (A) the provisions set forth in Article 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act shall apply to such senior non-preferred securities only to the extent that the requirements described in paragraphs (i), (ii) and (v) above have been complied with; any contractual provision which does not comply with any of the above requirements is invalid but such invalidity does not imply the invalidity of the entire agreement;
- (B) the senior non-preferred securities, once issued, may not be amended in a manner that the requirements described in paragraphs (i), (ii) and (v) above are not complied with and that any different contractual provision is null and void; and
- (C) the Bank of Italy may enact further regulation providing for additional requirements in respect of the issuance and the characteristics of senior non-preferred securities.

Any prospective investor in the Senior Non-Preferred Notes should be aware that the provisions of Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act were recently enacted and that, as at the date of this Base Prospectus, no interpretation of the application of such provisions has been issued by any Italian court or governmental or regulatory authority and no regulation has been issued by the Bank of Italy in respect thereof. Consequently, it is possible that a regulation or official interpretation relating to the above will be issued in the future by the Bank of Italy or any different authority, the impact of which cannot be predicted by the Issuer as at the date of this Base Prospectus.

Senior Non-Preferred Notes are senior non-preferred obligations and are junior to certain obligations

In order to satisfy the provisions of Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated 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/TLAC Requirements (as defined in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes, and Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes, Senior Non-Preferred Notes will be subordinated to existing senior debt and Senior Preferred Notes in the event that the Issuer is subject to compulsory liquidation (*liquidazione coatta amministrativa*). As a result, the default risk on the Senior Non-Preferred Notes will be higher than the risk associated with preferred senior debt (such as Senior Preferred Notes) and other senior liabilities (such as wholesale deposits).

The Issuer's obligations in respect of the Senior Non-Preferred Notes constitute direct, unconditional, unsubordinated and unsecured obligations of the Issuer and will rank at all times *pari passu* without any preference among themselves and are more fully described in Condition 2(c) (*Status of Senior Non-Preferred Notes*) of the Terms and Conditions for the English Law Notes and in Condition 2(c) (*Status of Senior Non-Preferred Notes*) of the Terms and Conditions for the Italian Law Notes. In the event of a winding up, dissolution, liquidation or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*) of the Issuer, the payment obligations of the Issuer under each Series of Senior Non-Preferred Notes, and the relative Coupons as the case may be, will rank in right of payment (A) after unsubordinated creditors (including depositors and any holder of Senior Preferred Notes and their respective Coupons) of the Issuer, but (B) at least *pari passu* with all other present and future unsubordinated and non-preferred obligations of the Issuer which do not rank or are not expressed by their terms to rank junior or senior to such Series of Senior Non-Preferred Notes and (C) in priority to any present or future claims ranking junior to such Series of Senior Non-Preferred Notes (including any holder of Subordinated Notes) and the claims of shareholders of the Issuer, in all such cases in accordance with the provisions of Article 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.

Although Senior Non-Preferred Notes may pay a higher rate of interest than comparable Senior Preferred Notes which are not issued on a senior non-preferred basis, there is a greater risk that an investor in Senior Non-Preferred Notes will lose all or some of its investment should the Issuer become subject to compulsory liquidation (*liquidazione coatta amministrativa*). Thus, such holders of Senior Non-Preferred Notes face an increased performance risk compared to holders of Senior Preferred Notes.

If a judgment is rendered by any competent court declaring the judicial liquidation of the Issuer, or if the Issuer is liquidated for any other reason, the rights of payment of the holders of Senior Non-Preferred Notes will be subordinated to the payment in full of the senior preferred creditors of the Issuer and any other creditors that are senior to the Senior Non-Preferred Notes. In the event of incomplete payment of senior preferred creditors and other creditors ranking ahead of the claims of the holders of Senior Non-Preferred Notes, the obligations of the Issuer in connection with the principal of the Senior Non-Preferred Notes will be terminated. The Noteholders shall be responsible for taking all steps necessary for the orderly accomplishment of any collective proceedings or voluntary liquidation in relation to any claims they may have against the Issuer.

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*" pursuant to and for the purposes of Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated 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/TLAC Requirements. Current regulatory practice of the Bank of Italy (acting as lead regulator) does not require (or customarily provide for) a confirmation to be given 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 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 Consolidated 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/TLAC Requirements (as defined in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes) there can be no assurance that the Senior Non-Preferred Notes will so qualify upon issue and will continue to so qualify during their life. Upon the occurrence of an MREL/TLAC Disqualification Event, the Issuer will have the right to redeem the Senior Non-Preferred Notes in accordance with Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and with Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes. Any redemption of Senior Non-Preferred Notes issued by the Issuer is subject to the provisions of Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and of Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes.

At those times, an investor may not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Senior Non-Preferred Notes being redeemed and may only be able to do so at a significantly lower rate and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date. Potential investors should consider reinvestment risk in light of other investments available at that time. In addition, if the Issuer has the right to redeem any Senior Non-Preferred Notes at its option, the exercise of such right is subject to the provisions set forth in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes and, in any case, the relevant redemption amount of the Senior Non-Preferred Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Senior Non-Preferred Notes as of the relevant redemption date.

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 the Senior Non-Preferred 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 principal amount of 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 the 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.

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

Prior to the adoption of the so-called "*Legge di Bilancio 2018*" and its entry into force, the Italian issuers were not able to issue senior non-preferred securities. Accordingly, there is no trading history for securities with such 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.

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

Upon issue, the Senior Non-Preferred Notes may be rated by one or more credit rating agencies. Such credit rating may be lower than the Issuer's credit rating, since it reflects 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.

Furthermore, credit rating agencies 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.

Redemption for regulatory reasons (Regulatory Call)

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes, if Regulatory Call is specified in the applicable Final Terms as being applicable, the Senior Preferred Notes, the Senior Non-Preferred Notes or, as the case may be, the Subordinated Notes may be redeemed at the option of the Issuer, in whole, but not in part, at any time (if the Note is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note), (i) upon the occurrence of an MREL/TLAC Disqualification Event (as defined in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes) with respect to the relevant Series of Senior Preferred Notes or, as the case may be, Senior Non-Preferred Notes, and (ii) in case of Subordinated Notes, the Subordinated Notes cease to qualify (in whole or in part) as "Tier II Capital" on a consolidated or non-consolidated basis, as a result of changes after the date of issue of the relevant Subordinated Notes in the standards and guidelines of the Bank of Italy or in the applicable legal or regulatory provisions (including legal or regulatory provisions adopted by the European Union).

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 Senior Notes or Subordinated Notes (as the case may be) being redeemed and may only be able to do so at a significantly lower rate and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date. Potential investors should consider reinvestment risk in light of other investments available at that time. In addition, if the Issuer has the right to redeem any Notes at its option, the exercise of such right is subject to the provisions set forth in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date.

Notes subject to optional redemption by the Issuer

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes or may be perceived to be able to redeem the Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period.

The Issuer may be expected 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 addition, if the Issuer has the right to redeem any Notes at its option, the exercise of such right is subject to the provisions set forth in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date.

Redemption for tax reasons

In the event that the Issuer be 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, duties, assessments or governmental charges of whatever nature imposed, levied, collected, withheld or assessed by or on behalf of Italy or any political subdivision thereof or any authority therein or thereof having power to tax, the Issuer may redeem all outstanding Notes in accordance with the Conditions.

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 and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date. Potential investors should consider reinvestment risk in light of other investments available at that time. In addition, if the Issuer has the right to redeem any Notes at its option, the exercise of such right is subject to the conditions set forth in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes and, in any case, the relevant redemption amount of the Notes to be redeemed may be lower than the amount corresponding to the then current market value of such Notes as of the relevant redemption date.

Variation or substitution following the Tax Event or Regulatory Event

In relation to any Series of Notes, if Modification following Tax Event or (in relation to Subordinated Notes only) Regulatory Event is specified as applicable in the applicable Final Terms, the Issuer may, upon the occurrence of Tax Event or Regulatory Event, substitute or modify the terms and conditions (in each case of all but not some only) of such Notes, so that they remain or, as appropriate become, Qualifying Securities, without any requirement for the consent or approval of the Noteholders to the extent that such modification or substitution is reasonably necessary to ensure that no Tax Event or Regulatory Event would exist after such modification or substitution, **provided that** the relevant conditions set forth in Condition 11 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the English Law Notes and in Condition 10 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the Italian Law Notes are satisfied. See also “*Variation or substitution following an MREL/TLAC Disqualification Event*” risk factor related to the Senior Notes.

Investors should be aware that, where the terms and conditions of such Notes are varied, Noteholders may, as a result, among other things, be assessed as a class rather than individually, and any tax consequences may be borne by the Noteholders.

CMS Linked Interest Notes

The Issuer may issue Notes with interest determined by reference to the CMS Rate which determines the amount of interest payable (a “**relevant factor**”). Potential investors should be aware that:

- the market price of such Notes may be volatile;
- they may receive no interest;
- the relevant factor may be subject to significant fluctuations that may not correlate with changes in interest rates, currencies or other indices;
- if the relevant factor is applied to the Notes in conjunction with a multiplier greater than one or contains any other leverage factor, the effect of changes in the relevant factor on interest payable is likely to be magnified; and
- the timing of changes in the relevant factor may affect the actual yield to investors, even if the average level is consistent with their expectations.

Fixed/Floating Rate Notes

Fixed/Floating Rate Notes may bear interest at a rate that the Issuer may elect to convert, in accordance with the provisions applicable to the Senior Notes (the "**Senior Notes Conditions**") and/or the Subordinated Notes (the "**Subordinated Notes Conditions**") (as the case may be), from a fixed rate to a floating rate or from a floating rate to a fixed rate. The Issuer's ability to convert the interest rate will affect the secondary market and the market value of the Notes since the Issuer may be expected to convert the rate when it is likely to produce a lower overall cost of borrowing. If the Issuer converts from a fixed rate to a floating rate, 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 at any time may be lower than the rates on other Notes. If the Issuer converts from a floating rate to a fixed rate, the fixed rate may be lower than then prevailing rates on its Notes.

The interest rate on Reset Notes

If the Senior Preferred Notes and the Subordinated Notes are issued as Reset Notes, then such Reset Notes will initially bear interest at the Initial Rate of Interest from and including the Interest Commencement Date up to but excluding the First Reset Date. On the First Reset Date, the Second Reset Date (if applicable) and each Subsequent Reset Date (if any) thereafter, the interest rate will be reset to the sum of the applicable Mid-Swap Rate and the First Margin or Subsequent Margin (as applicable) as determined by the Calculation Agent on the relevant Reset Determination Date (each such interest rate, a "**Subsequent Reset Rate of Interest**"). The Subsequent Reset Rate of Interest for any Reset Period could be less than the Initial Rate of Interest or the Subsequent Reset Rate of Interest for prior Reset Periods and could affect the market value of an investment in the Reset Notes.

A reset of the interest rate could affect the market value of an investment in the Notes

Fixed Rate Notes may bear interest at an initial Rate of Interest subject to one or more resets during the tenor of the Notes. Such reset rate could be less than the initial Rate of Interest and could affect the market value of an investment in the Notes.

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.

Senior Notes eligibility for the purposes of the MREL/TLAC Requirements is subject to uncertainty

The Senior Notes are intended to be eligible liabilities available to meet the MREL requirements and, to the extent applicable to the Issuer, TLAC requirements (together, the "**MREL/TLAC Requirements**") (as defined in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes). However, there is uncertainty regarding the final substance of the applicable MREL/TLAC Requirements, and the Issuer cannot provide any assurance that the Senior Notes will be or remain eligible for the purposes of the MREL/TLAC Requirements.

The MREL/TLAC Requirements do not currently require (or customarily provide for) a confirmation prior to the issuance of Senior Notes that such Notes will qualify as MREL/TLAC eligible liabilities (subject to prescribed limits, if any, on the quantum of Senior Notes which may be included in the Issuer's MREL/TLAC eligible liabilities) on issue. Although it is the Issuer's expectation that the Senior Notes may qualify as eligible

liabilities for the purposes of meeting the Issuer's MREL/TLAC Requirements, the Issuer may be subject to limits as to the quantum of Senior Notes which may be included in its MREL/TLAC eligible liabilities and, in any case, there can be no representation that the Senior Notes of any Series are or will remain MREL/TLAC eligible liabilities during the life of such Series of Senior Notes. If they are not eligible for the purposes of the MREL/TLAC Requirements (or if they initially are compliant with the MREL/TLAC Requirements and subsequently become ineligible due to a change in the relevant final regulations implementing the MREL/TLAC requirements), then an MREL/TLAC Disqualification Event will occur, with the consequences indicated in the risk factor below and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes (as the case may be).

Variation or substitution following an MREL/TLAC Disqualification Event

In relation to any Series of Senior Notes, if Modification following an MREL/TLAC Disqualification Event is specified as applicable in the applicable Final Terms, the Issuer may, upon the occurrence of an MREL/TLAC Disqualification Event, substitute (all but not some only) of such Senior Notes or modify the terms and conditions of all (but not some only) of such notes so that they remain or, as appropriate become, Qualifying Senior Preferred Notes or Qualifying Senior Non-Preferred Notes (as the case may be), without any requirement for the consent or approval of the Noteholders to the extent that such modification is reasonably necessary to ensure that no MREL/TLAC Disqualification Event would exist after such modification, **provided that** the relevant conditions set forth in Condition 11 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the English Law Notes and in Condition 10 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the Italian Law Notes are satisfied.

Investors should be aware that, where the terms and conditions of such Senior Notes are varied, Noteholders may, as a result, among other things, be assessed as a class rather than individually, and any tax consequences may be borne by the Noteholder.

Waiver of set-off

If waiver of set-off rights is specified as applicable in the applicable Final Terms, each holder of a Senior Preferred Note will unconditionally and irrevocably waive any right of set-off, counterclaim, abatement or other similar remedy which it might otherwise have under the laws of any jurisdiction in respect of such Senior Preferred Note.

As specified in Conditions 2(c) (*Status of Senior Non-Preferred Notes*) and 2(d) (*Status of Subordinated Notes*) of the Terms and Conditions for the English Law Notes and in Conditions 2(c) (*Status of Senior Non-Preferred Notes*) and 2(d) (*Status of Subordinated Notes*) of the Terms and Conditions for the Italian Law Notes, each holder of a Senior Non-Preferred Note and of a Subordinated Note unconditionally and irrevocably waives any right of set-off, 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 and Subordinated Note.

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 15 (*Governing Law; Submission to Jurisdiction*) 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, pursuant to EU and Italian private international law provisions as applicable from time to time. Article 59 of Law No. 218 of 31 May 1995 (the “**Italian Private International Law**”) provides that “other debt securities (*titoli di credito*) are governed by the law of the State in which the security was issued”. The 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 are, thereafter, delivered to Citibank, N.A., London Branch as Principal Paying Agent, being the entity in charge of, inter alia, completing, authenticating and delivering the Temporary Global Note and Permanent Global Notes and (if required) authenticating and delivering Definitive Notes.

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 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 on the basis of the above-mentioned provisions of Italian Private International Law and the relevant applicable European legislation.

Risks related to the Notes generally

Potential Conflicts of Interest

The Issuer may act as Calculation Agent or appoint a Dealer as Calculation Agent in respect of an issuance of Notes under the Programme. In such a case the Calculation Agent is likely to be a member of a financial group that is involved, in the ordinary course of its business, in a wide range of banking activities out of which conflicting interests may arise. Whilst such a Calculation Agent will, where relevant, have information barriers and procedures in place to manage conflicts of interest, it may in its other banking activities from time to time be engaged in transactions involving an index or related derivatives which may affect amounts receivable by Noteholders during the term and on the maturity of the Notes or the market price, liquidity or value of the Notes and which could be deemed to be adverse to the interests of the Noteholders.

Modification and waiver

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. In addition, pursuant to Condition 3(f) (*Benchmark replacement*) of the Terms and Conditions for the English Law Notes and Condition 3(f) (*Benchmark replacement*) of the Terms and Conditions for the Italian Law Notes, certain changes may be made to the interest calculation provisions of the Notes in the circumstances and as otherwise set out in such Conditions, and pursuant to Condition 3(f) (*Benchmark replacement*) and Condition 11 (*Meeting of Noteholders; Modification; Waiver*) of the Terms and Conditions for the English Law Notes, the Trustee shall agree with the Issuer such modification to the English Law Notes as may be required to give effect to Condition 3(f) (*Benchmark replacement*) of the Terms and Conditions for the English Law Notes without the requirement for consent of the Noteholders.

Change of law

The conditions of the Notes are based on the laws of England and Italy 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 the laws or administrative practice of England or Italy after the date of this Base Prospectus.

The Notes may be subject to withholding taxes in circumstances where the Issuer is not obliged to make gross up payments and this would result in Noteholders receiving less interest than expected and could significantly adversely affect their return on the Notes.

U.S. Foreign Account Tax Compliance Act Withholding ("FATCA")

Pursuant to provisions of law commonly known as the U.S. Foreign Account Tax Compliance Act ("**FATCA**"), the Issuer and other non-U.S. financial institutions through which payments on the Notes are made may be required to withhold U.S. tax at a rate of 30 per cent on all, or a portion of, "foreign passthru payments". According to Proposed U.S. Treasury Regulations, such withholding should begin no earlier than 2 years after the date of publication of final U.S. Treasury Regulations defining the term foreign passthru payments. Such withholding may have to be made in respect of such foreign passthru payments on (i) any Notes characterized as debt (or which are not otherwise characterized as equity) for U.S. federal tax purposes that are issued or materially modified after the date that is six months after the date of publication of final U.S. Treasury Regulations defining the term "foreign passthru payments" and (ii) any Notes characterized as equity for U.S. federal tax purposes, whenever issued.

In order to improve international tax compliance and to implement FATCA, Italy entered into an intergovernmental agreement with the United States on 10 January 2014 ("**IGA**"), ratified by way of Law No. 95 on 18 June 2015, published in the Official Gazette – general series No. 155, on 7 July 2015. The Issuer is now required to report certain information in relation to its U.S. account holders to the Italian tax authorities in order (i) to obtain an exemption from FATCA withholding on certain payments it receives and/or (ii) to comply with any applicable Italian law. However, it is not yet certain how the United States and Italy will address withholding on "foreign passthru payments" (which may include payments on the Notes) or if such withholding will be required at all.

This withholding tax may be triggered on payments on the Notes where the Issuer or the Paying Agent is a foreign financial institution ("**FFI**") that is required to withhold on "foreign passthru payments", that it makes to a "recalcitrant account holder" or another FFI that is neither a "participating FFI" nor a "deemed-compliant FFI" (as such terms are defined in FATCA, including any accompanying U.S. regulations or guidance). The IGA may modify such withholding tax requirements.

If an amount in respect of U.S. withholding tax were to be deducted or withheld from interest, principal or other payments on the Notes as a result of FATCA, none of the Issuer, the Paying Agent or any other person would be required to pay additional amounts as a result of the deduction or withholding. As a result, investors may receive amounts that are less than expected. An investor who is able to claim the benefits of an income tax treaty between its own jurisdiction and the United States may be entitled to a refund of amounts withheld pursuant to the FATCA rules, though the investor would have to file a U.S. tax return to claim this refund and would not be entitled to interest from the US Internal Revenue Service ("**IRS**") for the period prior to the refund.

However, whilst the Notes are in global form and held within the ICSDs, in all but the most remote circumstances, it is expected that FATCA will not affect the amount of any payments made under, or in respect of, the Notes by the Issuer, any paying agent and the common depositary and common safekeeper, given that each of the entities in the payment chain between the Issuer and the participants in the ICSDs is a major financial institution whose business is dependent on compliance with FATCA. Further, FFIs in a jurisdiction that has entered into an IGA with the United States are generally not expected to be subject to being withheld upon under FATCA or an IGA unless such FFI is treated as a nonparticipating FFI. The documentation expressly contemplates the possibility that the Notes may go into definitive form and therefore that they may be taken out of the ICSDs. If this were to happen, then a non-FATCA compliant holder could be subject to FATCA withholding. However, definitive Notes will only be printed in remote circumstances.

FATCA withholding, if ever required, may affect payments made to custodians or intermediaries in the payment chain leading to the Issuer, or the ultimate investor, if any such custodian or intermediary generally is unable to receive payments free of FATCA withholding. FATCA withholding may also affect payment to any ultimate investor that is an FFI that is not entitled to receive payments free of withholding under FATCA, or an ultimate investor that fails to provide its broker (or other custodian or intermediary from which it receives payment) with any information, forms, other documentation or consents that may be necessary for the payments to be made free of FATCA withholding.

Each Noteholder should consult its own tax adviser to obtain a more detailed explanation of FATCA and to understand how FATCA might affect each Noteholder in its specific circumstances.

Future discontinuance of LIBOR or EURIBOR may adversely affect the value of Floating Rate Notes and/or Reset Rate Notes which reference LIBOR or EURIBOR

On 27 July 2017, the Chief Executive Officer of the United Kingdom Financial Conduct Authority, which regulates LIBOR, announced that it did not intend to continue to persuade, or use its powers to compel, panel banks to submit rates for the calculation of LIBOR to the administrator of LIBOR after 2021 (the "**FCA Announcement**"). The FCA Announcement indicates that the continuation of LIBOR on the current basis is not guaranteed after 2021 and that planning a transition to alternative reference rates that are based firmly on transactions, such as reformed SONIA (the Sterling Over Night Index Average), must begin.

Similar concerns apply to EURIBOR. In particular, on 21 September 2017, the European Central Bank announced that it would be part of a new working group tasked with the identification and adoption of a "risk free overnight rate" which can serve as a basis for an alternative to current benchmarks used in a variety of financial instruments and contracts in the Euro area.

Following the implementation of any such potential reforms, the manner of administration of benchmarks may change, with the result that they may perform differently than in the past, or the benchmark could be eliminated entirely, or there could be other consequences that cannot be predicted. The disappearance of a "benchmark" or changes in the manner of administration of a "benchmark" could require or result in adjustment to the interest calculation provisions of the Conditions (as described in Condition 3(f) (*Benchmark replacement*) of the Terms and Conditions for the English Law Notes and in Condition 3(f) (*Benchmark replacement*) of the Terms and Conditions for the Italian Law Notes) or result in adverse consequences to holders of any securities linked to such benchmark (including but not limited to Floating Rate Notes or Reset Notes whose interest rates are linked to LIBOR or EURIBOR or any other such benchmark that is subject to reform). Furthermore, even prior to the implementation of any changes, uncertainty as to the nature of alternative reference rates and as to potential changes to such benchmark may adversely affect such benchmark during the term of the relevant Notes, the return on the relevant Notes and the trading market for securities based on the same benchmark.

Even if the rate determination agent is able to determine an appropriate replacement rate for any benchmark, if the replacement of the benchmark with the replacement rate would result in a MREL/TLAC Disqualification Event or (in the case of Subordinated Notes only) a Regulatory Event, the rate of interest will not be changed, but will instead be fixed on the basis of the last available quotation of the benchmark. This could occur if, for example, the switch to the replacement rate would create an incentive to redeem the relevant Notes that would be inconsistent with the relevant requirements necessary to maintain the regulatory status of the Notes. While

this mechanism will ensure that the Notes will not become subject to a potential regulatory event-based redemption, it will result in the Notes being effectively converted to fixed rate instruments. Investors holding such Notes might incur costs from unwinding hedges. Moreover, in a rising interest rate environment, holders of such Notes will not benefit from any increase in rates. The trading value of the Notes could as a consequence be adversely affected.

The Conditions provide for certain fallback arrangements in the event that a published benchmark, such as LIBOR or EURIBOR, (including any page on which such benchmark may be published (or any successor service)) becomes unavailable, including the possibility that the rate of interest could be set by reference to a reference bond rate, a successor rate or an alternative reference rate and that such successor rate or alternative reference rate may be adjusted (if required) in order to reduce or eliminate, to the extent reasonably practicable in the circumstances, any economic prejudice or benefit (as applicable) to investors arising out of the replacement of the relevant benchmark. In certain circumstances the ultimate fallback of interest for a particular Interest Period or Reset Period (as applicable) may result in the rate of interest for the last preceding Interest Period or Reset Period (as applicable) being used. This may result in the effective application of a fixed rate for Floating Rate Notes or Reset Notes (as applicable) based on the rate which was last observed on the Relevant Screen Page. In addition, due to the uncertainty concerning the availability of successor 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.

Any such consequences could have a material adverse effect on the value of and return on any such Notes. Moreover, any of the above matters or any other significant change to the setting or existence of any relevant reference rate could affect the ability of the Issuer to meet its obligations under the Floating Rate Notes or Reset Notes or could have a material adverse effect on the value or liquidity of, and the amount payable under, the Floating Rate Notes or Reset Notes. Investors should consider these matters when making their investment decision with respect to the relevant Floating Rate Notes or Reset Notes.

Investors should consult their own independent advisers and make their own assessment about the potential risks imposed by the Benchmarks Regulation reforms, investigations and licensing issues in making any investment decision with respect to the Notes linked to a "benchmark" since the rate of interest will be changed in ways which may be adverse to holders of such Notes, without any requirement that the consent of such holders be obtained.

Euroclear and Clearstream transfers, payments and communications procedures

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, as the case may be, common safekeeper for Euroclear and Clearstream, Luxembourg. Except in the circumstances described in the relevant global Notes, 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 by making payments to the common depositary or, as the case may be, common safekeeper for 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.

Notes issued with a specific use of proceeds, such as a "Green Bond", "Social Bond" and "Sustainability Bond"

The applicable Final Terms relating to any specific Tranche of Notes may provide that it will be the Issuer's intention to apply the net proceeds from an offer of those Notes specifically for projects and activities that promote "green" purposes ("**Green Bonds**" and "**Eligible Green Projects**"), "social" purposes ("**Social Bonds**" and "**Eligible Social Projects**") or a combination of "green" and "social" purposes ("**Sustainability Bonds**" and "**Eligible Sustainability Projects**" and, together with the Eligible Green Projects and Eligible Social Projects, the "**Eligible Projects**").

Prospective investors should have regard to the information contained in the section "*Use of Proceeds*" and 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

There is currently no firm market consensus as to what bonds may qualify as Green Bonds, Social Bonds, or Sustainability Bonds, or as to what precise attributes are required for a particular project to be defined as "green", in the case of Green Bonds, "social", in the case of Social Bonds, or "sustainable", in the case of Sustainability Bonds, or be given other equivalent label, nor can any assurance be given that a clear definition or consensus will develop over time. The lack of market consensus is, to a certain degree, mitigated through voluntary measures, such as by complying with the relevant set of principles published by the International Capital Market Association ("ICMA"), notably green bond principles (the "**Green Bond Principles**"), social bond principles (the "**Social Bond Principles**") and sustainability bond principles (the "**Sustainability Bond Principles**"), and together with the Green Bond Principles and Social Bond Principles, the "**Principles**"), or by obtaining an external review.

The Principles aim to promote integrity of the Green, Social and Sustainability Bond markets through transparency, disclosure and reporting by the issuers. The Principles provide high-level categories for Eligible Projects and give other guidance on the key components involved in launching a credible Green, Social or Sustainability Bond. However, given a broad categorisation of project eligibility by the Principles, diversity of current market views and the ongoing development in the understanding of environmental and social issues and their consequences, a degree of uncertainty with respect to what projects or activities qualify as "green", "social" or "sustainability", and as a result which bonds qualify as Green, Social or Sustainability Bonds, may be inevitable.

Accordingly, no assurance is or can be given to investors that:

- the use of such proceeds for any Eligible 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 in accordance with 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, social or sustainability impact of any Eligible Projects);
- any Eligible Projects will meet any or all investor expectations regarding such "green", "social" or "sustainable" or other equivalently-labelled performance objectives or that any adverse environmental, social and/or other impacts will not occur during the implementation of any Eligible Projects. Moreover, where adverse impacts are insufficiently mitigated, the relevant Eligible Project may become controversial and may generate negative market opinion;
- as to the suitability or reliability for any purpose whatsoever of any external reviews (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 Eligible Projects to fulfil any environmental, social and/or sustainability criteria. For the avoidance of doubt, any such external reviews, when made, shall not be deemed to be, incorporated in and/or form part of this Base Prospectus nor shall 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 external review shall only be current as of its date. Prospective investors must determine for themselves the relevance of any such review and/or the information contained therein and/or the provider of such review for the purpose of any investment in such Notes. Currently, only some of the providers of such external reviews are subject to existing professional standards (professional accountants) and/or subject to regulatory regimes (regulated credit rating agencies), with the rest of the providers not being 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, social or sustainability impact of a relevant Eligible Project. 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.

With reference to any Notes in respect of which the applicable Final Terms state that the proceeds will be used to finance or refinance Eligible Projects, while it is the intention of the Issuer to apply the net proceeds of any Notes in such a manner, there can be no assurance that the relevant 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, Social or Sustainability Projects. Nor can there be any assurance that such Eligible 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 constitute an event of default under the Notes. Any failure to apply the proceeds of any issue of Notes for any Eligible Projects as aforesaid and/or withdrawal of any opinion or certification or any 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 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 or refinance Eligible Projects, and/or result in adverse consequences for certain investors with portfolio mandates to invest in securities to be used for a particular purpose.

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. Accordingly, there is no assurance as to the development or liquidity of any trading market for the Notes. 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. If the Notes are traded after their initial issuance, they may be traded at a discount to their initial offering price, depending upon prevailing interest rates, the market for similar securities, general economic conditions and the financial conditions of the Issuer. 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 would generally have a more limited secondary market and more price volatility than conventional debt securities. Illiquidity may have a severely adverse effect on the market value of Notes, although application has been made to list the Notes on the Official List of the Luxembourg Stock Exchange.

Exchange rate risks and exchange controls

The Issuer will pay principal and interest on the Notes in the Specified Currency. 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 change significantly (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 (i) the Investor's Currency-equivalent yield on the Notes, (ii) the Investor's Currency-equivalent value of the principal payable on the Notes and (iii) 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.

Rating

Credit or corporate ratings may not reflect all risks. One or more independent rating agencies may assign ratings to the Notes and/or the Issuer. The ratings may not reflect the potential impact of all risks related to structure, market, additional factors discussed in this paragraph, and other factors that may affect the value of the Notes or the standing of the Issuer. A credit rating and/or a corporate rating is not a recommendation to buy, sell or hold

securities and may be revised or withdrawn by the rating agency at any time. Any adverse change in the applicable credit rating could adversely affect the trading price of the Notes.

Interest rate risks

Investment in Fixed Rate Notes involves the risk that if market interest rates subsequently increase above the rate paid on the Fixed Rate Notes, this will adversely affect the value of the Fixed Rate Notes.

Risks associated with the economic context and consequences of Great Britain's exit from the European Union (Brexit)

On 29 March 2017, following the outcome of the referendum held in the United Kingdom and its decision to leave the European Union ("**Brexit**"), the UK delivered to the European Council a notice of its intention to withdraw pursuant to Article 50 of the Treaty on the European Union and commenced a two-year Article 50 period of official negotiations with the European Union with the view to determining the future terms of the United Kingdom's relationship with the European Union, including the terms of trade between the United Kingdom and the European Union (the "**withdrawal agreement**"). As part of those negotiations, a transitional period has been agreed in principle which would extend the application of EU law and provide for continuing access to the EU single market, until the end of 2020 and possibly longer.

The United Kingdom was set to leave the European Union on 29 March 2019. However, the EU and the UK have agreed a delay of the withdrawal of the UK from the EU initially until 31 October 2019 and, more recently, to 31 January 2020. The United Kingdom will remain a member of the European Union until such date (or any other agreed date). Until there is more clarity on the terms and timing of the UK's exit from the EU, it is not possible to state with relative certainty what the impact of Brexit will be on the stability of EU and Eurozone, and as a result on the Issuer and the Group. However, no-deal Brexit (i.e., a withdrawal of the UK from the EU without an agreement) could cause an increase in volatility in financial markets, a worsening in the terms of financing, especially in the so-called "peripheral" countries, including Italy, and consequently a possible economic slowdown. In addition, the outcome of the negotiations may significantly influence other Member States to exit the European Union and the Monetary Union with further negative consequences for the abovementioned events. Moreover, it cannot be excluded that in the European Member States, including Italy, there may be further increases in political and institutional instability, with a consequent rise in interest rates for sovereign debt. All of this could cause an increase in the cost of the debt of the Issuer with the consequential negative effects on its operations, results and economic and financial position.

Risk associated with the Great Britain becoming a third country for the purposes of application of the EU regulatory framework

Article 55 of the BRRD requires EU Member States to implement legislation which requires EU financial institutions to include in certain agreements a contractual term requiring their counterparties to recognise the write down and conversion powers available to their regulators (bail-in). The BRRD has been supplemented by EU Regulation 2016/1075, which was issued on 8 July 2016 and sets out the mandatory contents for such a clause. The requirement applies where the agreement relates to a liability which is not excluded and which is governed by third country law, namely, non-EEA law.

Save for certain provisions which are governed by Italian law, the Notes issued under this Prospectus will be governed by English law. After the United Kingdom ceases to be a member of the EU, and without any agreement to the contrary, it will become a third country for the purposes of EU law after Brexit and English law will become non-EU law. Each investor in the Notes will be required to acknowledge, accept, consent and agree to be bound by the effect of the exercise of any resolution tool (including the sale of business tool, the bridge institution tool, and the asset separation tool) by the relevant resolution authority in compliance with the laws, regulations, rules or requirements in effect at such time in Italy, relating to (a) the transposition of the BRRD, including but not limited to Legislative Decrees No. 180/2015 and 181/2015; (b) the SRM Regulation, and (b) any instruments, rules and standards created thereunder. The potential impact of any resolution tool may include the total loss of value of the securities of any series, and under certain circumstances, the inability of BPER to perform its obligations under its securities.

RESPONSIBILITY STATEMENT

The Issuer accepts responsibility for the information contained in this Base Prospectus.

The Issuer declares that, having taken all reasonable care to ensure that such is the case, the information contained in this Base Prospectus is, to the best of its knowledge, in accordance with the facts and contains no omission likely to affect its import.

Certification of the Manager responsible for preparing the Issuer's financial report, pursuant to Article 154-bis, paragraph 2 of Consolidated Finance Act.

The Manager responsible for preparing the company's financial report, Marco Bonfatti, declares in accordance with Article 154-bis, paragraph 2 of the Consolidated Finance Act, that the accounting data contained in this Base Prospectus agrees with the underlying documents, books of accounting entries.

INFORMATION INCORPORATED BY REFERENCE

This Base Prospectus should be read and construed in conjunction with the following documents which have previously been published or which are published simultaneously with this Base Prospectus. Such documents shall be incorporated by reference in and form part of this Base Prospectus, save that any statement contained in a document which is incorporated by reference herein shall be modified or superseded for the purpose of this Base Prospectus to the extent that a statement contained herein 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.

1. Issuer's by-laws (*Statuto*) as of the date hereof that can be obtained at the webpage:
https://istituzionale.bper.it/documents/133577364/191148577/Articles++of+Association++07_11_2019.pdf/a3d2a486-0273-0ad9-fb17-62354f162b19?version=1.2&t=1573733507235&download=true;
2. Issuer's consolidated interim financial statements (without any review report) as at 30 September 2019, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/380110656/Consolidated+interim+report+on+operations+as+at+30+September+2019.pdf/919a244d-7345-9ba4-e5f7-97ab88bb6d16?version=1.0&t=1577435380226&download=true>;
3. Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2019, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/380110656/Consolidated+Half-Year+Report+as+at+30+June+2019.pdf/06cc741d-6ccc-c2fd-4686-b315791471d8?version=1.1&t=1570206923426&download=true>;
4. Issuer's consolidated interim financial statements (without any review report) as at 31 March 2019, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/380110656/Consolidated+interim+report+on+operations+as+at+31+March+2019.pdf/a5ef8a30-43a0-21cd-0643-954303a90cc7?version=1.1&t=1576234334504&download=true>;
5. Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2018, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/191236001/Annual+Report+2018.pdf/63651c7d-561d-c7b2-da3e-c5db2c7f42ca?version=1.0&t=1561666553367&download=true>;
6. Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2018, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/191236001/Consolidated+half-year+report+as+at+30.06.2018.pdf/09c0ea1f-ea0d-f981-2e9e-5d89729289d0?version=1.0&t=1538498298549&download=true>;
7. Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2017, that can be obtained at the webpage:
<https://istituzionale.bper.it/documents/133577364/193341646/Annual+report+2017.pdf/08c9cb6c-8c26-e727-1f7a-20dec8f9f4a1?version=1.0&t=1538123659017&download=true>.

The Issuer confirms that the results as at 31 December 2018 referred to in the Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2018 have been compiled on the basis of the established financial reporting process of the Issuer using the same accounting principles, criteria and assumptions as have been used in the consolidated annual reports of the Issuer for the years ended 31 December 2017, other than as regards IFRS 9 and IFRS 15 which came into force in 2018 and, accordingly, apply only to the consolidated annual report for the year ended 31 December 2018.

The table below sets out the relevant page references for: (i) the Issuer's by-laws (*Statuto*); (ii) the Issuer's consolidated interim financial statements (without any review report) as at 30 September 2019; (iii) the Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2019; (iv) the Issuer's

consolidated interim financial statements (without any review report) as at 31 March 2019; (v) the Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2018; (vi) the Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2018; and (vii) the Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2017.

Information contained in the documents incorporated by reference other than information listed in the table below does not form part of this Base Prospectus and is either not relevant for the investor or it is covered elsewhere in this Base Prospectus.

Comparative Table of Documents incorporated by reference

Document	Information incorporated	Page numbers
Issuer's by-laws (<i>Statuto</i>)	Entire document	All
Issuer's consolidated interim financial statements (without any review report) as at 30 September 2019		
	Consolidated balance sheet	Page 71
	Consolidated income statement	Page 72
	Consolidated statement of other comprehensive income	Page 73
	Consolidated statement of changes in shareholders' equity	Page 74
	Explanatory notes	Pages 75 to 156
Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2019		
	Consolidated balance sheet	Page 91
	Consolidated income statement	Page 92
	Consolidated statement of other comprehensive income	Page 93
	Consolidated statement of changes in shareholders' equity	Page 94
	Consolidated statement of cash flows	Pages 95 to 96
	Consolidated explanatory notes	Pages 97 to 220
	Limited review independent auditors' report	Page 223 (reference is to page of the pdf version)
Issuer's consolidated interim financial statements (without any review report) as at 31 March 2019		
	Consolidated balance sheet	Page 65

Document	Information incorporated	Page numbers
	Consolidated income statement	Page 66
	Consolidated statement of other comprehensive income	Page 67
	Consolidated statement of changes in shareholders' equity	Page 68
	Explanatory notes	Pages 69 to 138
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Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2018	Consolidated balance sheet	Pages 104 to 105
	Consolidated income statement	Page 106
	Consolidated statement of other comprehensive income	Page 107
	Consolidated statement of changes in shareholders' equity	Page 108
	Consolidated statement of cash flows	Pages 109 to 110
	Consolidated explanatory notes	Pages 111 to 431
	Independent auditors' report	Pages 438 to 448 (reference is to pages of the pdf version)
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Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2018	Consolidated balance sheet	Page 119
	Consolidated income statement	Page 120
	Consolidated statement of comprehensive income	Page 121
	Consolidated statement of changes in shareholders' equity	Page 122
	Consolidated statement of cash flows	Pages 123 to 124
	Consolidated explanatory notes	Pages 125 to 246
	Limited review independent auditors' report	Page 251 (reference is to page of the pdf version)

Document	Information incorporated	Page numbers
Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2017		
	Consolidated balance sheet	Page 153
	Consolidated income statement	Page 154
	Consolidated statement of comprehensive income	Page 155
	Consolidated statement of changes in shareholders' equity	Page 156
	Consolidated statement of cash flows	Pages 157 to 158
	Consolidated explanatory notes	Pages 159 to 779
	Independent auditors' report	Pages 786 to 793 (reference is to page of the pdf version)

The Issuer's consolidated interim financial statements as at 30 June 2018 and 2019 have been subject to limited review by Deloitte and Touche S.p.A. ("**Deloitte**") in its capacity as independent auditor of the Issuer, as indicated in its report thereon.

The consolidated financial statements of the Issuer as at and for the years ended on 31 December 2018 and 31 December 2017 have been audited by Deloitte in its capacity as independent auditors of the Issuer, as indicated in its reports thereon.

The financial statements incorporated by reference herein are English translations of the Italian financial statements prepared for and used in Italy, and have been translated for the convenience of international readers. The Issuer takes responsibility for the translation of the financial statements relating to it and incorporated by reference herein, whereas the translation of the auditors' report was received directly from the independent auditor of the Issuer, Deloitte.

Deloitte has given, and has not withdrawn, its consent to the inclusion of its reports on the accounts of the Issuer in this Base Prospectus in the form and context in which they are included.

The financial statements referred to above have been prepared in accordance with the accounting principles issued by the International Accounting Standards Board ("**IASB**") and the relative interpretations of the International Financial Reporting Interpretations Committee ("**IFRIC**"), as adopted by the European Union under Regulation (EC) 1606/2002.

Availability of Documents

Copies of all documents incorporated herein by reference may be obtained without charge at the head office of the Luxembourg Listing Agent in the city of Luxembourg and may be obtained at the website of the Luxembourg Stock Exchange (www.bourse.lu). Written or oral requests for such documents should be directed to the specified office of the Luxembourg Listing Agent.

KEY FEATURES OF THE PROGRAMME RELATING TO THE NOTES

The following overview of key features of the Programme 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 applicable Final Terms. Words and expressions defined in the sections headed "Form of the Notes", "Terms and Conditions of the English Law Notes" or, as the case may be, "Terms and Conditions of the Italian Law Notes" below shall have the same meanings in this overview of key features of the Programme.

Issuer:	BPER Banca S.p.A. (the " Bank " or the " Issuer ")
Issuer Legal Entity Identifier (LEI)	N747OI7JINV7RUUH6190 (expiring in November 2020)
Lead Arranger:	Citigroup Global Markets Limited
Dealers :	<p>Banca IMI S.p.A. Barclays Bank Ireland PLC Barclays Bank PLC BNP Paribas BPER Banca S.p.A. Citigroup Citigroup Global Market Europe A.G. Credit Suisse Securities (Europe) Limited Deutsche Bank AG, London Branch Goldman Sachs International HSBC Bank plc J.P. Morgan Securities plc Mediobanca - Banca di Credito Finanziario S.p.A. NatWest Markets N.V. Nomura International plc Société Générale UBS Europe SE</p> <p>and any other Dealer appointed from time to time by the Issuer, either generally in respect of the Programme or in relation to a particular Tranche of Notes.</p> <p>(together, the "Dealers")</p> <p>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>" below).</p>
Issuing and Principal Paying Agent:	Citibank N.A., London Branch
Trustee (for the English Law Notes):	The Law Debenture Trust Corporation p.l.c.
Luxembourg Listing Agent:	Banque Internationale à Luxembourg SA
Programme Amount:	The aggregate nominal amount outstanding in respect of Notes under the Programme at any time shall not exceed €6,000,000,000 (or its equivalent in other currencies at the date of issue of the relevant Notes).

The Issuer may increase the amount of the Programme in accordance with the terms of the Dealer 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: Subject to compliance with all applicable legal and/or regulatory restrictions and/or central bank requirements, Notes may be denominated in such currencies as may be agreed between the Issuer, the relevant Dealer(s) and, in the case of English Law Notes, the Trustee (as indicated in the applicable Final Terms).

Maturities: The Notes may have any Maturity Period subject to compliance with all relevant legal and/or regulatory and/or central bank requirements.

Where Senior Preferred Notes have a maturity of less than one year and either (a) the issue proceeds are received by the Issuer in the United Kingdom or (b) the activity of issuing the Notes is carried on from an establishment maintained by the Issuer in the United Kingdom, such Notes must: (i) have a minimum redemption value of £100,000 (or its equivalent in other currencies) and be issued only to persons whose ordinary activities include acquiring, holding, managing or disposing of investments (as principal or 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; or (ii) be issued in other circumstances which do not constitute a contravention of section 19 (*the general prohibition*) of the Financial Services and Markets Act 2000 (the "**FSMA**") by the Issuer.

Under applicable laws and regulations at the date of this Base Prospectus:

- (i) Senior Non-Preferred Notes shall have a minimum Maturity Period of twelve months, as provided under Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority, and may be redeemable only subject to the prior authorisation of the Bank of Italy, when required; and
- (ii) Subordinated Notes shall have a minimum Maturity Period of five years, as provided under the Applicable Banking Regulations, and may be redeemable only subject to Relevant Authority prior authorisation, when required.

Denomination: Notes will be issued in such denominations as may be specified in the applicable Final Terms, subject to compliance with all applicable legal and/or regulatory and/or central bank requirements and save that the minimum denomination of each Notes (other than the Senior Non-Preferred Notes) will be no less than Euro 100,000 (or its equivalent in another currency), while Senior Non-Preferred Notes issued under the Programme will have a denomination of at least Euro 250,000 (or, where the Senior Non-Preferred Notes are denominated in a currency other than euro, the equivalent amount in such other currency).

Issue Price: Notes may be issued at par or at a discount to, or premium over, par, as specified in the applicable 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.

Form of Notes: The Notes of a Tranche will be in bearer form and will initially be represented by a Temporary Global Note. Each global Note which is not

intended to be issued in new global note form (a "**Classic Global Note**" or "**CGN**"), as specified in the applicable Final Terms, will be deposited on or around the relevant Issue Date with a common depositary for Euroclear and Clearstream, Luxembourg and/or any other agreed clearance system as specified in the applicable Final Terms and each global Note which is intended to be issued in new global note form (a "**New Global Note**" or "**NGN**"), as specified in the applicable Final Terms, will be deposited on or around the relevant Issue Date with a common safekeeper for Euroclear and/or Clearstream, Luxembourg. Each Temporary Global Note will be exchangeable, upon request, as described therein for either a Permanent Global Note or definitive Notes in accordance with the provisions set out in the relevant Temporary Global Note and in each case not earlier than 40 days after the Issue Date upon certification of non-US beneficial ownership as required by U.S. Treasury Regulations. A Permanent Global Note will be exchangeable in whole but not in part for definitive Notes in accordance with its terms. Any interest in a global Note will be transferable only in accordance with the rules and procedures for the time being of Euroclear, Clearstream, Luxembourg and/or any other agreed clearance system as appropriate.

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 rate interest will be payable on such date or dates as agreed between the Issuer and the relevant Dealer(s) (as indicated in the applicable Final Terms) and on redemption.

Interest will be calculated on such basis as may be agreed as indicated in the applicable Final Terms.

Reset Notes

If the Senior Preferred Notes and the Subordinated Notes are issued in a manner which qualifies such Notes as Reset Notes, then such Reset Notes will, in respect of an initial period, bear interest at the initial fixed rate of interest specified in the applicable Final Terms. Thereafter, the fixed rate of interest will be reset on one or more date(s) specified in the applicable Final Terms by reference to a Mid-Market Swap Rate, as adjusted for any applicable margin, in each case, as may be specified in the applicable Final Terms.

Floating Rate Notes:

Floating Rate Notes will bear interest at a rate determined by reference to one of the following:

- (i) 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); or
- (ii) on the basis of a reference rate (which, in the case of CMS Linked Interest Notes, will be the CMS Rate) appearing on an agreed screen page of a commercial quotation service,

as indicated in the applicable Final Terms.

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

Notes.

Other provisions in relation to Floating Rate Notes, including CMS Linked Interest Notes:

Floating Rate Notes (including CMS Linked Interest Notes) may also have a maximum interest rate, a minimum interest rate or both.

Interest on Floating Rate Notes (including CMS Linked Interest Notes) in respect of each Interest Period, as selected prior to the issue by the Issuer and the relevant Dealer(s) will be payable on the Interest Payment Dates specified in, or determined pursuant to, the applicable Final Terms and will be calculated on the basis indicated in Condition 3(c) (*Interest on Floating Rates Notes, including CMS Linked Interest Notes*) of the Terms and Conditions for the English Law Notes and in Condition 3(c) (*Interest on Floating Rates Notes, including CMS Linked Interest Notes*) of the Terms and Conditions for the Italian Law Notes and the applicable Final Terms.

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 applicable Final Terms.

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 applicable Final Terms.

Zero Coupon Notes:

Zero Coupon Notes may be offered and sold at a discount to their nominal amount and will not bear interest other than in the case of late payment.

Redemption:

Notes may be redeemed as specified in the applicable Final Terms.

For so long as:

- (i) it is required under the MREL/TLAC Requirements, any redemption, purchase or modification of the Senior Preferred Notes in accordance with the Senior Notes Conditions is subject to the Issuer giving notice to the Relevant Authority and the Relevant Authority granting permission to redeem or purchase the relevant Senior Preferred Notes;
- (ii) it is required under Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority and/or under the MREL/TLAC Requirements, any redemption, purchase or modification of the Senior Non-Preferred Notes in accordance with the Senior Notes Conditions is subject to the Issuer giving notice to the Relevant Authority and the Relevant Authority granting permission to redeem or purchase the relevant Senior Non-Preferred Notes; and
- (iii) it is required under Applicable Banking Regulations, any redemption, purchase or modification of the Subordinated Notes in accordance with the Subordinated Notes Conditions is subject to the Issuer giving notice to the Relevant Authority and such Relevant Authority granting permission to redeem or purchase the relevant Subordinated Notes (in each case to the extent, and in the manner, required by the relevant Applicable Banking Regulations including Articles 77(b) and 78 of CRR), in compliance with any alternative or additional pre-conditions to redemption or purchase, as applicable, set out in the relevant Applicable Banking Regulations for the time being.

Optional Redemption:

Subject to any legal and regulatory requirements, the Final Terms issued in respect of each issue of Notes will state whether the relevant Notes may be redeemed before their stated maturity at the option of the Issuer (either in whole or in part) and/or the Noteholders, and if so the terms applicable to such redemption and subject to all relevant legal and regulatory requirements.

If the Notes are:

- (i) Senior Preferred Notes, unless otherwise permitted under the MREL/TLAC Requirements, the Optional Redemption Date shall be subject to the prior authorisation of the Relevant Authority, when required;
- (ii) Senior Non-Preferred Notes, unless otherwise permitted by Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority and/or under the MREL/TLAC Requirements, the Optional Redemption Date shall not be earlier than twelve months after the Issue Date, subject to the prior authorisation of the Relevant Authority, when required; and
- (iii) Subordinated Notes, unless otherwise permitted by current laws, regulations, directives, and/or the Relevant Authority's requirements applicable to the issue of Subordinated Notes, the Optional Redemption Date shall not be earlier than five years after the Issue Date, subject to the Relevant Authority prior authorisation when required.

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the English Law Notes and Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*) of the Terms and Conditions for the Italian Law Notes, if Regulatory Call is specified in the applicable Final Terms, the Senior Notes and the Subordinated Notes may be redeemed at the option of the Issuer, in whole but not in part, at any time (if the Note is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note): (i) in case of the Senior Notes, upon the occurrence of an MREL/TLAC Disqualification Event (as defined in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the English Law Notes and in Condition 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions for the Italian Law Notes), and (ii) in case of Subordinated Notes, the Subordinated Notes cease to qualify (in whole or in part) as "Tier II Capital", on a consolidated or non-consolidated basis, as a result of changes after the date of issue of the relevant Subordinated Notes in accordance with Applicable Banking Regulations.

Variation or substitution following Tax Event, Regulatory Event or MREL/TLAC Disqualification Event

In relation to the Notes of any Series, if Modification following Tax Event or (in relation to Subordinated Notes only) Regulatory Event is specified as applicable in the applicable Final Terms, the Issuer may, upon the occurrence of Tax Event or Regulatory Event, substitute or modify the terms and conditions (in each case all but not some only) of such Notes so that they remain or, as appropriate become, Qualifying Securities, without any requirement for the consent or approval of the Noteholders to the extent that such modification is reasonably necessary to ensure that no Tax Event or Regulatory Event would exist after such modification, **provided that** the relevant conditions set forth in Condition 11 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the English Law Notes and in Condition 10 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the Italian Law Notes are satisfied.

In relation to any Series of Senior Notes (only), if Modification following an MREL/TLAC Disqualification Event is specified as applicable in the relevant Final Terms, the Issuer may, upon the occurrence of an MREL/TLAC Disqualification Event, substitute (all but not some only) of such Senior Notes or modify the terms and conditions of all (but not some only) of such Senior Notes so that they remain or, as appropriate become, Qualifying Senior Preferred Notes or Qualifying Senior Non-Preferred Notes, without any requirement for the consent or approval of the Noteholders to the extent that such modification is reasonably necessary to ensure that no MREL/TLAC Disqualification Event would exist after such modification, **provided that** the relevant conditions set forth in Condition 11 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the English Law Notes and in Condition 10 (*Meetings of Noteholders; Modification; Waiver*) of the Terms and Conditions for the Italian Law Notes are satisfied.

Taxation:

All payments by the Issuer in respect of the Notes 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 Italy unless the withholding is required by law. In that event, the Issuer will (subject to Condition 8 (*Taxation*) of the Terms and Conditions for the English Law Notes and Condition 8 (*Taxation*) of the Terms and Conditions for the Italian Law Notes) pay such additional amounts in respect of principal and interest in the case of Senior Notes (if permitted by MREL/TLAC Requirements) and interest only in the case of Subordinated Notes as will result in the Noteholders receiving such amounts as they would have received in respect of such Notes had no such withholding been required.

Status of the Notes:

Notes may be issued by the Issuer on a senior preferred basis (the "**Senior Preferred Notes**") or a senior non-preferred basis (the "**Senior Non-Preferred Notes**", and together with the Senior Preferred Notes, the "**Senior Notes**") and on a subordinated basis (the "**Subordinated Notes**"), as specified in the applicable Final Terms.

(i) Status of Senior Preferred Notes

The Senior Preferred Notes will constitute direct, unconditional, unsecured and unsubordinated obligations of the Issuer and will rank at all times *pari passu* without any preference among themselves and (subject to any obligations preferred by any applicable law) at least *pari passu* with all other present and future unsecured and unsubordinated obligations (other than obligations ranking junior to the Senior Preferred Notes from time to time, including Senior Non-Preferred Notes) of the Issuer. (as set out in Condition 2(b) (*Status of Senior Preferred Notes*) of the Terms and Conditions for the English Law Notes and in Condition 2(b) (*Status of Senior Preferred Notes*) of the Terms and Conditions for the Italian Law Notes)

(ii) Status of Senior Non-Preferred Notes

The Senior Non-Preferred Notes will constitute direct, unconditional, unsecured and non-preferred obligations of the Issuer and will rank at all times *pari passu* and without any preference among themselves (as set out in Condition 2(c) (*Status of Senior Non-Preferred Notes*) of the Terms and Conditions for the English Law Notes and in Condition 2(c) (*Status of Senior Non-Preferred Notes*) of the Terms and Conditions for the Italian Law Notes).

In the event of a winding up, dissolution, liquidation or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*) of the Issuer, the payment obligations of the Issuer under each Series of Senior Non-Preferred Notes, and the relative coupons as the case may be, will rank

in right of payment: (A) after any present or future unsubordinated creditors (including depositors and any holder of Senior Preferred Notes and their respective coupons) of the Issuer but, (B) at least *pari passu* with all other present and future unsubordinated and non-referred obligations of the Issuer which do not rank or are not expressed by their terms or mandatory provisions of law to rank junior or senior to such Series of Senior Non-Preferred Notes, and (C) in priority to any present or future claims ranking junior to such Series of Senior Non-Preferred Notes (including any holder of Subordinated Notes) and the claims of the shareholders of the Issuer, in all such cases in accordance with the provisions of Article 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.

