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FY 2023 Results

8th February 2024



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Executive Summary



BFF Banking Group

- FY23 Adjusted Net Profit at €183.2m,+25%YoY, and net LPIs over-recovery at €29.3m, +€15.2mYoY.
- Loan book at historical high.
- Loan/deposit ratio at 62%, solid Balance Sheet with funding primarily from stable retail deposits (2x YoY) and operational deposits.
- €606m of off-balance sheet reserves (LPIs and Recovery costs), +€76mYoY, a significant increase in embedded profitability upside.
- Late Payment Interest rate at 12.5% from 1-Jan-24, driving future profitability.

Capital & Dividends

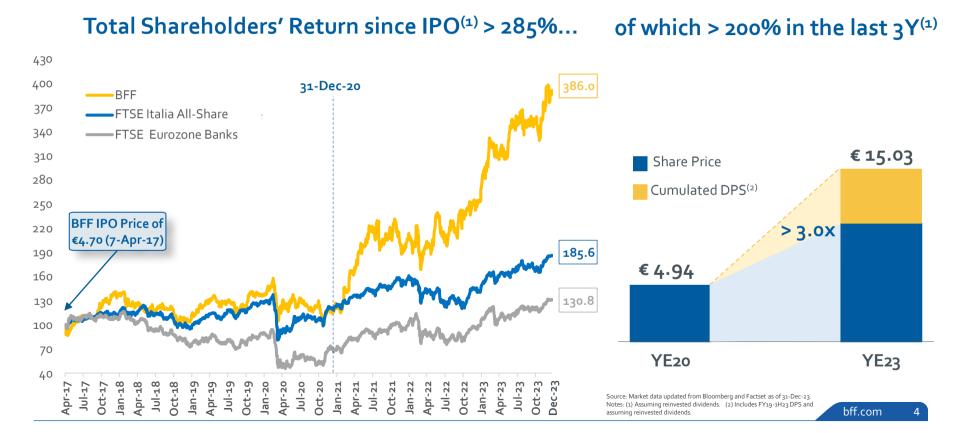
- FY23 dividends at €183.2m (€0.979 p.s.), first tranche of €0.438 p.s. paid in Sep-23, final tranche of €0.541 p.s. to be paid from 24-Apr-24.
- CET1 ratio at 14.2% with €68m of excess capital vs. 12% CET1 target.
- Cumulative distributions since IPO at c. €800m, equal IPO's market cap.

Others

- Won first Casse di Previdenza tender with Cassa Forense, c. €13bn AuM.
- Revision process of Late Payments Directive ongoing, with expected BFF-favourable outcome.
- New Board of Directors to be appointed in the 18-Apr AGM, BoD' slate to be published by 8-Mar.

BFF continues to deliver returns significantly above market





BFF 2028: well on track to deliver BFF 2026 financial targets



Disciplined and successful execution: i.e. 25% YoY earning growth in 2023 vs. a cumulative 2022-26 target earning growth ~75%



BFF 2028: well on track to deliver BFF 2026 financial targets (Cont'd)



Good NII momentum, as rates peak and are set to fall

Natural hedge vs. lower rates thanks to lagged LPI accrual and assets repricing with time-lag vs. liabilities, contrary to traditional banks.

BFF
Short-term⁽¹⁾
Floating
Liabilities
~ 94%





Late Payments Directive proposed revision favourable to BFF (see slide 7):

- Easier enforcement
- Payment terms to 30 days also for NHS
- Recovery Costs from €40
 to at least €50 up to avg.
 €100 per invoice.



(1) Shorter than 6 months.

LPD Revision: EU Parliament Draft Report outlines an even more BFF-favourable approach than Commission's Proposal







c. 400 amendments

1H 2024 - 1H 2025





Proposal⁽¹⁾:

- From "directive" to "regulation": easier enforcement.
- Payment terms to 30 days across all sectors, including NHS⁽²⁾, increasing outstanding, LPI and overdue invoices⁽³⁾.
- Recovery Costs from €40 to at least €50 per invoice.



European Parliament

Draft Report⁽⁴⁾ subject to amendments:

- From "directive" to "regulation": easier enforcement.
- Payment terms to 30 days across all sectors, including NHS⁽²⁾, increasing outstanding, LPI and overdue invoices⁽³⁾.
- Recovery Costs from at least €50 potentially to avg. €100 per invoice.





European Commission



European Parliament

Expected Next Steps

- IMCO⁽⁶⁾ Committee vote scheduled for 22nd Feb-24.
- EU Parliament vote expected on Apr-24.
- Waiting for position of EU Council.
- Trilogue not before 2H24, following EU Elections (6-9th Jun-24).

Exp. additional revenues for BFF⁽⁵⁾ in the first full year €12-15m,
Run-rate c. €25m

Exp. additional revenues for BFF⁽⁵⁾ in the first full year €48-52m



(1) Proposal for a Regulation of the EU Parliament and of the Council on combating late payment in commercial transactions; (2) Currently 60 days for NHS and 30 days for other PA; (3) Except for exceptional circumstances identified by individual national legislators; (A) IMCO Committee - Draf Report on the proposal for a Regulation of the EU Parliament and of the Council on combating late payment in commercial transactions; (5) Based on Business Plan volumes; (6) Committee on the lateral Market and Consume Restrictions

Adjusted Net Income up by 25% YoY, with declining C/I



- 1 FY23 Total Revenues up by 71% YoY, despite faster repricing of liabilities, strong performance in:
 - F&L, c. 1.7x vs. FY22
 - HTC gov. bonds, 4x YoY, on smaller portfolio.
- 2 Higher cost of funding due to higher interest rates.
- 3 FY23 Total Net Revenues up by 15% YoY.
- 4 Good cost discipline, improved Cost/Income at 41% vs. FY22 at 44%.
- 5 Net income +25%YoY at €183.2m.

