FINANCIAL STATEMENTS FOR 9M TO 31/03/24 APPROVED

EFFECTIVE START TO BP "ONE BRAND - ONE CULTURE"
REVENUES UP 9% IN 9M TO €2.6BN
NET PROFIT UP 20% TO ~€950M, EPS 9M TO €1.11, ROTE 13%
INTERIM DIVIDEND OF €0.51 PER SHARE

9M RESULTS:

GROWTH AND HIGH SHAREHOLDER REMUNERATION

Group revenues up 9%[1] to €2.6bn, RWAs down 5% to €49bn

WM and INS growing, lower capital absorption in CIB, record new loans in CF

CoR reduced (to 50bps) with high asset quality

Net profit ~€950m (up 20% YoY), EPS 9M €1.11, ROTE 13%, CET1 15.2%

Shareholder remuneration: 5% yield by end-June (€0.6bn) including:

- **Interim dividend of €0.51 per share[2] (€0.4bn payable on 22 May 2024)**
- **Share buyback of €0.2bn (17m shares bought and cancelled by end-June 2024)**

3M RESULTS:

INDUSTRIAL TREND ENHANCED

Group revenues ~€900m (up 18% YoY, up 4% QoQ[3])

CoR declining (to 48 bps)

Net profit €335m (up 42% YoY, up 29% QoQ)

WM – Priority Group objective, distinctive positioning

Launch of MB Premier well received by clients (1,600 new top-end clients in 3M) and bankers (42 new salespeople in 3M, with further additions due in coming months)

TFAs up €3bn to €97bn, with NNM of €1bn in AUM

Expansion of offering in Public/Private Markets

Double-digit growth at both top-line (total revenues of €690m in 9M FY 2023-24, up 12%[1]) and bottom-line levels (net profit €153m, up 18%[1])

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[1] YoY: end-March 2024 vs end-March 2023.
[2] Calculated as 70% of 1H FY 2023-24 net profit.
[3] QoQ: end-March 2024 vs end-December 2023.

CIB – Focus on growth in K-light activities

Fee income/IB activity strengthening (up 7% QoQ, to €91m)

Solid performance in domestic advisory, with growing international contribution

Selective new business with lending volumes stabilizing in 3M and excellent asset quality

CF – Growth through multichannel leadership and independent distribution

Volumes increasing (€2.2bn in new loans in 3M, of which BNPL >€150m)

NII growing (up 5% YoY, up 3% QoQ, to €266m) with high profitability

Net profit resilient (€292m in 9M), default rates stabilizing (CoR ~170 bps in 9M and 3M)

HF – Effective funding action

€3.6bn in bonds issued in 3M (€6bn in 9M) on advantageous terms

~80% of subordinated issues planned in BP23-26 already completed

Alberto Nagel, CEO of Mediobanca, said: "The Group has made a very positive start to the Strategic Plan, ***delivering excellent results in terms of value creation and capital efficiency****. In the last three months we have received very positive feedback on Mediobanca Premier from both clients and bankers, we have seen Investment Banking business revitalized not least by our international activities, and have kept our solid path and value driven approach in Consumer Finance and Insurance. With net profit of approx. €950m in 9M and ROTE of over 13%* ***the Group is positioned at sector-best levels, with all the main business lines well placed in the macroeconomic scenario and fully focused on implementing the new strategic initiatives included in the 2023-26 Strategic Plan "One Brand-One Culture"****".*

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The Group has continued on its path to growth, closing the nine months with **results at an all-time high: revenues of €2,628m (up 9% YoY), net profit of €946m (up 20% YoY), EPS 9M €1.11 up 20% YoY), ROTE 13.3% (stable), and RORWA 2.6% (up 30 bps YoY)** in a still uncertain operating scenario due to the geopolitical events and macroeconomic trend, but supported by positive performances on the main financial markets. **The results represent a positive start to implementation of the new 2023-26 Strategic Plan "One Brand-One Culture" (targets: revenues €3.8bn, ROTE 15%, EPS €1.80, by end-June 2026).**

Revenues were boosted by growth in all divisions (WM up 12% to €690m, CF up 6% to €888m, INS up 19% to €349m, HF up 38% to €180m). CIB, despite posting a 5% year-on-year reduction (revenues of €536m), has shown a recovery in the last two quarters (back to near €200m), due to the recovery in Investment Banking activity plus the consolidation of Arma Partners for six months.

The main highlights were as follows:

- **Robust commercial performance, geared towards increasingly selective growth in assets, and driven by value and lower capital absorption:**

- **TFAs climbed by 14% YoY with an additional €12bn to reach €96.5bn** (up €2.9bn QoQ), **driven by inflows of AUM/AUA (NNM €6.8bn)** which totalled €70.1bn (up 22% YoY, up 6% QoQ). In 3Q there were inflows of approx. €1bn in Wealth Management, above sector average, while the sale of investment products structured by Mediobanca has continued;

- **Risk-Weighted Assets (RWAs) have dropped by over €2bn in 12M** (to €48.8bn) despite application of the AIRB models in Consumer Finance (which has entailed an increase in RWAs of approx. €0.9bn), **due to the selective approach to lending** (down 2% YoY, with CIB down 8%, CF up 4%, and WM up 1%), and to **launch of the risk mitigation measures in CIB. The main items have stabilized in 3M.**

- **Revenues up 9% in 9M, to €2,628m, with 3Q adding €898m (up 4% QoQ)**:

  - **Net interest income totalled €1,492m** (31/3/23: €1,299m, **up 15% YoY)** with strong contributions from CF (up 5% YoY, on €6.1bn in new loans, €2.2bn of which in 3Q), WM (up 21% YoY), and HF (up 2x at €139m), on the back of asset repricing, securities portfolio expansion, and careful cost of funding management. The quarterly trend reflects a slight reduction in 3Q (down 1% QoQ, to €496m) due to seasonal factors (inflation-linked coupon of €7m in 2Q).

  - **Net fee and commission income totalled €660m (up 0.3% YoY, with 3Q virtually stable at the previous quarter's high level of €238m):** the solid performance in WM (up 6% YoY) was not sufficient to offset the downturn in CIB fees, where the result was affected by an unfavourable comparison base with the record half-year performance delivered in FY 2022-23. However, the last two quarters have seen a significant reversal of this trend, with a recovery in IB activity plus the consolidation of Arma Partners which has added €49m in 6M.

  - **Trading revenues totalled €134m**, reflecting a slight reduction due to the lower market volatility levels.

  - **Growth in insurance business (up 18% to €342m)**, driven by the good performance posted by Assicurazioni Generali, with a growing contribution in 3Q (€123m).

- **Cost/income ratio 43% (stable YoY)**, including the ongoing investments in distribution, innovation and talent, despite the impact of inflation. The Group has increased its headcount by some 200 people, including around 80 as a result of changes in the area of consolidation, with ongoing development of projects and technology.

- **Asset quality remains excellent, with high overlays** (~€236m, with €27m used in CF, €6m of which in 3Q). **The Group's cost of risk has reduced to 50bps (48bps in 3Q), with the increase in CF (from 143bps to 167bps in 9M, stable in 3Q at 169bps) mitigated by the trend in CIB** (where the cost of risk was virtually nil). **The Group's gross NPLs were stable at low levels** (2.5% of total loans gross and 0.8% net); **positions classified as Stage 2 were up slightly QoQ** (6.0% gross and 5.4% net). **The coverage ratios remained high**: 70% of NPLs, 1.40% for performing loans at Group level, and 3.71% for performing loans for the CF division.

- **Net profit €946m** (up 20% YoY), with **ROTE adj. at 13.3%**, **RORWA adj. 2.6%** (up 30 bps YoY).

- **Significant growth in the per share values: EPS 9M €1.11 (up 20% YoY), TBVPS €11.2 (up 15% YoY)**.
- **Capital base remains high: CET1 ratio 15.2%,**[4] down 70 bps in 9M (30/6/23: 15.9%) and down 10 bps in 3M. The substantial earnings generation plus the risk mitigation measures implemented has financed the shareholder remuneration (175 bps by way of dividend and buyback), the negative impacts (upfronted in the first 6M) of the AIRB models in Consumer Finance and the Arma Partners acquisition (60 bps, set to reduce to 30 bps in the coming years due to the use of treasury shares to complete the acquisition). The reduction in 3Q is due to the resumption of some organic growth and the impact of Assicurazioni Generali, which should reduce when the dividend is distributed in 4Q.
- **The BoD has adopted a resolution approving the distribution of the first interim dividend, of €0.51 per share, for a total amount of €421m (the dividends go ex-rights on 20 May and will become payable as from 22 May 2024).**

All the divisions posted material growth, ahead of the Strategic Plan objectives:

- **WM: TFAs up €12bn YoY to €97bn. Record revenues and net profit (€690m and €153m respectively), with NNM of approx. €7bn (AUM/AUA). RORWA up from 3.2% to 3.6%. Positive launch of Mediobanca Premier, with senior professionals recruited (42 added in 3M), and the product and service offering enhanced and repositioned vs higher-end customer brackets**

  Revenues climbed by 12% to €690m, driven by **net interest income (up 21%)** because of the rising interest rates while managing the cost of deposits, whereas **fees were up 6%** (to €363m), in a market scenario that confirms the investor preference for products under administration but with a recovery in assets under management in 3Q due to positive market performances. **TFAs reached €96.5bn** (up 14% YoY, €70.1bn of which AUM/AUA), **on NNM of €6.8bn in AUM/AUA, €2.6bn of which in 3Q, with approx. €1bn of AUM. On 15 January 2024 the rebranding of CheBanca! as Mediobanca Premier was launched**, an important pillar of the 2023-26 Strategic Plan which is attracting strong interest from both clients and bankers (with 1,600 new clients with over €500K in assets, and 42 new bankers joining in 3M). **Mediobanca Private Banking in recent months** has encouraged clients to convert their liquidity into investment products, and has enhanced its offering in the Private Markets segment, raising a commitment of over €900m for the TEC2 project. The market scenario has also significantly facilitated the sale of structured products. In the Asset Management segment two delegated funds were launched, and there has been a resumption in CLO activity, with €0.4bn placed during 3Q, and positive inflows to the special situation fund.