(iii) **Status of Subordinated Notes**

The Subordinated Notes constitute direct, unsecured and subordinated obligations of the Issuer and will at all times rank *pari passu* without any preference among themselves (as set out in Condition 2(d) (*Status of Subordinated Notes*) of the Terms and Conditions for the English Law Notes and in Condition 2(d) (*Status of Subordinated Notes*) of the Terms and Conditions for the Italian Law Notes).

In the event of the liquidation, dissolution, winding up or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*, *Amministrazione Straordinaria* or *Liquidazione Volontaria* (the latter as described in Articles 80 to 94 of the Consolidated Banking Act)) of the Issuer, the payment obligations of the Issuer under the Subordinated Notes and the related Coupons and Vouchers shall rank in right of payment (A) after unsubordinated, unsecured creditors (including depositors and any holder of Senior Notes) of the Issuer, (B) but at least *pari passu* with all other present and future subordinated obligations of the Issuer which do not rank or are not expressed by their terms to rank junior to or senior to the Series of Subordinated Notes, and (C) in priority to the claims of other subordinated creditors ranking or expressed to rank junior to the Subordinated Notes and of the shareholders of the Issuer.

Negative pledge:

The Notes will not contain any negative pledge provision.

Cross-Default:

The Notes will not contain any cross-default provision.

Listing and Admission to Trading:

Application has been made for the Notes issued under the Programme to be listed on the Official List and admitted to trading on the Regulated Market of the Luxembourg Stock Exchange. The Notes may also be admitted to listing, trading and/or quotation by such other listing authority, stock exchange and/or quotation system as may be agreed between the Issuer and the relevant Dealer in relation to each issue. Unlisted Notes may also be issued under the Programme. The Final Terms relating to each relevant Notes will state whether or not such Notes are to be admitted to listing, trading and/or quotation and, if so, by which listing authority, stock exchange and/or quotation system.

Governing Law:

The English Law Notes and all non-contractual obligations arising out of or in connection with the English Law Notes will be governed by, and construed in accordance with, English law, except for (A) with respect to the Senior Non-Preferred Notes, Conditions 2(c) (*Status of Senior Non-Preferred Notes*), 4(a) (*At Maturity*), and 4(c) (*Redemption for regulatory reasons - Regulatory Call*) of the Terms and Conditions of the English Law Notes, which are governed by, and shall be construed in accordance with, Italian law, and (B) with respect to the Subordinated Notes, Conditions 2(d) (*Status of Subordinated Notes*), 4(a) (*At Maturity*), and 4(c) (*Redemption for regulatory reasons - Regulatory*

Call) of the Terms and Conditions of the English Law Notes, which are governed by, and shall be construed in accordance with, Italian law. Furthermore, Condition 18 (*Acknowledgment of Statutory Bail-in Power*) of the Terms and Conditions of the English Law Notes and any non-contractual obligations arising out of or in connection with it shall be governed by, and shall be construed in accordance with, Italian law.

The Italian Law Notes and all non-contractual obligations arising out of or in connection with the Italian Law Notes will be governed by, and construed in accordance with, Italian law

Ratings:

Notes issued pursuant to the Programme may be rated or unrated. Where an issue of Notes is rated, its rating will not necessarily be the same as any rating applicable to the Programme. Details of the rating, if any, attributable to a Series of Notes will be specified in the applicable Final Terms. A rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction or withdrawal at any time by the assigning rating agency.

Whether or not each credit rating applied for in relation to the relevant Series of Notes will be (1) issued by a credit rating agency established in the European Union and registered under Regulation (EU) No. 1060/2009, as amended (the "**CRA Regulation**"), or (2) issued by a credit rating agency which is not established in the European Union but is endorsed by a credit rating agency which is established in the European Union and registered under the CRA Regulation or (3) issued by a credit rating agency which is not established in the European Union 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 if such rating is not issued by a credit rating agency established in the EEA and registered under the CRA Regulation or (1) 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 (2) the rating is provided by a credit rating agency not established in the EEA which is certified under the CRA Regulation.

The European Securities and Markets Authority ("**ESMA**") is obliged to maintain on its website a list of credit rating agencies registered and certified in accordance with the CRA Regulation, which may be found on the following page: at <http://www.esma.europa.eu/supervision/credit-rating-agencies/risk>.

Selling Restrictions:

For a description of certain selling restrictions on offers, sales and deliveries of Notes and on the distribution of offering material in the United States of America, the European Economic Area, the United Kingdom, Italy, Japan, Singapore and France, see "*Subscription and Sale*" below.

FORM OF THE NOTES

Each Tranche of Notes will be represented initially by a temporary global note ("**Temporary Global Note**") in bearer form without vouchers, interest coupons or talons. Each Temporary Global Note which is not intended to be issued in NGN form, as specified in the applicable Final Terms, will be delivered to a common depositary for Euroclear and Clearstream, Luxembourg and each Temporary Global Note which is intended to be issued in NGN form, as specified in the applicable Final Terms, will be deposited on or around the issue date of the relevant Tranche of the Notes with a common safekeeper for Euroclear and/or Clearstream, Luxembourg.

On 13 June 2006, the ECB announced that Notes in NGN form are in compliance with the "Standards for the use of EU securities settlement systems in ESCB credit operations" of the central banking system for the euro (the "**Eurosystem**"), **provided that** certain other criteria are fulfilled. At the same time the ECB also announced that arrangements for Notes in NGN form will be offered by Euroclear and Clearstream Luxembourg as of 30 June 2006 and that debt securities in global bearer form issued through Euroclear and Clearstream, Luxembourg after 31 December 2006 will only be eligible as collateral for Eurosystem operations if the NGN form is used.

The applicable Final Terms will also specify either that the United States Treasury Regulation §1.1635(c)(2)(i)(D) (the "**TEFRA D Rules**") are applicable in relation to the Notes or, if the Notes do not have a maturity of more than 365 days, that the TEFRA D Rules are not applicable.

Whilst any Note is represented by a Temporary Global Note, payments of principal and interest (if any) 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 Temporary Global Note are not US persons or persons who have purchased for resale to any US 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 Agent. Any reference in this section "*Form of the Notes*" to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearance system approved by the Issuer, the Agent and, in the case of English Law Notes, the Trustee.

On and after the date (the "**Exchange Date**") which is 40 days after the completion of the distribution of the Notes, interests in the Temporary Global Note will be exchangeable upon request as described therein either for interests in a permanent global note ("**Permanent Global Note**") without vouchers, interest coupons or talons for the Series of Notes to which the relevant Tranche of Notes relates or for Notes in definitive form ("**definitive Notes**" or "**Definitive Notes**") (as indicated in the applicable Final Terms and subject, in the case of definitive Notes, with, where applicable, vouchers, interest coupons and talons attached, to such notice period as is specified in the applicable Final Terms), in each case against certification of beneficial ownership as described in the preceding paragraph unless certification has already been given. On and after the Exchange Date, the holder of a Temporary Global Note will not be entitled to receive any payment of interest or principal thereon. Pursuant to the Agency Agreement for the English Law Notes (as defined in "*Terms and Conditions for the English Law Notes*" below) and pursuant to the Agency Agreement for the Italian Law Notes (as defined under "*Terms and Conditions for the Italian Law Notes*"), the Agent shall arrange that, where a further Tranche of Notes is issued, the Notes of such Tranche shall be assigned a common code and an ISIN by Euroclear and Clearstream, Luxembourg which are different from the common code and ISIN assigned to Notes of any other Tranche of the same Series until at least 40 days after the completion of the distribution of the Notes of such Tranche as notified by the Agent to the relevant Dealer(s).

Payments of principal and interest (if any) 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. Each Permanent Global Note will be exchangeable for definitive Notes only in accordance with its terms. Global Notes and definitive Notes will be issued pursuant to the Agency Agreement for the English Law Notes or the Agency Agreement for the Italian Law Notes (as applicable) and, in the case of English Law Notes, the Trust Deed.

The following legend will appear on all global Notes, definitive Notes, vouchers, interest coupons, and talons in the case of any Tranche of Notes having a maturity of more than 365 days:

"Any United States person (as defined in the Internal Revenue Code of the United States) 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 Final Terms for each Tranche of Notes (which, in the case of English Law Notes, must be approved by the Trustee prior to the relative Issue Date) will contain such of the following information as is applicable in respect of the Notes of such Tranche (all references to numbered Conditions being to the Terms and Conditions of such Notes):

Types of Notes

1. whether the Notes are to be senior preferred notes (the "**Senior Preferred Notes**"), senior non-preferred notes (the "**Senior-Non Preferred Notes**" and together with the Senior Preferred Notes, the "**Senior Notes**"), or subordinated notes (the "**Subordinated Notes**");
2. the interest or payment basis applicable to the Notes (the "**Interest/Payment Basis**") which depends on whether such Notes are:
 - (A) Notes bearing interest on a fixed rate basis ("**Fixed Rate Notes**");
 - (B) Notes bearing interest on a floating rate basis ("**Floating Rate Notes**"), including where the interest payable is linked to the CMS Rate ("**CMS Linked Interest Notes**");
 - (C) Notes issued on a non-interest bearing basis ("**Zero Coupon Notes**");
 - (D) Notes bearing interest on a fixed rate basis for an initial period, and thereafter the fixed rate of interest will be reset on one or more date(s) specified in the applicable Final Terms by reference to a mid-market swap rate, as adjusted for any applicable margin ("**Reset Notes**");
 - (E) Notes redeemable in instalments ("**Instalment Notes**"), orany combination of the foregoing as may be agreed;
3. in the case of Instalment Notes, the amount of each such instalment (each an "**Instalment Amount**", the final such Instalment Amount being the "**Final Redemption Amount**") and the dates on which each instalment is repayable (each an "**Instalment Date**");

Description of the Notes

4. whether interests in the Temporary Global Note are exchangeable for:
 - (A) interests in a Permanent Global Note and (unless otherwise specified) further exchangeable for definitive Notes in accordance with the terms of the Permanent Global Note; or
 - (B) definitive Notes and any relevant notice period required;
5. whether talons for future coupons are to be attached to definitive Notes on issue and, if so, the date on which such talons mature;
6.
 - (A) the Series number;
 - (B) the Tranche number; and
 - (C) details (including the date, if any, on which the Notes become fully fungible) if forming part of an existing Series;
7.
 - (A) the aggregate nominal amount of the Notes to be issued (the "**Nominal Amount**") and the aggregate nominal amount of the Series (if there is more than one Tranche of the Series);
 - (B) the currency in which such Notes are denominated (the "**Specified Currency**") and the denomination(s) of such Notes (the "**Specified Denomination(s)**");
8. the price (expressed as a percentage of the Nominal Amount) at which such Notes will be issued (the "**Issue Price**");
9. the date on which such Notes will be issued (the "**Issue Date**");

10. in the case of interest-bearing Notes, the date from which such Notes bear interest (if different from the Issue Date) (the "**Interest Commencement Date**");

Provisions Relating to Interest (if any) payable

General

11. if the Notes are convertible automatically or at the option of the Issuer and/or the holders of Notes into Notes of another Interest/Payment Basis, details of such conversion including the date(s) upon which such conversion will occur or such option(s) may be exercised and the new Interest/Payment Basis;

Fixed Rate Notes

- 12.
- (A) the rate(s) at which the Notes bear interest (which may remain the same throughout the life of the Notes or increase and/or decrease) (the "**Fixed Rate(s) of Interest**");
 - (B) the date(s) on which interest is payable (which may occur once or more than once in each year and which date(s) may or may not be the same throughout the life of the Notes) (each an "**Interest Payment Date**");
 - (C) where the Interest Commencement Date is not an Interest Payment Date, the amount of the first payment of interest (the "**Initial Broken Amount**");
 - (D) where the Maturity Date is not an Interest Payment Date, the amount of the final payment of interest (the "**Final Broken Amount**");
 - (E) the amount (each a "**Broken Amount**") and the Interest Payment Date(s) of any other payments of interest not amounting to a full years interest;

Zero Coupon Notes

13. the amortisation yield (if any) in respect of such Notes (the "**Accrual Yield**");

Floating Rate Notes

14. the manner in which the Rate of Interest is to be determined, including:
- (A) the margin (if any) (the "**Margin**") (which may remain the same throughout the life of the Notes or increase and/or decrease), specifying whether such Margin is to be added to, or subtracted from, the relevant ISDA Rate (as defined in Condition 3(c)(ii)(A) (*ISDA Determination for Floating Rate Notes*)) or, as the case may be, the Reference Rate (as defined below);
 - (B) where the Rate of Interest is to be determined by reference to the ISDA Definitions (as defined and described in Condition 3(c)(ii)(A) (*ISDA Determination for Floating Rate Notes*) of the Terms and Conditions for the English Law Notes and in Condition 3(c)(ii)(A) (*ISDA Determination for Floating Rate Notes*) of the Terms and Conditions for the Italian Law Notes) ("**ISDA Determination**"):
 - (i) the "**Floating Rate Option**";
 - (ii) the "**Designated Maturity**"; and
 - (iii) the "**Reset Date(s)**",if other than as provided in Condition 3(c)(ii)(A) (*ISDA Determination for Floating Rate Notes*) of the Terms and Conditions for the English Law Notes and in Condition 3(c)(ii)(A) (*ISDA Determination for Floating Rate Notes*) of the Terms and Conditions for the Italian Law Notes; or

- (C) where the Rate of Interest is to be determined by reference to a screen based quotation ("**Screen Rate Determination**"):
 - (i) the rate (the "**Reference Rate**") by reference to which the Rate of Interest is to be determined (the Reference Rate should also include the relevant period by reference to which the Rate of Interest is to be calculated, e.g. three month Sterling LIBOR);
 - (ii) the dates on which the Rate of Interest is to be determined (each an "**Interest Determination Date**");
 - (iii) the page (the "**Relevant Screen Page**"), whatever its designation, on which the Reference Rate is for the time being displayed on the Reuter Monitor Money Rates Service (or such other service as is specified in the applicable Final Terms);
 - (iv) in the case of CMS Linked Interest Notes only, the reference currency and the designated maturity which are used for the purposes of calculating the CMS Rate;

15.

- (A)
 - (i) the Interest Payment Date(s) in each year (each an "**Interest Payment Date**"); or
 - (ii) each date (each an "**Interest Payment Date**") which falls the number of months or other period specified as the Interest Period after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date;
- (B) the minimum rate of interest ("**Rate of Interest**"), if any, at which the Notes will bear interest (which may remain the same throughout the life of the Notes or increase and/or decrease) (the "**Minimum Interest Rate**");
- (C) the maximum Rate of Interest, if any, at which the Notes will bear interest (which may remain the same throughout the life of the Notes or increase and/or decrease) (the "**Maximum Interest Rate**");
- (D) if any Interest Payment Date (or other date) is to be subject to a business day convention, which may be:
 - (i) the Floating Rate Convention, FRN Convention or Eurodollar Convention;
 - (ii) the Following Business Day Convention;
 - (iii) the Modified Following Business Day Convention or Modified Business Day Convention;
 - (iv) the Preceding Business Day Convention;

each as defined in Condition 3(c)(i) (*Interest Payment Dates*) of the Terms and Conditions for the English Law Notes and in Condition 3(c)(i) (*Interest Payment Dates*) of the Terms and Conditions for the Italian Law Notes;
- (E) any location to be open for business for the purposes of determining Interest Payment Dates pursuant to Condition 3(c)(i) (*Interest Payment Dates*) of the Terms and Conditions for the English Law Notes and Condition 3(c)(i) (*Interest Payment Dates*) of the Terms and Conditions for the Italian Law Notes, if other than London or the principal financial centre of the Specified Currency (each an "**Additional Business Centre**").

Reset Notes

16.

- (a) the fixed rate basis (each an "**Initial Rate of Interest**") for an initial period;
- (b) the date(s) on which the interest rate will be reset (each a "**Reset Determination Date**") to the sum of the applicable Mid-Swap Rate and the First Margin or Subsequent Margin (as applicable) as determined by the Calculation Agent on the relevant Reset Determination Date;

- (c) the Interest Payment Date(s) in each year (each an "**Interest Payment Date**").

Provisions regarding Redemption/Maturity

17. the day on which the Notes (unless previously redeemed or purchased and cancelled) will be redeemed (the "**Maturity Date**") and the period from and including the Issue Date to but excluding the Maturity Date (the "**Maturity Period**");
- 18.
- (A) whether the Notes are to be redeemable at the option of the Issuer (other than for taxation reasons) and/or the Noteholders;
 - (B) the date(s) upon which redemption may occur (each an "**Optional Redemption Date**") and the redemption price(s) for the Notes (each an "**Optional Redemption Amount**"); and
 - (C) in the case of Notes redeemable by the Issuer in part, the minimum nominal amount of the Notes permitted to be so redeemed at any time (the "**Minimum Redemption Amount**") and any greater nominal amount of the Notes permitted to be so redeemed at any time (each a "**Higher Redemption Amount**"), if any;
19. the amount at which each Note will be redeemed under Condition 4(a) (*At Maturity*) or Condition 4(b) (*Redemption for Tax Reasons*) of the Terms and Conditions for the English Law Notes and under Condition 4(a) (*At Maturity*) or Condition 4(b) (*Redemption for Tax Reasons*) of the Terms and Conditions for the Italian Law Notes (the "**Final Redemption Amount**"), expressed as a percentage of the nominal amount of the Notes;
20. the redemption amount (the "**Early Redemption Amount**") in respect of the Notes payable on redemption for taxation reasons or following an Event of Default.

General Provisions Applicable to an Issue of Notes

21. details of any additional or alternative clearing system approved by the Issuer, the Agent and, in the case of English Law Notes, the Trustee;
22. the method of distribution of the Notes (syndicated or non-syndicated) including, if syndicated, the names of the managers;
23. if syndicated, details of the stabilising manager;
24. whether or not such Notes are to be listed on any stock exchange;
25. Common Code for Euroclear and Clearstream Luxembourg and the ISIN;
26. whether or not the Notes are rated; and
27. the net proceeds of the Notes.

TERMS AND CONDITIONS FOR THE ENGLISH LAW NOTES

*The following are the Terms and Conditions applicable to the Notes to be governed under English Law (respectively, the **English Law Notes** or the **Notes** and the **Terms and Conditions for the English Law Notes** or the **Terms and Conditions**) which will be incorporated by reference into each global Note and each definitive Note, in the latter case only if permitted by the relevant stock exchange and agreed by the Issuer and the relevant Dealer(s) 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 applicable Final Terms in relation to any Tranche of Notes shall specify terms which complete the following Terms and Conditions for the purpose of such Notes. The applicable Final Terms (or the relevant provisions thereof) will be endorsed upon, or attached to, each global Note and each definitive Note. Reference should be made to "Form of the Notes" above for a description of the content of Final Terms, which will include the definition of certain terms used in the following Terms and Conditions or specify which of such terms are to apply in relation to the relevant Notes.*

This Note is one of a Series of notes (the notes of such Series being hereinafter called the "**Notes**", which expression shall mean (i) in relation to any Notes represented by a global Note, units of the lowest Specified Denomination in the Specified Currency, (ii) definitive Notes issued in exchange (or part exchange) for a global Note and (iii) any global Note) issued under the terms of an amended and restated trust deed dated on or around 28 January 2020 (the "**Trust Deed**") made between, *inter alia*, BPER Banca S.p.A. in its capacity as issuer of Notes (the "**Issuer**") and The Law Debenture Trust Corporation p.l.c. as trustee of the Notes (the "**Trustee**", which expression shall wherever the context permits include all other persons or companies for the time being acting as trustee of the Notes under the Trust Deed). The Notes, the Vouchers, the Coupons and the Talons (each as defined below) also have the benefit of an amended and restated agency agreement dated on or around 28 January 2020 (the "**Agency Agreement for the English Law Notes**") and made between, *inter alia*, the Issuer, the Trustee, Citibank N.A., London Branch as issuing and principal paying agent (the "**Agent**", which expression shall include any successor agent) and the other paying agents named therein (together with the Agent, the "**Paying Agents**", which expression shall include any additional or successor paying agents appointed from time to time in connections with the Notes).

All of the Notes from time to time issued by the Issuer which are for the time being outstanding are hereinafter referred to as the "**Notes**" and the term "**Note**" is to be construed accordingly. As used herein, "**Series**" means a Tranche of Notes together with any further Tranche or Tranches of the Notes which are (a) expressed to be consolidated and form a single series, and (b) identical in all respects (including as to listing) except for their respective Issue Dates, Issue Prices and/or Interest Commencement Dates. As used herein, "**Tranche**" means all Notes of the same Series which are identical in all respects (including as to listing).

Interest bearing definitive Notes will (unless otherwise indicated in the applicable Final Terms) have interest coupons ("**Coupons**", the holders of which are "**Couponholders**") and, if indicated in the applicable Final Terms, talons for further Coupons ("**Talons**", the holders of which are "**Talonholders**") 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. Definitive Notes repayable in instalments will have vouchers ("**Vouchers**", the holders of which are "**Voucherholders**") for the payment of the instalments of principal (other than the final instalment) attached on issue.

The Trustee acts for the benefit of the Noteholders in accordance with the provisions of the Trust Deed.

The Final Terms applicable to this Note (or the relevant provisions thereof) is attached to or endorsed on this Note and completes these Terms and Conditions. References herein to the "**applicable Final Terms**" are to the Final Terms (or the relevant provisions thereof) attached to or endorsed on this Note.

Copies of the Trust Deed, the Agency Agreement for the English Law Notes and the applicable Final Terms are available for inspection during normal business hours at the specified office of each of the Trustee, the Agent and each of the other Paying Agents save that, if this Note is an unlisted Note of any Series, the applicable Final Terms will only be available for inspection by a Noteholder holding one or more unlisted Notes of that Series and such Noteholder must produce evidence satisfactory to the Trustee, the Agent or the relevant Paying Agent, as the case may be, as to its identity. The Noteholders, the Voucherholders 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 for the English Law Notes and the applicable Final Terms, which are binding on them. Words and expressions defined in the Trust Deed or the Agency Agreement for the English Law Notes or used in the applicable Final Terms shall have the same meanings where used in these Terms and Conditions unless the context otherwise requires or unless otherwise stated **provided that**, in the event of inconsistency between the Agency Agreement for the English Law Notes and the Trust Deed, the Trust Deed will prevail and, in the event of inconsistency between the Agency Agreement for the English Law Notes or the Trust Deed and the applicable Final Terms, the applicable Final Terms will prevail.

1. Form of the Notes

The Notes are in bearer form in the Specified Currency and Specified Denomination(s) and Definitive Notes will be serially numbered.

The Note is a Fixed Rate Note, a Floating Rate Note, a Fixed-Floating Rate Note, a Floating-Fixed Rate Note, a Zero Coupon Note, an Instalment Note or any combination of any of the foregoing, depending upon the provisions set out in the applicable Final Terms. If it is a Definitive Note, it is issued with Coupons attached, unless it is a Zero Coupon Note in which case references to Coupons and Couponholders in these Terms and Conditions are not applicable. If it is an Instalment Note in definitive form it is issued with Vouchers attached.

Subject as set out below, title to the Notes, Vouchers and Coupons will pass by delivery. The Issuer, the Trustee and any Paying Agent may deem and treat the bearer of any Note, Voucher 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**") or of Clearstream Banking, *société anonyme* ("**Clearstream, Luxembourg**"), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or Clearstream, Luxembourg as the holder of a particular nominal amount of 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, any Paying Agent 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 Notes, the right to which shall be vested, as against the Issuer, any Paying Agent and the Trustee, solely in the bearer of the relevant global Note in accordance with and subject to its terms and the terms of the Trust Deed (and the expressions "**Noteholder**" and "**holder of Notes**" and related expressions shall be construed accordingly). 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 or of Clearstream, Luxembourg, as the case may be.

Any reference in these Terms and Conditions to the records of Euroclear and Clearstream, Luxembourg shall be to the records that each of Euroclear and Clearstream, Luxembourg hold for their customers which reflect the amount of such customers' interests in the Notes but excluding any interest in any Notes of Euroclear or Clearstream, Luxembourg shown in the records of the other clearing system.

Any reference in these Terms and Conditions to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearance system approved by the Issuer, the Agent and the Trustee.

2. Status

(a) Definitions

For the purposes of these Conditions:

"Bank of Italy's Regulations" means the Bank of Italy's *Disposizioni di Vigilanza per le Banche*, as set out in Bank of Italy Circular No. 285 of 17 December 2013, as amended or supplemented from time to time, including any successor regulations;

"BRRD" means Directive 2014/59/EU of the European Parliament and of the Council providing for the establishment of an EU-wide framework for the recovery and resolution of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including by BRRD II);

"BRRD II" means 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 recapitalisation capacity of credit institutions and investment firms and Directive 98/26/EC;

"Relevant Authority" means the Bank of Italy or other governmental authority in Italy (or other country in which the Issuer is then domiciled) or in the European Union having primary responsibility for the prudential oversight and supervision of the Issuer, including resolution powers in relation to the BRRD; and

"SRM" means the Single Resolution Mechanism established pursuant to Regulation (EU) No. 806/2014 of the European Parliament and of the Council, as amended, supplemented or replaced from time to time.

(b) ***Status of Senior Preferred Notes***

- (i) The Senior Preferred Notes will constitute direct, unconditional, unsecured and unsubordinated obligations of the Issuer and will rank at all times *pari passu* without any preference among themselves and (subject to any obligations preferred by any applicable law) at least *pari passu* with all other present and future unsecured and unsubordinated obligations (other than obligations ranking junior to the Senior Preferred Notes from time to time, including Senior Non-Preferred Notes) of the Issuer. The Issuer has covenanted in the Trust Deed that it will treat all Senior Preferred Notes equally and that all amounts paid by the Issuer in respect of principal and interest thereon will be paid *pro rata* on all the Senior Preferred Notes.
- (ii) If a waiver of set-off rights is specified as being applicable in the applicable Final Terms, each holder of a Senior Preferred Note unconditionally and irrevocably waives any right of set-off, counterclaim, abatement or other similar remedy, which it might otherwise have under the laws of any jurisdiction in respect of such Senior Preferred Note.
- (iii) If upon issue the Senior Preferred Notes satisfy MREL/TLAC Requirements, the Issuer may treat the Senior Preferred Notes, for regulatory purposes, as MREL/TLAC eligible liabilities, but that the obligations of the Issuer and the rights of the Noteholders under the Senior Preferred Notes shall not be affected if the Senior Preferred Notes no longer satisfy MREL/TLAC Requirements. However, if applicable, the Issuer may redeem Senior Preferred Notes upon the occurrence of MREL/TLAC Disqualification Event in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).
- (iv) The Senior Preferred Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to full or partial write-down of the principal or conversion into common equity Tier 1 instruments or other instruments of ownership (the "**Loss Absorption Requirement**"), if so required under the BRRD and/or the SRM, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that application of the Loss Absorption Requirement to the Senior Preferred Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

(c) ***Status of Senior Non-Preferred Notes***

- (i) The Senior Non-Preferred Notes will constitute direct, unconditional, unsecured and non-preferred obligations of the Issuer and will rank at all times *pari passu* without any preference among themselves. In the event of a winding up, dissolution, liquidation or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*) of the Issuer, the payment obligations of the Issuer under each Series of Senior Non-Preferred Notes, and the relative Coupons as the case may be, will rank in right of payment
 - (A) after any present or future unsubordinated creditors (including depositors and any holder of Senior Preferred Notes and their respective Coupons) of the Issuer, but
 - (B) at least *pari passu* with all other present and future unsubordinated and non preferred obligations of the Issuer which do not rank or are not expressed by their terms or mandatory provisions of law to rank junior or senior to such Series of Senior Non-Preferred Notes, and
 - (C) in priority to any present or future claims ranking junior to such Series of Senior Non-Preferred Notes (including any holder of Subordinated Notes) and the claims of shareholders of the Issuer, in all such cases in accordance with the provisions of Article 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.
- (ii) Each holder of a Senior Non-Preferred Note is deemed unconditionally and irrevocably to have waived any right of set-off, 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.

- (iii) If upon issue the Senior Non-Preferred Notes satisfy MREL/TLAC Requirements, the Issuer may treat the Senior Non-Preferred Notes, for regulatory purposes, as MREL/TLAC eligible liabilities, but that the obligations of the Issuer and the rights of the Noteholders under the Senior Non-Preferred Notes shall not be affected if the Senior Non-Preferred Notes no longer satisfy MREL/TLAC Requirements. However, if applicable, the Issuer may redeem Senior Non-Preferred Notes upon the occurrence of MREL/TLAC Disqualification Event in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).
- (iv) The Senior Non-Preferred Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to the Loss Absorption Requirement (as defined in Condition 2(b) (*Status of Senior Preferred Notes*)), if so required under the BRRD and/or the SRM, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that application of the Loss Absorption Requirement to the Senior Non-Preferred Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

(d) ***Status of Subordinated Notes***

- (i) The Subordinated Notes and the Vouchers and Coupons relating to them constitute unconditional, unsecured and subordinated obligations of the Issuer. The Subordinated Notes will rank *pari passu* without any preference amongst themselves and with all other subordinated 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 in priority to the claims of shareholders of the Issuer. In relation to each Series of Subordinated Notes, each of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and interest thereon will be paid *pro rata* on all Subordinated Notes of such Series.
- (ii) In the event of the liquidation, dissolution, winding-up or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*, *Amministrazione Straordinaria* or *Liquidazione Volontaria* (the latter as described in Articles 80 to 94 of the Consolidated Banking Act)) of the Issuer, the payment obligations of the Issuer under the Subordinated Notes and the relative Vouchers and Coupons shall rank in right of payment (A) after unsubordinated, unsecured creditors (including depositors and any holder of Senior Notes) of the Issuer, (B) but at least *pari passu* with all other present and future subordinated obligations of the Issuer which do not rank or are not expressed by their terms to rank junior to or senior to the Series of Subordinated Notes, and (C) in priority to the claims of other subordinated creditors ranking or expressed to rank junior to the Subordinated Notes and of the shareholders of the Issuer.
- (iii) Each holder of a Subordinated Note unconditionally and irrevocably waives any right of set-off, counterclaim, abatement or other similar remedy which it might otherwise have, under the laws of any jurisdiction, in respect of such Subordinated Note.
- (iv) Subordinated Notes shall have a minimum maturity period of five years, as provided under the Bank of Italy's Regulations.
- (v) It is the intention of the Issuer that the Subordinated Notes shall, for regulatory purposes, be treated as Tier II capital, but the obligations of the Issuer and the rights of the Noteholders shall not be affected if the Subordinated Notes no longer qualify as Tier II capital. However, the Issuer may redeem the Subordinated Notes in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).
- (vi) Subordinated Notes (including, for the avoidance of doubt, payments of principal and/or interest) may be subject to the Loss Absorption Requirement (as defined in Condition 2(b) (*Status of Senior Preferred Notes*))) in accordance with the powers of the Relevant Authority if the Relevant Authority determines that 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. Interest

Condition 3(a) below is applicable to the Notes (a) if the Fixed Rate Note Provisions are specified in the applicable 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 applicable Final Terms as being applicable, in respect of those Fixed Interest Periods for which the Fixed Rate Note Provisions are stated to apply.

(a) Interest on Fixed Rate Notes

- (i) Each Fixed Rate Note bears interest on its nominal amount from (and including) the Interest Commencement Date at the rate(s) per annum equal to the fixed Rate(s) of Interest payable in arrear on the Interest Payment Date(s) in each year and on the Maturity Date if that does not fall on an Interest Payment Date. The Rate of Interest may be specified in the applicable Final Terms (i) as the same Rate of Interest payable on all Interest Payment Dates or (ii) as a different Rate of Interest payable on one or more Interest Payment Dates, including by way of a fixed Rate of Interest which is subject to one or more resets as specified in the applicable Final Terms. The first payment of interest will be made on the Interest Payment Date next following the Interest Commencement Date and, if the first anniversary of the Interest Commencement Date is not an Interest Payment Date, will amount to the Initial Broken Amount specified in the applicable Final Terms. If the Maturity Date is not an Interest Payment Date, interest from (and including) the preceding Interest Payment Date (or the Interest Commencement Date, as the case may be) to (but excluding) the Maturity Date will amount to the Final Broken Amount specified in the applicable Final Terms. The applicable Final Terms may also specify other Broken Amounts and the Interest Payment Date(s) on which such Broken Amounts are payable in circumstances where payments of interest not amounting to a full year's interest are due. The amount of interest payable in respect of each Note for any Interest Period shall be the relevant fixed coupon amount specified in the applicable Final Terms (the "**Fixed Coupon Amount**") and if the Notes are in more than one Specified Denomination, shall be the relevant Fixed Coupon Amount in respect of the relevant Specified Denomination.
- (ii) If interest is required to be calculated for a period for which a Fixed Coupon Amount is not specified, such interest shall be calculated:

if "**Actual/Actual (ICMA)**" is so specified, means:

- (a) where the Calculation Period is equal to or shorter than the Regular Period during which it falls, the actual number of days in the Calculation Period divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
- (b) where the Calculation Period is longer than one Regular Period, the sum of:
 - (A) the actual number of days in such Calculation Period falling in the Regular Period in which it begins divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (B) the actual number of days in such Calculation Period falling in the next Regular Period divided by the product of (a) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; or
- (c) if "**30/360**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"Y₁" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"Y₂" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"M₁" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"M₂" is the calendar month, expressed as number, in which the day immediately following the last day included in the Calculation Period falls;

"D₁" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"D₂" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31 and D₁ is greater than 29, in which case D₂ will be 30.

In Condition 3: (a) "**Interest Period**" means each period on (and including) the Interest Commencement Date and ending on (but excluding) the next Interest Payment Date; and (b) "**Regular Period**" means (i) in the case of Notes where interest is scheduled to be paid only by means of regular payments, each period from and including the Interest Commencement Date to but excluding the first Interest Payment Date and each successive period from and including one Interest Payment Date to but excluding the next Interest Payment Date, (ii) in the case of Notes where, apart from the first Interest Period, interest is scheduled to be paid only by means of regular payments, each period from and including a Regular Date falling in any year to but excluding the next Regular Date, where "**Regular Date**" means the day and month (but not the year) on which any Interest Payment Date falls and (iii) in the case of Notes where, apart from one Interest Period other than the first Interest Period, interest is scheduled to be paid only by means of regular payments, each period from and including a Regular Date falling in any year to but excluding the next Regular Date, where "**Regular Date**" means the day and month (but not the year) on which any Interest Payment Date falls other than the Interest Payment Date falling at the end of the irregular Interest Period.

Condition 3(b) below is applicable to the Notes if the Reset Note Provisions are specified in the applicable Final Terms as being applicable.

(b) **Interest on Reset Notes**

(i) *Rates of Interest and Interest Payment Dates*

If (in case of the Senior Preferred Notes and Subordinated Notes only) the Reset Note Provisions are specified in the applicable Final Terms as being applicable, then such Reset Note bears interest:

- (A) from (and including) the Interest Commencement Date until (but excluding) the First Reset Date at the Initial Rate of Interest;
- (B) from (and including) the First Reset Date until (but excluding) the Second Reset Date or, if no such Second Reset Date is specified in the applicable Final Terms, the Maturity Date at the rate per annum equal to the First Reset Rate of Interest; and
- (C) for each Subsequent Reset Period thereafter (if any), at the relevant Subsequent Reset Rate of Interest,

payable, in each case, in arrear on each Interest Payment Date and on the Maturity Date if that does not fall on an Interest Payment Date. The Rate of Interest and the Interest Amount payable shall be determined by the Calculation Agent, (i) in the case of the Rate of Interest, at or as soon as practicable after each time at which the Rate of Interest is to be determined, and (ii) in the case of the Interest Amount in accordance with the provisions for calculating amounts of interest in Condition 3(a) (*Interest on Fixed Rate Notes*).

(ii) *Fallbacks*

Subject to Condition 3(f) (*Benchmark replacement*), if on any Reset Determination Date the Relevant Screen Page is not available or the Mid-Swap Rate does not appear on the Relevant Screen Page, the Calculation Agent shall request each of the Reference Banks (as defined below) to provide the

Calculation Agent with its Mid-Market Swap Rate Quotation as at approximately 11.00 a.m. in the principal financial centre of the Specified Currency on the Reset Determination Date in question.

If two or more of the Reference Banks provide the Calculation Agent with Mid-Market Swap Rate Quotations, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest (as applicable) for the relevant Reset Period shall be the sum of the arithmetic mean (rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards)) of the relevant Mid-Market Swap Rate Quotations and the First Margin or Subsequent Margin (as applicable), all as determined by the Calculation Agent.

If on any Reset Determination Date only one or none of the Reference Banks provides the Calculation Agent with a Mid-Market Swap Rate Quotation as provided in the foregoing provisions of this paragraph, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest (as applicable) shall be determined to be the Rate of Interest as at the last preceding Reset Date or, in the case of the first Reset Determination Date, the First Reset Rate of Interest shall be the Initial Rate of Interest.

For the purposes of this Condition 3(b):

"Reference Banks" means the principal office in the principal financial centre of the Specified Currency of four major banks in the swap, money, securities or other market most closely connected with the relevant Mid-Swap Rate as selected by the Issuer on the advice of an investment bank of international repute.

"First Margin" means the margin specified as such in the applicable Final Terms.

"First Reset Date" means the date specified in the applicable Final Terms.

"First Reset Period" means the period from (and including) the First Reset Date until (but excluding) the Second Reset Date or, if no such Second Reset Date is specified in the applicable Final Terms, the Maturity Date.

"First Reset Rate of Interest" means, in respect of the First Reset Period and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), the rate of interest determined by the Calculation Agent on the relevant Reset Determination Date as the sum of the relevant Mid-Swap Rate and the First Margin.

"Fixed Coupon Amount" means the amount specified as such in the applicable Final Terms.

"Initial Rate of Interest" has the meaning specified in the applicable Final Terms.

"Mid-Market Swap Rate" means for any Reset Period the mean of the bid and offered rates for the fixed leg payable with a frequency equivalent to the frequency with which scheduled interest payments are payable on the Notes during the relevant Reset Period (calculated on the day count basis customary for fixed rate payments in the Specified Currency as determined by the Calculation Agent) of a fixed-for-floating interest rate swap transaction in the Specified Currency which transaction (i) has a term equal to the relevant Reset Period and commencing on the relevant Reset Date, (ii) is in an amount that is representative for a single transaction in the relevant market at the relevant time with an acknowledged dealer of good credit in the swap market and (iii) has a floating leg based on the Mid-Swap Floating Leg Benchmark Rate for the Mid-Swap Maturity (as specified in the applicable Final Terms) (calculated on the day count basis customary for floating rate payments in the Specified Currency as determined by the Calculation Agent).

"Mid-Market Swap Rate Quotation" means a quotation (expressed as a percentage rate per annum) for the relevant Mid-Market Swap Rate.

"Mid-Swap Floating Leg Benchmark Rate" means EURIBOR if the Specified Currency is euro or LIBOR for the Specified Currency if the Specified Currency is not euro.

"Mid-Swap Rate" means, in relation to a Reset Determination Date and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), either:

(A) if Single Mid-Swap Rate is specified in the relevant Final (A) Terms, the rate for swaps in the Specified Currency:

(i) with a term equal to the relevant Reset Period; and

(ii) commencing on the relevant Reset Date,

which appears on the Relevant Screen Page; or

(B) if Mean Mid-Swap Rate is specified in the applicable Final Terms, the arithmetic mean (expressed as a percentage rate per annum and rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards)) of the bid and offered swap rate quotations for swaps in the Specified Currency:

(i) with a term equal to the relevant Reset Period; and

(ii) commencing on the relevant Reset Date,

which appear on the Relevant Screen Page,

in either case, as at approximately 11.00 a.m. in the principal financial centre of the Specified Currency on such Reset Determination Date, all as determined by the Calculation Agent.

"Rate of Interest" means the Initial Rate of Interest, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest, as applicable.

"Reset Date" means the First Reset Date, the Second Reset Date and each Subsequent Reset Date (as applicable).

"Reset Determination Date" means, in respect of the First Reset Period, the second Business Day prior to the First Reset Date, in respect of the first Subsequent Reset Period, the second Business Day prior to the Second Reset Date and, in respect of each Subsequent Reset Period thereafter, the second Business Day prior to the first day of each such Subsequent Reset Period.

"Reset Period" means the First Reset Period or a Subsequent Reset Period, as the case may be.

"Second Reset Date" means the date specified in the applicable Final Terms.

"Subsequent Margin" means the margin specified as such in the applicable Final Terms.

"Subsequent Reset Date" means the date or dates specified in the applicable Final Terms.

"Subsequent Reset Period" means the period from (and including) the Second Reset Date to (but excluding) the next Subsequent Reset Date, and each successive period from (and including) a Subsequent Reset Date to (but excluding) the next succeeding Subsequent Reset Date.

"Subsequent Reset Rate of Interest" means, in respect of any Subsequent Reset Period and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), the rate of interest determined by the Calculation Agent on the relevant Reset Determination Date as the sum of the relevant Mid-Swap Rate and the relevant Subsequent Margin.

Condition 3(c) below is applicable to the Notes (a) if the Floating Rate Note Provisions are specified in the applicable 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 applicable Final Terms as being applicable, in respect of those Interest Periods for which the Floating Rate Note Provisions are stated to apply.

(c) ***Interest on Floating Rate Notes, including CMS Linked Interest Notes***

(i) ***Interest Payment Dates***

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

(A) the Interest Payment Date(s) in each year, or

(B) if no express Interest Payment Date(s) is/are specified in the applicable Final Terms, each date (each an **"Interest Payment Date"**) which falls the number of months or other period specified as the Interest Period in the applicable Final Terms after the

preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

If a business day convention is specified in the applicable Final Terms and 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:

- (1) in any case where Interest Periods are specified in accordance with Condition 3(c)(i)(B) above, the Floating Rate Convention, FRN Convention or Eurodollar 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 (A) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (B) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the number of months or other period specified as the Interest Period in the applicable Final Terms after the preceding applicable Interest Payment Date occurred; or
- (2) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (3) the Modified Following Business Day Convention or Modified 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
- (4) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

In this Condition, "**Business Day**" means:

- (i) in relation to any sum payable in euro, a TARGET Settlement Day and a day on which commercial banks and foreign exchange markets settle payments generally in each (if any) Additional Business Centre; and
- (ii) in relation to any sum payable in a currency other than euro, a day on which commercial banks and foreign exchange markets settle payments generally, in the Principal Financial Centre of the relevant currency and in each (if any) Additional Business Centre;

"**Calculation Agent**" means the Agent or such other person specified in the applicable Final Terms;

"**TARGET 2**" means the Trans-European Automated Real-Time Gross Settlement Express Transfer payment system which utilises a single shared platform and which was launched on 19 November 2007; and

"**TARGET Settlement Day**" means any day on which TARGET 2 is open for the settlement of payments in euro.

(ii) *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 applicable Final Terms.

(A) *ISDA Determination for Floating Rate Notes*

Where, in respect of Senior Preferred Notes only, ISDA Determination is specified in the applicable 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 the relevant ISDA Rate plus or minus (as indicated in the applicable Final Terms) the Margin (if any). For the purposes of this sub-paragraph (A), "**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 or such other person acting as calculation agent for that swap transaction under the terms of an agreement

incorporating the 2006 ISDA Definitions (as amended and updated as at the date of issue of the first Tranche of the Notes of the relevant Series (as specified in the applicable Final Terms) as published by the International Swaps and Derivatives Association, Inc.) (the "**ISDA Definitions**") and under which:

- (i) the Floating Rate Option is as specified in the applicable Final Terms;
- (ii) the Designated Maturity is a period specified in the applicable Final Terms; and
- (iii) the relevant Reset Date is either (i) if the applicable Floating Rate Option is based on the London inter-bank offered rate ("**LIBOR**") or on the Euro-Zone inter-bank offered rate ("**EURIBOR**") for a currency, the first day of that Interest Period or (ii) in any other case, as specified in the applicable Final Terms.

For the purposes of this sub-paragraph (A), "**Floating Rate**", "**Calculation Agent**", "**Floating Rate Option**", "**Designated Maturity**", "**Euro-Zone**" and "**Reset Date**" have the meanings given to those terms in the ISDA Definitions.

When this sub-paragraph (A) applies, in respect of each relevant Interest Period the Calculation Agent will be deemed to have discharged its obligations under Condition 3(c)(iv) (*Determination of Rate of Interest and Calculation of Interest Amounts*) in respect of the determination of the Rate of Interest if it has determined the Rate of Interest in respect of such Interest Period in the manner provided in this sub-paragraph (A).

(B) *Screen Rate Determination for Floating Rate Notes other than CMS Linked Interest Notes*

Where Screen Rate Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined and "CMS Rate" is not specified as the Reference Rate in the Final Terms, the Rate of Interest for each Interest Period will, subject as provided below, be either:

- (i) the offered quotation; or
- (ii) 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 Relevant Time (as specified in the applicable Final Terms) on the Interest Determination Date in question plus or minus (as indicated in the applicable Final Terms) the Margin (if any), all as determined by the Calculation Agent. If five or more 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.

Subject to Condition 3(f) (*Benchmark replacement*), if the Relevant Screen Page is not available or if, in the case of (i) above, no such offered quotation appears or, in the case of (ii) above, fewer than three such offered quotations appear, in each case as at the Relevant Time, the Calculation Agent shall request the principal Relevant Financial Centre (as specified in the applicable Final Terms) office of each of the Reference Banks (as defined below) to provide the Calculation Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Relevant Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Calculation Agent with such offered quotations, the Rate of Interest for such Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of such offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Calculation Agent.

If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with such offered quotations as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be 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 quoted by four major banks in the Principal Financial Centre (defined below) of the Specified Currency selected by the Calculation Agent, at approximately 11.00 a.m. (local time in the Principal Financial Centre of the Specified Currency) on the Interest Determination Date for loans in the Specified Currency to leading European banks for a period of the duration of the relevant Interest Period and in an amount that is representative for a single transaction in the relevant market at the relevant time plus or minus (as appropriate) the Margin (if any) **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).

In this Condition 3:

"Reference Rate" means the rate specified in the applicable Final Terms.

"Reference Banks" means four major banks selected by the Issuer in the market that is most closely connected with the Reference Rate.

"Principal Financial Centre" means, in relation to any currency, the principal financial centre for that currency **provided, however, that** (x) in relation to euro, it means the principal financial centre of such Member State of the European Union as is selected by the Calculation Agent and (y) in relation to Australian dollars, it means either Sydney or Melbourne and, in relation to New Zealand dollars, it means either Wellington or Auckland, in each case as is selected by the Calculation Agent.

"Additional Business Centre" means the city or cities specified as such in the applicable Final Terms.

(C) *Screen Rate Determination for Floating Rate Notes which are CMS Linked Interest Notes*

If Screen Rate Determination is specified in the applicable 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 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:

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 less than three or none of the CMS Reference Banks provides the Calculation Agent with such quotations as provided in the preceding paragraph, the CMS Rate shall be determined by the Calculation Agent in good faith on such commercial basis as considered appropriate by the Calculation Agent in its absolute discretion, in accordance with standard market practice.

In this Condition 3(c)(ii)(C):

"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 as at the Relevant Time 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 United States 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 principal Relevant Financial Centre office of five major banks in the Relevant Financial Centre inter-bank market, in each case selected by the Issuer;

"Designated Maturity" has the meaning given in the applicable Final Terms;

"Reference Currency" has the meaning given in the applicable Final Terms;

"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 United States 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 Final Terms specify otherwise, the mid-market swap rate as determined in accordance with the applicable Final Terms; and

"Representative Amount" means an amount that is representative for a single transaction in the relevant market at the relevant time.

(iii) *Minimum and/or Maximum Interest Rate*

If the applicable Final Terms specifies a Minimum Interest Rate 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 (ii) above is less than such Minimum Interest Rate, the Rate of Interest for such Interest Period shall be such Minimum Interest Rate. If the applicable Final Terms specifies a Maximum Interest Rate 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 (ii) above is greater than such Maximum Interest Rate, the Rate of Interest for such Interest Period shall be such Maximum Interest Rate. The provisions relating to the Maximum or Minimum Interest Rate, however, shall not apply to the Senior Non-Preferred Notes and shall not be specified at any time in the applicable Final Terms.

(iv) *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 Agent, the Calculation Agent will notify the 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 in respect of each Specified Denomination for the relevant Interest Period. Each Interest Amount shall be calculated 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 and multiplying such rounded figure by a fraction equal to the Specified Denomination of such Note divided by the Calculation Amount. For this purpose a "**sub-unit**" means, in the case of any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, in the case of euro, means one cent.

If the Reset Note Provisions are specified in the applicable Final Terms as being applicable, the Interest Amount payable for any Interest Period shall be an amount calculated by the Calculation Agent in accordance with the provisions of Condition 3(b)(i) (*Interest on Reset Notes - Rates of Interest and Interest Payment Dates*) (adjusted or unadjusted in accordance with the Business Day Convention, as specified in the applicable Final Terms).

"**Day Count Fraction**" means, in respect of the calculation of an amount for any period of time (the "**Calculation Period**"), such day count fraction as may be specified in these Conditions or the applicable Final Terms and:

- (i) if "**Actual/365**" or "**Actual/Actual (ICMA)**" is so specified, means:
 - (a) where the Calculation Period is equal to or shorter than the Regular Period during which it falls, the actual number of days in the Calculation Period divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (b) where the Calculation Period is longer than one Regular Period, the sum of:
 - (A) the actual number of days in such Calculation Period falling in the Regular Period in which it begins divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (B) the actual number of days in such Calculation Period falling in the next Regular Period divided by the product of (a) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; or
- (ii) if "**Actual/365 (Fixed)**" is so specified, means the actual number of days in the Calculation Period divided by 365;

- (iii) if "**Actual/360**" is so specified, means the actual number of days in the Calculation Period divided by 360;
- (iv) if "**30/360**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"**Y₁**" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"**Y₂**" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"**M₁**" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"**M₂**" is the calendar month, expressed as number, in which the day immediately following the last day included in the Calculation Period falls;

"**D₁**" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"**D₂**" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31 and D₁ is greater than 29, in which case D₂ will be 30;

- (v) if "**30E/360**" or "**Eurobond Basis**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"**Y₁**" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"**Y₂**" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"**M₁**" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"**M₂**" is the calendar month, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"**D₁**" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"**D₂**" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31, in which case D₂ will be 30; and

- (vi) if "**Actual/Actual (ISDA)**" is so specified, means the actual number of days in the Calculation Period divided by 365 (or, if any portion of the Calculation Period falls in a leap year, the sum of (A) the actual number of days in that portion of the Calculation Period falling in a leap year divided by 366 and (B) the actual number of days in that portion of the Calculation Period falling in a non-leap year divided by 365);

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

The 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 Trustee, the Issuer, the Paying Agents and any stock exchange on which the relevant Notes are for the time being listed and notice thereof to be published in accordance with Condition 14 (*Notices*) as soon as possible after their determination but in no event later than the first day of the relevant 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 notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange on which the relevant Notes are for the time being listed and to the Noteholders in accordance with Condition 14 (*Notices*). If the Calculation Amount is less than the minimum Specified Denomination the Calculation Agent shall not be obliged to publish each Interest Amount but instead may publish only the Calculation Amount and the Interest Amount in respect of a Note having the minimum Specified Denomination.

(vi) *Determination or Calculation by Trustee*

If for any reason the Calculation Agent at any time after the Issue Date defaults in its obligation to determine the Rate of Interest or calculate any Interest Amount in accordance with this Condition 3(c), the Trustee shall determine the Rate of Interest at such rate as, in its absolute discretion (having such regard as it shall think fit to the foregoing provisions of this Condition but subject always to any Minimum Interest Rate or Maximum Interest Rate specified in the applicable Final Terms), it shall deem fair and reasonable in all the circumstances and, as the case may be, the Trustee shall calculate the Interest Amount in such manner as it shall deem fair and reasonable in all the circumstances and each such determination or calculation shall be deemed to have been made by the Calculation Agent. In the absence of fraud and gross negligence the Trustee shall have no liability to any person in connection with any determination or calculation it is required to make pursuant to this Condition 3(c)(vi). For the avoidance of doubt, this Condition 3(c)(vi) shall not apply if a Benchmark Event (as defined below) has occurred and Condition 3(f) becomes effective.

(vii) *Certificates to be Final*

All certificates, communications, opinions, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 3(c), whether by the Calculation Agent or the Trustee, shall (in the absence of wilful default, bad faith or manifest error) be binding on the Issuer, the Calculation Agent, the Trustee, the other Paying Agents and all Noteholders, Voucherholders and Couponholders and (in the absence as aforesaid) no liability to the Noteholders, the Voucherholders or the Couponholders shall attach to the Calculation Agent or the Trustee in connection with the exercise or non-exercise by them of their powers, duties and discretions pursuant to such provisions.

(d) ***Zero Coupon Notes***

If the Redemption Amount payable in respect of any Zero Coupon Note is improperly withheld or refused, the Redemption Amount shall thereafter be an amount equal to the sum of:

- (i) the Reference Price; and
- (ii) the product of the Accrual Yield (compounded annually) being applied to the Reference Price on the basis of the relevant Day Count Fraction from (and including) the Issue Date to (but excluding) whichever is the earlier of (i) the day on which all sums due in respect of such Note up to that day are received by or on behalf of the relevant Noteholder and (ii) the day which is seven days after the Agent has notified the Noteholders that it has received all sums due in respect of the Notes up to such seventh day (except to the extent that there is any subsequent default in payment).

For the purposes of this Condition 3(d):

"Redemption Amount" means, as appropriate, the Final Redemption Amount, the Early Redemption Amount, the Optional Redemption Amount, the Early Redemption Amount (Regulatory Event) or such other amount in the nature of a redemption amount as may be specified in the applicable Final Terms;

"**Reference Price**" has the meaning given in the applicable Final Terms; and

"**Accrual Yield**" has the meaning given in the applicable Final Terms.