L FY 2022 F	Y 2023
263.7	437.3
56.7	63.1
With 43.7	23.6
97.8	268.0
42.8	180.5
461.9	791.9
(82.8)	(354.9)
379.1	437.0
(167.6)	(178.4)
44%	41%
(6.2)	(8.9)
205.4	249.8
1/6.0	183.2
)	

Solid balance sheet: smaller bond portfolio, improved loan / > BFF deposit ratio and leverage, significant off balance-sheet reserves

- Loan book +3% YoY at €5.6bn, reflecting different mix of loans (see slide 11).
- 2 Bond portfolio reduced by €1.2bn YoY.
- 3 Increase in retail deposits (+€1.5bn YoY, >100%) and improved Loan/deposit ratio at 62%.
- Strong reduction in Repos, down by €2.8bn YoY.
- 5 Leverage ratio at 4.8%, vs. 4.6% at Dec-22.

	€m	FY 2021	FY 2022	FY 2023	
	<u>Assets</u>				
1	Loans & Receivables portfolio	3,763	5,442	5 , 617	
2	HTC Bond portfolio	5,793	6,130	4,957	
	Intangibles	68	70	75	
	Other assets ⁽¹⁾	1,554	1,700	1,644	
	Total assets	11,177	13,342	12,292	
	<u>Liabilities and Equity</u>				
_	Deposits from transaction services	8 / nn-	ith CA 5,916	6,381	
3	On-line deposits	230	1,283	2,744	
4	Repos	1,119	4,441	1,667	
	Other liabilities	790	944	742	
	Equity (incl. Tier I)	572	759	759	
	Total liabilities and Equity	11,177	13,342	12,292	
	Ratio				
3	Loan / deposit ratio (%)	43%	76%	62%	
5	Leverage ratio (%)	3.5%	4.6%	4.8%	
1	Off Balance-sheet reserves	641	530	606	
(1) Incl	udes ECB deposits, fiscal assets, Repos, Investments and other assets.			bff.com	9

Factoring & Lending: +66% YoY in revenues, +€76m YoY in off-balance sheet funds thanks to higher LPI rate



- Gross Interest Income up by 61% YoY thanks to higher net LPIs over-recovery (+€15.2m YoY) and higher interest rates.
- Other Income (Expenses) at €39.5m primarily related to "recovery costs" rights (€23.3m vs. €14.8m in FY22).
- Gross Yield on average loans at 7.6%, +37% YoY, despite deferred LPIs and LPI refixing with 6-months time-lag.
- Total LPIs and "Recovery cost" funds at €1,134m (+€138m, +14% YoY.

 Significant deferred profitability with €606m of off balancesheet funds, +€76m YoY.

€m	FY21	FY22	FY23
Gross Interest Income	195.0	247.4	397.8
of which Net LPIs over-recovery	7.4	14.0	29.3
Other Income (Expenses)	13.0	16.4	39.5
Revenues	208.1	263.7	437-3

	FY21	FY22	FY23
Gross yield on average loans (%)	5.6%	5.6%	7.6%(1)

€m	FY21	FY22	FY23 ⁽²⁾
Total funds A = B +	c 939	996	1,134
of which LPIs fund	B 713	756	869
of which: Off balance-sheet	D 415	410	474
of which Recovery Costs fund	C 226	240	264
ej minem ejj eatamee emeet	E 226	120	132
Total Off BS funds ⁽³⁾ $F = D +$	E 641	530	606

(1) Average Loans do not include accrued "Recovery cost" rights. (2) LPI's recovery rate accrual to 50% from 45% starting from 31-Dec-2022. From the same date, Recovery costs rights accounted on an accrual basis. (3) FY21 is not comparable with FY22 and FY23 data given that Recovery costs rights are accounted on an accrual basis from 31-Dec-2022.

Factoring & Lending KPIs: loan book at all time high, confirming positive volumes trend



- FY23 loan book at €5.6bn, a new historical high:
 - in Italy, different mix of loans impacted the loan book, while volumes grew +20%;
 - Greece and Poland confirm positive trend;
 - Spain⁽²⁾ and Portugal⁽³⁾ impacted by governments' cash injections, at 28% and 6% of total public expenditure, respectively.

 Good performance of volumes: +10%YoY at €8.1bn, with double-digit growth in Italy, Greece, Portugal, Slovakia, France and Czech Republic.

Loans and receivables €m	FY21 ⁽¹⁾	FY22 ⁽¹⁾	FY23 ⁽¹⁾	% YoY
Italy	2,123	3,383	3,448	+2%
Poland	790	806	919	+14%
Spain ⁽²⁾	330	629	599	-5%
Portugal ⁽³⁾	207	239	223	-7%
Slovakia	231	240	245	+2%
Greece	70	131	166	+27%
Other Countries	13	15	16	+11%
Total	3,763	5,442	5,617	+3%
Volumes €m	FY21	FY22	FY23	% YoY
Italy				
Italy	3,014	4 , 086	4 , 889	+20%
Poland	3,014 687	4 , 086 663	4,889 642	+20%
Poland Spain Portugal	687	663	642	-3%
Poland Spain	687 1,616	66 ₃	642 1,758	-3% -6%
Poland Spain Portugal	687 1,616 304	66 ₃ 1,879 481	642 1,758 534	-3% -6% +11%
Poland Spain Portugal Slovakia	687 1,616 304 29	66 ₃ 1,879 481 28	642 1,758 534 31	-3% -6% +11% +12%

Payments: revenues +11% YoY. Positive commercial developments in a market shifting to digital payments



Positive cross selling developments, with relevant new services activated in 4Q for existing clients, and positive outlook going forward.

