

Investor Presentation

BG Company profile

March 2024



To be the No. 1 private bank, unique by **value of service, innovation** and **sustainability**

Italian Household Wealth and Financial Advisor Sector (FAs)

Banca Generali - At a Glance

A distinctive Business Model

Key Strategic Projects

Key Financials



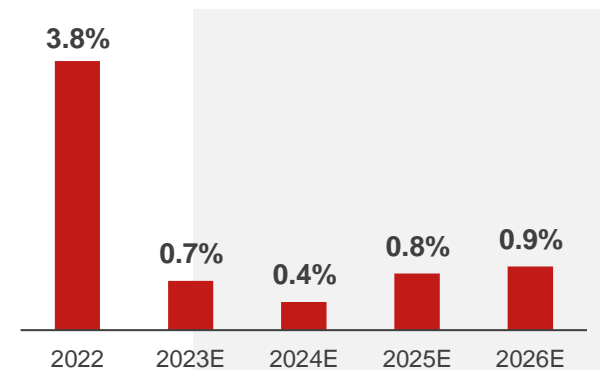
FOCUS ON ITALY

LARGE MANUFACTURING COUNTRY, HIGH HOUSEHOLD WEALTH

Recent Trends

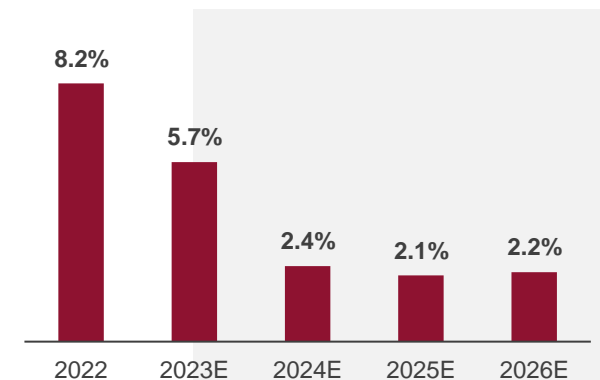
1. Italy is the **third largest manufacturing country in Europe** and the **second largest by number of SMEs¹**, which testifies its entrepreneurial environment
2. The **Italian Public Debt** is high, whereas **Italian Household Debt** is by far the lowest amongst G7 countries². As a result, on an aggregate basis³, Italy's debt exposure is amongst the lowest within G7 countries
3. The **Italian Household Wealth** amounts to €10.6 trillion, of which €5.2 billion represented by financial wealth – third largest amount amongst the 27 EU countries
4. Recent **stable political environment** and **fiscal discipline** led all major rating agencies to confirm **Italy's investment grade status**
5. **Implementation of NRRP (worth €194bn)** seen as a major opportunity to support the economy over next few years

Italy - Real GDP growth, annual % change



Source: Prometeia

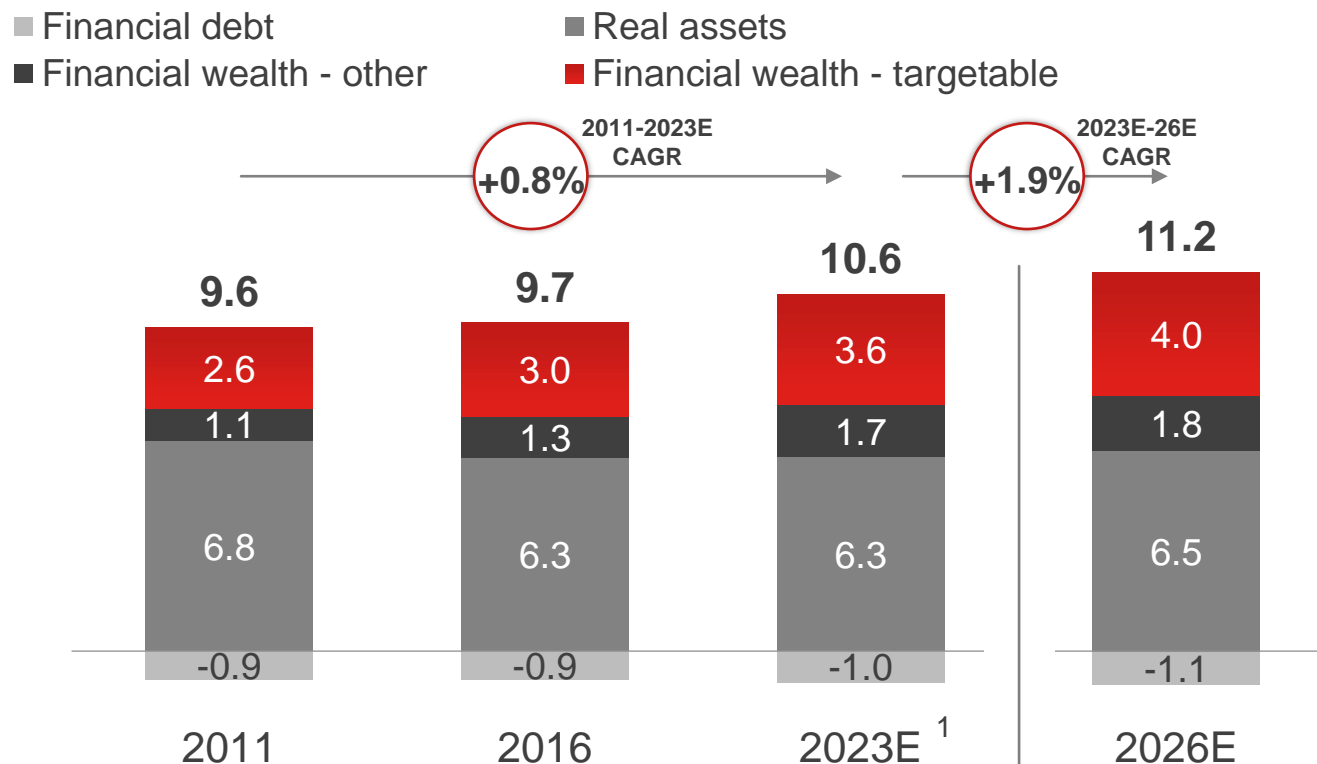
Italy - Inflation, annual % change



Source: Prometeia

TOTAL ITALIAN HOUSEHOLD WEALTH TO KEEP GROWING WITH HIGHER TARGETABLE FINANCIAL WEALTH

Italian Household Net Wealth €tn



➤ Growing **Targetable Financial Wealth** driven by savings and positive markets; trend expected to continue (+3.7% 2023E-26E CAGR)

➤ Large presence of **real assets**: $\frac{3}{4}$ of Italian households are homeowners, $\frac{1}{5}$ own a second home; expected growth driven by inflation and economic activity

➤ Low levels of household **financial debt**: among the lowest in Europe (9% of gross Italian household wealth)

Targetable Financial Wealth / Italian Household Net Wealth

27.1%

30.9%

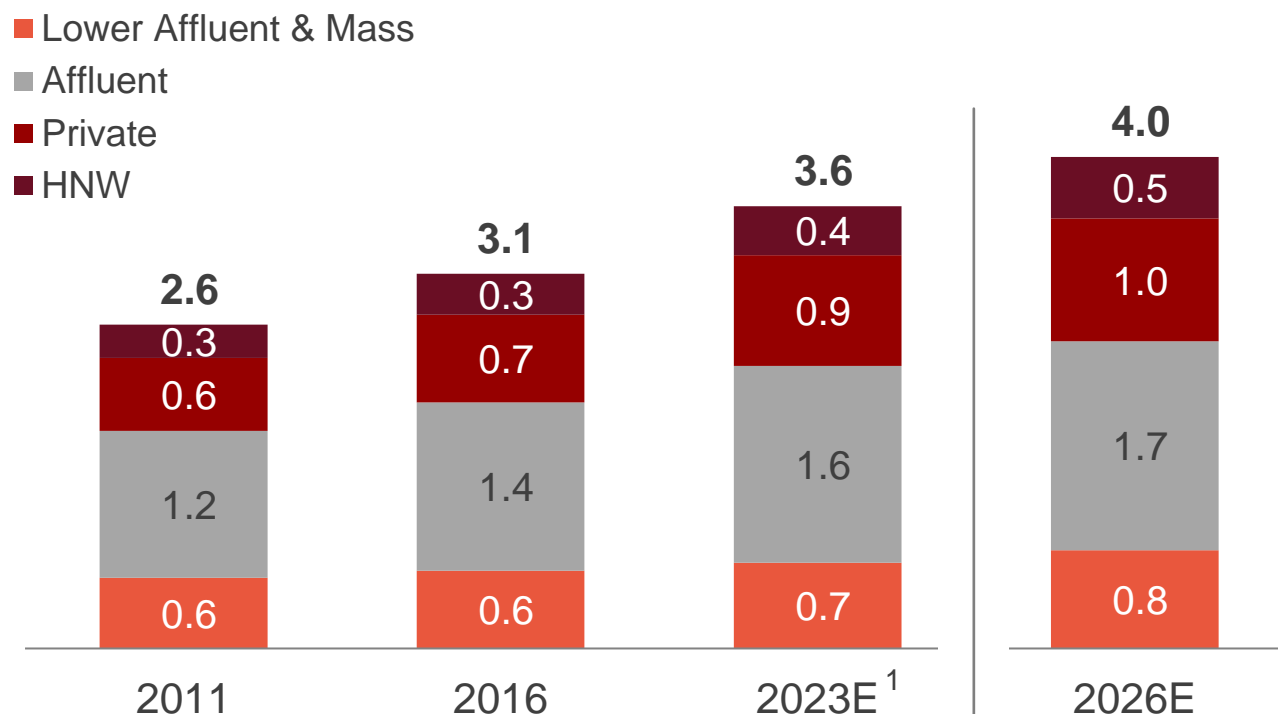
33.7%

35.7%

PRIVATE & HNW HOUSEHOLDS OUTPACED MARKET GROWTH

AFFLUENT HOUSEHOLDS ALSO A SIZEABLE OPPORTUNITY

Italian Household Targetable Financial Wealth – Client segmentation €tn



➤ **Private & HNW households**, whose wealth has outpaced market growth over the last years (+3.4% 2011-23E CAGR), expected to remain the fastest-growing segment (+5.3% 2023E-26E CAGR)

➤ **Affluent households** show significant exposure to deposits

➤ **Lower Affluent & Mass households** are prevalently exposed to deposits and primary banking needs

Private & HNW Household / Targetable Financial Wealth

32.8%

34.3%

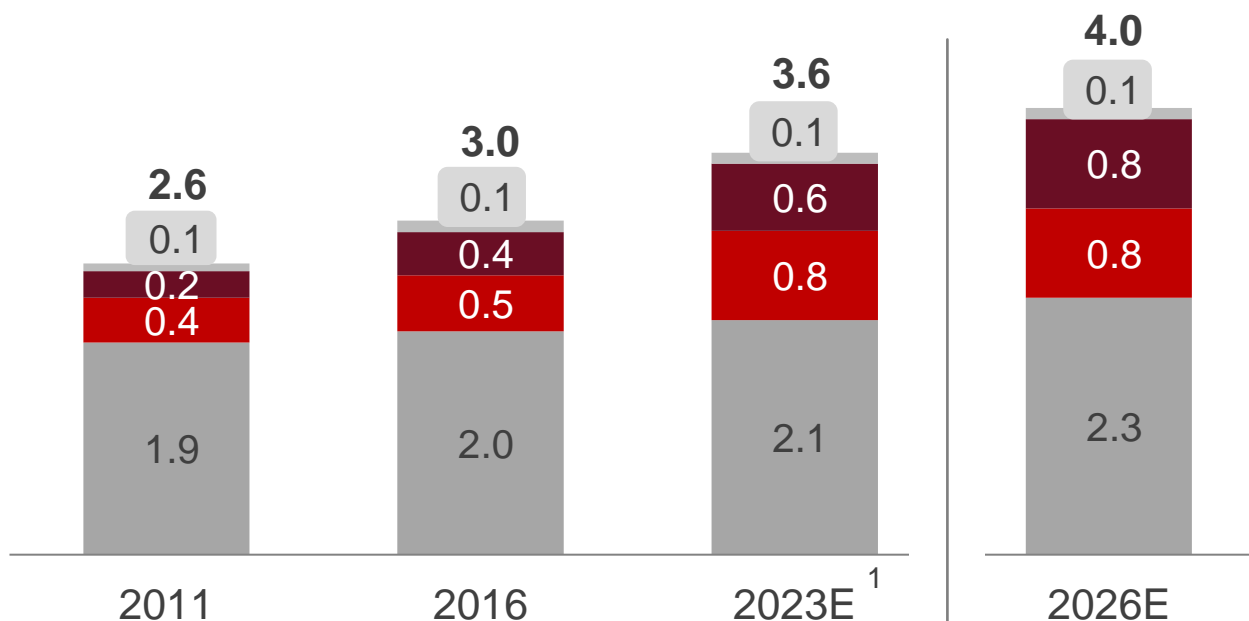
36.1%

37.9%

FA NETWORKS STRONGLY EXPANDED THEIR MARKET SHARE AT THE EXPENSE OF TRADITIONAL BRANCH-BASED BANKS

Italian Household Targetable Financial Wealth – Distribution channel €tn

■ Banks ■ Other channels ■ FA Networks ■ Not allocated by channel



➤ **Financial Advisory networks** significantly expanded market share thanks to value of service to Clients and recruitment of Financial Advisors from the banking industry; expected to reach c.21% of targetable financial wealth over the next five years (+7.2% 2023E-26E CAGR)

➤ **Banks losing market share**, albeit in the context of growing assets; still maintaining industry leadership

➤ **Other channels** (mainly Postal Offices and Insurance Agents) expected to keep growing, yet slower than FA networks

FA Networks / Targetable Financial Wealth (allocated by channel)



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Italian Household Wealth and Financial Advisor Sector (FAs)

Banca Generali - At a Glance

A distinctive Business Model

Key Strategic Projects

Key Financials



BANCA GENERALI IN A NUTSHELL

MAIN HIGHLIGHTS



One of the **fastest-growing asset gatherers** in Europe¹ (assets tripled in 10Y) and the #3 player in the **Private Banking space** in Italy²



Capital-light business model, leveraging on a Network of 2,260 **Financial Advisors ranked at the top of the industry**³ by quality and productivity



Awarded Best Private Bank in Italy⁴ and **Best Financial Advisor Network by Customer Satisfaction**⁵, Banca Generali leverages on an open banking and open architecture business model to leverage on best partners over time



Listed on the **Italian Stock Exchange** since November 2006 with the best Total Return Rate (TRR) amongst financial institutions in Italy since then (+716%⁶), it is **owned by Assicurazioni Generali** with a stake of 50.2% benefitting from the solid reputation of the brand



ESG reference point for all its Stakeholders leveraging on a clear ESG framework, **distinctive commercial approach** and clear **environmental targets**. Awarded Best Sustainable Private Bank in Italy⁷ and included in Sustainalytics' 2024 ESG Top-Rated Companies List



International footprint with a consolidated presence in Luxembourg and a growing one in Switzerland, recently strengthened by a fully-fledged banking licence granted by FINMA, for further exploiting its private banking ties

BANCA GENERALI'S AMBITIONS

MISSION, VISION AND PURPOSE



Banca Generali's dynamism - The fastest growing¹ company in Italy over last 10 years with a unique business model centered around a wealth management approach, a focus on top rated distribution network and a capital light business model

