

## “ Results: first quarter 2018 ”

### >> Results

> Net profit for the year of € 251.0 million, the best quarter in the Group's history

> CET1 ratio Fully Phased of 11.71%. CET1 ratio Phased In at 14.61%

“The Board of Directors has approved the results of the first quarter of the year, evaluating the Group's performance very positively, with particular reference to three fundamental aspects: 1) the high level of profitability achieved, 2) the very strong increase in the coverage of non-performing loans, raised to the highest levels of the system, and the continuing improvement in asset quality and, lastly, 3) maintaining a high level of capital strength. Net profit for the quarter came to € 251 million, the best result in the Group's history, supported by the significant reduction in loan adjustments, the positive trend in the core business, with particular reference to the increase in commissions, and the positive performance by finance...”

Alessandro Vandelli, CEO

### >> The year in short

#### > February

Quali-quantitative composition of the B.o.D. in view of the election of the Board of Directors

#### > March

BPER's draft separate and consolidated financial statements for 2017 approved



### >> Highlights at 31.12.2017

Consolidated income statement	31.03.2018 €/thousands	31.03.2017 €/thousands	Var. %
Net interest income	293,234	288,114	+1.78
Net commission income	198,120	177,373	+11.70
Operating income	657,057	500,773	+31.21
Net operating income	325,899	191,335	+70.33
Profit (Loss) for the period pertaining to the Parent Company	251,023	14,558	--

Profitability ratios	31.03.2018	31.03.2017*
ROE	22.68%	3.62%
ROTE	25.54%	4.04%
Cost to income ratio**	50.40%	61.79%

Description	31.03.2018 €/thousands	31.03.2017 €/thousands	Var. %
Loans to customers	48,705	48,356	+0.72
of which debt securities	3,302	747	
Total assets	68,938	71,339	-3.37
Direct customers deposit	48,919	50,246	-2.64
Indirect customer deposit	36,697	35,865	+2.32
Total shareholders' equity	4,835	5,717	-15.43

\* ROE and ROTE are calculated on a yearly basis

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

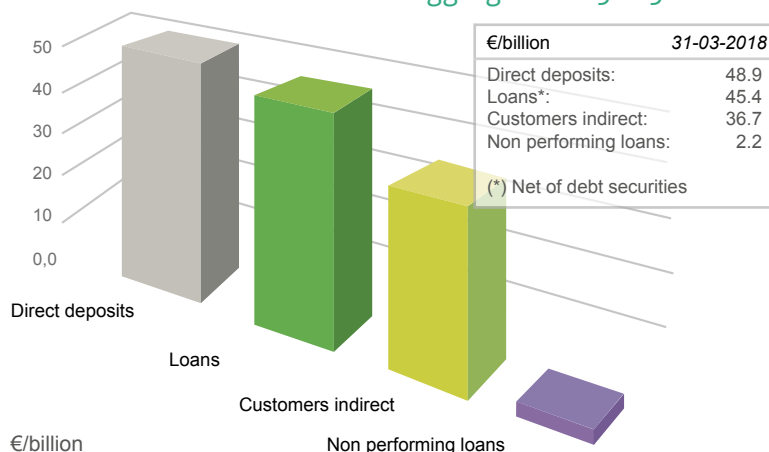
### >> Capital Ratios and main balance sheet

#### >> Capital Ratios regulations

The capital ratios, calculated on the basis of the standard method are the following :

**CET1 Ratio – Phased in: 14.61 %**  
**CET1 Ratio – Fully Phased: 11.71 %**  
**Total capital ratio Phased in: 17.50 %**

#### Main balance sheet aggregates at 31-03-2018 <<



## “ Business segment and markets ”

### >> BPER Banca's Share

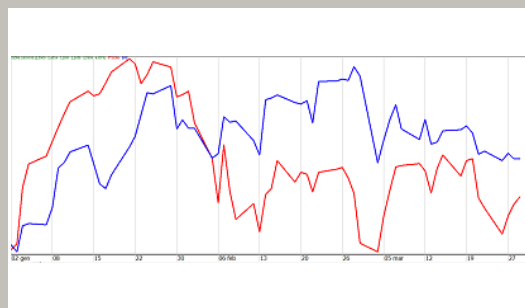
Codice Isin: IT0000066123  
Segmento: Blue Chip  
Settore: Banche  
Codice Bloomberg: BPE IM  
Codice Reuters: EMIL.MI

### >> Performance

3 months %: 8.89%  
(from 02-01-2018 to 29-03-2018)

### >> BPER sector

BPER Banca vs Italian market (FTSE Mib)



Closing price	02/01/2018	29/03/2018	%
BPER Banca	4.160	4.530	8.89
FTSE Mib	21,845.16	22,411.15	2.59