• Transactions at 767m, +14%YoY, thanks to improved YoY intermediation and card settlements volumes, partially offset by volume decline in checks and receivables.

	FY21	FY22	FY23
N° of transactions (m)	589	675	767

• **Revenues** up YoY at €63.1m (+11% YoY), despite flat fee mechanism in pricing structure.

€m	FY21	FY22	FY23
Revenues	54.9	56.7	63.1
of which: Net Fees and Commissions	43.8	45.4	51.7
of which: Other	11.1	11.3	11.4

• FY23 **Deposits** at €3.5bn, up by 27% YoY, thanks to higher balances on operational accounts.

€m	FY21	FY22	FY23
EoP Deposits	2,374	2,748	3,495

Securities Services: won first tender with Casse di Previdenza > BFF in Jan-24



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BFF appointed as Depositary Bank by Cassa Forense, with c. €13bn of AuM with onboarding expected in 2Q/3Q. Several other tenders still ongoing.

- Depositary Bank's AuD at €58.8bn, +19% YoY. Positive net inflows of €8.3bn in FY23.
- Global Custody's AuC at €111.3bn, down by 27%YoY, due to a low margin client's exit.

•	Revenues up	3%YoY	excluding Arca.

 FY23 Deposits at €2.9bn, down by €0.3bnYoY, due to shift in asset allocation in a high interest rate environment.

€m	FY21	FY22	FY23
Depositary Bank (AuD EoP)	83,573	49,524	58,842
Global Custody (AuC EoP)	172,625	153,065	111,343

FY21	FY22	FY23
47.0	43.7	23.6
46.1	42.4	23.0
0.9	1.2	0.6
	47.0 46.1	47.0 43.7 46.1 42.4

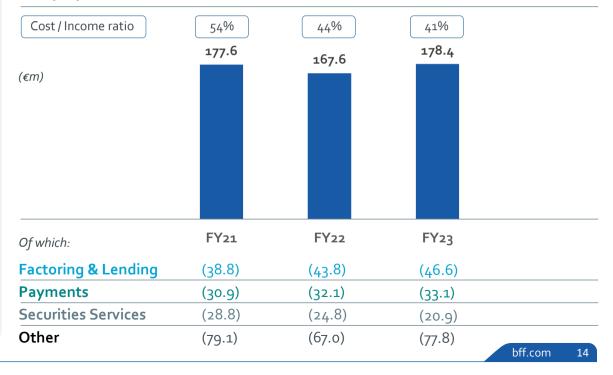
€m	FY21	FY22	FY23
EoP Deposits	6,092	3,167	2,886

Strong cost discipline: improved Cost/Income YoY to 41%



- F&L: Opex and D&A at €46.6m, up by 6% YoY, due to increased legal collection costs.
- Payments: Opex and D&A up by 3%YoY, reflecting higher volumes.
- Securities Services: Opex and D&A down by 16% YoY, thanks to lower direct costs and personnel expenses. Arca's exit cost saving at run-rate from Aug-23.
- Other: Opex and D&A +16% YoY, with part of the increase due to higher contribution to Resolution Fund (€6.4m in FY23 vs. €3.6m in FY22), AIRB and ICT projects and renewal of banking sector national collective agreement.

Group Opex and D&A (€m)

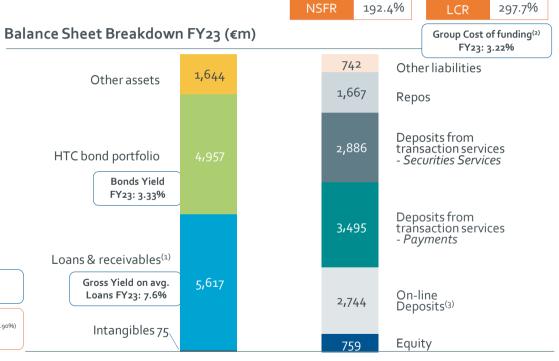


Strong Balance Sheet, ample deposit funding



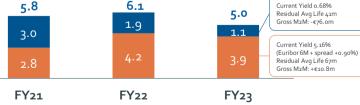
- Deposits at €9.1bn at YE23, +27% YoY, vs. declining deposits in the Italian market (-3.5% YoY)⁽⁴⁾.
- Cost of funding lower than the average market reference rates.
- Targeting bond issuance in 2H24 for MREL requirements.
- No ECB funding to be refinanced.
- Yield on floaters at 5.16%, with overall HTC portfolio yield impacted by fixed bonds.

Fixed



HTC bond portfolio (€bn)

Float



Tot. assets €12.3bn

Tot. liabilities €12.3bn

Strong Asset Quality with 90% of Net Impaired Loans vs. Public Sector



- A NPE at €333.4m, reflecting increase in municipalities in conservatorship ("dissesti")⁽¹⁾ and public sector Past Due.
- B Almost entire exposure towards Public Administration (90% of NPE).
- C NPL are mainly due to municipalities in conservatorship, with NPL ratio excl. "dissesti" at 0.1% of loans and NPL coverage ratio excl. "dissesti" at 75%.
- D Cost of Risk in FY23 at 9.4bps.

