

## “ Results: Nine months 2018 ”

### >> Results

> Net profit for the period of € 358.1 million compared with € 149.0 in the first nine months of 2017

> CET1 ratio Fully Phased of 12.0%. CET1 ratio Phased In at 14.7%

“The Board of Directors has approved the results for the first nine months of the year, which closed with a very strong net profit of over € 358 million, more than double the figure of € 149 million in the same period last year. The excellent economic result is accompanied by a significant improvement in capital strength, which shows a substantial increase of around 40 bps in the CET1 ratio at 12.0% from 11.6% in June. This is in part thanks to the limited impact of the recent tensions on financial markets, mainly due to the strategy adopted for the gradual diversification of the financial portfolio. Furthermore, the first nine months of the year confirm the improvement in asset quality already seen in previous quarters with a significant decrease in the gross stock of non-performing loans of about € 1.7 billion and of € 1.3 billion only in bad loans; at the same time, NPL coverage remains at the maximum levels of the system. With regard to credit quality, it is worth noting that the securitisation of the “AQUI” bad loan portfolio was completed for a gross nominal amount of € 1.9 billion... This second important operation, which follows that of Banco di Sardegna concluded last June, is in line with the plan envisaged as part of a broader programme of derisking and improvement of asset quality of the BPER Group (“NPE Strategy 2018-2020”). I think I can say that the great effort made by the Group to reduce non-performing loans is producing the expected results, allowing us to achieve the goal of reducing our gross NPE ratio by almost 10 percentage points in just over 2 years, while maintaining a high level of capital strength. The results achieved in terms of profitability, capital strength and credit quality make us confident that we can cope with the challenges to be faced for the growth and development of our Group”.

Alessandro Vandelli, CEO

### >> Nine months

> **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

> **April.** Fitch Ratings improves BPER Banca's outlook to “positive”. Long and short term ratings affirmed

Shareholders' Meeting: approval of the 2017 financial statements and other resolutions

> **June.** 4MORI SARDEGNA SECURITISATION - Sale of mezzanine and junior securities completed

> **August.** Consolidated results for H1 2018 approved

> **November.** Consolidated Interim report at 30 September 2018 approved

AQUI - Securitization of bad loans

### >> Highlights at 30.09.2017

Consolidated income statement	30.09.2018 €/thousands	30.09.2017 €/thousands	Var. %
Net interest income	850,092	850,337	-0.03
Net commission income	577,081	544,026	+6.08
Operating income	1,662,560	1,525,189	+9.01
Net operating income	651,726	577,550	+12.84
Profit (Loss) for the period pertaining to the Parent Company	358,126	148,958	+140.42

Profitability ratios	31.03.2018	31.03.2017
ROE*	10.75%	3.62%
ROTE*	12.11%	4.04%
Cost to income ratio**	60.80%	62.13%

Description	30.09.2018 €/thousands	31.12.2017 €/thousands	Var. %
Loans to customers	50,342	48,356	+4.11
Total assets	71,222	71,339	-0.16
Direct customers deposit	51,184	50,246	+1.87
Indirect customer deposit	36,398	35,865	+1.49
Total shareholders' equity	4,856	5,717	-15.05

\* 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). The comparative figures have been appropriately recalculated at 1 January 2018 to take account of the impact of first-time application of IFRS 9

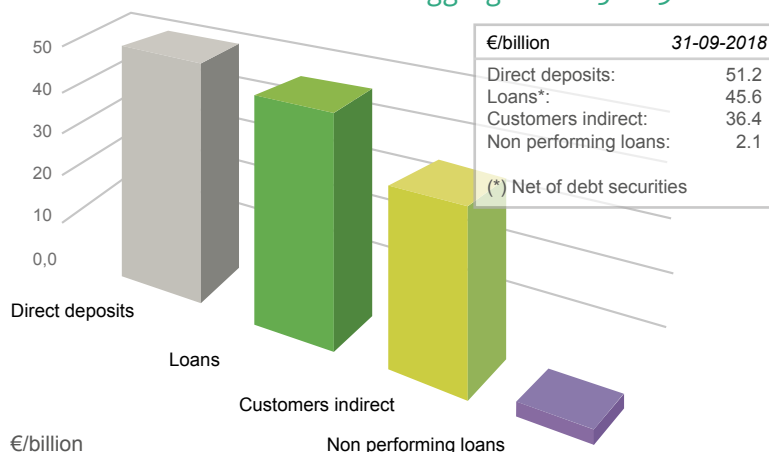
### >> Capital Ratios and main balance sheet