(e) ***Accrual of Interest***

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

(f) ***Benchmark replacement***

Notwithstanding the provisions in Conditions 3(b)(ii) (*Interest on Reset Notes - Fallbacks*) and 3(c) (*Interest on Floating Rate Notes, including CMS Linked Interest Notes*), if the Issuer (in consultation with the Calculation Agent (or the person specified in the applicable Final Terms as the party responsible for calculating the Rate of Interest and the Interest Amount(s)) determines 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:

- (i) the Issuer shall use reasonable endeavours to appoint, as soon as reasonably practicable, an Independent Adviser to determine (acting in good faith and in a commercially reasonable manner) a Successor Rate or, alternatively, if there is no Successor Rate, an Alternative Benchmark Rate no later than 3 Business Days prior to the Reset Determination Date or Interest Determination Date (as applicable) relating to the next succeeding Reset Period or Interest Period (as applicable) (the "**IA Determination Cut-off Date**") for purposes of determining the Rate of Interest applicable to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f));
- (ii) if the Issuer is unable to appoint an Independent Adviser, or the Independent Adviser appointed by it fails to determine a Successor Rate or an Alternative Benchmark Rate prior to the IA Determination Cut-off Date, then the Issuer (acting in good faith and in a commercially reasonable manner) may determine a Successor Rate or, if there is no Successor Rate, an Alternative Benchmark Rate;
- (iii) if a Successor Rate or, failing which, an Alternative Benchmark Rate is determined in accordance with the preceding provisions, such Successor Rate or, failing which, Alternative Benchmark Rate shall be the Reference Rate or Mid-Swap Rate (as applicable) in relation to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f)); **provided, however, that** if sub-paragraph (ii) applies and the Issuer is unable or unwilling to determine a Successor Rate or an Alternative Benchmark Rate prior to the Reset Determination Date or Interest Determination Date (as applicable) relating to the next succeeding Reset Period or Interest Period (as applicable), the Rate of Interest applicable to such next succeeding Reset Period or Interest Period shall be equal to the Rate of Interest last determined in relation to the Notes in respect of a preceding Reset Period or Interest Period as applicable (which may be the Initial Rate of Interest) (though substituting, where a different Margin is to be applied to the relevant Reset Period or Interest Period from that which applied to the last preceding Reset Period or Interest Period, the Margin relating to the relevant Reset Period or Interest Period, in place of the Margin relating to that last preceding Reset Period or Interest Period); for the avoidance of doubt, the provision in this sub-paragraph (iii) shall apply to the relevant Interest Period or Reset Period (as applicable) only and any subsequent Interest Periods or Reset Periods (as applicable) are subject to the subsequent operation of, and to adjustment as provided in, this Condition 3(f);
- (iv) if the Independent Adviser or the Issuer (each, acting in good faith and in a commercially reasonable manner) determines a Successor Rate or, failing which, an Alternative Benchmark Rate in accordance with the above provisions, the Independent Adviser or the Issuer (as the case may be) may also, following consultation with the Calculation Agent (or the person specified in the applicable Final Terms as the party responsible for calculating the Rate of Interest and the Interest Amount(s)), specify (x) changes to the Terms and Conditions in order to follow market practice in relation to such Successor Rate or, as applicable, Alternative Benchmark Rate, including but not limited to, the Additional Business Centre, Business Day, Business Day Convention, Day Count Fraction, Interest Determination Date, Relevant Screen

Page and/or the definition of Mid-Swap Rate or Reference Rate applicable to the Notes, and (y) any other changes which the Independent Adviser or the Issuer (as the case may be) determines are reasonably necessary to ensure the proper operation and comparability to the Reference Rate or Mid-Swap Rate of such Successor Rate or the Alternative Benchmark Rate, which changes shall apply to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f)). If the Independent Adviser (in consultation with the Issuer) or the Issuer (as applicable), determines that an Adjustment Spread is required to be applied to the Successor Rate or the Alternative Benchmark 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 the Successor Rate or the Alternative Benchmark Rate (as applicable). If the Independent Adviser or the Issuer (as applicable) is unable to determine the quantum of, or a formula or methodology for determining, such Adjustment Spread, then such Successor Rate or Alternative Benchmark Rate (as applicable) will apply without an Adjustment Spread;

- (v) promptly following the determination of any Successor Rate or Alternative Benchmark Rate, and, if applicable, any Adjustment Spread, the Issuer shall give notice thereof and of any changes (and the effective date thereof) pursuant to sub-paragraph (iv) above to the Trustee, the Paying Agents and the Noteholders and, if the Notes are listed on a stock exchange and the rules of such exchange or other relevant authority so require, such exchange or other relevant authority as soon as possible after their determination. No later than notifying the Trustee of the same, the Issuer shall deliver to the Trustee a certificate signed by two Authorised Persons (x) confirming the Successor Rate, or as the case may be, the Alternative Benchmark Rate and, where applicable, the Adjustment Spread, in each case determined pursuant to sub-paragraph (iv) above, (y) certifying that the consequential amendments are necessary to ensure the proper operation of the Successor Rate, Alternative Benchmark Rate and/or Adjustment Spread, and (z) certifying that the Issuer has duly consulted with the Independent Adviser with respect to each of the matters above or, if that is not the case, explaining, in reasonable detail, why the Issuer has not done so. The Trustee shall be entitled to rely on such certificate (without enquiry or liability to any person) as sufficient evidence thereof. The Successor Rate or Alternative Benchmark Rate and Adjustment Spread (if any), and any such other relevant changes pursuant to this Condition 3(f) specified in such certificate will (in the absence of manifest error in the determination of the Successor Rate or Alternative Benchmark Rate and Adjustment Spread (if any) and without prejudice to the Trustee's ability to rely on such certificate as aforesaid) be binding on the Issuer, the Trustee, the Paying Agents and the Noteholders. Subject to receipt by the Trustee of such certificate, the Trustee shall, at the direction and expense of the Issuer, effect such consequential amendments to the Trust Deed (including, *inter alia*, by the execution of a deed supplemental to or amending the Trust Deed), the Agency Agreement for the English Law Notes and the Terms and Conditions as the Issuer certifies are required to give effect to this Condition 3(f) and the Trustee shall not be liable to any party for any consequences thereof. No consent of the Noteholders shall be required in connection with affecting the Successor Rate, or, as applicable, Alternative Benchmark Rate or such other relevant changes pursuant to this Condition 3(f), including for the execution of any documents or taking any other steps by the Issuer and any of the parties to the Trust Deed and the Agency Agreement for the English Law Notes; and
- (vi) if the application of an Alternative Benchmark Rate (and the Adjustment Spread, if applicable) determined pursuant to this Condition 3(f) would result in the occurrence of a Regulatory Event and/or a MREL/TLAC Disqualification Event, no Alternative Benchmark Rate (and, the Adjustment Spread, if applicable) will be adopted, and the Reference Rate for the relevant Interest Period will be equal to the last Reference Rate available at the immediately preceding Interest Period on the Relevant Screen Page as determined by the Calculation Agent.

For the purposes of this Condition 3(f):

"Adjustment Spread" means a spread (which may be positive or negative) or formula or methodology for calculating a spread, which the Independent Adviser (in consultation with the Issuer) or the Issuer (as applicable), determines is required to be applied to the Successor Rate or the Alternative Benchmark Rate (as applicable) in order to reduce or eliminate, to the extent reasonably practicable in the circumstances, any economic prejudice or benefit (as applicable) to Noteholders as a result of the replacement of the Reference Rate or Mid-Swap Rate (as applicable) with the Successor Rate or the Alternative Benchmark Rate (as applicable) and is the spread, formula or methodology which:

- (a) in the case of a Successor Rate, is formally recommended in relation to the replacement of the Reference Rate or Mid-Swap Rate (as applicable) with the Successor Rate by any Relevant Nominating Body; or
- (b) in the case of a Successor Rate for which no such recommendation has been made or in the case of an Alternative Benchmark Rate, the Independent Adviser (in consultation with the Issuer) 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 Reference Rate or Mid-Swap Floating Rate (as applicable), where such rate has been replaced by the Successor Rate or the Alternative Benchmark Rate (as applicable); or
- (c) if no such customary market usage is recognised or acknowledged, the Independent Adviser (in consultation with the Issuer), determines (acting in good faith and in a commercially reasonable manner) to be appropriate.

"Alternative Benchmark Rate" means the rate that the Independent Adviser or the Issuer (as applicable) determines has replaced the relevant Reference Rate or Mid-Swap Rate (as applicable) in customary market usage in the international debt capital markets for the purposes of determining rates of interest in respect of eurobonds denominated in the Specified Currency and of a comparable duration to the relevant Interest Period or Reset Period (as applicable), or, if the Independent Adviser or the Issuer (as applicable) determines that there is no such rate, such other rate as the Independent Adviser or the Issuer (as applicable) determines in its discretion (acting in good faith and in a commercially reasonable manner) is most comparable to the relevant Reference Rate or Mid-Swap Rate (as applicable).

"Authorised Person" means any person who is represented by the Issuer as being for the time being authorised to sign (whether alone or with another person(s)) on behalf of the Issuer and so as to bind it.

"Benchmark Event" means:

- (a) the Original Reference Rate ceasing to be published for a period of at least 5 Business Days or ceasing to exist;
- (b) a public statement by the administrator of the Original Reference Rate that it will, by a specified date within the following six months, 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 within the following six months, be permanently or indefinitely discontinued; or
- (d) 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 within the following six months; or
- (e) it has become unlawful for any Paying Agent, Calculation Agent or the Issuer to calculate any payments due to be made to any Noteholder using the Original Reference Rate.

For the avoidance of doubt, in respect of paragraphs (b), (c) and (d) above, such public statement will not constitute a Benchmark Event before the date falling six months prior to the date specified in the relevant public announcement on which the Original Reference Rate is permanently or indefinitely discontinued or prohibited.

"Independent Adviser" means an independent financial institution of international repute or other independent financial adviser experienced in the international capital markets, in each case appointed by the Issuer at its own expense.

"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 as specified in the relevant Final Terms;

- (b) any Successor Rate or Alternative Benchmark Rate which has been determined in relation to such benchmark or screen rate (as applicable) pursuant to the operation of Condition 3.(f)(*Benchmark Replacement*).

"Relevant Nominating Body" means, in respect of a reference rate or mid-swap floating leg benchmark rate:

- (a) the central bank for the currency to which the reference rate or mid swap floating leg benchmark rate relates, or any central bank or other supervisory authority which is responsible for supervising the administrator of the reference rate or mid swap floating leg benchmark rate; or
- (b) any working group or committee sponsored by, chaired or co-chaired by or constituted at the request of (w) the central bank for the currency to which the reference rate or mid swap floating leg benchmark rate relates, (x) any central bank or other supervisory authority which is responsible for supervising the administrator of the reference rate or mid-swap floating leg benchmark rate, (y) a group of the aforementioned central banks or other supervisory authorities, or (z) the Financial Stability Board or any part thereof; and

"Successor Rate" means the rate that the Independent Adviser or the Issuer (as applicable) determines is a successor to or replacement of the Reference Rate or Mid-Swap Rate (as applicable) which is formally recommended by any Relevant Nominating Body.

4. Redemption and Purchase

(a) *At Maturity*

Unless previously redeemed, or purchased and cancelled, as specified below, each Note will be redeemed by the Issuer at its Final Redemption Amount (which will always be at least 100 per cent. of their nominal value) specified in the applicable Final Terms in the relevant Specified Currency on the Maturity Date, subject as provided in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*).

Subordinated Notes shall have a minimum maturity period of five years, as provided under the Applicable Banking Regulations. Senior Non-Preferred Notes shall have a minimum Maturity Period of twelve months, as provided under Articles 12-*bis* and 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.

(b) *Redemption for Tax Reasons*

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), if Redemption for tax reasons is specified as applicable in the applicable Final Terms and the Issuer satisfies the Trustee, immediately prior to the giving of the notice referred to below, that:

- (i) as a result of any amendment to or change in the laws or regulations of Italy or of any political subdivision thereof or any authority or agency therein or thereof or in the interpretation or administration of any such laws or regulations, which change or amendment becomes effective on or after the Issue Date of the first Tranche of the Notes of the Series, the Issuer would (notwithstanding its having used such endeavours as the Trustee shall consider reasonable) be required to pay additional amounts as provided in Condition 8 (*Taxation*) on the occasion of the next payment in respect of Notes of the Series,
- (ii) such obligation cannot be avoided by the Issuer taking reasonable measures available to it,
- (iii) in the case of Subordinated Notes only, if the circumstances under points (i) and (ii) above have occurred before five years from the issue of the relevant Subordinated Notes, the Issuer has demonstrated to the satisfaction of the Relevant Authority (as defined in Condition 2(a)) that such change is material and was not reasonably foreseeable at the Issue Date, and
- (iv) such circumstances are evidenced by the delivery by the Issuer to the Trustee of (A) a certificate signed by two authorised signatories of the Issuer stating that the said circumstances prevail and describing the facts leading thereto, and (B) an opinion of independent legal advisers of recognised standing to the effect that such circumstances prevail (a "**Tax Event**"),

the Issuer may, at its option, having given not more than 60 nor less than 30 days' notice to the Trustee, the Paying Agent and the Noteholders, at any time or, if the Notes are Floating Rate Notes or CMS Linked Interest Notes, on the next Interest Payment Date, repay all, but not some only, of the Notes at their Early Redemption Amount referred to in paragraph (f) below, together, if appropriate, with interest accrued to (but excluding) the date of repayment **provided that** the date fixed for such repayment shall not be earlier than 90 days prior to the earliest date on which the Issuer would be obliged to pay such additional amounts, were a payment in respect of the Notes then due. Upon the expiry of such notice, the Issuer shall be bound to redeem the Notes accordingly.

(c) ***Redemption for regulatory reasons - Regulatory Call***

(i) *Senior Notes*

Subject to Condition 4(k)(i) (*Conditions to Redemption and Purchase of the Notes – Senior Notes*), if MREL/TLAC Disqualification Event is specified in the applicable Final Terms as being applicable, the Senior Preferred Notes and/or the Senior Non-Preferred Notes (as the case may be) may be redeemed at the option of the Issuer, in whole but not in part, at any time (if the Senior Preferred Notes and/or the Senior Non-Preferred Note (as the case may be) is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note), on giving not less than 15 nor more than 30 days' notice (which notice shall be irrevocable) to the Trustee and the Paying Agent and, in accordance with Condition 14 (*Notices*), to the holders of the Senior Preferred Notes and/or the Senior Non-Preferred Notes (as the case may be), upon the occurrence of an MREL/TLAC Disqualification Event with respect to the relevant Series of Senior Preferred Notes and/or Senior Non-Preferred Notes (as the case may be).

"**MREL/TLAC Disqualification Event**" means the determination by the Issuer, that as a result of a change in Italian and/or EU laws, regulations, guidelines, rules, standards and policies, delegated or implementing acts, regulatory technical standards as well as a change in the application or official interpretation of the relevant regulations, becoming effective on or after the Issue Date of a Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes, which change was not reasonably foreseeable by the Issuer as at the Issue Date of the Series, it is likely that all or part of the aggregate outstanding nominal amount of such Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes will be excluded from the eligible liabilities available to meet the MREL/TLAC Requirements (however called or defined by then applicable regulations) if the Issuer is then subject to such requirements, **provided that** an MREL/TLAC Disqualification Event shall not occur where such Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes are excluded on the basis (1) that the remaining maturity of such Senior Preferred Notes and/or Senior Non-Preferred Notes is less than any period prescribed by any applicable eligibility criteria under the MREL/TLAC Requirements, or (2) of any applicable limits on the amount of eligible liabilities permitted or allowed to meet the MREL/TLAC Requirements. For the avoidance of doubt, for the purpose of this definition of "MREL/TLAC Disqualification Event", the Issuer is considered already subject to MREL/TLAC Requirements regardless of any transitional period which may apply to the mandatory application of the same.

"**MREL/TLAC Requirements**" means the minimum requirement for own funds and eligible liabilities and/or total loss-absorbing capacity requirements applicable to the Issuer and/or the Group referred to in the BRRD (as defined in Condition 2(a)), any other EU law or regulation and relevant implementing legislation and regulation in Italy.

(ii) *Subordinated Notes*

Subject to Condition 4(k)(ii) (*Conditions to Redemption and Purchase of the Notes – Subordinated Notes*), if Regulatory Event is specified in the applicable Final Terms as being applicable, to the extent that the Issuer determines that a Regulatory Event has occurred, the Notes may be redeemed at the option of the Issuer, in whole but not in part, at any time (if the Note is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note), on giving not less than 15 nor more than 30 days' notice (which notice shall be irrevocable) to the Trustee and, in accordance with Condition 14 (*Notices*), the Noteholders.

Prior to the publication of any notice of redemption pursuant to this Condition 4(c), the Issuer shall deliver or procure that there is delivered to the Trustee a certificate signed by two authorised signatories of the Issuer stating that the said circumstances prevail and describe the facts leading thereto, in which event it shall be conclusive and binding on the Noteholders, the Voucherholders and the Couponholders.

Upon the expiry of any such notice as is referred to in this Condition 4(c), the Issuer shall be bound to redeem the Notes in accordance with this Condition 4(c), at the Early Redemption Amount (Regulatory Event) described in the applicable Final Terms, together (if appropriate) with interest accrued to (but excluding) the date of redemption.

In this Condition 4(c)(ii):

"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, including, without limitation to the generality of the foregoing, those regulations, requirements, guidelines and policies relating to capital adequacy then in effect of the Relevant Authority (as defined in Condition 2(a)) 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 and including, for avoidance of doubt, as at the Issue Date the rules contained in, or implementing, CRD IV and the Banking Reform Package;

"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;

"CRA Regulation" means Regulation (EC) No. 1060/2009, as amended and supplemented from time to time;

"CRD IV" means the CRD IV Directive, the CRR and any CRD IV Implementing Measure;

"CRD IV Directive" means the directive 2013/36 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, amending Directive 2002/87/EC and repealing Directives 2006/48/EC and 2006/49/EC, as amended and supplemented from time to time (including by the CRD V Directive);

"CRD IV Implementing Measure" means any regulatory capital rules implementing the CRD IV Directive or the CRR which may from time to time be introduced, including, but not limited to, delegated or implementing acts (regulatory technical standards) adopted by the European Commission, national laws and regulations, and regulations and guidelines issued by the Bank of Italy, the European Banking Authority or any other relevant authority, which are applicable to the Issuer (on a standalone basis) or the Issuer together with its consolidated subsidiaries (on a consolidated basis) and which prescribe the requirements to be fulfilled by financial instruments for inclusion in the regulatory capital of the Issuer (on a standalone or consolidated basis);

"CRD V Directive" means the 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, as amended or replaced from time to time;

"CRR" means the Regulation No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms amending Regulation No. 648/2012, as amended and supplemented from time to time (including by the CRR II Regulation);

"CRR II Regulation" means 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, exposures to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements, and Regulation (EU) No 648/2012, as amended or replaced from time to time;

"Early Redemption Amount (Regulatory Event)" means in respect of any Note, its principal amount or such other amount as may be specified in the applicable Final Terms;

"Regulatory Event" is deemed to have occurred if there is a change in the regulatory classification of the Subordinated Notes that would be likely to result in their exclusion in whole or, to the extent permitted by the Applicable Banking Regulations, in part, from Tier II Capital of the Issuer (whether on a consolidated or non-consolidated basis, as a result of changes after the date of issue of the relevant Subordinated Notes in the standards and guidelines of the Bank of Italy or in the applicable legal or regulatory provisions (including adopted by the European Union) and, in case the Regulatory Event has occurred before five years from the issue of the relevant Subordinated Notes, both of the following conditions are met: (i) the Relevant Authority considers such a change to be sufficiently certain and (ii) the Issuer demonstrates to the satisfaction of the Relevant Authority (as defined in Condition 2(a)) that the change in regulatory classification of the Notes was not reasonably foreseeable as at the Issue Date;

"Tier II Capital" has the meaning given to it by (i) the Bank of Italy or (ii) any regulation, directive or other binding rules, standards or decisions adopted by the institutions of the European Union from time to time, as applicable.

(d) ***Redemption at the Option of the Issuer - Call Option***

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), if the Call Option is specified in the applicable Final Terms as being applicable, the Issuer may have given:

- (i) not less than 15 nor more than 30 days' notice to the Noteholders in accordance with Condition 14 (*Notices*) (or such other period of notice as is specified in the applicable Final Terms); and
- (ii) not less than 15 days before the giving of the notice referred to in (i), notice to the Agent and the Trustee;

(which notices shall be irrevocable), redeem all or, if so specified in the applicable Final Term, some only of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in the applicable Final Terms together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of an amount equal to the Minimum Redemption Amount or a Higher Repayment Amount. In the case of a partial redemption of Notes, the Notes to be redeemed ("**Redeemed Notes**") will be selected either individually by lot, in the case of Redeemed Notes in respect of which definitive Notes have been issued, or 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 principal amount, at their discretion), in the case of Redeemed Notes in relation to which Notes are represented by a global Note, in each case 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 in respect of which definitive Notes have been issued, a list of the serial numbers of such Notes will be published in accordance with Condition 14 (*Notices*) not less than 15 days prior to the date fixed for redemption. The aggregate amount of Redeemed Notes in respect of which definitive Notes have been issued shall bear the same proportion to the aggregate amount of all Redeemed Notes as the aggregate amount of Notes in respect of which definitive Notes have been issued and are outstanding bears to the aggregate amount of the Notes outstanding, in each case on the Selection Date, **provided that** such first mentioned amount shall, if necessary, be rounded downwards to the nearest integral multiple of the Specified Denomination; and the aggregate 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 4(d) and a statement to that effect shall be included in the original notice of redemption given by the Issuer to the Noteholders pursuant to (i) above.

(e) ***Redemption at the Option of the Noteholders (Not applicable to Subordinated Notes) - Put Option***

Except in the case of Subordinated Notes, to which this paragraph (e) shall not apply, if the Put Option is specified in the applicable Final Terms as being applicable, upon the holder of any Note giving notice to the Issuer in accordance with Condition 14 (*Notices*) not less than 15 nor more than 30 days' notice (or such other period of notice as is specified in the applicable Final Terms) the Issuer will, upon the expiry of such notice, redeem, subject to, and in accordance with, the terms specified in the applicable Final Terms, in whole (but not in part), such Note on the Optional Redemption Date and at the Optional Redemption Amount specified in the applicable Final Terms together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date.

If this Note is in definitive form, to exercise the right to require redemption of this Note the holder of this Note must deliver such Note at the specified office of any Paying Agent at any time during normal business hours of such Paying Agent falling within the notice period, accompanied by 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 by cheque, an address) to which payment is to be made under this Condition.

Any Put Notice given by a holder of any Note pursuant to this paragraph shall be irrevocable except where prior to the due date of repayment an Event of Default shall have occurred and be continuing in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this paragraph.

(f) ***Redemption Amounts***

For the purposes of paragraphs (a), (b), (c), (d) and (e) above and Condition 9 (*Events of Default*), the Notes will be redeemed at an amount that is equal to at least 100 per cent. of the nominal amount.

(g) ***Instalments***

Each Note, if it is redeemable in instalments, will be redeemed in the Instalment Amounts and on the Instalment Dates specified in the applicable Final Terms. In the case of such Notes in definitive form, all instalments (other than the final instalment) will be paid against surrender of the relevant Voucher (which must be presented with the Note to which it appertains) and in the case of the final instalment against surrender of the relevant Note, all as more fully described in this Condition 4.

(h) ***Early Redemption of Zero Coupon Notes***

Unless otherwise specified in the applicable Final Terms, the Redemption Amount payable on redemption of a Zero Coupon Note at any time before the Maturity Date shall be an amount equal to the sum of:

- (i) the Reference Price; and
- (ii) the product of the Accrual Yield (compounded annually) being applied to the Reference Price from (and including) the Issue Date to (but excluding) the date fixed for redemption or (as the case may be) the date upon which the Note becomes due and payable.

Where such calculation is to be made for a period which is not a whole number of years, the calculation in respect of the period of less than a full year shall be made on the basis of such Day Count Fraction as may be specified in the Final Terms for the purposes of this Condition 4(h) or, if none is so specified, a Day Count Fraction of 30E/360.

(i) ***Purchases***

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), the Issuer, or any of its Subsidiaries may purchase Notes (provided that, in the case of definitive Notes, all unmatured Vouchers and Coupons appertaining thereto are purchased therewith) at any time, in any manner and at any price. In the case of any purchase, such Notes may be held, reissued or resold by the Issuer or any of its Subsidiaries or, at the option of the Issuer, cancelled.

Subordinated Notes may only be purchased by the Issuer or any of its Subsidiaries, unless and to the extent permitted by the Applicable Banking Regulations at the relevant time.

(j) ***Cancellation***

All Notes redeemed by or on behalf of the Issuer or any of its Subsidiaries and all Notes purchased by or on behalf of the Issuer or any of its Subsidiaries and surrendered for cancellation pursuant to Condition 4(i) (*Purchases*), shall be cancelled forthwith together, in the case of definitive Notes, with all unmatured Vouchers and Coupons surrendered therewith. All Notes so cancelled may not be reissued or resold and the obligations of the Issuer in respect of the Notes shall be discharged.

(k) ***Conditions to Redemption and Purchase of the Notes***

- (i) *Senior Notes*

Any redemption, variation, substitution or purchase of the Senior Notes in accordance with Conditions 4(b) (*Redemption for Tax Reasons*), 4(c) (*Redemption for regulatory reasons - Regulatory Call*), 4(d) (*Redemption at the Option of the Issuer – Call Option*) and 4(i) (*Purchases*) is subject to, if and to extent then required under Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority (with respect to the Senior Non-Preferred Notes only) and/or under the MREL/TLAC Requirements (with respect to either the Senior Preferred Notes and the Senior Non-Preferred Notes) the Issuer giving notice to the Relevant Authority and the Relevant Authority granting permission to redeem, vary, substitute, or purchase the relevant Senior Notes.

Failure to redeem any such Senior Notes where such consent has not been granted shall not constitute an event of default of the Issuer for any purpose. Notwithstanding the above conditions, if, at the time of any redemption or purchase, Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority (with respect to the Senior Non-Preferred Notes only) and/or the MREL/TLAC Requirements (with respect to the Senior Preferred Notes and the Senior Non-Preferred Notes) permit the redemption or purchase only after compliance with one or more alternative or additional pre-conditions to those set out above in this Condition 4(k) the Issuer shall comply with such other and/or, as appropriate, additional pre-condition(s).

(ii) *Subordinated Notes*

Any redemption, variation, substitution or purchase of the Subordinated Notes in accordance with Conditions 4(b) (*Redemption for Tax Reasons*), 4(c) (*Redemption for regulatory reasons - Regulatory Call*), 4(d) (*Redemption at the Option of the Issuer – Call Option*), and 4(i) (*Purchases*) is subject to, if and to the extent then required under the Applicable Banking Regulations:

- (i) the Issuer giving notice to the Relevant Authority and such Relevant Authority granting permission to redeem, vary, substitute, or purchase the relevant Subordinated Notes (in each case to the extent, and in the manner, required by the relevant Applicable Banking Regulations including Articles 77(b) and 78 of CRR); and
- (ii) compliance by the Issuer with any alternative or additional pre-conditions to redemption, variation, substitution, or purchase, as applicable, set out in the relevant Applicable Banking Regulations for the time being.

Failure to redeem any such Subordinated Notes where such consent has not been granted shall not constitute an event of default of the Issuer for any purpose. Notwithstanding the above conditions, if, at the time of any redemption, variation, substitution or purchase, the Applicable Banking Regulations permit the redemption, variation, substitution or purchase only after compliance with one or more alternative or additional pre-conditions to those set out above in this Condition 4(k), the Issuer shall comply with such other and/or, as appropriate, additional pre-condition(s).

5. **Payments**

(a) *Payments to Noteholders*

The Issuer and the Trustee have acknowledged and agreed in the Trust Deed that the obligations of the Issuer to make payments in respect of the Notes will be discharged by the Issuer making payment to the relevant Noteholders, Voucherholders and Couponholders as described below.

(b) *Method of Payment*

Subject as provided below:

- (i) payments in a Specified Currency other than Euro will be made by transfer to an account in the relevant Specified Currency maintained by the payee with, or 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 in Australian dollars or New Zealand dollars shall be Sydney or Wellington, respectively) as specified in the applicable Final Terms; and
- (ii) payments in Euro will be made by credit or transfer to an 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.

All payments in respect of the Notes are subject in all cases to any applicable fiscal or other laws and regulations in the place of payment, but without prejudice to the provisions of Condition 8 (*Taxation*).

(c) ***Presentation of Notes, Vouchers, Coupons and Talons***

Payments of principal and accrued interest in respect of Notes in respect of which definitive Notes have been issued will (subject as provided below) be made in the manner specified in paragraphs (a) and (b) above against presentation and surrender (or, in the case of part payment only, endorsement) of definitive Notes and payments of interest (other than rolled-up interest) in respect of the Notes will (subject as provided below) be made as aforesaid against presentation and surrender (or, in the case of part payment only, endorsement) of Coupons, in each case at the specified office of any Paying Agent outside the United States (as referred to below).

Payments of instalments of principal (if any) in respect of Notes in definitive form, other than the final instalment, will (subject as provided below) be made against presentation and surrender (or, in the case of part payment only, endorsement) of the relevant Voucher at the specified office of any Paying Agent. Each Voucher must be presented for payment of the relevant instalment together with the relevant definitive Note against which the amount will be payable in respect of that instalment. If any definitive Note is redeemed or becomes redeemable prior to its Maturity Date, principal will be payable on presentation and surrender (or, in the case of part payment only, endorsement) of such definitive Note together with all unmatured Vouchers appertaining thereto. Vouchers presented without the definitive Notes to which they appertain and unmatured Vouchers do not constitute valid obligations in respect of the Notes to which they relate.

Each Fixed Rate Note in definitive form should be presented for payment together with all unmatured Coupons appertaining thereto (which for this purpose shall be deemed to 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 aggregate 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 presentation and surrender (or, in the case of part payment only, endorsement) of the relative missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 8 (*Taxation*)) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 13 (*Prescription*)). Upon any Fixed Rate Note becoming due and repayable prior to its Maturity Date, all unmatured Talons (if any) appertaining to the definitive Note relating thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note (including a CMS Interest Linked Note) represented by Notes in definitive form becomes due and repayable, unmatured Vouchers, Coupons and Talons (if any) appertaining to such definitive Notes (whether or not attached) shall become void and no payment shall be made in respect thereof.

In the event that definitive Notes are issued, if the due date for redemption thereof is not an Interest Payment Date, interest (if any) accrued in respect of such Notes from and including the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against presentation and surrender (or, in the case of part payment only, endorsement) of the relevant definitive 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 and surrender (or, in the case of part payment only, endorsement), as the case may be, of such global Note to or to the order of the Agent or any other Paying Agent, as the case may be. A record of each payment made against presentation or surrender of such global Note distinguishing between any payment of principal and any payment of interest, will in the case of a classic global note ("CGN") (as specified in the applicable Final Terms) be made on such global Note by the Agent or other Paying Agent, as the case may be, and such record shall be *prima facie* evidence that the payment in question has been made and in the case of a new global note ("NGN") (as specified in the applicable Final Terms) *pro rata* in the records of Euroclear and Clearstream, Luxembourg.

The holder of the relevant 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 holder of a particular nominal amount of Notes

represented by a 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 the relevant global Note. Subject to Condition 10 (*Enforcement, Indemnification and Liability of the Trustee*) and the Trust Deed, no person other than the holder of the relevant global Note (or, as provided in the Trust Deed, the Trustee) shall have any claims against the Issuer in respect of any payments due in respect of the Notes represented by that global Note.

Notwithstanding the foregoing, payments of interest in respect of the Notes will only be made at the specified office of a Paying Agent in the United States (which expression, as used herein, 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)) if:

- (i) 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 at such specified offices outside the United States of the full amount of interest on the Notes in the manner provided above when due;
- (ii) payment of the full amount of such interest at such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions; and
- (iii) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

(d) ***Payment Day***

If the date for payment of any amount in respect of any Note, Voucher 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 is both:

- (a) a day on which commercial banks and foreign exchange markets settle payments in the relevant place of presentation; and
- (b) a Business Day (as defined in Condition 3(c)(i) (*Interest Payment Dates*)).

Payment Day: Notwithstanding the definition of "**Payment Day**" above, while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global note are) deposited with a depository, a common depository, or a common safekeeper for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system, "**Payment Day**" means:

- (a) if the currency of payment is euro, any day which is a TARGET settlement day 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.

(e) ***Interpretation of Principal and Interest***

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

- (i) any additional amounts which may be payable under Condition 8 (*Taxation*) or pursuant to any undertakings given in addition thereto or in substitution therefor pursuant to the Trust Deed;
- (ii) the Final Redemption Amount of such Notes;
- (iii) the Early Redemption Amount of such Notes;
- (iv) the Optional Redemption Amount(s) (if any) of such Notes;
- (v) any rolled-up interest in respect of such Notes;

- (vi) in relation to Notes redeemable in instalments, the Instalment Amounts; and
- (vii) any premium and any other amounts which may be payable under or in respect of the Notes.

Any reference in these Terms and Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable under Condition 8 (*Taxation*) or pursuant to any undertakings given in addition thereto or in substitution therefor pursuant to the Trust Deed.

6. Agent and Paying Agents

The names of the initial Agent and the other 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 or any other paying agent appointed under the terms of the Agency Agreement for the English Law Notes 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:**

- (i) so long as the Notes are admitted to listing, traded and/or quoted on any stock exchange, listing authority and/or quotation system, there will at all times be a Paying Agent with a specified office in such place as may be required by the rules and regulations of the relevant stock exchange, listing authority and/or quotation system;
- (ii) there will at all times be a Paying Agent with a specified office in a city approved by the Trustee in continental Europe; and
- (iii) there will at all times be an Agent.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in the final paragraph of Condition 5(c) (*Presentation of Notes, Vouchers, Coupons and Talons*). Any variation, termination, appointment or change shall only take effect (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 Trustee and the Noteholders in accordance with Condition 14 (*Notices*) **provided that** no such variation, termination, appointment or change shall take effect (except in the case of insolvency) within 15 days before or after any Interest Payment Date.

7. 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 any 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 12 (*Replacement of Notes, Vouchers, Coupons and Talons*). Each Talon shall, for the purposes of these Terms and Conditions, be deemed to mature on the Interest Payment Date on which the final Coupon comprised in the relative Coupon sheet matures.

8. Taxation

All payments in respect of the Notes shall be made without deduction or withholding for or on account of any present or future taxes or duties of whatever nature imposed or levied by or on behalf of the Republic of Italy or of any political subdivision thereof or any authority or agency therein or thereof, unless the deduction or withholding of such taxes or duties is required by law. In that event, the Issuer will pay such additional amounts in respect of, with regard to the Senior Notes only, principal and interest (if permitted by MREL/TLAC Requirements), and, with regard to the Subordinated Notes only, interest only (and not in respect of principal) as may be necessary in order that the net amounts received by the holders of the Notes, Voucher or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest which would have been received in respect of the Notes, Voucher or (as the case may be) Coupons, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note, Voucher or Coupon presented for payment:

- (a) by or on behalf of a Noteholder, Voucherholder or Couponholder who:
 - (i) is entitled to avoid such deduction or withholding by making a declaration of non-residence or other similar claim for exemption; or

- (ii) is liable to such taxes or duties by reason of his having some connection with Italy other than the mere holding of the Note, Voucher or Coupon; or
- (iii) would have been able to avoid such withholding or deduction by presenting the relevant Note, Voucher or Coupon to another Paying Agent in a Member State of the EU; or
- (b) more than 30 days after the Relevant Date except to the extent that the holder thereof would have been entitled to such additional amount on presenting the same for payment on such thirtieth day; or
- (c) in relation to any payment or deduction of any interest, principal or other proceeds of any Note, Voucher or Coupon on account of *imposta sostitutiva* pursuant to Italian Legislative Decree No. 239 of 1 April 1996 as amended; or
- (d) in Italy; or
- (e) in respect of any Note that qualifies as an atypical security where such withholding or deduction is required pursuant to Law Decree No. 512 of 30 September 1983, as amended.

As used in these Terms and Conditions, "**Relevant Date**" means whichever is the later of (A) the date on which such payment first becomes due; and (B) if the full amount of the moneys payable has not been received by the Trustee or the Agent on or prior to such due date, the date seven days after the date on which such moneys shall have been so received and notice to that effect shall have been given to the Noteholders in accordance with Condition 14 (*Notices*).

Notwithstanding any other provision in these Terms and Conditions, the Issuer, the Trustee and/or any paying agent shall be permitted to withhold or deduct any amounts required to be deducted or withheld pursuant to Sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended (the "**Code**") or otherwise imposed pursuant to (i) any regulations thereunder or official interpretations thereof, or (ii) an intergovernmental agreement between the United States and another jurisdiction facilitating the implementation thereof, or (iii) any law implementing such an intergovernmental agreement (any such withholding or deduction, a "**FATCA Withholding**"), as a result of a holder, beneficial owner or an intermediary not being entitled to receive payments free of FATCA withholding. None of the Issuer, the Trustee, the paying agent or any other person will be required to pay additional amounts or otherwise indemnify a holder/investor for any such FATCA Withholding deducted or withheld.

If the Issuer becomes subject at any time to any taxing jurisdiction other than the Republic of Italy, references in these Terms and Conditions to the Republic of Italy shall be construed as references to the Republic of Italy and/or such other jurisdiction.

References herein to the principal of, and/or interest on, the Notes shall be deemed also to refer to any additional amounts which may be payable under the obligations referred to in this Condition 8 or any obligations undertaken in addition thereto or in substitution therefor pursuant to the Trust Deed.

9. Events of Default

Events of Default relating to Senior Notes and Subordinated Notes

This Condition 9 applies to Senior Notes and to Subordinated Notes which may be issued by the Issuer and references to "**Notes**", "**Noteholders**", "**Voucherholders**" and "**Couponholders**" in this Condition 9 shall be construed accordingly:

- (i) The Trustee at its discretion may, and if so directed in writing by the holders of Notes relating to at least one-fifth of the nominal amount of the Notes outstanding or by an Extraordinary Resolution of the Noteholders shall (subject in each case to being indemnified to its satisfaction), give notice to the Issuer that the Notes are, and they shall (subject to the approval of the Relevant Authority, to the extent applicable) accordingly immediately become, due and repayable at their Early Redemption Amount (as described in Condition 4(f) (*Redemption Amounts*)) together, if appropriate, with accrued interest as provided in the Trust Deed if the Issuer is wound up or dissolved (otherwise than for the purposes of any amalgamation, merger or reconstruction on terms previously approved by the Trustee).
- (ii) The Trustee may at its discretion and without further notice institute such proceedings against the Issuer as it may think fit to enforce any obligation, condition or provision binding on the Issuer under the Trust Deed or in relation to the Notes. The Trustee shall not in any event be bound to take any of the actions referred to in this paragraph unless it shall have been so directed in writing by the holders of

Notes relating to at least one-fifth of the nominal amount of the Notes outstanding or by an Extraordinary Resolution of the Noteholders and subject to being indemnified to its satisfaction.

- (iii) No remedy against the Issuer other than as specifically provided by this Condition 9 or in the Trust Deed shall be available to the Trustee or the Noteholders, Voucherholders or Couponholders whether for the recovery of amounts owing in respect of the Notes or under the Trust Deed or in respect of any breach by the Issuer of any of its obligations under the Trust Deed or in relation to the Notes or otherwise.

10. Enforcement, Indemnification and Liability of the Trustee

Only the Trustee may enforce the obligations of the Issuer, arising in relation to the Notes and the Trust Deed and no Noteholder, Voucherholder or Couponholder shall be entitled to proceed against the Issuer.

The Trust Deed contains provisions for the indemnification of the Trustee and for its relief from responsibility, including provisions relieving it from any obligation to take proceedings to enforce repayment of the Notes unless indemnified to its satisfaction.

The Trustee is entitled to enter into business transactions with the Issuer or any of its Subsidiaries without accounting for any profit resulting therefrom.

11. Meetings of Noteholders; Modification; Waiver

The Trust Deed contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the modification of these Terms and Conditions, the Trust Deed, the Notes, the Vouchers, the Coupons or the terms of the Notes. The quorum at any such meeting for passing an Extraordinary Resolution shall be one or more persons present holding or representing the holders of Notes relating to a clear majority of the nominal amount of the Notes for the time being outstanding, or at any such adjourned meeting one or more persons present holding or representing the holders of the Notes whatever the nominal amount of the Notes, except that at any meeting, the business of which includes, *inter alia*, reduction of the amount, variation of the currency or postponement of the date for payment of principal or interest in respect of the Notes, the necessary quorum for passing an Extraordinary Resolution shall be one or more persons present holding or representing in the aggregate not less than two-thirds, or at any adjourned such meeting not less than one-third, in nominal amount of the Notes for the time being outstanding.

Any resolution passed at any meeting of the Noteholders will be binding on all the Noteholders whether or not they are present at the meeting, and on all holders of Vouchers and Coupons relating to the Notes.

The Trustee may agree, without the consent of the Noteholders, Voucherholders or Couponholders, to any modification (subject to certain exceptions) of, or to the waiver or authorisation of any breach or proposed breach of, any of these Terms and Conditions, the Trust Deed, the Notes, the Vouchers, the Coupons or the terms of the Notes or determine that any event which would or might otherwise be an event of default shall not be treated as such if, in the opinion of the Trustee, the interests of the Noteholders will not be materially prejudiced thereby or to any modification which is of a formal, minor or technical nature or which is made to correct a manifest error. In addition, the Trustee shall be obliged to concur with the Issuer in effecting any modifications to the Terms and Conditions of the Notes, the Trust Deed, the Vouchers, the Coupons and the Agency Agreement for the English Law Notes in the circumstances and as otherwise set out in Condition 3(f) (*Benchmark replacement*) without the consent of the Noteholders, Voucherholders or Couponholders. Any such modification, waiver, authorisation or determination shall be binding on the Noteholders, Voucherholders and Couponholders and, unless the Trustee agrees otherwise, any such modification shall be notified to the Noteholders as soon as practicable thereafter in accordance with Condition 14 (*Notices*). The Trust Deed also provides for a resolution in writing signed by or on behalf of all the Noteholders to be as effective and binding as if it were an Extraordinary Resolution duly passed at a meeting of the Noteholders.

The Issuer and the Trustee may convene a meeting of Noteholders jointly with the holders of some or all other Series of notes issued under the terms of the Trust Deed and not forming a single Series with the Notes, to which meeting the provisions referred to above shall apply as if the Notes and all such other notes formed part of the same Series, **provided that**, in the opinion of the Trustee, the proposals to be considered at such meeting affect the rights of the holders of the notes of each Series attending the meeting in identical respects (save only insofar as the Terms and Conditions applicable to each such Series are not identical).

The Trustee shall, in connection with the exercise by it of the powers, trusts, authorities and discretions (including but not limited to those in relation to any proposed modification, waiver, authorisation, determination, replacement, transfer or substitution) vested in it by the Trust Deed or these Terms and

Conditions, have regard to the interests of the Noteholders as a class or (as the case may be) to the holders of all the notes outstanding under the Trust Deed as a class and in particular, but without prejudice to the generality of the foregoing, shall not have regard to the consequences of such exercise for individual Noteholders, Voucherholders and Couponholders and shall have absolute and uncontrolled discretion as to the exercise thereof.

If at any time a Tax Event or Regulatory Event occurs, the Issuer may, subject to giving any notice required to, and receiving any required consent from, the Relevant Authority, (without any requirement for the consent or approval of the holders of the Notes of relevant Series) and having given not less than 30 nor more than 60 days' notice to the Trustee and the holders of the relevant Notes of that Tranche, at any time either substitute all (but not some only) of the Notes for, or vary the terms of all (but not some only) of the Notes so that they remain or, as appropriate, become, Qualifying Securities, to the extent that such modification is reasonably necessary to ensure that no Tax Event or Regulatory Event would exist after such modification, provided that such variation or substitution does not itself give rise to any right of the Issuer to redeem the varied or substituted securities or otherwise provide the Issuer with a right of redemption pursuant to the provisions of the Notes.

In addition, in relation to Senior Preferred Notes or Senior Non-Preferred Notes, if Modification following an MREL/TLAC Disqualification Event is specified as applicable in the applicable Final Terms, if at any time an MREL or TLAC Disqualification Event occurs, then the Issuer may, subject to giving any notice required to be given to, and receiving any consent required from, the Relevant Authority (without any requirement for the consent or approval of the holders of the relevant Notes of that Series) and having given not less than 30 nor more than 60 days' notice to the Trustee and the holders of the Notes of that Series, at any time either substitute all (but not some only) of such Senior Notes for, or vary the terms of all (but not some only) of such Senior Notes so that they remain or, as appropriate, become, Qualifying Senior Preferred Notes or Qualifying Senior Non-Preferred Notes, as applicable, to the extent that such modification is reasonably necessary to ensure that no MREL/TLAC Disqualification Event would exist after such modification, provided that such variation or substitution does not itself give rise to any right of the Issuer to redeem the varied or substituted securities. Any modification of Senior Non-Preferred Notes must comply with the limitations imposed by applicable Italian law.

In these Conditions:

"Qualifying Securities" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 18, have terms not materially less favourable to a holder of the Notes than the terms of the Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements or, as the case may be, for the Tier II Capital; (B) include a ranking at least equal to that of the Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Notes; (D) have the same redemption rights as the Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Notes were listed immediately prior to such variation or substitution.

"Qualifying Senior Non-Preferred Notes" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 18, have terms not materially less favourable to a holder of the Senior Non-Preferred Notes than the terms of the Senior Non-Preferred Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements; (B) include a ranking at least equal to that of the Senior Non-Preferred Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Senior Non-Preferred Notes; (D) have the same redemption rights as the Senior Non-Preferred Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Senior Non-Preferred Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Senior Non-Preferred Notes were listed immediately prior to such variation or substitution.

"Qualifying Senior Preferred Notes" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 18, have terms not materially less favourable to a holder of the Senior Preferred Notes than the terms of the Senior Preferred Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements; (B) include a ranking at least equal to that of the Senior Preferred Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Senior Preferred Notes; (D) have the same redemption rights as the Senior Preferred Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Senior Preferred Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Senior Preferred Notes were listed immediately prior to such variation or substitution.

12. Replacement of Notes, Vouchers, Coupons and Talons

Should any Note, Voucher, Coupon or Talon be mutilated, defaced or destroyed or be lost or stolen, it may be replaced at the specified office of the Paying Agent in Luxembourg (or such other place as may be notified to the Noteholders), in accordance with all applicable laws and regulations, upon payment by the claimant of the expenses incurred by the Issuer and such Paying Agent in connection therewith and on such terms as to evidence, indemnity, security or otherwise as the Issuer and the Trustee may require. Mutilated or defaced Notes, Vouchers, Coupons or Talons must be surrendered before replacements will be issued.

13. Prescription

Claims for principal shall become void unless the relevant Notes are presented for payment within ten years of the appropriate Relevant Date. Claims for interest shall become void unless the relevant Coupons are presented for payment within five years of the appropriate Relevant Date.

14. Notices

All notices to Noteholders regarding the Notes shall be published (a) in one leading English language daily newspaper of general circulation in London and (b) so long as the Notes are listed on the Official List of the Luxembourg Stock Exchange, in one leading daily newspaper of general circulation in Luxembourg or on the website of the Luxembourg Stock Exchange (www.bourse.lu). It is expected that publication of notices will normally be made in the *Financial Times* in London and the *Luxemburger Wort* in Luxembourg. Any such notice shall be deemed to have been given on the date of such publication or, if published more than once or on different dates, on the date of the first publication in both the required newspapers. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules and regulations of any other stock exchange on which the Notes are for the time being listed.

Notwithstanding the above, while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global Note are) deposited, in the case of a CGN, with a common depositary or, in the case of an NGN, with a common safekeeper for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system, notices to Noteholders may be given by delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and for so long as Notes are listed on the Official List of the Luxembourg Stock Exchange, in one leading daily newspaper of general circulation in Luxembourg which is expected to be the *Luxemburger Wort* and, in any case, such notices shall be deemed to have been given to the Noteholders in accordance with this Condition on the date of delivery to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system.

Until such time as any definitive Notes are issued, there may (**provided that**, in the case of Notes listed on a stock exchange, the rules of that stock exchange so permit), so long as the global Note(s) is or are held in its/their entirety on behalf of Euroclear and Clearstream, Luxembourg, be substituted for such publication in such newspaper the delivery of the relevant notice to Euroclear and Clearstream, Luxembourg for communication by them to the Noteholders. Any such notice shall be deemed to have been given to the Noteholders on the seventh day after the day on which the said notice was given to Euroclear and Clearstream, Luxembourg.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together with the relative Note or Notes, with the Agent. Whilst any of the Notes is represented by a global Note, such notice may be given by any Noteholder to the Agent via Euroclear and/or Clearstream, Luxembourg, as the case may be, in such manner as the Agent and Euroclear and/or Clearstream, Luxembourg, as the case may be, may approve for this purpose.

Couponholders will be deemed for all purposes to have notice of the contents of any notice given to Noteholders in accordance with this Condition.

15. Further Issues

The Issuer shall be at liberty from time to time without the consent of the Noteholders, Voucherholders or Couponholders to issue further notes, such further notes to rank *pari passu* in all respects (or in all respects save for the date of, and the amount of, the first payment of interest in such further notes) with the outstanding Notes and so that the same shall be consolidated and form a single series with the outstanding Notes.

16. Governing Law; Submission to Jurisdiction

The Trust Deed and the Notes and any non-contractual obligations arising out of or in connection with the Trust Deed and the Notes are governed by, and shall be construed in accordance with, English law, except for (A) with respect to the Senior Non-Preferred Notes, Conditions 2(c) (*Status of Senior Non-Preferred Notes*), 4(a) (*At Maturity*), and 4(c) (*Redemption for regulatory reasons - Regulatory Call*), which are governed by, and shall be construed in accordance with, Italian law, and (B) with respect to the Subordinated Notes, Conditions 2(d) (*Status of Subordinated Notes*), 4(a) (*At Maturity*), and 4(c) (*Redemption for regulatory reasons - Regulatory Call*), which are governed by, and shall be construed in accordance with, Italian law. Furthermore, Condition 18 (*Acknowledgment of Statutory Bail-in Power*) and any non-contractual obligations arising out of or in connection with it shall be governed by, and shall be construed in accordance with, Italian law.

The courts of England and Wales have exclusive jurisdiction to settle any dispute (a "**Dispute**") arising from or connected with the Trust Deed or the Notes (including a dispute regarding the existence, validity or termination of the Trust Deed or the Notes or any non-contractual obligations arising out of or in connection with the Trust Deed or the Notes) or the consequences of the nullity of the Trust Deed or the Notes. The Issuer agrees that the courts of England are the most appropriate and convenient courts to settle any Dispute and, accordingly, it will not argue to the contrary. The submission to jurisdiction is for the benefit of the Trustee and the Noteholders only. As a result, nothing in this Condition 16 (*Governing law; Submission to Jurisdiction*) prevents the Trustee and the Noteholders from taking proceedings relating to a Dispute ("**Proceedings**") in any other courts with jurisdiction. To the extent allowed by law, the Trustee or any Noteholder may take concurrent proceedings in any number of jurisdictions.

The Issuer agrees that the documents, which start any Proceedings and any other documents required to be served in relation to those Proceedings may be served on it by being delivered to Pini Franco LLP, whose office is currently situated at 22-24 Ely Place, London EC1N 6TE. If such person is not or ceases to be effectively appointed to accept service of process on behalf of the Issuer, the Issuer shall, on the written demand of the Trustee or any Noteholder addressed and delivered to the Issuer appoint a further person in England to accept service of process on its behalf and, failing such appointment within 15 days, the Trustee or any Noteholder shall be entitled to appoint such a person by written notice addressed to the Issuer and delivered to the Issuer. Nothing in this paragraph shall affect the right of the Trustee or any Noteholder to serve process in any other manner permitted by law. This Condition applies to Proceedings in England and to Proceedings elsewhere.

17. Rights of Third Parties

No person shall have any right to enforce any term or condition of any Note under the Contracts (Rights of Third Parties) Act 1999.

18. Acknowledgment of Statutory Bail-in Power

Notwithstanding any provision of these Conditions or any other agreements, arrangements, or understandings between the Issuer and any Noteholder, and without prejudice to Article 55(1) of the BRRD, by its acquisition of the Notes each Noteholder (which, for the purposes of this Condition 18, includes each holder of a beneficial interest in the Notes) acknowledges, accepts, consents to and agrees to be bound by the effects of the exercise of the Italian Bail-in Power by the Relevant Authority (as defined in Condition 2(a)), which exercise may include and result in any of the following, or some combination thereof: (i) 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; (ii) 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; (iii) 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; (iv) 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 becomes payable, including by suspending payment for a temporary period; and (v) the variation of these Conditions, as deemed necessary by the Relevant Authority, to give effect to the exercise of the Italian Bail-in Power by the Relevant Authority.

The exercise of the Italian Bail-in Power by the Relevant Authority shall not constitute an event of default and these Conditions shall remain in full force and effect, save as varied by the Relevant Authority in accordance with this Condition 18.

In this Condition 18:

"Italian Bail-in Power" means any write-down, conversion, transfer, modification, or suspension power existing from time to time under, and exercised in compliance with, any laws, regulations, rules or requirements in effect in the Republic of Italy, relating to (i) the transposition of the BRRD (in including, but not limited to, Legislative Decrees No. 180/2015 and 181/2015) as amended from time to time, (ii) 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 the Single Supervisory Mechanism and the Single Resolution Fund and amending Regulation (EU) No. 1093/2010, as amended or superseded from time to time (the **"SRM Regulation"**) and (iii) the instruments, rules and standards created thereunder, pursuant to which any obligation of a regulated entity (as defined below) (or other affiliate of such regulated entity) can be reduced, cancelled, modified, or converted into shares, other securities, or other obligations of such regulated entity or any other person (or suspended for a temporary period).

TERMS AND CONDITIONS FOR THE ITALIAN LAW NOTES

*The following are the Terms and Conditions applicable to the Notes to be governed under Italian Law (respectively, the **Italian Law Notes** or the **Notes** and the **Terms and Conditions for the Italian Law Notes** or the **Terms and Conditions**) which will be incorporated by reference into each global Note and each definitive Note, in the latter case only if permitted by the relevant stock exchange and agreed by the Issuer and the relevant Dealer(s) 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 applicable Final Terms in relation to any Tranche of Notes shall specify terms which complete the following Terms and Conditions for the purpose of such Notes. The applicable Final Terms (or the relevant provisions thereof) will be endorsed upon, or attached to, each global Note and each definitive Note. Reference should be made to "Form of the Notes" above for a description of the content of Final Terms, which will include the definition of certain terms used in the following Terms and Conditions or specify which of such terms are to apply in relation to the relevant Notes.*

This Note is one of a Series of notes (the notes of such Series being hereinafter called the "**Notes**", which expression shall mean (i) in relation to any Notes represented by a global Note, units of the lowest Specified Denomination in the Specified Currency, (ii) definitive Notes issued in exchange (or part exchange) for a global Note and (iii) any global Note. The Notes, the Vouchers, the Coupons and the Talons (each as defined below) have the benefit of an agency agreement dated on or around 28 January 2020 (the "**Agency Agreement for the Italian Law Notes**") and made between, the Issuer, Citibank N.A., London Branch as issuing and principal paying agent (the "**Agent**", which expression shall include any successor agent) and the other paying agents named therein (together with the Agent, the "**Paying Agents**", which expression shall include any additional or successor paying agents appointed from time to time in connections with the Notes).

All of the Notes from time to time issued by the Issuer which are for the time being outstanding are hereinafter referred to as the "**Notes**" and the term "**Note**" is to be construed accordingly. As used herein, "**Series**" means a Tranche of Notes together with any further Tranche or Tranches of the Notes which are (a) expressed to be consolidated and form a single series, and (b) identical in all respects (including as to listing) except for their respective Issue Dates, Issue Prices and/or Interest Commencement Dates. As used herein, "**Tranche**" means all Notes of the same Series which are identical in all respects (including as to listing).

Interest bearing definitive Notes will (unless otherwise indicated in the applicable Final Terms) have interest coupons ("**Coupons**", the holders of which are "**Couponholders**") and, if indicated in the applicable Final Terms, talons for further Coupons ("**Talons**", the holders of which are "**Talonholders**") 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. Definitive Notes repayable in instalments will have vouchers ("**Vouchers**", the holders of which are "**Voucherholders**") for the payment of the instalments of principal (other than the final instalment) attached on issue.

The Final Terms applicable to this Note (or the relevant provisions thereof) is attached to or endorsed on this Note and completes these Terms and Conditions. References herein to the "**applicable Final Terms**" are to the Final Terms (or the relevant provisions thereof) attached to or endorsed on this Note.