€m	FY21	FY22	FY23
Net NPLs	72.2	86.4	99.8
of which: Italian Municipalities	64.5	79.7	92.6
of which: Others	7.8	6.7	7.2
Net UTP	12.4	12.1	13.7
Net Past due	19.4	185.3	219.9
Net impaired loans	104.1	283.8	333-4 A
NPL ratio excluding Italian Municipalities NPL Coverage ratio excluding Italian Municipalities	0.2% 68%	Change in DoD ⁽²⁾ guidelines in Sep-22 0.1% 74%	90% B public sector 0.1% C 75% C
Annualized Cost of Risk (bps on loans)	(0.9) Release of o.9bps	11.2	9.4 D

+24% YoY dividend growth. Cumulative distributions since IPO at c. €800m, equal IPO's market cap



Capital Ratios

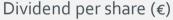
- **CET1 ratio at 14.2%,** with €68m of capital in excess of 12.0% CET1 ratio target, already excluding 2H accrued dividends.
- RWA density at 43% vs.42% at YE22.

RWAs €m	2,171	2,740	3,077
RWAs density	45%	42%	43%

Dividends

- BFF Dividend policy: payment twice a year up to 100% of Adjusted Net Profit of the period, subject to CET1 > 12.0%⁽¹⁾.
- FY23 dividends at €183.2m, €0.979 per share, including first tranche of 2023 dividend of €0.438 per share (2) paid in Sep-23. The balance of €0.541 per share to be paid on 24-Apr-24.







Powering positive impact through our ESG strategy



Ratings and Awards









Standard Ethics



Low Risk

17.0⁽²⁾

AA

E+

Environment



- ✓ Netting Strategy: more energyefficient building in Rome close to public transport
- √ 47% employees⁽³⁾ currently in LEEDcertified offices
- ✓ Ongoing process to integrate climate and environmental risks into the BFF risk framework

Social

- ✓ Published Social Bond Framework⁽⁴⁾
- ✓ Creation of BFF Inclusion Board to ensure equal opportunities
- ✓ **54% female workforce**⁽³⁾, 53% female in new hires⁽³⁾. 38% female managers⁽³⁾, up from 2022

Governance



- ✓ Board Slate Process aligned with best market practice:
 - ➤ Shareholders guidelines published in Oct-23⁽⁵⁾
 - ongoing selection of new Chairman
 - Board list to be published by 8-Mar-24

Key Takeaway



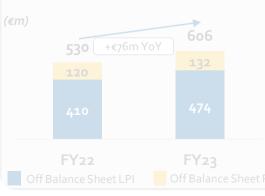
Good NII momentum, as rates peak and are set to fall

Natural hedge vs. lower rates thanks to lagged LPI accrual and assets repricing with time-lag vs. liabilities, contrary to traditional banks.

BFF
Short-term⁽¹⁾
Floating
Liabilities
~ 94%

Significant deferred profitability

Deferred profitability from off-balance sheet reserves locks in inertial profit growth on top of earnings growth.



3 Likely upside from LPD

Late Payments Directive proposed revision favourable to BFF (see slide 7):

- Easier enforcement
- Payment terms to 30 days also for NHS
- Recovery Costs from €40
 to at least €50 up to avg.
 €100 per invoice.



(1) Shorter than 6 months.

Upcoming Events



FY23 post-results Roadshow – Milan, London, NY, Toronto

7th Mar-24

Board of Directors' slate announcement

12th Mar-24

Morgan Stanley – European Financials Conference 2024 – London

13th Mar-24

J. P. Morgan – 14th Pan-European Small/Mid Cap CEO Conference – London

19th Mar-24

Jefferies – 4th Pan-European Mid-Cap Conference – London

4th Apr-24

Banca IMI – Financial Days – Milan

18th Apr-24

Ordinary Shareholders' Meeting

24th-Apr-24 tbc

Dividend Payment Date

Appendix





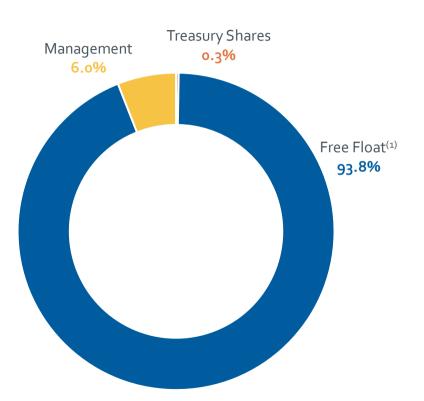
Glossary



AGM	Annual General Meeting	Euribor	Euro InterBank Offered Rate	OPEX	Operating Expenditures
AIFs	Alternative Investment Funds	FY	Full-year	PA	Public Administration
AuC	Assets under custody	F&L	Factoring & Lending	PAYM	Payments
AuD	Assets under depositary	G&A	General and Administrative	PBT	Profit before taxes
Avg.	Average	Н	Half	P&L	Profit & Loss
BoD	Board of Directors	нтс	Held-To-Collect	p.s.	per share
Bps	Basis Points	KPIs	Key performance indicators	Repo(s)	Repurchase agreement(s)
CAGR	Compounded Average Growth Rate	LCR	Liquidity Coverage Ratio	RWA	Risk weighted assets
CC	Corporate Center	LPIs	Late payment interests	SMEs	Small Medium Enterprises
CET1	Core Equity Tier 1	M ₂ M	Mark to Market	SREP	Supervisory Review and Evaluation Process
DoD	Definition of Default	NHS	National Healthcare System	SEC SER	Securities Services
DSO	Days Sales Outstanding	NPE	Non-performing exposures	TCR	Total Capital Ratio
D&A	Depreciation and amortisation	NPL	Non-Performing Loans	UTP	Unlikely To Pay
ECB	European Central Bank	NSFR	Net Stable Funding Ratio	YE	Year End
EoP	End of the period	OCI	Other comprehensive income	YoY	Year-on-year