- **CIB: revenues recovering in the last two quarters on the back of the stronger IB activity plus the Arma Partners consolidation. RORWA stable at 1.2%, helped by asset**

[4] CET1 fully loaded, considering the Danish Compromise as permanent as approved by the European Parliament on 24 April 2024 (benefit of ~100 bps). Management calculation differs from that used in the COREP Common Reporting, because it includes the profit for the period not distributed (which is not subject to authorization under Article of the CRR), based on a dividend payout of 70%. Undistributed profits account for approx. 25 bps of CET1.

optimization (RWAs down 20% YoY to €16bn). **Implementation of the Strategic Plan initiatives continues (Energy Transition team set up, and international Mid Corporate activities launched, along with the process for becoming BTP specialist).**

Revenues of €536m were 5% lower than the record levels seen one year ago, reflecting the soft operating scenario in the investment banking market during 1H, which has been impacted by the market volatility and the rise in interest rates. **However, revenues have been back in the €200m area in the last two quarters, due to the recovery of activities in all products, and advisory activity in particular, coupled with the consolidation of the Arma Partners boutique since the start of October 2023** (adding approx. €25m in fee income in 2Q and 3Q, on 19 deals announced since July 2023 in the digital economy segment). **The quality of the loan book was again high with net writebacks cancelling out writedowns**. Net profit totalled around €169m (down 9% YoY), with the contributions for the last two quarters both above €60m. RORWA stable at 1.2%.

- **CF: profitable and resilient: revenues up 6% to €888m (an all-time record), net profit stable at €292m, RORWA slightly lower at 2.7% following introduction of the AIRB models (with RWAs €0.9bn higher in 1Q), cost/income ratio 31% (up 1pp). CoR stabilized at ~170 bps.**

  The solid performance in new loans continues (€6.1bn – €2.2bn of which in 3Q – taking the loan book to €15.0bn, up 4% YoY), driven by **effective direct distribution** (which now generates approx. 80% of personal loans disbursed), plus growth by the **Buy Now Pay Later (BNPL) segment (new business of approx. €360m, €151m of which in 3Q), helped by the acquisition of HeidiPay and launch of the Nexi agreement,** both initiatives closed in autumn 2023, that are expected to enhance the Group's capability in terms of new client acquisition. Net interest income of €778m (up 5% YoY, up 2.5% QoQ) was boosted by higher volumes despite rising interest rates (new business has been repriced in full) and the more prudent approach to new loans. **Credit quality is proceeding in accordance with expectations, with a slight increase in the risk indicators and in the cost of risk from 145bps (FY 2022-23 avg.) to 167bps, stabilizing in 3Q**. The coverage ratios remain high, at 76% for NPLs and at 3.71% for performing loans.

- **INSURANCE: high contribution and profitability in the new interest rate scenario. Permanent application of Danish Compromise approved by the European Parliament.**

  Revenues €349m, up 19% YoY, on a robust and improving operating performance from Assicurazioni Generali, with the 3Q result of €123m (up 58% QoQ) reflecting gains on disposal which offset the high claims in connection with catastrophic events and asset adjustments. Net profit by the division totalled €353m (up 25% YoY). RORWA was high (at 3.4%). The market value of the Assicurazioni Generali investment (NAV) increased in 3M by almost €1bn to €4.8bn. At the session held on 24 April 2024, the European Parliament approved the new CRR, which makes application of the Danish Compromise to the Assicurazioni Generali investment permanent.

- **HF: dynamic asset and liability management, effective capabilities in terms of raising funding at competitive costs.**

Funding was stable at €60.4bn: strong bond issuance activity (€6.5bn issued, €3.6bn of which in 3Q) enabled the scheduled T-LTRO prepayment to go ahead (with €3.5bn prepaid), **at a lower than expected cost.** The Group has taken advantage of the favourable trend in credit spreads to front-load some 80% of the issuance of capital instruments provided for in the 2023-26 Strategic Plan to 9M FY 2023-24. Deposits declined slightly, to €26.4bn, before the promotion launched in April 2024, in a scenario where the Group's lendings are reducing and deposits are being converted to AUM and AUA.

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At a Board meeting held on 9 May 2024, with Renato PAGLIARO in the chair, the Directors of Mediobanca approved the individual and consolidated financial statements for the period ended 31 March 2024, as illustrated by Chief Executive Officer Alberto NAGEL.

Consolidated results

The Group has continued on its path towards growth, posting new records for the nine months: revenues of €2,628.2m (up 8.7% YoY), net profit €946.1m (up 19.6% YoY), EPS 9M €1.11 (up 19.5% YoY), ROTE 13.3%, and RORWA 2.6% (up 30 bps YoY).

The 9M results were boosted by 3M growth in terms of revenues (which totalled €897.6m, up 3.5% QoQ) and net profit (€334.9m, up 28.9% QoQ), helped by the cost/income ratio remaining stable at 43% plus the reduction in the cost of risk (to 48 bps).

The main income items performed as follows:

- **Net interest income climbed to €1,492.4m (up 14.9% YoY), with the €495.9m posted in 3Q down 1% QoQ,** but basically stable excluding the BTP inflation coupons collected at year-end 2023 (€7m). The ongoing repricing action has seen an increase in returns on lendings (which increased from 4.6% to 5.9%) in the last 12M, which has continued in the last few months as well, offset only in part by the cost of interest payable. The growth in NII from Treasury operations has continued, increasing from €31.3m to €114.2m, due to the positive sensitivity to interest rates and the good performance of the securities portfolio, despite the reduction in 3Q due to the absence of inflation-linked coupons referred to above, the slight reduction in interest rates, the cost of the Mediobanca Premier liquidity promotion launched at year-end 2023 becoming fully operative, and the issue of certain capital instruments being brought forward to 3Q in order to leverage the positive trend in credit spreads. All the other divisions posted improved YoY and QoQ performances: Consumer Finance reported NII of €778.4m (up 5.2% YoY, up 2.5% QoQ), Wealth Management of €319.9m (up 20.6% YoY and up 1% QoQ), and CIB of €233.2m (up 11.6% YoY and up 3% QoQ).

- **Net fee and commission income totalled €660.2m,** confirming last year's results (€658.1m), and reflecting a recovery in the last two quarters (€242.3m in 2Q and €238.1m in 3Q) due to the solid performance by Wealth Management, the consolidation of Arma Partners in CIB (contributing €49m in the six months since it was consolidated, split equally between the two quarters), and the recovery in Investment Banking activity. At the individual divisional level, growth has been concentrated in Wealth Management (€363.3m, up 6.5% YoY, down 7% QoQ, in line with the seasonal effect), with ongoing improvement in management fees (€255m, up 3% YoY and up 4% QoQ) and upfront fees of €70.1m (up 14% YoY; down 10% QoQ), with banking fees reflecting the higher seasonal effect (€78m, up 10% YoY and down 8% QoQ) and performance fees of €13.1m (up 2x YoY but halved QoQ). Corporate and

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Investment Banking posted fees of €224.8m (down 5.7% YoY, up 6.8% QoQ), absorbing the reduction in ECM business (from €22m to €6m) and from large tickets in Italian and French M&A through the addition of Arma Partners and the resilience of Mid Corporate operations (€27m); Consumer Finance posted fee income of €110.1m (up 7.3% YoY, up 2.3% QoQ), with the contribution from Pagolight (Buy Now Pay Later) totalling €15m (€5m in 3Q);

- **Net treasury income totalled €133.6m,** with €40.2m contributed in 3Q, slightly lower than in the last two quarters (1Q: €47.5m; 2Q: €45.9m); the gap compared to last year (€172.3m) is almost exclusively attributable to the CIB proprietary trading portfolio, which has seen a sharp reduction in volatility levels and so in the possibility of arbitrage trades;

- **The contribution from Assicurazioni Generali, which is equity-accounted,** totalled €337,7m, with a contribution of €122.6m in 3Q: this result reflects a downturn in the operating performance, in the non-life business segment in particular which was impacted by higher claims relating to catastrophic events, higher writedowns to real estate, and losses on disposal of fixed-income securities, all of which were more than offset by the gains arising on the disposals of Generali Deutschland Pensionskasse and the Cattolica group's joint ventures.

Operating costs totalled €1,124m (up 8.6% YoY, down 0.7% QoQ), with labour costs accounting for €586.9m (up 9.5% YoY, up 1.1% QoQ) and administrative expenses for €537.1m (up 7.7% YoY, down 2.7% QoQ); the growth for the quarter primarily reflects the strengthening of the headcount, with 18 new FTEs added (taking the total from 5,369 to 5,387) and the new collective banking sector employment contract coming into force (adding approx. €8m, as compared with the €2m adjustment taken for 6M) for Mediobanca Premier and the Consumer Finance division especially; conversely, administrative expenses decreased, despite the higher marketing expenses in both Consumer Finance and Wealth Management (up 17% QoQ). At the individual divisional level: total costs in Wealth Management amounted to €456.7m (up 11.3% YoY; down 2.1% QoQ); in Consumer Finance to €271.3m (up 7.7% YoY; up 5.6% QoQ); in Corporate and Investment Banking to €266.5m (up 11.7% YoY; down 1% QoQ), with Arma Partners contributing €18m (up 4% YoY net of Arma); the Holding Functions' performance, meanwhile, reflects the disposal of Revalea, with costs totalling €129.6m (up 9.3% YoY and up 2.4% QoQ net of Revalea).

Loan loss provisions decreased to €195.7m (down 6.6% YoY; down 13.9% QoQ), €62.8m of which taken in 3Q; the cost of risk therefore decreased to 50bps, slightly lower than at end-December 2023 (by1 basis point) and end-March 2023 (by 3 bps). Corporate and Investment Banking posted net writebacks of €2.8m, accrued during 3Q; while Consumer Finance increased its provisioning, from €150.4m to €184.1m, with a consistent quarterly trend (€62.8m in 3Q), reflecting the resumption in defaults recorded in the summer months with no major increases since then, save in terms of the different business mix and the natural convergence towards pre-Covid levels. The disposal of Revalea is reflected in the reduced provisioning levels reported by the Holding Functions, down from €17.4m to €5.8m, whereas in Wealth Management a total of €8.6m was set aside, €7.3m of which in the mortgage lending component, with similar quarterly levels (€2.2m in 3Q).

Overlays remain at high levels (€236m, compared with €243m at end-December 2023 and €268m at end-June 2023), the uses being primarily concentrated in Consumer Finance and in 1H especially (overlays in Consumer Finance totalled €181.5m at end-March 2024, compared with €187m at end-December 2023 and €209m at the start of the financial year).

Profit of €946.1m for the nine months also reflects:

- Upward adjustments to reflect the fair value of funds totalling €17m, €9m of which in 3Q;

- Adjustments for impairment to securities held as part of the banking book amounting to €2m (as against writebacks of €1m in 3Q);

- Contribution of €23.8m to the interbank Deposit Guarantee Fund, recorded in 1H; unlike last year there were no transfers to the SRF;

- Tax and other charges of €331.4m, with the contribution for 3Q €110.7m.