Copies of the Agency Agreement for the Italian Law Notes and the applicable Final Terms are available for inspection during normal business hours at the specified office of the Agent and each of the other Paying Agents save that, if this Note is an unlisted Note of any Series, the applicable Final Terms will only be available for inspection by a Noteholder holding one or more unlisted Notes of that Series and such Noteholder must produce evidence satisfactory to the Agent or the relevant Paying Agent, as the case may be, as to its identity. The Noteholders, the Voucherholders 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 applicable Final Terms, which are binding on them. Words and expressions defined in the Agency Agreement for the Italian Law Notes or used in the applicable Final Terms shall have the same meanings where used in these Terms and Conditions unless the context otherwise requires or unless otherwise stated **provided that**, in the event of inconsistency between the Agency Agreement for the Italian Law Notes and the applicable Final Terms, the applicable Final Terms will prevail.

1. Form of the Notes

The Notes are in bearer form in the Specified Currency and Specified Denomination(s) and Definitive Notes will be serially numbered.

The Note is a Fixed Rate Note, a Floating Rate Note, a Fixed-Floating Rate Note, a Floating-Fixed Rate Note, a Zero Coupon Note, an Instalment Note or any combination of any of the foregoing, depending upon the provisions set out in the applicable Final Terms. If it is a Definitive Note, it is issued with Coupons attached,

unless it is a Zero Coupon Note in which case references to Coupons and Couponholders in these Terms and Conditions are not applicable. If it is an Instalment Note in definitive form it is issued with Vouchers attached.

Subject as set out below, title to the Notes, Vouchers and Coupons will pass by delivery in accordance with the provisions of the Agency Agreement for the Italian Law Notes. The Issuer and any Paying Agent may deem and treat the bearer of any Note, Voucher 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**") or of Clearstream Banking, *société anonyme* ("**Clearstream, Luxembourg**"), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or Clearstream, Luxembourg as the holder of a particular nominal amount of 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 any 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 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). 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 or of Clearstream, Luxembourg, as the case may be.

Any reference in these Terms and Conditions to the records of Euroclear and Clearstream, Luxembourg shall be to the records that each of Euroclear and Clearstream, Luxembourg hold for their customers which reflect the amount of such customers' interests in the Notes but excluding any interest in any Notes of Euroclear or Clearstream, Luxembourg shown in the records of the other clearing system.

Any reference in these Terms and Conditions 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 approved by the Issuer and the Agent.

2. Status

(a) Definitions

For the purposes of these Conditions:

"Bank of Italy's Regulations" means the Bank of Italy's *Disposizioni di Vigilanza per le Banche*, as set out in Bank of Italy Circular No. 285 of 17 December 2013, as amended or supplemented from time to time, including any successor regulations;

"BRRD" means Directive 2014/59/EU of the European Parliament and of the Council providing for the establishment of an EU-wide framework for the recovery and resolution of credit institutions and investment firms, as amended, supplemented or replaced from time to time (including by BRRD II);

"BRRD II" means 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 recapitalisation capacity of credit institutions and investment firms and Directive 98/26/EC;

"Relevant Authority" means the Bank of Italy or other governmental authority in Italy (or other country in which the Issuer is then domiciled) or in the European Union having primary responsibility for the prudential oversight and supervision of the Issuer, including resolution powers in relation to the BRRD; and

"SRM" means the Single Resolution Mechanism established pursuant to Regulation (EU) No. 806/2014 of the European Parliament and of the Council, as amended, supplemented or replaced from time to time.

(b) Status of Senior Preferred Notes

- (i) The Senior Preferred Notes will constitute direct, unconditional, unsecured and unsubordinated obligations of the Issuer and will rank at all times *pari passu* without any preference among

themselves and (subject to any obligations preferred by any applicable law) at least *pari passu* with all other present and future unsecured and unsubordinated obligations (other than obligations ranking junior to the Senior Preferred Notes from time to time, including Senior Non-Preferred Notes) of the Issuer.

- (ii) If a waiver of set-off rights is specified as being applicable in the applicable Final Terms, each holder of a Senior Preferred Note unconditionally and irrevocably waives any right of set-off, counterclaim, abatement or other similar remedy, which it might otherwise have under the laws of any jurisdiction in respect of such Senior Preferred Note.
- (iii) If upon issue the Senior Preferred Notes satisfy MREL/TLAC Requirements, the Issuer may treat the Senior Preferred Notes, for regulatory purposes, as MREL/TLAC eligible liabilities, but that the obligations of the Issuer and the rights of the Noteholders under the Senior Preferred Notes shall not be affected if the Senior Preferred Notes no longer satisfy MREL/TLAC Requirements. However, if applicable, the Issuer may redeem Senior Preferred Notes upon the occurrence of MREL/TLAC Disqualification Event in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).
- (iv) The Senior Preferred Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to full or partial write-down of the principal or conversion into common equity Tier 1 instruments or other instruments of ownership (the "**Loss Absorption Requirement**"), if so required under the BRRD and/or the SRM, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that application of the Loss Absorption Requirement to the Senior Preferred Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

(c) ***Status of Senior Non-Preferred Notes***

- (i) The Senior Non-Preferred Notes will constitute direct, unconditional, unsecured and non-preferred obligations of the Issuer and will rank at all times *pari passu* without any preference among themselves. In the event of a winding up, dissolution, liquidation or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*) of the Issuer, the payment obligations of the Issuer under each Series of Senior Non-Preferred Notes, and the relative Coupons as the case may be, will rank in right of payment
 - (A) after any present or future unsubordinated creditors (including depositors and any holder of Senior Preferred Notes and their respective Coupons) of the Issuer, but
 - (B) at least *pari passu* with all other present and future unsubordinated and non preferred obligations of the Issuer which do not rank or are not expressed by their terms or mandatory provisions of law to rank junior or senior to such Series of Senior Non-Preferred Notes, and
 - (C) in priority to any present or future claims ranking junior to such Series of Senior Non-Preferred Notes (including any holder of Subordinated Notes) and the claims of shareholders of the Issuer, in all such cases in accordance with the provisions of Article 91, paragraph 1-*bis*, letter c-*bis* of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.
- (ii) Each holder of a Senior Non-Preferred Note is deemed unconditionally and irrevocably to have waived any right of set-off, 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.
- (iii) If upon issue the Senior Non-Preferred Notes satisfy MREL/TLAC Requirements, the Issuer may treat the Senior Non-Preferred Notes, for regulatory purposes, as MREL/TLAC eligible liabilities, but that the obligations of the Issuer and the rights of the Noteholders under the Senior Non-Preferred Notes shall not be affected if the Senior Non-Preferred Notes no longer satisfy MREL/TLAC Requirements. However, if applicable, the Issuer may redeem Senior Non-Preferred Notes upon the occurrence of MREL/TLAC Disqualification Event in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).

- (iv) The Senior Non-Preferred Notes (including, for the avoidance of doubt, payments of principal and/or interest) shall be subject to the Loss Absorption Requirement (as defined in Condition 2(b) (*Status of Senior Preferred Notes*)), if so required under the BRRD and/or the SRM, in accordance with the powers of the Relevant Authority and where the Relevant Authority determines that application of the Loss Absorption Requirement to the Senior Non-Preferred Notes is necessary pursuant to applicable law and/or regulation in force from time to time.

(d) ***Status of Subordinated Notes***

- (i) The Subordinated Notes and the Vouchers and Coupons relating to them constitute unconditional, unsecured and subordinated obligations of the Issuer. The Subordinated Notes will rank *pari passu* without any preference amongst themselves and with all other subordinated 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 in priority to the claims of shareholders of the Issuer. In relation to each Series of Subordinated Notes, each of such Series will be treated equally and all amounts paid by the Issuer in respect of principal and interest thereon will be paid *pro rata* on all Subordinated Notes of such Series.
- (ii) In the event of the liquidation, dissolution, winding-up or bankruptcy (including, *inter alia*, *Liquidazione Coatta Amministrativa*, *Amministrazione Straordinaria* or *Liquidazione Volontaria* (the latter as described in Articles 80 to 94 of the Consolidated Banking Act)) of the Issuer, the payment obligations of the Issuer under the Subordinated Notes and the relative Vouchers and Coupons shall rank in right of payment (A) after unsubordinated, unsecured creditors (including depositors and any holder of Senior Notes) of the Issuer, (B) but at least *pari passu* with all other present and future subordinated obligations of the Issuer which do not rank or are not expressed by their terms to rank junior to or senior to the Series of Subordinated Notes, and (C) in priority to the claims of other subordinated creditors ranking or expressed to rank junior to the Subordinated Notes and of the shareholders of the Issuer.
- (iii) Each holder of a Subordinated Note unconditionally and irrevocably waives any right of set-off, counterclaim, abatement or other similar remedy which it might otherwise have, under the laws of any jurisdiction, in respect of such Subordinated Note.
- (iv) Subordinated Notes shall have a minimum maturity period of five years, as provided under the Bank of Italy's Regulations.
- (v) It is the intention of the Issuer that the Subordinated Notes shall, for regulatory purposes, be treated as Tier II capital, but the obligations of the Issuer and the rights of the Noteholders shall not be affected if the Subordinated Notes no longer qualify as Tier II capital. However, the Issuer may redeem the Subordinated Notes in accordance with Condition 4(c) (*Redemption for regulatory reasons – Regulatory Call*).
- (vi) Subordinated Notes (including, for the avoidance of doubt, payments of principal and/or interest) may be subject to the Loss Absorption Requirement (as defined in Condition 2(b) (*Status of Senior Preferred Notes*)) in accordance with the powers of the Relevant Authority if the Relevant Authority determines that 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. Interest

Condition 3(a) below is applicable to the Notes (a) if the Fixed Rate Note Provisions are specified in the applicable 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 applicable Final Terms as being applicable, in respect of those Fixed Interest Periods for which the Fixed Rate Note Provisions are stated to apply.

(a) ***Interest on Fixed Rate Notes***

- (i) Each Fixed Rate Note bears interest on its nominal amount from (and including) the Interest Commencement Date at the rate(s) per annum equal to the fixed Rate(s) of Interest payable in arrear on the Interest Payment Date(s) in each year and on the Maturity Date if that does not fall on an Interest Payment Date. The Rate of Interest may be specified in the applicable Final Terms (i) as the same Rate of Interest payable on all Interest Payment Dates or (ii) as a

different Rate of Interest payable on one or more Interest Payment Dates, including by way of a fixed Rate of Interest which is subject to one or more resets as specified in the applicable Final Terms. The first payment of interest will be made on the Interest Payment Date next following the Interest Commencement Date and, if the first anniversary of the Interest Commencement Date is not an Interest Payment Date, will amount to the Initial Broken Amount specified in the applicable Final Terms. If the Maturity Date is not an Interest Payment Date, interest from (and including) the preceding Interest Payment Date (or the Interest Commencement Date, as the case may be) to (but excluding) the Maturity Date will amount to the Final Broken Amount specified in the applicable Final Terms. The applicable Final Terms may also specify other Broken Amounts and the Interest Payment Date(s) on which such Broken Amounts are payable in circumstances where payments of interest not amounting to a full year's interest are due. The amount of interest payable in respect of each Note for any Interest Period shall be the relevant fixed coupon amount specified in the applicable Final Terms (the "**Fixed Coupon Amount**") and if the Notes are in more than one Specified Denomination, shall be the relevant Fixed Coupon Amount in respect of the relevant Specified Denomination.

- (ii) If interest is required to be calculated for a period for which a Fixed Coupon Amount is not specified, such interest shall be calculated:

if "**Actual/Actual (ICMA)**" is so specified, means:

- (a) where the Calculation Period is equal to or shorter than the Regular Period during which it falls, the actual number of days in the Calculation Period divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
- (b) where the Calculation Period is longer than one Regular Period, the sum of:
 - (A) the actual number of days in such Calculation Period falling in the Regular Period in which it begins divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (B) the actual number of days in such Calculation Period falling in the next Regular Period divided by the product of (a) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; or
- (c) if "**30/360**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"**Y₁**" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"**Y₂**" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"**M₁**" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"**M₂**" is the calendar month, expressed as number, in which the day immediately following the last day included in the Calculation Period falls;

"**D₁**" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"**D₂**" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31 and D₁ is greater than 29, in which case D₂ will be 30.

In Condition 3: (a) "**Interest Period**" means each period on (and including) the Interest Commencement Date and ending on (but excluding) the next Interest Payment Date; and (b) "**Regular Period**" means (i) in the case of Notes where interest is scheduled to be paid only by means of regular payments, each period from and including the Interest Commencement Date to but excluding the first Interest Payment Date and each successive period from and including one Interest Payment Date to but excluding the next Interest Payment Date, (ii) in the case of Notes where, apart from the first Interest Period, interest is scheduled to be paid only by means of regular payments, each period from and including a Regular Date falling in any year to but excluding the next Regular Date, where "**Regular Date**" means the day and month (but not the year) on which any Interest Payment Date falls and (iii) in the case of Notes where, apart from one Interest Period other than the first Interest Period, interest is scheduled to be paid only by means of regular payments, each period from and including a Regular Date falling in any year to but excluding the next Regular Date, where "**Regular Date**" means the day and month (but not the year) on which any Interest Payment Date falls other than the Interest Payment Date falling at the end of the irregular Interest Period.

Condition 3(b) below is applicable to the Notes if the Reset Note Provisions are specified in the applicable Final Terms as being applicable.

(b) **Interest on Reset Notes**

(i) *Rates of Interest and Interest Payment Dates*

If (in case of the Senior Preferred Notes and Subordinated Notes only) the Reset Note Provisions are specified in the applicable Final Terms as being applicable, then such Reset Note bears interest:

- (A) from (and including) the Interest Commencement Date until (but excluding) the First Reset Date at the Initial Rate of Interest;
- (B) from (and including) the First Reset Date until (but excluding) the Second Reset Date or, if no such Second Reset Date is specified in the applicable Final Terms, the Maturity Date at the rate per annum equal to the First Reset Rate of Interest; and
- (C) for each Subsequent Reset Period thereafter (if any), at the relevant Subsequent Reset Rate of Interest,

payable, in each case, in arrear on each Interest Payment Date and on the Maturity Date if that does not fall on an Interest Payment Date. The Rate of Interest and the Interest Amount payable shall be determined by the Calculation Agent, (i) in the case of the Rate of Interest, at or as soon as practicable after each time at which the Rate of Interest is to be determined, and (ii) in the case of the Interest Amount in accordance with the provisions for calculating amounts of interest in Condition 3(a) (*Interest on Fixed Rate Notes*).

(ii) *Fallbacks*

Subject to Condition 3(f) (*Benchmark replacement*), if on any Reset Determination Date the Relevant Screen Page is not available or the Mid-Swap Rate does not appear on the Relevant Screen Page, the Calculation Agent shall request each of the Reference Banks (as defined below) to provide the Calculation Agent with its Mid-Market Swap Rate Quotation as at approximately 11.00 a.m. in the principal financial centre of the Specified Currency on the Reset Determination Date in question.

If two or more of the Reference Banks provide the Calculation Agent with Mid-Market Swap Rate Quotations, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest (as applicable) for the relevant Reset Period shall be the sum of the arithmetic mean (rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards)) of the relevant Mid-Market Swap Rate Quotations and the First Margin or Subsequent Margin (as applicable), all as determined by the Calculation Agent.

If on any Reset Determination Date only one or none of the Reference Banks provides the Calculation Agent with a Mid-Market Swap Rate Quotation as provided in the foregoing provisions of this paragraph, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest (as applicable) shall be determined to be the Rate of Interest as at the last preceding Reset Date or, in the case of the first Reset Determination Date, the First Reset Rate of Interest shall be the Initial Rate of Interest.

For the purposes of this Condition 3(b):

"Reference Banks" means the principal office in the principal financial centre of the Specified Currency of four major banks in the swap, money, securities or other market most closely connected with the relevant Mid-Swap Rate as selected by the Issuer on the advice of an investment bank of international repute.

"First Margin" means the margin specified as such in the applicable Final Terms.

"First Reset Date" means the date specified in the applicable Final Terms.

"First Reset Period" means the period from (and including) the First Reset Date until (but excluding) the Second Reset Date or, if no such Second Reset Date is specified in the applicable Final Terms, the Maturity Date.

"First Reset Rate of Interest" means, in respect of the First Reset Period and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), the rate of interest determined by the Calculation Agent on the relevant Reset Determination Date as the sum of the relevant Mid-Swap Rate and the First Margin.

"Fixed Coupon Amount" means the amount specified as such in the applicable Final Terms.

"Initial Rate of Interest" has the meaning specified in the applicable Final Terms.

"Mid-Market Swap Rate" means for any Reset Period the mean of the bid and offered rates for the fixed leg payable with a frequency equivalent to the frequency with which scheduled interest payments are payable on the Notes during the relevant Reset Period (calculated on the day count basis customary for fixed rate payments in the Specified Currency as determined by the Calculation Agent) of a fixed-for-floating interest rate swap transaction in the Specified Currency which transaction (i) has a term equal to the relevant Reset Period and commencing on the relevant Reset Date, (ii) is in an amount that is representative for a single transaction in the relevant market at the relevant time with an acknowledged dealer of good credit in the swap market and (iii) has a floating leg based on the Mid-Swap Floating Leg Benchmark Rate for the Mid-Swap Maturity (as specified in the applicable Final Terms) (calculated on the day count basis customary for floating rate payments in the Specified Currency as determined by the Calculation Agent).

"Mid-Market Swap Rate Quotation" means a quotation (expressed as a percentage rate per annum) for the relevant Mid-Market Swap Rate.

"Mid-Swap Floating Leg Benchmark Rate" means EURIBOR if the Specified Currency is euro or LIBOR for the Specified Currency if the Specified Currency is not euro.

"Mid-Swap Rate" means, in relation to a Reset Determination Date and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), either:

- (A) if Single Mid-Swap Rate is specified in the relevant Final (A) Terms, the rate for swaps in the Specified Currency:
 - (i) with a term equal to the relevant Reset Period; and
 - (ii) commencing on the relevant Reset Date,which appears on the Relevant Screen Page; or
- (B) if Mean Mid-Swap Rate is specified in the applicable Final Terms, the arithmetic mean (expressed as a percentage rate per annum and rounded, if necessary, to the nearest 0.001 per cent. (0.0005 per cent. being rounded upwards)) of the bid and offered swap rate quotations for swaps in the Specified Currency:
 - (i) with a term equal to the relevant Reset Period; and
 - (ii) commencing on the relevant Reset Date,which appear on the Relevant Screen Page,

in either case, as at approximately 11.00 a.m. in the principal financial centre of the Specified Currency on such Reset Determination Date, all as determined by the Calculation Agent.

"Rate of Interest" means the Initial Rate of Interest, the First Reset Rate of Interest or the Subsequent Reset Rate of Interest, as applicable.

"Reset Date" means the First Reset Date, the Second Reset Date and each Subsequent Reset Date (as applicable).

"Reset Determination Date" means, in respect of the First Reset Period, the second Business Day prior to the First Reset Date, in respect of the first Subsequent Reset Period, the second Business Day prior to the Second Reset Date and, in respect of each Subsequent Reset Period thereafter, the second Business Day prior to the first day of each such Subsequent Reset Period.

"Reset Period" means the First Reset Period or a Subsequent Reset Period, as the case may be.

"Second Reset Date" means the date specified in the applicable Final Terms.

"Subsequent Margin" means the margin specified as such in the applicable Final Terms.

"Subsequent Reset Date" means the date or dates specified in the applicable Final Terms.

"Subsequent Reset Period" means the period from (and including) the Second Reset Date to (but excluding) the next Subsequent Reset Date, and each successive period from (and including) a Subsequent Reset Date to (but excluding) the next succeeding Subsequent Reset Date.

"Subsequent Reset Rate of Interest" means, in respect of any Subsequent Reset Period and subject to Condition 3(b) (ii) (*Interest on Reset Notes - Fallbacks*), the rate of interest determined by the Calculation Agent on the relevant Reset Determination Date as the sum of the relevant Mid-Swap Rate and the relevant Subsequent Margin.

Condition 3(c) below is applicable to the Notes (a) if the Floating Rate Note Provisions are specified in the applicable 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 applicable Final Terms as being applicable, in respect of those Interest Periods for which the Floating Rate Note Provisions are stated to apply.

(c) ***Interest on Floating Rate Notes, including CMS Linked Interest Notes***

(i) ***Interest Payment Dates***

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

- (A) the Interest Payment Date(s) in each year, or
- (B) if no express Interest Payment Date(s) is/are specified in the applicable Final Terms, each date (each an **"Interest Payment Date"**) which falls the number of months or other period specified as the Interest Period in the applicable Final Terms after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

If a business day convention is specified in the applicable Final Terms and 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:

- (1) in any case where Interest Periods are specified in accordance with Condition 3(c)(i)(B) above, the Floating Rate Convention, FRN Convention or Eurodollar 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 (A) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (B) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the number of months or other period specified as the Interest Period in the applicable Final Terms after the preceding applicable Interest Payment Date occurred; or

- (2) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (3) the Modified Following Business Day Convention or Modified 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
- (4) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

In this Condition, "**Business Day**" means:

- (i) in relation to any sum payable in euro, a TARGET Settlement Day and a day on which commercial banks and foreign exchange markets settle payments generally in each (if any) Additional Business Centre; and
- (ii) in relation to any sum payable in a currency other than euro, a day on which commercial banks and foreign exchange markets settle payments generally, in the Principal Financial Centre of the relevant currency and in each (if any) Additional Business Centre;

"**Calculation Agent**" means the Agent or such other person specified in the applicable Final Terms;

"**TARGET 2**" means the Trans-European Automated Real-Time Gross Settlement Express Transfer payment system which utilises a single shared platform and which was launched on 19 November 2007; and

"**TARGET Settlement Day**" means any day on which TARGET 2 is open for the settlement of payments in euro.

(ii) *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 applicable Final Terms.

(A) *ISDA Determination for Floating Rate Notes*

Where, in respect of Senior Preferred Notes only, ISDA Determination is specified in the applicable 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 the relevant ISDA Rate plus or minus (as indicated in the applicable Final Terms) the Margin (if any). For the purposes of this sub-paragraph (A), "**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 or such other person acting as calculation agent for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions (as amended and updated as at the date of issue of the first Tranche of the Notes of the relevant Series (as specified in the applicable Final Terms) as published by the International Swaps and Derivatives Association, Inc.) (the "**ISDA Definitions**") and under which:

- (i) the Floating Rate Option is as specified in the applicable Final Terms;
- (ii) the Designated Maturity is a period specified in the applicable Final Terms; and
- (iii) the relevant Reset Date is either (i) if the applicable Floating Rate Option is based on the London inter-bank offered rate ("**LIBOR**") or on the Euro-Zone inter-bank offered rate ("**EURIBOR**") for a currency, the first day of that Interest Period or (ii) in any other case, as specified in the applicable Final Terms.

For the purposes of this sub-paragraph (A), "**Floating Rate**", "**Calculation Agent**", "**Floating Rate Option**", "**Designated Maturity**", "**Euro-Zone**" and "**Reset Date**" have the meanings given to those terms in the ISDA Definitions.

When this sub-paragraph (A) applies, in respect of each relevant Interest Period the Calculation Agent will be deemed to have discharged its obligations under Condition 3(c)(iv) (*Determination of Rate of Interest and Calculation of Interest Amounts*) in respect of the determination of the Rate of Interest if it has determined the Rate of Interest in respect of such Interest Period in the manner provided in this sub-paragraph (A).

(B) *Screen Rate Determination for Floating Rate Notes other than CMS Linked Interest Notes*

Where Screen Rate Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined and "CMS Rate" is not specified as the Reference Rate in the Final Terms, the Rate of Interest for each Interest Period will, subject as provided below, be either:

- (i) the offered quotation; or
- (ii) 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 Relevant Time (as specified in the applicable Final Terms) on the Interest Determination Date in question plus or minus (as indicated in the applicable Final Terms) the Margin (if any), all as determined by the Calculation Agent. If five or more 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.

Subject to Condition 3(f) (*Benchmark replacement*), if the Relevant Screen Page is not available or if, in the case of (i) above, no such offered quotation appears or, in the case of (ii) above, fewer than three such offered quotations appear, in each case as at the Relevant Time, the Calculation Agent shall request the principal Relevant Financial Centre (as specified in the applicable Final Terms) office of each of the Reference Banks (as defined below) to provide the Calculation Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Relevant Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Calculation Agent with such offered quotations, the Rate of Interest for such Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of such offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Calculation Agent.

If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with such offered quotations as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be 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 quoted by four major banks in the Principal Financial Centre (defined below) of the Specified Currency selected by the Calculation Agent, at approximately 11.00 a.m. (local time in the Principal Financial Centre of the Specified Currency) on the Interest Determination Date for loans in the Specified Currency to leading European banks for a period of the duration of the relevant Interest Period and in an amount that is representative for a single transaction in the relevant market at the relevant time plus or minus (as appropriate) the Margin (if any) **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).

In this Condition 3:

"Reference Rate" means the rate specified in the applicable Final Terms.

"Reference Banks" means four major banks selected by the Issuer in the market that is most closely connected with the Reference Rate.

"Principal Financial Centre" means, in relation to any currency, the principal financial centre for that currency **provided, however, that** (x) in relation to euro, it means the principal financial centre of such Member State of the European Union as is selected by the Calculation Agent and (y) in relation to Australian dollars, it means either Sydney or Melbourne and, in relation to New Zealand dollars, it means either Wellington or Auckland, in each case as is selected by the Calculation Agent.

"Additional Business Centre" means the city or cities specified as such in the applicable Final Terms.

(C) *Screen Rate Determination for Floating Rate Notes which are CMS Linked Interest Notes*

If Screen Rate Determination is specified in the applicable 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 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:

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 less than three or none of the CMS Reference Banks provides the Calculation Agent with such quotations as provided in the preceding paragraph, the CMS Rate shall be determined by the Calculation Agent in good faith on such commercial basis as considered appropriate by the Calculation Agent in its absolute discretion, in accordance with standard market practice.

In this Condition 3(c)(ii)(C):

"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 as at the Relevant Time 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 United States 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 principal Relevant Financial Centre office of five major banks in the Relevant Financial Centre inter-bank market, in each case selected by the Issuer;

"Designated Maturity" has the meaning given in the applicable Final Terms;

"Reference Currency" has the meaning given in the applicable Final Terms;

"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 United States 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 Final Terms specify otherwise, the mid-market swap rate as determined in accordance with the applicable Final Terms; and

"Representative Amount" means an amount that is representative for a single transaction in the relevant market at the relevant time.

(iii) *Minimum and/or Maximum Interest Rate*

If the applicable Final Terms specifies a Minimum Interest Rate 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 (ii) above is less than such Minimum Interest Rate, the Rate of Interest for such Interest Period shall be such Minimum Interest Rate. If the applicable Final Terms specifies a Maximum Interest Rate 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 (ii) above is greater than such Maximum Interest Rate, the Rate of Interest for such Interest Period shall be such Maximum Interest Rate. The provisions relating to the Maximum or Minimum Interest Rate, however, shall not apply to the Senior Non-Preferred Notes and shall not be specified at any time in the applicable Final Terms.

(iv) *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 Agent, the Calculation Agent will notify the 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 in respect of each Specified Denomination for the relevant Interest Period. Each Interest Amount shall be calculated 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 and multiplying such rounded figure by a fraction equal to the Specified Denomination of such Note divided by the Calculation Amount. For this purpose a "**sub-unit**" means, in the case of any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, in the case of euro, means one cent.

If the Reset Note Provisions are specified in the applicable Final Terms as being applicable, the Interest Amount payable for any Interest Period shall be an amount calculated by the Calculation Agent in accordance with the provisions of Condition 3(b)(i) (*Interest on Reset Notes - Rates of Interest and Interest Payment Dates*) (adjusted or unadjusted in accordance with the Business Day Convention, as specified in the applicable Final Terms).

"**Day Count Fraction**" means, in respect of the calculation of an amount for any period of time (the "**Calculation Period**"), such day count fraction as may be specified in these Conditions or the applicable Final Terms and:

- (i) if "**Actual/365**" or "**Actual/Actual (ICMA)**" is so specified, means:
 - (a) where the Calculation Period is equal to or shorter than the Regular Period during which it falls, the actual number of days in the Calculation Period divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (b) where the Calculation Period is longer than one Regular Period, the sum of:
 - (A) the actual number of days in such Calculation Period falling in the Regular Period in which it begins divided by the product of (1) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; and
 - (B) the actual number of days in such Calculation Period falling in the next Regular Period divided by the product of (a) the actual number of days in such Regular Period and (2) the number of Regular Periods in any year; or
- (ii) if "**Actual/365 (Fixed)**" is so specified, means the actual number of days in the Calculation Period divided by 365;
- (iii) if "**Actual/360**" is so specified, means the actual number of days in the Calculation Period divided by 360;
- (iv) if "**30/360**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"**Y₁**" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"Y₂" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"M₁" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"M₂" is the calendar month, expressed as number, in which the day immediately following the last day included in the Calculation Period falls;

"D₁" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"D₂" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31 and D₁ is greater than 29, in which case D₂ will be 30;

- (v) if "**30E/360**" or "**Eurobond Basis**" is so specified, the number of days in the Calculation Period divided by 360, calculated on a formula basis as follows:

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

where:

"Y₁" is the year, expressed as a number, in which the first day of the Calculation Period falls;

"Y₂" is the year, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"M₁" is the calendar month, expressed as a number, in which the first day of the Calculation Period falls;

"M₂" is the calendar month, expressed as a number, in which the day immediately following the last day included in the Calculation Period falls;

"D₁" is the first calendar day, expressed as a number, of the Calculation Period, unless such number would be 31, in which case D₁ will be 30; and

"D₂" is the calendar day, expressed as a number, immediately following the last day included in the Calculation Period, unless such number would be 31, in which case D₂ will be 30; and

- (vi) if "**Actual/Actual (ISDA)**" is so specified, means the actual number of days in the Calculation Period divided by 365 (or, if any portion of the Calculation Period falls in a leap year, the sum of (A) the actual number of days in that portion of the Calculation Period falling in a leap year divided by 366 and (B) the actual number of days in that portion of the Calculation Period falling in a non-leap year divided by 365);

- (v) *Notification of Rate of Interest and Interest Amounts*

The 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 Paying Agents and any stock exchange on which the relevant 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 first day of the relevant 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 notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange on which the relevant Notes are for the time being listed and to the Noteholders in accordance with Condition 13 (*Notices*). If the Calculation Amount is less than the minimum Specified Denomination the Calculation Agent shall not be obliged to publish each Interest Amount but instead may publish only the Calculation Amount and the Interest Amount in respect of a Note having the minimum Specified Denomination.

- (vi) *Determination or Calculation by a leading bank or investment banking firm other than the Calculation Agent*

If for any reason the Calculation Agent at any time after the Issue Date defaults in its obligation to determine the Rate of Interest or calculate any Interest Amount in accordance with this Condition 3(c), the Issuer shall appoint a leading bank or investment banking firm engaged in the interbank market (or, if appropriate, money, swap or over-the-counter index options market) that is most closely connected with the calculation or determination to be made by the Calculation Agent (acting through its principal London office or any other office actively involved in such market) to act as such in its place. The Calculation Agent may not resign its duties without a successor having been appointed as aforesaid.

- (vii) *Certificates to be Final*

All certificates, communications, opinions, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 3(c), whether by the Calculation Agent or the Agent, shall (in the absence of wilful default, bad faith or manifest error) be binding on the Issuer, the Calculation Agent, the Agent, the other Paying Agents and all Noteholders, Voucherholders and Couponholders and (in the absence as aforesaid) no liability to the Noteholders, the Voucherholders or the Couponholders shall attach to the Calculation Agent or the Agent in connection with the exercise or non-exercise by them of their powers, duties and discretions pursuant to such provisions.

- (d) *Zero Coupon Notes*

If the Redemption Amount payable in respect of any Zero Coupon Note is improperly withheld or refused, the Redemption Amount shall thereafter be an amount equal to the sum of:

- (i) the Reference Price; and
- (ii) the product of the Accrual Yield (compounded annually) being applied to the Reference Price on the basis of the relevant Day Count Fraction from (and including) the Issue Date to (but excluding) whichever is the earlier of (i) the day on which all sums due in respect of such Note up to that day are received by or on behalf of the relevant Noteholder and (ii) the day which is seven days after the Agent has notified the Noteholders that it has received all sums due in respect of the Notes up to such seventh day (except to the extent that there is any subsequent default in payment).

For the purposes of this Condition 3(d):

"Redemption Amount" means, as appropriate, the Final Redemption Amount, the Early Redemption Amount, the Optional Redemption Amount, the Early Redemption Amount (Regulatory Event) or such other amount in the nature of a redemption amount as may be specified in the applicable Final Terms;

"Reference Price" has the meaning given in the applicable Final Terms; and

"Accrual Yield" has the meaning given in the applicable Final Terms.

- (e) *Accrual of Interest*

Each Note (or in the case of the redemption of part only of a Note, that part only of such Note) will cease to bear interest (if any) from the due date for its redemption unless, upon due presentation of the Note, payment of principal is improperly withheld or refused. In such event interest will continue to accrue as provided in this Condition 3 (*Interest*).

- (f) *Benchmark replacement*

Notwithstanding the provisions in Conditions 3(b)(ii) (*Interest on Reset Notes - Fallbacks*) and 3(c) (*Interest on Floating Rate Notes, including CMS Linked Interest Notes*), if the Issuer (in consultation with the Calculation Agent (or the person specified in the applicable Final Terms as the party responsible for calculating the Rate of Interest and the Interest Amount(s))) determines 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:

- (i) the Issuer shall use reasonable endeavours to appoint, as soon as reasonably practicable, an Independent Adviser to determine (acting in good faith and in a commercially reasonable manner) a Successor Rate or, alternatively, if there is no Successor Rate, an Alternative Benchmark Rate no later than 3 Business Days prior to the Reset Determination Date or Interest Determination Date (as applicable) relating to the next succeeding Reset Period or Interest Period (as applicable) (the "**IA Determination Cut-off Date**") for purposes of determining the Rate of Interest applicable to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f));
- (ii) if the Issuer is unable to appoint an Independent Adviser, or the Independent Adviser appointed by it fails to determine a Successor Rate or an Alternative Benchmark Rate prior to the IA Determination Cut-off Date, then the Issuer (acting in good faith and a commercially reasonable manner) may determine a Successor Rate or, if there is no Successor Rate, an Alternative Benchmark Rate;
- (iii) if a Successor Rate or, failing which, an Alternative Benchmark Rate is determined in accordance with the preceding provisions, such Successor Rate or, failing which, Alternative Benchmark Rate shall be the Reference Rate or Mid-Swap Rate (as applicable) in relation to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f)); **provided, however, that** if sub-paragraph (ii) applies and the Issuer is unable or unwilling to determine a Successor Rate or an Alternative Benchmark Rate prior to the Reset Determination Date or Interest Determination Date (as applicable) relating to the next succeeding Reset Period or Interest Period (as applicable), the Rate of Interest applicable to such next succeeding Reset Period or Interest Period shall be equal to the Rate of Interest last determined in relation to the Notes in respect of a preceding Reset Period or Interest Period as applicable (which may be the Initial Rate of Interest) (though substituting, where a different Margin is to be applied to the relevant Reset Period or Interest Period from that which applied to the last preceding Reset Period or Interest Period, the Margin relating to the relevant Reset Period or Interest Period, in place of the Margin relating to that last preceding Reset Period or Interest Period); for the avoidance of doubt, the provision in this sub-paragraph (iii) shall apply to the relevant Interest Period or Reset Period (as applicable) only and any subsequent Interest Periods or Reset Periods (as applicable) are subject to the subsequent operation of, and to adjustment as provided in, this Condition 3(f);
- (iv) if the Independent Adviser or the Issuer (each, acting in good faith and in a commercially reasonable manner) determines a Successor Rate or, failing which, an Alternative Benchmark Rate in accordance with the above provisions, the Independent Adviser or the Issuer (as the case may be) may also, following consultation with the Calculation Agent (or the person specified in the applicable Final Terms as the party responsible for calculating the Rate of Interest and the Interest Amount(s)), specify (x) changes to the Terms and Conditions in order to follow market practice in relation to such Successor Rate or, as applicable, Alternative Benchmark Rate, including but not limited to, the Additional Business Centre, Business Day, Business Day Convention, Day Count Fraction, Interest Determination Date, Relevant Screen Page and/or the definition of Mid-Swap Rate or Reference Rate applicable to the Notes, and (y) any other changes which the Independent Adviser or the Issuer (as the case may be) determines are reasonably necessary to ensure the proper operation and comparability to the Reference Rate or Mid-Swap Rate of such Successor Rate or the Alternative Benchmark Rate, which changes shall apply to the Notes for all future Reset Periods or Interest Periods (as applicable) (subject to the subsequent operation of this Condition 3(f)). If the Independent Adviser (in consultation with the Issuer) or the Issuer (as applicable), determines that an Adjustment Spread is required to be applied to the Successor Rate or the Alternative Benchmark 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 the Successor Rate or the Alternative Benchmark Rate (as applicable). If the Independent Adviser or the Issuer (as applicable) is unable to determine the quantum of, or a formula or methodology for determining, such Adjustment Spread, then such Successor Rate or Alternative Benchmark Rate (as applicable) will apply without an Adjustment Spread;
- (v) promptly following the determination of any Successor Rate or Alternative Benchmark Rate, and, if applicable, any Adjustment Spread, the Issuer shall give notice thereof and of any changes (and the effective date thereof) pursuant to sub-paragraph (iv) above to the Paying Agents and, if applicable the Calculation Agent and the Noteholders in accordance with Condition 13 (*Notices*);

- (vi) no consent of the Noteholders shall be required in connection with effecting a relevant Successor Rate or Alternative Benchmark Rate (as applicable) or such other changes pursuant to this Condition 3(f), including for the execution of any documents or the taking of other steps by the Issuer;
- (vii) if the application of an Alternative Benchmark Rate (and the Adjustment Spread, if applicable) determined pursuant to this Condition 3(f) would result in the occurrence of a Regulatory Event and/or a MREL/TLAC Disqualification Event, no Alternative Benchmark Rate (and, the Adjustment Spread, if applicable) will be adopted, and the Reference Rate for the relevant Interest Period will be equal to the last Reference Rate available at the immediately preceding Interest Period on the Relevant Screen Page as determined by the Calculation Agent.

For the purposes of this Condition 3(f):

"Adjustment Spread" means a spread (which may be positive or negative) or formula or methodology for calculating a spread, which the Independent Adviser (in consultation with the Issuer) or the Issuer (as applicable), determines is required to be applied to the Successor Rate or the Alternative Benchmark Rate (as applicable) in order to reduce or eliminate, to the extent reasonably practicable in the circumstances, any economic prejudice or benefit (as applicable) to Noteholders as a result of the replacement of the Reference Rate or Mid-Swap Rate (as applicable) with the Successor Rate or the Alternative Benchmark Rate (as applicable) and is the spread, formula or methodology which:

- (a) in the case of a Successor Rate, is formally recommended in relation to the replacement of the Reference Rate or Mid-Swap Rate (as applicable) with the Successor Rate by any Relevant Nominating Body; or
- (b) in the case of a Successor Rate for which no such recommendation has been made or in the case of an Alternative Benchmark Rate, the Independent Adviser (in consultation with the Issuer) 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 Reference Rate or Mid-Swap Floating Rate (as applicable), where such rate has been replaced by the Successor Rate or the Alternative Benchmark Rate (as applicable); or
- (c) if no such customary market usage is recognised or acknowledged, the Independent Adviser (in consultation with the Issuer), determines (acting in good faith and in a commercially reasonable manner) to be appropriate.

"Alternative Benchmark Rate" means the rate that the Independent Adviser or the Issuer (as applicable) determines has replaced the relevant Reference Rate or Mid-Swap Rate (as applicable) in customary market usage in the international debt capital markets for the purposes of determining rates of interest in respect of eurobonds denominated in the Specified Currency and of a comparable duration to the relevant Interest Period or Reset Period (as applicable), or, if the Independent Adviser or the Issuer (as applicable) determines that there is no such rate, such other rate as the Independent Adviser or the Issuer (as applicable) determines in its discretion (acting in good faith and in a commercially reasonable manner) is most comparable to the relevant Reference Rate or Mid-Swap Rate (as applicable).

"Authorised Person" means any person who is represented by the Issuer as being for the time being authorised to sign (whether alone or with another person(s)) on behalf of the Issuer and so as to bind it.

"Benchmark Event" means:

- (a) the Original Reference Rate ceasing to be published for a period of at least 5 Business Days or ceasing to exist;
- (b) a public statement by the administrator of the Original Reference Rate that it will, by a specified date within the following six months, 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 within the following six months, be permanently or indefinitely discontinued; or

- (d) 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 within the following six months; or
- (e) it has become unlawful for any Paying Agent, Calculation Agent or the Issuer to calculate any payments due to be made to any Noteholder using the Original Reference Rate.

For the avoidance of doubt, in respect of paragraphs (b), (c) and (d) above, such public statement will not constitute a Benchmark Event before the date falling six months prior to the date specified in the relevant public announcement on which the Original Reference Rate is permanently or indefinitely discontinued or prohibited.

"Independent Adviser" means an independent financial institution of international repute or other independent financial adviser experienced in the international capital markets, in each case appointed by the Issuer at its own expense.

"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 as specified in the relevant Final Terms;
- (b) any Successor Rate or Alternative Benchmark Rate which has been determined in relation to such benchmark or screen rate (as applicable) pursuant to the operation of Condition 3.(f) (*Benchmark Replacement*).

"Relevant Nominating Body" means, in respect of a reference rate or mid-swap floating leg benchmark rate:

- (a) the central bank for the currency to which the reference rate or mid swap floating leg benchmark rate relates, or any central bank or other supervisory authority which is responsible for supervising the administrator of the reference rate or mid swap floating leg benchmark rate; or
- (b) any working group or committee sponsored by, chaired or co-chaired by or constituted at the request of (w) the central bank for the currency to which the reference rate or mid swap floating leg benchmark rate relates, (x) any central bank or other supervisory authority which is responsible for supervising the administrator of the reference rate or mid-swap floating leg benchmark rate, (y) a group of the aforementioned central banks or other supervisory authorities, or (z) the Financial Stability Board or any part thereof; and

"Successor Rate" means the rate that the Independent Adviser or the Issuer (as applicable) determines is a successor to or replacement of the Reference Rate or Mid-Swap Rate (as applicable) which is formally recommended by any Relevant Nominating Body.

4. Redemption and Purchase

(a) *At Maturity*

Unless previously redeemed, or purchased and cancelled, as specified below, each Note will be redeemed by the Issuer at its Final Redemption Amount (which will always be at least 100 per cent. of their nominal value) specified in the applicable Final Terms in the relevant Specified Currency on the Maturity Date, subject as provided in Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*).

Subordinated Notes shall have a minimum maturity period of five years, as provided under the Applicable Banking Regulations. Senior Non-Preferred Notes shall have a minimum Maturity Period of twelve months, as provided under Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority.

(b) *Redemption for Tax Reasons*

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), if Redemption for tax reasons is specified as applicable in the applicable Final Terms and the Issuer satisfies the Agent, immediately prior to the giving of the notice referred to below, that:

- (i) as a result of any amendment to or change in the laws or regulations of Italy or of any political subdivision thereof or any authority or agency therein or thereof or in the interpretation or administration of any such laws or regulations, which change or amendment becomes effective on or after the Issue Date of the first Tranche of the Notes of the Series, the Issuer would (notwithstanding its having used such endeavours as the Agent shall consider reasonable) be required to pay additional amounts as provided in Condition 8 (*Taxation*) on the occasion of the next payment in respect of Notes of the Series,
- (ii) such obligation cannot be avoided by the Issuer taking reasonable measures available to it,
- (iii) in the case of Subordinated Notes only, if the circumstances under points (i) and (ii) above have occurred before five years from the issue of the relevant Subordinated Notes, the Issuer has demonstrated to the satisfaction of the Relevant Authority (as defined in Condition 2(a)) that such change is material and was not reasonably foreseeable at the Issue Date, and
- (iv) such circumstances are evidenced by the delivery by the Issuer to the Agent of (A) a certificate signed by two authorised signatories of the Issuer stating that the said circumstances prevail and describing the facts leading thereto, and (B) an opinion of independent legal advisers of recognised standing to the effect that such circumstances prevail (a "**Tax Event**"),

the Issuer may, at its option, having given not more than 60 nor less than 30 days' notice to the Paying Agent and, in accordance with Condition 13 (*Notices*), the Noteholders, at any time or, if the Notes are Floating Rate Notes or CMS Linked Interest Notes, on the next Interest Payment Date, repay all, but not some only, of the Notes at their Early Redemption Amount referred to in paragraph (f) below, together, if appropriate, with interest accrued to (but excluding) the date of repayment **provided that** the date fixed for such repayment shall not be earlier than 90 days prior to the earliest date on which the Issuer would be obliged to pay such additional amounts, were a payment in respect of the Notes then due. Upon the expiry of such notice, the Issuer shall be bound to redeem the Notes accordingly.

(c) ***Redemption for regulatory reasons - Regulatory Call***

(i) *Senior Notes*

Subject to Condition 4(k)(i) (*Conditions to Redemption and Purchase of the Notes – Senior Notes*), if MREL/TLAC Disqualification Event is specified in the applicable Final Terms as being applicable, the Senior Preferred Notes and/or the Senior Non-Preferred Notes (as the case may be) may be redeemed at the option of the Issuer, in whole but not in part, at any time (if the Senior Preferred Notes and/or the Senior Non-Preferred Note (as the case may be) is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note), on giving not less than 15 nor more than 30 days' notice (which notice shall be irrevocable) to the Paying Agent and, in accordance with Condition 14 (*Notices*), to the holders of the Senior Preferred Notes and/or the Senior Non-Preferred Notes (as the case may be), upon the occurrence of an MREL/TLAC Disqualification Event with respect to the relevant Series of Senior Preferred Notes and/or Senior Non-Preferred Notes (as the case may be).

"**MREL/TLAC Disqualification Event**" means the determination by the Issuer, that as a result of a change in Italian and/or EU laws, regulations, guidelines, rules, standards and policies, delegated or implementing acts, regulatory technical standards as well as a change in the application or official interpretation of the relevant regulations, becoming effective on or after the Issue Date of a Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes, which change was not reasonably foreseeable by the Issuer as at the Issue Date of the Series, it is likely that all or part of the aggregate outstanding nominal amount of such Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes will be excluded from the eligible liabilities available to meet the MREL/TLAC Requirements (however called or defined by then applicable regulations) if the Issuer is then subject to such requirements, **provided that** an MREL/TLAC Disqualification Event shall not occur where such Series of Senior Preferred Notes and/or of Senior Non-Preferred Notes are excluded on the basis (1) that the remaining maturity of such Senior Preferred Notes and/or Senior Non-Preferred Notes is less than any period prescribed by any applicable eligibility criteria under the MREL/TLAC Requirements, or (2) of any applicable limits on the amount of eligible liabilities permitted or allowed to meet the MREL/TLAC Requirements. For the avoidance of doubt, for the purpose of this definition of "MREL/TLAC Disqualification Event", the Issuer is considered already subject to MREL/TLAC Requirements regardless of any transitional period which may apply to the mandatory application of the same.

"MREL/TLAC Requirements" means the minimum requirement for own funds and eligible liabilities and/or total loss-absorbing capacity requirements applicable to the Issuer and/or the Group referred to in the BRRD (as defined in Condition 2(a)), any other EU law or regulation and relevant implementing legislation and regulation in Italy.

(ii) Subordinated Notes

Subject to Condition 4(k)(ii) (*Conditions to Redemption and Purchase of the Notes – Subordinated Notes*), if Regulatory Event is specified in the applicable Final Terms as being applicable, to the extent that the Issuer determines that a Regulatory Event has occurred, the Notes may be redeemed at the option of the Issuer, in whole but not in part, at any time (if the Note is not a Floating Rate Note) or on any Interest Payment Date (if the Note is a Floating Rate Note), on giving not less than 15 nor more than 30 days' notice (which notice shall be irrevocable) to the Agent and, in accordance with Condition 13 (*Notices*), the Noteholders.

Prior to the publication of any notice of redemption pursuant to this Condition 4(c), the Issuer shall deliver or procure that there is delivered to the Agent a certificate signed by two authorised signatories of the Issuer stating that the said circumstances prevail and describe the facts leading thereto, in which event it shall be conclusive and binding on the Noteholders, the Voucherholders and the Couponholders.

Upon the expiry of any such notice as is referred to in this Condition 4(c), the Issuer shall be bound to redeem the Notes in accordance with this Condition 4(c), at the Early Redemption Amount (Regulatory Event) described in the applicable Final Terms, together (if appropriate) with interest accrued to (but excluding) the date of redemption.

In this Condition 4(c)(ii):

"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, including, without limitation to the generality of the foregoing, those regulations, requirements, guidelines and policies relating to capital adequacy then in effect of the Relevant Authority (as defined in Condition 2(a)) 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 and including, for avoidance of doubt, as at the Issue Date the rules contained in, or implementing, CRD IV and the Banking Reform Package;

"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;

"CRA Regulation" means Regulation (EC) No. 1060/2009, as amended and supplemented from time to time;

"CRD IV" means the CRD IV Directive, the CRR and any CRD IV Implementing Measure;

"CRD IV Directive" means the directive 2013/36 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, amending Directive 2002/87/EC and repealing Directives 2006/48/EC and 2006/49/EC, as amended and supplemented from time to time (including by the CRD V Directive);

"CRD IV Implementing Measure" means any regulatory capital rules implementing the CRD IV Directive or the CRR which may from time to time be introduced, including, but not limited to, delegated or implementing acts (regulatory technical standards) adopted by the European Commission, national laws and regulations, and regulations and guidelines issued by the Bank of Italy, the European

Banking Authority or any other relevant authority, which are applicable to the Issuer (on a standalone basis) or the Issuer together with its consolidated subsidiaries (on a consolidated basis) and which prescribe the requirements to be fulfilled by financial instruments for inclusion in the regulatory capital of the Issuer (on a standalone or consolidated basis);

"CRD V Directive" means the 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, as amended or replaced from time to time;

"CRR" means the Regulation No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms amending Regulation No. 648/2012, as amended and supplemented from time to time (including by the CRR II Regulation);

"CRR II Regulation" means 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, exposures to central counterparties, exposures to collective investment undertakings, large exposures, reporting and disclosure requirements, and Regulation (EU) No 648/2012, as amended or replaced from time to time;

"Early Redemption Amount (Regulatory Event)" means in respect of any Note, its principal amount or such other amount as may be specified in the applicable Final Terms;

"Regulatory Event" is deemed to have occurred if there is a change in the regulatory classification of the Subordinated Notes that would be likely to result in their exclusion in whole or, to the extent permitted by the Applicable Banking Regulations, in part, from Tier II Capital of the Issuer (whether on a consolidated or non-consolidated basis, as a result of changes after the date of issue of the relevant Subordinated Notes in the standards and guidelines of the Bank of Italy or in the applicable legal or regulatory provisions (including adopted by the European Union) and, in case the Regulatory Event has occurred before five years from the issue of the relevant Subordinated Notes, both of the following conditions are met: (i) the Relevant Authority considers such a change to be sufficiently certain and (ii) the Issuer demonstrates to the satisfaction of the Relevant Authority (as defined in Condition 2(a)) that the change in regulatory classification of the Notes was not reasonably foreseeable as at the Issue Date;

"Tier II Capital" has the meaning given to it by (i) the Bank of Italy or (ii) any regulation, directive or other binding rules, standards or decisions adopted by the institutions of the European Union from time to time, as applicable.

(d) ***Redemption at the Option of the Issuer - Call Option***

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), if the Call Option is specified in the applicable Final Terms as being applicable, the Issuer may have given:

- (i) not less than 15 nor more than 30 days' notice to the Noteholders in accordance with Condition 14 (*Notices*) (or such other period of notice as is specified in the applicable Final Terms); and
- (ii) not less than 15 days before the giving of the notice referred to in (i), notice to the Agent;

(which notices shall be irrevocable), redeem all or, if so specified in the applicable Final Term, some only of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in the applicable Final Terms together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of an amount equal to the Minimum Redemption Amount or a Higher Repayment Amount. In the case of a partial redemption of Notes, the Notes to be redeemed ("**Redeemed Notes**") will be selected either individually by lot, in the case of Redeemed Notes in respect of which definitive Notes have been issued, or 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 principal amount, at their discretion), in the case of Redeemed Notes in relation to which Notes are represented by a global Note, in each case 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 in respect of which definitive Notes have been issued, a list of the serial numbers of such Notes will be published in accordance with Condition 14 (*Notices*) not less than 15 days prior to the date fixed for redemption. The aggregate amount of Redeemed Notes in respect of which definitive Notes have been issued shall bear the same

proportion to the aggregate amount of all Redeemed Notes as the aggregate amount of Notes in respect of which definitive Notes have been issued and are outstanding bears to the aggregate amount of the Notes outstanding, in each case on the Selection Date, **provided that** such first mentioned amount shall, if necessary, be rounded downwards to the nearest integral multiple of the Specified Denomination; and the aggregate 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 4(d) and a statement to that effect shall be included in the original notice of redemption given by the Issuer to the Noteholders pursuant to (i) above.

(e) ***Redemption at the Option of the Noteholders (Not applicable to Subordinated Notes) - Put Option***

Except in the case of Subordinated Notes, to which this paragraph (e) shall not apply, if the Put Option is specified in the applicable Final Terms as being applicable, upon the holder of any Note giving notice to the Issuer in accordance with Condition 14 (*Notices*) not less than 15 nor more than 30 days' notice (or such other period of notice as is specified in the applicable Final Terms) the Issuer will, upon the expiry of such notice, redeem, subject to, and in accordance with, the terms specified in the applicable Final Terms, in whole (but not in part), such Note on the Optional Redemption Date and at the Optional Redemption Amount specified in the applicable Final Terms together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date.

If this Note is in definitive form, to exercise the right to require redemption of this Note the holder of this Note must deliver such Note at the specified office of any Paying Agent at any time during normal business hours of such Paying Agent falling within the notice period, accompanied by 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 by cheque, an address) to which payment is to be made under this Condition.

Any Put Notice given by a holder of any Note pursuant to this paragraph shall be irrevocable except where prior to the due date of repayment an Event of Default shall have occurred and be continuing in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this paragraph.

(f) ***Redemption Amounts***

For the purposes of paragraphs (a), (b), (c), (d) and (e) above and Condition 9 (*Events of Default*), the Notes will be redeemed at an amount that is equal to at least 100 per cent. of the nominal amount.

(g) ***Instalments***

Each Note, if it is redeemable in instalments, will be redeemed in the Instalment Amounts and on the Instalment Dates specified in the applicable Final Terms. In the case of such Notes in definitive form, all instalments (other than the final instalment) will be paid against surrender of the relevant Voucher (which must be presented with the Note to which it appertains) and in the case of the final instalment against surrender of the relevant Note, all as more fully described in this Condition 4.

(h) ***Early Redemption of Zero Coupon Notes***

Unless otherwise specified in the applicable Final Terms, the Redemption Amount payable on redemption of a Zero Coupon Note at any time before the Maturity Date shall be an amount equal to the sum of:

- (i) the Reference Price; and
- (ii) the product of the Accrual Yield (compounded annually) being applied to the Reference Price from (and including) the Issue Date to (but excluding) the date fixed for redemption or (as the case may be) the date upon which the Note becomes due and payable.