A true Public Company with Management owning c. 6%





Total number of shares as of 31/12/2023: **186,944,029**

Summary reported consolidated Balance Sheet



€m	FY2021	FY2022	FY2023
Cash and cash balances	554-5	634.9	257.2
Financial assets measured at fair value through profit or loss	36.6	90.5	166.0
a) financial assets held for trading	4.1	0.2	1.2
b) financial assets designated at fair value	-	-	-
c) other financial assets mandatorily measured at fair value	32.5	90.3	164.9
Financial assets measured at fair value through OCI	83.5	128.1	137.5
Financial assets measured at amortized cost	10,069.5	11,895.9	10,805.8
a) loans and receivables due from banks	404.1	478.2	593.6
b) loans and receivables due from customers	9,665.4	11,417.6	10,212.3
Hedging derivatives	0.0	-	-
Equity investments	13.5	13.7	13.2
Property, plant and equipment	36.5	54-3	60.7
Intangible assets	67.5	70.2	74.7
Tax assets	100.5	60.7	113.7
Other assets	214.6	394.2	663.4
Total consolidated assets	11,176.7	13,342.4	12,292.3
Financial liabilities measured at amortized cost	10,010.4	11,994.8	10,814.2
a) deposits from banks	795.1	1,166.4	2,269.1
b) deposits from customers	9,029.0	10,789.4	8,545.1
c) securities issued	186.3	39.0	0.0
Financial Liabilities Held for Trading	2.7	0.9	1.2
Hedging derivatives	4.8	14.3	-
Tax liabilities	100.7	136.0	123.8
Other liabilities	460.9	401.4	555.4
Employees severance indemnities	3.7	3.2	3.0
Provisions for risks and charges	22.0	33.0	35.9
Equity	374.2	526.7	587.2
Net Profit	197.4	232.0	171.7
Total consolidated liabilities and equity	11,176.7	13,342.4	12,292.3

FY23 summary P&L



	F&L	Sec. Serv.	Paym.	CC	Adjusted	Adjustments	Reported
Interest Income	397.8	3.5	10.0	218.0	629.4	-	629.4
Interest Expenses	(205.4)	-	-	(139.9)	(345.3)	-	(345.3)
Net Interest Income	192.5	3-5	10.0	78.2	284.2		284.2
Net Fee and Commission Income	3.2	23.0	51.7	(2.8)	75.2	-	75.2
Dividends	-	-	-	8.9	8.9	-	8.9
Gains/Losses on Trading	9.9	-	-	(9.6)	0.3	-	0.3
Fair value adjustments in hedge accounting	-	-	-	-	-	-	-
Gains/losses on disposal/repurchase of	-	-	-	21.9	21.9	-	21.9
a) financial assets measured at amortized cost	-	-	-	22.0	22.0	-	22.0
b) financial assets measured at fair value through OCI	-	-	-	(0.1)	(0.1)	-	(0.1)
c) financial liabilities	-	-	-	-	-	-	-
Gains (losses) on other financial assets and liabilities measured at fair value through profit or loss	(0.4)	-	-	2.2	1.8	-	1.8
a) financial assets and liabilities designated at fair value	-	-	-	-	-	-	-
b) other financial assets mandatorily measured at fair value	(0.4)	-	-	2.2	1.8	-	1.8
Net Banking Income	205.3	26.5	61.7	98.8	392.2		392.2
Net adjustments/reversals of impairment for credit risk concerning:	(3.6)	-	-	(1.6)	(5.2)	-	(5.2)
a) financial assets measured at amortized cost	(3.8)	-	-	(1.1)	(4.9)	-	(4.9)
b) financial assets measured at fair value through OCI ⁽¹⁾	0.2	-	-	(0.5)	(0.3)	-	(0.3)
Administrative and Personnel Expenses	(45.1)	(20.2)	(32.1)	(71.7)	(169.1)	(11.0)	(180.1)
Net provisions for risks and charges	(3.9)	-	-	0.3	(3.7)	-	3.7
a) commitments and guarantees provided	(0.3)	-	-	-	(0.3)	-	(0.3)
b) other net allocations	(3.6)	-	-	0.3	(3.4)	-	(3.4)
Net Adjustments to/ Writebacks on Property, Plan and Equipment and Intangible Assets	(1.5)	(0.7)	(1.0)	(6.1)	(9.2)	(3.8)	(13.1)
Other Operating Income (Expenses)	26.7	0.6	11.4	6.2	44.8	-	44.8
Profit Before Income Taxes from Continuing Operations	177.8	6.6	40.0	25.7	249.8	(14.8)	235.0
Income Taxes					(66.6)	3.3	(63.3)
Net Profit					183.2	(11.5)	171.7

Adjusted vs. Reported Profit Reconciliation



€m – Adjustments	FY22	FY23	YoY %
Reported Net Profit	232.0	171.7	-26.0%
Exchange rates movements	(1.7)	-	-
1 Stock Options plans	1 3.3	1 2.4	-
Transaction/restructuring costs/M&A ⁽¹⁾	3.9	3.0	-
Extraordinary Resolution Fund and FITD contributions	0.5	1.2	-
Extraordinary Tax Items	4.9	1.3	-
Group CEO settlement agreement	-	1.7	-
2 Customer contract amortisation	2 3.1	2 1.9	-
Change in assets value, including LPI and "Recovery cost"	(100.1)	-	-
Adjusted Net Profit	146.0	183.2	+25.4%

