

## Sella, positive first quarter 2024 results

- **Net consolidated profit pertaining to the Group:** €32.8 million
- **Consolidated net profit including minority interests:** €43.9 million
- **Annualized ROE:** 11.9%
- **Net interest and other banking income:** €264.2 million (+4.5% y/y)  
\*\*\*\*\*
- **Global net deposits:** €1.7 billion (€1.7bn in 4q23 and €1bn in 1q23)
- **Global deposits:** €59.1 billion (+4.8% q/q and +17.1% y/y)
- **Total lending:** €11.2 billion (+1.3% q/q and +4.1% y/y)  
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- **Banca Sella:** CET1 Ratio 18.99% - Total Capital Ratio 21.37%
- **Banca Patrimoni Sella & C.:** CET1 Ratio 14.98% - Total Capital Ratio 14.98%
- **Sella Group:** CET1 Ratio 13.03% - Total Capital Ratio 15.44%

The Sella Group closed this year's first quarter with positive results, thanks to good performance in all business sectors while confirming the effectiveness of diversification of its revenue sources. In fact, the consolidated results as at 31 March 2024, approved today by the Board of Directors of the parent company Banca Sella Holding, recorded a consolidated profit including the component attributable to minority interests in the shareholding structure of various Group companies, also to support the strategic development of their business activities, of €43.9 million (it was €41.8 million without taking into account non-recurring items). The consolidated net profit pertaining to the parent company is €32.8 million, essentially stable with respect to the €31.8 million posted in the same period of the previous year without considering non-recurring items, among which was the capital gain resulting from the strategic partnership with the Sesa Group.

When factoring in the strategic partnership with the Sesa Group, which led to the establishment of Nivola, controlled by Sella through Centrico, and of BDY, in which Centrico has a 49% stake and to which a business unit was transferred, net profit as at 31 March 2023 was €48 million. The result for the first quarter of this year was also affected by higher costs related to the growth in Team Sella's workforce and the new national labour contract for the banking industry, as well as lower profits from securities linked to inflation.

The quarter results confirm the sound performance of global net deposits, which were positive at €1.7 billion, matching last quarter's good results and up €700 million from the first quarter of 2023. The stock of global deposits stood at €59.1 billion, up 4.8% from the end of 2023 and 17.1% from the same period in the previous year. The growth this quarter was due to a rise in indirect deposits of about €2 billion, owing to an increase in the total amount of customer investments, and about €1 billion due to market price performance. Direct deposits excluding repurchase agreements reached €17.8 billion, down in the quarter by 1.5% (+11,7% y/y) or about €275 million, mainly due to the transformation of a part of it into indirect deposits, in line with market dynamics, and as a result of the postponement from December 2023 to January 2024 of customer payments and maturities.

Albeit against a backdrop of a general slowdown in credit demand linked to market interest rates, the development of the lending portfolio was further strengthened. In fact, lending to



support the activities of households and businesses grew by 1.3% (+4.1% y/y) reaching €11.2 billion in the quarter.

During the first quarter of this year, the Group maintained sustained growth in net interest and other banking income, which reached €264.2 million (up 4.5% from the same period of the previous year), with interest margin and net income from services up 5.7% to €137.4 million and 9% to €110.7 million respectively. Net income from financial activities decreased by 24.4%, to €16.1 million, mainly due to performance from own trading activities that was worse than in the previous year as a result of lower market volatility and a decreased contribution from the own securities portfolio, which in the first quarter of 2023 had benefited from capital gains from the sale of securities.

The positive trend was supported by all sectors in which the Group is engaged and by the good diversification and balancing of revenue sources. Compared to the first quarter of 2023, investment services generated revenues amounting to €49.9 million (up 6%). In the payment systems segment, net interest and other banking income grew to €24.6 million (+0.9%), thanks to a 15.5% increase in total transacted volumes relating to acquiring and issuing services. Margins from the development of open finance and open payments platforms and the provision of technology services to third parties generated revenues of €13 million (+17.4%). Corporate & Investment Banking revenues amounted to €2.6 million (-3.6%), while Finance posted a margin performance of €23.7 million, down 38.7% compared to the same period last year, which was still characterized by favorable market conditions such as high market volatility and the impact of inflation on the return on the securities portfolio. Revenues from new business grew 12.1% to €22.1 million, mainly driven by end-to-end payment platform services for corporates and merchants. Total Group net revenues in the open finance segment were €14.9 million, up 23%.

Credit quality remained excellent. The annualized credit risk cost stood at 40 bps (it was 39 bps at the end of 2023) and risk indicators confirm the positive performance of the lending portfolio. The net NPL Ratio is 1.7% (it was 1.6%) and the gross NPL Ratio is 3.2% (it was 3%). The Texas Ratio is at 23.4% (it was 22.7%).