Where such calculation is to be made for a period which is not a whole number of years, the calculation in respect of the period of less than a full year shall be made on the basis of such Day Count Fraction as may be specified in the Final Terms for the purposes of this Condition 4(h) or, if none is so specified, a Day Count Fraction of 30E/360.

(i) ***Purchases***

Subject to Condition 4(k) (*Conditions to Redemption and Purchase of the Notes*), the Issuer, or any of its Subsidiaries may purchase Notes (provided that, in the case of definitive Notes, all unmatured Vouchers and Coupons appertaining thereto are purchased therewith) at any time, in any manner and at any price. In the case of any purchase, such Notes may be held, reissued or resold by the Issuer or any of its Subsidiaries or, at the option of the Issuer, cancelled.

Subordinated Notes may only be purchased by the Issuer or any of its Subsidiaries, unless and to the extent permitted by the Applicable Banking Regulations at the relevant time.

(j) ***Cancellation***

All Notes redeemed by or on behalf of the Issuer or any of its Subsidiaries and all Notes purchased by or on behalf of the Issuer or any of its Subsidiaries and surrendered for cancellation pursuant to Condition 4(i) (*Purchases*), shall be cancelled forthwith together, in the case of definitive Notes, with all unmatured Vouchers and Coupons surrendered therewith. All Notes so cancelled may not be reissued or resold and the obligations of the Issuer in respect of the Notes shall be discharged.

(k) ***Conditions to Redemption and Purchase of the Notes***

(i) *Senior Notes*

Any redemption, variation, substitution or purchase of the Senior Notes in accordance with Conditions 4(b) (*Redemption for Tax Reasons*), 4(c) (*Redemption for regulatory reasons - Regulatory Call*), 4(d) (*Redemption at the Option of the Issuer – Call Option*) and 4(i) (*Purchases*) is subject to, if and to extent then required under Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority (with respect to the Senior Non-Preferred Notes only) and/or under the MREL/TLAC Requirements (with respect to either the Senior Preferred Notes and the Senior Non-Preferred Notes), the Issuer giving notice to the Relevant Authority and the Relevant Authority granting permission to redeem, variate, substitute, or purchase the relevant Senior Notes.

Failure to redeem any such Senior Notes where such consent has not been granted shall not constitute an event of default of the Issuer for any purpose. Notwithstanding the above conditions, if, at the time of any redemption or purchase, Articles 12-bis and 91, paragraph 1-bis, letter c-bis of the Consolidated Banking Act and any relevant implementing regulation which may be enacted for such purposes by any Relevant Authority (with respect to the Senior Non-Preferred Notes only) and/or the MREL/TLAC Requirements (with respect to the Senior Preferred Notes and the Senior Non-Preferred Notes) permit the redemption or purchase only after compliance with one or more alternative or additional pre-conditions to those set out above in this Condition 4(k) the Issuer shall comply with such other and/or, as appropriate, additional pre-condition(s).

(ii) *Subordinated Notes*

Any redemption, variation, substitution or purchase of the Subordinated Notes in accordance with Conditions 4(b) (*Redemption for Tax Reasons*), 4(c) (*Redemption for regulatory reasons - Regulatory Call*), 4(d) (*Redemption at the Option of the Issuer – Call Option*), and 4(i) (*Purchases*) is subject to, if and to the extent then required under the Applicable Banking Regulations:

- (i) the Issuer giving notice to the Relevant Authority and such Relevant Authority granting permission to redeem, variate, substitute, or purchase relevant Subordinated Notes (in each case to the extent, and in the manner, required by the relevant Applicable Banking Regulations including Articles 77(b) and 78 of CRR); and
- (ii) compliance by the Issuer with any alternative or additional pre-conditions to redemption or purchase, as applicable, set out in the relevant Applicable Banking Regulations for the time being.

Failure to redeem any such Subordinated Notes where such consent has not been granted shall not constitute an event of default of the Issuer for any purpose. Notwithstanding the above conditions, if, at the time of any redemption, variation, substitution or purchase, the Applicable Banking Regulations permit the redemption, variation, substitution or purchase only after compliance with one or more alternative or additional pre-conditions to those set out above in this Condition 4(k), the Issuer shall comply with such other and/or, as appropriate, additional pre-condition(s).

5. Payments

(a) *Payments to Noteholders*

The Issuer and the Paying Agents have acknowledged and agreed in the Agency Agreement for the Italian Law Notes that the obligations of the Issuer to make payments in respect of the Notes will be discharged by the Issuer making payment to the relevant Noteholders, Voucherholders and Couponholders as described below.

(b) *Method of Payment*

Subject as provided below:

- (i) payments in a Specified Currency other than Euro will be made by transfer to an account in the relevant Specified Currency maintained by the payee with, or 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 in Australian dollars or New Zealand dollars shall be Sydney or Wellington, respectively) as specified in the applicable Final Terms; and
- (ii) payments in Euro will be made by credit or transfer to an 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.

All payments in respect of the Notes are subject in all cases to any applicable fiscal or other laws and regulations in the place of payment, but without prejudice to the provisions of Condition 8 (*Taxation*).

(c) *Presentation of Notes, Vouchers, Coupons and Talons*

Payments of principal and accrued interest in respect of Notes in respect of which definitive Notes have been issued will (subject as provided below) be made in the manner specified in paragraphs (a) and (b) above against presentation and surrender (or, in the case of part payment only, endorsement) of definitive Notes and payments of interest (other than rolled-up interest) in respect of the Notes will (subject as provided below) be made as aforesaid against presentation and surrender (or, in the case of part payment only, endorsement) of Coupons, in each case at the specified office of any Paying Agent outside the United States (as referred to below).

Payments of instalments of principal (if any) in respect of Notes in definitive form, other than the final instalment, will (subject as provided below) be made against presentation and surrender (or, in the case of part payment only, endorsement) of the relevant Voucher at the specified office of any Paying Agent. Each Voucher must be presented for payment of the relevant instalment together with the relevant definitive Note against which the amount will be payable in respect of that instalment. If any definitive Note is redeemed or becomes redeemable prior to its Maturity Date, principal will be payable on presentation and surrender (or, in the case of part payment only, endorsement) of such definitive Note together with all unmatured Vouchers appertaining thereto. Vouchers presented without the definitive Notes to which they appertain and unmatured Vouchers do not constitute valid obligations in respect of the Notes to which they relate.

Each Fixed Rate Note in definitive form should be presented for payment together with all unmatured Coupons appertaining thereto (which for this purpose shall be deemed to 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 aggregate 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 presentation and surrender (or, in the case of part payment only, endorsement) of the relative missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 8 (*Taxation*)) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 12 (*Prescription*)). Upon any Fixed Rate Note becoming due and repayable prior to its Maturity Date, all unmatured Talons (if any) appertaining to the definitive Note relating thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note (including a CMS Interest Linked Note) represented by Notes in definitive form becomes due and repayable, unmatured Vouchers, Coupons and Talons (if any) appertaining to such definitive Notes (whether or not attached) shall become void and no payment shall be made in respect thereof.

In the event that definitive Notes are issued, if the due date for redemption thereof is not an Interest Payment Date, interest (if any) accrued in respect of such Notes from and including the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against presentation and surrender (or, in the case of part payment only, endorsement) of the relevant definitive 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 and surrender (or, in the case of part payment only, endorsement), as the case may be, of such global Note to or to the order of the Agent or any other Paying Agent, as the case may be. A record of each payment made against presentation or surrender of such global Note distinguishing between any payment of principal and any payment of interest, will in the case of a classic global note ("CGN") (as specified in the applicable Final Terms) be made on such global Note by the Agent or other Paying Agent, as the case may be, and such record shall be *prima facie* evidence that the payment in question has been made and in the case of a new global note ("NGN") (as specified in the applicable Final Terms) *pro rata* in the records of Euroclear and Clearstream, Luxembourg.

The holder of the relevant 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 holder of a particular nominal amount of Notes represented by a 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 the relevant global Note.

Notwithstanding the foregoing, payments of interest in respect of the Notes will only be made at the specified office of a Paying Agent in the United States (which expression, as used herein, 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)) if:

- (i) 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 at such specified offices outside the United States of the full amount of interest on the Notes in the manner provided above when due;
- (ii) payment of the full amount of such interest at such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions; and
- (iii) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

(d) ***Payment Day***

If the date for payment of any amount in respect of any Note, Voucher 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 is both:

- (a) a day on which commercial banks and foreign exchange markets settle payments in the relevant place of presentation; and
- (b) a Business Day (as defined in Condition 3(c)(i) (*Interest Payment Dates*)).

Payment Day: Notwithstanding the definition of "**Payment Day**" above, while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global note are) deposited with a depositary, a common depositary, or a common safekeeper for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system, "**Payment Day**" means:

- (a) if the currency of payment is euro, any day which is a TARGET settlement day 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.

(e) ***Interpretation of Principal and Interest***

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

- (i) any additional amounts which may be payable under Condition 8 (*Taxation*);
- (ii) the Final Redemption Amount of such Notes;
- (iii) the Early Redemption Amount of such Notes;
- (iv) the Optional Redemption Amount(s) (if any) of such Notes;
- (v) any rolled-up interest in respect of such Notes;
- (vi) in relation to Notes redeemable in instalments, the Instalment Amounts; and
- (vii) any premium and any other amounts which may be payable under or in respect of the Notes.

Any reference in these Terms and Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable under Condition 8 (*Taxation*) or pursuant to any undertakings given in addition thereto or in substitution therefor pursuant to the Agency Agreement for the Italian Law Notes.

6. Agent and Paying Agents

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

The Issuer is entitled to vary or terminate the appointment of any Paying Agent or any other paying agent appointed under the terms of the Agency Agreement for the Italian Law Notes 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**:

- (i) so long as the Notes are admitted to listing, traded and/or quoted on any stock exchange, listing authority and/or quotation system, there will at all times be a Paying Agent with a specified office in such place as may be required by the rules and regulations of the relevant stock exchange, listing authority and/or quotation system;
- (ii) there will at all times be a Paying Agent with a specified office in a city with a specified office in a European Union Member State other than Italy; and
- (iii) there will at all times be an Agent.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in the final paragraph of Condition 5(c) (*Presentation of Notes, Vouchers, Coupons and Talons*). Any variation, termination, appointment or change shall only take effect (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*) **provided that** no such variation, termination, appointment or change shall take effect (except in the case of insolvency) within 15 days before or after any Interest Payment Date.

7. 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 any 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 11 (*Replacement of Notes, Vouchers, Coupons and Talons*). Each Talon shall, for the purposes of these Terms and Conditions, be deemed to mature on the Interest Payment Date on which the final Coupon comprised in the relative Coupon sheet matures.

8. Taxation

All payments in respect of the Notes shall be made without deduction or withholding for or on account of any present or future taxes or duties of whatever nature imposed or levied by or on behalf of the Republic of Italy or of any political subdivision thereof or any authority or agency therein or thereof, unless the deduction or withholding of such taxes or duties is required by law. In that event, the Issuer will pay such additional amounts in respect of, with regard to the Senior Notes only, principal and interest (if permitted by MREL/TLAC Requirements), and, with regard to the Subordinated Notes only, interest only (and not in respect of principal) as may be necessary in order that the net amounts received by the holders of the Notes, Voucher or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest which would have been received in respect of the Notes, Voucher or (as the case may be) Coupons, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note, Voucher or Coupon presented for payment:

- (a) by or on behalf of a Noteholder, Voucherholder or Couponholder who:
 - (i) is entitled to avoid such deduction or withholding by making a declaration of non-residence or other similar claim for exemption; or
 - (ii) is liable to such taxes or duties by reason of his having some connection with Italy other than the mere holding of the Note, Voucher or Coupon; or
 - (iii) would have been able to avoid such withholding or deduction by presenting the relevant Note, Voucher or Coupon to another Paying Agent in a Member State of the EU; or
- (b) more than 30 days after the Relevant Date except to the extent that the holder thereof would have been entitled to such additional amount on presenting the same for payment on such thirtieth day; or
- (c) in relation to any payment or deduction of any interest, principal or other proceeds of any Note, Voucher or Coupon on account of *imposta sostitutiva* pursuant to Italian Legislative Decree No. 239 of 1 April 1996 as amended; or
- (d) in Italy; or
- (e) in respect of any Note that qualifies as an atypical security where such withholding or deduction is required pursuant to Law Decree No. 512 of 30 September 1983, as amended.

As used in these Terms and Conditions, "**Relevant Date**" means whichever is the later of (A) the date on which such payment first becomes due; and (B) if the full amount of the moneys payable has not been received by the Agent on or prior to such due date, the date seven days after the date on which such moneys shall have been so received and notice to that effect shall have been given to the Noteholders in accordance with Condition 13 (*Notices*).

Notwithstanding any other provision in these Terms and Conditions, the Issuer and/or any paying agent shall be permitted to withhold or deduct any amounts required to be deducted or withheld pursuant to Sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended (the "**Code**") or otherwise imposed pursuant to (i) any regulations thereunder or official interpretations thereof, or (ii) an intergovernmental agreement between the United States and another jurisdiction facilitating the implementation thereof, or (iii) any law implementing such an intergovernmental agreement (any such withholding or deduction, a "**FATCA Withholding**"), as a result of a holder, beneficial owner or an intermediary not being entitled to receive payments free of FATCA withholding. None of the Issuer, the paying agent or any other person will be required to pay additional amounts or otherwise indemnify a holder/investor for any such FATCA Withholding deducted or withheld.

If the Issuer becomes subject at any time to any taxing jurisdiction other than the Republic of Italy, references in these Terms and Conditions to the Republic of Italy shall be construed as references to the Republic of Italy and/or such other jurisdiction.

References herein to the principal of, and/or interest on, the Notes shall be deemed also to refer to any additional amounts which may be payable under the obligations referred to in this Condition 8 (*Taxation*) or any obligations undertaken in addition thereto or in substitution therefor pursuant to the Agency Agreement for the Italian Law Notes.

9. Events of Default

If the Issuer becomes subject to *Liquidazione Coatta Amministrativa* as defined in Legislative Decree No. 385 of 1 September 1993 of the Republic of Italy (as amended from time to time) (the "**Event of Default**"), then any holder of a Note may, by written notice to the Issuer at the specified office of the Issuer or the Agent, effective upon the date of receipt thereof by the Issuer or the Agent, declare any Note held by the holder to be forthwith due and payable whereupon the same shall become forthwith due and payable at its Early Redemption Amount together with accrued interest (if any) to the date of repayment, without presentment, demand, protest or other notice of any kind.

No remedy against the Issuer other than as specifically provided by this Condition 9 (*Events of Default*) shall be available to the Noteholder, Voucherholder or Couponholder whether for the recovery of amounts owing in respect of the Notes or in respect of any breach by the Issuer of any of its obligations in relation to the Notes or otherwise.

10. Meetings of Noteholders; Modification; 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 modification of these Terms and Conditions, the Notes, the Vouchers, the Coupons, the Agency Agreement for the Italian Law Notes or the terms of the Notes. The quorum at any such meeting for passing an Extraordinary Resolution shall be one or more persons present holding or representing the holders of Notes relating to a clear majority of the nominal amount of the Notes for the time being outstanding, or at any such adjourned meeting one or more persons present holding or representing the holders of the Notes whatever the nominal amount of the Notes, except that at any meeting, the business of which includes, *inter alia*, the modification of the Agency Agreement for the Italian Law Notes, the reduction of the amount, variation of the currency or postponement of the date for payment of principal or interest in respect of the Notes, the necessary quorum for passing an Extraordinary Resolution shall be one or more persons present holding or representing in the aggregate not less than two-thirds, or at any adjourned such meeting not less than one-third, in nominal amount of the Notes for the time being outstanding. Any resolution passed at any meeting of the Noteholders will be binding on all the Noteholders whether or not they are present at the meeting, and on all holders of Vouchers and Coupons relating to the Notes.

The rights and powers of the Noteholders may only be exercised in accordance with the relevant provisions for the meetings of the Noteholders attached to the Agency Agreement for the Italian Law Notes (the **Provisions for Meetings of Noteholders**) which are deemed to form part of these Conditions. The Noteholders are deemed to have notice of and are bound by, and shall have the benefit of, *inter alia*, the terms of the Provisions for Meetings of Noteholders.

The Agent and the Issuer may agree, without the consent of the Noteholders, Voucherholders or Couponholders, to any modification (subject to certain exceptions) of, or to the waiver or authorisation of any breach or proposed breach of, any of these Terms and Conditions, the Agency Agreement for the Italian Law Notes, the Notes, the Vouchers, the Coupons or the terms of the Notes or determine that any event which would or might otherwise be an Event of Default shall not be treated as such where, in any such case, it is not, in the opinion of the Issuer, materially prejudicial to interests of the Noteholders, Voucherholders and Couponholders so to do, or to any modification which is of a formal, minor or technical nature or which is made to correct a manifest error.

Any such modification, waiver, authorisation or determination shall be binding on the Noteholders, Voucherholders and Couponholders and any such modification shall be notified to the Noteholders as soon as practicable thereafter in accordance with Condition 13 (*Notices*). For the avoidance of doubt, any variation of these Conditions and the Agency Agreement for the Italian Law Notes to give effect to the Benchmark Amendments in accordance with Condition 3(f) (*Benchmark replacement*) shall not require the consent or approval of Noteholders, Voucherholders or Couponholders, subject (to the extent required) to the Issuer giving any notice required to be given to, any receiving any consent required from, or non-objection from, the Relevant Authority.

If at any time a Tax Event or Regulatory Event occurs, the Issuer may, subject to giving any notice required to, and receiving any required consent from, the Relevant Authority, (without any requirement for the consent or approval of the holders of the Notes of relevant Series) and having given not less than 30 nor more than 60 days' notice to the holders of the relevant Notes of that Tranche, at any time either substitute all (but not some only) of the Notes for, or vary the terms of all (but not some only) of the Notes so that they remain or, as appropriate, become, Qualifying Securities, to the extent that such modification is reasonably necessary to ensure that no Tax Event or Regulatory Event would exist after such modification, provided that such variation or substitution does

not itself give rise to any right of the Issuer to redeem the varied or substituted securities or otherwise provide the Issuer with a right of redemption pursuant to the provisions of the Notes.

In addition, in relation to Senior Preferred Notes or Senior Non-Preferred Notes, if Modification following an MREL/TLAC Disqualification Event is specified as applicable in the applicable Final Terms, if at any time an MREL or TLAC Disqualification Event occurs, then the Issuer may, subject to giving any notice required to be given to, and receiving any consent required from, the Relevant Authority (without any requirement for the consent or approval of the holders of the relevant Notes of that Series) and having given not less than 30 nor more than 60 days' notice to the holders of the Notes of that Series, at any time either substitute all (but not some only) of such Senior Notes for, or vary the terms of all (but not some only) of such Senior Notes so that they remain or, as appropriate, become, Qualifying Senior Preferred Notes or Qualifying Senior Non-Preferred Notes, as applicable, to the extent that such modification is reasonably necessary to ensure that no MREL/TLAC Disqualification Event would exist after such modification, provided that such variation or substitution does not itself give rise to any right of the Issuer to redeem the varied or substituted securities. Any modification of Senior Non-Preferred Notes must comply with the limitations imposed by applicable Italian law.

In these Conditions:

"Qualifying Securities" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 16, have terms not materially less favourable to a holder of the Notes than the terms of the Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements or, as the case may be, for the Tier II Capital; (B) include a ranking at least equal to that of the Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Notes; (D) have the same redemption rights as the Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Notes were listed immediately prior to such variation or substitution.

"Qualifying Senior Non-Preferred Notes" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 18, have terms not materially less favourable to a holder of the Senior Non-Preferred Notes than the terms of the Senior Non-Preferred Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements; (B) include a ranking at least equal to that of the Senior Non-Preferred Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Senior Non-Preferred Notes; (D) have the same redemption rights as the Senior Non-Preferred Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Senior Non-Preferred Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Senior Non-Preferred Notes were listed immediately prior to such variation or substitution.

"Qualifying Senior Preferred Notes" means securities issued by the Issuer that:

- (a) other than in respect of the effectiveness and enforceability of Condition 18, have terms not materially less favourable to a holder of the Senior Preferred Notes than the terms of the Senior Preferred Notes, and that shall also (A) contain terms which at such time result in such securities being eligible to count towards fulfilment of the Issuer's minimum requirements for own funds and eligible liabilities under the then applicable MREL/TLAC Requirements; (B) include a ranking at least equal to that of the Senior Preferred Notes; (C) have the same interest rate and the same Interest Payment Dates as those from time to time applying to the Senior Preferred Notes; (D) have the same redemption rights as the Senior Preferred Notes; and (E) are assigned (or maintain) the same credit ratings as were assigned to the Senior Preferred Notes immediately prior to such variation or substitution; and
- (b) are listed on a recognised stock exchange if the Senior Preferred Notes were listed immediately prior to such variation or substitution.

11. Replacement of Notes, Vouchers, Coupons and Talons

Should any Note, Voucher, Coupon or Talon be mutilated, defaced or destroyed or be lost or stolen, it may be replaced at the specified office of the Paying Agent in Luxembourg (or such other place as may be notified to the Noteholders), in accordance with all applicable laws and regulations, upon payment by the claimant of the expenses incurred by the Issuer and such Paying Agent in connection therewith and on such terms as to evidence, indemnity, security or otherwise as the Issuer may require. Mutilated or defaced Notes, Vouchers, Coupons or Talons must be surrendered before replacements will be issued.

12. Prescription

Claims for principal shall become void unless the relevant Notes are presented for payment within ten years of the appropriate Relevant Date. Claims for interest shall become void unless the relevant Coupons are presented for payment within five years of the appropriate Relevant Date.

13. Notices

All notices to Noteholders regarding the Notes shall be published (a) in one leading English language daily newspaper of general circulation in London and (b) so long as the Notes are listed on the Official List of the Luxembourg Stock Exchange, in one leading daily newspaper of general circulation in Luxembourg or on the website of the Luxembourg Stock Exchange (www.bourse.lu). It is expected that publication of notices will normally be made in the *Financial Times* in London and the *Luxemburger Wort* in Luxembourg. Any such notice shall be deemed to have been given on the date of such publication or, if published more than once or on different dates, on the date of the first publication in both the required newspapers. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules and regulations of any other stock exchange on which the Notes are for the time being listed.

Notwithstanding the above, while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global Note are) deposited, in the case of a CGN, with a common depositary or, in the case of an NGN, with a common safekeeper for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system, notices to Noteholders may be given by delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and for so long as Notes are listed on the Official List of the Luxembourg Stock Exchange, in one leading daily newspaper of general circulation in Luxembourg which is expected to be the *Luxemburger Wort* and, in any case, such notices shall be deemed to have been given to the Noteholders in accordance with this Condition on the date of delivery to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system.

Until such time as any definitive Notes are issued, there may (**provided that**, in the case of Notes listed on a stock exchange, the rules of that stock exchange so permit), so long as the global Note(s) is or are held in its/their entirety on behalf of Euroclear and Clearstream, Luxembourg, be substituted for such publication in such newspaper the delivery of the relevant notice to Euroclear and Clearstream, Luxembourg for communication by them to the Noteholders. Any such notice shall be deemed to have been given to the Noteholders on the seventh day after the day on which the said notice was given to Euroclear and Clearstream, Luxembourg.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together with the relative Note or Notes, with the Agent. Whilst any of the Notes is represented by a global Note, such notice may be given by any Noteholder to the Agent via Euroclear and/or Clearstream, Luxembourg, as the case may be, in such manner as the Agent and Euroclear and/or Clearstream, Luxembourg, as the case may be, may approve for this purpose.

Couponholders will be deemed for all purposes to have notice of the contents of any notice given to Noteholders in accordance with this Condition.

14. Further Issues

The Issuer shall be at liberty from time to time without the consent of the Noteholders, Voucherholders or Couponholders to issue further notes, such further notes to rank *pari passu* in all respects (or in all respects save for the date of, and the amount of, the first payment of interest in such further notes) with the outstanding Notes and so that the same shall be consolidated and form a single series with the outstanding Notes.

15. Governing Law; Submission to Jurisdiction

The Agency Agreement for the Italian Law Notes, the Terms and Conditions for the Italian Law Notes and any non-contractual obligations arising out of or in connection with them shall be governed by, and shall be construed in accordance with, Italian law.

The courts of Milan have exclusive jurisdiction to settle any dispute (a "**Dispute**") arising from or connected with the Notes (including a dispute regarding the existence, validity or termination of the Agency Agreement for the Italian Law Notes or the Notes or any non-contractual obligations arising out of or in connection with them) or the consequences of the nullity of the Agency Agreement for the Italian Law Notes or the Notes. The Issuer agrees that the courts of Milan are the most appropriate and convenient courts to settle any Dispute and, accordingly, it will not argue to the contrary. Nothing in this Condition 15 (*Governing law; Submission to Jurisdiction*) prevents the Noteholders from taking proceedings relating to a Dispute ("**Proceedings**") in any other courts with jurisdiction, whether concurrently or not.

16. Acknowledgment of Statutory Bail-in Power

Notwithstanding any provision of these Conditions or any other agreements, arrangements, or understandings between the Issuer and any Noteholder, and without prejudice to Article 55(1) of the BRRD, by its acquisition of the Notes each Noteholder (which, for the purposes of this Condition 16, includes each holder of a beneficial interest in the Notes) acknowledges, accepts, consents to and agrees to be bound by the effects of the exercise of the Italian Bail-in Power by the Relevant Authority (as defined in Condition 2(a)), which exercise may include and result in any of the following, or some combination thereof: (i) 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; (ii) 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; (iii) 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; (iv) 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 becomes payable, including by suspending payment for a temporary period; and (v) the variation of these Conditions, as deemed necessary by the Relevant Authority, to give effect to the exercise of the Italian Bail-in Power by the Relevant Authority.

The exercise of the Italian Bail-in Power by the Relevant Authority shall not constitute an event of default and these Conditions shall remain in full force and effect, save as varied by the Relevant Authority in accordance with this Condition 16.

In this Condition 16:

"Italian Bail-in Power" means any write-down, conversion, transfer, modification, or suspension power existing from time to time under, and exercised in compliance with, any laws, regulations, rules or requirements in effect in the Republic of Italy, relating to (i) the transposition of the BRRD (including, but not limited to, Legislative Decrees No. 180/2015 and 181/2015) as amended from time to time, (ii) 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 the Single Supervisory Mechanism and the Single Resolution Fund and amending Regulation (EU) No. 1093/2010, as amended or superseded from time to time (the "**SRM Regulation**") and (iii) the instruments, rules and standards created thereunder, pursuant to which any obligation of a regulated entity (as defined below) (or other affiliate of such regulated entity) can be reduced, cancelled, modified, or converted into shares, other securities, or other obligations of such regulated entity or any other person (or suspended for a temporary period).

FORM OF THE FINAL TERMS

The Final Terms in respect of each Tranche of Notes will be in the following form, duly completed to reflect the particular terms of the relevant Notes and their issue. Text in this section appearing in italics does not form part of the form of the Final Terms but denotes directions for completing the Final Terms.

[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 ("**MiFID II**"); or (ii) a customer within the meaning of Directive (EU) 2016/97 (as amended and superseded, 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; or (iii) not a qualified investor as defined in Regulation (EU) 2017/1129 (as amended and superseded, the "**Prospectus Regulation**"). 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.]¹

[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**"); and (ii) all channels for distribution of the [Notes] to eligible counterparties and professional clients are appropriate. 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 MiFID II 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.]

[Notification under Section 309B(1)(c) of the Securities and Futures Act (Chapter 289) of Singapore (the SFA)] - In connection with Section 309B of the SFA and the Securities and Futures (Capital Markets Products) Regulations 2018 of Singapore (the **CMP Regulations 2018**), the Issuer has determined, and hereby notifies all relevant persons (as defined in Section 309A(1) of the SFA), that the Notes are capital markets products other than prescribed capital markets products (as defined in the CMP Regulations 2018) and are Specified Investment Products (as defined in MAS Notice SFA 04-N12: Notice on the Sale of Investment Products and MAS Notice FAA-N16: Notice on Recommendation on Investment Products.)²

Final Terms dated [●]

BPER Banca S.p.A.

Legal Entity Identifier (LEI): N747OI7JINV7RUUH6190

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]

under the €6,000,000,000

Euro Medium Term Note Programme

¹ Legend to be included on front of the Final Terms if the Notes potentially constitute "packaged" products and no key information document will be prepared or the issuer wishes to prohibit offers to EEA retail investors for any other reason, in which case the selling restriction should be specified to be "Applicable".

² Legend to be included on front of the Final Terms if the Issuer needs to re-classify the Notes as "capital markets products other than prescribed capital markets products" and "Specified Investment Products" pursuant to Section 309B of the SFA and the Notes are to be offered in Singapore. Relevant Dealer(s) to consider whether it / they have received the necessary product classification from the Issuer prior to the launch of the offer, pursuant to Section 309B of the SFA.

PART A - CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the [Terms and Conditions for the English Law Notes][Terms and Conditions for the Italian Law Notes](the "**Conditions**") set forth in the base prospectus dated 28 January 2020 [and the prospectus supplement dated [●]] which [together] constitute[s] a base prospectus (the "**Base Prospectus**") for the purposes of the Prospectus Regulation (EU) 2017/1129, as amended or superseded (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 such Base Prospectus [as so supplemented].

Full information on the Issuer and the offer of the Notes described herein is only available on the basis of the combination of these Final Terms and the Base Prospectus dated 28 January 2020 [as so supplemented]. The Base Prospectus is available for viewing at the address and website (<https://www.bper.it/>) of the Issuer and copies may be obtained from the Issuer at its address in Modena, Via San Carlo 8/20, Italy. The Base Prospectus [and, in the case of notes admitted to trading on the regulated market of the Luxembourg Stock Exchange, these Final Terms,] will also be published on the website of the Luxembourg Stock Exchange (www.bourse.lu).

[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 directions for completing the Final Terms.]

[(When completing any 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 Prospectus under Article 23 of the Prospectus Regulation).]

1. (i) Series Number: [●] [●]

(ii) Tranche Number: [●] [●]

(If fungible with existing Series):

(iii) [Date on which the Notes will be consolidated and form a single Series:] [The notes will be consolidated and form a single Series with [identify earlier Tranche(s)] on [insert]].

2. Specified Currency or Currencies: [●] [●]

3. Aggregate Nominal Amount of Notes:

(i) Series: [●] [●]

(ii) Tranche: [●] [●]

4. Issue Price: [●] per cent. of the Aggregate Nominal Amount [plus accrued interest from [insert date] (if applicable)]

5. (i) Specified Denominations: [●]

No Notes may be issued under the Programme which have a minimum denomination of less than EUR 100,000 (or its equivalent in other currencies), while Senior Non-Preferred Notes will have a minimum denomination of at least Euro 250,000

[100,000][●] [and integral multiples of [1,000] [●] in excess thereof up to and including [199,000] [●]. No [Senior Preferred] [Subordinated] Notes in definitive form will be issued with a denomination above [199,000] [●].]

[250,000] [●] [and integral multiples of [●] in excess thereof up to and including [●]. No Senior Non-Preferred Notes in definitive form will be issued with a denomination above [●].]

(Notes (including Notes denominated in Sterling) in respect of which the issue proceeds are to be accepted by the Issuer in the United Kingdom or whose issue otherwise constitutes a contravention of section 19 of the Financial Services and Markets Act 2000 and which have a maturity of less than one year must have a minimum redemption value of £100,000 (or its equivalent in other currencies))

(ii) Calculation Amount

[●]

(If only one Specified Denomination, insert the Specified Denomination. If more than one Specified Denomination, insert the highest common factor. There must be a common factor in the case of two or more Specified Denominations.)

6. [(i)] Issue Date:

[●]

[(ii)] Interest Commencement Date (if different from the Issue Date):

[Specify/Issue Date/Not Applicable]

7. Maturity Date:

[Specify date or (for Floating Rate Notes) Interest Payment Date falling in the relevant month and year]

[Unless otherwise permitted by current laws, regulations, directives and/or requirements applicable to the issue of Notes by the Issuer, Non-Preferred Senior Notes must have a maturity of not less than twelve months and Subordinated Notes must have a minimum maturity of five years.]

[If the Maturity Date is less than one year from the Issue Date and either (a) the issue proceeds are received by the Issuer in the United Kingdom or (b) the activity of issuing the Notes is carried on from an establishment maintained by the Issuer in the United Kingdom, (i) the Notes must have a minimum redemption value of £100,000 (or its equivalent in other currencies) and be sold only to "professional investors" or (ii) another applicable exemption from section 19 of the FSMA must be available.]

8. Interest Basis:

[[●] per cent. Fixed Rate]
 [[●] per cent. to be reset on [●] [and [●]] and every [●] anniversary thereafter]
 [[●] per cent. Fixed Rate from [●] to [●], then [●] per cent. Fixed Rate from [●] to [●]]
 [[EURIBOR] [LIBOR] [CMS Rate] [specify other reference rate] +/- [●] per cent. Floating Rate]
 [Fixed-Floating Rate]
 [Floating-Fixed Rate]
 [Floating Rate: CMS Linked Interest]
 [Zero Coupon]
 (further particulars specified below)

9. Redemption/Payment Basis: [Subject to any purchase and cancellation or early redemption, the Notes will be redeemed on the Maturity Date at [●] per cent. of their nominal amount]
[100 per cent. redemption amount]
[Instalment]
10. Change of Interest or Redemption/Payment Basis: [Applicable]/[Not Applicable]
(If applicable, specify the date when any fixed to floating rate or floating to fixed rate change occurs or when any fixed to fixed or floating to floating rate change occurs or cross refer to items 16 and 17 (as appropriate) below and identify there)
(If not applicable, delete the remaining sub-paragraphs of this paragraph)
(To be completed in addition to paragraphs 13, 14, 15, 16 and 17 (as appropriate) if any fixed to floating, floating to fixed or fixed or floating reset rate change occurs)
11. Put/Call Options: [Investor Put]
[Issuer Call]
[(further particulars specified below)]
[Not Applicable]
12. (i) Status of the Notes: [Senior Preferred] [Senior Non-Preferred]
[Subordinated]
(ii) In respect of Senior Preferred Notes only:
[Waiver of set-off rights:] [Applicable/Not Applicable]
(iii) Date [Board] approval for issue of Notes obtained [●]/[Not Applicable] *(Only relevant where Board (or similar) authorisation is required for the particular tranche of Notes)*
13. Governing Law: [English law applicable]/[Italian law applicable]

PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

14. **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 sub paragraphs of this paragraph 14)
- (i) Rate[(s)] of Interest: [[●]% per annum] [From (and including) [●] up to (but excluding) [●]] [the aggregate of [●] per cent. and [●] per annum] [determined by the Agent] payable [annually/semi-annually /quarterly/monthly] in arrear on each Interest Payment Date.]
[specify other in case of different Rates of Interest in respect of different Interest Payment Dates including any details of any reset of the Fixed Rate]
- (ii) Interest Payment Date(s): [●] in each year [adjusted in accordance with the [Following Business Day Convention/Modified Following Business Day Convention/Modified Business Day Convention/Preceding Business Day Convention/FRN Convention/Floating Rate

	Convention/Eurodollar Convention]/not adjusted]
(iii)	Fixed Coupon Amount[(s)]:
	[●] per Calculation Amount
	<i>(Specify different Fixed Coupon Amounts if different Rates of Interest are specified as being applicable in respect of different Interest Payment Dates)</i>
(iv)	Day Count Fraction:
	[Actual/365]/[Actual/Actual(ICMA)]/ [Actual/365(Fixed)]/ [Actual/360]/[30/360]/ [30E/360]/[Eurobond Basis]/ [Actual/Actual (ISDA)]
(v)	Broken Amount(s):
	[●] per Calculation Amount payable on the Interest Payment Date falling [in/on] [●]
(vi)	Determination Dates
	[●] in each year / Not Applicable
15.	Reset Note Provisions
	[Applicable/Not Applicable]
	<i>(If not applicable, delete the remaining sub-paragraphs of this paragraph 15)</i>
(i)	Initial Rate of Interest:
	[●] per cent. per annum payable in arrear [on each Interest Payment Date]
(ii)	First Margin:
	[+/-][●] per cent. <i>per annum</i>
(iii)	Subsequent Margin:
	[[+/-][●] per cent. <i>per annum</i>] [Not Applicable]
(iv)	Interest Payment Date(s):
	[●] [and [●]] in each year up to and including the Maturity Date [until and excluding [●]]
(v)	Fixed Coupon Amount up to (but excluding) the First Reset Date:
	[[●] per Calculation Amount][Not Applicable]
(vi)	Broken Amount(s):
	[[●] per Calculation Amount payable on the Interest Payment Date falling [in/on] [●]][Not Applicable]
(vii)	First Reset Date:
	[●]
(viii)	Second Reset Date:
	[●]/[Not Applicable]
(ix)	Subsequent Reset Date(s):
	[●] [and [●]]
(x)	Relevant Screen Page:
	[●]/[Not Applicable]
(xi)	Mid-Swap Rate:
	[Single Mid-Swap Rate/Mean Mid-Swap Rate]

(xii)	Mid-Swap Maturity:	[●]
(xiii)	Day Count Fraction:	[Actual/365]/[Actual/Actual(ICMA)]/[Actual/365 (Fixed)]/[Actual/360]/[30/360]/[30E/360]/[Eurobond Basis]/[Actual/Actual (ISDA)]
(xiv)	Determination Dates:	[●] in each year
(xv)	Business Centre(s):	[●]
(xvi)	Calculation Agent:	[the Agent] / [●]
16.	Floating Rate Note Provisions	<p>[Applicable/Not Applicable/Applicable for the period starting from [●] [and including] [●] ending on [but excluding] [●]]</p> <p><i>(If not applicable, delete the remaining sub paragraphs of this paragraph 16)</i></p>
(i)	Interest Period(s)	[●]
	Interest Payment Dates:	<i>[Interest Period and Interest Payment Dates are alternatives. An Interest Period, rather than Interest Payment Dates, will only be relevant if the Business Day Convention is the FRN Convention, Floating Rate Convention or Eurodollar Convention. Otherwise insert "Not Applicable"]</i>
(ii)	First Interest Payment Date:	[●]
(iii)	Business Day Convention:	[Floating Rate Convention/FRN Convention/Eurodollar Convention/Following Business Day Convention/Modified Following Business Day Convention/Preceding Business Day Convention]
(iv)	Additional Business Centre(s):	[Note Applicable/[●]]
(v)	Manner in which the Rate(s) of Interest is/are to be determined:	[Screen Rate Determination/ISDA Determination] <i>(for Senior Preferred Notes and Subordinated Notes)</i> / [Screen Rate Determination] <i>(for Senior Non-Preferred)</i>
(vi)	Party responsible for calculating the Rate(s) of Interest and Interest Amount(s) (if not the Agent):	[[Name] shall be the Calculation Agent <i>(no need to specify if the Agent is to perform this function)</i>]/[Not Applicable]
(vii)	Screen Rate Determination:	[Applicable/Not Applicable]
	• Reference Rate:	[EURIBOR/LIBOR/CMS Rate/[●]]
	• Relevant Screen Page:	[●]
		<i>(in the case of CMS Linked Interest Notes, specify relevant screen page and any applicable headings and captions)</i>
	• 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]

- Relevant Time: [●]
- Relevant Financial Centre: [●]
- [Reference Currency:] [●]
(only relevant where the CMS Rate is the Reference Rate)
- [Designated Maturity:] [●]
(only relevant where the CMS Rate is the Reference Rate)

(viii) ISDA Determination: [Applicable/Not Applicable] *(for Senior Preferred Notes and Subordinated Notes)* / [Not Applicable] *(for Senior Non-Preferred)*

- Floating Rate Option: [●]
- Designated Maturity: [●]
- Reset Date: [●]

(ix) Margin(s): [+/-][●] per cent. per annum

(x) Minimum Rate of Interest: [[●] per cent. per annum/Not Applicable] *(for Senior Preferred Notes and Subordinated Notes)* / [Not Applicable] *(for Senior Non-Preferred)*

(xi) Maximum Rate of Interest: [[●] per cent. per annum/Not Applicable] *(for Senior Preferred Notes and Subordinated Notes)* / [Not Applicable] *(for Senior Non-Preferred)*

(xii) Day Count Fraction: [Actual/365]/Actual/Actual(ICMA)]/
[Actual/365(Fixed)]/
[Actual/360]/
[30/360]
[30E/360]/[Eurobond Basis]

[Actual/Actual (ISDA)]

17. **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 14 above.]

18. **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 16 above.]

19. **Zero Coupon Note Provisions** [Applicable/Not Applicable]
(If not applicable, delete the remaining sub paragraphs of this paragraph)
- (i) Accrual Yield: [●] per cent. per annum
- (ii) Reference Price: [●]
- (iii) [Day Count Fraction]: [Actual/365]/[Actual/Actual (ICMA)]/
[Actual/365 (Fixed)]/
[Actual/360]/
[30/360]/
[30E/360]/[Eurobond Basis]/

[Actual/Actual (ISDA)]

PROVISIONS RELATING TO REDEMPTION

20. **Redemption at the Option of the Issuer (Call Option)** [Applicable/Not Applicable]
(If not applicable, delete the remaining sub paragraphs of this paragraph 20)
- (i) Optional Redemption Date(s) (Call): [●]
- (ii) Optional Redemption Amount(s) (Call) and method, if any, of calculation of such amount(s): [●] per Calculation Amount
- (a) Minimum Redemption Amount: [[●] per Calculation Amount/Not Applicable]
- (b) Higher Redemption Amount: [[●] per Calculation Amount/Not Applicable]
- (iii) Notice period (if other than as set out in Condition 4(d)): [●]/[Not Applicable]
21. **Redemption for tax reasons/ Redemption for regulatory reasons (Regulatory Call):**
- (i) Redemption for tax reasons: [Applicable/Not Applicable]
- (ii) Redemption for regulatory reasons (Regulatory Call):
- MREL/TLAC Disqualification Event [Applicable/Not Applicable] *(Only applicable for Senior Notes)*
 - Regulatory Event [Applicable/Not Applicable] *(Only applicable for Subordinated Notes)*
- (iii) Modification following an MREL/TLAC Disqualification Event / Regulatory Event or Tax Event [Applicable/Not Applicable]
22. **Redemption at the Option of the Noteholder (Put Option)** [Applicable/Not Applicable]
(Only applicable for Senior Notes)
(If not applicable, delete the remaining sub paragraphs of this paragraph)
- (i) Optional Redemption Date(s): [●]
- (ii) Optional Redemption Amount(s) and method, if any, of calculation of such amount(s): [●] per Calculation Amount

- (iii) Notice period (if other than as set out in Condition 4 (e)): [●]/[Not Applicable]
23. **Final Redemption Amount of each Note** [●] per Calculation Amount
24. **Early Redemption Amount**
Early Redemption Amount(s) per Calculation Amount payable on redemption for taxation or regulatory reasons or on event of default or other early redemption: [●] per Calculation Amount
25. **Instalment Notes** [Applicable/Not Applicable]
(If not applicable, delete the remaining sub-paragraphs of this paragraph)
- (i) Instalment Amount(s): [●]
- (ii) Instalment Date(s): [●]

GENERAL PROVISIONS APPLICABLE TO THE NOTES

26. Form of Notes: [Temporary Global Note exchangeable for a Permanent Global Note, which is exchangeable for Definitive Notes on [●] days' notice/at any time/in the limited circumstances specified in the Permanent Global Note].
[Temporary Global Note exchangeable for Definitive Notes on [●] days' notice].
[Permanent Global Note exchangeable for Definitive Notes on [●] days' notice/at any time/in the limited circumstances specified in the Permanent Global Note].
(In relation to any Notes issued with a denomination of €100,000 (or equivalent in another currency) and integral multiples of €1,000 (or equivalent in another currency) in excess thereof or other multiples of less than €100,000, the Permanent Global Note representing such Notes shall only be exchangeable to the Notes in definitive form on [●] days' notice/at any time should be disapplied).
27. New Global Note: [Yes/No]
28. Additional Financial Centre(s) or other special provisions relating to Payment Dates: [Not Applicable/give details. Note that this item relates to the place of payment, and not interest period end dates, to which item 15(iv) relates]
29. 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.]

Signed on behalf of the Issuer:

By:
Duly authorised

PART B - OTHER INFORMATION

1. LISTING AND ADMISSION TO TRADING

- (i) Listing and Admission to trading: [Application [has been/is expected to be] made by the Issuer (or on its behalf) for the Notes to be admitted to trading on [the regulated market of the Luxembourg Stock Exchange]/[●]] and admitted to the official list of [the Luxembourg Stock Exchange]/[●]] with effect from [●]./[Not Applicable].
- (ii) Estimate of total expenses related to admission to trading: [●]

2. RATINGS

Ratings: [not applicable]

[The Notes to be issued have been rated:

[S & P: [●]]
[Moody's: [●]]
[Fitch [●]]
[[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 European Union:)

[[Insert legal name of particular credit rating agency entity providing rating] is established in the European Union 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] / [is neither registered nor has it applied for registration] under Regulation (EC) No. 1060/2009, as amended (the "CRA Regulation").]

(Insert the following where the relevant credit rating agency is not established in the European Union.)

[[Insert legal name of particular credit rating agency entity providing rating] is not established in the European Union [but the rating it has given to the Notes is endorsed by [insert legal name of credit rating agency], which is established in the European Union 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 European Union and registered] under Regulation (EC) No 1060/2009, as amended (the "**CRA Regulation**").]

In general, European regulated investors are restricted from using a rating for regulatory purposes if such rating is not issued by a credit rating agency established in the European Union and registered under the CRA Regulation or (1) 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 (2) the rating is provided by a credit rating agency not established in the EEA which is certified under the CRA Regulation.]

3. **INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE [ISSUE/OFFER]**

Need to include a description of any interest, including conflicting ones, that is material to the issue/offer, detailing the persons involved and the nature of the interest. May be satisfied by the inclusion of the following statement:

["[Certain of the [Joint Lead] Managers/The Lead Manager/the Dealer] and [their/its] affiliates (including [its] parent compan[y/ies]) [have/has] engaged, and may in the future engage, in investment banking and/or commercial banking transactions and may perform services for the Issuer and its affiliates in the ordinary course of business.] Save as set out in the preceding sentence and save in respect of any fees payable to the [Joint Lead] Managers/Lead Manager/Dealer], so far as the Issuer is aware, no person involved in the offer of the Notes has an interest material to the offer."]

[●]

[(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 Regulation.)]

4. **REASONS FOR THE OFFER, ESTIMATED NET PROCEEDS AND TOTAL EXPENSES**

(a) [Reasons for the offer: [●]]

(b) Estimated Net Proceeds: [●]

(c) Estimated Total Expenses: [●]]

5. **Fixed Rate Notes only YIELD**

Indication of yield: [●]/[Not Applicable]

6. **Floating Rate Notes only HISTORIC INTEREST RATES**

[Details of historic [LIBOR/EURIBOR/CMS Rate] rates can be obtained from [Reuters][●] [insert relevant code of information providers]]/[Not Applicable]

[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, the transitional provisions in Article 51 of the Benchmarks Regulation apply, such that [●] is not currently required to obtain authorisation or registration.]]

7. THIRD PARTY INFORMATION

[[●] has been extracted from [●]. 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 [●], no facts have been omitted which would render the reproduced information inaccurate or misleading. To the best of the knowledge of the Issuer, having taken all reasonable care to ensure that such is the case, the information contained in these Final Terms is in accordance with the facts and does not omit anything likely to affect the import of such information]/[Not Applicable].

8. OPERATIONAL INFORMATION

ISIN Code: [●]

Common Code: [●]

New Global Note intended to be held in a manner which would allow Eurosystem eligibility: [Not Applicable]

[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 recognized as eligible collateral for Eurosystem monetary policy and intra-day 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 intra-day 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.]]

Any clearing system(s) other than Euroclear and Clearstream, Luxembourg and the relevant identification number(s): [Not Applicable/give name(s), address(es) and number(s)]

Delivery: Delivery [against/free of] payment

Names and addresses of additional Paying Agent(s) (if any): [●]/[Not Applicable]

9. DISTRIBUTION

- (i) Method of distribution: [Syndicated]/[Non-syndicated]
- (ii) If syndicated:
 - (A) Names of Managers: [Not Applicable/give details]
 - (B) Date of Subscription Agreement: []
 - (C) Stabilising Manager (if any): [Not Applicable/give name]
- (iii) If non-syndicated, name of Dealer: [Not Applicable/give name and address]
- (iv) TEFRA: [TEFRA D]/[TEFRA not applicable]]
- (v) Prohibition of Sales to EEA Retail Investors: [Applicable/Not Applicable]

(If the Notes clearly do not constitute “packaged” products, “Not Applicable” should be specified. If the Notes may constitute “packaged” products and no KID will be prepared “Applicable” should be specified.)

USE OF PROCEEDS

An amount equivalent to the net proceeds of each issue of a Tranche of Notes will be used by the Issuer as specified in the applicable Final Terms, either:

- (A) in the ordinary course of its banking operations; or
- (B) to finance or refinance, in whole or in part, Eligible Green Projects, Eligible Social Projects or Eligible Sustainability Projects, meeting the Eligibility Green Criteria, Eligibility Social Criteria or Eligibility Sustainability Criteria (together, "**Eligibility Criteria**").

According to the Principles, only Tranches of Notes financing or refinancing Eligible Green Projects, Eligible Social Projects or Eligible Sustainability Projects, and meeting the relevant set of the Eligibility Criteria and any other criteria specified in the Issuer's Green Bond Framework, Social Bond Framework or Sustainability Bond Framework, may qualify as credible "**Green Bonds**", "**Social Bonds**" or "**Sustainability Bonds**".

For the purposes of this section:

"**Eligible Green Projects**" means projects identified as such in the Issuer's Green Bond Framework.

"**Eligible Social Projects**" means projects identified as such in the Issuer's Social Bond Framework.

"**Eligible Sustainability Projects**" means projects identified as such in the Issuer's Sustainability Bond Framework.

"**Eligibility Green Criteria**" means the criteria prepared by the Issuer as set out in the Issuer's Green Bond Framework, which, prior to the relevant Issue Date, will be available on the Issuer's website at <https://www.bper.it>. An external reviewer will be appointed to review the selected Eligible Green Projects and issue an opinion based on the Eligibility Green Criteria. This opinion will be made available on the Issuer's website at <https://www.bper.it>.

"**Eligibility Social Criteria**" means the criteria prepared by the Issuer as set out in the Issuer's Social Bond Framework, which, prior to the relevant Issue Date, will be available on the Issuer's website at <https://www.bper.it>. An external reviewer will be appointed to review the selected Eligible Social Projects and issue an opinion based on the Social Eligibility Criteria. This opinion will be made available on the Issuer's website at <https://www.bper.it>.

"**Eligibility Sustainability Criteria**" means the criteria prepared by the Issuer as set out in the Issuer's Sustainability Bond Framework, which, prior to the relevant Issue Date, will be available on the Issuer's website at <https://www.bper.it>. An external reviewer will be appointed to review the selected Eligible Sustainability Projects and issue an opinion based on the Eligibility Sustainability Criteria. This opinion will be made available on the Issuer's website at <https://www.bper.it>.

The information on the websites does not form part of the prospectus and has not been scrutinized or approved by the competent authority

DESCRIPTION OF THE ISSUER

General

BPER Banca S.p.A. (previously, Banca popolare dell'Emilia Romagna *Società Cooperativa*) ("**BPER**", the "**Parent Company**" or the "**Bank**") is a bank incorporated as a joint-stock company (*società per azioni*), operating in accordance with Italian Legislative Decree No. 385 of 1 September 1993. It is the parent company of the BPER Group, which was incorporated under the laws of the Republic of Italy on 29 December 1983 and, pursuant to its By-laws, its final term ends on 1 December 2100 and may be extended. BPER officially entered in the Bank of Italy's registers of banking groups on 7 August 1992 (Group No. 5387.6). The change of denomination from Banca popolare dell'Emilia Romagna *Società Cooperativa* to BPER Banca S.p.A. occurred on the basis of the Extraordinary Shareholders' Meeting held in Modena on 26 November 2016.

BPER's registered office is in Via San Carlo 8/20, Modena, Italy (Telephone number: +39 059 2021111). BPER is registered in the Bank of Italy's register of banks under number 4932 and with the Chamber of Commerce of Modena under number 01153230360.

The authorised and paid up share capital of BPER as at 31 December 2018 was Euro 1,443,925,305.00 divided into 481,308,435 shares. Since 25 July 2019, following a capital increase, the share capital of BPER has been Euro 1,542,925,305.00 divided into 514,308,435 shares.

More recently, since 19 December 2019, following a further capital increase, the share capital of BPER is Euro 1,561,883,844.00 divided into 520,627,948 shares.

See the "*Description of the Issuer - Recent Developments*" section of this Base Prospectus for further information on the capital increase.

The Issuer's Legal Entity Identifier code is N747OI7JINV7RUUH6190 (expiring in November 2020).

BPER's website: <https://istituzionale.bper.it>

Since June 2009, following the inclusion of the Expandi market within the main market (MTA), which was implemented by Borsa Italiana S.p.A. as part of the broader rationalisation of Italy's financial markets, BPER's shares have been listed in the "Blue Chip" segment of the MTA (comprising the 72 largest companies measured by capitalisation). As of the date when the "Blue Chip" segment was substituted by the FTSE MIB BPER's shares have been included in this stock market index.

In September 2009, BPER's shares were included in the Dow Jones STOXX 600, a major European index. This index is used as a benchmark by numerous European funds and is the underlying benchmark for futures contracts traded on the Frankfurt derivatives exchange.

The Bank was initially established under the name Banca Popolare di Modena, a mutual company, whose founding objective was the financing of artisan and local business activities. In 1983, it was merged with Banca Cooperativa di Bologna, changing its name to Banca Popolare dell'Emilia. In January 1992, the Bank acquired Banca Popolare di Cesena and changed its name to Banca popolare dell'Emilia Romagna *Società Cooperativa*.

In 1994, the BPER Group acquired control of Banca Popolare di Ravenna S.p.A. ("**Banca Popolare di Ravenna**"), and in 1996, of Banca CRV – Cassa di Risparmio di Vignola S.p.A. ("**Banca CRV**"), consolidating its presence in Emilia Romagna.

BPER has established a strong foothold in the southern regions of Italy through the acquisitions, in 1995, of Banca Popolare di Lanciano e Sulmona S.p.A. ("**BPLS**") and Banca Popolare del Materano S.p.A. ("**Banca Popolare del Materano**"), and in 1996, Banca Popolare di Crotone S.p.A. ("**Banca Popolare di Crotone**").

In November 2008, BPER subsidiaries Banca Popolare del Materano and Banca Popolare di Crotone merged to form a new banking entity named Banca Popolare del Mezzogiorno S.p.A. ("**Banca Popolare del Mezzogiorno**"). Prior to the 2008 merger, BPER acquired, through Banca Popolare del Materano, three small

banks located in the South of Italy, notably, Banca Popolare della Val d'Agri S.p.A. and Banca Popolare del Sinni S.p.A. (both of which merged with Banca Popolare del Materano in 2000 and 2001, respectively) and Banca Popolare di Castrovillari e Corigliano Calabro S.p.A. which, in 2002, was merged by incorporation with Banca Popolare di Crotone.