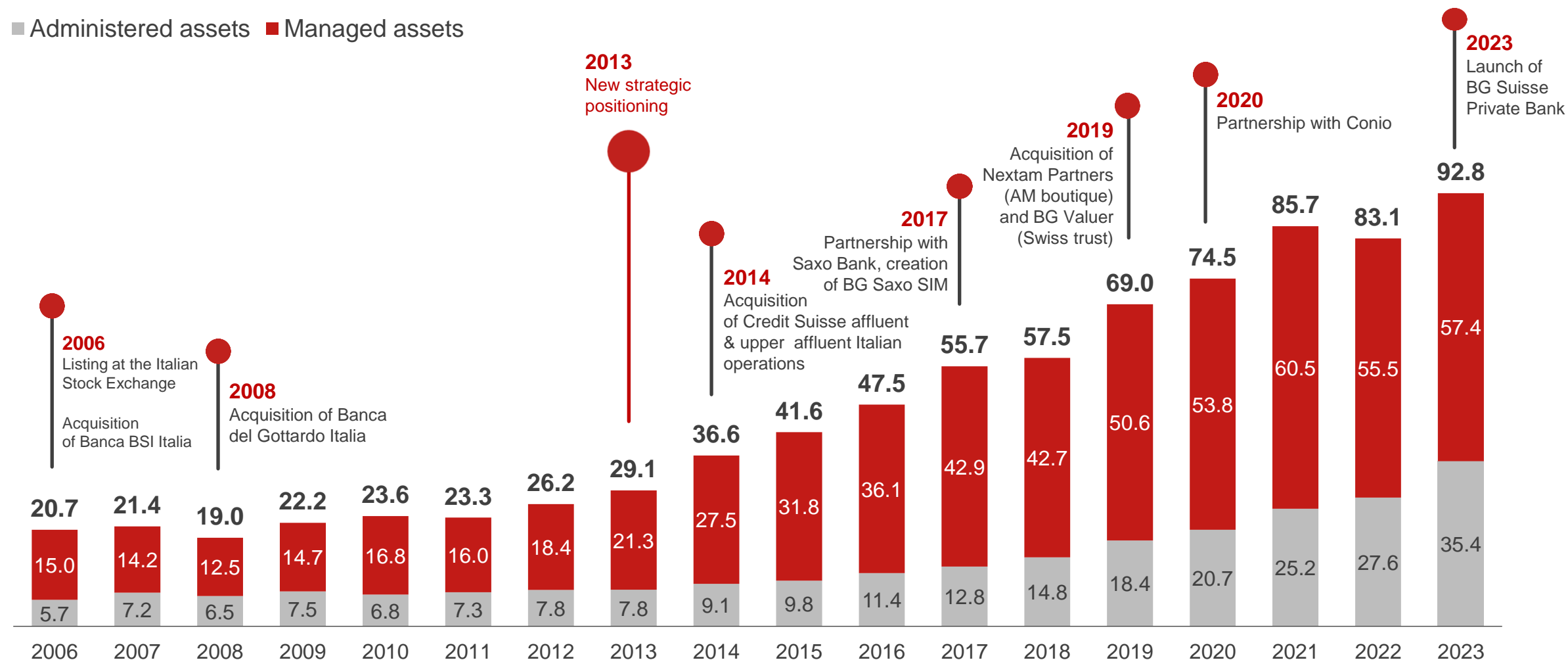
Assicurazioni Generali's heritage - Banca Generali can leverage on the financial strength and solid reputation of Assicurazioni Generali, one of the leading insurance groups at European level with a group credit rating (A) above country level (BBB)

BANCA GENERALI'S KEY MILESTONES

A YOUNG, YET FAST-GROWING COMPANY

Total Client Assets €\bn

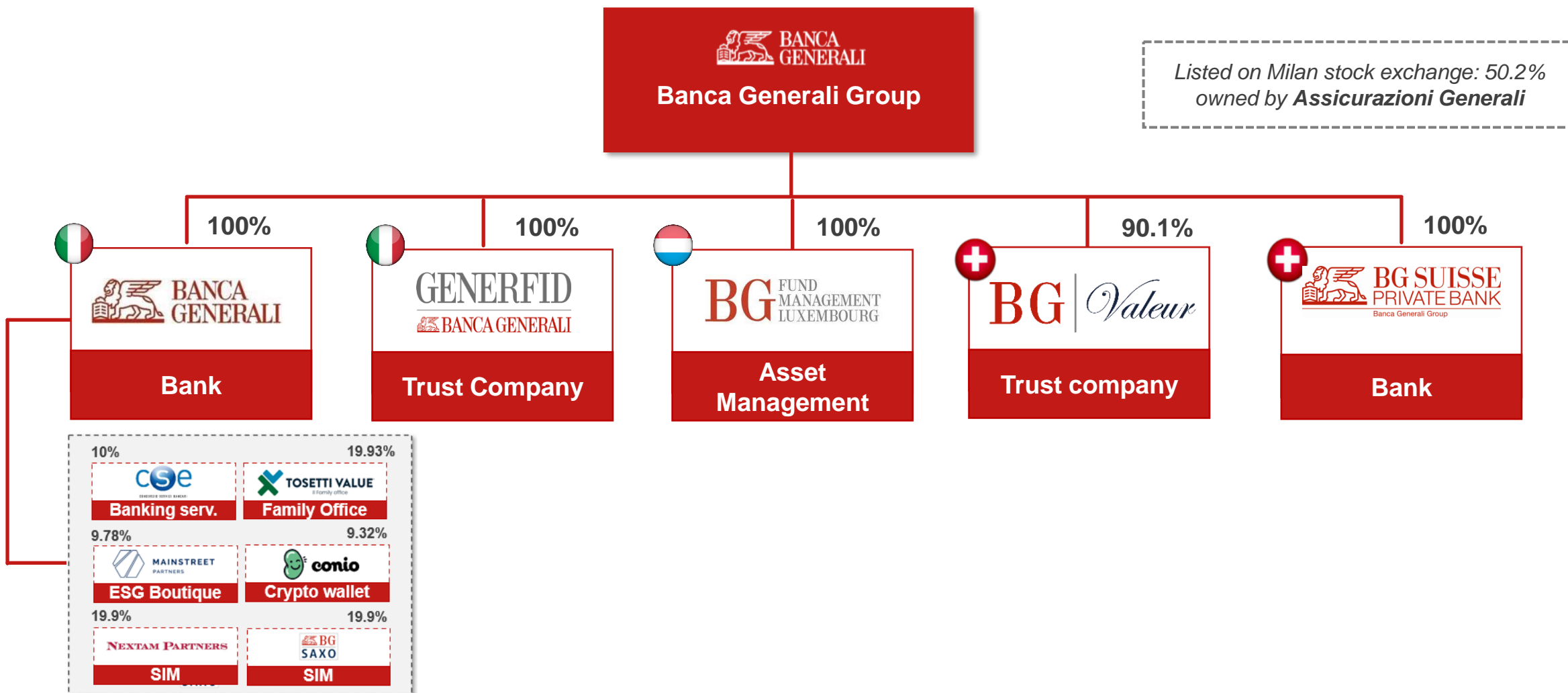
■ Administered assets ■ Managed assets



BANCA GENERALI'S ORGANIZATION

COMPANY STRUCTURE

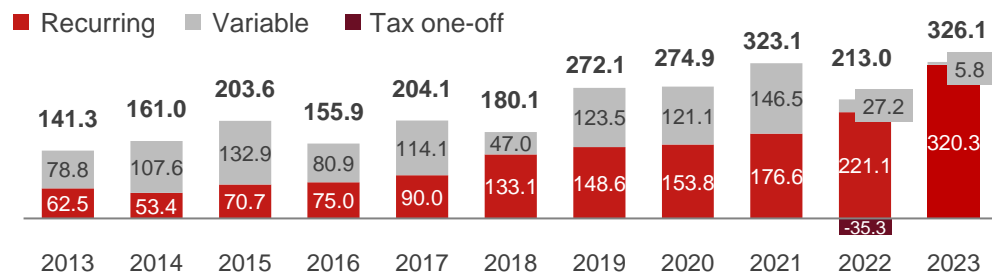
Company Structure



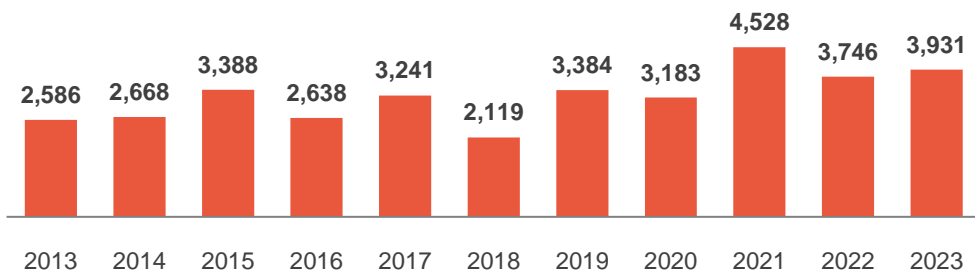
BANCA GENERALI'S KEY FINANCIAL DATA

10 YEARS TREND

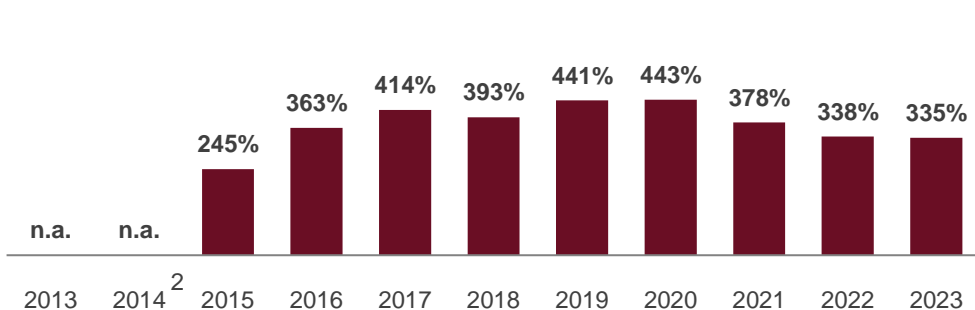
2023 Net profit at 326€lm



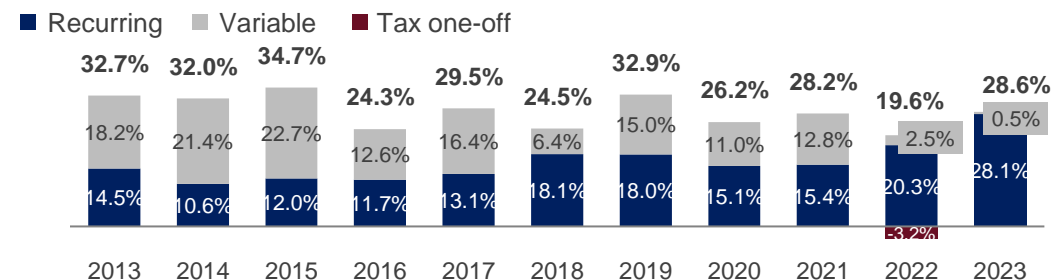
2023 YE Market cap¹ >3.8 €bn



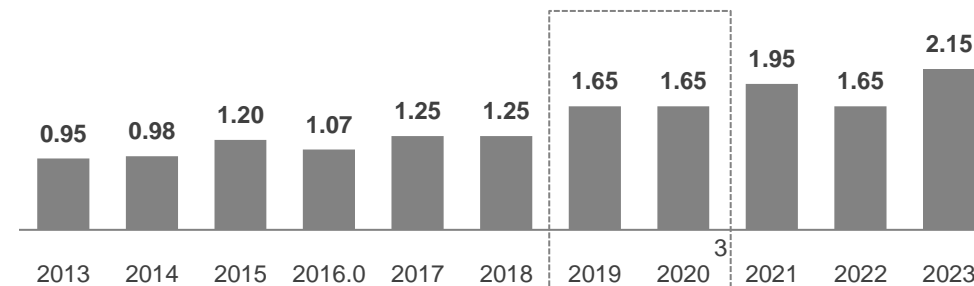
2023 LCR 378% vs. 100% requirement



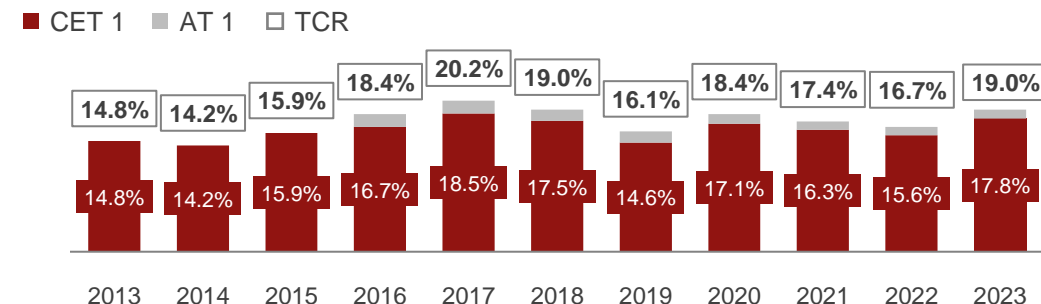
2023 ROE ~ 29%



2023 DPS at €2.15



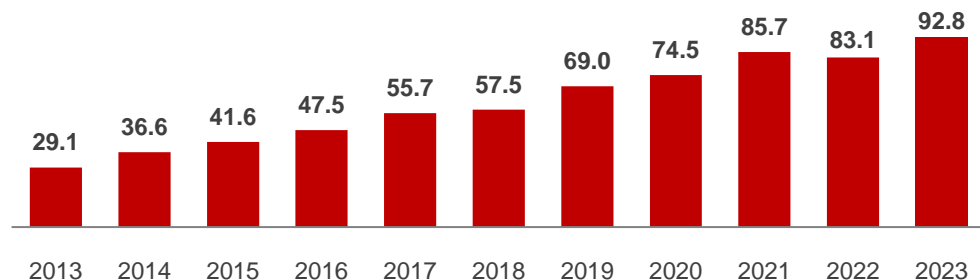
2023 TCR 19.0% vs. 12.3% SREP requirement