### >> Ratings

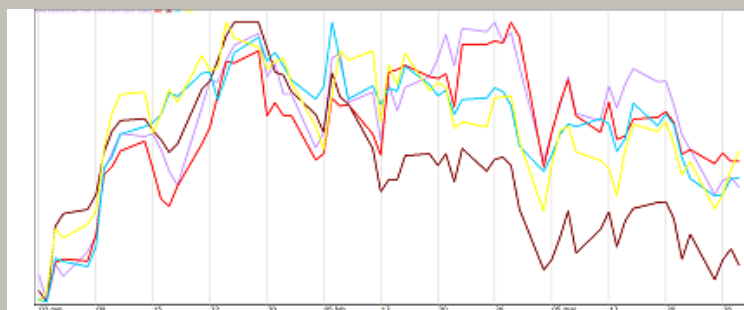
**FitchRatings**  
KNOW YOUR RISK

Last review: 27/04/2018  
Short term IDR: B  
Long-term IDR: BB  
Outlook: Positive  
Subordinated debt: BB-

**MOODY'S**

Last review: 24/10/2017  
Short term Deposit Rating: P-3  
Long term Issuer Rating: Baa3  
Issuer rating outlook: Negative  
Subordinate: B1

BPER Banca vs main banks



Closing price	02/01/2018	29/03/2018	Change %
BPER Banca	4.160	4.530	8.89
Banco BPM	2.644	2.817	6.54
UBI Banca	3.65	3.711	1.67
Unicredit	15.71	16.988	8.13
Intesa Sanpaolo	2.754	2.9535	7.24

### >> BPER Banca Corporate Bodies

#### >> Top Management



Ing. Pietro Ferrari - Presidente



Dott. Alessandro Vandelli - Managing Director



Rag. Fabrizio Togni - General Manager



Dott. Eugenio Garavini - Vice General Manager



Dott. Pierpio Cerfogli - Vice General Manager



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

Dott. Claudio Battistella - Vice General Manager



#### >> Board of Directors

Updated to the Shareholders' Meeting of April 8, 2017

##### Chairman:

Mr. Pietro Ferrari

##### Deputy Chairman:

Mr. Giuseppe Capponcelli

##### Managing Director:

Mr. Alessandro Vandelli (\*)

##### Directors:

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

##### Vice General Manager and B.o.D. Secretary

Dott. Gian Enrico Venturini

(\*) Members of Executive Committee

(\*\*) Chairman of the Executive Committee

## >> Territorial presence of BPER group

**BPER is present today in 18 Italian regions, with a network of more than 1,220 branches.**

Besides maintaining with top ranking foreign financial institutions, and a strong network of advisors, the BPER Group is constantly committed in specific initiatives dedicated to those markets which are most attractive to Italian companies planning to expand their business and get bigger abroad, and can thus be looked at as a strategically for the internationalisation of enterprises from all perspectives.

Updated: 31/03/2018

Commercial banks of BPER group	n. branches	Geographic area	n. branches
BPER Banca	829	Nord	480
Banco di Sardegna	336	Centre	180
CR Bra	28	South	216
CR Saluzzo	27	Islands	344
<b>Total</b>	<b>1,220</b>	<b>Total Italy</b>	<b>1,220</b>
<b>Number of employees</b>			
<b>Gruppo BPER Banca</b>			<b>11,670</b>

Market shares  
 ● more than 7.5%    ● between 5% and 7.5%    ● less than 2.5% and 5%    ○ less than 2.5%



## >> BPER Group Structure

Present structure - as of 31/03/2018

REGIONAL BANKS	GROUP COMPANY (main)		STRATEGIC SHAREHOLDINGS
BPER Banca	Asset Management	Parabancari	Alba Leasing (33,5%)
Banco di Sardegna	Optima Sim	BPER Leasing	Arca Holding (32,75%)
Cassa di Risparmio di Bra		BPER Factor	Arca Vita (19,67%)
Cassa di Risparmio di Saluzzo		Divisione Consumer	CR Fossano (23,08%)
		BPER Service	CR Saluzzo (31,02%)
		BPER Credit Management	

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BPER Banca S.p.A. with head office in Modena Via San Carlo, 8/20 Tel. 0039 059/2021111 - Fax 0039 059/2022033 - Telex 510031/511204 emipop Bank Registration no. 4932 - ABI code 5387-6  
 Parent Company of BPER Group Registered in the Register of Banking Group with code 5387.6, since 7 August 1992 <http://www.bper.it> - E-mail: bper@pec.gruppobper.it Tax code, VAT number and Business Register no. 01153230360 Modena Chamber of Commerce no. 222528 Share capital as at 31/12/2014 1,443,925,305,00 Member of the Interbank Deposit Guarantee Fund Ordinary shares listed on the MTA market