#### >> Capital Ratios regulations

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

**CET1 Ratio – Phased in: 14.74 %**  
**CET1 Ratio – Fully Phased: 12.00 %**  
**Total capital ratio Phased in: 17.73 %**

#### Main balance sheet aggregates at 30-09-2018 <<



## “ Business segment and markets ”

### >> BPER Banca's Share

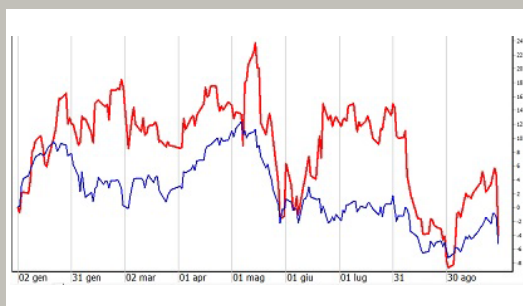
Codice Isin: IT0000066123  
 Segmento: Blue Chip  
 Settore: Banche  
 Codice Bloomberg: BPE IM  
 Codice Reuters: EMII.MI

### >> Performance

9 months %: -4.13%  
 (from 02-01-2018 to 28-09-2018)  
 1 year %: -22.26%  
 (from 03-10-2017 to 28-09-2018)

### >> BPER sector

BPER Banca vs Italian market (FTSE Mib)



Closing price	02/01/2018	28/09/2018	%
BPER Banca	4.160	3.988	-4.13
FTSE Mib	21,845.16	20,711.7	-22.26

### >> Ratings

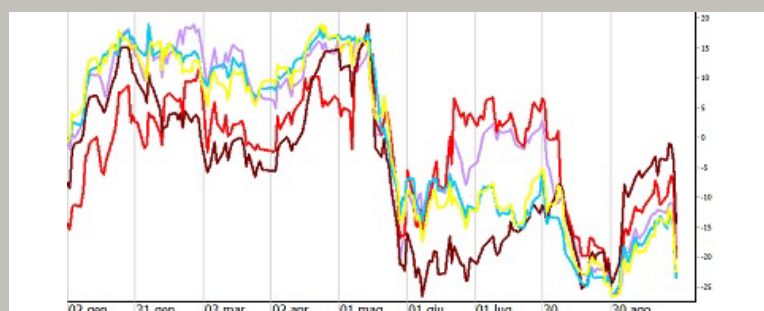
**FitchRatings**  
 KNOW YOUR RISK

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	28/09/2018	Change %
BPER Banca	4.160	3.988	-4.13
Banco BPM	2.644	2.12	-19.70
UBI Banca	3.650	3.456	-5.32
Unicredit	15.710	12.964	-17.48
Intesa Sanpaolo	2.754	2.201	-20,08

### >> BPER Banca Corporate Bodies

#### >> Top Management



Ing. Pietro Ferrari - Presidente



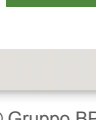
Dott. Alessandro Vandelli - Managing Director