Items 1 and 2 have no impact on capital

Group P&L per quarter



<i>€m</i> GROUP	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Interest Income	51.3	53.8	54.9	73.2	60.3	75.8	76.8	112.5	125.1	146.2	162.5	195.6
Interest Expenses ¹⁾	(7.5)	(12.6)	(3.9)	(6.7)	(5.5)	(17.3)	(15.6)	(44.5)	(64.9)	(86.1)	(97.4)	(106.6)
Net Interest Income ⁽¹⁾	43.8	41.2	51.0	66.5	54.8	58.6	61.2	68.1	60.3	60.1	65.1	89.0
Net Fee and Commission Income	22.4	23.1	25.1	23.8	22.9	22.9	22.9	22.0	17.7	18.5	20.0	19.0
Other Income	4.6	(0.3)	2.1	(0.0)	9.1	2.0	2.2	1.8	25.5	0.5	2.3	14.3
Net Banking Income	70.8	64.0	78.2	90.3	86.8	83.5	86.3	91.8	103.5	79.1	87.4	122.3
Other Operating Income (Expenses)	5.3	9.2	6.0	7.7	5.1	6.9	6.4	12.3	8.4	10.9	9.9	15.6
Total Net revenues	76.1	73.2	84.2	98.0	92.0	90.3	92.7	104.1	111.8	90.0	97.2	137.9
Direct OPEX	(39.0)	(49.0)	(38.1)	(43.0)	(35.5)	(42.7)	(36.6)	(44.8)	(36.6)	(47.0)	(40.2)	(45.4)
of which Personnel Expenses	(18.4)	(16.9)	(18.6)	(18.1)	(17.1)	(17.7)	(16.3)	(18.4)	(17.2)	(17.3)	(16.9)	(15.6)
of which G&A	(20.6)	(32.1)	(19.5)	(24.9)	(18.3)	(25.0)	(20.3)	(26.4)	(19.4)	(29.7)	(23.3)	(29.7)
D&A	(2.5)	(2.5)	(2.6)	(0.9)	(2.0)	(2.2)	(2.2)	(1.6)	(2.4)	(2.0)	(2.5)	(2.3)
Loan Loss Provisions	0.9	0.4	0.1	0.0	0.0	(2.3)	(1.2)	(2.2)	(0.5)	(1.8)	(0.4)	(2.5)
Net provisions for risks and charges	(0.0)	2.5	0.3	0.0	(0.7)	0.5	(0.0)	(0.4)	0.1	0.3	(0.3)	(3.8)
Adjusted Profit Before Taxes	35.5	24.5	43.8	54.1	53.8	43.7	52.7	55.2	72.4	39.6	53.9	83.9

Non-recourse factoring and lending Volumes (€m)



	Non-recourse factoring volumes	FY2021	FY2022	FY2023
	Italy	3,014	4,086	4,889
	NHS	2,073	2,346	3,020
	PA	820	1,250	1,196
	Other	121	490	673
(6)	Spain	1,616	1,879	1,758
	NHS	1,276	1,327	1,302
	PA	339	552	451
	Other	-	-	6
(1)	Portugal	304	481	534
	NHS	233	288	278
	PA	71	193	256
	Other	-	-	0.3
	Greece	91	167	190
	NHS	82	140	164
	PA	9	24	21
	Other	-	4	5
	Croatia	2.1	2.1	
	NHS	0.4	0.6	
	PA	1.8	1.6	-
	France	35	55	65
	NHS	32	50	51
	PA	4	6	14
A	Total	5,063	6,671	7,436

on-recourse factoring and lending volumes	FY2021	FY2022	FY2023
oland	687	663	642
ealthcare	517	561	<i>555</i>
ocal Government Units	170	102	87
lovakia	29	28	31
ealthcare	24	13	14
	5	14	18
zech Republic	1.9	2.0	4.2
ealthcare	1.1	1.7	1.6
ocal Government Units	0.8	0.3	2.6
otal	718	693	677
	poland ealthcare ocal Government Units ovakia ealthcare ocal Government Units zech Republic ealthcare ocal Government Units	bland 687 ealthcare 517 ocal Government Units 170 ovakia 29 ealthcare 24 ocal Government Units 5 cach Republic 1.9 ealthcare 1.1 ocal Government Units 0.8	ealthcare 517 561 ocal Government Units 170 102 ovakia 29 28 ealthcare 24 13 ocal Government Units 5 14 zech Republic 1.9 2.0 ealthcare 1.1 1.7 ocal Government Units 0.8 0.3