In 1998, BPER acquired control of Banca del Monte di Foggia S.p.A., which merged with Banca della Campania S.p.A. ("**Banca della Campania**") on 28 December 2006. At the end of 1998, BPER acquired approximately 55 per cent of the share capital of Banca Popolare di Aprilia S.p.A. ("**BPA**"). The acquisition, in 1999, of Banca Popolare di Salerno S.p.A. ("**Banca Popolare di Salerno**"), Cassa di Risparmio dell'Aquila S.p.A. ("**Carispaq**") and, in 2000, of Banca Popolare dell'Irpinia S.p.A. ("**Banca Popolare dell'Irpinia**") resulted in BPER consolidating its strong franchise in Campania and in Abruzzo regions.

In 2001, BPER acquired control of the Banco di Sardegna group (51 per cent of the share capital), creating one of the largest banking groups in the country with a domestic network of approximately 1,000 branches and more than 10,000 employees at that time.

In 2016, BPER consolidated its own direct control of Banca di Sassari S.p.A. ("**Banca di Sassari**") – originally a subsidiary company of Banco di Sardegna S.p.A. ("**Banco di Sardegna**") – transferring 55 branches from Banca di Sassari to Banco di Sardegna with the view to allowing Banca di Sassari to focus on consumer credit lending activity and electronic payment system business.

In June 2003, BPER subsidiaries Banca Popolare dell'Irpinia and Banca Popolare di Salerno merged to form the new banking entity Banca della Campania.

In 2005, BPER became the sole shareholder of ABF Leasing S.p.A. by purchasing the remaining shares from Banche Popolari Unite S.c.p.A.. BPER and Banco di Sardegna resolved to commence the merger by incorporation of ABF Leasing S.p.A. into Sardaleasing S.p.A.. Sardaleasing S.p.A. is a company operating in all leasing segments, with a distribution focus in the Sardinia region, originally owned by Banco di Sardegna, BPER and other minority shareholders. The merger was successfully completed in June 2014 and in the same month BPER acquired direct control of the company.

In 2005, BPER became the sole shareholder of Banca CRV.

In November 2005, BPER increased its shareholding in Banca del Monte di Foggia S.p.A. to 94.49 per cent.

In 2005, BPER – through an investment in a holding company (Finbanche d'Abruzzo S.p.A.) – indirectly increased its equity interest in both Carispaq and BPLS.

In 2007, BPER acquired 48.75 per cent of the share capital of Arca Vita S.p.A. ("**Arca Vita**").

At the end of 2008, the BPER Group acquired 36 branches from three banks part of the Unicredito Italiano banking group (Banco di Sicilia S.p.A., BIPOP Carire S.p.A. and Banca di Roma S.p.A.).

In March 2009, BPER acquired the entire share capital of all Meliorbanca S.p.A. in a public tender offer. As a result, BPER – among others – gained indirect control over Banca della Nuova Terra S.p.A. ("**BNT**"), a bank specialised in agricultural loans, and Arca Vita that, in turn, controls ARCA Assicurazioni S.p.A., which specialises in non-life insurance. The latter two companies were already BPER Group's insurance partners.

Reorganisation of the ownership of BNT was completed on 3 February 2010. As a result of such reorganisation, the BPER Group released control of BNT and the investment in BNT was allocated in equal shares among the four banking shareholders (individually and/or at a group level).

In April 2014, BNT signed a contract with a securitisation vehicle called BNT Portfolio SPV s.r.l. set up in accordance with Law 130/1999. The contract involved a without-recourse sale *en bloc* of a large part of the existing and future portfolio of performing and non-performing loans resulting from loan contracts granted and/or held by BNT.

The notes, issued by the SPV in a single tranche, were subscribed by the member banks of BNT substantially in proportion to their respective interests.

In June 2010, BPER and Banca Popolare di Sondrio S.c.p.A. ("**BPS**") transferred control over Arca Vita to Unipol Gruppo S.p.A. ("**Unipol Group**").

In 2009, the project aimed at reorganising the BPER Group's IT sector was implemented with the formation of BPER Services S.c.p.A. ("**BPER Services**"), a consortium for the provision of IT services. Both BPER and Banco di Sardegna contributed their respective lines of business, consisting of assets organised to provide intra BPER Group IT services, to the new consortium.

Ten years later, in 2019, BPER decided upon a merger through absorption of BPER Services into BPER Banca. The transaction was consistent with a new intervention plan leading to a reduction of the legal entities belonging to the BPER Group, aimed at achieving an improvement in operating efficiency along with cost and revenue synergies. In June 2019 BPER announced that the merger through absorption of BPER Services into BPER Banca was effective.

In 2009, the BPER Group was closely involved in the plan to restructure Banca Italease S.p.A. ("**Banca Italease**"). The implementation of the project began with the establishment of two companies, Release S.p.A. ("**Release**") and Alba Leasing S.p.A. ("**Alba Leasing**"). A considerable portion of the assets and liabilities of Banca Italease were contributed to these companies, in particular, its impaired assets went to Release, while its performing loans deriving from the banking channel went to Alba Leasing.

In July 2010, the plan for the absorption of Banca CRV into BPER, its parent company, was approved.

On 17 February 2012, BPER set up BPER Trust Company S.p.A. as a wholly-owned subsidiary. The objects of the company were mainly to act as trustee for trusts established by customers, as well as to provide advice on trust matters. The company commenced business in the early 2013.

In November 2012, the merger by absorption of Meliorbanca S.p.A. by BPER took place.

In January 2013, BPER, Carispaq, BPLS and BPA approved a plan of merger by incorporation of Carispaq, BPLS and BPA (hereinafter, the "**Merged Companies**") into BPER. Having successfully concluded the merger of the Merged Companies, an equally important effort was made in 2014 to implement a major project of internal reorganisation, notably, the absorption of three subsidiary banks (Banca Popolare del Mezzogiorno, Banca della Campania and Banca Popolare di Ravenna) by BPER.

In February 2013, BPER completed process aimed at gaining control of Cassa di Risparmio di Bra S.p.A. ("**CR Bra**"). As a result, CR Bra was included within the scope of Group's consolidation.

In October 2016, BPER acquired 48.98% of the share capital of Cassa di Risparmio di Saluzzo S.p.A. ("**CR Saluzzo**"), thus increasing its shareholding from 31.02% to 80%. As at the date of this Base Prospectus BPER ownership in CR Saluzzo is equal to 100%.

On 30 June 2017, BPER completed the acquisition of 100% of the share capital of Nuova Cassa di Risparmio di Ferrara S.p.A. ("**Nuova Carife**") from the Single Resolution Fund.

In November 2017, the merger through absorption of Nuova Carife into BPER took place, with accounting and tax effects having been backdated as of July 2017.

In 1996, BPER and Banca Popolare di Ravenna set up Banca Popolare dell'Emilia Romagna (Europe) International S.A., successively named BPER Bank Luxembourg s.a., whose headquarters are located in Luxembourg and whose business focus is on private banking, investment management and corporate banking services. The private banking and investment management services are offered to international clients, including a wide array of specialized and tailor made services, such as investment advice and discretionary portfolio

management. As at the date of this Base Prospectus, BPER holds 100% of the share capital of BPER Bank Luxembourg s.a..

A new company, part of the BPER Group, was set up in December 2015 – BPER Credit Management s.cons.p.a. – in order to review the model for handling non-performing loans. The corporate purpose of the company is “*the recovery and management of non-performing loans and any other operations designed to facilitate their disposal and/or collection*”, became operative since January 2016.

BPER Group's Non Performing Exposure Strategy for the period 2018-2020 provides for the sale of bad loans at a Group level for a total gross book value of between Euro 3.5 and Euro 4.5 billion over 3 years, of which approximately Euro 3.0 billion through two securitisation transactions (“**4Mori Sardegna**” and “**AQUI**”), which were finalised within the expected time-frame.

On 22 June 2018, Banco di Sardegna announced the conclusion of the 4Mori Sardegna project: a sale of a bad loans portfolio carried out by means of a securitisation backed by a guarantee from the Italian State (“**GACS**”) on the senior tranche, for a gross book value of Euro 900 million (59% of the total gross bad loans of Banco di Sardegna). As required by the rules governing GACS, 95% of the mezzanine tranche and of the junior tranche (unrated) have been placed with the institutional investors. In this way, Banco di Sardegna achieved book deconsolidation and derecognition of the 4Mori Sardegna portfolio for supervisory purposes.

On 7 November 2018, BPER announced the conclusion of the second securitisation of the AQUI project: a sale of a bad loan portfolio with a gross book value of Euro 1.9 billion.

In accordance with the rules governing GACS, 95% of both the mezzanine tranche and of the junior tranche (unrated) have been placed with the institutional investors achieving the book deconsolidation and derecognition of the AQUI portfolio for supervisory purposes.

A further sale of a portfolio of bad loans, held by BPER and Banco di Sardegna, for a gross book value (as at the transfer date) of approximately Euro 1 billion (the “**Emilia Portfolio**”), to UnipolReC, a company wholly owned by the Unipol Group, occurred in July 2019. See the “*Description of the Issuer - Recent Developments*” section of this Base Prospectus for further information on the Emilia Portfolio.

On 22 July 2019, BPER and BPS completed the purchase of the shares of Arca Holding S.p.A. (“**Arca Holding**”) auctioned off by the receiverships of Banca Popolare di Vicenza S.p.A. in LCA and Veneto Banca S.p.A. in LCA, for a total of 39.99% of the share capital of Arca Holding, which in turn holds all the shares of Arca Fondi SGR. See the “*Description of the Issuer - Recent Developments*” section of this Base Prospectus for further information on Arca Holding and Arca Fondi SGR.

On 25 July 2019, BPER acquired from Fondazione di Sardegna a 49% stake of Banco di Sardegna share capital and a stake of Banco di Sardegna preferred shares equal to approximately 36.90%.

BPER currently holds 100% of the ordinary share capital and, approximately, 98.75% of the preferred shares and 89.85% of the saving shares.

See the “*Description of the Issuer - Recent Developments*” section of this Base Prospectus for further information on Banco di Sardegna.

On 31 July 2019, BPER purchased 100% of Unipol Banca S.p.A. (“**Unipol Banca**”) from Unipol Group and UnipolSai Assicurazioni S.p.A. (“**UnipolSai**”). In particular, Unipol Group sold 764,955,603 ordinary shares to BPER for an amount equal to Euro 187,534,209.12; while UnipolSai sold 132,428,578 ordinary shares to BPER for an amount equal to Euro 32,465,790.88.

As mentioned above the BPER Group has also signed an agreement for the sale of the Emilia Portfolio to UnipolReC.

These transaction will allow the BPER Group to increase scale and broaden its customer base, with a view to creating value for its stakeholders, while maintaining a solid regulatory capital position and further accelerating its NPL de-risking strategy.

In particular, these transactions will have the following benefits for BPER Banca:

- acquisition of a “clean bank” (thanks to the significant de-risking process undertaken by Unipol Group since 2017);
- increase of BPER Group’s scale, with total assets increasing by around 17% (leading to total assets pro-forma in excess of Euro 80 billion) and total funding increasing by around 70% (leading to total funding pro-forma close to Euro 150 billion); broaden client base with more than 500,000 new clients with significant scope for cross-selling optimisation and strengthen of distribution network;
- acceleration of de-risking process;
- significant value creation thanks to potential gross synergies in the region of Euro 85-95 million per annum. These estimates do not take into account:
 - potential capital synergies (assuming the potential migration of Unipol Banca from standard to internal risk models);
 - scope for enhancing the current relationship with Unipol Group by extracting further commercial synergies through the development of an innovative approach for the distribution of banking products through Unipol Group's distribution network (so-called "*assurbanking*").

From 25 November 2019, the deed of merger by incorporation of Unipol Banca with and into BPER is effective. Therefore, from such date assets and liabilities of Unipol Banca have been taken over by BPER Banca. See the “*Description of the Issuer - Recent Developments*” section of this Base Prospectus for further information on Unipol Banca.

Strategy

2019-2021 Business Plan

On 28 February 2019, the BPER Group approved and presented to the market its three-year development plan, known as the “BPER 2021 Strategic Plan” (the “**Plan**”).

The Plan was developed on the basis of the significant benefits deriving from the extraordinary corporate transactions according to the framework agreements and related contracts signed on 7 February 2019, such as the purchase of Unipol Banca and the minority stakes in Banco di Sardegna and the disposal of a portfolio of bad loans of around Euro 1 billion. The Plan is divided into three pillars:

1. growth and development of the business with a particular focus on Bancassurance, Wealth Management and Business Global Advisory, as well as Consumer Credit;
2. strong increase in operational efficiency and simplification; and
3. acceleration of de-risking and further capital strengthening.

Growth and development of the business

Following the extraordinary corporate transactions in February 2019, the growth trajectory of the BPER Group accelerated considerably during 2019.

In addition to the effects directly linked to the corporate transactions, there was a forecast of organic growth, characterised by a strong focus on more sophisticated customer needs, mainly relating to products and services with high value-added. In particular, the Plan provides for:

- acceleration of the growth and development of the customer base, helped by these extraordinary transactions (acquisition of approximately 500,000 new customers and expansion in high-potential areas not previously served by BPER through the Unipol Banca transaction);
- focus on more sophisticated customer needs through high value-added products and services mainly by strengthening the Bancassurance partnership with Arca Vita and Arca Assicurazioni and further development of the wealth management sector, as well as through enhancement of the Luxembourg SICAV, taking a multimanager approach, and the development and specialisation of the distribution model by fostering Unipol Banca's network of financial advisors.

Evolution of the operating machine and organisational simplification

The Plan focuses strongly on cost containment, to be achieved through rationalisation and simplification of the distribution model, corporate structure and internal processes, as well as by optimising the size of the workforce and reducing organisational complexity. Finally, further cost synergies are envisaged by creating a centre to specialise in the real estate sector (“Active Real Estate Management”).

This will take place through:

- evolution of the distribution model, reorganising the territorial footprint and introducing new branch formats;
- rationalisation and simplification of the Group's corporate structure by BPER absorbing Unipol Banca, Cassa di Risparmio di BRA, Cassa di Risparmio di Saluzzo and BPER Services and creating a complete range of product companies, strengthening the consumer credit company;
- the optimisation of operations and the continuous IT evolution with the aim of increasing process productivity through the dematerialisation and creation of control and governance tools, the activation

of robotics systems and Artificial Intelligence, BPER's internalisation of the IT systems used by Unipol Banca, extension of the use of cloud technologies to promote commercial effectiveness and operational efficiency; and

- staff reduction of 1,300 resources by 2021.

Acceleration of de-risking, confirming maximum capital solidity

The de-risking process, already undertaken by BPER in recent years, is expected to be further strengthened thanks to the introduction of new credit management processes, with particular focus on the continuation of activities aimed at reducing non-performing loans. In addition to the evolution of the credit management process, both in the underwriting phase and in the proactive management of ordinary loans at the first signs of anomaly (also through the anticipated use of forbearance) and recovery of non-performing loans (efficiency of the work-out and outsourcing process), the objective of reducing the non-performing portfolio is expected to be achieved also through further sales of NPEs, which will be in addition to the disposal, already executed, of approximately Euro 1 billion of bad loans to UnipolRec.

To confirm this, it should be noted that the Board of Directors of BPER approved the Group's NPE Strategy on the 2019-2021 horizon, which takes into consideration the qualitative recommendations of the ECB contained in the SREP Decision 2018.

Operations to strengthen capital and capital management actions

Under BPER Euro Medium Term Notes programme, a Tier 2 subordinated bond was issued in May 2017 for a total aggregate amount of Euro 500 million. The bond has a maturity of 10 years and gives the issuer a call option for its early redemption 5 years after the issue date. The bond pays a fixed coupon of 5.125% for the first 5 years, with a subsequent reset for any residual maturity. The issue was placed entirely with institutional investors.

In July 2019, as a consequence of BPER acquisition of Banco di Sardegna as described here above, BPER Board of Directors, on the basis of the power granted by the Extraordinary Shareholders' Meeting held on 4 July 2019, resolved upon a capital increase for 33,000,000 newly issued BPER ordinary shares. Consequently, since 25 July 2019 the share capital of BPER is Euro 1,542,925,305.00 divided into 514,308,435 shares. On the same date, again as a consequence of BPER acquisition of Banco di Sardegna, BPER issued an "Additional Tier 1" convertible bond for a nominal amount of Euro 150,000,000, which was simultaneously and entirely subscribed for a total price of Euro 180,000,000.

On 7 November 2019 the Board of Directors of BPER, in the context of the resolutions concerning the voluntary public exchange offer on the saving shares of Banco di Sardegna, resolved to exercise the powers granted by the Extraordinary Shareholders Meeting held on 4 July 2019, concerning a capital increase against payment, in divisible form, to service such offer. The Board of Directors resolved upon a capital increase for a maximum of 7,883,368 newly issued BPER ordinary shares.

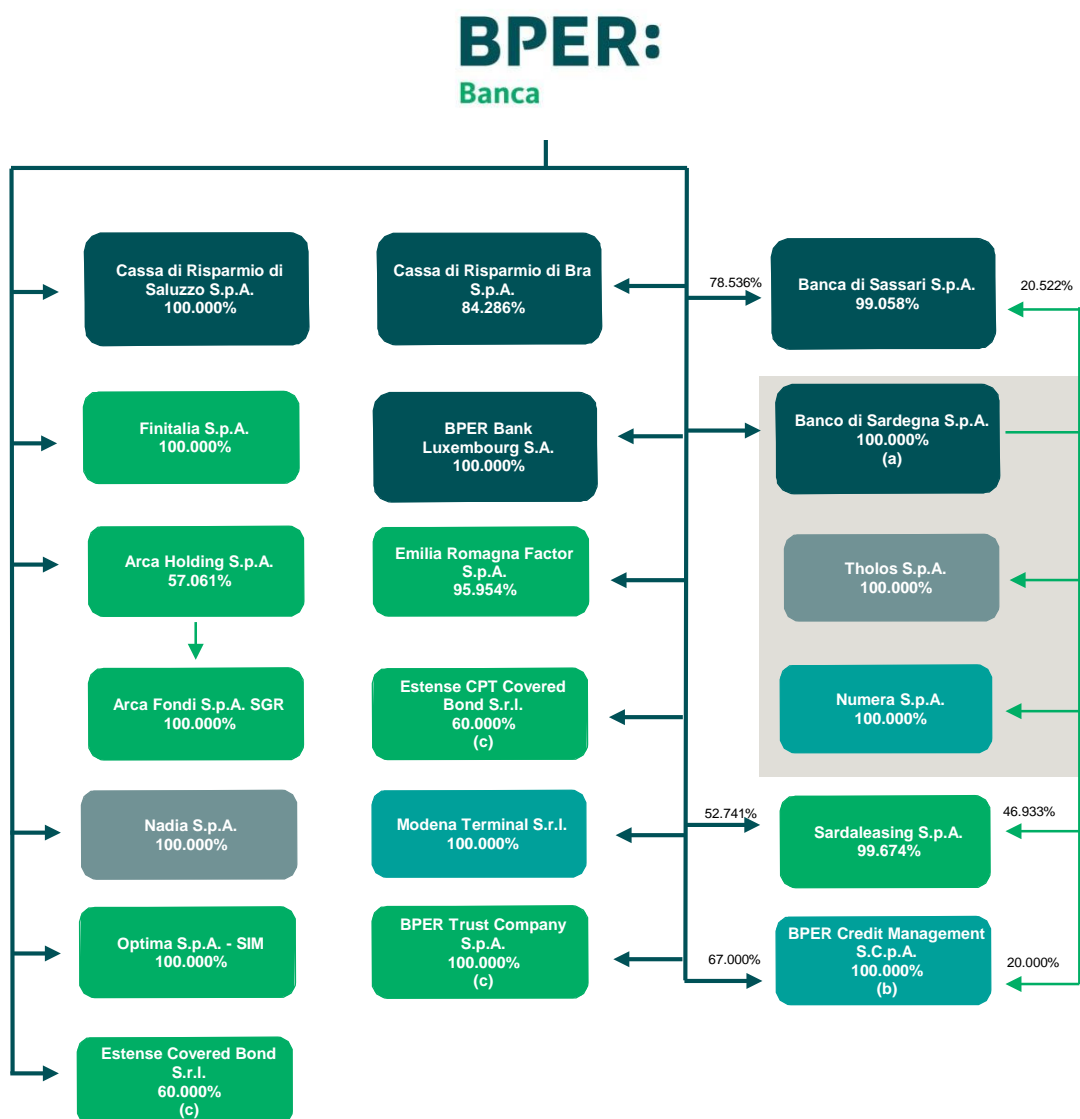
On 20 December 2019 BPER announced that 6,319,513 BPER ordinary shares were issued the day before as a result of the capital increase in order to serve the above offer. Consequently, since 19 December 2019 the share capital of BPER is Euro 1,561,883,844.00 divided into 520,627,948 shares.

See the "*Description of the Issuer - Recent Developments*" section of this Base Prospectus for further information on BPER offer on Banco di Sardegna saving shares.

BPER Group

The BPER Group structure as at 31 December 2019 is as shown here below.

SITUATION AS AT 31/12/2019



a) Equivalent to 98.677% of the entire Share Capital consisting of ordinary, preference and savings shares, the latter being non voting shares.

b) The following Companies are also shareholders of BPER Credit Management S.C.p.A.:

- Sardaleasing S.p.A. (6.000%);
- Banca di Sassari S.p.A. (3.000%);
- Cassa di Risparmio di Bra S.p.A. (2.000%);
- Emilia Romagna Factor S.p.A. (1.000%);
- Cassa di Risparmio di Saluzzo S.p.A. (1.000%).

c) Subsidiary companies consolidated under the equity method.

In addition to the above members of the BPER Group, the scope of consolidation also includes the following subsidiary companies which are not members of the Group since they do not contribute directly to its activities.

These companies of the Parent Company are consolidated under the equity method:

- Adras S.p.A. (100%);
- Italiana Valorizzazioni Immobiliari S.r.l. (100%);
- Sifà S.p.A. (51%);
- Banca Farnese S.p.A. in liquidazione (65.13%).³

The following companies are the principal subsidiaries of BPER as at the date of this Base Prospectus.

Banco di Sardegna

At the date of this Base Prospectus, BPER holds 100 per cent of the ordinary voting shares of Banco di Sardegna. As at 30 June 2019, Banco di Sardegna employed 2,417 staff and had 336 branches; its total direct and indirect deposits amounted to Euro 14,675,069 thousand whilst net profit was Euro 18,541 thousand.

Banca di Sassari

At the date of this Base Prospectus, BPER and Banco di Sardegna hold, respectively, 78.536 and 20.522 per cent of the ordinary voting shares of Banca di Sassari. As at 30 June 2019, Banca di Sassari employed 146 staff and had no branches; its total direct deposits amounted to Euro 125,240 thousand (Banco di Sassari had no indirect deposit) whilst net profit was Euro 6,447 thousand.

BPER Bank Luxembourg s.a.

At the date of this Base Prospectus, BPER holds 100 per cent of the share capital of BPER Bank Luxembourg s.a.. As at 30 June 2019, BPER Bank Luxembourg s.a. employed 20 staff and had 1 branch; its total direct and indirect deposits amounted to Euro 1,710,822 thousand whilst net profit was Euro 3,439 thousand.

Cassa di Risparmio di Bra

At the date of this Base Prospectus, BPER holds 84.286 per cent of the share capital of CR Bra. As at 30 June 2019, CR Bra employed 161 staff and had 26 branches; its total direct and indirect deposits amounted to Euro 1,374,554 thousand whilst net profit was Euro 654 thousand.

Cassa di Risparmio di Saluzzo

³ Banca Farnese S.p.A. in liquidazione is going to be wound up within April 2020.

At the date of this Base Prospectus, BPER holds 100 per cent of the share capital of CR Saluzzo. As at 30 June 2019, CR Saluzzo employed 183 staff and had 27 branches; its total direct and indirect deposits amounted to Euro 1,072,155 thousand whilst loss was Euro 1,013 thousand.

Unipol Banca

As mentioned above, on 31 July 2019 BPER took over 100 per cent of the share capital of Unipol Banca. The acquisition of Unipol Banca was completed on 31 July 2019 and the merger by incorporation in BPER had effect starting from 25 November 2019.

As at 30 June 2019, Unipol Banca employed 2,151 staff and had 258 branches; its total direct and indirect deposits amounted to Euro 61,800,751 thousand whilst net profit was Euro 23,346 thousand.

Dependence

The Issuer is not dependent upon any other entity within the BPER Group.

Management of BPER

Board of Directors

The board of directors of BPER (the “**Board of Directors**”) is composed of 15 members (including the Chairman).

Name	Title	In office since
Pietro Ferrari	Chairman	14/04/2018
Giuseppe Capponcelli	Deputy Chairman	14/04/2018
Alessandro Vandelli*	Chief Executive Officer	14/04/2018
Riccardo Barbieri*	Director	14/04/2018
Massimo Belcredi	Director	14/04/2018
Mara Bernardini	Director	14/04/2018
Luciano Filippo Camagni*	Director	14/04/2018
Alessandro Robin Foti	Director	14/04/2018
Elisabetta Gualandri	Director	14/04/2018
Roberta Marracino	Director	14/04/2018
Ornella Rita Lucia Moro	Director	14/04/2018
Mario Noera*	Director	14/04/2018
Marisa Pappalardo	Director	14/04/2018
Rossella Schiavini*	Director	14/04/2018
Valeria Venturelli	Director	14/04/2018

* Members of the Executive Committee

General Management

Name	Title
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Name	Title
Alessandro Vandelli ⁴	General Manager
Claudio Battistella	Deputy General Manager
Pierpio Cerfogli	Deputy General Manager
Eugenio Garavini	Deputy General Manager
Stefano Rossetti	Deputy General Manager
Gian Enrico Venturini	Deputy General Manager

See the “*Description of the Issuer - Recent Developments*” section of this Base Prospectus for further information on BPER general management.

The Manager responsible for preparing the Issuer’s financial reports

Name	Title
Marco Bonfatti	Manager responsible for preparing the Issuer’s financial reports

The business address of each of the above is c/o BPER, Via S. Carlo 8/20, 41121 Modena, Italy.

The Board of Directors is required under the by-laws of BPER to meet monthly and at any other time when a meeting is convened by the Chairman or called by one third of the Directors or by the Board of Statutory Auditors.

The Board of Directors is vested with all powers for the ordinary and extraordinary administration of BPER, except those which are expressly reserved to the exclusive authority of the shareholders by Italian law or under the by-laws of BPER.

Subject to the foregoing, the Board of Directors may delegate to the executive committee, the chief executive officer and the general management such powers and duties regarding BPER’s business and operations as it shall consider appropriate.

Administrative and Management bodies conflicts of interests

None of the Directors or general managers performs activities outside the BPER Group, which are significant with respect to the BPER Group. Potential conflicts of interest may exist between certain Directors’ duties to the Issuer and their private interests, as certain Directors are local entrepreneurs who may wish to enter into business transactions with the Issuer (i.e. borrowing loans from the Issuer). In case of such conflict of interest, pursuant to Article 2391 of the Italian Civil Code, the Director must disclose any interest, personal or on behalf of a third party in a specific transaction of the Issuer to the other members of the board and to the audit committee. The Director is obliged to declare the nature, origin and conditions of his private interest. Furthermore, in compliance with provisions of Article 136 of the Italian Legislative Decree No. 385 of 1

⁴ As from 1 January 2020 Mr. Vandelli, in addition to the role of Chief Executive Officer, also holds the office of General Manager.

September 1993 as amended, any person who is vested with managing/controlling powers within BPER may not assume any obligation or enter into purchase/sale agreements with BPER unless such transaction has been approved by BPER's Board of Directors through a resolution passed unanimously and in accordance with Article 2391 of Italian Civil Code mentioned above.

Save as noted above no potential conflicts of interest exist between the Directors' and the General Managers' duties to BPER and their private interests and/or other duties.

Board of Statutory Auditors:

Name	Title	In office since
Paolo De Mitri	Chairman	08/05/2018
Cristina Calandra Buonauro	Auditor	22/11/2018
Diana Rizzo	Auditor	14/04/2018
Francesca Sandrolini	Auditor	14/04/2018
Vincenzo Tardini	Auditor	14/04/2018

Shareholders

As at 12 January 2020 the main shareholders of BPER were as follows:

Shareholder	Shareholding (%)
Unipol Gruppo S.p.A.	19.73
Fondazione di Sardegna	10.29
Dimensional Fund Advisor LP	4.09

Rating of BPER

Moody's:

- Short-term Deposit Rating: P-3;
- Long-term Deposit Rating: Baa3, outlook positive;
- Long-term Issuer Rating: Ba3, outlook positive;
- Senior Unsecured Medium-Term Note Program: Ba3;
- Baseline Credit Assessment ("BCA"): Ba3.

Fitch:

- Long-term Issuer Default Rating: BB, outlook positive;
- Short-term Issuer Default Rating: B;
- Viability Rating: bb;
- Support Rating: 5;

- Support Rating Floor: No Floor;
- Long-term Deposit Rating: BB.

Each of Fitch and Moody's is established in the European Union and registered under Regulation (EU) No. 1060/2009, as amended. Each of Fitch and Moody's is included in the list of credit rating agencies published by the European Securities and Markets Authority on its website (at <http://www.esma.europa.eu/supervision/credit-rating-agencies/risk>) in accordance with the CRA Regulation.

Overview

The BPER Group operates mainly in the traditional banking sector, such as loans and deposits and providing credit to customers who are mainly represented by households and small and medium-sized businesses, through the parent company BPER which operates throughout the country, except in Piedmont and Sardinia: the former is served by CR Bra and CR Saluzzo, while the latter is covered by Banco di Sardegna.

Through a network of companies, the Group offers a wide range of services to its customers in Corporate and Investment Banking, Private Banking and Wealth Management, as well as a series of financial products including leasing and factoring.

As at 30 June 2019, net interest income comes to Euro 546.2 million, a drop of 4.76% (Euro 573.5 million at 30 June 2018). The decrease is also influenced by the lower contribution to the margin, for Euro 20.3 million, given by the time value on non-performing loans following the significant sales of bad loans made in the previous year.

Customer macro-segments

Retail

The products and services developed in 2019 have been continuing to provide a response to the needs of the community, households and businesses.

In 2019 BPER continued to review and strengthen the BPER Group's commercial offer by rationalising existing proposals and marketing new products and services.

Private Banking & Wealth Management

The private banking service of the BPER Group has continued to develop in qualitative and quantitative terms, with a view to becoming the principal banking provider of global wealth advice for the most advanced customers.

Corporate

Corporate customers have been taken care of by BPER employees visiting them and making sales proposals based on their specific needs, such as for medium to long-term financial support, in certain cases linked to international projects that Italian companies have put in place to offset the decline in domestic demand.

BPER's offer of financial products consists of Corporate Finance, Acquisition Finance, Project Finance (renewables, conventional energy and infrastructure) and Shipping Finance services. BPER continues offering expert advice to Corporate customers of the Group in the fields of Merger and Acquisition, Corporate and Institutional Advisory and IPOs.

Statements made by the Issuer regarding its competitive position⁵

At 30 June 2019, the Group's network consisted of 1,170 branches located throughout the country, as well as a branch office in the Grand Duchy of Luxembourg, with consolidated total assets of Euro 71,583 million.

Domestic market share, as at 31 March 2019, was approximately 4.82%⁶.

Parent Bank net loans to customers as at 30 June 2019 amount to Euro 40,678 million.

The BPER Group ranks sixth by total assets and loans among Italian banks.

Save as disclosed above, there are no other statements made by the Issuer regarding its competitive position that are included in the Base Prospectus.

Geographical organisation of the BPER Group and employees

The BPER Group companies employed 11,595 persons as at 30 June 2019, with a decrease of 20 since the 31 December 2018 (11,615).

The following table shows, as at 31 December 2018 and 2017, a breakdown of the BPER Group's employees.

Employees	31.12.2018	31.12.2017	Change
1. BPER Banca S.p.A.	8,292	8,323	(31)
2. BPER Bank Luxembourg s.a.	20	18	2
3. Banca di Sassari s.p.a.	146	134	12
4. Banco di Sardegna s.p.a.	2,425	2,451	(26)
5. Cassa di Risparmio di Bra s.p.a.	164	168	(4)
6. Cassa di Risparmio di Saluzzo s.p.a.	183	185	(2)
Total banks	11,230	11,279	(49)
Subsidiaries consolidated line-by-line	385	374	11
Total of balance sheet	11,615	11,653	(38)

On 30 October 2019, with reference to the 2019-2021 Business Plan presented on 28 February 2019, with a strong focus on cost containment also through staff streamlining, BPER announced the signing of an agreement with the Trade Unions. This agreement envisages, *inter alia*, voluntary exit of personnel who have fulfilled or will have fulfilled state pension requirements by 1 January 2022, with payment of an incentive, and the possibility to access to the Solidarity Fund of the banking sector for those who will fulfill these requirements between January 2021 and December 2025. This initiative will determine the exit of 1,289 internal resources whilst a new employment of 645 resources will support the generational turnover.

⁵ The evidenced data do not consider Unipol Banca acquisition, occurred on 31 July 2019 and fully merged with BPER starting from 25 November 2019, as mentioned above.

⁶ Planus Corp. analysis of Regulatory Reports.

The following table shows, as at 31 December 2018 and 2017, a breakdown of the BPER Group's branches.

Branches	31.12.2018	31.12.2017	Change
1. BPER Banca S.p.A.	827	827	-
2. Banco di Sardegna s.p.a.	336	336	-
3. Cassa di Risparmio di Bra s.p.a.	28	28	-
4. Cassa di Risparmio di Saluzzo s.p.a.	27	27	-
Total Italian bank	1,218	1,218	-
5. BPER Bank Luxembourg s.a.	1	1	-
Total	1,219	1,219	-

The following tables show, as at 30 June 2019 and as at 31 December 2018, a breakdown of the BPER Group's employees and branches.

Employees	30.06.2019	31.12.2018	Change
1. BPER Banca S.p.A.	8,433	8,292	141
2. BPER Bank Luxembourg s.a.	20	20	-
3. Banca di Sassari s.p.a.	146	146	-
4. Banco di Sardegna s.p.a.	2,417	2,425	(8)
5. Cassa di Risparmio di Bra s.p.a.	161	164	(3)
6. Cassa di Risparmio di Saluzzo s.p.a.	183	183	-
Total banks	11,360	11,230	130
Subsidiaries consolidated line-by-line	235	385	(150)
Total of balance sheet	11,595	11,615	(20)

The number of employees indicated for each bank takes account of staff seconded to other Group companies.

Branches	30.06.2019	31.12.2018	Change
1. BPER Banca S.p.A.	781	827	(46)
2. Banco di Sardegna s.p.a.	336	336	-
3. Cassa di Risparmio di Bra s.p.a.	26	28	(2)
4. Cassa di Risparmio di Saluzzo s.p.a.	27	27	-
Total Italian bank	1,170	1,218	(48)
5. BPER Bank Luxembourg s.a.	1	1	-
Total	1,171	1,219	(48)

Overview Financial Consolidated Information of the BPER Group

The following tables set out certain consolidated balance sheet data of the BPER Group, as at 31 December 2018 and 31 December 2017.

Income statement	BPER Group consolidated figures for the year ended	
	2018	2017
	<i>(in thousands of Euro)</i>	
Net Interest income	1,122,437	1,124,479
Net commission income	776,265	740,628
Net interest and other banking income	2,037,063	1,980,657
Net income from financial activities	1,810,401	1,340,054
Operating costs	(1,416,174)	(1,321,940)
Profit (loss) from current operations before tax	345,526	199,120
Net profit (loss)	445,790	176,882
Parent Company net income (loss)	401,953	176,438

Balance Sheet statement	BPER Group consolidated figures for the year ended	
	2018	2017
	<i>(in thousands of Euro)</i>	
Net Loans to customer	47,050,942	47,609,130
- of which net bad loans	1,448,257	2,893,190
Net interbank position	(11,585,739)	(9,971,711)
Financial assets	17,152,084	15,661,977
Total assets	70,634,767	71,338,807
Direct deposits	49,996,419	50,246,417
Indirect deposits	36,257,418	35,864,653
- of which managed	19,330,962	19,754,236
- of which administered	16,926,456	16,110,417

Cash flows statement	BPER Group consolidated figures for the year ended	
	2018	2017
	<i>(in thousands of Euro)</i>	
Net cash generated/absorbed by operating activities	154,011	143,718
Net cash generated/absorbed by investing activities	(79,984)	(50,129)
Net cash generated/absorbed by funding activities	(34,686)	(38,691)
Net cash generated/absorbed in the year	39,341	54,898

The following tables set out certain consolidated income statement and cash flows data of the BPER Group as at 30 June 2019 and 30 June 2018.

Consolidated balance sheet data are referred to 30 June 2019 and 31 December 2018.

Income statement	BPER Group consolidated figures as at	
	30.06.2019	30.06.2018
	<i>(in thousands of Euro)</i>	
Net Interest income	546,184	573,502
Net commission income	387,754	389,056
Net interest and other banking income	971,629	1,146,084
Net income from financial activities	823,655	1,061,871
Operating costs	(711,502)	(735,357)
Profit (loss) from current operations before tax	120,548	331,932
Net Profit (loss)	109,269	322,164
Parent Company net profit (loss)	100,492	307,885

Balance Sheet statement	BPER Group consolidated figures as at	
	30.06.2019	31.12.2018
	<i>(in thousands of Euro)</i>	
Net Loans to customer	46,541,824	47,050,942
- of which net bad loans	1,425,060	1,448,257
Net interbank position	(9,888,310)	(11,585,739)
Financial assets	17,159,152	17,152,084
Total assets	71,582,668	70,634,767
Direct Customer Borrowing	51,029,054	49,996,419
Indirect Borrowing (off-balance sheet)	38,196,945	36,257,418
- of which managed	20,147,648	19,330,962
- of which administered	18,049,297	16,926,456

Cash flows statement	BPER Group consolidated figures as at	
	30.06.2019	30.06.2018
	<i>(in thousands of Euro)</i>	
Net cash generated/absorbed by operating activities	31,806	(20,854)
Net cash generated/absorbed by investing activities	(21,515)	(14,420)
Net cash generated/absorbed by funding activities	(74,489)	(31,448)
Net cash generated/absorbed in the period	(64,198)	(66,722)

The following table sets out certain data and ratios of BPER as at 30 June 2019, 31 December 2018 and 31 December 2017.

These data and ratios are not recognised as measures of financial performance or liquidity under IFRS. Investors should not place any undue reliance on these Non GAAP data and ratios and should not consider these measures as (a) an alternative to operating income or net income as determined in accordance with generally accepted accounting principles, or as measures of operating performance; (b) an alternative to cash flows from operating, investing or financing activities (as determined in accordance with generally accepted accounting principles), or as a measure of BPER Group's ability to meet cash needs; or (c) an alternative to any other measures of performance under generally accepted accounting principles. These measures are not indicative of BPER Group's historical operating results, nor are they meant to be indicative of future results. These measures are used by management to monitor the underlying performance of the business and the operations. Since all companies do not calculate these measures in an identical manner, BPER Group's presentation may not be consistent with similar measures used by other companies. Therefore, investors should not place undue reliance on this data.

Financial ratios⁷	31.12.2018	31.12.2017⁸
Structural ratios		
Net loans to customers/total assets	66.61%	66.74%
Net loans to customers/direct deposits from customers	94.11%	94.75%
Financial assets/total assets	24.28%	21.95%
Fixed assets ⁹ /total assets	2.14%	2.13%
Goodwill/total assets	0.37%	0.46%
Direct deposits/total assets	89.36%	88.63%
Indirect deposits under management/indirect deposits	53.32%	55.08%
Financial assets/tangible equity ¹⁰	3.85	3.01
Total tangible assets ¹¹ /tangible equity	15.77	13.60
Net interbank position (in thousands of Euro)	(11,585,739)	(9,971,711)
Number of employees ¹²	11,615	11,653
Number of national bank branches	1,218	1,218
Profitability ratios		
ROE	9.06%	3.62%
ROTE	10.15%	4.04%
ROA (net profit/total assets)	0.63%	0.25%
Cost to income ratio ¹³	66.44%	63.59%
Net impairment losses on loans to customers/net loans to customers	0.47%	1.12%
Basic EPS ¹⁴	0.836	0.367
Diluted EPS ¹⁵	0.836	0.367
Risk ratios		
Net non-performing loans/net loans to customers	6.81%	11.35%
Net bad loans/net loans to customers	3.08%	6.08%
Net unlikely to pay loans/net loans to customers	3.60%	5.07%
Net past due loans/net loans to customers	0.13%	0.20%
Impairment provisions for non-performing loans/gross non-performing loans	54.52%	48.70%
Impairment provisions for bad loans/gross bad loans	66.62%	59.30%
Impairment provisions for unlikely to pay loans/gross unlikely to pay loans	35.73%	27.19%
Impairment provisions for past due loans/gross past due loans	12.33%	10.60%
Impairment provisions for performing loans/gross performing loans	0.37%	0.53%
Texas ratio ¹⁶	84.97%	101.85%

⁷ The information provided is consistent with the ESMA document of 5 October 2015 "Guidelines - Alternative performance indicators", aimed at promoting the usefulness and transparency of Alternative Performance Indicators included in prospectuses or regulated sources of information. To construct ratios, reference was made to the balance sheet and income statement figures of the reclassified statements prepared from a management point of view.

⁸ The comparative figures have been appropriately recalculated at 31 December 2017 to take account of the new classification criteria introduced by IFRS 9, with the exception of those relating to profitability ratios for which reference is made to the figures at 31 December 2017, as per the Consolidated financial statements at 31 December 2017.

⁹ Fixed assets include both Equity investments and Property, plant and equipment.

¹⁰ Tangible equity = total shareholders' equity net of intangible assets.

¹¹ Total tangible assets = total assets net of intangible assets.

¹² The number of employees does not include the expectations.

¹³ The cost/income ratio has been calculated on the basis of the layout of the reclassified income statement (operating costs/operating income); when calculated on the basis of the layouts provided by Circular no. 262 of the Bank of Italy the cost/income ratio is at 69.52% (65.97% at 31 December 2017 as per the Consolidated Financial Statements as at 31 December 2017).

¹⁴ EPS has been calculated net of treasury shares in portfolio.

¹⁵ See previous note.

(cont.)

Financial ratios	31.12.2018	01.01.2018 ¹⁷
<i>Own Funds (Phased in) (in thousands of Euro)¹⁸</i>		
Common Equity Tier 1 (CET1)	4,367,711	4,410,721
Own Funds	5,278,852	5,227,226
Risk-weighted assets (RWA)	30,606,171	32,394,482
<i>Capital and liquidity ratios</i>		
Common Equity Tier 1 Ratio (CET1 Ratio) - Phased in	14.27%	13.62%
Tier 1 Ratio (T1 Ratio) - Phased in	14.37%	13.63%
Total Capital Ratio (TC Ratio) - Phased in	17.25%	16.14%
Common Equity Tier 1 Ratio (CET1 Ratio) - Fully Phased	11.95%	11.06%
Leverage Ratio - Phased in ¹⁹	6.0%	6.1%
Leverage Ratio - Fully Phased ²⁰	5.0%	6.0%
Liquidity Coverage Ratio (LCR)	154.3%	113.7%
Net Stable Funding Ratio (NSFR)	106.8%	105.2%
Non-financial ratios	31.12.2018	31.12.2017²¹
<i>Productivity ratios (in thousands of Euro)</i>		
Direct deposits per employee	4,304.47	4,311.89
Loans to customers per employee	4,050.88	4,085.57
Assets managed per employee	1,664.31	1,695.21
Assets administered per employee	1,457.29	1,382.51
Core revenues ²² per employee	163.47	160.05
Net interest and other banking income per employee	175.38	169.97
Operating costs per employee	121.93	112.13

¹⁶ The texas ratio is calculated as the relationship between total gross non-performing loans and net tangible equity, including minority interests, increased by impairment provisions for non-performing loans.

¹⁷ The comparative figures have been appropriately calculated at 1 January 2018 to take account of the impact of first-time application of IFRS 9, with the exception of those relating to the Leverage Ratio (Phased in and Fully Phased), the LCR and the NSFR, for which reference is made to the figures at 31 December 2017, as per the Consolidated Financial Statements at 31 December 2017.

¹⁸ Items have been calculated according to the provisions of Regulation (EU) 575/2013 (CRR), as amended by the Commission Delegated Regulation (EU) 2395/2017.

¹⁹ The ratio has been calculated according to the provisions of Regulation (EU) 575/2013 (CRR), as amended by the Commission Delegated Regulation (EU) 62/2015.

²⁰ See previous note.

²¹ The comparative figures have been appropriately recalculated at 31 December 2017 to take account of the new classification criteria introduced by IFRS 9, with the exception of those relating to profitability ratios for which reference is made to the figures at 31 December 2017, as per the Consolidated financial statements at 31 December 2017.

²² Core revenues = net interest income + net commission income.

Financial ratios	30.06.2019	2018 ²³
Structural ratios		
Net loans to customers/total assets	65.02%	66.61%
Net loans to customers/direct deposits from customers	91.21%	94.11%
Financial assets/total assets	23.97%	24.28%
Fixed assets ²⁴ /total assets	2.40%	2.14%
Goodwill/total assets	0.37%	0.37%
Direct deposits/total assets	88.76%	89.36%
Indirect deposits under management/indirect deposits	52.75%	53.32%
Financial assets/tangible equity ²⁵	3.80	3.85
Total tangible assets ²⁶ /tangible equity	15.75	15.77
Net interbank position (in thousands of Euro)	(9,888,310)	(11,585,739)
Number of employees ²⁷	11,595	11,615
Number of national bank branches	1,170	1,218
Profitability ratios		
ROE ²⁸	4.87%	9.06%
ROTE ²⁹	5.44%	10.15%
ROA ³⁰ (net profit/total assets)	0.31%	0.63%
Cost to income ratio ³¹	69.15%	59.11%
Net impairment losses on loans to customers/net loans to customers	0.31%	0.18%
Basic EPS ³²	0.209	0.640
Diluted EPS ³³	0.209	0.640

²³ The comparative patrimonial ratios, together with ROE, ROTE and ROA, have been calculated on figures at 31 December 2018 as per the Consolidated financial statements as at 31 December 2018, while economical ratios have been calculated on figures at 30 June 2018 as per the Consolidated half-year report as at 30 June 2018.

²⁴ Fixed assets include both Equity investments and Property, plant and equipment.

²⁵ Tangible equity: total shareholders' equity, including minority interests, net of intangible assets.

²⁶ Total tangible assets = total assets net of intangible assets.

²⁷ The number of employees (point figure) does not include the expectations.

²⁸ ROE at 30 June 2019 has been calculated on an annual basis replicating the profit (loss) for the period for the rest of the year.

²⁹ ROTE at 30 June 2019 has been calculated on an annual basis replicating the profit (loss) for the period for the rest of the year.

³⁰ ROA at 30 June 2019 has been calculated on an annual basis replicating the profit (loss) for the period for the rest of the year.

³¹ The cost/income ratio has been calculated on the basis of the layout of the reclassified income statement (operating costs/operating income); when calculated on the basis of the layouts provided by the 6th update of Circular no. 262 of the Bank of Italy the cost/income ratio is at 73.23% (64.16% at 30 June 2018 as per the Consolidated half-year report as at 30 June 2018).

³² EPS has been calculated net of treasury shares in portfolio.

³³ See previous note.

(cont.)

Financial ratios	30.06.2019	2018 ³⁴
Risk ratios		
Net non-performing loans/net loans to customers	6.74%	6.81%
Net bad loans/net loans to customers	3.06%	3.08%
Net unlikely to pay loans/net loans to customers	3.51%	3.60%
Net past due loans/net loans to customers	0.17%	0.13%
Impairment provisions for non-performing loans/gross non-performing loans	54.76%	54.52%
Impairment provisions for bad loans/gross bad loans	67.02%	66.62%
Impairment provisions for unlikely to pay loans/gross unlikely to pay loans	35.27%	35.73%
Impairment provisions for past due loans/gross past due loans	12.81%	12.33%
Impairment provisions for performing loans/gross performing loans	0.33%	0.37%
Texas ratio ³⁵	83.41%	84.97%
Own Funds (Phased in) (in thousands of Euro)³⁶		
Common Equity Tier 1 (CET1)	4,356,558	4,367,711
Own Funds	5,266,359	5,278,852
Risk-weighted assets (RWA)	30,402,689	30,606,171
Capital and liquidity ratios		
Common Equity Tier 1 Ratio (CET1 Ratio) - Phased in	14.33%	14.27%
Tier 1 Ratio (T1 Ratio) - Phased in	14.42%	14.37%
Total Capital Ratio (TC Ratio) - Phased in	17.32%	17.25%
Common Equity Tier 1 Ratio (CET1 Ratio) - Fully Phased	12.33%	11.95%
Leverage Ratio - Phased in ³⁷	6.1%	6.0%
Leverage Ratio - Fully Phased ³⁸	5.3%	5.0%
Liquidity Coverage Ratio (LCR)	174.5%	154.3%
Net Stable Funding Ratio (NSFR) ³⁹	n.a.	106.8%
Non-financial ratios	30.06.2019	2018 ⁴⁰
Productivity ratios (in thousands of Euro)		
Direct deposits per employee	4,400.95	4,304.47
Loans to customers per employee	4,013.96	4,050.88
Assets managed per employee	1,737.62	1,664.31
Assets administered per employee	1,556.64	1,457.29
Core revenues ⁴¹ per employee	80.55	82.59
Net interest and other banking income per employee	83.80	98.33
Operating costs per employee	61.36	63.09

³⁴ The comparative patrimonial ratios have been calculated on figures at 31 December 2018 as per the Consolidated financial statements as at 31 December 2018, while economical ratios have been calculated on figures at 30 June 2018 as per the Consolidated half-year report as at 30 June 2018.

³⁵ The Texas ratio is calculated as the relationship between total gross non-performing loans and net tangible equity increased by impairment provisions for non-performing loans.

³⁶ Items have been calculated according to the provisions of Regulation (EU) 575/2013 (CRR), as amended by the Commission Delegated Regulation (EU) 2395/2017.

³⁷ The ratio has been calculated according to the provisions of Regulation (EU) 575/2013 (CRR), as amended by the Commission Delegated Regulation (EU) 62/2015.

³⁸ See previous note.

³⁹ The NSFR, not yet available, is in any case estimated to exceed 100% (109.1% as at 31 March 2019).

⁴⁰ See above note n. 34.

⁴¹ Core revenues = net interest income + net commission income.

LOANS TO CUSTOMERS

BPER Group's loans to customers

The following table shows, as at 31 December 2018 and 31 December 2017, a breakdown of the loans of BPER Group (after provisions have been made).

(in thousands of Euro)				
Captions	31.12.2018	31.12.2017	Change	% Change
Current accounts	4,690,606	5,151,220	(460,614)	-8.94
Mortgage loans	28,373,757	28,783,725	(409,968)	-1.42
Repurchase Agreement	202,778	-	202,778	n.s.
Leases and factoring	3,666,579	3,622,836	43,743	1.21
Other transactions	10,117,222	10,051,349	65,873	0.66
Net loans to customers	47,050,942	47,609,130	(558,188)	-1.17

Loans to customers, net of adjustments, total Euro 47,050.9 million (Euro 47,609.1 million at 31 December 2017) down by Euro 558.2 million since 31 December 2017. This was principally due to the securitisation by Banco di Sardegna of a portfolio of bad loans with a gross value of about Euro 900 million (4Mori Sardegna operation), and by BPER Banca, Cassa di Risparmio di Saluzzo and Cassa di Risparmio di Bra with a gross value of Euro 1.9 billion (AQUI operation)

In order to accelerate the process of improving asset quality and consistent with the 2018-2022 NPE Plan and 2018-2020 NPE strategy, the BPER Group selected a portfolio of potentially saleable non-performing loans with a gross value of about Euro 6.4 billion, whose net carrying amount was then quantified with reference to the amount deemed realisable in a sale scenario, as envisaged in IFRS 9. This process resulted in the recognition of provisions totalling Euro 1.1 billion by the BPER Group, arising on transition to the new standard.

(in thousands of Euro)

Captions	31.12.2018	31.12.2017	Change	%Change
Gross non-performing exposures	7,045,555	10,530,726	(3,485,171)	-33.10
Bad loans	4,338,160	7,109,135	(2,770,975)	-38.98
Unlikely to pay loans	2,638,374	3,317,327	(678,953)	-20.47
Past due loans	69,021	104,264	(35,243)	-33.80
Gross performing exposures	44,011,304	42,432,925	1,578,379	3.72
Total gross exposure	51,056,859	52,963,651	(1,906,792)	-3.60
Impairment provisions for non-performing exposures	3,841,000	5,128,962	(1,287,962)	-25.11
Bad loans	2,889,903	4,215,945	(1,326,042)	-31.45
Unlikely to pay loans	942,585	901,967	40,618	4.50
Past due loans	8,512	11,050	(2,538)	-22.97
Impairment provisions for performing exposures	164,917	225,559	(60,642)	-26.89
Total impairment provisions	4,005,917	5,354,521	(1,348,604)	-25.19
Net non-performing exposures	3,204,555	5,401,764	(2,197,209)	-40.68
Bad loans	1,448,257	2,893,190	(1,444,933)	-49.94
Unlikely to pay loans	1,695,789	2,415,360	(719,571)	-29.79
Past due loans	60,509	93,214	(32,705)	-35.09
Net performing exposures	43,846,387	42,207,366	1,639,021	3.88
Total net exposure	47,050,942	47,609,130	(558,188)	-1.17

The 2018-2020 NPE Strategy of BPER Group and the application of IFRS 9 determined a significant increase in non-performing loans to customers coverage.

Against the significant reduction in gross exposure resulting from the sales and write-offs made during the year, the provisions for non-performing loans amount to Euro 3,841 million (Euro 5,129 million at 31 December 2017; -25.11%), for a coverage ratio of 54.52% (48.70% at 31 December 2017), while provisions relating to performing loans amounted to Euro 164.9 million (Euro 225.6 million at 31 December 2017; -26.89%), leading to a coverage ratio of 0.37% (0.53% at 31 December 2017), which reflects the general improvement in credit quality of the Group's performing loan portfolio.

Considering the direct write-offs of bad loans still outstanding, Euro 727.4 million (Euro 858.6 million at 31 December 2017), the coverage ratio increases to 58.77% (52.57% at 31 December 2017).

The total coverage ratio is therefore 7.85%, versus 10.11% at 31 December 2017. Based on the same considerations set out above concerning direct writedowns, the total effective coverage of loans comes to 9.14% (11.54% at 31 December 2017).