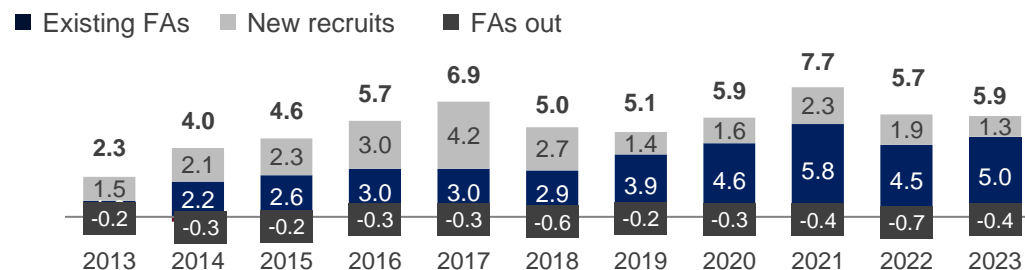
BANCA GENERALI'S KEY COMMERCIAL DATA

10 YEARS TREND

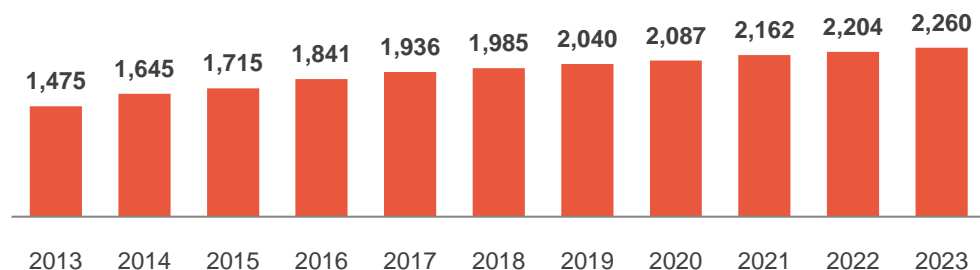
2023 Total Assets at 92.8€\bn



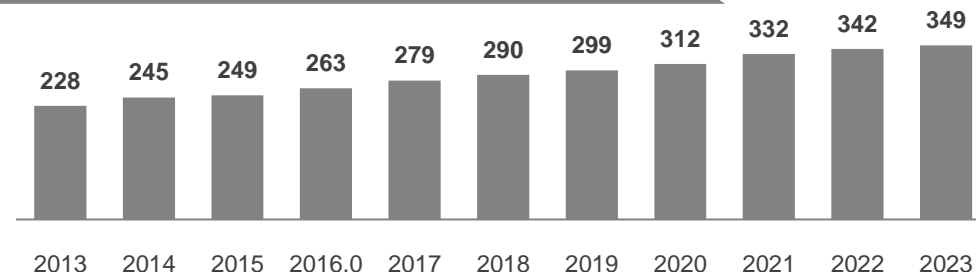
2023 Net Inflows at 5.9€\bn



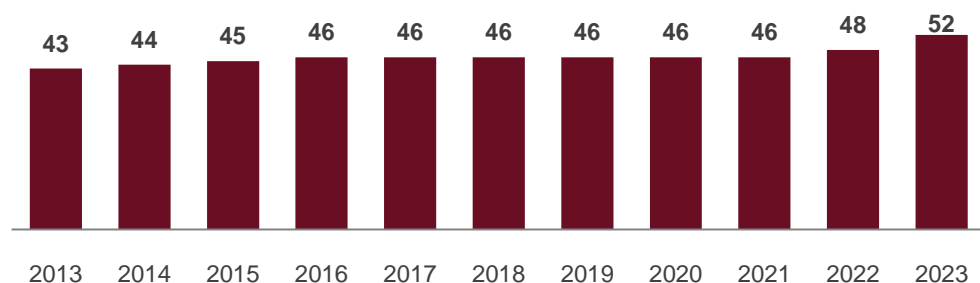
2023 FAs: 2,260 Professionals



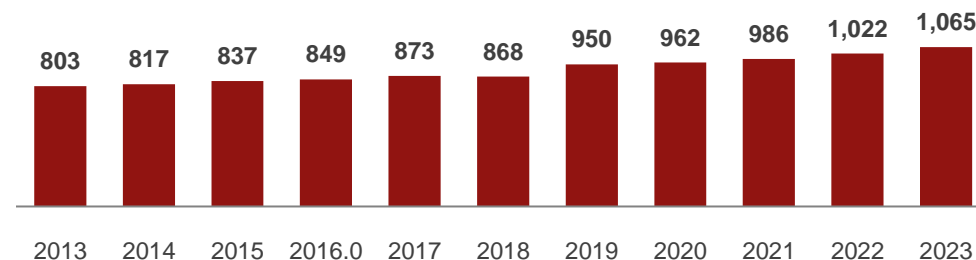
2023 Clients: 348k



2023 Branches: 52



2023 Employees: 1,065 people



BANCA GENERALI'S AWARDS

RECOGNIZED PLAYER IN THE ITALIAN WEALTH MANAGEMENT SPACE

Wealth Management



Best Private Bank in Italy (2023)

Financial Times - Global Private Banking Awards



Best Discretionary Mandates Team (2023)

Deutsche Institut für Qualität und Finanzen



Best Private Bank for Digital Wealth Planning in Europe (2022)

Professional Wealth Management
Financial Times

Financial Advisor Network



Best Financial Advisor network by Customer Satisfaction (2023)

Deutsche Institut für Qualität und Finanzen



Top Current Account (2023/2024)

Deutsche Institut für Qualität und Finanzen




Best Distribution Network (2022)

ICA – Italian Certificates Awards 2022

ESG



Sustainability Awards (2023)

Banca Generali awarded at the 2023 Sustainability Awards for its commitment to the PRI  Principles for Responsible Investment



Top Sustainable Bank in Italy (2023)

BFC Media - Private Banking Awards



Sustainability Awards 2023

Among the most sustainable companies according to Statista



Best Green Asset Manager (2023)



Italy's Best Employer (2022)

Deutsche Institut für Qualität und Finanzen



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Key Financials



BUSINESS MODEL (1/12)

FOCUSED ON GROWTH AND LEVERAGING ON FLEXIBILITY

BUSINESS MODEL

Banca Generali has a **focus on savings and investments with B2B2C Approach**

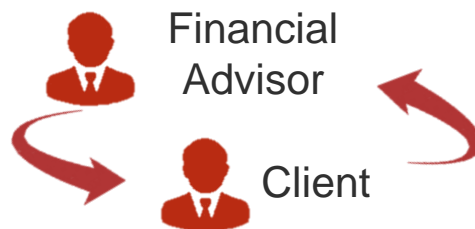
3

SERVICES

- **Wealth Management** (financial assets, real-estate, succession planning & family protection, art advisory)
- **Corporate advisory** (services for entrepreneurs, dynamic hedging)
- **Advisory** (liquid and illiquid investments)
- **ESG investments** approach
- **Trust Services** (trust, family office)

1

DISTRIBUTION



2

PRODUCTS

- **Banking products** (current accounts, payments lending)
- **Custodian assets** (security advisory and security trading, certificates, primary placement)
- **Managed solutions** (in-house and third-party funds/SICAVs, Financial Wrappers)
- **Insurance** (protection, private insurance)
- **Alternative solutions**

4

SUPPORTS

IT platforms and Digital Tools,
Training, Marketing, Communication

5

BANK

Limited capital absorption due to a **prudent approach**, deposits **mainly from Clients**, predominantly **secured loans** with **simple and low risk** balance sheet

BUSINESS MODEL (2/12) – BG 'S FAs AT TOP RANKING IN THE INDUSTRY

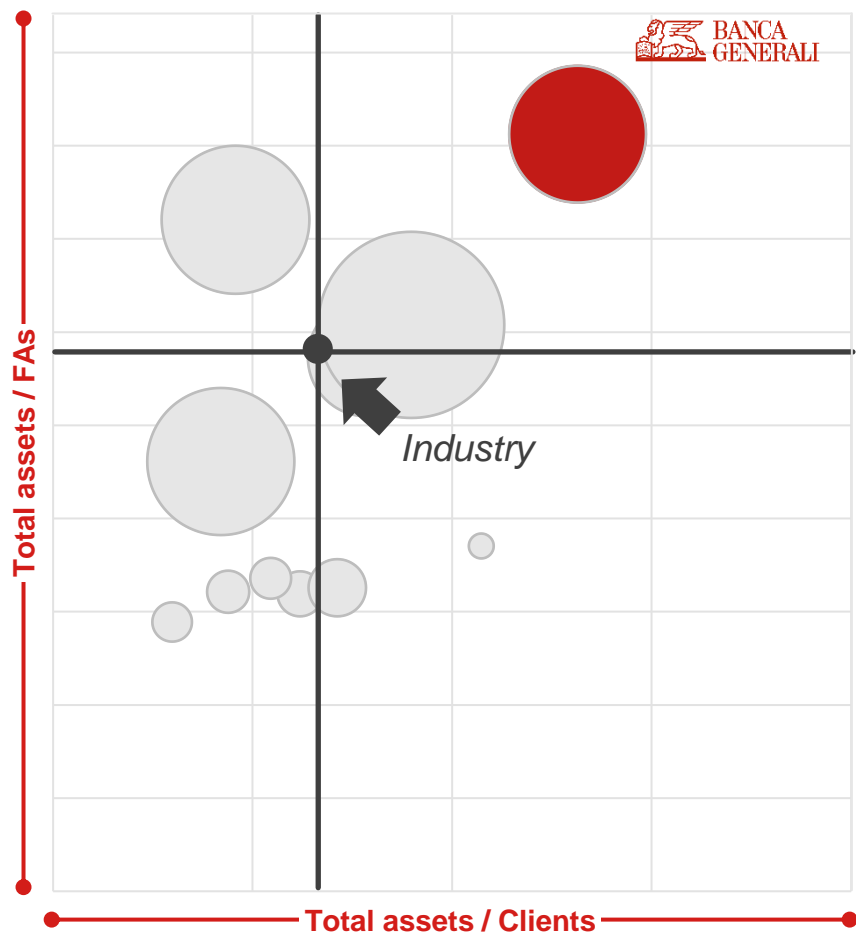
BOTH IN TERMS OF POSITIONING AND PRODUCTIVITY

1

DISTRIBUTION

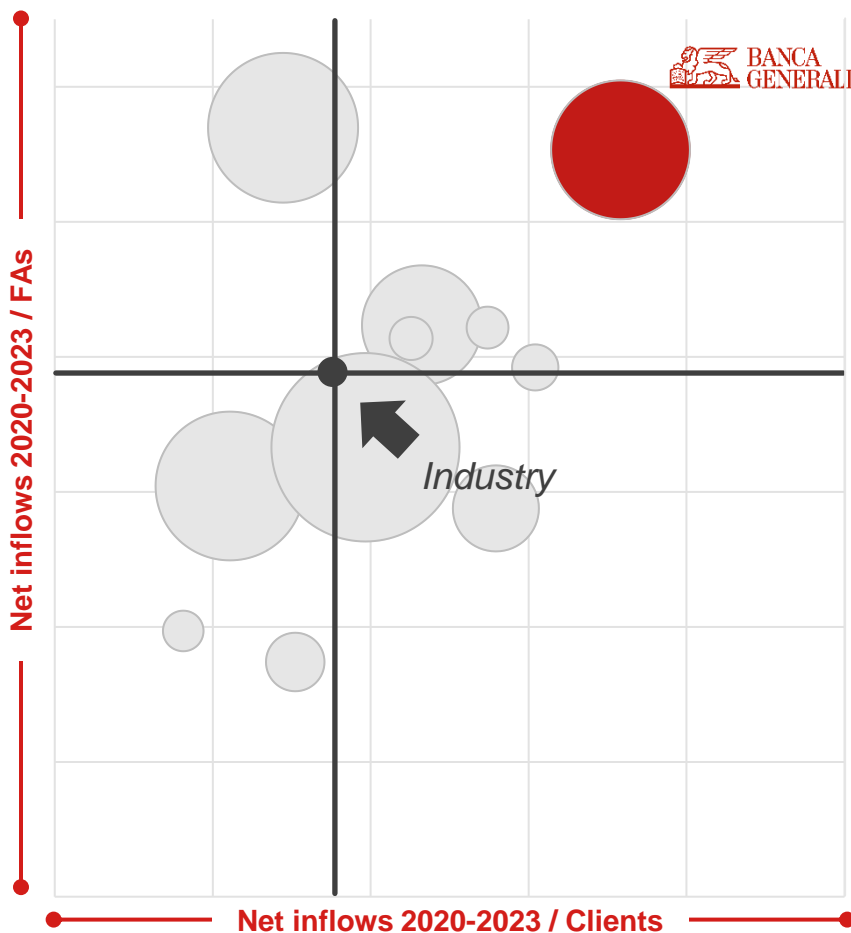
Positioning vs Industry

FA networks by total assets per capita: FAs vs Client



Productivity vs Industry

FA networks by net inflows per capita: FAs vs Clients



► Banca Generali ranks at the top of FA networks, by:

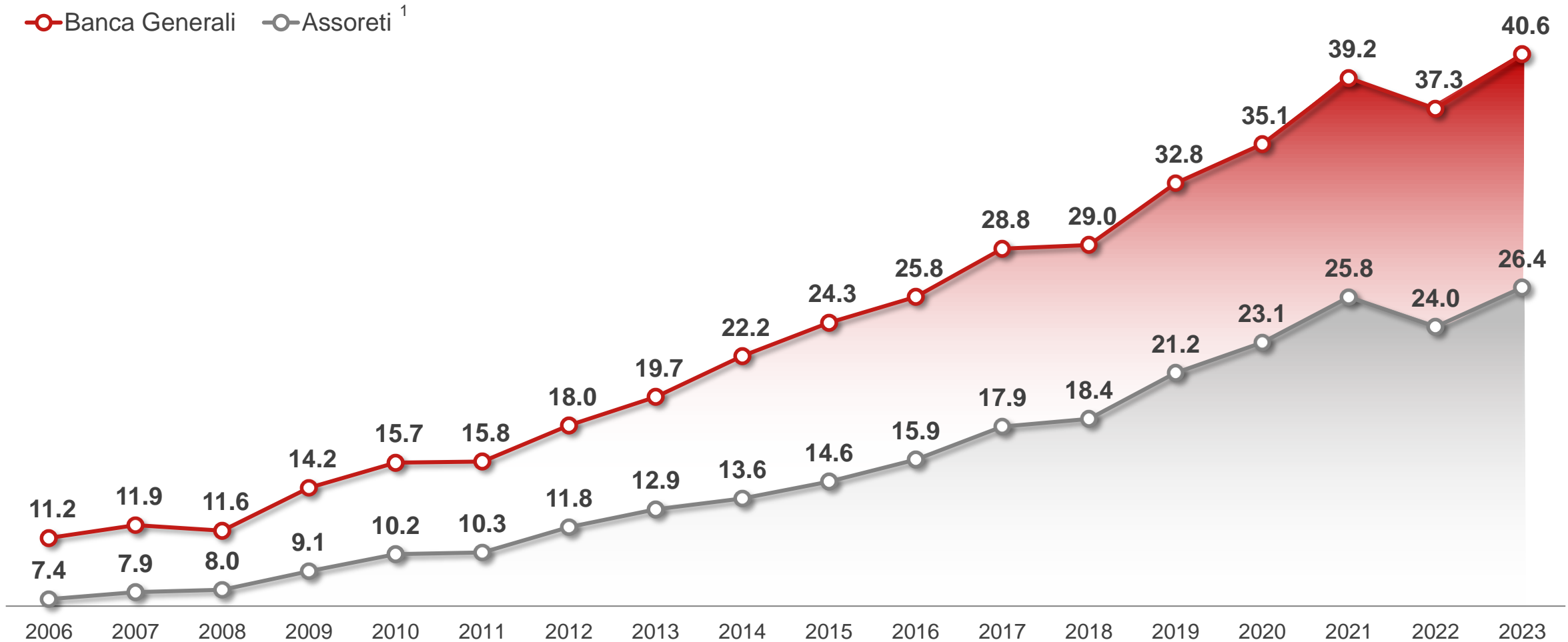
- **Positioning** - avg. size of assets for Financial Advisors and Clients;
- **Productivity** - avg. net inflows per Financial Advisor and Clients