A + B	FY2021	FY2022	FY2023
	5,781	7,364	8,114

Factoring & Lending





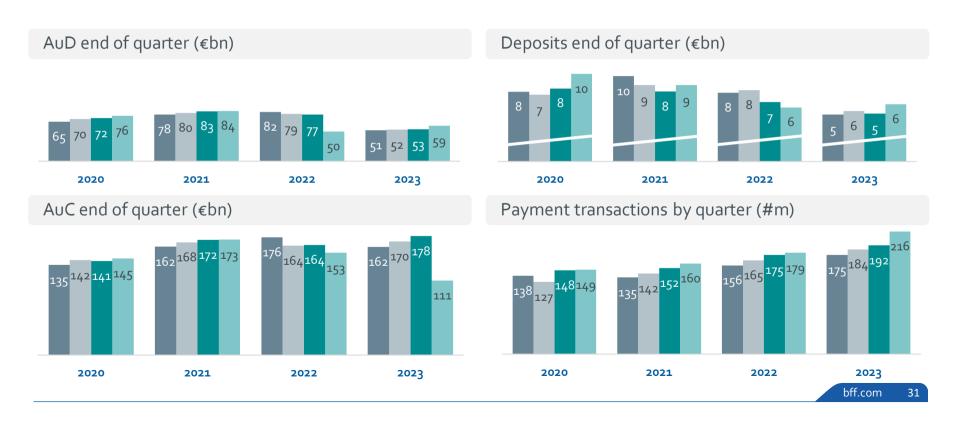
Factoring & Lending P&L per quarter



€m FACTORING & LENDING	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Net Interest Income	32.9	31.5	32.9	51.5	35.5	39.0	39.8	39.4	43.4	38.2	44.8	66.1
Net Fee and Commission Income	1.7	1.6	1.2	1.1	1.0	1.3	0.0	1.2	0.8	0.7	0.3	1.4
Other Income (Expenses)	(0.0)	(0.3)	0.3	-	-	-	-	-	-	-	0.9	8.7
Net Banking Income	34.7	32.9	34.5	52.6	36.5	40.3	39.8	40.6	44.2	39.0	46.0	76.1
Other Operating Income (Expenses)	1.5	1.6	0.9	3.4	1.8	2.9	2.6	5.5	5.8	7.0	6.2	7.7
Total Net Revenues	36.2	34.5	35.3	56.0	38.3	43.3	42.4	46.1	49.9	45.9	52.3	83.8
Direct OPEX	(8.4)	(9.5)	(9.1)	(10.3)	(9.4)	(9.6)	(9.6)	(13.8)	(10.0)	(11.9)	(11.6)	(11.6)
of which Personnel Expenses	(5.1)	(5.5)	(5.3)	(5.6)	(5.4)	(4.8)	(4.7)	(5.6)	(5.6)	(5.9)	(5.4)	(5.1)
of which G&A	(3.3)	(4.0)	(3.8)	(4.8)	(4.0)	(4.8)	(4.9)	(8.1)	(4.4)	(6.1)	(6.2)	(6.5)
Direct D&A	(0.4)	(0.4)	(0.3)	(0.3)	(0.3)	(0.4)	(0.4)	(0.3)	(0.6)	(0.1)	(0.5)	(0.3)
Loan Loss Provisions	(0.1)	(0.1)	(0.3)	(0.3)	0.0	(2.0)	(1.0)	(2.8)	(0.4)	(1.2)	(0.3)	(1.6)
Net provisions for risks and charges	(0.2)	0.4	0.1	0.0	(0.0)	0.0	0.0	(0.6)	0.2	(0.1)	0.1	(4.1)
Profit Before Taxes	27.2	24.9	25.7	45.0	28.5	31.3	31.4	28.7	39.2	32.5	40.0	66.1

Payments & Securities Services





Payments P&L per quarter



€m PAYMENTS	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Net Interest Income	0.5	2.6	2.3	1.9	2.1	2.0	1.5	1.0	1.8	2.8	2.1	3.3
Net Fee and Commission Income	10.3	10.5	12.3	10.7	10.3	10.5	10.5	14.1	11.7	11.8	13.3	15.0
Net Banking Income	10.7	13.1	14.6	12.5	12.4	12.5	12.0	15.1	13.4	14.6	15.4	18.3
Other Operating Income (Expenses)	2.7	2.8	2.8	2.8	2.5	3.1	3.2	2.4	2.5	3.3	3.2	2.4
Total Net Revenues	13.4	16.0	17.4	15.3	14.9	15.6	15.2	17.6	15.9	17.9	18.6	20.7
Direct OPEX	(7.5)	(7.8)	(7.8)	(7.6)	(7.5)	(7.9)	(8.1)	(8.4)	(7.9)	(8.1)	(8.2)	(7.9)
of which Personnel Expenses	(1.0)	(0.9)	(0.9)	(0.8)	(0.9)	(0.9)	(0.9)	(1.0)	(1.0)	(1.1)	(1.0)	(1.2)
of which G&A	(6.6)	(6.9)	(6.9)	(6.8)	(6.5)	(7.0)	(7.1)	(7.4)	(6.9)	(7.0)	(7.2)	(6.7)
Direct D&A	(0.2)	(0.2)	(0.2)	0.5	(0.1)	(0.1)	(0.0)	(0.1)	(0.2)	(0.2)	(0.3)	(0.3)
Loan Loss Provisions	-	-	-	-	-	-	-	-	-	-	-	-
Net provisions for risks and charges	-	-	-	-	(0.0)	0.1	(0.0)	(0.1)	0.1	0.3	(0.3)	(0.1)
Profit Before Taxes	5.7	7.9	9.3	8.2	7.4	7.8	7.1	9.0	7.9	9.9	9.8	12.4

Securities Services P&L per quarter



€m SECURITIES SERVICES	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Net Interest Income	3.0	1.5	2.1	4.2	2.7	2.3	0.5	3.3	1.2	1.1	0.6	0.7
Net Fee and Commission Income	10.9	11.4	11.7	12.1	11.8	11.7	12.1	6.8	5.8	6.5	6.5	4.1
Net Banking Income	13.9	12.8	13.9	16.4	14.5	14.0	12.6	10.1	7.0	7.6	7.1	4.8
Other Operating Income (Expenses)	0.2	0.2	0.2	0.4	0.0	(0.1)	(0.0)	1.3	0.0	0.0	0.0	0.5
Total Net Revenues	14.0	13.0	14.0	16.8	14.6	14.0	12.6	11.4	7.0	7.6	7.2	5.3
Direct OPEX	(7.0)	(7.1)	(6.9)	(7.5)	(6.3)	(6.6)	(6.1)	(5.6)	(5.0)	(5.1)	(4.8)	(5.3)
of which Personnel Expenses	(3.2)	(3.1)	(3.1)	(2.8)	(3.1)	(3.1)	(3.0)	(3.1)	(2.8)	(2.9)	(2.5)	(2.5)
of which G&A	(3.8)	(4.0)	(3.8)	(4.7)	(3.1)	(3.4)	(3.0)	(2.6)	(2.2)	(2.3)	(2.3)	(2.8)
Direct D&A	(0.3)	(0.2)	(0.2)	0.5	(0.0)	(0.1)	(0.0)	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)
Loan Loss Provisions	-	-	-	-	-	-	-	-	-	=	-	-
Net provisions for risks and charges	-	-	-	-	(0.4)	(0.1)	0.1	0.4	-	-	(0.2)	0.2
Profit Before Taxes	6.7	5.6	6.9	9.8	7.8	7.2	6.6	6.1	1.9	2.3	2.0	0.0