The historic capital solidity has been confirmed and stands well above the minimum requirements: CET1 Ratio is 13.03%, Tier 1 Ratio is 13.27%, and the Total Capital Ratio is 15.44% (they were 13.36%, 13.61% and 15.47% respectively at the end of 2023). The liquidity ratios are also well above the required thresholds: LCR at 215.95% and NSFR at 141.14% (they were 230.83% and 142.90% at the end of 2023, the required threshold for both is 100%).

Regarding regulatory capital requirements, on 19 March 2024, the Bank of Italy notified the Sella Group of the "SREP decision" containing the results of the supervisory review and evaluation process, which required the Group to comply with the following capital ratios as of 31 March 2024 and on a consolidated basis:

- CET1 Ratio equal to 7.8%
- Tier 1 Ratio equal to 9.6%
- Total Capital Ratio equal to 11.9%



Furthermore, also following communications received from the Bank of Italy, the Sella Group has been asked to comply with a "MREL" minimum requirement of 20.66% of own funds and eligible liabilities as of 30 September 2026.

### **Banca Sella**

Banca Sella closed the first quarter with a net profit of €46.4 million compared to €41.2 million in the same period last year. The bank's ROE stood at 18.4% (it was 18.7% as at March 2023). Its historic capital solidity was confirmed with CET1 at 18.99% and Total Capital Ratio at 21.37% (they were 19.27% and 21.78% at the end of 2023). Largely above the required thresholds the liquidity indicators: LCR at 279.59%, NSFR at 153.76% (the required threshold for both is 100%).

Also a positive trend of net interest and other banking income, which grew by 6.9% to €167.2 million. The main contributor to this result was the increase in net interest margin, which increased by 13.7% to €104.2 million, mainly due to the growth in margin from commercial lending, driven by greater volumes and the market rate dynamics.

Global deposits valued at market prices stood at €36.5 billion, up 3.1% from the end of 2023 (+12.6% y/y), while global net deposits in the first quarter of 2024 were positive by €0.6 billion. Lending to support household and business activities grew 0.7% in the quarter to €9.5 billion (+3% compared to the same period in the previous year). Credit quality indicators remain at optimal levels: annualized credit risk cost is 17 bps (it was 33 bps as at March 2023 and 26 bps at the end of 2023); net NPL Ratio is 1.6% (it was 1.5%), gross NPL Ratio is 2.8% (it was 2.7%). The Texas Ratio is 23.9% (it was 23.7%).

### **Banca Patrimoni Sella & C.**

Banca Patrimoni Sella & C., which specializes in the management and administration of the assets of private and institutional customers, closed the first quarter with a net profit of €6.2 million (it was €6.9 million in the first quarter of last year). Assets under management stood at €23.8 billion, up 7.3% from the end of 2023. Total net deposits amounted to 1.1 billion euros, while progressive qualified net deposits reached €652.9 million, benefiting from customers' interest in asset management products. The results were impacted by the good performance of commission income and the positive contribution of net interest income and profits from trading in the own securities portfolio. The CET1 and Total Capital Ratio were both 14.98% (both were 13.46% at the end of 2023).

### **Fabrick and the fintech ecosystem**

Fabrick, the Group company which specializes in open finance, alongside its subsidiaries Codd&Date, dpixel, Fabrick Solutions Spain and Judopay, reported total net revenues of €14.9 million, up 23% from the same period last year. The Fintech District community, within the scope of which open innovation projects are developed, has further expanded to more than 290 fintech associates and 40 corporates with whom collaborations have been established.

Biella, 10 May 2024

## CONSOLIDATED ACCOUNTING DATA OF THE BANKING GROUP AS OF MARCH 31, 2024 CIVIL PERIMETER - PARENT COMPANY BANCA SELLA HOLDING