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On the balance-sheet side, **total assets amounted to €94.5bn** (31/12/23: €94.9bn; 31/3/23: €91.8bn), with the main items reflecting the following performances in 3Q:

- **Customer loans totalled €52bn** (down 2.2% YoY and stable QoQ), on growth in Consumer Finance (€15bn, up 4.1% YoY and up 1.8% QoQ), driven by high new business volumes which offset the anticipated reduction in Corporate and Investment Banking (where customer loans were down 8.2% YoY, from €20.4bn to €18.7bn), with a slight recovery in the LSF segment in 3Q (up from €13.1bn to €13.4bn), and impacted by the seasonal factors affecting factoring business (customer loans down 16%, to €2.5bn). Customer loans in the Wealth Management and the Holding Functions divisions (the latter mostly leasing business) were virtually unchanged in 3Q at €16.9bn (up 1% YoY) and €1.4bn (down 17.3% YoY) respectively;

- **New loans** in Consumer Finance rose by 3.9% YoY in 9M, to €6.1bn (€2.2bn in 3Q), driven by personal loans (up 9.8%, from €2.6bn to €2.9bn); the lower demand for corporate loans and the selective lending policy adopted impacted on new business volumes in Lending and Structured Finance (down 29.6%, to €4.2bn) and in Leasing (down 15.2% to below €200m), whereas turnover in factoring business showed resilience at €8.7bn (up €2.5bn in 3M). New mortgage loans decreased from €1,948m last year to €758m this year, reflecting the weak demand and the competitive scenario;

- **Gross NPLs** totalled €1,328.8m, 0.8% lower than at end-June 2023 and up 2.3% QoQ. The increase is due primarily to Consumer Finance, where gross NPLs were 10.9% higher than at end-June 2023, and up 4.8% QoQ (to €973.4m), with no stock disposals (which are expected before the end of the financial year); gross NPLs were stable in Corporate and Investment Banking, at €48.8m (€23.3m of which in Large Corporate), and reduced in Wealth Management, from €231.9m to €225.1m, in both segments (Premier: by €5.6m; Private Banking: by €1.1m); the leasing stock reduced by €9m, to €81.4m; while the NPLs/total loans ratio stood at 2.5% on a gross basis (vs 2.4% at end-December 2023) and at 0.8% net (stable vs end-December 2023), with a coverage ratio of 69.6% (69.1% at end-December 2023);

- **Loans classified as Stage 2** rose slightly, from €3,159.9m to €3,220.3m, following a temporary increase in Wealth Management (up €90.8m), most of which was resolved in the month of April; conversely, Corporate and Investment Banking saw a €28.9m reduction in Stage 2 loans, as a result of repayments and changes of classification; Consumer Finance and Leasing posted similar levels to those seen at end-2023 (€1,473.3m and €70.3m respectively);

- **Banking book securities** rose from €10.9bn to €11.2bn (€4.7bn of which in the HTC portfolio, and €6.5bn of which in the HTC&S portfolio), reflecting the addition of new acquisitions of sovereign debt securities in an amount of €1.4bn, roughly one-third of which Italian; the positive market trend increased the OCI reserve which closed at €9.1m (€1.1m), and reduced the unrealized losses on the HTC portfolio (from €43.5m to €13.5m);

- **Net treasury assets** decreased to €4.2bn, in a market scenario that has encouraged an increase in investments in equities and bonds, which amounted to €3.2bn (up €1.3bn) and €2.5bn (up €0.4bn) respectively, with lower uses of treasury assets (down €3bn) impacted by the scheduled T-LTRO repayment (€1.3bn). Liquid assets deposited in current accounts rose slightly, to €1.3bn, whereas access to the repo market remained in the €2.5bn area, despite a scenario in which the value of the collateral is declining, reflecting the reduced liquidity post-ECB tiering; the liquidity indicators remain solid, with the LCR at 150% and the NSFR in line with the Strategic Plan target of 115%;

- **Risk-Weighted Assets (RWAs) totalled €48.8bn**, more than €2bn lower than at end-June 2023 and stable in 3Q due to the reduction in lendings, and also to the risk mitigation measures (in CIB in particular) implemented in 1H;

- **Funding remained stable at €60.4bn**, despite the T-LTRO repayment (€1.3bn, for a total of €3.5bn in 9M; stock outstanding now €2.1bn) and the €1.3bn reduction in Wealth Management deposits (stock now €26.4bn, or 43.7% of the Group's total funding), which were largely offset by the increase in debt securities in issue (up €2.3bn; stock now €26.2bn); the three months saw strong activity on the primary market, with new issues of approx. €3.6bn (for an annual total of over €6bn), at an average cost of 129 bps, approx. €1bn of which with private customers, and €800m subordinated (€300m Tier 2 and €500m SNP, which, coupled with the SNP issued in September 2023, represents approx. 80% of the equity issuance programme provided for in the 2023-26 Strategic Plan). Interbank funding rose from €5.6bn to €5.7bn;

- **Total Financial Assets (TFAs) rose to €96.5bn** (up 9.6% since end-June 2023 and up 3.2% in 3Q), driven by AUM/AUA inflows of €6.8bn (€2.6bn of which in 3Q), financed by the conversion of deposits and a positive market effect of over €3bn (€1.6bn in 3Q). The stock of AUM/AUA totalled €70.1bn (up 6.4% YoY), split between Private Banking (€33.4bn, up 6.7%) Premier Banking (€23.9bn, up 7.1%), and Asset Management (€28.2bn, up 4.7%, €15.4bn of which placed by the Group's networks). The stock of deposits stood at €26.4bn, with €9.8bn in Private Banking (down 8.7%) and €16.6bn in Premier Banking (down 2.1%).

- **Capital ratios (CET1[4]: 15.2%; Total Capital: 17.8%), with buffers again comfortably above the regulatory minimum** (SREP CET1 Overall Requirement 8.28%[5], MDA 10.12%[5]):

  - **The CET1 ratio** was slightly lower than at end-December 2023, as the ordinary operations for the quarter (which added 20 bps, from retained earnings for the three months net of the 70% payout, RWAs and FVOCI reserve) was entirely swallowed up by the higher prudential deductions due to the Assicurazioni Generali investment's increase (most of which will be recovered when the dividend is collected in May 2024) and to growth in the business (which accounted for 30 bps);

  - Conversely, **the Total Capital** ratio rose to 17.8%, as a result of the new subordinated €300m issue implemented in January 2024, only in part offset by the prudential amortization of the other issues;

  - Both the leverage ratio and the MREL ratio remained comfortably above the minimum requirements set for 2024 and in line with the levels recorded at end-December 2023: **leverage ratio 7.5%; MREL ratio 43.0% of RWAs and 21.3% of LREs.**

- On 26 February 2024, Mediobanca completed the share buyback programme authorized by shareholders at the Annual General Meeting held on 28 October 2023 and by the European Central Bank on 20 October 2023, acquiring a total of 17 million shares, equal to 2% of the Bank's share capital, for a total outlay of some €198m.

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[5] SREP CET1 includes: 56% of P2R (1.82%), Capital Conservation Buffer (2.5%), Counter-Cyclical Buffer (0.133% as at 31/12/23), and O-SII requirement (0.125%). The requirement does not include the system risk buffer introduced by the Bank of Italy (50bps by 31/12/24 and 100bps by 30/6/25) for major exposures. The MDA level reflects the absence of AT1 instruments, with the use of 1.84% in CET1 instruments.

MEDIOBANCA

Divisional results

1. **<u>Wealth Management:</u>[6] strategic pathway launched with the addition of senior professionals, accelerating following the launch of Mediobanca Premier, and product offering repositioning. Double-digit growth at top- and bottom-line levels (revenues €690m, net profit €153), with TFAs up 14% YoY to €97bn, on inflows of AUM/AUA of approx. €7bn in 9M. RORWA up to 3.6%.**

In a market scenario marked by ongoing high demand for AUA products helped by the interest rate level but much more favourable due to the positive performance of the principal asset classes since year-end 2023, **the WM Division posted record 9M results with double-digit growth.** Net profit for the nine months totalled €153.1m (up 18.3% YoY, up 5% QoQ), on revenues of €690.1m (up 12.5% YoY, down 3.2% QoQ), with a cost/income ratio of 66.2% (1 percentage point lower than last year) and the CoR stable at 7 bps; **RORWA for the division stood at 3.6% (3.1% last year).**

The growth pathway embarked on with the **2023-26 Strategic Plan "One Brand – One Culture"** continued in 6M with:

- **TFAs overall up to €96.5bn** (up €11.8bn YoY and up €2.9bn in 3M), in line with the progress envisaged in the Strategic Plan, helped by the market growth towards the end of the year (which added €1.6bn);

- **AUM/AUA up 22% YoY to €70.1bn, on NNM of approx. €7bn (€2.6bn in 3Q, approx. €1bn of which AUM)**, **outperforming the market** (AUM NNM 10% of stock in 3M vs an average of 2% for peers[7]), also helped by the conversion of deposits;

- **Strong increase in new clients and bankers recruited following the rebranding of CheBanca! as Mediobanca Premier on 15 January 2024:** more than 1,600 high-end clients (i.e. with assets of more than €500,000) have been added in 3M, and 42 new salespeople have been recruited (35 FAs and 7 bankers), in line with the bank's repositioning versus a higher-end client bracket and enhancement of the product and service offering that will leverage on the capabilities of the Group product factories and the PIB model.

- **Enhanced implementation of the Private Investment Banking model and an expanded product offering.** Some €0.6bn in liquidity events have been intercepted in 9M, most of which in 1H; the Private Markets offering has been expanded, and new delegated fund and portfolio management products have been marketed in partnership with Mediobanca SGR.

In the three months under review, Mediobanca Premier's commercial activity has seen a recovery in wealth management products, with the launch of the delegated Pictet Consumer Trends Fund (for approx. €60m) and the closure of placement of the Mediobanca "Italy Coupon Selection 2026 and 2029" target funds (€278m, approx. €100m of which in 3Q). The sale of bonds and certificates has also continued, with a total of €430m placed (€60m of which in Mediobanca bonds and €300m of which in BTP *Valore*).