BUSINESS MODEL (3/12) - BG'S FAs STAND OUT FOR THEIR QUALITY

1 DISTRIBUTION

WIDENING THE GAP WITH THE REST OF THE INDUSTRY







Average FA portfolio (Assets per Financial Advisor) €\m



BUSINESS MODEL (4/12) – BG NETWORK ARCHITECTURE

1 DISTRIBUTION

NEW NETWORK ORGANIZATION DRIVEN BY PORTFOLIO SIZE AND TYPE OF CONTRACT

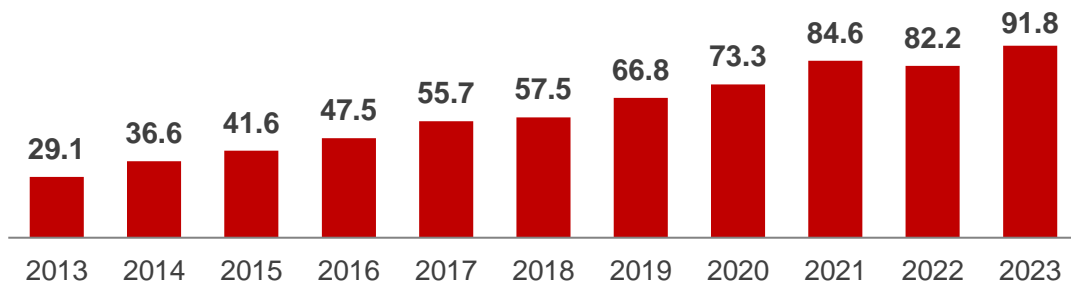
		Cluster	Assets (%)	FAs (#)	Assets/FA (€m)	
Senior Partners Network		Senior Partners PTF >€150m	17%	94	161.5	NEW
WM & Private Network		Wealth Managers PTF >€50m	21%	305	60.6	<p>➤ Senior Partner Network: unicum in terms of positioning to enhance excellence, support and service to Clients</p> <p>➤ WM, PB & FB with one leader on the field and dedicated structures for diverse segments</p> <p>➤ FPA's (AG's salesforce) focused on cross-selling of banking and investment products</p> <p>➤ Relationship Managers (employees) unchanged</p>
		Private Bankers PTF €15-50m	53%	1,422	33.4	
		Financial Planners PTF <€15m	3%	266	9.9	
FPA Network		Financial Planning Agents (FPAs)	2%	84	21.4	
RM Network		Relationship Managers	4%	56	70.3	

BUSINESS MODEL (5/12) - BG RANKING #4 IN FA NETWORKS IN ITALY

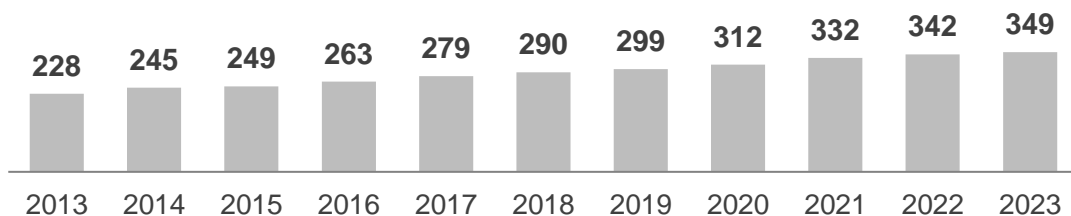
STRONGEST INCREASE IN ASSETS OVER THE LAST 10 YEARS

1 DISTRIBUTION

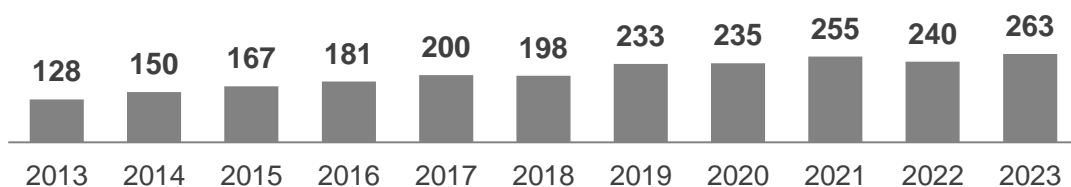
Banca Generali - Total Assets (Assoreti)¹ €\bn



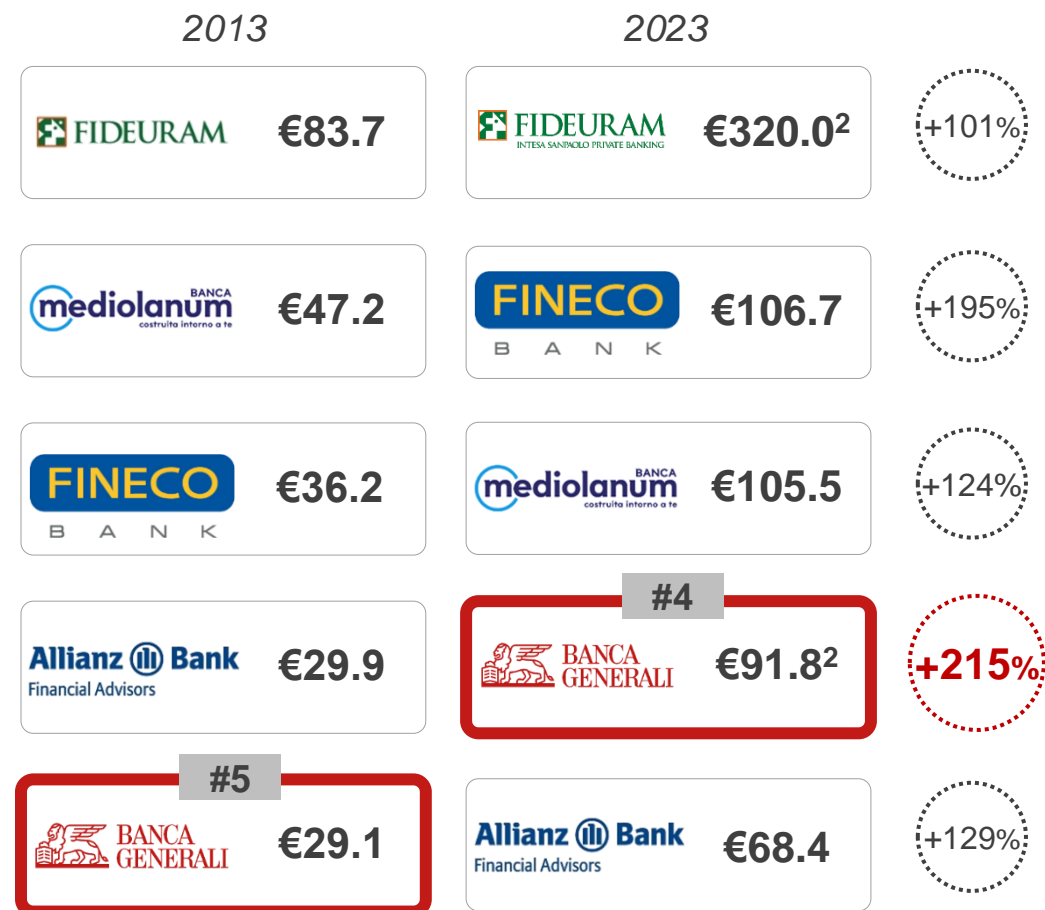
Total Clients #k



Assets / Clients €/k



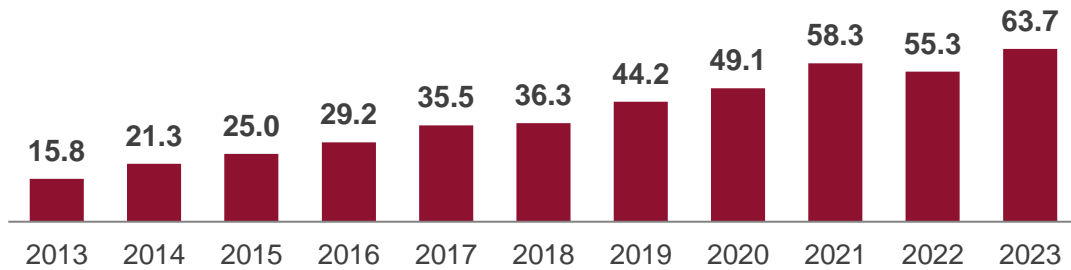
FA Network Sector Ranking (Assoreti) €\bn



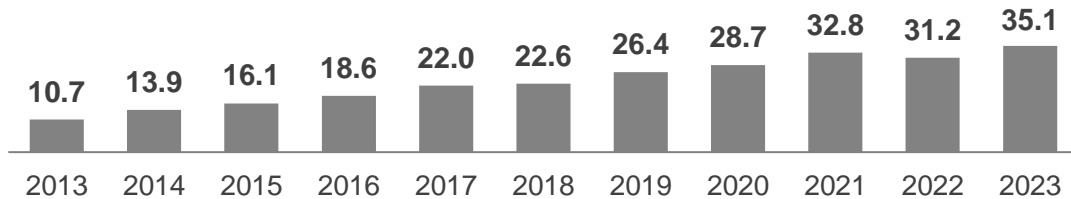
BUSINESS MODEL (6/12) - BG RANKING #3 IN PRIVATE BANKING IN ITALY 1 DISTRIBUTION

SUCCESSFUL STRATEGIC REPOSITIONING STARTED IN 2013

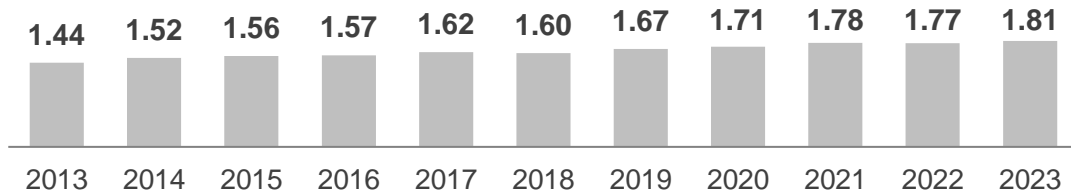
Banca Generali - Private Banking Assets¹ €/bn



Total Private Clients #k



Private Assets / Private Clients €/m






Private Banking Sector Ranking (Magstat)², €/bn

2013	2022	Change
UniCredit Private Banking CORDUSIO €101.6	FIDEURAM €222.2	+86%
INTESA SANPAOLO PRIVATE BANKING €81.3	UniCredit Private Banking CORDUSIO €131.5	+29%
FIDEURAM €38.4	#3 BANCA GENERALI €55.3¹	+365%
UBI Banca Private Investment €33.7	Posteitaliane €55.0	n.a.
BNL-BNP PARIBAS PRIVATE BANKING €26.7	FINECO €45.3	n.a.
#16 BANCA GENERALI €11.9	mediolanum €37.7	n.a.

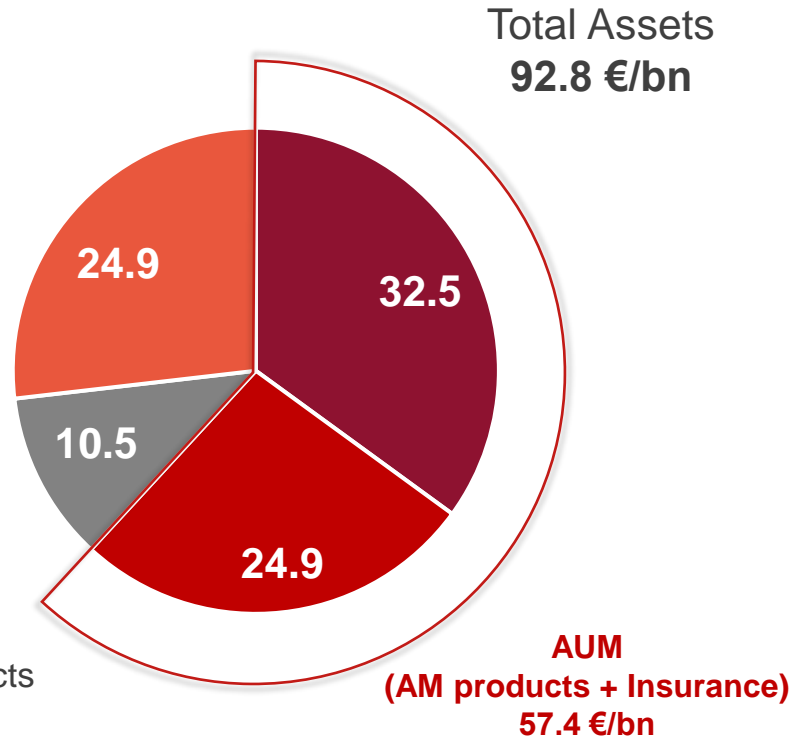
BUSINESS MODEL (7/12) – BG MARKET SHARES

1 DISTRIBUTION

BANCA GENERALI HAS SUCCESSFULLY GROWN ITS SHARE ACROSS ALL SEGMENTS

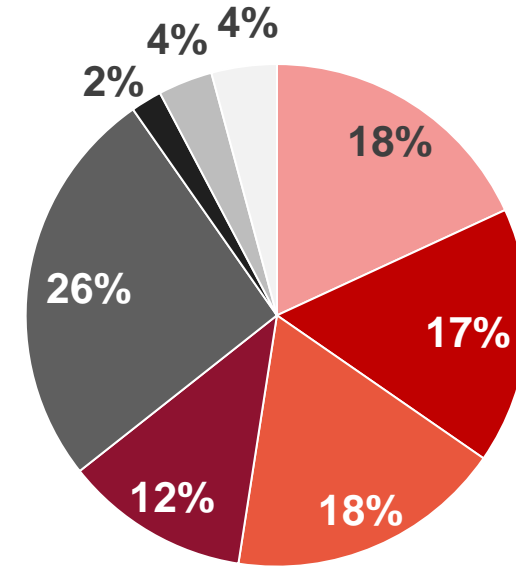
Reference segment		Banca Generali Share			
		2011	2016	2022	2023
	Targetable financial wealth ¹	0.9%	1.6%	2.4%	2.6% <i>Estimate</i>
	Private & HNW financial wealth ²	1.1%	2.8%	4.5%	4.7% <i>Estimate</i>
	Financial Advisor networks ³	10.8%	13.9%	15.7%	16.1%

Total Assets by Product Segment €\bn



- AM products
- Insurance
- AUC
- Banking assets

Total Assets by Asset Mix¹ %



- Equity
- Structured
- Alternative
- Monetary
- Segregated accounts
- Govies
- Other bonds
- Other assets

DISCRETIONARY ACCOUNTS – Outstanding track record

- **Highly experienced investment management team** (25Y+ experience¹)
- **28 Portfolio Managers**
- **Distinctive Adaptive approach**
- **+17.5% excess return** vs. avg. Italian discretionary mandates (5Y performance²)



Assets
10.5 €\bn

IN-HOUSE SICAVS - Partnerships with leading international asset managers

- **79 top notch investment strategies** of leading asset managers
- **28 partnerships** with leading asset managers
- **9 in-house portfolio managers**
- **8 in-house thematic and 4 sectorial equity funds** supported by highly experienced industrial advisors



Assets
20.4 €\bn³



Wide array of **wealth advisory solutions** that extend the conversation with households **beyond investment matters**

Focus on **potential optimisation in protection for future contingencies** and challenges relating to **generational transfer**

BGPA Digital Platform



FINANCIAL ADVISORY

- **Aggregation and analysis** of the client and his/her family's overall wealth, including both financial and non-financial assets