(in thousands of Euro)

Loans to customers	31.12.2018		31.12.2017		%	%	%
	Gross	Net	Gross	Net	Gross	Net	Coverage
1. BPER Banca S.p.A.	39,677,286	36,673,479	41,114,761	37,240,484	-3.50	-1.52	7.57
2. BPER Bank Luxembourg s.a.	236,743	229,163	233,924	229,645	1.21	-0.21	3.20
3. Banca di Sassari s.p.a.	930,338	919,329	511,126	501,225	82.02	83.42	1.18
4. Banco di Sardegna s.p.a.	7,772,814	7,231,641	8,765,404	7,736,344	-11.32	-6.52	6.96
5. Cassa di Risparmio di Bra s.p.a.	1,183,697	1,060,168	1,210,569	1,060,433	-2.22	-0.02	10.44
6. Cassa di Risparmio di Saluzzo s.p.a.	636,243	597,273	726,154	652,979	-12.38	-8.53	6.13
Total banks	50,437,121	46,711,053	52,561,938	47,421,110	-4.04	-1.50	7.39
7. Sardaleasing s.p.a.	3,377,874	3,116,700	3,312,943	3,119,313	1.96	-0.08	7.73
8. Emil-Ro Factor s.p.a.	877,339	858,664	807,534	787,471	8.64	9.04	2.13
Other companies and consolidation adjustments	(3,635,475)	(3,635,475)	(3,718,764)	(3,718,764)	-2.24	-2.24	-
Total of balance sheet	51,056,859	47,050,942	52,963,651	47,609,130	-3.60	-1.17	7.85

Net non-performing loans amount to Euro 3,204.6 million (-40.68%), equating to 6.81% of total net loans to customers (11.35% at 31 December 2017), whereas, on a gross basis, the ratio of non-performing loans to loans to customers equates to 13.80% (19.88% at 31 December 2017). More specifically, net bad loans amount to Euro 1,448.3 million (-49.94%), net unlikely to pay loans total Euro 1,695.8 million (-29.79%) and net past due loans amount total Euro 60.5 million (-35.09%). The coverage ratio, which benefited from the different measurement method introduced by IFRS 9 already described above, has increased significantly to 54.52% from 48.70% at the end of 2017, up by about 582 b.p..

(in thousands of Euro)							
Non-performing loans	31.12.2018		31.12.2017		%	%	%
	Gross	Net	Gross	Net	Gross	Net	Coverage
1. BPER Banca S.p.A.	4,905,782	2,028,553	7,149,278	3,446,806	-31.38	-41.15	58.65
2. BPER Bank Luxembourg s.a.	13,514	6,318	9,567	5,288	41.26	19.48	53.25
3. Banca di Sassari s.p.a.	12,502	6,304	12,020	5,171	4.01	21.91	49.58
4. Banco di Sardegna s.p.a.	1,101,353	578,967	2,151,514	1,147,932	-48.81	-49.56	47.43
5. Cassa di Risparmio di Bra s.p.a.	248,292	127,576	326,820	181,361	-24.03	-29.66	48.62
6. Cassa di Risparmio di Saluzzo s.p.a.	77,388	40,120	129,652	58,765	-40.31	-31.73	48.16
Total banks	6,358,831	2,787,838	9,778,851	4,845,323	-34.97	-42.46	56.16
7. Sardaleasing s.p.a.	651,179	398,386	721,392	539,432	-9.73	-26.15	38.82
8. Emil-Ro Factor s.p.a.	35,545	18,331	30,483	17,009	16.61	7.77	48.43
Total of balance sheet	7,045,555	3,204,555	10,530,726	5,401,764	-33.10	-40.68	54.52
Direct write-downs of bad loans	727,371	-	858,628	-	-15.29	n.s.	100.00
Adjusted total	7,772,926	3,204,555	11,389,354	5,401,764	-31.75	-40.68	58.77
Non-performing loans (Total of balance sheet)/Loans to customers	13.80%	6.81%	19.88%	11.35%			

Net bad loans total Euro 1,448.3 million (-49.94%) or 3.08% of total net loans to customers (6.08% at 31 December 2017), while on a gross basis the ratio of bad loans to total loans to customers is 8.50% (13.42% at 31 December 2017).

The coverage of bad loans is 66.62%, up from 59.30% at 31 December 2017.

(in thousands of Euro)

Bad loans	31.12.2018		31.12.2017		%	%	%
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	3,071,119	894,519	4,870,977	1,854,919	-36.95	-51.78	70.87
2. BPER Bank Luxembourg s.a.	5,734	262	5,590	1,574	2.58	-83.35	95.43
3. Banca di Sassari s.p.a.	5,393	1,061	5,824	814	-7.40	30.34	80.33
4. Banco di Sardegna s.p.a.	690,969	314,947	1,586,985	715,954	-56.46	-56.01	54.42
5. Cassa di Risparmio di Bra s.p.a.	148,600	50,368	165,102	54,048	-10.00	-6.81	66.10
6. Cassa di Risparmio di Saluzzo s.p.a.	46,256	14,878	84,314	23,010	-45.14	-35.34	67.84
Total banks	3,968,071	1,276,035	6,718,792	2,650,319	-40.94	-51.85	67.84
7. Sardaleasing s.p.a.	343,247	162,016	368,664	234,153	-6.89	-30.81	52.80
8. Emil-Ro Factor s.p.a.	26,842	10,206	21,679	8,718	23.82	17.07	61.98
Total of balance sheet	4,338,160	1,448,257	7,109,135	2,893,190	-38.98	-49.94	66.62
Direct write-downs of bad loans	727,371	-	858,628		-15.29	n.s.	100.00
Adjusted total	5,065,531	1,448,257	7,967,763	2,893,190	-36.42	-49.94	71.41
Bad loans (Total of balance sheet)/Loans to customers	8.50%	3.08%	13.42%	6.08%			

Net unlikely-to-pay loans total Euro 1,695.8 million (-29.79%), representing 3.60% of total net loans to customers (5.07% at 31 December 2017), while on a gross basis the ratio is 5.17% (6.26% at 31 December 2017).

The coverage of unlikely-to-pay loans has increased significantly since the end of 2017 to 35.73%, compared with 27.19% at 31 December 2017.

(in thousands of Euro)

Unlikely to pay loans	31.12.2018		31.12.2017		%	%	%
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	1,807,840	1,111,408	2,245,013	1,562,901	-19.47	-28.89	38.52
2. BPER Bank Luxembourg s.a.	7,780	6,056	3,977	3,714	95.62	63.06	22.16
3. Banca di Sassari s.p.a.	3,986	2,585	4,222	2,651	-5.59	-2.49	35.15
4. Banco di Sardegna s.p.a.	396,181	251,804	549,636	418,946	-27.92	-39.90	36.44
5. Cassa di Risparmio di Bra s.p.a.	97,139	74,947	155,907	122,022	-37.69	-38.58	22.85
6. Cassa di Risparmio di Saluzzo s.p.a.	31,068	25,188	45,337	35,754	-31.47	-29.55	18.93
Total banks	2,343,994	1,471,988	3,004,092	2,145,988	-21.97	-31.41	37.20
7. Sardaleasing s.p.a.	292,189	222,086	312,003	268,535	-6.35	-17.30	23.99
8. Emil-Ro Factor s.p.a.	2,191	1,715	1,232	837	77.84	104.90	21.73
Total of balance sheet	2,638,374	1,695,789	3,317,327	2,415,360	-20.47	-29.79	35.73
Unlikely to pay loans/Loans to customers	5.17%	3.60%	6.26%	5.07%			

The net amount of past due loans of Euro 60.5 million (-35.09%) represents 0.13% of total net loans to customers (0.20% at 31 December 2017), whereas, on a gross basis, the ratio of past due loans to total loans to customers is 0.14% (0.20% at 31 December 2017). The coverage of past due loans is 12.33% (10.60% at 31 December 2017).

(in thousands of Euro)							
Past due loans	31.12.2018		31.12.2017		%		
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	26,823	22,626	33,288	28,986	-19.42	-21.94	15.65
2. BPER Bank Luxembourg s.a.	-	-	-	-	-	-	-
3. Banca di Sassari s.p.a.	3,123	2,658	1,974	1,706	58.21	55.80	14.89
4. Banco di Sardegna s.p.a.	14,203	12,216	14,893	13,032	-4.63	-6.26	13.99
5. Cassa di Risparmio di Bra s.p.a.	2,553	2,261	5,811	5,291	-56.07	-57.27	11.44
6. Cassa di Risparmio di Saluzzo s.p.a.	64	54	1	1	--	--	15.63
Total banks	46,766	39,815	55,967	49,016	-16.44	-18.77	14.86
7. Sardaleasing s.p.a.	15,743	14,284	40,725	36,744	-61.34	-61.13	9.27
8. Emil-Ro Factor s.p.a.	6,512	6,410	7,572	7,454	-14.00	-14.01	1.57
Total of balance sheet	69,021	60,509	104,264	93,214	-33.80	-35.09	12.33
Past due loans/Loans to customers	0.14%	0.13%	0.20%	0.20%			

The impairment provisions for performing loans, Euro 165 million, represents 0.37% of the gross amount of performing loans (0.53% at the end of the previous year).

The distribution of loans to non-financial corporates is analysed by ATECO category below:

	(in thousands of Euro)	
Distribution of loans to non-financial corporates	31.12.2018	%
A. Agriculture, forestry and fishing	743,407	1.58
B. Mining and quarrying	41,749	0.09
C. Manufacturing	7,485,531	15.91
D. Provision of electricity, gas, steam and air-conditioning	759,991	1.62
E. Provision of water, sewerage, waste management and rehabilitation	299,710	0.64
F. Construction	2,500,537	5.31
G. Wholesaling and retailing, car and motorcycle repairs	4,550,367	9.67
H. Transport and storage	1,219,320	2.59
I. Hotel and restaurants	1,242,455	2.64
J. Information and communication	524,312	1.11
L. Real estate	3,001,775	6.38
M. Professional, scientific and technical activities	672,255	1.43
N. Rentals, travel agencies, business support services	859,166	1.83
O. Public administration and defence, compulsory social security	1,777	-
P. Education	29,146	0.06
Q. Health and welfare	377,787	0.80
R. Arts, sport and entertainment	182,725	0.39
S. Other services	211,334	0.45
Total loans to non-financial corporates	24,703,344	52.50
Individuals and other not included above	16,667,258	35.42
Financial corporates	3,331,919	7.08
Governments and other public entities	2,323,010	4.94
Insurance companies	25,411	0.05
Total loans	47,050,942	100.00

The following tables show, as at 30 June 2019 and 31 December 2018, the same a breakdown here above.

Net loans to customers consist solely of loans allocated to the asset caption 40 b) "Financial assets measured at amortised cost – loans to customers".

(in thousands of Euro)

Captions	30.06.2019	31.12.2018	Change	% Change
Current accounts	4,372,908	4,690,606	(317,698)	-6.77
Mortgage loans	28,903,966	28,373,757	530,209	1.87
Repurchase Agreement	392,209	202,778	189,431	93.42
Leases and factoring	3,561,672	3,666,579	(104,907)	-2.86
Other transactions	9,311,069	10,117,222	(806,153)	-7.97
Net loans to customers	46,541,824	47,050,942	(509,118)	-1.08

Loans to customers, net of adjustments, total Euro 46,541.8 million (Euro 47,050.9 million at 31 December 2018) down by Euro 509.1 million since 31 December 2018. Among the various technical forms, mortgage loans have increased by Euro 530.2 million and repurchase agreements by Euro 189.4 million, while current accounts have decreased by Euro 317.7 million and other transactions by Euro 806.2 million (principally the short-term lending of hot money).

(in thousands of Euro)

Captions	30.06.2019	31.12.2018	Change	% Change
Gross non-performing exposures	6,936,543	7,045,555	(109,012)	-1.55
Bad loans	4,321,481	4,338,160	(16,679)	-0.38
Unlikely to pay loans	2,525,551	2,638,374	(112,823)	-4.28
Past due loans	89,511	69,021	20,490	29.69
Gross performing exposures	43,549,549	44,011,304	(461,755)	-1.05
Total gross exposure	50,486,092	51,056,859	(570,767)	-1.12
Impairment provisions for non-performing exposures	3,798,700	3,841,000	(42,300)	-1.10
Bad loans	2,896,421	2,889,903	6,518	0.23
Unlikely to pay loans	890,814	942,585	(51,771)	-5.49
Past due loans	11,465	8,512	2,953	34.69
Impairment provisions for performing exposures	145,568	164,917	(19,349)	-11.73
Total impairment provisions	3,944,268	4,005,917	(61,649)	-1.54
Net non-performing exposures	3,137,843	3,204,555	(66,712)	-2.08
Bad loans	1,425,060	1,448,257	(23,197)	-1.60
Unlikely to pay loans	1,634,737	1,695,789	(61,052)	-3.60
Past due loans	78,046	60,509	17,537	28.98
Net performing exposures	43,403,981	43,846,387	(442,406)	-1.01
Total net exposure	46,541,824	47,050,942	(509,118)	-1.08

At the end of the first half of 2019, impairment provisions for non-performing loans total Euro 3,798.7 million (Euro 3,841.0 million as at 31 December 2018; -1.10%), with a coverage ratio of 54.76% (54.52% as at 31 December 2018), while impairment provisions for performing loans amount to Euro 145.6 million (Euro 164.9 million as at 31 December 2018; -11.73%), with a coverage ratio of 0.33%. This is slightly less than the coverage reported at the end of 2018, reflecting a further improvement in the quality of the portfolio of loans and the routine update of impairment models during the period.

Considering the direct write-offs of bad loans involved in bankruptcy proceedings, Euro 781.3 million (Euro 727.4 million at 31 December 2018), the coverage ratio increases to 59.34% (58.77% at 31 December 2018).

The total coverage ratio is therefore 7.81%, in line with the figure at 31 December 2018 (7.85%). Based on the same considerations set out above concerning direct write-offs, the total effective coverage of loans comes to 9.22% (9.14% at 31 December 2018).

(in thousands of Euro)

Loans to customers	30.06.2019		31.12.2018		%	%	%
	Gross	Net	Gross	Net	Gross	Net	Coverage
1. BPER Banca S.p.A.	38,724,775	35,790,842	39,677,286	36,673,479	-2.40	-2.41	7.58
2. BPER Bank Luxembourg s.a.	251,739	244,127	236,743	229,163	6.33	6.53	3.02
3. Banca di Sassari s.p.a.	1,182,371	1,169,136	930,338	919,329	27.09	27.17	1.12
4. Banco di Sardegna s.p.a.	7,828,624	7,287,516	7,772,814	7,231,641	0.72	0.77	6.91
5. Cassa di Risparmio di Bra s.p.a.	1,165,132	1,039,779	1,183,697	1,060,168	-1.57	-1.92	10.76
6. Cassa di Risparmio di Saluzzo s.p.a.	599,718	561,063	636,243	597,273	-5.74	-6.06	6.45
Total banks	49,752,359	46,092,463	50,437,121	46,711,053	-1.36	-1.32	7.36
7. Sardaleasing s.p.a.	3,338,345	3,072,554	3,377,874	3,116,700	-1.17	-1.42	7.96
8. Emil-Ro Factor s.p.a.	815,770	797,189	877,339	858,664	-7.02	-7.16	2.28
Other companies and consolidation adjustments	(3,420,382)	(3,420,382)	(3,635,475)	(3,635,475)	-5.92	-5.92	-
Total of balance sheet	50,486,092	46,541,824	51,056,859	47,050,942	-1.12	-1.08	7.81

Net non-performing loans amount to Euro 3,137.8 million (-2.08%), equating to 6.74% of total net loans to customers (6.81% at 31 December 2018), whereas, on a gross basis, the non-performing loans on loans to customers ratio equates to 13.74% (13.80% at 31 December 2018).

More specifically, net bad loans amount to Euro 1,425.1 million (-1.60%), net unlikely to pay loans total Euro 1,634.7 million (-3.60%) and net past due loans amounts total Euro 78.0 million (+28.98%).

The coverage ratio, which continues to be influenced by the de-risking measures being taken by the Group, is up by about 24 bps compared with the end of the previous year, reaching 54.76% compared with 54.52% at the end of 2018.

(in thousands of Euro)

Non-performing loans	30.06.2019		31.12.2018		%	%	%
	Gross	Net	Gross	Net	Gross	Net	Coverage
1. BPER Banca S.p.A.	4,798,553	1,973,071	4,905,782	2,028,553	-2.19	-2.74	58.88
2. BPER Bank Luxembourg s.a.	9,956	2,726	13,514	6,318	-26.33	-56.85	72.62
3. Banca di Sassari s.p.a.	13,070	6,361	12,502	6,304	4.54	0.90	51.33
4. Banco di Sardegna s.p.a.	1,071,157	547,612	1,101,353	578,967	-2.74	-5.42	48.88
5. Cassa di Risparmio di Bra s.p.a.	245,149	122,196	248,292	127,576	-1.27	-4.22	50.15
6. Cassa di Risparmio di Saluzzo s.p.a.	74,928	37,461	77,388	40,120	-3.18	-6.63	50.00
Total banks	6,212,813	2,689,427	6,358,831	2,787,838	-2.30	-3.53	56.71
7. Sardaleasing s.p.a.	690,099	431,951	651,179	398,386	5.98	8.43	37.41
8. Emil-Ro Factor s.p.a.	33,631	16,465	35,545	18,331	-5.38	-10.18	51.04
Total of balance sheet	6,936,543	3,137,843	7,045,555	3,204,555	-1.55	-2.08	54.76
Direct write-offs of bad loans	781,349	-	727,371	-	7.42	n.s.	100.00
Adjusted total	7,717,892	3,137,843	7,772,926	3,204,555	-0.71	-2.08	59.34
Non-performing loans (Total of balance sheet)/Loans to customers	13.74%	6.74%	13.80%	6.81%			

Net bad loans total Euro 1,425.1 million (-1.60%) or 3.06% of total net loans to customers (3.08% at 31 December 2018), while on a gross basis the bad loans on total loans to customers ratio is 8.56% (8.50% at 31 December 2018).

The coverage of bad loans is 67.02%, up from 66.62% at 31 December 2018.

(in thousands of Euro)

Bad loans	30.06.2019		31.12.2018		%	%	%
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	3,041,210	894,783	3,071,119	894,519	-0.97	0.03	70.58
2. BPER Bank Luxembourg s.a.	6,064	262	5,734	262	5.76	-	95.68
3. Banca di Sassari s.p.a.	5,946	1,206	5,393	1,061	10.25	13.67	79.72
4. Banco di Sardegna s.p.a.	695,373	290,426	690,969	314,947	0.64	-7.79	58.23
5. Cassa di Risparmio di Bra s.p.a.	147,674	46,774	148,600	50,368	-0.62	-7.14	68.33
6. Cassa di Risparmio di Saluzzo s.p.a.	45,272	13,763	46,256	14,878	-2.13	-7.49	69.60
Total banks	3,941,539	1,247,214	3,968,071	1,276,035	-0.67	-2.26	68.36
7. Sardaleasing s.p.a.	355,651	169,836	343,247	162,016	3.61	4.83	52.25
8. Emil-Ro Factor s.p.a.	24,291	8,010	26,842	10,206	-9.50	-21.52	67.02
Total of balance sheet	4,321,481	1,425,060	4,338,160	1,448,257	-0.38	-1.60	67.02
Direct write-offs of bad loans	781,349	-	727,371	-	7.42	n.s.	100.00
Adjusted total	5,102,830	1,425,060	5,065,531	1,448,257	0.74	-1.60	72.07
Bad loans (Total of balance sheet)/Loans to customers	8.56%	3.06%	8.50%	3.08%			

Net unlikely-to-pay loans total Euro 1,634.7 million (-3.60%), representing 3.51% of total net loans to customers (3.60% at 31 December 2018), while on a gross basis the ratio is 5.00% (5.17% at 31 December 2018).

The coverage of unlikely-to-pay loans has decreased since the end of 2018 to 35.27%, compared with 35.73% at 31 December 2018.

(in thousands of Euro)

Unlikely to pay loans	30.06.2019		31.12.2018		%	%	%
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	1,724,265	1,050,096	1,807,840	1,111,408	-4.62	-5.52	39.10
2. BPER Bank Luxembourg s.a.	3,892	2,464	7,780	6,056	-49.97	-59.31	36.69
3. Banca di Sassari s.p.a.	4,559	3,012	3,986	2,585	14.38	16.52	33.93
4. Banco di Sardegna s.p.a.	356,751	240,730	396,181	251,804	-9.95	-4.40	32.52
5. Cassa di Risparmio di Bra s.p.a.	93,800	72,301	97,139	74,947	-3.44	-3.53	22.92
6. Cassa di Risparmio di Saluzzo s.p.a.	29,548	23,608	31,068	25,188	-4.89	-6.27	20.10
Total banks	2,212,815	1,392,211	2,343,994	1,471,988	-5.60	-5.42	37.08
7. Sardaleasing s.p.a.	307,855	238,460	292,189	222,086	5.36	7.37	22.54
8. Emil-Ro Factor s.p.a.	4,881	4,066	2,191	1,715	122.77	137.08	16.70
Total of balance sheet	2,525,551	1,634,737	2,638,374	1,695,789	-4.28	-3.60	35.27
Unlikely to pay loans/Loans to customers	5.00%	3.51%	5.17%	3.60%			

The net amount of past due loans of Euro 78.0 million (+28.98%) represents 0.17% of total net loans to customers (0.13% at 31 December 2018), whereas, on a gross basis, the past due loans on total loans to customers ratio is 0.18% (0.14% at 31 December 2018). The coverage of past due loans is 12.81% (12.33% at 31 December 2018).

(in thousands of Euro)							
Past due loans	30.06.2019		31.12.2018		%	%	%
	Gross	Net	Gross	Net	Gross change	Net change	Coverage ratio
1. BPER Banca S.p.A.	33,078	28,192	26,823	22,626	23.32	24.60	14.77
2. BPER Bank Luxembourg s.a.	-	-	-	-	-	-	-
3. Banca di Sassari s.p.a.	2,565	2,143	3,123	2,658	-17.87	-19.38	16.45
4. Banco di Sardegna s.p.a.	19,033	16,456	14,203	12,216	34.01	34.71	13.54
5. Cassa di Risparmio di Bra s.p.a.	3,675	3,121	2,553	2,261	43.95	38.04	15.07
6. Cassa di Risparmio di Saluzzo s.p.a.	108	90	64	54	68.75	66.67	16.67
Total banks	58,459	50,002	46,766	39,815	25.00	25.59	14.47
7. Sardaleasing s.p.a.	26,593	23,655	15,743	14,284	68.92	65.60	11.05
8. Emil-Ro Factor s.p.a.	4,459	4,389	6,512	6,410	-31.53	-31.53	1.57
Total of balance sheet	89,511	78,046	69,021	60,509	29.69	28.98	12.81
Past due loans/Loans to customers	0.18%	0.17%	0.14%	0.13%			

The distribution of loans to non-financial corporates is analysed by ATECO category below:

	(in thousands of Euro)	
Distribution of loans to non-financial corporates	30.06.2019	%
A. Agriculture, forestry and fishing	754,117	1.62
B. Mining and quarrying	42,018	0.09
C. Manufacturing	7,037,499	15.13
D. Provision of electricity, gas, steam and air-conditioning	662,171	1.42
E. Provision of water, sewerage, waste management and rehabilitation	325,023	0.70
F. Construction	2,335,042	5.02
G. Wholesaling and retailing, car and motorcycle repairs	4,330,154	9.30
H. Transport and storage	912,752	1.96
I. Hotel and restaurants	1,236,216	2.66
J. Information and communication	280,821	0.60
L. Real estate	2,954,605	6.35
M. Professional, scientific and technical activities	669,801	1.44
N. Rentals, travel agencies, business support services	921,332	1.98
O. Public administration and defence, compulsory social security	1,321	-
P. Education	22,074	0.05
Q. Health and welfare	349,143	0.75
R. Arts, sport and entertainment	155,225	0.33
S. Other services	243,169	0.52
Total loans to non-financial corporates	23,232,483	49.92
Individuals and other not included above	17,356,667	37.29
Financial corporates	3,599,049	7.73
Insurance companies	16,559	0.04
Governments and other public entities	2,337,066	5.02
Total loans	46,541,824	100.00

Net interbank lending

(in thousands of Euro)

Net interbank position	31.12.2018	31.12.2017	Change	% Change
A. Loans to banks	1,540,509	3,012,515	(1,472,006)	-48.86
1. Current accounts and deposits	169,438	259,261	(89,823)	-34.65
2. Reverse repurchase agreements	-	300,025	(300,025)	-100.00
3. Other	1,371,071	2,453,229	(1,082,158)	-44.11
B. Due to banks	13,126,248	12,984,226	142,022	1.09
Total (A-B)	(11,585,739)	(9,971,711)	(1,614,028)	16.19

(in thousands of Euro)

Net interbank position	30.06.2019	31.12.2018	Change	% Change
A. Loans to banks	2,616,439	1,540,509	1,075,930	69.84
1. Current accounts and deposits	341,755	169,438	172,317	101.70
2. Reverse repurchase agreements	406,576	-	406,576	n.s.
3. Other	1,868,108	1,371,071	497,037	36.25
B. Due to banks	12,504,749	13,126,248	(621,499)	-4.73
Total (A-B)	(9,888,310)	(11,585,739)	1,697,429	-14.65

Refinancing transactions with the European Central Bank

The following table gives details of the operations with the ECB as 30 June 2019. No variation occurred since 31 December 2018.

(in millions of Euro)

Refinancing transactions with the European Central Bank	Capital	Maturity
1. Targeted Long Term Refinancing Operation (TLTRO-II) - BPER Banca	4,000	24.06.2020
2. Targeted Long Term Refinancing Operation (TLTRO-II) - CR Saluzzo	95	24.06.2020
3. Targeted Long Term Refinancing Operation (TLTRO-II) - BPER Banca	1,000	16.12.2020
4. Targeted Long Term Refinancing Operation (TLTRO-II) - BPER Banca	4,136	24.03.2021
5. Targeted Long Term Refinancing Operation (TLTRO-II) - CR Saluzzo	34	24.03.2021
Total	9,265	

The BPER Group has therefore obtained the maximum allowed amount of the TLTRO II loans. The original amount, Euro 9,265 million, has decreased to Euro 9,167 million at 30 June 2019 after deducting the accrued interest income.

At 30 June 2019, the Central Treasury holds significant resources relating to securities eligible for refinancing at the European Central Bank, with an overall amount, net of margin calls, of Euro 19,289 million (Euro 18,716 million at 31 December 2018). The available portion amounts to Euro 7,562 million (Euro 5,692 million at 31 December 2018).

Counterbalancing Capacity

The following table sets forth the information as at 31 December 2018.

(in millions of Euro)				
<i>Counterbalancing Capacity</i>	Nominal value	Guarantee value	Restricted portion	Available portion
Eligible securities and loans		18,716	13,024	5,692
1 Securities as collateral for own and third-party commitments		522	522	
2 Securities subject to funding repurchase agreements		3,316	3,316	
3 Securities and loans not transferred to the Pooling Account		1,974		1,974
4 Securities and loans transferred to the Pooling Account		12,904	9,186	3,718
<i>of which:</i>				
<i>Own debt guaranteed by the Italian Government</i>				
<i>Own securitisations</i>	2,286	1,987		
<i>Guaranteed Bank Bonds issued by the Bank</i>	2,950	2,475		
<i>Collateralized Bank Assets (A.BA.CO.)</i>	4,824	2,522		

As summarised in the table, at 31 December 2018, the Pooling account of the Central Treasury possessed significant resources relating to securities eligible for refinancing by the European Central Bank, of an overall amount, net of margin call, of Euro 12,904 million, of which Euro 9,186 million has been refinanced (Euro 3,718 million is still available).

These include:

- securities from self-securitisations of performing residential mortgage portfolios given to the Bank's own customers (currently Euro 1,491.1 million, eligible for refinancing up to Euro 1,270.6 million), using the special purpose vehicles Dedalo s.r.l. and Sardegna RE Finance s.r.l.;
- securities from self-securitisations of performing residential mortgage portfolios given to the Bank's own customers in the small and medium-sized businesses segment (currently Euro 794.7 million, eligible for refinancing up to Euro 716.8 million), using the special purpose vehicle Multi Lease AS s.r.l.;
- Guaranteed Bank Bonds issue by the Bank with a nominal value of Euro 2,950 million, eligible for refinancing up to Euro 2,475.4 million, using the special purpose vehicle Estense CPT Covered Bond s.r.l.;
- Collateralised Bank Assets (A.BA.CO) for Euro 4,824 million at 31 December 2018, of which Euro 2,522.5 million eligible for refinancing.

The following table sets forth the information as at 30 June 2019.

(in millions of Euro)				
<i>Counterbalancing Capacity</i>	Nominal value	Guarantee value	Restricted portion	Available portion
Eligible securities and loans		19,289	11,727	7,562
1 Securities as collateral for own and third-party commitments		361	361	
2 Securities subject to funding repurchase agreements		2,199	2,199	
3 Securities and loans not transferred to the Pooling Account		4,793		4,793
4 Securities and loans transferred to the Pooling Account		11,936	9,167	2,769
<i>of which:</i>				
<i>Own securitisations</i>	<i>2,021</i>	<i>1,769</i>		
<i>Guaranteed Bank Bonds issued by the Bank</i>	<i>3,150</i>	<i>2,673</i>		
<i>Collateralized Bank Assets (A.BA.CO.)</i>	<i>4,876</i>	<i>2,596</i>		

As summarised in the table, as at 30 June 2019, the Pooling account of the Central Treasury had significant resources relating to securities eligible for refinancing by the European Central Bank, of an overall amount, net of margin call, of Euro 11,936 million, of which Euro 9,167 million has been refinanced (Euro 2,769 million is still available).

These include:

- securities from own-securitisations of performing residential mortgage portfolios given to the Bank's own customers (currently Euro 1,394.6 million, eligible for refinancing up to Euro 1,201.8 million), using the special purpose vehicles Dedalo s.r.l. and Sardegna RE-Finance s.r.l.;
- securities from own-securitisations of performing lease contracts with customers in the small and medium-sized businesses segment (currently Euro 626.8 million, eligible for refinancing up to Euro 566.8 million), using the special purpose vehicle Multi Lease AS s.r.l.;
- Guaranteed Bank Bonds issue by the Bank with a nominal value of Euro 3,150 million, eligible for refinancing up to Euro 2,673.3 million, using the special purpose vehicles Estense Covered Bond s.r.l. and Estense CPT Covered Bond s.r.l.;
- Collateralized Bank Assets (A.BA.CO.) for Euro 4,876 million as at 30 June 2019, of which Euro 2,596.4 million eligible for refinancing.

Funding

The following table shows the BPER Group's borrowing breakdown.

(in thousands of Euro)				
Captions	31.12.2018	31.12.2017	Change	% Change
Current accounts and demand deposits	37,413,210	35,285,793	2,127,417	6.03
Time deposits	1,901,381	2,455,533	(554,152)	-22.57
Repurchase agreements	2,539,391	2,148,650	390,741	18.19
Other short-term loans	2,740,881	2,804,102	(63,221)	-2.25
Bonds	3,990,573	5,391,780	(1,401,207)	-25.99
- subscribed by institutional customers	2,531,595	3,037,251	(505,656)	-16.65
- subscribed by ordinary customers	1,458,978	2,354,529	(895,551)	-38.04
Certificates	52,672	69,771	(17,099)	-24.51
Certificates of deposit	1,358,311	2,090,788	(732,477)	-35.03
Direct deposits from customers	49,996,419	50,246,417	(249,998)	-0.50
Indirect deposits (off-balance sheet figure)	36,257,418	35,864,653	392,765	1.10
- of which managed	19,330,962	19,754,236	(423,274)	-2.14
- of which administered	16,926,456	16,110,417	816,039	5.07
Customer funds under management	86,253,837	86,111,070	142,767	0.17
Bank borrowing	13,126,248	12,984,226	142,022	1.09
Funds under administration or management	99,380,085	99,095,296	284,789	0.29

Direct deposits from customers, Euro 49,996.4 million, is in line with the previous year.

Of the various technical forms, there has been a significant reduction in bonds of Euro 1,401.2 million (-25.99%, both in bonds placed with ordinary customers, which are down by Euro 895.6 million and with institutional investors, down by Euro 505.7 million), in certificates of deposit of Euro 732.5 million (-35.03%) and in restricted deposits of Euro 554.2 million (-22.57%).

On the other hand, there have been increases in current accounts of Euro 2,127.4 million (+6.03%) and repurchase agreements of Euro 390.7 million (+18.19%). The trends within this aggregate therefore show a greater propensity on the part of customers for more liquid forms of deposit.

Indirect customer deposits, marked to market, come to Euro 36,257.4 million, up on 31 December 2017 (+1.10%), despite the stock suffered from the negative market trend.

Total funds administered or managed by the Group, including deposits from banks (Euro 13,126.2 million) amount to Euro 99,380.1 million, substantially stable compared with 31 December 2017.

(in thousands of Euro)				
Direct deposits	31.12.2018	31.12.2017	Change	% Change
1. BPER Banca S.p.A.	36,292,280	36,885,323	(593,043)	-1.61
2. BPER Bank Luxembourg s.a.	900,837	828,847	71,990	8.69
3. Banca di Sassari s.p.a.	124,905	153,606	(28,701)	-18.68
4. Banco di Sardegna s.p.a.	11,229,434	11,031,484	197,950	1.79
5. Cassa di Risparmio di Bra s.p.a.	803,429	830,682	(27,253)	-3.28
6. Cassa di Risparmio di Saluzzo s.p.a.	727,329	788,023	(60,694)	-7.70
Total banks	50,078,214	50,517,965	(439,751)	-0.87
Other companies and consolidation adjustments	(81,795)	(271,548)	189,753	-69.88
Total	49,996,419	50,246,417	(249,998)	-0.50

Direct deposits include subordinated liabilities:

(in thousands of Euro)				
Captions	31.12.2018	31.12.2017	Change	% Change
Non-convertible subordinated liabilities	775,973	847,778	(71,805)	-8.47
Total subordinated liabilities	775,973	847,778	(71,805)	-8.47

The reductions reflect the payment of instalments on loans issued by the Parent Company that fell due on 31 December 2017 and were settled by the custodian bank on 2 January 2018.

There are no convertible subordinated liabilities at 31 December 2018 (as at 31 December 2017).

(in thousands of Euro)

Indirect deposits	31.12.2018	31.12.2017	Change	% Change
1. BPER Banca S.p.A.	31,978,280	31,639,460	338,820	1.07
2. BPER Bank Luxembourg s.a.	624,615	651,612	(26,997)	-4.14
3. Banco di Sardegna s.p.a.	4,025,753	3,741,020	284,733	7.61
4. Cassa di Risparmio di Bra s.p.a.	504,858	503,566	1,292	0.26
5. Cassa di Risparmio di Saluzzo s.p.a.	312,859	362,029	(49,170)	-13.58
Total banks	37,446,365	36,897,687	548,678	1.49
Other companies and consolidation adjustments	(1,188,947)	(1,033,034)	(155,913)	15.09
Total	36,257,418	35,864,653	392,765	1.10

The table below sets out the same breakdown as of 30 June 2019.

(in thousands of Euro)

Captions	30.06.2019	31.12.2018	Change	% Change
Current accounts and demand deposits	39,368,763	37,413,210	1,955,553	5.23
Time deposits	1,672,438	1,901,381	(228,943)	-12.04
Repurchase agreements	1,469,519	2,539,391	(1,069,872)	-42.13
Lease liabilities	224,622	11,883	212,739	--
Other short-term loans	2,730,506	2,728,998	1,508	0.06
Bonds	4,372,267	3,990,573	381,694	9.56
- subscribed by institutional customers	3,147,069	2,531,595	615,474	24.31
- subscribed by ordinary customers	1,225,198	1,458,978	(233,780)	-16.02
Certificates	45,341	52,672	(7,331)	-13.92
Certificates of deposit	1,145,598	1,358,311	(212,713)	-15.66
Direct deposits from customers	51,029,054	49,996,419	1,032,635	2.07
Indirect deposits (off-balance sheet figure)	38,196,945	36,257,418	1,939,527	5.35
- of which managed	20,147,648	19,330,962	816,686	4.22
- of which administered	18,049,297	16,926,456	1,122,841	6.63
Customer funds under management	89,225,999	86,253,837	2,972,162	3.45
Bank borrowing	12,504,749	13,126,248	(621,499)	-4.73
Funds under administration or management	101,730,748	99,380,085	2,350,663	2.37

Direct deposits from customers of Euro 51,029.1 million have increased by 2.07% since 31 December 2018. The increase is also influenced by the recognition of lease liabilities in accordance with IFRS 16 (Euro 212.7 million). “Lease Liabilities” caption as at 31 December 2018 reflect recognition of the liability arising under finance leases pursuant to IAS 17.

Among the various technical forms, there has been an increase in bonds of Euro 381.7 million (+9.56%), mainly due to new issues of covered bonds in the period, and current accounts for Euro 1,955.6 million (+5.23%).

Repurchase agreements have decreased by Euro 1,069.9 million (-42.13%), time deposits by Euro 228.9 million (-12.04%) and certificates of deposit by Euro 212.7 million (-15.66%). Once again, the dynamics within this aggregate highlight the propensity of customers to hold the more liquid forms of deposit.

Indirect deposits from customers, marked to market, come to Euro 38,196.9 million, up on 31 December 2018 (+5.35%). This increase was influenced, in particular, by the appreciation of market values with, in addition, a contribution from net inflows, which turned positive during the second quarter of 2019.

Total funds under administration or management by the Group, including deposits from banks (Euro 12,504.7 million) amount to Euro 101,730.7 million, an increase of 2.37% compared with 31 December 2018.

(in thousands of Euro)				
Direct deposits	30.06.2019	31.12.2018	Change	% Change
1. BPER Banca S.p.A.	37,924,418	36,292,280	1,632,138	4.50
2. BPER Bank Luxembourg s.a.	1,171,072	900,837	270,235	30.00
3. Banca di Sassari s.p.a.	125,240	124,905	335	0.27
4. Banco di Sardegna s.p.a.	10,513,091	11,229,434	(716,343)	-6.38
5. Cassa di Risparmio di Bra s.p.a.	829,044	803,429	25,615	3.19
6. Cassa di Risparmio di Saluzzo s.p.a.	719,326	727,329	(8,003)	-1.10
Total banks	51,282,191	50,078,214	1,203,977	2.40
Other companies and consolidation adjustments	(253,137)	(81,795)	(171,342)	209.48
Total	51,029,054	49,996,419	1,032,635	2.07

Direct deposits include subordinated liabilities:

(in thousands of Euro)				
Captions	30.06.2019	31.12.2018	Change	% Change
Non-convertible subordinated liabilities	758,177	775,973	(17,796)	-2.29
Total subordinated liabilities	758,177	775,973	(17,796)	-2.29

There are no convertible subordinated liabilities at 30 June 2019 (as at 31 December 2018).

(in thousands of Euro)

Indirect deposits	30.06.2019	31.12.2018	Change	% Change
1. BPER Banca S.p.A.	33,784,532	31,978,280	1,806,252	5.65
2. BPER Bank Luxembourg s.a.	539,750	624,615	(84,865)	-13.59
3. Banco di Sardegna s.p.a.	4,161,978	4,025,753	136,225	3.38
4. Cassa di Risparmio di Bra s.p.a.	545,510	504,858	40,652	8.05
5. Cassa di Risparmio di Saluzzo s.p.a.	352,829	312,859	39,970	12.78
Total banks	39,384,599	37,446,365	1,938,234	5.18
Other companies and consolidation adjustments	(1,187,654)	(1,188,947)	1,293	-0.11
Total	38,196,945	36,257,418	1,939,527	5.35

Own Funds and capital ratios

The harmonised rules for banks and investment companies contained in Regulation (EU) 575/2013 (CRR) and in the 2013/36/EU Directive (CRD IV) approved on 26 June 2013 and published in the Official Journal of the European Union the next day, entered into force on 1 January 2014. This regulatory framework, which is the only set of rules that seeks to harmonise prudential regulations of the Member States of the European Community, was made applicable in Italy by the Bank of Italy's Circular 285, published on 17 December 2013 and subsequent updates. From 30 June 2015 the accounting scope of consolidation is aligned with that required for prudential reporting purposes: companies excluded are treated in the same way as the banks and companies subject to significant influence and measured using the equity method.

On 31 December 2018, the BPER Group adopted internal models for measuring the capital requirements relating to the credit risk represented by both business and retail customers. The model scope includes BPER, Banco di Sardegna and Banca di Sassari. Cassa di Risparmio di Bra, Sardaleasing and Cassa di Risparmio di Saluzzo are formally included in the roll-out plan and will adopt the IRB Approach as scheduled in the plan. The other BPER Group companies and asset classes not included in the roll-out plan will continue to use the Standardised Approach.

At 31 December 2018 the Common Equity Tier 1 Ratio requirement to be complied with was equal to 8.136% Phased in and 8.761% Fully Phased, as it was also influenced by the additional requirement constituted by the specific countercyclical capital reserve of the BPER Group of 0.011% in the fourth quarter of 2018. Compared with that limit, the amount of available equity at 31 December 2018 can be quantified at Euro 1,877 million (about 613 bps of CET1) under the Phased in transitional arrangements, while on a Fully Phased basis it can be put at Euro 972 million, about 319 bps.

Considering all of the above, the amount of CET1 has been calculated taking into account the portion of the profit for the year that is allocable to equity, namely Euro 339.4 million. BPER has made the required communication to the ECB regarding its calculation for prudential supervision purposes, both pursuant to art. 3 of Decision (EU) 656/2015 of the European Central Bank dated 4 February 2015 and as envisaged in art. 26, para. 2, of Regulation (EU) 575/2013 (CRR), and received authorisation on 11 February 2019.

The following table shows the BPER Group's capital ratios and the minimum capital adequacy requirements for regulatory purposes as at 31 December 2018.

(in thousand of Euro)

	31.12.2018 Fully Phased	31.12.2018 Phased in	31.12.2017 Fully Phased	31.12.2017 Phased in	Change in Phased in	% Change
Common Equity Tier 1 capital- CET1	3,642,754	4,367,711	4,455,677	4,522,957	(155,246)	-3.43
Additional Tier 1 capital - AT1	31,554	31,554	32,099	28,330	3,224	11.38
Tier 1 capital - Tier 1	3,674,308	4,399,265	4,487,776	4,551,287	(152,022)	-3.34
Tier 2 capital - Tier 2 - T2	878,992	879,587	878,460	885,544	(5,957)	-0.67
Total Own Funds	4,553,300	5,278,852	5,366,236	5,436,831	(157,979)	-2.91
Total Risk-weighted assets (RWA)	30,489,167	30,606,171	32,573,002	32,573,002	(1,966,831)	-6.04
CET1 Ratio (CET1/RWA)	11.95%	14.27%	13.68%	13.89%	38 b.p.	
Tier 1 Ratio (Tier 1/RWA)	12.05%	14.37%	13.78%	13.97%	40 b.p.	
Total Capital Ratio (Total Own Funds/RWA)	14.93%	17.25%	16.47%	16.69%	56 b.p.	
RWA/Total assets	43.16%	43.33%	45.66%	45.66%	-233 b.p.	

As stated previously, the following capital ratios were determined after taking into account the AIRB validation, the profit for the year to 31 December 2018, net of the expected dividend and of the choice to apply the static approach in the transition to IFRS 9:

- Common Equity Tier 1 Ratio (Phased in) of 14.27% (14.74% at 30 September 2018, 14.72% at 30 June 2018, 14.61% at 31 March 2018 and 13.89% at 31 December 2017). The ratio calculated on the full application regime (Fully Phased) is equal to 11.95% (12% at 30 September 2018, 11.63% at 30 June 2018, 11.71% at 31 March 2018 and 13.68% at 31 December 2017);
- Tier 1 ratio (Phased in) of 14.37% (14.84% at 30 September 2018, 14.81% at 30 June 2018, 14.70% at 31 March 2018 and 13.97% at 31 December 2017);
- Total Capital ratio (Phased in) of 17.25% (17.73% at 30 September 2018, 17.63% at 30 June 2018, 17.50% at 31 March 2018 and 16.69% at 31 December 2017).

The capital ratios (Phased in) are all much higher than the minimum levels required by the regulations (at 31 December 2018 equal to 6.375%, 7.875% and 9.875% respectively). The CET1 ratio is also well above the specific obligations for additional Own Funds imposed by the ECB as part of the 2019 SREP process, set at 9% for 2019, in force from 1 March 2019.

Note that the BPER Group uses different methods for calculating risk-weighted assets, which are summarised below:

- credit risk - for Group entities represented by BPER, Banco di Sardegna and Banca di Sassari, the credit risk measurement is performed using the AIRB method. For Banks and other Companies that are not in the scope of validation and for other risk assets not included in the validated models, the standardized approach has been maintained;
- credit down-rating risk - the standardized approach is used;

- market risk - the standardized approach is used for assessing market risk (general and specific risk on equities, general risk on debt securities and positioning risk for units in investment funds) to determine the related individual and consolidated capital requirement;
- operational risk - operational risk measurement uses the standardized approach (TSA).

On 30 June 2019, the BPER Group adopted internal models for measuring the capital requirements relating to the credit risk represented by both business and retail customers. The scope of the models includes BPER, Banco di Sardegna and Banca di Sassari and, from the current period, also Cassa di Risparmio di BRA. Sardaleasing and Cassa di Risparmio di Saluzzo are formally included in the roll-out plan and will adopt the IRB Approach as scheduled in the plan. The other BPER Group companies and asset classes not included in the roll-out plan will continue to use the Standardised Approach.

The use of internal models has given rise to an increase in the capital buffer over and above the ECB's minimum requirement at the time of the 2018 SREP in force from 1 March 2019 (9% Phased in and Fully Phased). At 30 June 2019 the Common Equity Tier 1 Ratio requirement to be complied with was equal to 9.014% Phased in and Fully Phased, as it was also influenced by the additional requirement constituted by the specific countercyclical capital reserve of the BPER Group of 0.014% in the first half of 2019. Compared with that limit, the amount of available equity at 30 June 2019 can be quantified at Euro 1,616 million (about 532 bps of CET1) under the Phased in transitional arrangements, while on a Fully Phased basis it can be put at Euro 1,005 million, about 332 bps.

With regard to the above, the amount calculated for CET1 includes that portion of the profit for the period allocable to equity, Euro 47.5 million, as determined in accordance with the process envisaged in art. 3 of ECB Decision (EU) 656/2015 dated 4 February 2015 and art. 26, para. 2, of Regulation (EU) 575/2013 (CRR).

The following table shows BPER Group's capital ratios and the minimum capital adequacy requirements for regulatory purposes as at 30 June 2019.

	(in thousands of Euro)					
	30.06.2019	30.06.2019	31.12.2018	31.12.2018	Change	%
	Fully Phased	Phased in	Fully Phased	Phased in	in Phased in	Change
Common Equity Tier 1 capital- CET1	3,737,485	4,356,558	3,642,754	4,367,711	(11,153)	-0.26
Additional Tier 1 capital - AT1	25,856	25,856	31,554	31,554	(5,698)	-18.06
Tier 1 capital - Tier 1	3,763,341	4,382,414	3,674,308	4,399,265	(16,851)	-0.38
Tier 2 capital - Tier 2 - T2	883,435	883,945	878,992	879,587	4,358	0.50
Total Own Funds	4,646,776	5,266,359	4,553,300	5,278,852	(12,493)	-0.24
Total Risk-weighted assets (RWA)	30,318,910	30,402,689	30,489,167	30,606,171	(203,482)	-0.66
CET1 Ratio (CET1/RWA)	12.33%	14.33%	11.95%	14.27%	6 bps	
Tier 1 Ratio (Tier 1/RWA)	12.41%	14.42%	12.05%	14.37%	5 bps	
Total Capital Ratio (Total Own Funds/RWA)	15.33%	17.32%	14.93%	17.25%	7 bps	
RWA/Total assets	42.36%	42.47%	43.16%	43.33%	-86 bps	

As stated previously, the following capital ratios were determined after taking into account the AIRB validation and the profit for the period to 30 June 2019, net of the expected dividend:

- Common Equity Tier 1 Ratio (Phased in) of 14.33% (14.24% at 31 March 2019 and 14.27% at 31 December 2018). This ratio calculated on a Fully Phased basis comes to 12.33% (12.24% at 31 March 2019 and 11.95% at 31 December 2018);
- Tier 1 Ratio (Phased in) of 14.42% (14.32% at 31 March 2019 and 14.37% at 31 December 2018);
- Total Capital Ratio (Phased in) of 17.32% (17.23% at 31 March 2019 and 17.25% at 31 December 2018).

Note that the BPER Group uses different methods for calculating risk-weighted assets, which are summarised below:

- credit risk - for Group entities represented by BPER Banca, Banco di Sardegna, Banca di Sassari and Cassa di Risparmio di BRA, the credit risk measurement is performed using the AIRB method. For Banks and other Companies that are not in the scope of validation and for other risk assets not included in the validated models, the standardized approach has been maintained;
- credit down-rating risk - the standardized approach is used;
- market risk - the standardized approach is used for assessing market risk (general and specific risk on equity instruments, general risk on debt securities and positioning risk for units in investment funds) to determine the related individual and consolidated capital requirement;
- operational risk - operational risk measurement uses the standardized approach (TSA).

Economic Performance

The table below sets out the consolidated income statement as at 31 December 2018 compared with 31 December 2017.

		(in thousands)	
Captions	31.12.2018	31.12.2017	
10. Interest and similar income	1,375,925	1,416,396	
of which: interest income calculated using the effective interest method	1,358,857	-	
20. Interest and similar expense	(253,488)	(291,917)	
30. Net interest income	1,122,437	1,124,479	
40. Commission income	812,147	776,606	
50. Commission expense	(35,882)	(35,978)	
60. Net commission income	776,265	740,628	
70. Dividends and similar income	34,339	12,416	
80. Net income from trading activities	1,812	38,015	
90. Net income from hedging activities	1,621	(493)	
100. Gains (Losses) on disposal or repurchase of:	91,925	64,374	
a) financial assets measured at amortised cost	(77,645)	(12,431)	
b) financial assets measured at fair value through other comprehensive income	168,662	76,340	
c) financial liabilities	908	465	
110. Net income on financial assets and liabilities measured at fair value through profit or loss	8,664	1,238	
a) financial assets and liabilities designated at fair value	(4,378)	1,238	
b) other financial assets mandatorily measured at fair value	13,042	-	
120. Net interest and other banking income	2,037,063	1,980,657	
130. Net impairment losses for credit risk relating to:	(223,706)	(640,603)	
a) financial assets measured at amortised cost	(225,772)	(535,975)	
b) financial assets measured at fair value through other comprehensive income	2,066	(104,628)	
140. Gains (Losses) from contractual modifications without derecognition	(2,956)	-	
150. Net income from financial activities	1,810,401	1,340,054	
180. Net income from financial and insurance activities	1,810,401	1,340,054	
190. Administrative expenses:	(1,442,264)	(1,372,985)	
a) staff costs	(821,494)	(783,478)	
b) other administrative expenses	(620,770)	(589,507)	
200. Net provisions for risks and charges	(7,794)	(45,891)	
a) commitments and guarantees granted	16,197	(15,313)	
b) other net provisions	(23,991)	(30,578)	
210. Net adjustments to property, plant and equipment	(70,405)	(46,124)	
220. Net adjustments to intangible assets	(48,534)	(41,305)	
230. Other operating expense/income	152,823	184,365	
240. Operating costs	(1,416,174)	(1,321,940)	
250. Gains (Losses) of equity investments	13,349	18,483	
270. Impairment losses on goodwill	(62,344)	(28,357)	
275. Gain on a bargain purchase	-	190,892	
280. Gains (Losses) on disposal investments	294	(12)	
290. Profit (Loss) from current operations before tax	345,526	199,120	
300. Income taxes on current operations for the year	100,264	(22,238)	
310. Profit (Loss) from current operations after tax	445,790	176,882	
330. Profit (Loss) for the year	445,790	176,882	
340. Profit (Loss) for the year pertaining to minority interests	(43,837)	(444)	
350. Profit (Loss) for the year pertaining to the Parent Company	401,953	176,438	

The table below sets out the consolidated income statement as at 30 June 2019 compared with 30 June 2018.

(in thousands)		
Captions	30.06.2019	30.06.2018
10. Interest and similar income	661,433	703,820
of which: interest income calculated using the effective interest method	655,383	693,173
20. Interest and similar expense	(115,249)	(130,318)
30. Net interest income	546,184	573,502
40. Commission income	406,115	406,708
50. Commission expense	(18,361)	(17,652)
60. Net commission income	387,754	389,056
70. Dividends and similar income	10,226	13,461
80. Net income from trading activities	(17,996)	16,482
90. Net income from hedging activities	(1,436)	2,410
100. Gains (Losses) on disposal or repurchase of:	51,083	147,978
a) financial assets measured at amortised cost	25,736	(11,447)
b) financial assets measured at fair value through other comprehensive income	24,980	159,255
c) financial liabilities	367	170
110. Net income on financial assets and liabilities measured at fair value through profit or loss	(4,186)	3,195
a) financial assets and liabilities designated at fair value	1,602	(2,943)
b) other financial assets mandatorily measured at fair value	(5,788)	6,138
120. Net interest and other banking income	971,629	1,146,084
130. Net impairment losses for credit risk relating to:	(147,007)	(83,030)
a) financial assets measured at amortised cost	(147,036)	(84,934)
b) financial assets measured at fair value through other comprehensive income	29	1,904
140. Gains (Losses) from contractual modifications without derecognition	(967)	(1,183)
150. Net income from financial activities	823,655	1,061,871
180. Net income from financial and insurance activities	823,655	1,061,871
190. Administrative expenses:	(710,244)	(725,104)
a) staff costs	(426,740)	(420,434)
b) other administrative expenses	(283,504)	(304,670)
200. Net provisions for risks and charges	(11,693)	(37,039)
a) commitments and guarantees granted	933	11,923
b) other net provisions	(12,626)	(48,962)
210. Net adjustments to property, plant and equipment	(43,118)	(33,354)
220. Net adjustments to intangible assets	(25,434)	(22,971)
230. Other operating expense/income	78,987	83,111
240. Operating costs	(711,502)	(735,357)
250. Gains (Losses) of equity investments	8,338	5,339
280. Gains (Losses) on disposal investments	57	79
290. Profit (Loss) from current operations before tax	120,548	331,932
300. Income taxes on current operations	(11,279)	(9,768)
310. Profit (Loss) from current operations after tax	109,269	322,164
330. Profit (Loss) for the period (+/-)	109,269	322,164
340. Profit (Loss) for the period pertaining to minority interests	(8,777)	(14,279)
350. Profit (Loss) for the period pertaining to the Parent Company	100,492	307,885

The “Interest and similar income” and “Interest and similar expense” captions at 30 June 2018 have been restated with respect to those published in the Consolidated half-year report as at 30 June 2018, due to reclassification of interest on hedging derivatives pursuant to the 5th update to Bank of Italy Circular 262/2005.

Risk Management

The Risk Management Department now reports directly to the Parent Company's Chief Executive Officer and is broken down into the following Organisational Units:

- Rating Office and Risk Governance Office, as staff functions for the Chief Risk Officer;
- Financial Risk Department;
- Credit and Operational Risk Department; and
- Credit Control and Internal Validation Department.

The Risk Management Department, as the Group's risk control function, aims to collaborate in the definition and implementation of the Risk Appetite Framework and the related risk governance policies, through an adequate risk management process. An integral part of its mission is to ensure adequate reporting to the Corporate Bodies of the Parent Company and Group companies.

The Risk Management Department extends its area of responsibility to all of the Group companies included in the current risk map, given that the "Group Guidelines - Internal Control System" provide for centralised management of the risk control function by the Parent Company. The Group companies that have this function outsource it to the Parent Company, with the exception of the company based in Luxembourg.

The mission of the Risk Management Department is carried out as part of the Parent Company's guidance and coordination activity as an outsourcer for Group banks and companies. The Risk Management Department operates at Group companies through a Contact (who functionally reports to it) identified at the various Group companies.