Mediobanca Private Banking has continued its strong certificates activity, with approx. €480m placed in 3M, taking the total to €1.5bn since the start of the financial year; while in the Private Markets area, the evergreen Apollo Aligned Alternatives fund has been placed (€25m), with the

[6] Includes the Premier segment (Mediobanca Premier!), Private Banking (MBPB, CMB), Asset Management (MB SGR and MB Management Company, Polus Capital, and RAM AI), and the activities of Spafid.
[7] Average of Fineco, Banca Mediolanum and Banca Generali.

objective of increasing liquidity into funds with private equity strategies, thus enabling subscription and redemption windows to be exploited over time. A new deal from the BlackRock programme has also been closed, for a total amount of €35m (the total amount invested to date is €490m). The new "**TEC2**" club deal was also launched in April, which has **raised more than €900m in commitments from clients, with around 650 investors participating, 30% of whom are new clients.**

Polus Capital's activity in the credit alternative asset management space has involved placement of CLO XVI (€400m), launch of the warehouse for CLO XVIII, and collecting more than €70m in inflows to the Master Fund Special Situations, taking the total AUM to €8.8bn, $3.6bn of which in the Special Situations segment.

As for RAM AI, the funds' good performances have enabled assets to remain stable at €1.5bn.

The WM Division's distribution structure as at end-March 2024 consists of 1,283 bankers, 600 of whom are FAs; the rebranding activity referred to above has enabled recruiting activity to be stepped up in the **Premier segment (a net total of 29 professionals were added in 3M for a total of 1,126, 598 of whom are FAs)** with a steadily increasing pipeline from now to the end of the financial year, whereas **Mediobanca Private Banking, following the addition of six new bankers in December 2023, has seen a further three new commercial professionals join the ranks**.

Assets managed on behalf of clients **(TFAs) totalled €96.5bn** (30/6/23: €88bn; 31/12/23: €93.6bn), **with €70.1bn in AUM/AUA** (30/6/23: €59.8bn, up 6.4% QoQ) and deposits of €26.4bn (30/6/23: €28.2bn; 31/12/23: €27.7bn); the Premier segment contributed TFAs of €40.5bn (up 7.9% since end-June 2023 and up 3.1% QoQ), €23.9bn of which AUM/AUA (up 16.1%, and up 7.1% QoQ) and €16.6bn deposits; Private Banking reported TFAs of €43.1bn (up 11.2% and up 2.8% QoQ), with AUM/AUA of €33.4bn (up 21% and 6.7% QoQ) and €9.8bn in deposits (49% in time deposits) respectively; and Asset Management €28.2bn (up 8.9% and up 4.7% QoQ), €15.4bn of which placed internally within the Group.
Revenues grew by 12.5% YoY, from €613.6m to €690.1m, with a 3Q contribution of €232.3m, slightly lower (down 3.2%) due to the customary seasonal items affecting certain items (performance fees on funds, and certain banking fees on Premier segment current accounts). The main income items performed as follows:

- **Net interest income rose from €265.2m to €319.9m**, up 20.6% YoY, with the contribution for 3Q slightly higher than that of 2Q, at €106.9m (versus €105.8m); the increase in the yields on loans offset the rise in the cost of funding, due to the Mediobanca Premier promotion launched in November 2023 coming fully into operation; NII contributed by Private Banking totalled €112.6m (up 38% YoY; up 2% QoQ); and by Premier Banking €205.2m (up 12% YoY; flat QoQ), growth which remains modest due to the different ALM and interest rate risk structure;

- **Net fees and commissions grew by 6.5% YoY, from €341.2m to €363.3m**, with the contribution for 3Q €122.9m (down 7.7% QoQ), due to the seasonal factors referred to above; compared to last year there was growth in upfront fees (from €61.6m to €70.1m, up 14% YoY, and down 10% QoQ) in connection with the substantial placements of fixed-income instruments (sovereign debt securities, bonds, and certificates/CLN) and in banking fees (from €71.1m to €78.1m, up 10% YoY and up 8% QoQ), while the growth in management fees was less pronounced, from €247m to €255m (up 3% YoY, and up 4% QoQ), reflecting the performance in wealth management; whereas performance fees in fact doubled (from €6.7m to €13.1m, with €8.7m posted in 1H and €4.4m in 3Q).

Operating costs rose from €410.3m to €456.7m, an increase of 11% YoY, with the 3Q contribution €155.1m (down 2.1% QoQ); labour costs rose to €244m (up 12.3% YoY, and up 1.9% QoQ), reflecting the enhancement of the commercial structure (with 46 new professionals added on a net basis since the start of the financial year) and adjustments to the terms of the new national collective banking sector contract for Mediobanca Premier (which added €3.6m, €1.7m of which was taken in 3Q); the increase in administrative expenses (from €193m to €212.7m, up 10.2% YoY; down 6.6% QoQ) regards the IT component in particular (up 4% YoY, to €76m), and branch and office costs (€35m, up 5% YoY and stable QoQ).

Loan loss provisions totalled €8.6m, basically in line with last year (€8.3m) and without using the overlays (which total €14m), confirming the good asset quality, with a very small proportion of non-performing items helped by clients' low exposure to rising interest rates through the constant/protected instalment formula.

Customer loans totalled €16.9bn (basically unchanged), with the mortgage lending share stable at €12.6bn, despite the sharp reduction in new business which totalled €758m (€1.9bn), impacted by the reduced demand and by strong competition from the commercial banks; customer loans in Private Banking totalled €4.3bn, on a growing contribution from CMB Monaco (up 3.6%, from €2.8bn to €2.9bn).

Gross NPLs totalled €225m (31/12/23: €232m), equal to 1.3% of total loans, €159m of which in respect of Mediobanca Premier mortgage receivables. The coverage ratio was 42.6% (69.6% for bad debts). NPLs totalled €129.3m (0.8% of total loans on a net basis), €74.1m of which are Mediobanca Premier mortgage loans (with net bad loans totalling €28.4m).

2. **Corporate & Investment Banking: positive trend in the last 2Q, with revenues above their historical average driven by higher IB activity levels plus the consolidation of Arma Partners. Net profit of €169m, and RORWA 12% due to asset optimization (RWAs €16bn, down 20% YoY). Implementation of the Strategic Plan initiatives continues** (Energy Transition team set up, international Mid Corporate activities launched, along with the process for becoming BTP specialist)**.**

After a period in which results have been impacted by the weak operating scenario in the Investment Banking industry, **in the last two quarters the CIB Division has successfully managed to reverse this trend, a performance which is expected to continue into the next quarters as well,** helped by the recovery in all businesses, advisory in particular, plus the consolidation of Arma Partners. **The division's revenues for the nine months totalled €535.9m**, 5% lower than last year's record levels, but with **the last two quarters' performance** (2Q: €201m; 3Q: €194m) **at levels far above the historical average. A net profit of €169m was earned in 9M**, down 9% YoY, helped by the absence of loan loss provisions (with €2.8m in writebacks credited, compared with €33.4m in provisions taken last year), **which translates to a RORWA of 1.2%.**

In the nine months under review, **a strong start has been made to the first initiatives included in the 2023-26 Strategic Plan** to support growth in revenues and earnings in the coming quarters:

- **The acquisition of Arma Partners**, an independent financial advisory firm specializing in the digital economy, **has been completed.** The boutique has confirmed its position as one of the leading digital economy advisors in Europe, with 15 deals completed since the acquisition was announced (including the Visma capital increase by Hg, the largest recapitalization of a software company supported by a private equity fund), and **has contributed €49m to the division's revenues in the first six months it has been consolidated**;

- **The division's effective partnership with Mediobanca Private Banking has continued**, with a view to **developing business in the Mid Cap segment, and the main initiatives outlined in the Strategic Plan have been implemented**: the international Mid Cap platform has been launched; a dedicated Energy Transition team has been set up; and a trial period for obtaining the status of the BTP Specialist has commenced (the status is expected to be acquired by July 2024);

- **Asset optimization activity launched**, which has led to a reduction in RWAs of 20% YoY due to more selective lending criteria being applied to protect the profit margins on the capital absorbed and to specific risk mitigation measures.

In contrast to 2023, the first quarter of the 2024 calendar year has seen an increase in the volumes of deals announced compared to the same period the previous year, driven by a stronger presence from medium/large firms, in the Italian and UK markets in particular.

Mediobanca has confirmed its position as advisor of choice in Italy, taking part in the most important deals announced, and completing a total of eight deals over the course of the quarter.

Some of the main deals completed in Italy include the reserved capital increase for Eni Plenitude by Energy Infrastructure Partners, and the joint venture between Italiana Petroli and Macquarie in the Energy Transition sector, the sale of a minority interest in IMA to BDT & MSD in the Industrials sector, plus certain deals in the Mid-Cap segment, including the acquisition of Autry International by Style Capital and the sale of Magister Group to W-Group. Mediobanca has also advised on some major M&A deals at European level, confirming its growing international focus.

In this connection, the nine months under review have seen the consolidation of Arma Partners (since October 2023), coupled with the activities in France, with Messier & Associés confirming its key positioning, taking part in some of the largest deals in the French large corporate segment, including the acquisition of Bolloré Logistics by CMA-CGM in the Infrastructure sector.

In Equity Capital Markets, where the performance reflects the ongoing negative market conditions, Mediobanca acted as Joint Global Coordinator and Joint Bookrunner in both the two deals managed for Campari, the placement of an approx. 6% stake of its share capital through an ABB process and the issue of a convertible bond, and also in the sale of a stake in Monte dei Paschi di Siena, also by means of an ABB, for the Italian Ministry for the Economy.

As far as regards activity on Debt Capital Markets, which has seen strong activity levels due to the abundant liquidity, Mediobanca has taken in the largest Italian bond issues in 3M (including UniCredit, Assicurazioni Generali, BPER, Cassa Depositi e Prestiti, Monte dei Paschi di Siena, Eni, Snam, Italgas, and Mundys), plus some other major deals in its core markets (such as Santander, Telefonica, Enagas, Exor, Stellantis and Société Générale), with a growing presence in the ESG space. The Bank's leadership position in the US Private Placement sector for Italian issuers was also confirmed during the period under review.

In Lending activity, which has been carried on selectively in a scenario reflecting reduced demand for credit, Mediobanca has supported its clients in both their ordinary operations (including clients such as Enel, Eni, Pirelli, INWIT and CK Hutchison) and extraordinary operations (e.g. the acquisition of a minority share by Energy Infrastructure Partners in Plenitude, and the acquisition of Campari by Courvoisier). Various debt advisory mandates have also been completed (for example for Iplanet) and in the Energy Transition sector.

Markets activity offset the reduction in business with institutional clients by increasing activities with private and professional clients.

Revenues were down 5.1% YoY, from €564.5m to €535.9m, but for 3Q totalled €193.6m, significantly higher than the quarterly average for FY 2022-23 (€178m): the contribution from Wholesale Banking totalled €478.8m (down 6.6% YoY, €174m of which in the last 3M), while Specialty Finance revenues totalled €57.1m (up 10.1% YoY, with €19.6m contributed in 3M).