PROTECTION & PLANNING

- Analysis of total assets with a view to **protection and succession planning**, with verification of the impact on the indefeasible share, the taxation and the usability of the real estate assets



REAL ESTATE ADVISORY



- Automatic retrieval of the client's **Real Estate information**
- **Aggregate analysis of the total Real Estate** and specific analysis sheets for each property

CORPORATE ADVISORY



- Automatic retrieval of information on the **Client's shareholdings**
- Aggregate analysis of total **company assets** and specific analysis sheets for each company

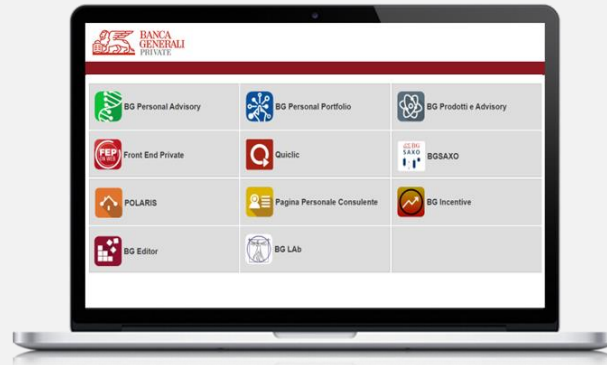
BUSINESS MODEL (11/12) - ADVANCED DIGITAL SUPPORTS

INCREASING FAs' EFFICIENCY AND SUPPORT TO CLIENTS

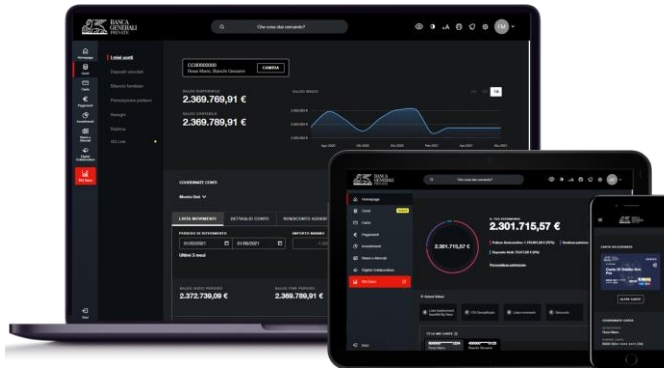
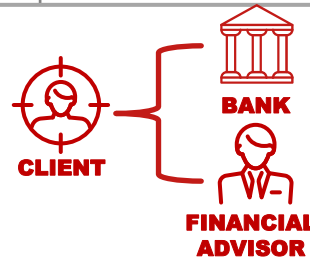
4

SUPPORTS

With reference to the business model that characterizes Banca Generali, **digitalization and innovation** support the relationships between the different actors



Ecosystem of digital applications available to Financial Advisor to support their daily activities and to manage the relationships with their Clients



Digital tools available to the Clients for the analysis of their **financial positions** at the Bank, the execution of banking transactions (e.g. transfers and payments), as well as the **digital confirmation of transactions** prepared by their Financial Advisors

BUSINESS MODEL (12/12) - BANKING OFFER WITHOUT BANKING HURDLES 5 BANK

SAFE AND SOLID BALANCE SHEET

Balance Sheet - Assets and Liabilities: 15.5 €/bn

ASSETS

Financial Assets	€10.7bn (69%)
Loans	€2.3bn (15%)
Loans to Banks & other liquidity	€1.1bn (7%)
Other Assets ¹	€1.4bn (9%)

LIABILITIES & EQUITY

Total Deposits, of which:	€13.5bn (87%)
• Clients	€11.2bn
• Banks	€1.3bn
• Others	€1.0bn
Other Liabilities ²	€0.8bn (4%)
AT1	€0.05bn (1%)
Equity ex-AT1	€1.2bn (8%)

Data as of 31.12.2023

1	Total Assets	€92.8bn
2	Client deposits /Tot. Assets	12.1%
3	Balance sheet /Tot. Assets	16.7%
4	Loans / Tot. Assets	2.5%
5	Loans / Balance Sheet	14.8%
6	CET 1	17.8%
7	TCR	19.0%
8	Leverage Ratio	5.4%
9	NSFR Ratio	214%
10	LCR Ratio	335%

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MOST RELEVANT STRATEGIC PROJECTS

AMBITIONS AT WORK



Data-driven Bank

Continue to build a data-driven, digital and open bank



International expansion

Speed up of business expansion in Switzerland



Sustainability

Be the ESG reference point for all our Stakeholders



Unrivalled source of direct data collection for financial companies amid growing market regulation (GDPR/AI Act)

State-of-the-art data architecture in cloud (AWS) in place in Banca Generali with reference to data collection, data governance and data management with a single view of data within the entire organization

Great focus on usage of data to enhance business development and increase the FAs network productivity (both of the bankers and managers)

Scoring of client potential dashboard launched in 2023 with reference to Clients, a powerful tool which provides business insights based on significant events in customer life

DATA-DRIVEN BANK (2/4)

OVER THE PAST YEARS WE HAVE BUILT A SINGLE VIEW OF DATA WITHIN THE ORGANIZATION

**New data management
and governance division**



**New data cloud architecture
(Amazon Web Services)**



aws

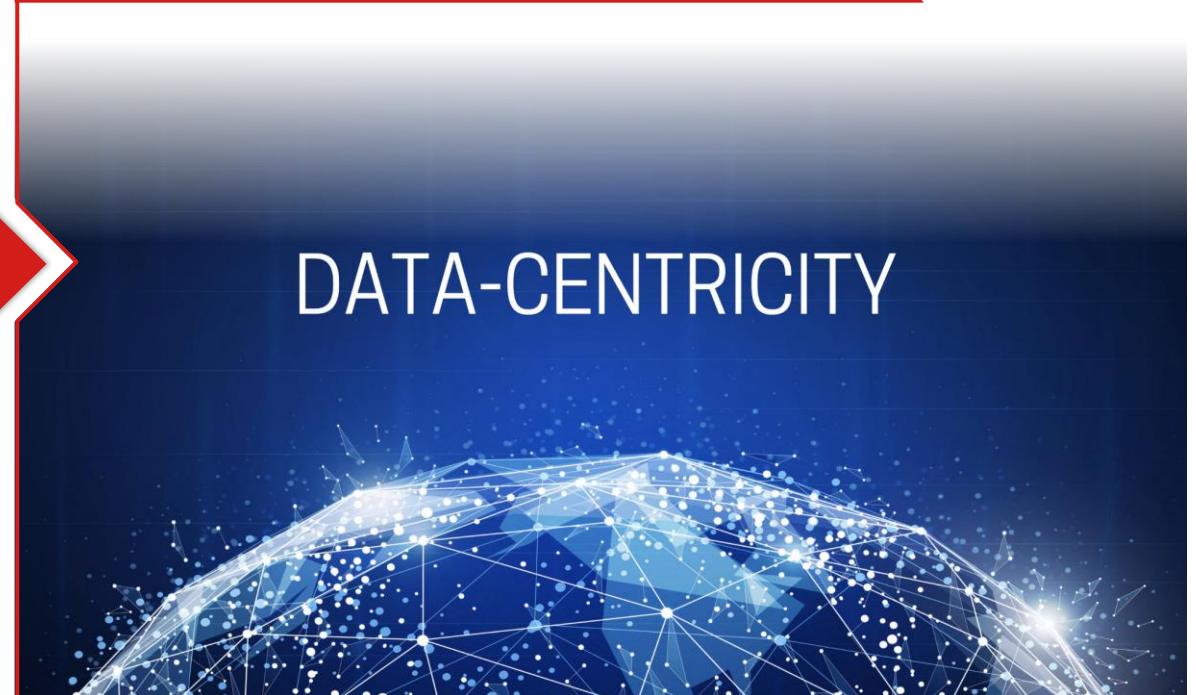


Data availability and centrality

Single view of data within the organization



DATA-CENTRICITY



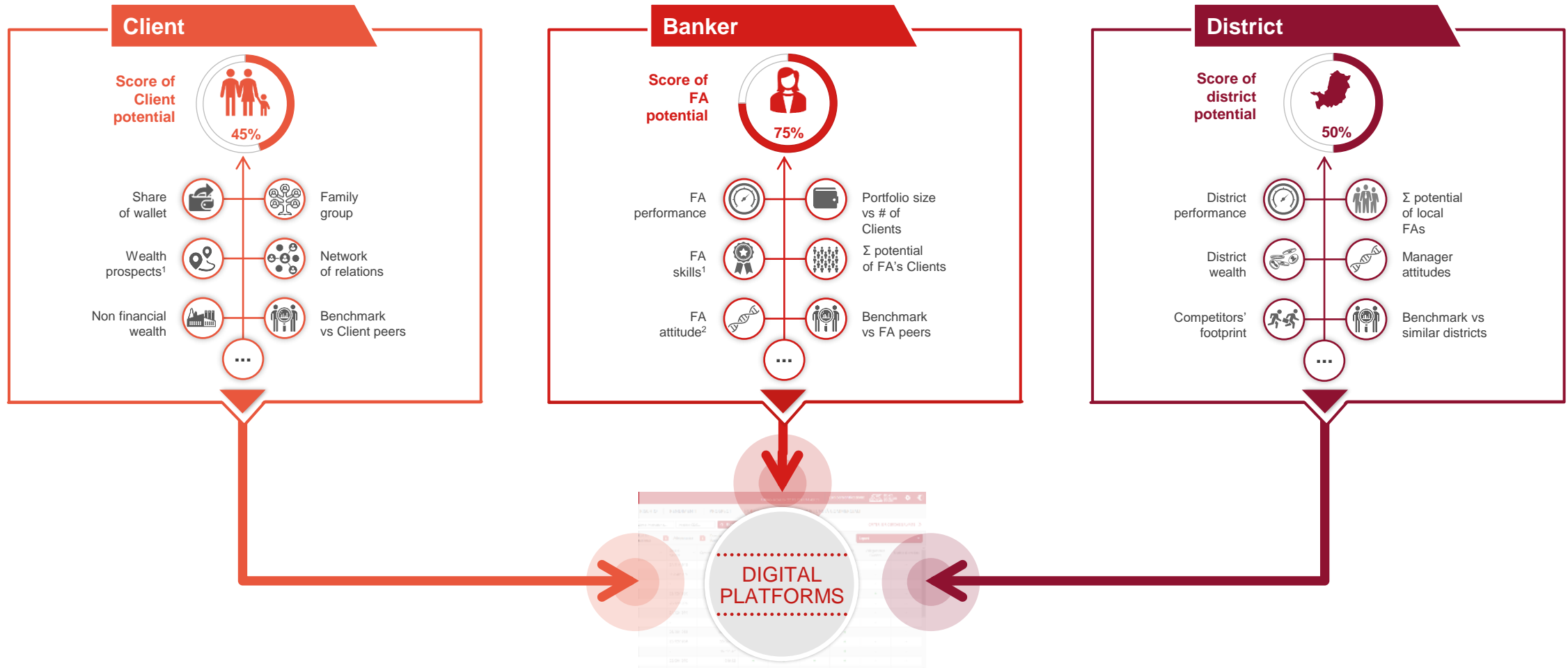
SCORING OF POTENTIAL (3/4)

EXPLOITING DATA TO POWER THE COMMERCIAL PROCESS

Cloud architecture in place

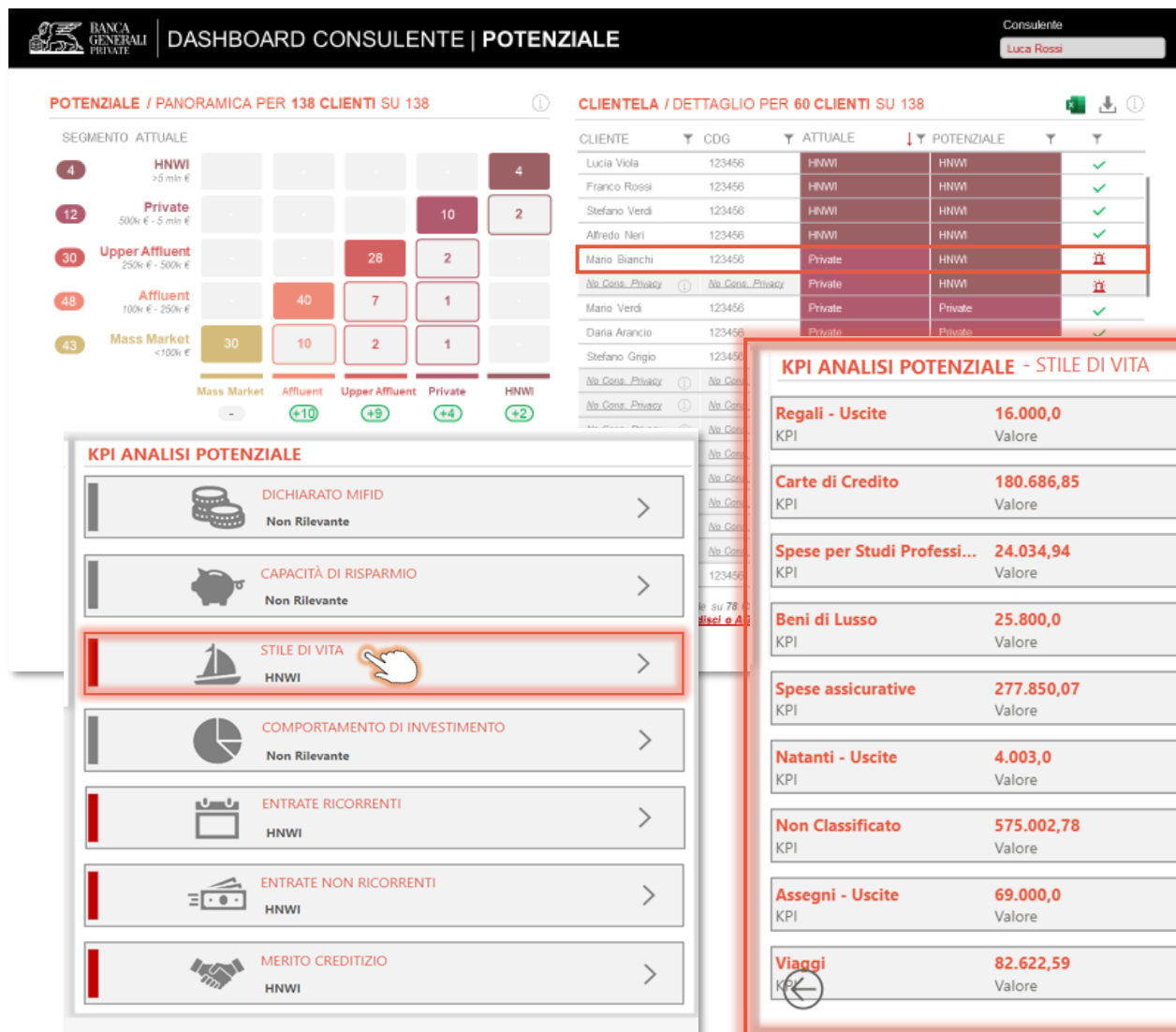
Provide the FA network with engagement ideas to stimulate **commercial process**

Foster **collaboration** between Bank and FA network



SCORING OF POTENTIAL (4/4)

FIRST TOOL FOR SCORING CLIENT POTENTIAL



➤ First proprietary tool for scoring client potential (fully developed in-house)