Corporate Center P&L per quarter



€m CORPORATE CENTER	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Net Interest Income ⁽¹⁾	7.4	5.5	13.7	8.9	14.5	15.2	19.4	24.4	14.0	17.9	17.6	19.0
Net Fee and Commission Income	(0.5)	(0.4)	(0.2)	(0.1)	(0.2)	(0.6)	0.2	(0.1)	(0.6)	(0.5)	(0.2)	(1.6)
Other Income	4.6	0.0	1.8	(0.0)	9.1	2.0	2.2	1.8	25.5	0.5	1.4	5.7
Net Banking Income	11.5	5.2	15.2	8.8	23.4	16.6	21.8	26.0	38.9	18.0	18.9	23.1
Other Operating Income (Expenses)	1.0	4.6	2.2	1.0	0.8	0.9	0.7	3.0	0.1	0.6	0.4	5.0
Total Net revenues	12.5	9.7	17.4	9.9	24.2	17.5	22.5	29.0	39.0	18.6	19.2	28.1
Direct OPEX	(16.0)	(24.6)	(14.2)	(17.6)	(12.3)	(18.7)	(12.9)	(17.0)	(13.8)	(21.9)	(15.5)	(20.6)
of which Personnel Expenses	(9.1)	(7.4)	(9.2)	(8.9)	(7.6)	(8.8)	(7.6)	(8.7)	(7.8)	(7.5)	(7.9)	(6.8)
of which G&A	(6.9)	(17.2)	(4.9)	(8.7)	(4.6)	(9.8)	(5.2)	(8.3)	(5.9)	(14.4)	(7.6)	(13.8)
D&A	(1.7)	(1.7)	(1.9)	(1.6)	(1.7)	(1.6)	(1.8)	(1.1)	(1.5)	(1.5)	(1.6)	(1.5)
Loan Loss Provisions	1.0	0.5	0.4	0.3	0.0	(0.3)	(0.1)	0.6	(0.1)	(0.5)	(0.1)	(0.9)
Net provisions for risks and charges	0.2	2.0	0.2	0.0	(0.2)	0.4	(0.1)	(0.2)	(0.2)	0.2	0.1	0.3
Adjusted Profit Before Taxes	(4.0)	(14.1)	1.9	(8.9)	10.1	(2.6)	7.6	11.3	23.4	(5.1)	2.1	5.4

FY22 summary P&L



	E0.1	6 6				A 12	
	F&L	Sec. Serv.	Paym.	CC	Adjusted	Adjustments	Reported
Interest Income	247.4	8.8	6.6	62.7	325.5	29.3	354.8
Interest Expenses	(93.6)	-	-	0.6	(93.0)	-	(93.0)
Net Interest Income	153.7	8.8	6.6	63.3	232.5	29.3	261.8
Net Fee and Commission Income	3.5	42.4	45.4	(0.8)	90.7	-	90.7
Dividends	-	-	-	9.8	9.8	-	9.8
Gains/Losses on Trading	-	-	-	10.2	10.2	2.4	12.6
Fair value adjustments in hedge accounting	-	-	-	-	-	-	-
Gains/losses on disposal/repurchase of	-	-	-	0.2	0.2	-	0.2
a) financial assets measured at amortized cost	-	-	-	0.2	0.2	-	0.2
b) financial assets measured at fair value through OCI	-	-	-	-	-	-	-
c) financial liabilities	-	-	-	-	-	-	-
Gains (losses) on other financial assets and liabilities measured at fair value through profit or loss	-	-	-	5.2	5.2		5.2
a) financial assets and liabilities designated at fair value	-	-	-	-	-	-	-
b) other financial assets mandatorily measured at fair value	-	-	-	5.2	5.2	-	5.2
Net Banking Income	157.3	51.3	52.0	87.9	348.5	31.8	380.2
Net adjustments/reversals of impairment for credit risk concerning:	(5.8)	-	-	0.2	(5.6)	-	(5.6)
a) financial assets measured at amortized cost	(5.9)	-	-	0.0	(5.9)	-	(5.9)
b) financial assets measured at fair value through OCI ⁽¹⁾	0.1	-	-	0.2	0.3	-	0.3
Administrative and Personnel Expenses	(42.4)	(24.5)	(31.8)	(60.7)	(159.5)	(11.1)	(170.6)
Net provisions for risks and charges	(0.5)	-	-	-	(0.5)	(10.0)	(10.5)
a) commitments and guarantees provided	0.1	-	-	-	0.1	-	0.1
b) other net allocations	(0.6)	-	-	-	(0.6)	(10.0)	(10.6)
Net Adjustments to/ Writebacks on Property, Plan and Equipment and Intangible Assets	(1.4)	(0.2)	(0.3)	(6.2)	(8.1)	(4.6)	(12.6)
Other Operating Income (Expenses)	12.8	1.2	11.3	5.3	30.7	119.7	150.4
Profit Before Income Taxes from Continuing Operations	120.0	27.8	31.3	26.4	205.4	125.8	331.2
Income Taxes					(59.4)	(39.8)	(99.2)
Net Profit					146.0	86.0	232.0



a bank like no other®

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