- **Net interest income rose from €208.9m to €233.2m, up 11.6% on last year, with €80.1m added in 3Q (up 3% QoQ);** the reduced contribution from Lending business (NII €37m: down 3% YoY) in relation to the lower lending volumes was more than offset by the higher contribution from Markets activity (which contributed €72m; up 33% YoY) and Speciality Finance (€32.1m, up 8.4%), plus the recovery in yields on the proprietary trading securities portfolio (which contributed NII of €10.2m, up €7m YoY);

- **Net fee and commission income totalled €224.8m, down 5.7% YoY, but with a growing contribution of €6.8m in 3Q, up 6.8% QoQ to €91.4m**, helped by signs of recovery in the large M&A segment in particular. The 9M performance reflects the addition of Arma Partners, which has added some €50m in fees in the first 6M since its consolidation (the contribution being evenly split between the two quarters), plus the resilience of the Mid Cap segment (where fees rose from €25.6m to €27.4m) and a strong contribution from DCM activity (fees up from €13.2m to €19.5m), which offset part of the reduction in ECM fees (down from €21.6m to €5.8m) and the lower demand for structured finance (Lending fees down from €58m to €42m). Specialty Finance contributed €25m in 9M (€8.9m in 3M), €19.8m of which from the activities of MBCredit Solutions (third-party credit recovery).

- **Net treasury income totalled €77.9m (versus €117.1m last year), with €22.1m added in 3M**, in line with the previous two quarters.

Operating costs rose by 11.7% YoY, from €238.5m to €266.5m, reflecting approx. €95m in 3M (down 1% QoQ), with roughly one-half attributable to the consolidation of Arma Partners (€17.7m, €13.3m of which in labour costs). Labour costs were stable YoY, net of the Arma Partners contribution, with the higher fixed costs absorbed by the reduced variable component. Administrative expenses were up 16.7% YoY, due to the technology upgrade and to the various project initiatives implemented to develop the Markets Division's products and to manage the Corporate AIRB RWAs, as well as the strong commercial activities. The division’s cost/income ratio stood at 49.7%.

Net writebacks of €2.8m were credited for 9M, compared with net provisions of €33.4m last year, after approx. €8m in overlays were released (mostly concentrated in 1H), **confirming the high quality of the corporate portfolio.**

Alignment to fair value of holdings in funds entailed charges in the region of €3m being taken, lower than last year (when charges of €9.6m were taken).

Customer loans totalled €18.7bn, a YoY reduction of 8.2%, with Wholesale Banking contributing €16.3bn and Factoring business €2.5bn. The performance reflects the reduction in new loans in Lending and Structured Finance compared to last year (down from €6bn to €4.2bn, €1.9bn of which in 3Q), against repayments of €5.3bn. Turnover in factoring business was basically stable, at €8.7bn (€2.5bn of which in 3Q).

Gross NPLs decreased from €135.7m at end-June 2023 to €48.8m, following the sale (at Net Asset Value) of the three exposures outstanding at the balance-sheet date, plus the addition of three new minor ones (one of which is guaranteed in full). Thus the gross NPL ratio declined to 0.3% (30/6/23: 0.7%), while the coverage ratio fell from 83.6% to 55.2%, due to the combined effect of the sale of positions with high coverage and the inclusion of the new guaranteed exposure.

3. **<u>Consumer Finance</u>: record commercial results (€6.1bn in new loans, €2.2bn in 3Q) consolidate last year's excellent performance, with 9M net profit stable at €292m. The strategy focused on enhancing direct and digital distribution continues, with stronger commercial penetration in the BNPL segment with an increase in the number of merchant dealers and in the percentage of full-digital clients. Growth in revenues of**

6%, to €888m, offset the project expenses (up 8%) and the cost of risk which was stable at end-December 2023 levels (167bps). RORWA 2.7%

Compass[8] delivered a net profit of €291.6m in 9M, in line with last year, reflecting very high profitability (RORWA 2.7%, even though the introduction of the AIRB models entailed an additional approx. €900m in RWAs). Growth in new loans, up 4% to €6.1bn, drove **an increase in customer loans (up 4.1%, to €15bn),** and in net interest income, which was also boosted by effective pricing activity in new business. The careful lending and recovery policy has stabilized the cost of risk at 167 bps (vs 143 bps in FY 2022-23), with no significant use of overlays in 3Q (€5.7m).

The initiatives outlined in the 2023-26 Strategic Plan have continued:

- **Expansion of the distribution network** (with six new agencies opened in 9M), **with focus on enhancement of the proprietary network** (approx. 80% of new business in personal loans is now attributable to the proprietary channels) **and variable cost solutions**. At end-December, Compass's distribution platform consisted of 321 points of sale, 80 of which managed by agents, plus 60 Compass Quinto-branded POS (specializing in the sale of salary-backed finance products). Compass Link, an agent in financial activities focused on offering off-site products (project launched at end-2021), now has a total of over 200 collaborators.

- **Enhancement of the digital channels, which increased their share of the volumes** in direct channel personal loans **in 9M to 34%.** Thanks to the effective activity performed by the "**Digital Sales Hubs**", which support clients in initiating and managing applications made via the internet channel, around one-third of the digital channel's volumes have been completed in "full digital" mode, i.e. entirely online. The "instant lending" product is also now operative, which enables 400K Compass clients with solid track records to have a new loan approved in the space of one minute.

- **Development and strengthening of BNPL operations,** which have grown 3x in 12M with some €360m in finance granted, approx. €150m of which in 3Q, **confirming its position as a product consistent with customers' new purchasing habits, as well as a strong channel for acquiring new clients.** The **Pagolight** platform, on the back of **a significant increase in the number of merchant dealers** (up from 15K at end-June 2023 to over 24K at end-March 2024) **and the number of new contracts** (approx. 300K in 9M) **is the division's most effective product in terms of generating new clients** (approx. 40% of the total number of new Compass clients each month comes through BNPL). The agreement with Nexi, launched in November 2023, will significantly increase Compass's capability in terms of acquiring new clients, leveraging on a broad selection of merchant dealers. The acquisition of HeidiPay Switzerland (€13.8m in turnover and 245 merchants) has been consolidated.

The Italian consumer credit market reported flows of €52bn in the full 2023 calendar year, 0.4% lower than in 2022. The positive trend in special purpose loans (cars and motorbikes up 5.5%, other special purpose loans up 2.5%) only in part offset the reduction in personal loans (down 1.6%) and in salary-backed finance (down 4.5%).

In 9M Compass posted growth of 3.9% in new loans (€6.1bn, €2.2bn of which in 3Q), with some 1.5 million deals completed, despite the stricter acceptance levels in order to preserve portfolio quality. **The positive commercial performance was concentrated in direct personal loans (up 10.1%, from €2,032m to €2,238m) and in the Pagolight digital channel (up 173%, from €131m to €358m, corresponding to approx. 300K transactions);** whereas reductions were reported in automotive finance (down 15.8%, from €1,249m to €1,051m), special purpose finance (down

[8] Also includes HeidiPay Switzerland AG.

3.9%, from €910m to €875m), and salary-backed finance operations (down 12.5%, from €323m to €283m), in the indirect channel in particular (down 25%).

The division posted a net profit of €291.6m for the nine months. Revenues were up both YoY (9M revenues **up 5.5%**, from €841.8m to €888.3m), **and QoQ** (3M revenues **up 2.2%**, from €297.8m to €304.5m). The main income items performed as follows:

- **Net interest income rose by 5.2%, from €739.8m to €778.4m, with €265.7m added in 3M (up 2.5% QoQ)** as a result of intensive repricing activity, with all of the increased cost of funding now passed onto the new business (average yield on the loan book in 9M approx. 85 bps higher than last year), plus the favourable product mix (direct personal loans account for some 36% of the loan stock), **plus the growth in lendings**;

- **Net fee and commission income rose from €102.6m to €110.1m (up 7.3%), increasing in 3Q (up 2.3%, to €39m)**; the growing contribution from Buy Now Pay Later activities (from €8.5m to €14.9m), offsetting the reduction in the component deriving from sales of insurance products (from €30.2m to €23.2m).

Operating costs totalled €271.3m (up 7.7% YoY, up 5.6% QoQ): Labour costs were up 7.4%, from €82.5m to €88.6m, as an effect of both the increase in headcount and of adaptation to the new collective banking contract renewal. Administrative expenses were up 7.9%, from €169.3m to €182.7m, and reflect the higher credit recovery expenses (up 6%) and the increase in IT costs due also to new projects (up 15%).

Loan loss provisions increased by 22.4%, from €150.4m to €184.1m, with the provisions for 3M totalling €62.8m, including minor use of overlays totalling €5.7m (stock at end-March 2023: €181.5m, following use in 9M of €27.1m, most of which included in the IFRS 9 definition of ECL). The cost of risk was again 167 bps, with a very low contribution for 3Q (up 1 basis point). The increase compared to last year (up 24 bps) was recorded during the summer months, before stabilizing QoQ (165 bps and 166 bps respectively), and is due to progressive realignment to pre-Covid levels, plus the different portfolio mix.

Asset quality remained solid overall, with the coverage ratio for performing loans remaining high at 3.71%. Gross NPLs reflect growth both in absolute terms (from €878m at end-June 2023 to €973.4m) **and in relative terms** (from 5.59% of total loans to 5.98%). The coverage ratio is high but declining (down from 77.3% to 76.2%), reflecting the quality of the new additions. Net NPLs increased from €199.4m to €231.8m, rising from 1.38% of total loans to 1.55%. Net bad debts were stable at €4.3m, represent just 0.03% of total loans, and reflect a coverage ratio of 98.3% (98.2%).

4. <u>Insurance</u>: high contribution to Group earnings (€353m) – RORWA 3.4%

The Insurance & PI division delivered a net profit of €353m for the nine months, higher than last year (€282.9m), and contributing €129.6m in 3Q. RORWA for the division stood at 3.4% (31/12/23: 3.2%).

The result of applying the equity method delivered a total of €342.4m, consisting of €337.7m from Assicurazioni Generali (€122.6m in 3Q), plus €4.7m from the other IAS 28 investments (€1m in 3Q).

Amounts collected from dividends and other income from holdings in funds totalling €12m, almost all of which represented by the Group's investments in seed capital, while upward adjustments to reflect the fair value of holdings in seed capital and private equity funds at the end of the period totalled €19.7m (compared with €3m in downwards adjustments last year).