➤ Data enrichment and analysis based on PSD2 and machine learning techniques to improve client profiling

➤ Commercial approach co-designed with FA Network to identify **data-based value proposition** in order to develop relationship with clients

➤ Continuous monitoring of results and subsequent overall **approach calibrations**

MOST RELEVANT STRATEGIC PROJECTS

AMBITIONS AT WORK

Data-driven Bank

Continue to build a data-driven, digital and open bank

International expansion

Speed up of business expansion in Switzerland

Sustainability

Be the ESG reference point for all our Stakeholders

INTERNATIONAL EXPANSION



Large targetable market estimated at ~140 €\bn, of which:

- **80 €\bn¹** represented by potential assets referring to Italian clients
- **60 €\bn¹** represented by targetable assets to be managed onshore in Switzerland

Opportunity arising from **change in regulation, ongoing sector consolidation and overwhelming presence of ‘traditional’ business models**

Launch of disruptive business model through a challenger Bank (“BG Suisse”) with digital mindset, no IT legacy, strong brand and leveraging on:

1. Two growth engines: clients in Switzerland (onshore) and clients in Italy (offshore) in need of diversification of their booking centers
2. Up and running reporting and investment infrastructure internally developed by Banca Generali (BG International) providing a view on aggregated wealth (Italy + Switzerland)



Banca Generali Group

- In September 2023, **FINMA granted the banking licence to BG Suisse Private Bank**, the new Swiss-based bank 100% controlled by Banca Generali
- **BG Suisse has been developed internally** by Banca Generali with a state-of-the-art digital infrastructure based on core banking and front-end Avaloq, worldwide leader in Wealth Management technologies
- In line with Banca Generali's business model, also for BG Suisse the Private Banker will be the **core point of reference for client relations**
- A clear **cross-border framework** has been defined for the management of clients not resident in Switzerland
- BG Suisse is organized with a **light cost structure** and a paperless approach in managing client relationship
- BG Suisse is led by an **experienced management team**

Target Clients



CLIENTS MANAGED IN SWITZERLAND

- Onshore clients in **Ticino**
- Onshore clients **in the rest of Switzerland**
- Clients resident in selected other countries **already with a custody account in Switzerland or looking for one**

Target Model



**BG SUISSE
PRIVATE BANK**
Banca Generali Group



*Custody and private
banking services*



CLIENTS MANAGED IN ITALY

- **BG clients** with need for **diversification in terms of booking centers**
- **BG clients and new clients** that **already have Swiss AUM at third banks** (growth opportunities)



**BANCA
GENERALI**



Private banking services



**BG SUISSE
PRIVATE BANK**
Banca Generali Group



Custody

Business CH on CH



Banking and Private Banking Services



Target Clients



CH Resident

- On shore clients in **Ticino**
- On shore clients in the **rest of Switzerland (next step)**



Value Proposition

Challenger bank supported by a solid International Group, fully digital with no IT legacy, distinctive offering for clients managed in Switzerland



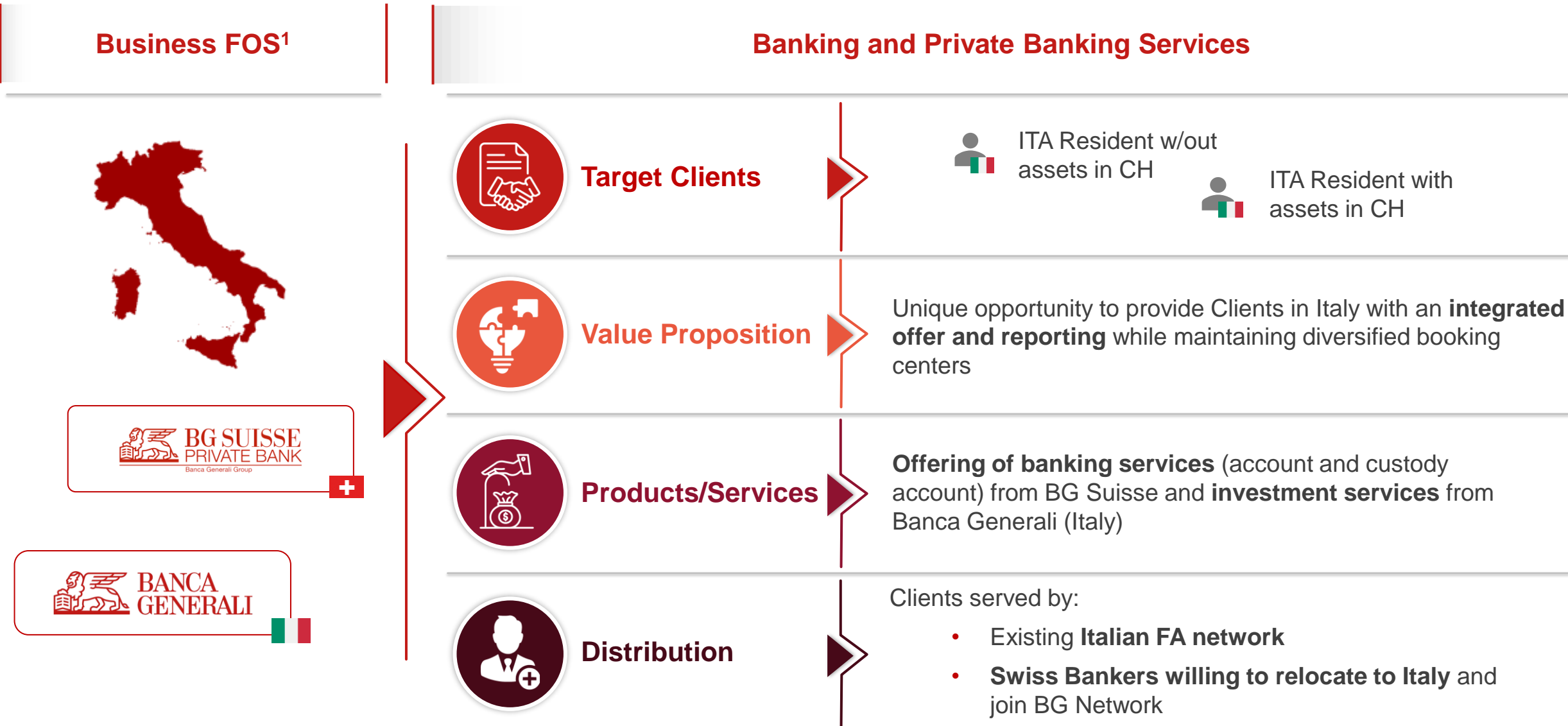
Products/Services

Offering of banking services (account and custody account) from BG Suisse leveraging on dedicated themes (**pension advisory, ESG, investments by women**)



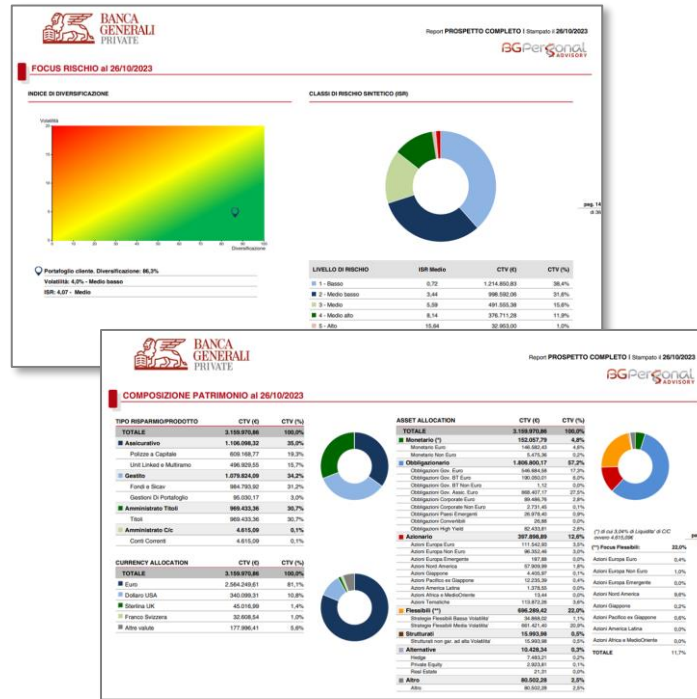
Distribution

Clients served by **BG Suisse network**



Business FOS¹

Integrated Services and Reporting



➤ **Integrated reporting on BGPA already up and running:** opportunity to offer clients a view on their aggregated wealth combining: Assets based in Banca Generali + Assets based in BG Suisse

➤ **Integrated report provides a wide range of investment analysis** with reference to

- Products and diversification
- Asset and currency allocation
- Risk analysis (risk profile split by market, liquidity, counterpart and aggregated)

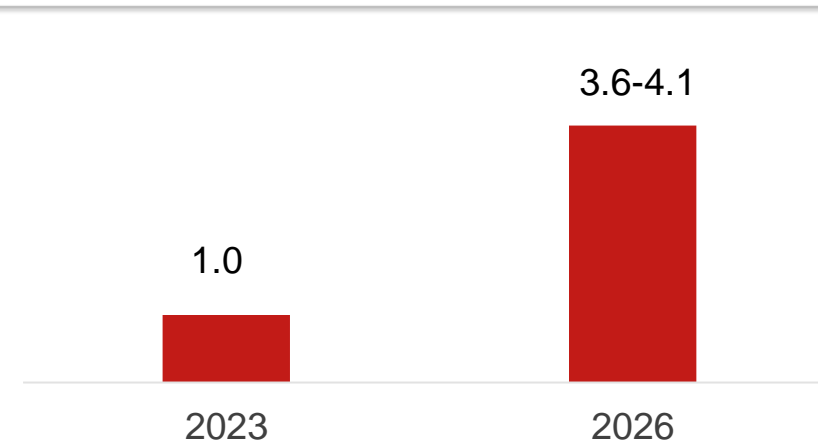
Timeline



KPIs

- **Client assets¹:** €3.6-4.1bn by 2026, of which €2.6-2.8bn arising from BG Suisse project
- **Net New Money:** €500-700m net inflows in 2024, ~€1bn per year from BG Suisse once up and running
- **New recruits of Swiss bankers:** 20-30 private bankers in BG Suisse for the 2024-2026 period

Client Assets in Switzerland¹ €\bn



MOST RELEVANT STRATEGIC PROJECTS

AMBITIONS AT WORK

Data-driven Bank

Continue to build a data-driven, digital and open bank

International expansion

Speed up of business expansion in Switzerland

Sustainability

Be the ESG reference point for all our Stakeholders



Distinctive ESG commercial approach leveraging on our ESG-dedicated proprietary platform allowing for a unique investment offer aligned to the 17 UN SDGs

Strong commitment to offer ESG solutions translating into **€16.2bn assets invested in ESG products (36.7% of managed solutions) on behalf of BG's clients**

In-depth ESG training programme for Financial Advisors enhanced with the introduction of the role of BG Sustainable Advisor

Sustainability fully incorporated into our governance structure - ESG integrated in the Managing Committee and in all Board Committees - and risk management framework

Investing in the growth of our people: training hours for employees increased by 10% YoY in 2023, with a focus on sustainability, data and digital topics

Several recognitions by the most relevant ESG rating agencies. Among others, awarded **top ranking company among “Diversified Financials” by Sustainalytics**

BUILDING OUR SUSTAINABILITY PATHWAY ALONG WITH OUR MAIN STAKEHOLDERS

Value Proposition

Be the ESG reference point for all our Stakeholders



Clients & FAs

Enhance our ESG offering and strengthen FAs' ESG know-how



Shareholders & Authorities

Reinforce transparency on BG ESG strategies



Employees

Further foster diversity & inclusion and work-life balance



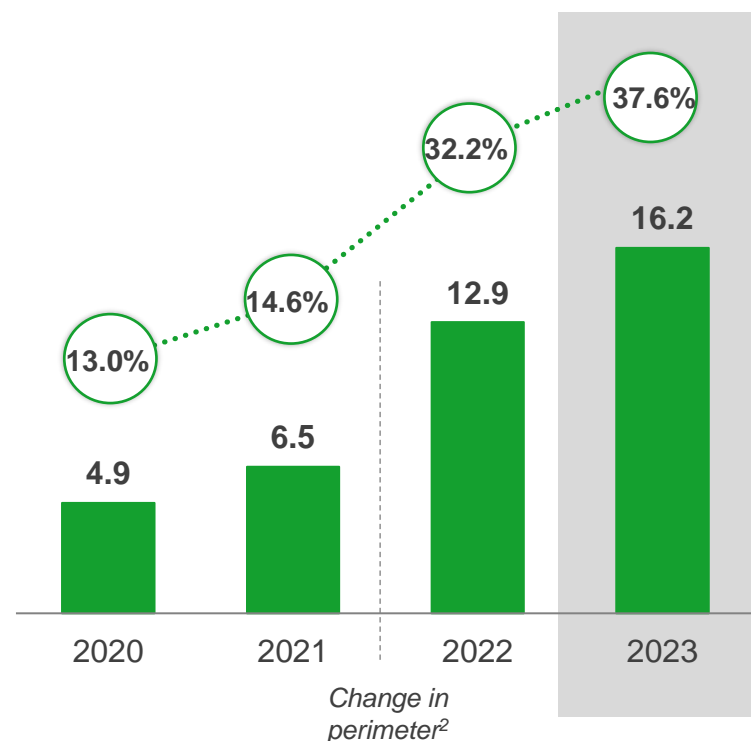
Community & Future Generations

Increase climate protection and fight poverty and social exclusion



ESG Assets €\bn

- Strong increase in ESG assets¹ to €16.2bn (+25.6%), reaching 37.6% of managed solutions



○ % on Managed Solutions

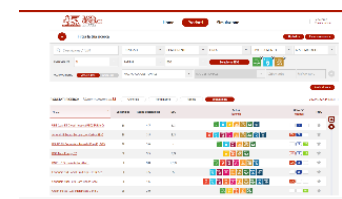
BGPP: our ESG Platform

- BG Personal Portfolio (BGPP) is our ESG dedicated platform allowing for a unique investment choice aligned to the 17 UN SDGs

UN SDGs



ESG dedicated platform



Fund selection and ranking



ESG reporting



SUSTAINABILITY (4/4)

ESG RATINGS: TRENDS & MAIN IMPROVEMENTS

Key ratings



Main take-aways

- In 2022, Banca Generali received a **rating of A** (on a scale of AAA-CCC) in the MSCI ESG Ratings assessment
- The rating **has steadily improved** over the past 5 years

- In July 2023, Banca Generali SpA received an **ESG Risk Rating of 7.77** and was assessed by Morningstar Sustainalytics to be at **Negligible level of risk**, coming in **first place** in the world ranking for the **Asset Management and Custody Services subindustry**



- Banca Generali scored **60 (out of 100)** in the 2023 S&P Global Corporate Sustainability Assessment (CSA Score date: 27/10/2023)
- Banca Generali SpA has been **included in the S&P Global Sustainability Yearbook 2024** (score date: 07/02/2024)

- In November 2022, Banca Generali's overall ESG Score was upgraded from **60 to 62/100-Advanced**
- The score has been confirmed in September 2023, as well as the **inclusion in the MIB ESG Index**

- In October 2023, Standard Ethics has confirmed the **"EE+ Very Strong"** Corporate Standard Ethics Rating (SER) of Banca Generali, with a **stable 12-month outlook**