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 14, 2018

**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

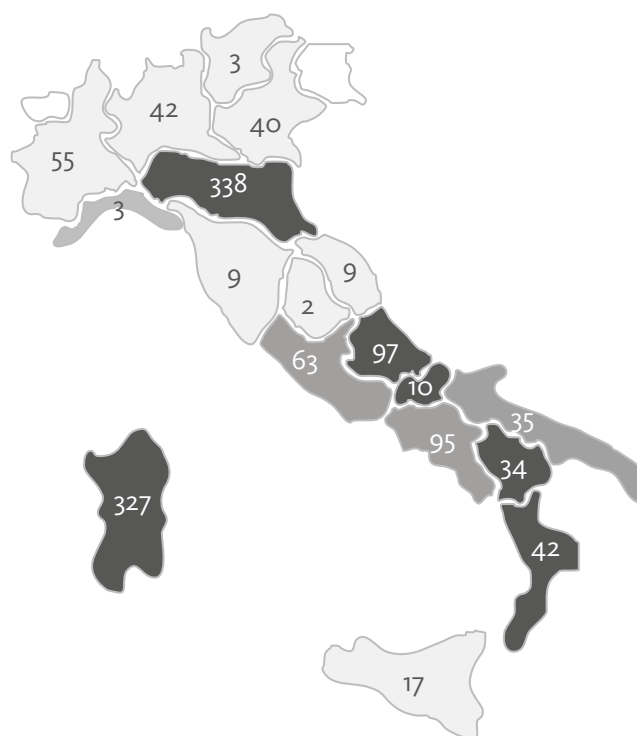
## >> Territorial presence of BPER group

**BPER is present today in 18 Italian regions, with a network of more than 1,219 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: 30/09/2018

**Market shares**  
 more than 7.5% 
  between 5% and 7.5% 
  less than 2.5% and 5% 
  less than 2.5%

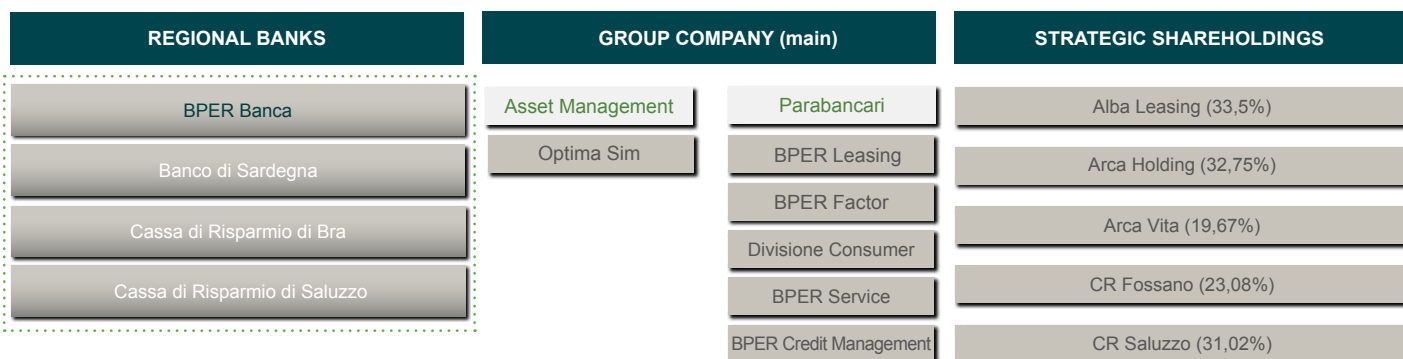


Commercial banks of BPER group	n. branches	Geographic area	n. branches
BPER Banca	828	Nord	480
Banco di Sardegna	336	Centre	180
CR Bra	28	South	215
CR Saluzzo	27	Islands	344
<b>Total</b>	<b>1,219</b>	<b>Total Italy</b>	<b>1,219</b>

Number of employees	
<b>Gruppo BPER Banca</b>	<b>11.627</b>

## >> BPER Group Structure

Present structure - as of 30/09/2018



Head of Investor Relations: Gilberto Borghi - Phone +39 059.202.2194 | E-mail: gilberto.borghi@bper.it  
 Head of External Relations and CSR Activity: Eugenio Tangerini - Phone +39 059.202.1330 | E-mail: eugenio.tangerini@bper.it  
 Head of Planning and Control: Alessandro Simonazzi - Phone +39 059.202.2014 | E-mail: alessandro.simonazzi@bper.it

BPER Banca S.p.A. with head office in Modena Via San Carlo, 8/20 Tel. 0039 059/202111 - Fax 0039059/2022033 - 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