The book value of the Assicurazioni Generali investment increased in 3M to €3,834.5m,, with the valuation reserve contributing €92.1m; 3Q for the Mediobanca Group is 1Q for Assicurazioni

Generali, for which the insurer's results were boosted by gains arising on the disposal of Generali Deutschland Pensionskasse and the joint venture operated with Cattolica; the market value of the investment also rose by 23%, to €4.8bn.

The new Basel III regulatory framework definition process was also concluded on 24 April 2024, with the definitive approval of the new version of the prudential EU regulation (CRR III), confirming that **the current temporary prudential treatment in force until 31 December 2024** (known as the "Danish Compromise" **will be applied permanently to the Bank's interest in Assicurazioni Generali.**

The other banking book securities increased to €782.4m (31/12/23: €737.6m): holdings in funds rose from €483.4m to €507.8m, following approx. €13.3m in net investments, and upward adjustments to reflect fair value of €11.1m; the equity component rose to €274.6m (€254.2m), on investments totalling approx. €0.2m and upward adjustments to reflect fair value (taken through Other Comprehensive Income) totalling €20.2m, all of which in connection with listed instruments.

5. HF: strongly improving results, due to the interest rate scenario plus active treasury management. Comfortable and diversified funding position, with optimized CoF.

The net loss posted by the Holding Functions division reduced to €17.8m (31/3/23: €90.9m loss; 31/12/23: €13m loss), with total income increased from €130.9m to €180m (€45.8m in 3Q); net interest income was up more than 2x compared to last year (from €67.9m to €138.9m), with a slight reduction in 3Q (from €50.5m to €35.8m), reflecting the absence of BTP Inflation coupons (€7m), the effects of the refixing of floating interest rates on hedging transactions, and the Revalea disposal (down €1.5m). Operating costs, net of the Revalea contribution, increased from €118.6m to €130.6m, including the central cost component (€82m, up 5% YoY) which continues to represent 7.3% of the Group's total costs. The Revelea disposal also resulted in a reduction in the heading for "Other income and expenses" of €21.9m YoY.

The main income items performed as follows:

- **Treasury**: the net contribution from treasury management increased from €22.9m to €70.4m, on a markedly improved performance in net interest income (up from €31.3m to €114.2m), helped by positive sensitivity to interest rates and an excellent performance by the securities portfolio, which delivered higher yields and volumes (up 100bps and €1.3bn respectively) despite the 3Q results (€29.2m, compared with €35.6m, already net of the BTP Inflation coupon) reflecting the retreating interest rates. The regulatory ratios remain solid: MREL 43% (compared with a requirement of 23.13%), LCR: 150% and NSFR in line with the Strategic Plan target of 115%. Debt security issuance remained strong in 3Q (with €3.6bn collected), and was well diversified by funding type (between covered bonds, senior, SNP and Tier 2 issues), leveraging the sharp tightening in credit spreads.

- **Leasing:** a net profit of €2.8m was earned from leasing operations in 9M, on revenues totalling €24.4m (down 8.3% YoY; down 7.2% QoQ) and loan loss provisions of €3.1m (up 29.2% YoY; down 93.3% QoQ); gross NPLs continued to reduce (from €90.8m to €81.4m), and net NPLs totalled €21m.

Mediobanca S.p.A.

Mediobanca S.p.A., the parent company of the Mediobanca Group, posted a net profit for the nine months of €599m, almost three times the result reported last year (€238.4m), primarily because of the substantial contribution from dividends paid by the Group Legal Entities that totalled €421.7m (31/3/23: €125.5m). Net profit for the three months totalled €58.8m.

Revenues increased (from €770.6m to €1,098.1bn) even net of the dividends referred to above (up 4.8% YoY, from €645m to €676m), due to the rise in net interest income (up from €202.4m to €308m, an increase of 52.2% YoY; down 9.9% QoQ) which offset the reductions in fee income (from €265.9m to €234.2m; down 11.9% YoY, down 1.7% QoQ) and net treasury income (from €176.8m to €134.2m). Growth in operating costs, from €359.5m to €390.4m (up 8.6% YoY; broadly stable QoQ, at €137m), refers to the trend in both administrative expenses (from €145.6m to €166.7m; up 14.5% YoY, down 2.2% QoQ) primarily in relation to IT costs (including info-providers) and labour costs (up from €213.9m to €223.7m; up 4.6% YoY, up 4.2% QoQ).

Loan loss provisions totalled €3.2m, representing a sharp reduction compared to last year when they totalled €39.4m). The stock of overlays stands at €21.5m.

The Bank's total assets decreased in 3M from €83.2bn to €82.6bn, on higher customer loans (up from €39.9bn to €40.3bn, €38.8bn of which were Corporate loans), with funding of €56.1bn (€4.6bn of which Wealth Management deposits), down 10%.

AUM/AUA in Private Banking were up 6% in 3M, from €21.1bn to €22.5bn (AUM up 4% to €10.8bn and AUA up 9% to €11.7bn, on good flows of NNM (€893m) and a positive market effect of €441m.

The net profit earned by the Parent Company in 4Q will include the dividends receivable from Assicurazioni Generali (€261.6m) and CMB Monaco (€320m[9]).

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Group Sustainability Roadmap

The Group assigns great importance to sustainability issues, diversity/inclusion and climate change in particular, including these aspects in its various areas of activity. This commitment has been recognized by the leading ESG rating agencies, including:

- Institutional Shareholder Services, which has confirmed its top score of 1 assigned to Mediobanca in all three ESG areas – Environmental, Social and Governance;
- CDP, which has increased its rating for Mediobanca by two notches, from "C" to "B", recognizing the Bank's commitment to addressing the environmental impact caused by its own business, guaranteeing sound management of the risks and opportunities linked to climate change.

In the social area, initiatives have continued to develop an increasingly collaborative and inclusive environment. In particular, in the area of Diversity & Inclusion, the Group has celebrated the first two years of the "toDEI" initiative. This project, set up with the aim of promoting a management approach based on respecting, understanding and recognizing the value of individuals, operates based on a three-tier training process, focusing on Governance, People Management and Corporate Culture. One first tangible result of this effort can be seen in the rise in the number of women in positions of senior leadership, which has increased from 17% to

[9] Pursuant to Italian Budget Law 2023 (Article 1, paras. 87-95, Italian Law 197/2022).

21% of the total corporate population. In addition, over 500 ambassadors have been trained and six thematic partnership agreements signed.

The following initiatives have also been implemented:

- Continuation of the partnership with UNHCR, the UN agency for refugees, to support an integrated programme for the protection of female refugees and asylum seekers at risk of gender-based violence (GBV) in Italy;

- In the area of financial inclusion, the partnership with Mission Bambini to provide free access to nursery services for 15 children (aged 0-3 years) from families living in economically and/or socially vulnerable conditions, coupled with the educational redevelopment of the indoor and outdoor areas of two Mission Bambini centres.

It should also be noted that at the Annual General Meeting held on 28 October 2023, the shareholders of Mediobanca reappointed the Board of Directors and adopted resolutions in respect of various important initiatives related to the 2023-26 Strategic Plan, in particular as follows:

- Long-Term Incentive Plan 2023-26 ("LTI 2023-26") for senior and strategic Group staff, to be allocated upon financial and non-financial objectives being met; The LTIP 2023-26 represents 50% of the total variable remuneration for the Chief Executive Officer and the Group General Manager, will be paid entirely in equity, and includes 20% of quantitative ESG objectives;

- Employee Share Ownership and Coinvestment Plan 2023-26 ("ESOP 2023-26") for Mediobanca Group Staff who have decided to acquire Mediobanca shares on a voluntary basis and on favourable terms; participants in the scheme will receive additional shares free of charge upon the Plan targets – including ESG targets – being achieved; The subscription phase was completed in December 2023, with approx. 28% of in-scope staff taking part (for a total of 415,600 shares).

The Group's offering in terms of products and services which meet ESG criteria as at 31 March 2024 includes the following:

- Lending activity reflects an ESG stock of some €4.4bn, 73% of which attributable to CIB, 16% to WM, and 11% to CF;

- The first Sustainable Senior Non Preferred Bond (€500m) was placed on the institutional market, meeting 50% of the target sent in the 2023-26 Strategic Plan;

- DCM activity has again seen Mediobanca confirm its position as one of the leading players in the ESG space, closing a total of 23 deals for a total amount of nearly €13.8bn since July 2023;

- The share of ESG funds (SFDR Article 8 and 9 funds) in WM division clients' portfolios has increased to approx. 48%.

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Outlook

In a macroeconomic scenario marked by uncertainty over the persistence of inflation, reflected in the prospects of a slowdown in financial conditions, the Group aims to match the solid results posted in in 9M for the full 2023-24 financial year.

In particular, revenues are expected to increase to €3.5bn, with net interest income up 10% YoY, and fee income rising progressively, by leveraging on the following factors:

- Wealth Management: buoyant commercial activity, and solid expansion of the distribution structure, product and service offering, and indirect funding flows;
- Consumer Finance: new loans of over €8bn with margins resilient;
- Corporate and Investment Banking: consolidation of the recovery in both domestic and international activities.

EPS and DPS are expected to post double-digit growth and will be helped by the cancellation, by end-June 2024, of the 17 million shares acquired under the terms of the buyback approved by shareholders at the AGM on 28 October 2023.