To be the No. 1 private bank, unique by **value of service, innovation** and **sustainability**

Italian Household Wealth and Financial Advisor Sector (FAs)

Banca Generali - At a Glance

A distinctive Business Model

Key Strategic Projects

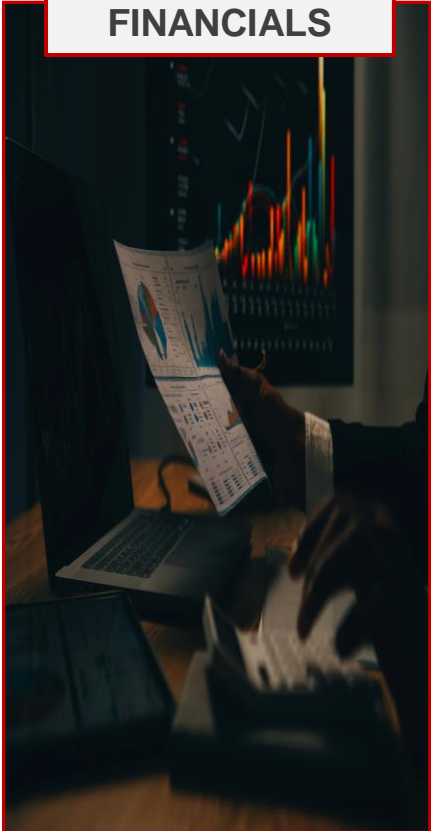
Key Financials



KEY FINANCIALS

MAIN HIGHLIGHTS

KEY FINANCIALS



Explicit commitment to **develop recurring net profits** (i.e. excluding volatile, market-driven components)

Management focus on **increasing revenue diversification**

Variable cost structure, with costs linked to fee trend

Strategic focus on growth with a significant part of the payout to FAs linked to net new money

Strong operating leverage reflected in best-in-class cost ratios

Conservative approach for banking book (very low duration, focus on investment grade securities)

High quality client loan portfolio (Lombard lending, zero cost of risk)

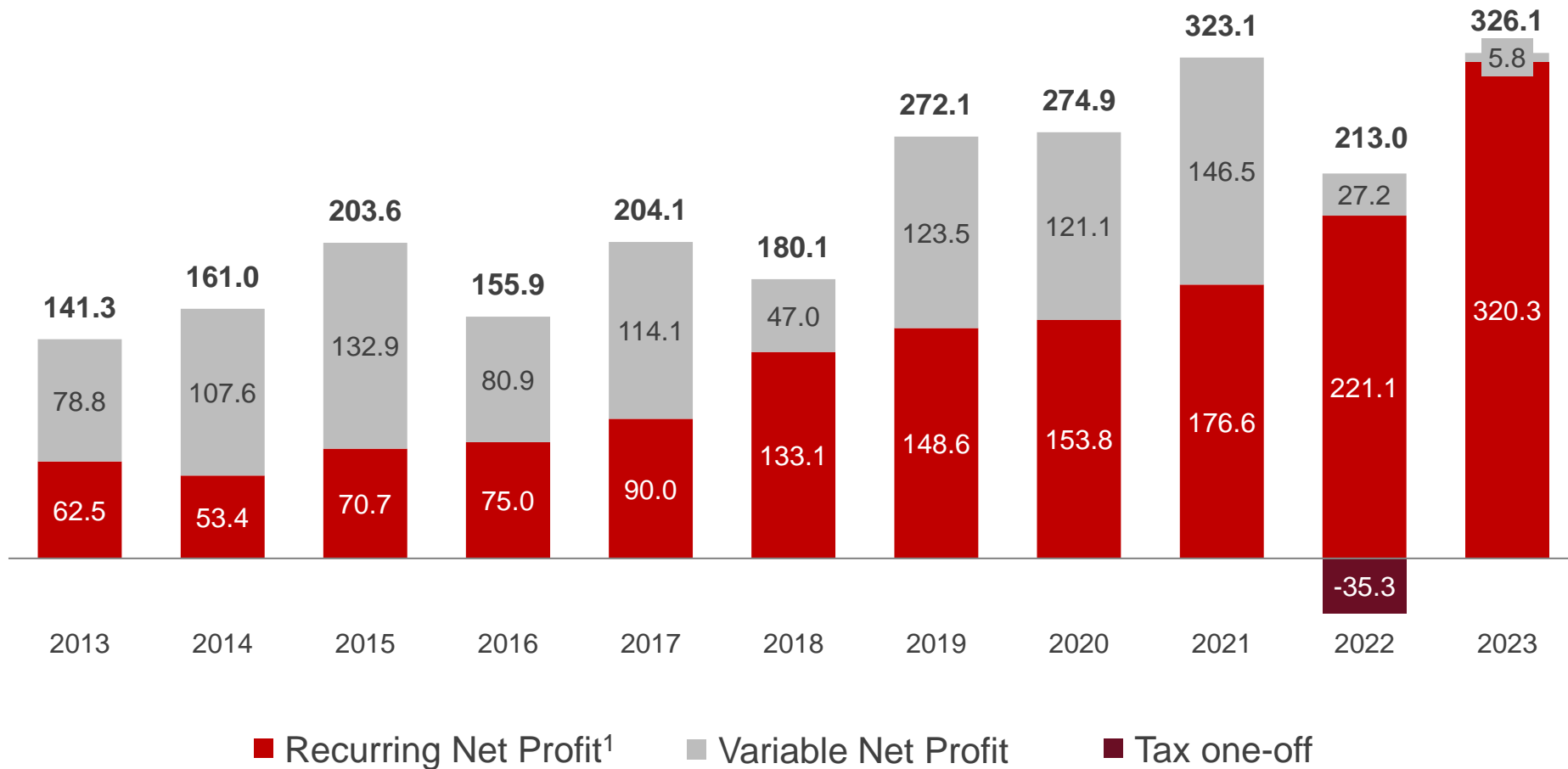
Proven generous dividend policy over time, supported by a capital-light business model

Capital and liquidity ratios well above regulatory requirements

NET PROFIT

RECURRING COMPONENT DRIVING STRONG NET PROFIT GROWTH

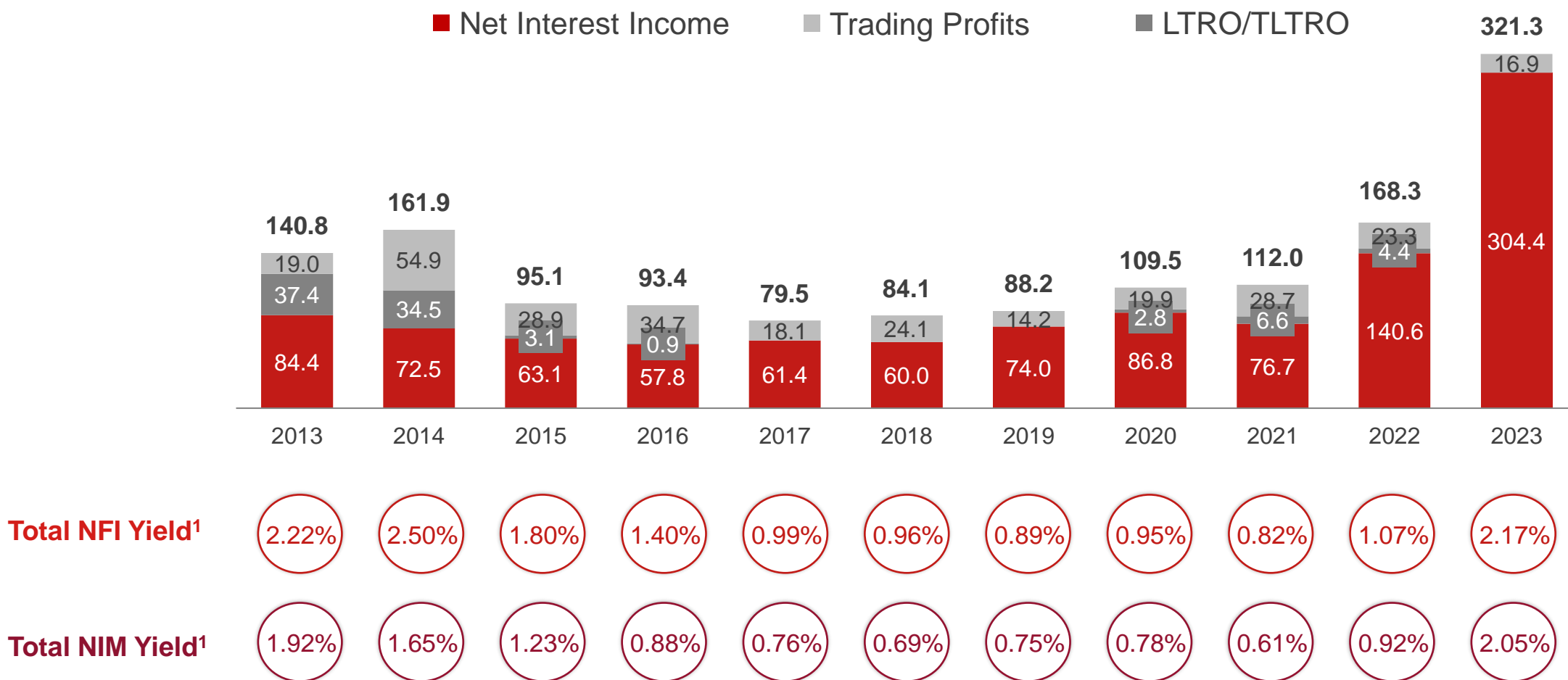
Net Profit €\m



NET FINANCIAL INCOME

EXPLOITING HIGHER RATE ENVIRONMENT IN 2023

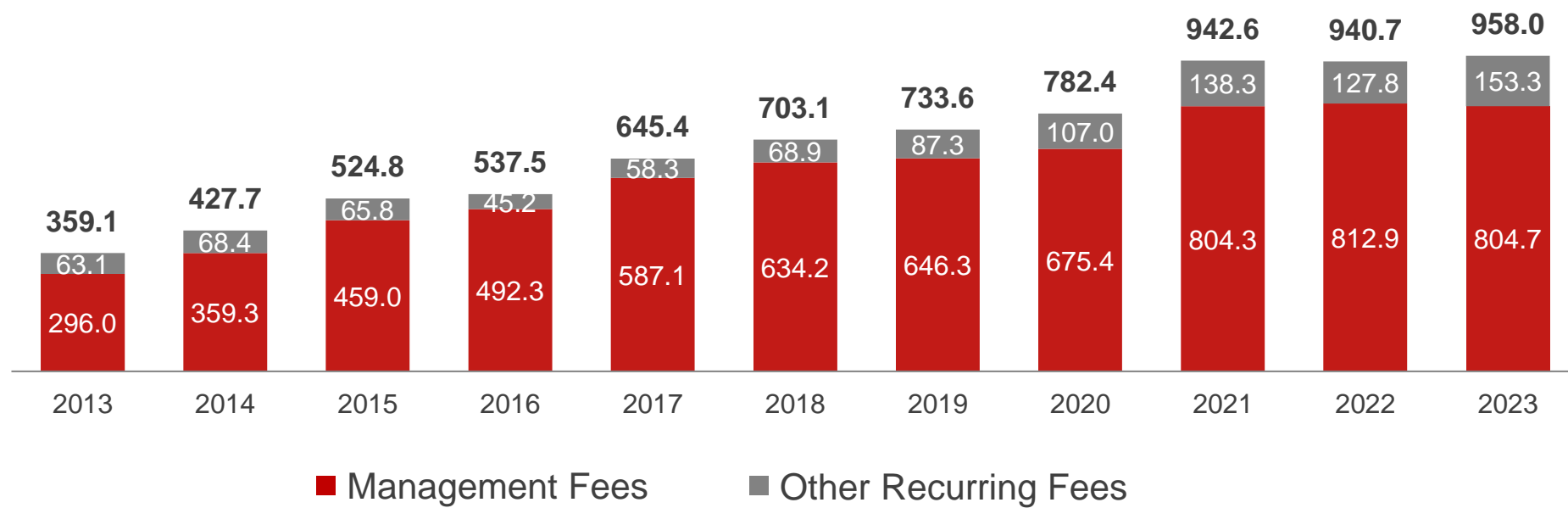
Net Financial Income €m



GROSS RECURRING FEES (1/2)

FOCUS ON MANAGEMENT FEES

Gross Recurring Fees €\m



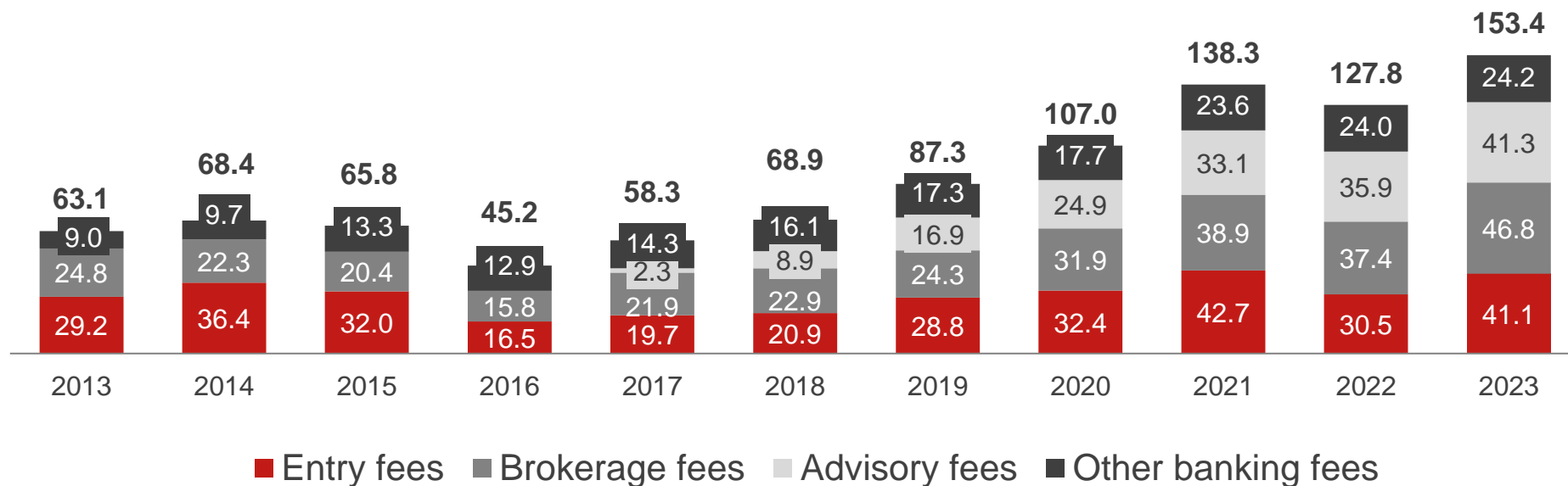
Mgmt Fee Margin



GROSS RECURRING FEES (2/2)