The responsibilities of the Risk Management Department are entrusted to the Chief Risk Officer (CRO), who relies on the support of the organisational units, whether staff or line functions, which hierarchically report to them in the exercise of the following responsibilities:

- within the context of the Risk Appetite Framework, proposing the quantitative and qualitative parameters necessary for its definition, both in the normal course of business and in situations of stress, ensuring their adequacy over time in relation to changes in the internal and external context;
- proposal of risk governance policies for measurable and non-measurable risks not allocated to other control functions (limited to the sections relating to risk management and exposure/operational limits) and oversight of their implementation, ensuring that the various stages of the risk management process are consistent with the Risk Appetite Framework;
- development of risk management methodologies, processes and tools via the identification, measurement/assessment, monitoring and reporting of risks, ensuring their adequacy over time through the development and application of indicators designed to highlight anomalous situations and inefficiencies. In particular:
 - definition of common metrics of operational risk assessment (including IT risks) that are consistent with the RAF, in coordination with the Compliance Function, the ICT function and the Business Continuity function;
 - definition of methods to evaluate and control reputational risk, in coordination with the Compliance function and the corporate functions that are most exposed to this type of risk;
 - provision of assistance to the Corporate Bodies in the assessment of strategic risk by monitoring significant variables.

- monitoring the actual risk profile assumed in relation to the risk objectives defined in the RAF, collaborating in the definition of operating limits for the assumption of various types of risk and constantly verifying their adequacy and compliance, reporting any overruns to Corporate Bodies;
- provision of support to the Chief Executive Officer in the implementation of the ICAAP, preparation of reports to be submitted to the Supervisory Authority and coordination of the various phases of the process and performance of those assigned to it;
- provision of support to the Chief Executive Officer in the implementation of the ILAAP, preparation of reports to be submitted to the Supervisory Authority and coordination of the various phases of the process and performance of those assigned to it;
- coordination of the process for the preparation and update of the BPER Group recovery plan to be submitted to the Supervisory Authority and performance of the phases assigned to it;
- coordination of activities associated with the internal stress testing programme with the help of the various organisational structures involved, in the various execution areas (operational and regulatory stress test);
- checking the adequacy and effectiveness of the measures taken to correct weaknesses in the risk management process;
- development, validation and upkeep of the internal systems of risk measurement, ensuring compliance with the instructions issued by the Supervisory Authority, as well as consistency with the operational needs of the company and the evolution of the market;
- provision of preventive advice on the consistency of more significant transactions with the RAF, acquiring if necessary, depending on the nature of the transaction, the opinion of other functions involved in the risk management process;
- analysis of risks deriving from new products/services and from entry into new business segments;
- involvement in the definition and update of criteria for the classification of outsourcing and the assessment of risk assigned to it;
- involvement in the definition and management of remuneration and incentive policies;
- control of the rating and override processes;
- performance of second-level controls in relation to the credit chain and verification that: individual credit exposures are monitored correctly (especially non-performing exposures); risk classifications are correct; the adequacy of provisions; and the effectiveness of the recovery process;
- involvement in the definition of policies for and the valuation of properties lodged as collateral, monitoring the implementation thereof, to the extent of his/her sphere of competence, by checking updates to appraisals performed on properties lodged as collateral, the autonomy of those who prepare the valuations and the consistency of the types of appraisals used for the valuation of the collateral;
- it is involved in defining, updating and monitoring the Non-Performing Loans strategy (providing estimates of the impact on the risk parameters used in the internal rating system and on the Group's capital profile in terms of RWA and Shortfall), as well as in policies and processes for their management before being submitted to the Corporate Bodies of the Parent Company and Group companies;

- it handles execution of the activities included in the second-level control framework on non-performing loans;
- it coordinates the preliminary activities for the preparation and updating of the Resolution Plan, prepared by the Resolution Authority, directly carrying out the steps that are within its sphere of competence.

In addition, the Risk Management Department:

- takes part in the definition of the Group's strategy, assessing the relative impact on risk;
- takes part in deciding on strategic changes to the Group's internal control system.

Financial risk

An analytical system is used to measure, monitor and report on market, counterparty, liquidity and interest-rate risks. Guidance on management policies for market risk (VaR - Value at Risk), interest rate risk (ALM) and liquidity risk (operational and structural) is provided by the ALCO and Finance Committee and the Liquidity Committee. Operational reports are prepared on the risk profile, with frequencies varying from daily to monthly dependent on the characteristics of each risk that is monitored. Every quarter, an overall report on financial risks is presented to the Risks Committee and the Board of Directors

Operational risk

As regards the governance of operational risk, starting from the supervisory reports at 31 December 2013, the BPER Group adopted the Traditional Standardised Approach (TSA) to calculate the capital requirement for operational risk.

The model of operational risk governance and management adopted by the BPER Group, designed to identify, assess, monitor, mitigate and report operational risks to the appropriate hierarchical levels, is formalised in specific internal rules. It provides for the centralised management at the Parent Company by the Credit and Operational Risk Department, which has a Contact of the Risk Management Department in place at all Group banks and companies.

The BPER Group has specific criteria for allocating the relevant indicator to the lines of business foreseen in the regulations. The operational risk management and measurement system adopted by the BPER Group is ensured by:

- the Loss Data Collection process: a system for collecting and recording loss events resulting from operational risks;
- the “Prospective measurement of operational risk” process: identification and measurement of the exposure to operational risk;
- system of reporting and communication to the Board of Directors and Senior Management, together with procedures to undertake appropriate mitigation actions based on the information flows sent.

The combined analysis of loss data collection and the prospective measurement of operational risk makes it possible to identify areas of vulnerability in which operating losses are more concentrated, in order to understand the underlying causes and highlight the opportunity for corrective actions, including insurance cover (external transfer of risk).

The prospective measurement of operational risk, based on subjective estimates of the exposure to operational risk collected from the individual business units within the Group (Risk Self Assessment), has been supplemented since 2016 by a component that uses quantitative models to provide a summary measure of the exposure to operational risk (Scenario Analysis).

Since 2015, the BPER Group has implemented an analytical framework for IT risk, with the aim of providing a representation of the current situation and the adjustment interventions necessary to avoid exceeding the threshold set for the Group's risk appetite. Specific analysis is conducted on the security of internet payments.

Reputational risk

Commencing from 2017, the BPER Group has implemented a framework for the management of reputational risk in order to monitor, manage and periodically present in an organised manner the position of the Group in relation to this risk, together with the corrective actions needed to mitigate any vulnerabilities identified.

The principal elements comprising the framework for the management of reputational risk are described and formalised in the "Group policy on the governance of reputational risk". This document centralises the management of this activity within the Operations and Credit Risk Department of the Parent Company, and specifies the responsibilities of the organisational units within the Parent Company and the Group companies concerned, both under normal operating conditions and should any "critical reputational events" occur.

The system of reputational risk management adopted by the BPER Group has the following components:

- identification and assessment of risk based on Reputational Data Collection and Reputational Self Assessment;
- monitoring of the Group's exposure to reputational risk using a series of specific Key Risk Indicators;
- management of critical reputational events (escalation): management of particularly critical reputational events, by means of a functional escalation process and the determination of short and long term responses and mitigation;
- reporting: preparation of suitable reports, based on the various processes/sub-processes comprising the framework, in order to present in summary form the outcome of the risk management activities to all bodies and functions concerned.

No objectives and operational or exposure limits have been defined for this risk, as no internal capital is allocated to cover it.

Business Continuity

The Bank of Italy introduced specific requirements on business continuity for banks and banking groups in its Supervisory Provisions for Banks (Bank of Italy Circular No. 285 of 17 December 2013, Title IV, Chapter 5 - 17th update of 27 September 2016).

The BPER Group has set up a business continuity management framework that is part of the Group's overall risk governance policy. The main elements of the framework are described and formalised in the "Group Regulation of the Business Continuity Management Process within the Group" and in the Business Continuity Plan. The latter in particular:

- identifies the critical processes, i.e. those processes that require high levels of Operational Continuity due to the relevance of the damages deriving from their unavailability and expected recovery times;
- identifies the critical resources supporting these processes, which are therefore indispensable for their continuity;

- describes the recovery solutions for these processes, broken down by hypothetical crisis scenario, including a link to the Disaster Recovery Plans for handling the situation if the information system goes down;
- describes the internal procedures for identifying emergencies and crises and for activating the related management structures;
- describes the internal emergency and crisis management procedures, including communication procedures for all of the stakeholders involved (internal and external to BPER);
- describes the procedures for restoring ordinary operations once emergencies and crises are over;
- identifies the BPER structures and corporate bodies, involved in the process of management of ordinary business continuity and in the event of emergencies/crises, governing their roles and responsibilities;
- expresses any specificities of implementation of the Group Regulation of the Business Continuity Management Process in the Group, declaring the reasons for it (e.g. technical-implementation constraints relating to specific restoration solutions).

The Parent Company's Board of Directors' meeting in November 2018 was presented with the update of the Parent Company's Business Continuity Plan for approval. This made it possible to:

- update the plans of the Banking Group Banks and Companies that included critical processes;
- update the Disaster Recovery Plans of operating companies.

During 2018, the innovative elements that characterised the Group's operations regarded:

- publication of the Group Organisational Procedure for the "Routine management of operational business continuity", which completed the detailed governance of the sub-processes underlying the update of impact analyses and the preparation of Continuity Plans;
- finalisation of the ORBIT system (software version 4) which, from the current year, guarantees the effective management and use of the information needed to ensure continuity at banks and group companies, as well as prepare the technical attachments to the Business Continuity Plan;
- adoption of a mass notification solution that will be useful in emergency situations;
- delivery of additional training sessions designed to decentralise business continuity skills, thus empowering the managers of critical processes;
- finalisation of the layout of forms and the adoption of quali/quantitative parameters usable by individual process managers to update them, as envisaged in the current regulations.
- monitoring of Business Continuity Contacts at Suppliers that were considered critical during the Impact Analysis phase;
- completion of the disaster recovery site in Preda Niedda, Sassari (where critical processes can be continued if the main facilities are down), on top of the back-up sites already active on the mainland.
- a new motorhome to be used as a "mobile branch" during emergencies was kitted out. It replaced the previous vehicles equipped as branches that were used after the floods and earthquakes that hit Emilia and Abruzzo. The mobile branch is fully equipped and fully operational.

In 2018 the Group commissioned an external review (Panta Ray s.r.l.) with a "Quality Review" evaluation of the Business Continuity Plan. This assessment, which was performed in accordance with the methodological principles promoted by the BCI Good Practice Guidelines and in compliance with the principles promoted by the main Standards (ISO 22301: 2012), ended with a very positive outcome.

As regards the Group annual test plan, 7 business continuity tests were carried out with positive results (2 exercises related to the unavailability of human resources, 2 exercises related to the unavailability of sites, 3 carried out in walk-through mode for scenarios involving the unavailability of infrastructures and the unavailability of the primary facility) and 3 disaster recovery tests (scenario when information systems are not available). It should be pointed out the participation of Group entities in 4 tests performed by critical suppliers.

Recent Developments

Extraordinary Shareholders' Meeting of 4 July 2019 – BPER acquisition of Banco di Sardegna minorities

On 4 July 2019 BPER informed that the Extraordinary Shareholders' Meeting held in Modena on the same day in a single calling passed resolutions on the items on the relevant agenda, approving all the proposals presented by the Board of Directors.

In particular the Extraordinary Shareholders' Meeting:

1. approved the proposal in item 1) of the Agenda granting the Board of Directors pursuant to Article 2443 of the Italian Civil Code, the power to increase the share capital against payment, by 31 December 2019, in one tranche and without pre-emptive rights pursuant to Article 2441, paragraph 4, first sentence, of the Italian Civil Code, for a total maximum amount of Euro 171,708,624.00, to be exclusively reserved to Fondazione di Sardegna, through the issuance of 33,000,000 ordinary BPER shares, with no par value, to be paid in kind and in a single instalment through the contribution of 10,731,789 ordinary shares of Banco di Sardegna, with the consequent amendment of Article 5 of the Articles of Association. Related and consequent resolutions;
2. approved the proposal in item 2) of the Agenda granting the Board of Directors, pursuant to Article 2420-ter of the Italian Civil Code, the power to resolve, by 31 December 2019, upon: (i) the issuance of a convertible bond Additional Tier 1, for a maximum nominal amount of Euro 150,000,000.00, to be entirely offered in subscription to Fondazione di Sardegna and therefore (ii) to increase the share capital against payment, in one or more tranches and in divisible form, for a total maximum amount of Euro 150,000,000.00, in exclusive and irrevocable connection with the conversion of such bond, through the issuance of a maximum of 35,714,286 ordinary BPER shares, with no par value, with the consequent amendment of Article 5 of the Articles of Association;
3. approved the proposal in item 3) of the Agenda granting the Board of Directors, pursuant to Article 2443 of the Italian Civil Code, the power to increase the share capital against payment, by 30 June 2020, in one or more tranches and in divisible form, without pre-emption rights pursuant to Article 2441, paragraph 4, first sentence, of the Italian Civil Code, for a maximum total amount of Euro 40,993,513.60, through the issuance of a maximum of 7,883,368 ordinary BPER shares, with no par value, whose issuance value will be determined by the Board of Directors pursuant to the provisions of law, in connection with a voluntary public exchange offer on saving shares of Banco di Sardegna, with the consequent amendment of Article 5 of the Articles of Association;
4. approved the proposal in item 4) of the Agenda granting the Board of Directors, pursuant to Article 2443 of the Italian Civil Code, the power to increase the share capital against payment, within five years from the date of the relevant shareholders' meeting resolution, in one or more tranches and in divisible form, without pre-emption rights pursuant to Article 2441, paragraph 4, and/or Article 2441, paragraph 5, of the Italian Civil Code, for a maximum total amount of Euro 13,000,000.00, through the issuance of a maximum of 2,500,000 ordinary BPER shares, with no par value, whose issuance value will be determined by the Board of Directors pursuant to the provisions of law, with the consequent amendment of Article 5 of the Articles of Association;
5. approved the proposal in item 5) of the Agenda modifying Article 5 of the Articles of Association.

The European Central Bank has issued its appraisal on the modifications to the Articles of Association pursuant to Articles 56 and 61 of Legislative Decree n. 385 of 1 September 1993.

On 25 July 2019 of BPER acquired from Fondazione di Sardegna a 49% stake of Banco di Sardegna share capital and a stake of Banco di Sardegna preferred shares equal to approximately 36.90%.

As a consequence, at that date, BPER held the 100% of the ordinary share capital and, approximately, the 98.67% of the preferred shares.

On 7 November 2019 BPER communicated to the market a public exchange offer on the saving shares of Banco di Sardegna.

On 21 November 2019 Consob approved the offer document relating to the public exchange offer.

Acquisition of control of Arca Holding and, indirectly, of Arca Fondi SGR

On 22 July 2019 BPER completed the acquisition of part of the 39.99% interest in the share capital of Arca Holding made available by the liquidators of Banca Popolare di Vicenza s.p.a. in LCA and Veneto Banca s.p.a. in LCA. As a consequence, a 24.31% interest was acquired. The rest of the shares were purchased by BPS, with which BPER has signed a shareholders' agreement covering the reciprocal relations of the two banks in such areas as corporate governance and the transfer of shares. Following the above transaction, BPER owns 57.06% of Arca Holding (which wholly owns Arca Fondi SGR) and therefore has control of the company, not least in view of contents of the above-mentioned shareholders' agreement. The objectives pursued by BPER on acquiring control of Arca Holding and, indirectly, Arca Fondi SGR include:

- promoting Arca Fondi SGR as a leader in asset management, with the strengthening of relations with distributors and expansion of the network in order to facilitate growth in the value of assets under management;
- facilitating greater participation by the minority shareholders and, where appropriate, allowing the entry of new shareholders in order to expand the distribution network and/or enhance the business profile of the company;
- strengthening the strategic positioning of the BPER Group in the asset management sector.

Acquisition of control of Unipol Banca and, indirectly, of Finitalia

The strategic transactions agreed between BPER and the Unipol Group on 7 February were implemented on 31 July 2019. BPER therefore acquired from Unipol Group and UnipolSai respectively 85.24% and 14.76% of the share capital of Unipol Banca, which is now wholly owned. More specifically, Unipol Group sold 764,955,603 ordinary shares to BPER for Euro 187,534,209, while UnipolSai sold 132,428,578 ordinary shares to BPER for Euro 32,465,791. As a result, BPER acquired 100% of the share capital for a total price of Euro 220,000,000. Unipol Banca wholly owns the share capital of Finitalia, a company specialised in consumer credit, which is now indirectly controlled by the BPER Group. In addition to increasing the scale of loans and deposits and developing the customer portfolio, the objectives of this operation also include further consolidation by the BPER Group of its partnership with Unipol Group.

From 25 November 2019 the deed of merger by incorporation of Unipol Banca with and into BPER is effective.

Disposal of Emilia Portfolio

Consequent to the contract signed on 7 February 2019 between the BPER Group and UnipolReC, a company wholly owned by the Unipol Group, for the sale of the Emilia Portfolio, a portfolio of bad loans granted by BPER and Banco di Sardegna, with a gross carrying amount at 30 September 2018 (reference date for the disposal) of about Euro 1 billion (and gross recoverable value of about Euro 1.3 billion), the disposal was completed on 31 July 2019 for consideration in line with the net carrying amounts recorded in the financial statements of the sellers. About 68% of the Emilia Portfolio consisted of unsecured loans and advances, while about 32% was secured.

Common Equity Tier 1

On 12 November 2019, with reference to the press release of 7 November 2019 concerning the approval of the consolidated interim report as at 30 September 2019, BPER announced that, following the usual discussions with the ECB regarding the approval process of the components constituting own funds, the Common Equity Tier 1 ratio Phased in as at 30 September 2019 can not formally take into account the contribution to the income statement deriving from the badwill arising from the acquisition of Unipol Banca, amounting to approximately Euro 354 million, being still underway the purchase price allocation (“PPA”) process.

Such contribution will be embedded in the above indicator upon completion of PPA process.

As a result of the above, as at 30 September 2019, the Common Equity Tier 1 Phased in ratio came to 13.23% (14.24% including the provisional badwill), well above the SREP requirement set by the ECB at 9% for 2019; coherently the Tier 1 ratio Phased in came to 13.66% and the Total Capital ratio Phased in to 16.22%.

See the below note referred to the result of the public voluntary exchange offer over the saving shares of Banco di Sardegna for further details.

ECB communicates the BPER Group's capital requirements

On 26 November 2019, BPER announced that, after completing its annual Supervisory Review and Evaluation Process (“SREP”), it received notification from ECB of the new prudential requirements that it has to comply with on a consolidated basis under Article 8 Regulation (EU) 1024/2013.

Based on the outcome of the SREP performed in 2019 using 31 December 2018 as reference date and all other pertinent information received subsequently, ECB has established that, from 1 January 2020, BPER will have to maintain a minimum consolidated capital ratio in terms of Common Equity Tier 1 (“CET1 ratio”) of 9.0% unchanged compared to the 2019 requirement. The SREP requirement for 2020 therefore consists of the sum of the minimum regulatory Pillar 1 requirement of 4.50%, the additional Pillar 2 requirement of 2.0% and the Capital Conservation Buffer of 2.5%. In the same communication, ECB asked BPER, again on a consolidated basis, to comply with a minimum Total Capital Ratio requirement of 12.5%.

BPER’s consolidated capital ratios as at 30 September 2019 were as follows:

- CET1 ratio under the transitional arrangements (Phased in) of 13.23% (14.24% including the provisional badwill arising from the acquisition of Unipol Banca, amounting approximately to Euro 354 million);
- Total Capital Ratio under the transitional arrangements (Phased in) of 16.22% (17.22% including the provisional badwill arising from the acquisition of Unipol Banca abovementioned).

General management variation

On 28 November 2019, BPER announced that Mr. Fabrizio Togni, General Manager of BPER Banca, will retire on 31 December 2019 whilst Mr. Alessandro Vandelli – currently Chief Executive Officer – will take the position also as General Manager.

Result of the public voluntary exchange offer over the saving shares of Banco di Sardegna

On 19 December 2019 BPER announced the final definitive result of the public exchange offer.

Based on that final result, BPER held roughly 89.8% of the corporate capital of Banco di Sardegna represented by saving shares.

The consideration to be paid to those who adhered to the offer for each tendered saving share was equal to 7 BPER shares for every 3 saving shares (2.33 BPER shares every 1 Banco di Sardegna saving share).

On 20 December 2019 BPER announced that 6,319,513 BPER ordinary shares were issued the day before as a result of the capital increase in order to serve the above offer.

The positive effect of the increase in capital on the BPER Group's consolidated Common Equity Tier 1 ratio was put at around 10 bps (calculated on both a Phased in and Fully Phased basis).

As a supplement to the information communicated on the 12 November 2019, it should be noted that as a result of a more precise definition of the Supervisory Schemes, the Phased in Common Equity Tier 1 ratio at 30 September 2019, not including the provisional badwill deriving from the acquisition of Unipol Banca S.p.A., has been restated as 13.10% instead of 13.23% (14.24% including the provisional badwill); on a consistent basis, the Phased in Tier 1 ratio, equal to 13.55% and the Phased in Total Capital ratio, equal to 16.12%, have also been amended (in the aforementioned press release, they stood at 13.66% and 16.22%, respectively).

It should also be noted that the Fully Phased Common Equity Tier 1 ratio as at the same date, equal to 12.36%, has remained the same, incorporating the provisional badwill.

TAXATION

The statements herein regarding taxation are based on the laws in force as at the date of this Base Prospectus and are subject to any changes in law occurring after such date, which changes could be made on a retroactive basis. The following overview 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.

Republic of Italy

Tax treatment of Notes issued by an Italian resident issuer

Legislative Decree No. 239 of 1 April 1996 ("**Decree 239**") sets out the applicable regime regarding the tax treatment of interest, premium and other income (including the difference between the redemption amount and the issue price) (hereinafter collectively referred to as "**Interest**") deriving from notes falling within the category of bonds (*obbligazioni*) or debentures similar to bonds (*titoli similari alle obbligazioni*) issued, *inter alia*, by Italian banks. For these purposes, securities similar to bonds (*titoli similari alle obbligazioni*) are securities that incorporate an unconditional obligation of the issuer to pay at maturity an amount not lower than their nominal value, with or without the payment of periodic interest, and do not give any right to directly or indirectly participate in the management of the issuer or to the business in connection to which the securities were issued, nor to control the same.

The tax regime set forth by Decree 239 also applies to interest, premium and other income from regulatory capital financial instruments complying with EU and Italian regulatory principles, issued by, *inter alia*, Italian banks, other than shares and assimilated instruments.

Italian resident Noteholders

Where an Italian resident Noteholder is:

- (a) an individual not engaged in an entrepreneurial activity to which the Notes are connected;
- (b) a non-commercial partnership;
- (c) a non-commercial private or public institution other than companies, trusts not carrying out mainly or exclusively commercial activities, the Italian State and public and territorial entities; or
- (d) an investor exempt from Italian corporate income taxation,

(unless the investor has opted for the application of the asset management regime ("*regime del risparmio gestito*") - see under "*Capital gains tax*" below for an analysis of such regime),

Interest relating to the Notes, accrued during the relevant holding period, are subject to a substitute tax, referred to as "*imposta sostitutiva*", levied at the rate of 26 per cent. In the event that the Noteholders described under (a) and (c) above are engaged in an entrepreneurial activity to which the Notes are connected, the *imposta sostitutiva* applies as a provisional tax and may be deducted from the taxation on income due.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not engaged in an entrepreneurial activity to which the Notes are connected 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 in Article 1(100-114) of Law No. 232 of 11 December 2016 (the "**Finance Act 2017**"), as amended by Article 1 (211-215) of Law No. 145 of 30 December 2018 (the "**Finance Act 2019**"), and in Article 13-bis of Law Decree no. 124 of 26 October 2019.

Where an Italian resident Noteholder is a company or similar commercial entity (including limited partnerships qualified as *società in nome collettivo* or *società in accomandita semplice* and private and public institutions, carrying out commercial activities and holding the Notes in connection with this kind of activities) or a permanent establishment in Italy of a foreign company to which the Notes are effectively connected, and the Notes are deposited with an authorised intermediary, Interest from the Notes will not be subject to *imposta sostitutiva*. They must, however, be included in the relevant Noteholder's income tax return and are therefore subject to general Italian corporate taxation and, in certain circumstances, depending on the "status" of the Noteholder, also to "IRAP" (the regional tax on productive activities).

Pursuant to Decree 239, *imposta sostitutiva* is applied by banks, SIMs, fiduciary companies, SGRs, stockbrokers and other entities identified by a decree of the Ministry of Finance (each an "**Intermediary**"). An

Intermediary must (a) be resident in Italy or be a permanent establishment in Italy of a non-Italian resident financial intermediary, and (b) intervene, in any way, in the collection of interest or in the transfer of the Notes. For the purpose of the application of the *imposta sostitutiva*, a transfer of Notes includes any assignment or other act, either with or without consideration, which results in a change of the ownership of the relevant Notes or in a change of the Intermediary with which the Notes are deposited.

Where the Notes are not deposited with an Intermediary, the *imposta sostitutiva* is applied and withheld by any Italian financial intermediary paying interest to a Noteholder or, absent that, by the issuer.

If the investor is resident in Italy and is an open-ended or closed-ended investment fund, *Fondi Lussemburghesi Storici*, SICAV (an investment company with variable capital), or a SICAF (investment company with fixed capital) (the "**Fund**"), and the Notes are held by an authorised intermediary, Interest accrued during the holding period on the Notes will not be subject to *imposta sostitutiva*. They must, however, be included in the management results of the Fund accrued at the end of each tax period. The Fund will not be subject to taxation on such result, but a withholding tax of 26 per cent. may apply to income of the Fund derived by unitholders or shareholders through distribution and/or redemption or disposal of the units and shares.

Interest accrued on the Notes and received by Italian real estate funds (complying with the definition as amended pursuant to Law Decree No. 78 of 31 May 2010, converted into Law No. 122 of 30 July 2010) or a SICAF to which the provisions of Law Decree No. 351 of 25 September 2001, as subsequently amended, apply ("**Real Estate SICAF**"), is subject neither to substitute tax nor to any other income tax in the hands of the real estate fund or Real Estate SICAF. The income of the real estate fund or Real Estate SICAF is subject to tax, in the hands of the unitholder, depending on the status and percentage of participation, or, when earned by the fund, through distribution and/or upon redemption or disposal of the units.

Where an Italian resident Noteholder is a pension fund (subject to the regime provided for by Article 17 of the Legislative Decree No. 252 of 5 December 2005) and the Notes are deposited with an authorised intermediary, Interest relating to the Notes and accrued during the holding period will not be subject to *imposta sostitutiva*, but must be included in the result of the relevant portfolio accrued at the end of the tax period, to be subject to a 20 per cent. substitute tax. Subject to certain conditions 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 in Article 1(100-114) of Finance Act 2017 as amended by Article 1 (211-215) of Law No. 145 of 30 December 2018 (the "**Finance Act 2019**"), and in Article 13-bis of Law Decree no 124 of 26 October 2019.

Non-Italian resident Noteholders

Where the Noteholder is a non-Italian resident without a permanent establishment in Italy to which the Notes are effectively connected, an exemption from the *imposta sostitutiva* applies provided that the non-Italian resident beneficial owner is:

- (a) resident, for tax purposes, in a country which allows for a satisfactory exchange of information with Italy and listed in Italian Ministerial Decree 4 September 1996, as recently amended by Ministerial Decree of 23 March 2017 (the "**White List**"). Pursuant to Article 11, para. 4, letter c) of Decree 239, the Ministry of Finance should update the White List on a semi-annual basis; or
- (b) an international body or entity set up in accordance with international agreements which have entered into force in Italy; or
- (c) a Central Bank or an entity which manages, *inter alia*, the official reserves of a foreign State; or
- (d) an "institutional investor", whether or not subject to tax, which is established in a country which allows for a satisfactory exchange of information with Italy.

The *imposta sostitutiva* will be applicable at the rate of 26 per cent., or at the reduced rate provided for by the applicable double tax treaty, if any, to Interest paid to non-Italian Noteholders other than the above.

In order to ensure gross payment, non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected must:

- (a) be the beneficial owners of the payments of Interest on the Notes or foreign institutional investors not subject to taxation;
- (b) timely deposit, directly or indirectly, the Notes with a resident bank or SIM or a permanent establishment in Italy of a non-Italian resident bank or SIM or with 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) file with the relevant depository, prior to or concurrently with the deposit of the Notes, a statement of the relevant Noteholder, which remains valid until withdrawn or revoked, in which the Noteholder declares to be eligible to benefit from the applicable exemption from *imposta sostitutiva*. This statement, which is not requested for international bodies or entities set up in accordance with international agreements which have entered into force in Italy nor in the case of foreign Central Banks or entities which manage, *inter alia*, the official reserves of a foreign State, must comply with the requirements set forth by Ministerial Decree of 12 December 2001.

Atypical securities

Interest payments relating to Notes that are not deemed to fall within the category of bonds (*obbligazioni*) or debentures similar to bonds (*titoli similari alle obbligazioni*) may be subject to a withholding tax, levied at the rate of 26 per cent. For this purpose, debentures similar to bonds are securities that incorporate an unconditional obligation to pay, at maturity, an amount not lower than their nominal value with or without the payment of periodic interest, and do not give any right to directly or indirectly participate in the management of the issuer or to the business in connection to which the securities were issued, nor to control the same.

In the case of Notes issued by an Italian resident issuer, where the Noteholder is:

- (a) an Italian individual engaged in an entrepreneurial activity to which the Notes are connected;
- (b) an Italian company or a similar Italian commercial entity;
- (c) a permanent establishment in Italy of a foreign entity;
- (d) an Italian commercial partnership; or
- (e) an Italian commercial private or public institution,

such withholding tax is a provisional tax. In all other cases, including when the Noteholder is a non-Italian resident, the withholding tax is a final tax. For non-Italian resident Noteholders, the 26 per cent. withholding tax rate may be reduced by an applicable tax treaty.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not engaged in an entrepreneurial activity to which the Notes are connected 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 in Article 1(100-114) of the Finance Act 2017, as amended by Article 1 (211-215) of Law No. 145 of 30 December 2018 (the "**Finance Act 2019**"), and in Article 13-bis of Law Decree no 124 of 26 October 2019.

Capital gains tax

Italian resident Noteholders

Any gain obtained from the sale or redemption of the Notes would be treated as part of the taxable income (and, in certain circumstances, depending on the "status" of the Noteholder, also as part of the net value of the production for IRAP purposes) if realised by an Italian company, a similar commercial entity (including the Italian permanent establishment of foreign entities to which the Notes are connected) or Italian resident individuals engaged in an entrepreneurial activity to which the Notes are connected.

Where an Italian resident Noteholder is an individual not engaged in an entrepreneurial activity to which the Notes are connected, any capital gain realised by such Noteholder from the sale or redemption of the Notes would be subject to a 26 per cent. capital gains tax ("*imposta sostitutiva sulle plusvalenze*"). Noteholders may set off any losses with their gains.

In respect of the application of *imposta sostitutiva sulle plusvalenze*, taxpayers may opt for one of the three regimes described below:

- (a) Under the tax declaration regime ("*regime della dichiarazione*"), which is the default regime for Italian resident individuals not engaged in an entrepreneurial activity to which the Notes are effectively connected, the *imposta sostitutiva* on capital gains will be chargeable, on a cumulative basis, on all capital gains (net of any incurred capital loss) realised by the Italian resident individual Noteholder holding the Notes. In this instance, "**capital gains**" means any capital gain not connected with an entrepreneurial activity pursuant to all sales or redemptions of the Notes carried out during any

given tax year. Italian resident individuals holding the Notes not in connection with an entrepreneurial activity must indicate the overall capital gains realised in any tax year, net of any relevant incurred capital loss, in the annual tax return and pay the *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 realised in any of the four succeeding tax years.

- (b) As an alternative to the tax declaration regime, Italian resident individual Noteholders holding the Notes not in connection with an entrepreneurial activity, Italian resident partnerships not carrying out commercial activities and Italian private or public institutions not carrying out mainly or exclusively commercial activities, may elect to pay under the administrative savings regime ("*regime del risparmio amministrato*") the *imposta sostitutiva sulle plusvalenze* separately on capital gains realised on each sale or redemption of the Notes. Such separate taxation of capital gains is allowed subject to:
 - (i) the Notes being deposited with Italian banks, SIMs or certain authorised financial intermediaries; and
 - (ii) an express election for the administrative savings regime being timely made in writing by the relevant Noteholder.

The depository must account for the *imposta sostitutiva sulle plusvalenze* in respect of capital gains realised on each sale or redemption of the Notes, net of any incurred capital loss.

The depository must also 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. Under the administrative savings regime, where a sale or redemption of the Notes results in a capital loss, such capital loss may be deducted from capital gains subsequently realised, within the same securities management, in the same tax year or in the following tax years up to the fourth. Under the administrative savings regime, the Noteholder is not required to report the capital gains in the annual tax return.

- (c) In the asset management regime, any capital gains realised by Italian resident individuals holding the Notes not in connection with an entrepreneurial activity, Italian resident partnerships not carrying out commercial activities and Italian private or public institutions not carrying out mainly or exclusively commercial activities, who have entrusted the management of their financial assets (including the Notes) to an authorised intermediary, will be included in the computation of the annual increase in value of the managed assets accrued, even if not realised, at year end, subject to a 26 per cent. substitute tax, to be paid by the managing authorised intermediary. Any depreciation of the managed assets accrued at the year end may be carried forward against increase in value of the managed assets accrued in any of the four succeeding tax years. The Noteholder is not required to declare the capital gains realised in the annual tax return.

Subject to certain limitations and requirements (including a minimum holding period), Italian resident individuals not engaged in an entrepreneurial activity to which the Notes are connected 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 in Article 1(100-114) of Finance Act 2017, as amended by Article 1 (211-215) of Law No. 145 of 30 December 2018 (the "**Finance Act 2019**"), and in Article 13-bis of Law Decree no 124 of 26 October 2019.

Any capital gains realised by a Noteholder that is a Fund will be included in the result of the portfolio accrued at the end of the tax period. The Fund will not be subject to taxation on such results, but a withholding tax of 26 per cent. may apply on income of the Fund derived by unitholders or shareholders through distribution and/or redemption or disposal of the units and shares.

Any capital gains realised by a Noteholder who is an Italian real estate fund (complying with the definition as amended pursuant to Law Decree No. 78 of 31 May 2010, converted into Law No. 122 of 30 July 2010) or a Real Estate SICAF is subject neither to *imposta sostitutiva sulle plusvalenze* nor to any other income tax in the hands of the real estate fund or Real Estate SICAF. The income of the real estate fund or Real Estate SICAF is subject to tax, in the hands of the unitholder, depending on the status and percentage of participation, or, when earned by the fund, through distribution and/or upon redemption or disposal of the units.

Any capital gains realised by a Noteholder who is an Italian pension fund (subject to the regime provided for by Article 17 of the Legislative Decree No. 252 of 5 December 2005) will be included in the result of the relevant portfolio accrued at the end of the tax period, to be subject to a 20 per cent. 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 in Article 1(100-114) of Finance Act 2017, as amended by Article 1(211-215) of Finance Act 2019, and in Article 13-bis of Law Decree no 124 of 26 October 2019.

Non-Italian resident Noteholders

Capital gains realised by non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected from the sale or redemption of Notes issued by an Italian resident issuer and traded on regulated markets are not subject to the *imposta sostitutiva sulle plusvalenze* irrespective of the place in which they are deemed to be held. The exemption applies provided that the non-Italian resident Noteholders file in due course with the authorised financial intermediary an appropriate affidavit (*autocertificazione*) stating that the Noteholder is not resident in Italy for tax purposes.

Capital gains realised by non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected from the sale or redemption of Notes not traded on regulated markets issued by an Italian resident issuer may in certain circumstances be taxable in Italy, if the Notes are held in Italy.

However, capital gains realised by non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected from the sale or redemption of Notes not traded on regulated markets are not subject to the *imposta sostitutiva sulle plusvalenze*, provided that the effective beneficiary is: (i) resident in a country which allows for a satisfactory exchange of information with Italy; (ii) an international entity or body set up in accordance with international agreements which have entered into force in Italy; (iii) a Central Bank or an entity which manages, *inter alia*, the official reserves of a foreign State; or (iv) an "institutional investor", whether or not subject to tax, which is established in a country which allows for a satisfactory exchange of information with Italy.

In such cases, in order to benefit from the exemption from Italian taxation on capital gains, non-Italian resident Noteholders who hold the Notes with an Italian authorised financial intermediary and elect to be subject to the asset management regime or are subject to the administrative savings regime, may be required to produce in due time to the Italian authorised financial intermediary an appropriate self-declaration stating that they meet the subjective requirements indicated above. Additional statements may be required for non-Italian resident Noteholders who are institutional investors.

For the purposes of the above, the currently applicable "white list" of countries allowing for an adequate exchange of information with Italy is provided for by the White List Decree, as recently amended by Ministerial Decree of 23 March 2017. Pursuant to Article 11, para. 4, letter c) of Decree 239, the Ministry of Finance should update the White List Decree on a semi-annual basis.

If none of the conditions above is met, capital gains realised by non-Italian resident Noteholders without a permanent establishment in Italy to which the Notes are effectively connected from the sale or redemption of Notes not traded on regulated markets are subject to the *imposta sostitutiva sulle plusvalenze* at the current rate of 26 per cent. However, Noteholders may benefit from a double taxation treaty with Italy providing that the capital gains realised upon the sale or redemption of Notes are to be taxed only in the resident tax country of the recipient.

Inheritance and gift taxes

The transfer of Notes by reason of gift, donation or succession proceedings is subject to Italian gift and inheritance tax as follows:

- (a) 4 per cent. for transfers in favour of the spouse and direct descendants or ancestors; in this case, the transfer is subject to tax on the value exceeding €1,000,000 (per beneficiary);
- (b) 6 per cent. for transfers in favour of siblings; in this case, the transfer is subject to the tax on the value exceeding €100,000 (per beneficiary);
- (c) 6 per cent. for transfers in favour of relatives up to the fourth degree and to all relatives in law in direct line and to other relatives in law up to the third degree, on the entire value of the inheritance or the gift; and
- (d) 8 per cent. for transfers in favour of any other person or entity, on the entire value of the inheritance or the gift.

If the heir/heirress and/or the donee is a person with a severe disability pursuant to Law No. 104 of February 5, 1992, inheritance tax or gift tax is applied to the extent that the value of the inheritance or gift exceeds €1,500,000.

With respect to Notes listed on a regulated market, the value for inheritance and gift tax purposes is the average stock exchange price of the last quarter preceding the date of the succession or of the gift (including any accrued interest). With respect to unlisted Notes, the value for inheritance tax and gift tax purposes is generally determined by reference to the value of listed debt securities having similar features or based on certain elements as presented in the Italian tax law.

Italian inheritance tax and gift tax applies to non-Italian resident individuals for bonds issued by Italian resident companies.

Transfer tax

No transfer tax is due on the transfer of the Notes. Contracts relating to the transfer of securities are subject to a € 200 registration tax as follows: (i) public deeds and notarised deeds are subject to mandatory registration; (ii) private deeds are subject to registration only in the case of voluntary registration or in case of so-called "*caso d'uso*" or "*enunciazione*".

Stamp Duty

Pursuant to Article 13 para. 2/ter of the tariff Part I attached to Presidential Decree No. 642 of 26 October 1972, as amended by Article 1 para. 581 of Law No. 147 of 27 December 2013 ("**Decree 642**"), a proportional stamp duty applies on an annual basis to the periodic reporting communications sent by financial intermediaries to their clients in respect of any financial product and instrument, which may be deposited with such financial intermediary in Italy. The stamp duty applies at the rate of 0.20 per cent. and it cannot exceed € 14,000 for taxpayers which are not individuals. This stamp duty is determined on the market value or – in the absence of a market value – on the nominal value or the redemption amount of any financial product or financial instruments (including the Notes). Stamp duty applies both to Italian resident Noteholders and to non-Italian resident Noteholders, to the extent that the Notes are held with an Italian-based financial intermediary.

The statement is considered to be sent at least once a year, even for instruments for which is not mandatory nor the deposit nor the release or the drafting of the statement. In case of reporting periods of less than 12 months, the stamp duty is payable pro-rata.

Based on the wording of the law and the implementing decree issued by the Italian Ministry of Economy on 24 May 2012, the stamp duty applies to any investor who is a client (as defined in the regulations issued by the Bank of Italy on 20 June 2012) of an entity that exercises in any form a banking, financial or insurance activity within the Italian territory.

Wealth tax on financial assets deposited abroad

According to Article 19 of Decree No. 201/2011, as amended by Article 1 para. 582 of Law No. 147 of 27 December 2013, Italian resident individuals, non-profit entities and certain partnerships (*società semplici*) or siminal partnerships holding financial assets – including the Notes – outside of the Italian territory are required to pay in its own annual tax declaration a wealth tax at the rate of 0.2 per cent. In this case the above mentioned stamp duty provided for by Article 13 of the tariff Part I attached to Decree 642 does not apply.

This tax applies on the market value of the financial assets at the end of the relevant year or – in the lack of the market value – on the nominal value or redemption value, or in the event that the face or redemption values cannot be determined, on the purchase price of such financial assets held outside of the Italian territory.

Tax Monitoring Obligations

Pursuant to Law Decree No. 167 of 28 June 1990, converted by Law No. 227 of 4 August 1990, as amended from time to time, individuals, non-profit entities and certain partnerships (*società semplici* or similar partnerships in accordance with Article 5 of Presidential Decree No. 917 of 22 December 1986) resident in Italy who hold investments abroad or have financial activities abroad must, in certain circumstances, disclose the aforesaid to the Italian tax authorities in their yearly 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 as prescribed for the income tax return). The requirement applies also where the persons above, being not the direct holder of the financial instruments, are the beneficial owner of the instrument pursuant to the anti money-laundering legislation (legislative Decree No. 231 of 21 November 2007).

Furthermore, the above reporting requirement is not required to be complied with in respect of Notes deposited for management or administration with qualified Italian financial intermediaries, with respect to contracts

entered into through their intervention, on the condition that the items of income derived from the Notes have been subject to tax by the same intermediaries and with respect to foreign investments which are only composed by deposits and/or bank accounts when their aggregate value never exceeds a €15,000 threshold throughout the year.

SUBSCRIPTION AND SALE

The Dealers have in an amended and restated dealer agreement dated on or around 28 January 2020 (as the same may be further amended, supplemented or restated, the "**Dealer 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*" above. In the Dealer Agreement, the Issuer has agreed to reimburse the Dealers for certain of their expenses in connection with the establishment of the Programme and the issue of Notes under the Programme and to indemnify the Dealers against certain liabilities incurred by them in connection therewith.

United States of America

The Notes have not been and will not be registered under the Securities Act 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. tax regulations. Terms used in this paragraph have the meanings given to them by the United States Internal Revenue Code and regulations thereunder.

Each Dealer has agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that, except as permitted by the Dealer Agreement, it will not offer, sell or deliver Notes, (i) as part of their distribution at any time or (ii) otherwise until 40 days after the completion of the distribution of the Notes comprising the relevant Tranche, as determined and certified to the Agent or the Issuer by such Dealer (or, in the case of a sale of a Tranche of Notes to or through more than one Dealer, by each of such Dealers as to the Notes of such Tranche purchased by or through it, in which case the Agent or the Issuer shall notify each such Dealer when all such Dealers have so certified) within the United States or to, or for the account or benefit of, U.S. persons, and such Dealer, and each further Dealer appointed under the Programme, will have sent to each dealer to which it sells Notes during the distribution compliance period relating thereto 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.

In addition, until 40 days after the commencement of the offering of Notes comprising any Tranche, any offer or sale of Notes within the United States by any dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act.

Prohibition of Sales to EEA Retail Investors

Unless the Final Terms in respect of any Notes specifies "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 ("**EEA**"). For the purposes of this provision:

- (a) 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 or superseded, 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;
 - (iii) not a qualified investor as defined in Regulation (EU) 2017/1129 (as amended and superseded, the "**Prospectus Regulation**"); and
- (b) the expression an offer includes the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes.

If the Final Terms in respect of any Notes specifies "Prohibition of Sales to EEA Retail Investors" as "Not Applicable", in relation to each Member State of the European Economic Area, 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 made and will not make an offer of Notes which are the subject of the offering contemplated by this Base Prospectus as completed by the final terms in relation thereto to the public in that Member State except that it may make an offer of such Notes to the public in that Relevant Member State:

- (a) at any time to any legal entity which is a qualified investor as defined in the Prospectus Regulation;
- (b) at any time to fewer than 150 natural or legal persons (other than qualified investors as defined in the Prospectus Regulation) subject to obtaining the prior consent of the relevant Dealer or Dealers nominated by the Issuer for any such offer; or
- (c) at any time in any other circumstances falling within Article 1(4) of the Prospectus Regulation,

provided that no such offer of Notes shall require 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.

For the purposes of this provision, the expression an "offer of Notes to the public" in relation to any Notes in any "Member State" means the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe for the Notes, and the expression "Prospectus Regulation" means Regulation (EU) 2017/1129.

United Kingdom

In relation to each Tranche of Notes, each Dealer has represented, warranted and undertaken to the Issuer and each of the Dealers (if any), and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) 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, 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:
 - (A) whose ordinary activities involve them in acquiring, holding, managing or disposing of, of investments (as principal or as agent) for the purposes of their businesses; or
 - (B) who it is reasonable to expect will acquire, hold, manage or dispose of, 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) 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) 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.

Republic of Italy

The offering of the Notes has not been registered with the *Commissione Nazionale per la Società e la Borsa* ("CONSOB") pursuant to Italian securities legislation and, accordingly, each Dealer has represented and agreed that it has not offered or sold, and will not offer or sell, any Notes in the Republic of Italy in an offer to the public, and that sales of the Notes in the Republic of Italy shall be effected in accordance with all Italian securities, tax and exchange control and other applicable laws and regulation.

Any such offer, sale or delivery of the Notes or distribution to copies to this Base Prospectus or any other document relating to the Notes in the Republic of Italy must be:

- (a) made by investment firms, banks or financial intermediaries permitted to conduct such activities in the Republic of Italy in accordance with Legislative Decree No. 385 of 1 September 1993 as amended, Legislative Decree No. 58 of 24 February 1998, CONSOB Regulation No. 20307 of 15 February 2018 (in each case, as amended from time to time) and any other applicable laws and regulations;
- (b) in compliance with Article 129 of the Consolidated Banking Act, as amended, and the implementing guidelines of the Bank of Italy, as amended from time to time; and

- (c) in compliance with any other applicable laws and regulations requirement imposed by CONSOB (including, but not limited to, CONSOB Regulation No. 11971 of 14 May 1999, as amended) or another Italian authority.

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, FIEA and other relevant laws and regulations of Japan.

France

Each of the Dealers and the Issuer 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 France, and has not distributed or caused to be distributed and will not distribute or cause to be distributed to the public in France, this Base Prospectus, the applicable Final Terms or any other offering material relating to the Notes, and that such offers, sales and distributions have been and will be made in France only to qualified investors (*investisseurs qualifiés*), other than individuals, all as defined in, and in accordance with, Articles L.411-1, L.411-2 of the French *Code monétaire et financier* and Article 2 item (e) of European Regulation 2017/1129 of 14 June 2017.

Singapore

This Base Prospectus has not been registered as a prospectus with the Monetary Authority of Singapore under the Securities and Futures Act (Chapter 289) of Singapore, as modified or amended from time to time (the "SFA") and accordingly, the Notes may not be offered or sold, nor may the Notes be the subject of an invitation for subscription or purchase, nor may 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 be circulated or distributed, whether directly or indirectly, to any person in Singapore other than (a) to an institutional investor (as defined in Section 4A of the SFA) pursuant to Section 274 of the SFA, (b) 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 (c) 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:

- (i) 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
- (ii) 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:

- (a) 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;
- (b) where no consideration is or will be given for the transfer;
- (c) where the transfer is by operation of law;
- (d) as specified in Section 276(7) of the SFA; or
- (e) as specified in Regulation 37A of the Securities and Futures (Offers of Investments) (Securities and Securities-based Derivatives Contracts) Regulations 2018 of Singapore.

Notification under 309B of the Securities and Futures Act (Chapter 289) of Singapore and the Securities and Futures (Capital Markets Products) Regulations 2018 of Singapore (the "CMP Regulations 2018") -

Unless otherwise stated in the Final Terms in respect of any Notes, all Notes issued or to be issued under the Programme shall be “prescribed capital markets products” (as defined in the CMP Regulations 2018) and Excluded Investment Products (as defined in MAS Notice SFA 04-N12: Notice on the Sale of Investment Products and MAS Notice FAA-N16: Notice on Recommendations on Investment Products).

General

Each Dealer has represented, warranted and agreed that it has complied and will, to the best of its knowledge and belief, 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 Dealer 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 this paragraph headed "General".

Selling restrictions may be supplemented or modified with the agreement of the Issuer. Any such supplement or modification may be set out in the applicable 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

Authorisation

The establishment of the Programme was duly authorised by a resolution of the Board of Directors of the Issuer dated 25 March 2002. The update of the Programme was authorised by a resolution of the Board of Directors of the Issuer dated 28 November 2019. The Issuer has obtained or will obtain from time to time all necessary consents, approvals and authorisations in connection with the issue and performance of the Notes.

Listing on the Official List and Admission to Trading of Notes on the Regulated Market of the Luxembourg Stock Exchange

Application has been made to the Luxembourg Stock Exchange for Notes issued under the Programme to be admitted to trading on the Luxembourg Stock Exchange's regulated market and to be listed on the Official List of the Luxembourg Stock Exchange.

However, Notes may be issued pursuant to the Programme which will not be admitted to listing on the Official List of the Luxembourg Stock Exchange, admitted to trading on the Luxembourg Stock Exchange regulated market and/or quotation by the Luxembourg Stock Exchange or any other listing authority, market, stock exchange and/or quotation system or which will be admitted to listing, trading and/or quotation by such listing authority, stock exchange and/or quotation system as the Issuer and the relevant Dealer(s) may agree.

Documents Available

For so long as the Programme remains in effect or any Notes remain outstanding, electronic copies of the following documents will, when published, be available free of charge in English from the Issuer and from the Paying Agents in London and Luxembourg:

- (i) the constitutional documents (in English) of the Issuer;
- (ii) the Agency Agreement for the English Law Notes, the Agency Agreement for the Italian Law Notes, the Trust Deed, the forms of the Temporary Global Notes, the Permanent Global Notes, the Definitive Notes, the Vouchers, the Coupons and the Talons;
- (iii) a copy of this Base Prospectus;
- (iv) any future offering circulars, prospectuses, base prospectuses, supplements, Final Terms (save that a Final Terms relating to an unlisted Note will only be available for inspection by a holder of such Note and such holder must produce evidence satisfactory to the Paying Agent as to the identity of such holder) to this Base Prospectus and any other documents incorporated herein or therein by reference; and
- (v) in the case of each issue of listed Notes subscribed pursuant to a subscription agreement, the subscription agreement (or equivalent document).

For 10 years after the date of publication of this Base Prospectus, copies of the following documents will be available free of charge in English from the Issuer (i) at the following website <https://istituzionale.bper.it/en/home>, (ii) at the offices specified on page 133 hereof, and (iii) from the specified office of the Paying Agents in London and Luxembourg specified on page 211 hereof:

- (i) Issuer's by-laws (*Statuto*);
- (ii) Issuer's consolidated interim financial statements (without any review report) as at 30 September 2019;
- (iii) Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2019;
- (iv) Issuer's consolidated interim financial statements (without any review report) as at 31 March 2019;
- (v) Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2018;
- (vi) Issuer's consolidated interim financial statements (including limited review report) as at 30 June 2018; and
- (vii) Issuer's consolidated audited annual financial statements, including the auditors' report thereon, notes thereto and the relevant accounting principles in respect of the year ended on 31 December 2017.

This Base Prospectus, all documents incorporated herein by reference and the Final Terms of any Notes listed on the Official List of the Luxembourg Stock Exchange will be published on the website of the Luxembourg Stock Exchange (www.bourse.lu).

The Issuer currently publishes unaudited semi-annual consolidated financial statements.

Dealers transacting with the Issuer

Certain of the Dealers and their affiliates, including parent companies, have engaged, and may in the future engage, in investment banking and/or commercial banking transactions (including the provision of loan facilities and/or securitisation transactions) and other related transactions with, and may perform advisory, financial and/or non-financial services for, the Issuer and its affiliates in the ordinary course of business. In addition, in the ordinary course of business 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 and/or ABS securities or similar securities) 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 the 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 short 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 purpose of this paragraph the term "affiliates" also includes parent companies.

Clearing Systems

The Notes have been accepted for clearance through Euroclear and Clearstream, Luxembourg. The appropriate common code and ISIN for each Tranche of Notes allocated by Euroclear and Clearstream, Luxembourg will be specified in the applicable Final Terms. If the Notes are to clear through an additional or alternative clearing system, the appropriate information will be specified in the applicable Final Terms.

The address of Euroclear is 1 Boulevard du Roi Albert II, B-1210 Brussels, Belgium. The address of Clearstream, Luxembourg is 42 Avenue J.F. Kennedy, L-1855 Luxembourg.

Material Adverse or Significant Change

There has been no material adverse change in the prospects of the Issuer and its Group since 31 December 2018 (the last date to which the latest audited published financial information of the Issuer was prepared).

There has been no significant change in the financial or trading position or in the financial performance of the Issuer and its subsidiaries taken as a whole since 30 September 2019 (the end of the last financial period for which either audited financial information or interim financial information has been published).

Material contracts

There are no material contracts that are not entered into the ordinary course of the Issuer's business, which could result in any member of the BPER Group being under an obligation or entitlement that is material to the Issuer's ability to meet its obligation to security holders in respect of the securities being issued.

Litigation

The Issuer is not and has not been involved in any governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the Issuer is aware) during the 12 months before the date of this Base Prospectus which may have, or has had in the recent past, significant effects on the financial position or profitability of the Issuer and its subsidiaries taken as a whole.

Auditors

Deloitte & Touche S.p.A., whose registered office is at Via Tortona, 25, 20144 Milan, Italy, is the current auditor of the Issuer and is registered in the Register of Certified Auditors (Registro dei Revisori Legali) held by the Ministry for Economy and Finance pursuant to Legislative Decree No. 39 of 27 January 2010 and the Ministerial Decree No. 145 of 20 June 2012. Deloitte & Touche S.p.A. is also a member of ASSIREVI – Associazione Nazionale Revisori Contabili. The auditors of Deloitte & Touche S.p.A. have applied a limited

review report to the Issuer's half-year report as of 30 June 2019, in accordance with the generally accepted auditing standards in Italy.

Deloitte audited and rendered unqualified audit reports on the consolidated financial statements of the Issuer for the years ended on, respectively, 31 December 2017 and 31 December 2018.

Auditors' Reports

The Trust Deed provides that the Trustee may rely on reports from the auditors and/or any other expert in accordance with the provisions of the Trust Deed whether or not any such report or engagement letter or other document entered into by the Trustee and the auditors or such other expert in connection therewith contains any limit on liability (monetary or otherwise) of the auditors or such other expert.

Rating Agencies

Each of Fitch and Moody's is established in the European Union and registered under the CRA Regulation, 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>.

LEI

The Issuer's Legal Entity Identifier code is N747OI7JINV7RUUH6190 (expiring in November 2020).

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AUDITORS TO THE ISSUER SINCE 1 JANUARY 2017

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