Milan, 9 May 2024

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Restated consolidated profit and loss accounts

Mediobanca Group (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg. %
Net interest income	1.298,9	1.492,4	14.9%
Net treasury income	172,3	133,6	-22.5%
Net fee and commission income	658,1	660,2	0.3%
Equity-accounted companies	289,4	342,0	18.2%
Total income	**2.418,7**	**2.628,2**	**8.7%**
Labour costs	(536,2)	(586,9)	9.5%
Administrative expenses	(498,7)	(537,1)	7.7%
Operating costs	**(1.034,9)**	**(1.124,0)**	**8.6%**
Loan loss provisions	(209,5)	(195,7)	-6.6%
Provisions for other financial assets	(13,0)	15,2	n.s.
Other income (losses)	(96,0)	(26,1)	-72.8%
Profit before tax	**1.065,3**	**1.297,6**	**21.8%**
Income tax for the period	(267,9)	(331,4)	23.7%
Minority interest	(6,3)	(20,1)	n.s.
Net profit	**791,1**	**946,1**	**19.6%**

2. Quarterly profit and loss accounts

Mediobanca Group	FY 22/23				FY 23/24		
(€m)	I Q 30/09/22	II Q 31/12/22	III Q 31/03/23	IV Q 30/06/23	I Q 30/09/23	II Q 31/12/23	III Q 31/03/24
Net interest income	396.3	446.6	456.0	502.1	495.7	500.8	495.9
Net treasury income	64.6	83.5	24.2	33.4	47.5	45.9	40.2
Net commission income	210.2	262.5	185.4	184.7	179.8	242.3	238.1
Equity-accounted companies	86.2	109.2	94.0	164.5	140.7	77.9	123.4
Total income	**757.3**	**901.8**	**759.6**	**884.7**	**863.7**	**866.9**	**897.6**
Labour costs	(165.8)	(194.0)	(176.4)	(192.1)	(179.7)	(202.5)	(204.7)
Administrative expenses	(155.6)	(175.5)	(167.6)	(186.1)	(164.2)	(189.0)	(183.9)
Operating costs	**(321.4)**	**(369.5)**	**(344.0)**	**(378.2)**	**(343.9)**	**(391.5)**	**(388.6)**
Loan loss provisions	(62.6)	(93.8)	(53.1)	(60.6)	(60.0)	(72.9)	(62.8)
Provisions for other fin. assets	(17.0)	(5.7)	9.7	5.7	(0.4)	5.5	10.1
Other income (losses)	(2.6)	(35.5)	(57.9)	(89.8)	—	(25.2)	(0.9)
Profit before tax	**353.7**	**397.3**	**314.3**	**361.8**	**459.4**	**382.8**	**455.4**
Income tax for the period	(88.7)	(102.7)	(76.5)	(126.5)	(107.4)	(113.3)	(110.7)
Minority interest	(2.2)	(1.9)	(2.2)	(0.4)	(0.7)	(9.6)	(9.8)
Net profit	**262.8**	**292.7**	**235.6**	**234.9**	**351.3**	**259.9**	**334.9**

3. Restated balance sheet

Mediobanca Group (€m)	30/06/2023	31/12/2023	31/03/2024
Assets			
Financial assets held for trading	9,546.2	11,132.0	12,925.5
Treasury financial assets	10,378.5	12,440.8	9,484.7
Banking book securities	10,471.3	10,858.6	11,178.0
Customer loans	52,549.2	51,827.3	52,001.2
Corporate	*16,765.2*	*16,011.8*	*16,269.2*
Specialty Finance	*2,860.7*	*2,927.8*	*2,460.0*
Consumer credit	*14,465.0*	*14,701.5*	*14,961.6*
Mortgages	*12,384.1*	*12,539.7*	*12,560.8*
Private banking	*4,443.2*	*4,327.9*	*4,350.4*
Leasing & NPL	*1,631.0*	*1,318.6*	*1,399.2*
Equity investments	4,367.7	4,539.3	4,813.4
Tangible and intangible assets	1,327.6	1,646.2	1,653.7
Other assets	2,983.3	2,466.1	2,439.5
Total assets	**91,623.8**	**94,910.3**	**94,496.0**
Liabilities			
Funding	60,506.2	60,624.0	60,428.6
MB bonds	*22,282.8*	*23,925.0*	*26,192.5*
Retail deposits	*16,983.6*	*16,992.3*	*16,640.1*
Private Banking deposits	*11,194.6*	*10,704.1*	*9,772.9*
ECB	*5,586.2*	*3,364.2*	*2,088.6*
Banks and other	*4,459.0*	*5,638.4*	*5,734.5*
Treasury financial liabilities	5,470.0	9,657.7	8,796.9
Financial liabilities held for trading	9,436.7	9,349.0	9,367.7
Other liabilities	4,599.7	4,047.7	4,327.4
Provisions	182.6	177.8	174.4
Net equity	11,428.6	11,054.1	11,401.0
Minority interest	*104.1*	*96.3*	*97.6*
Profit for the period	*1,026.0*	*611.2*	*946.1*
Total liabilities	**91,623.8**	**94,910.3**	**94,496.0**
CET 1 capital	8,177.6	7,532.3	7,420.4
Total capital	9,217.0	8,546.3	8,685.1
RWA	51,431.5	49,088.4	48,773.8

4. Consolidated shareholders' equity

Net equity (€m)	30/06/2023	31/12/2023	31/03/2024
Share capital	444.2	444.5	444.5
Other reserves	9,792.0	10,017.0	9,911.1
Valuation reserves	62.3	(114.9)	1.7
- of which: Other Comprehensive Income	*71.1*	*128.9*	*149.3*
cash flow hedge	*272.4*	*99.6*	*116.3*
equity investments	*(277.8)*	*(334.5)*	*(243.6)*
Minority interest	104.1	96.3	97.6
Profit for the period	1,026.0	611.2	946.1
Total Group net equity	**11,428.6**	**11,054.1**	**11,401.0**

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5. Ratios (%) and per share data (€)

MB Group	Financial year 22/23	Financial year 23/24	
	30/06/2023	31/12/2023	31/03/2024
Ratios (%)			
Total assets / Net equity	8.0	8.6	8.3
Loans / Funding	0.87	0.85	0.86
RWA density (%)	56%	52%	52%
CET1 ratio (%) phase-in	15.9%	15.3%	15.2%
Total capital (%)phase-in	17.9%	17.4%	17.8%
S&P Rating	BBB	BBB	BBB
Fitch Rating	BBB	BBB	BBB
Moody's Rating	Baa1	Baa1	Baa1
Cost / Income	42.8	42.5	42.8
Gross NPLs/Loans ratio (%)	2.5	2.4	2.5
Net NPLs/Loans ratio (%)	0.7	0.8	0.8
EPS	1.21	0.72	1.11
EPS adj.	1.42	0.75	1.14
BVPS	12.5	12.4	12.5
TBVPS	11.6	11.1	11.2
DPS (interim from May 2024)	0.85	0.51	
ROTE adj. (%)	12.7	13.3	13.3
RORWA adj. (%)	2.40	2.50	2.60
No. shares (m)	849.3	849.9	849.9

6. Profit-and-loss figures/balance-sheet data by division

9m – March 24 (€m)	WM	CF	CIB	INS	Holding Functions	Group
Net interest income	319.9	778.4	233.2	(5.3)	138.9	1,492.4
Net treasury income	6.9	0.2	77.9	12.0	33.4	133.6
Net fee and commission income	363.3	110.1	224.8	—	7.7	660.2
Equity-accounted companies	—	(0.4)	—	342.4	—	342.0
Total income	**690.1**	**888.3**	**535.9**	**349.1**	**180.0**	**2,628.2**
Labour costs	(244.0)	(88.6)	(147.2)	(3.1)	(104.0)	(586.9)
Administrative expenses	(212.7)	(182.7)	(119.3)	(0.9)	(35.2)	(537.1)
Operating costs	**(456.7)**	**(271.3)**	**(266.5)**	**(4.0)**	**(139.2)**	**(1,124.0)**
Loan loss provisions	(8.6)	(184.1)	2.8	—	(5.8)	(195.7)
Provisions for other financial assets	1.4	—	(2.9)	19.7	(3.0)	15.2
Other income (losses)	(3.4)	0.1	1.1	—	(24.0)	(26.1)
Profit before tax	**222.8**	**433.0**	**270.4**	**364.8**	**8.0**	**1,297.6**
Income tax for the period	(68.7)	(141.4)	(84.2)	(11.8)	(23.9)	(331.4)
Minority interest	(1.0)	—	(17.2)	—	(1.9)	(20.1)
Net profit	**153.1**	**291.6**	**169.0**	**353.0**	**(17.8)**	**946.1**
Loans and advances to Customers	16,911.2	14,961.6	18,729.2	—	1,399.2	52,001.2
RWAs	5,765.0	14,747.8	16,277.4	8,067.6	3,916.0	48,773.8
No. of staff	2,243	1,542	727	9	866 (432*)	5,387

(*) HF staff (432 FTEs at 31/03/24, 441 FTEs at 31/03/23) excluding those who work for the support/control units whose cost is charged back to the business lines as "administrative expenses"; the FTEs properly attributable to the HF refer to Group Treasury/ ALM, Leasing and other non core activities, General Management, plus approx. 40% of the support/control units.

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Profit-and-loss figures/balance-sheet data by division

9m – March 23 (€m)	WM	CF	CIB	INS	Holding Functions	Group
Net interest income	265.2	739.8	208.9	(5.3)	67.9	1,298.9
Net treasury income	7.2	—	117.1	8.6	37.7	172.3
Net fee and commission income	341.2	102.6	238.5	—	25.3	658.1
Equity-accounted companies	—	(0.6)	—	290.1	—	289.4
Total income	**613.6**	**841.8**	**564.5**	**293.4**	**130.9**	**2,418.7**
Labour costs	(217.3)	(82.5)	(136.3)	(3.1)	(97.2)	(536.2)
Administrative expenses	(193.0)	(169.3)	(102.2)	(0.7)	(50.1)	(498.7)
Operating costs	**(410.3)**	**(251.8)**	**(238.5)**	**(3.8)**	**(147.3)**	**(1,034.9)**
Loan loss provisions	(8.3)	(150.4)	(33.4)	—	(17.4)	(209.5)
Provisions for other financial assets	(1.9)	(0.1)	(9.6)	(3.0)	1.6	(13.0)
Other income (losses)	(8.3)	(4.9)	—	—	(83.0)	(96.0)
Profit before tax	**184.8**	**434.6**	**283.0**	**286.6**	**(115.2)**	**1,065.3**
Income tax for the period	(54.6)	(142.1)	(94.3)	(3.7)	27.1	(267.9)
Minority interest	(0.8)	—	(2.7)	—	(2.8)	(6.3)
Net profit	**129.4**	**292.5**	**186.0**	**282.9**	**(90.9)**	**791.1**
Loans and advances to Customers	16,714.3	14,371.0	20,412.2	—	1,691.2	53,188.7
RWAs	5,753.0	13,322.1	20,265.6	8,373.9	3,380.7	51,095.3
No. of staff	2,175	1,513	641	9	846 (441*)	5,184