FOCUS ON OTHER RECURRING FEES

Other Recurring Fees €\m



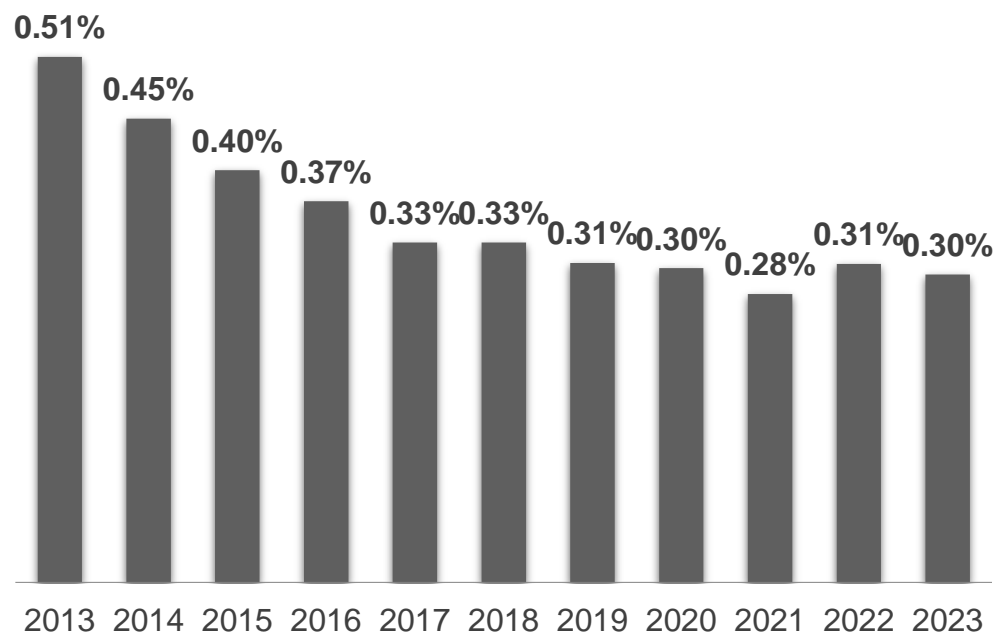
Banking & Entry Fees on Total Assets



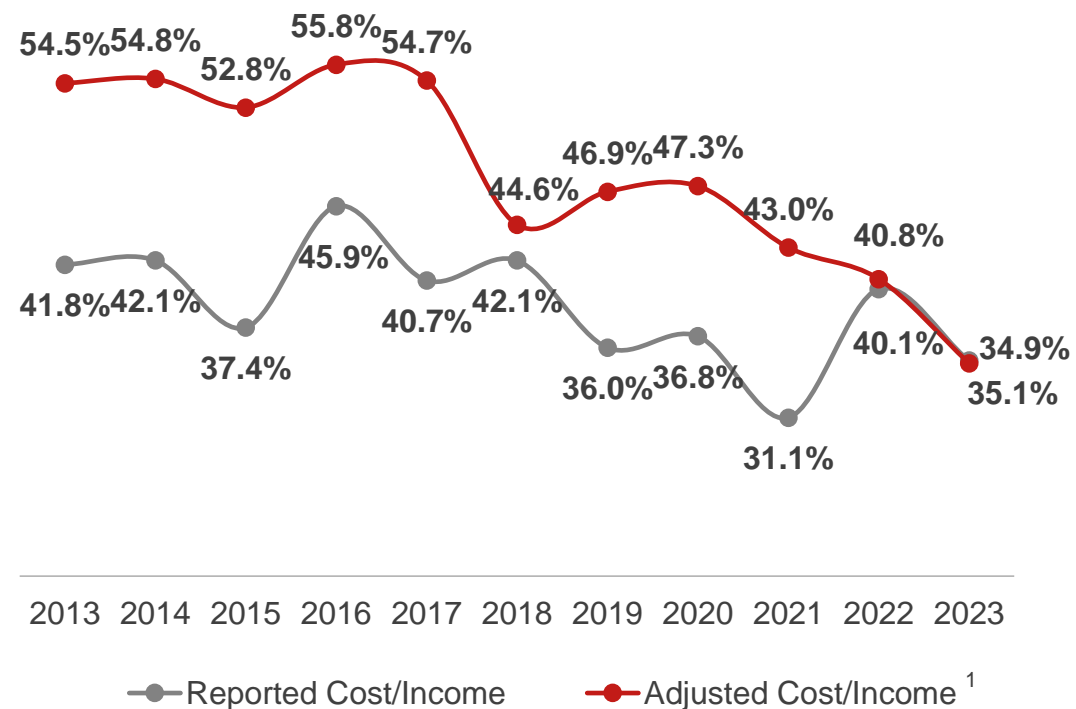
OPERATING COSTS

COST RATIOS AT BEST PRACTICE LEVEL

Operating Costs / Total Assets



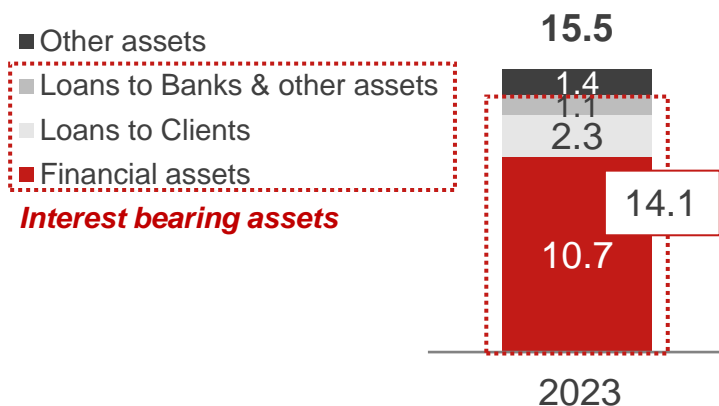
Cost / Income Ratio



BALANCE SHEET – TOTAL ASSETS (1/3)

SAFE AND LOW RISK BALANCE SHEET

Total Assets and Interest Bearing Assets (IBA): Volumes and Yields, €\bn



Yield on Interest bearing Assets

2.92%

o/w Loans to Banks & other assets

3.14%

o/w Loans to Clients

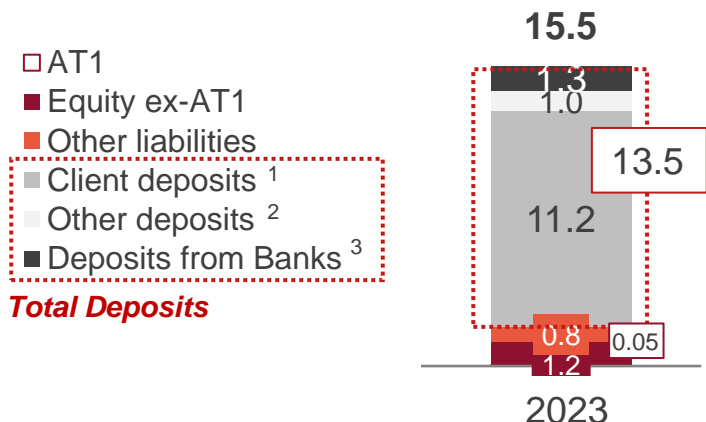
4.23%

o/w Financial Assets

2.62%

- ▶ **High quality assets profile** with 76% of total interest-bearing assets represented by diversified and liquid financial assets and 16% by highly collateralized loans to clients
- ▶ **FY 2023 yield on interest bearing assets at 2.92% (+197bps YoY)** driven by asset repricing
- ▶ **€1.9bn of low-yield securities expiring by end 2024** boosting yields on financial assets

Total Liabilities & Equity: Volumes and Yields, €\bn



Cost of Funding

0.88%

o/w Cost of Client deposits

0.46%

o/w Cost of deposits from Banks & Institutions ⁴

3.17%

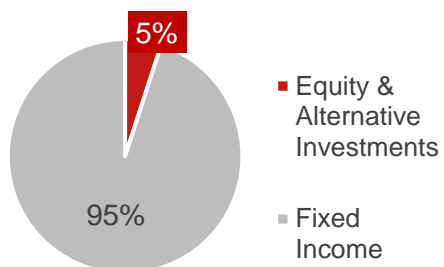
- ▶ **FY 2023 total deposits at €13.5bn**, o/w client deposits at €11.2bn (83% of total)
- ▶ **Retail clients' avg. deposit balance at €27k** (€79k for private clients, equivalent to 55% of total client deposits)
- ▶ **FY 2023 cost of funding at 0.88% (+85bps YoY)** with limited QoQ change

FOCUS ON FINANCIAL ASSETS (2/3)

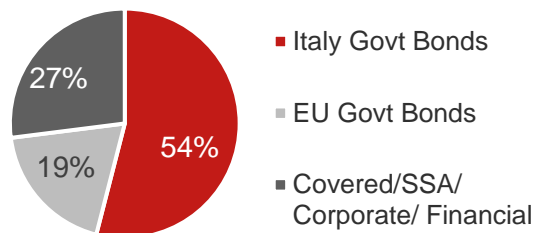
HIGH QUALITY, LIQUID AND WELL DIVERSIFIED INVESTMENT MIX

Focus on Financial Assets (Banking Book)

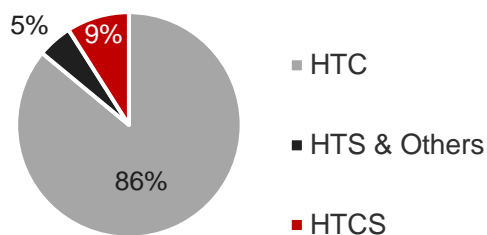
Total PTF Classification



Bond PTF Classification

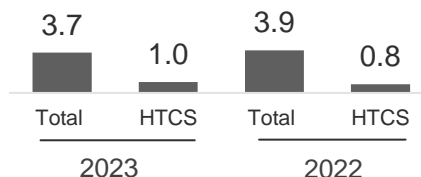


Total PTF - IFRS Classification

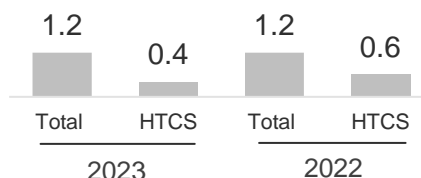


Floating rate bonds 52%, Fixed rate bonds and zero coupon 48%

Bond PTF Maturity



Bond PTF Duration

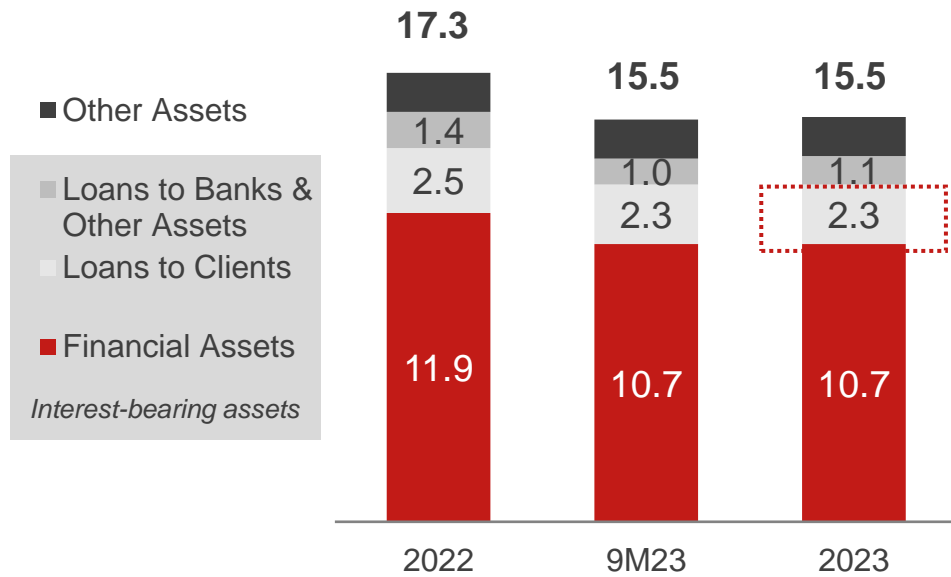


- Financial assets are **high quality and well diversified**:
 - 98% of the bond portfolio is made up of investment grade securities
 - Italy govt bonds represent 54% of total
 - 27% of the bond portfolio is rated $\geq A-$ of which 74% are rated AA/AAA
- Financial assets are mostly accounted at HTC (86% of total) hence have a **limited volatility** on P&L
- Financial assets maintain a **low duration (1.2 years)** and low maturity (3.7 years) with 18% of total expiring in 2024

FOCUS ON LOAN BOOK (3/3)

HIGH QUALITY LOAN BOOK

Total Assets and Interest Bearing Assets €\bn



Yield – On Loans to Clients %

1.49%

4.05%

4.23%

Cost of Risk bps

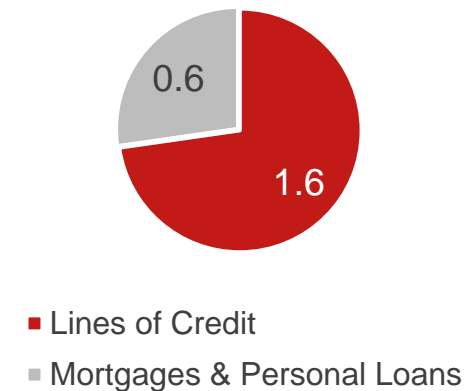
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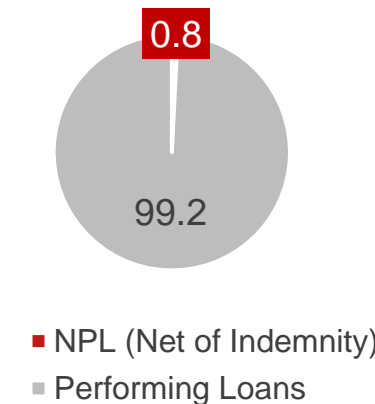
2

Focus on Loan Book (Banking Book)

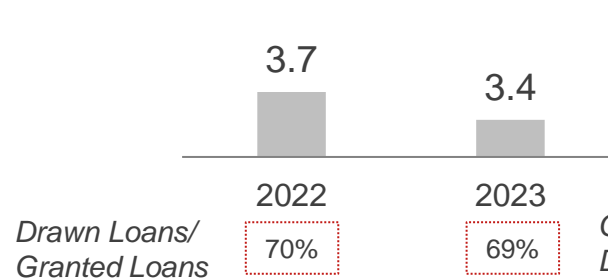
2023 Credit Book €\bn



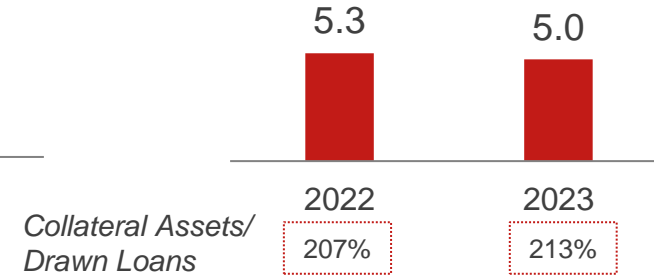
Lending Quality %



Granted Loans €\bn



Collateral Assets €\bn



Drawn Loans/
Granted Loans

70%

69%

Collateral Assets/
Drawn Loans

207%

213%

The manager responsible for preparing the company's financial reports (Tommaso Di Russo) declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law of Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

T. Di Russo, CFO

Certain statements contained herein are statements of future expectations and other forward-looking statements.

These expectations are based on management's current views and assumptions and involve known and unknown risks and uncertainties.

The user of such information should recognize that actual results, performance or events may differ materially from such expectations because they relate to future events and circumstances which are beyond our control including, among other things, general economic and sector conditions.

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