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7. Wealth Management

Wealth Management (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg.%
Net interest income	265.2	319.9	20.6%
Net trading income	7.2	6.9	-4.2%
Net fee and commission income	341.2	363.3	6.5%
Total income	**613.6**	**690.1**	**12.5%**
Labour costs	(217.3)	(244.0)	12.3%
Administrative expenses	(193.0)	(212.7)	10.2%
Operating costs	**(410.3)**	**(456.7)**	**11.3%**
Loan loss provisions	(8.3)	(8.6)	3.6%
Provisions for other financial assets	(1.9)	1.4	n.m.
Other income (losses)	(8.3)	(3.4)	-59.0%
Profit before tax	**184.8**	**222.8**	**20.6%**
Income tax for the period	(54.6)	(68.7)	25.8%
Minority interest	(0.8)	(1.0)	25.0%
Net profit	**129.4**	**153.1**	**18.3%**
Loans and advances to customers	16,714.3	16,911.2	1.2%
New loans (mortgages)	1,948.5	758.1	-61.1%
TFA (Stock, € bn)	84.7	96.5	13.9%
-AUM/AUA	57.4	70.1	22.2%
-Deposits	27.4	26.4	-3,5%
TFA (Net New Money, € bn)	4.4	5.1	15,0%
-AUM/AUA	5.8	6.8	18,2%
-Deposits	(1.4)	(1.8)	28,2%
No. of staff	2,175	2,243	3.1%
RWAs	5,753.0	5,765.0	0.2%
Cost / income ratio (%)	66.9%	66.2%	
Gross NPL / Gross loans ratio (%)	1.1%	1.3%	
Net NPL / Net loans ratio1 (%)	0.5%	0.8%	
RORWA adj	3.2%	3.6%	

8. Corporate & Investment Banking

Corporate & Investment Banking (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg.%
Net interest income	208.9	233.2	11.6%
Net treasury income	117.1	77.9	-33.5%
Net fee and commission income	238.5	224.8	-5.7%
Total income	**564.5**	**535.9**	**-5.1%**
Labour costs	(136.3)	(147.2)	8.0%
Administrative expenses	(102.2)	(119.3)	16.7%
Operating costs	**(238.5)**	**(266.5)**	**11.7%**
Loan loss provisions	(33.4)	2.8	n.m.
Provisions for other financial assets	(9.6)	(2.9)	-69.8%
Other income (losses)	—	1.1	n.m.
Profit before tax	**283.0**	**270.4**	**-4.5%**
Income tax for the period	(94.3)	(84.2)	-10.7%
Minority interest	(2.7)	(17.2)	n.m.
Net profit	**186.0**	**169.0**	**-9.1%**
Loans and advances to customers	20,412.2	18,729.2	-8.2%
No. of staff	641	727	13.4%
RWAs	20,265.6	16,277.4	-19.7%
Cost / income ratio (%)	42.2%	49.7%	
Gross NPL / Gross loans ratio (%)	0.7%	0.3%	
Net NPL / Net loans ratio (%)	0.2%	0.1%	
RORWA adj	1.3%	1.2%	

9. Consumer Finance

Consumer Finance (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg.%
Net interest income	739.8	778.4	5.2%
Net trading income	—	0.2	n.m.
Net fee and commission income	102.6	110.1	7.3%
Equity-accounted companies	(0.6)	(0.4)	-33.3%
Total income	**841.8**	**888.3**	**5.5%**
Labour costs	(82.5)	(88.6)	7.4%
Administrative expenses	(169.3)	(182.7)	7.9%
Operating costs	**(251.8)**	**(271.3)**	**7.7%**
Loan loss provisions	(150.4)	(184.1)	22.4%
Provisions for other financial assets	(0.1)	—	n.m.
Other income (losses)	(4.9)	0.1	n.m.
Profit before tax	**434.6**	**433.0**	**-0.4%**
Income tax for the period	(142.1)	(141.4)	-0.5%
Net profit	**292.5**	**291.6**	**-0.3%**
Loans and advances to customers	14,371.0	14,961.6	4.1%
New loans	5,906.7	6,134.4	3.9%
No. of branches	181	181	n.m.
No. of agencies	70	80	14.3%
No. of staff	1,513	1,542	1.9%
RWAs	13,322.1	14,747.8	10.7%
Cost / income ratio (%)	29.9%	30.5%	
Gross NPL / Gross loans ratio (%)	5.5%	6.0%	
Net NPL / Net loans ratio (%)	1.1%	1.5%	
RORWA adj	3%	2.7%	

10. Insurance

Insurance - PI (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg. %
Net interest income	(5.3)	(5.3)	n.m.
Net treasury income	8.6	12.0	39.5%
Net fee and commission income	—	—	n.m.
Equity-accounted companies	290.1	342.4	18.0%
Total income	**293.4**	**349.1**	**19.0%**
Labour costs	(3.1)	(3.1)	n.m.
Administrative expenses	(0.7)	(0.9)	28.6%
Operating costs	**(3.8)**	**(4.0)**	**5.3%**
Loan loss provisions	—	—	n.m.
Provisions for other financial assets	(3.0)	19.7	n.m.
Other income (losses)	—	—	n.m.
Profit before tax	**286.6**	**364.8**	**27.3%**
Income tax for the period	(3.7)	(11.8)	n.m.
Minority interest	—	—	n.m.
Net profit	**282.9**	**353.0**	**24.8%**
Equity investments	2,229.4	3,917.2	75.7%
Other investments	671.7	782.4	16.5%
RWAs	8,373.9	8,067.6	-3.7%
RORWA adj	2.8%	3.4%	

11. Holding Functions

Holding Functions (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg. %
Net interest income	67.9	138.9	n.m.
Net treasury income	37.7	33.4	-11.4%
Net fee and commission income	25.3	7.7	-69.6%
Total income	**130.9**	**180.0**	**37.5%**
Labour costs	(97.2)	(104.0)	7.0%
Administrative expenses	(50.1)	(35.2)	-29.7%
Operating costs	**(147.3)**	**(139.2)**	**-5.5%**
Loan loss provisions	(17.4)	(5.8)	-66.7%
Provisions for other financial assets	1.6	(3.0)	n.m.
Other income (losses)	(83.0)	(24.0)	-71.1%
Profit before tax	**(115.2)**	**8.0**	**n.m.**
Income tax for the period	27.1	(23.9)	n.m.
Minority interest	(2.8)	(1.9)	-32.1%
Net profit	**(90.9)**	**(17.8)**	**-80.4%**
Loans and advances to customers	1,691.2	1,399.2	-17.3%
Banking book securities	7,844.6	9,094.7	15.9%
RWAs	3,380.7	3,916.0	15.8%
No. of staff	846 (441*)	866 (432*)	

(*) HF staff (432 FTEs at 31/03/24, 441 FTEs at 31/03/23) excluding those who work for the support/control units whose cost is charged back to the business lines as "administrative expenses"; the FTEs properly attributable to the HF refer to Group Treasury/ ALM, Leasing and other non core activities, General Management, plus approx. 40% of the support/control units.

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12. Statement of comprehensive income

		9 mths	9 mths
		31/03/2023	31/03/2024
10	**Gain (loss) for the period**	794.7	948.9
	Other income items net of tax without passing through profit and loss	**88.9**	**(16.8)**
20.	Equity instruments designated at fair value through other comprehensive income	24.2	23.2
30.	Financial liabilities designated at fair value through profit or loss (own creditworthiness changes)	(4.7)	(19.6)
40.	Hedge accounting of equity instruments designated at fair value through other comprehensive income	—	—
50.	Property. plant and equipment	—	—
60.	Intangible assets	—	—
70.	Defined-benefit plans	0.6	(1.0)
80.	Non-current assets and disposal groups classified as held for sale	—	—
90.	Portion of valuation reserves from investments valued at equity method	68.7	(19.4)
100.	Financial income or costs relating to insurance contracts issued	—	—
	Other income items net of tax passing through profit and loss	**(1,216.2)**	**(43.6)**
110.	Foreign investment hedges	0.3	—
120.	Exchange rate differences	(2.9)	3.8
130.	Cash flow hedges	97.3	(156.1)
140.	Hedging instruments (non-designated items)	—	—
150.	Financial assets (different from equity instruments) at fair value through other comprehensive Income	9.4	55.1
160.	Non-current assets and disposal groups classified as held for sale	—	—
170.	Part of valuation reserves from investments valued at equity method	(1,320.4)	53.6
180.	Financial income or costs relating to insurance contracts issued	—	—
190.	Income or costs of a financial nature relating to reinsurance disposals	—	—
200.	**Total other income items net of tax**	(1,127.3)	(60.4)
210.	**Comprehensive income (Item 10+200)**	**(332.6)**	**888.6**
220.	Minority interest in consolidated comprehensive income	4.1	2.8
230.	**Consolidated comprehensive inc. attributable to Mediobanca S.p.A.**	**(336.7)**	**885.7**

13. Parent company restated financial statements (P&L, balance sheet)

Mediobanca S.p.A. (€m)	9 mths 31/03/2023	9 mths 31/03/2024	Chg.%
Net interest income	202.4	308.0	52.2%
Net treasury income	176.8	134.2	-24.1%
Net fee and commission income	265.9	234.2	-11.9%
Dividends on investments	125.5	421.7	n.m.
Total income	**770.6**	**1,098.1**	**42.5%**
Labour costs	(213.9)	(223.7)	4.6%
Administrative expenses	(145.6)	(166.7)	14.5%
Operating costs	**(359.5)**	**(390.4)**	**8.6%**
Loan loss provisions	(39.4)	(3.2)	-91.9%
Provisions for other financial assets	(12.2)	14.0	n.m.
Impairment on investments	—	—	n.m.
Other income (losses)	(47.1)	(0.5)	-98.9%
Profit before tax	**312.4**	**718.0**	**n.m.**
Income tax for the period	(74.0)	(119.0)	60.8%
Net profit	**238.4**	**599.0**	**n.m.**

Mediobanca S.p.A. (€m)	30/06/2023	31/12/2023	30/06/2024
Assets			
Financial assets held for trading	10,509.4	11,280.2	13,035.4
Treasury financial assets	12,790.5	14,645.5	11,707.3
Banking book securities	11,118.7	11,114.4	11,336.8
Customer loans	41,446.9	39,931.8	40,273.3
Equity Investments	4,542.9	4,847.4	4,884.6
Tangible and intangible assets	169.3	169.5	169.5
Other assets	690.2	1,165.1	1,177.0
Total assets	**81,267.9**	**83,153.9**	**82,583.9**
Liabilities and net equity			
Funding	55,893.0	55,487.5	56,085.5
Treasury financial liabilities	6,585.1	10,799.5	9,677.0
Financial liabilities held for trading	10,592.2	9,582.7	9,595.2
Other liabilities	3,041.4	2,317.1	2,317.5
Provisions	102.8	92.2	88.1
Net equity	4,446.9	4,334.7	4,221.6
Profit of the period	606.5	540.2	599.0
Total liabilities and net equity	**81,267.9**	**83,153.9**	**82,583.9**

As required by Article154-*bis*, paragraph 2 of Italian Legislative Decree 58/98, the undersigned hereby declares that the stated accounting information contained in the report conforms to the documents, account ledgers and book entries of the company.

Head of company financial reporting

Emanuele Flappini