### CONSOLIDATED SUMMARY DATA

Amounts in thousand of €

DATI PATRIMONIALI	31/03/2024	31/12/2023	31/03/2023	Changes 03/2024 vs 12/2023		Changes 03/2024 vs 03/2023	
				absolute	%	absolute	%
Total assets	22.321.319,7	21.831.766,2	21.268.937,6	489.553,5	2,2%	1.052.382,1	4,9%
Financial assets (1)	5.565.845,9	4.938.177,4	6.089.826,3	627.668,5	12,7%	(523.980,4)	-8,6%
Cash loans, exclusive of repurchase agreements receivable	11.175.996,1	11.036.531,2	10.738.938,0	139.464,9	1,3%	437.058,1	4,1%
<i>repurchase agreements receivables</i>	<i>736.652,5</i>	<i>119.603,0</i>	<i>740.372,0</i>	617.049,6	515,9%	(3.719,5)	-0,5%
Total cash loans (2)	11.912.648,6	11.156.134,2	11.479.310,0	756.514,5	6,8%	433.338,7	3,8%
Equity investments	79.926,5	83.372,9	114.950,6	(3.446,3)	-4,1%	(35.024,0)	-30,5%
Tangible and intangible fixed assets	724.046,1	712.178,2	596.597,9	11.867,9	1,7%	127.448,3	21,4%
Direct deposits, exclusive of repurchase agreements payable	17.818.551,6	18.093.849,4	15.959.103,5	(275.297,8)	-1,5%	1.859.448,1	11,7%
<i>repurchase agreements payable</i>	<i>376.559,8</i>	<i>42.699,1</i>	<i>701.685,6</i>	333.860,6	781,9%	(325.125,9)	-46,3%
Total direct deposits (3)	18.115.780,1	18.061.416,8	16.591.224,9	54.363,3	0,3%	1.524.555,1	9,2%
Direct deposits from credit institutions	16.639,1	45.113,6	12.232,0	(28.474,5)	-63,1%	4.407,1	36,0%
Indirect deposits from credit institutions	41.370.951,0	38.373.390,3	34.592.857,2	2.997.560,7	7,8%	6.778.093,8	19,6%
Global deposits valued at market prices (4)	59.503.370,2	56.479.920,7	51.196.314,1	3.023.449,5	5,4%	8.307.056,0	16,2%
Global deposits valued at market prices exclusive of repurchase agreements payable (4)	59.126.810,4	56.437.221,6	50.494.628,5	2.689.588,9	4,8%	8.632.181,9	17,1%
Net assets	1.629.141,7	1.578.554,1	1.477.786,6	50.587,6	3,2%	151.355,2	10,2%
Common Equity Tier 1 (CET 1)	1.244.541,4	1.212.100,1	1.129.917,3	32.441,3	2,7%	114.624,1	10,1%
Additional Tier 1 capital (AT 1)	23.544,2	22.489,0	20.655,4	1.055,2	4,7%	2.888,8	14,0%
Tier 2 (T2)	207.248,5	168.810,7	140.163,4	42.442,2	25,1%	71.089,5	50,7%
Total own funds	1.475.334,1	1.403.399,8	1.290.736,0	71.934,3	5,1%	184.598,1	14,3%

(1) "Derived from the sum of items 20. Financial assets measured at fair value through profit or loss (excluding the component of financing classified in financial assets mandatorily measured at fair value), 30. Financial assets measured at fair value through other comprehensive income, and 40. Financial assets measured at amortized cost (for the debt securities component only), of the Active Balance Sheet;"

(2) "Derived from item 40. Financial assets measured at amortized cost - Loans to customers of the Active Balance Sheet excluding debt securities; the item also includes the component of financing classified in financial assets mandatorily measured at fair value; The significant growth of the active repurchase agreements is linked to the market making activity of the Parent Company, the active repurchase agreements are, almost entirely, traded with the Central Counterparty Clearing House."

(3) "Derived from the sum of items 10. Financial liabilities measured at amortized cost - Deposits from customers and 10. Financial liabilities measured at amortized cost - Debt securities in circulation of the Passive Balance Sheet; the direct collection is net of liabilities for right of use;"

(4) "The aggregate, valued at market prices, includes securities and funds under administration and the component related to insurance collection."

## CONSOLIDATED ECONOMIC DATA

Amounts in thousand of €

RECLASSIFIED ECONOMIC DATA (5)	31/03/2024	31/03/2023	CHANGES	
			absolute	%
Net interest income	137.358,2	129.903,8	7.454,4	5,7%
Net revenues from services (6)	110.748,6	101.638,6	9.109,9	9,0%
Of witch fee income	168.332,8	151.229,5	17.103,4	11,3%
Of witch fee expenses	(56.383,9)	(48.668,0)	(7.715,9)	15,9%
Net revenues from trading (7)	16.062,7	21.238,7	(5.176,0)	-24,4%
Net banking income	264.169,4	252.781,2	11.388,2	4,5%
Operating expenses net of recovery of stamp duties and other taxes (8)	(178.540,0)	(168.906,2)	(9.633,8)	5,7%
Operating profit (loss)	85.629,4	83.874,9	1.754,5	2,1%
Net value adjustments for credit risk (9)	(11.241,2)	(10.850,5)	(390,7)	3,6%
Other income statement items (10)	(31.071,9)	(11.184,9)	(19.887,0)	177,8%
Profit (loss) for the period pertaining to Parent Company	32.823,8	48.047,4	(15.223,6)	-31,7%
Profit (loss) for the period pertaining to minority interests	11.125,4	13.750,4	(2.625,0)	-19,1%

(5) "Items from the Reclassified Income Statement; for details on the reclassifications, please refer to the chapter on Income Data."

(6) "Derived from the sum of items 40. Active Commissions and 50. Passive Commissions of the Reclassified Income Statement and from reclassified variable income and expenses."

(7) "Derived from the sum of items 80. Net result of trading activity, 90. Net result of hedging activity, 100. Gains (losses) from disposal or repurchase of Financial assets measured at fair value through other comprehensive income and 110. Net result of other financial assets and liabilities measured at fv with impact on ce of the Reclassified Income Statement."

(8) "Derived from the sum of items 190. Administrative Expenses, 210. Net adjustments/recoveries on tangible assets, 220. Net adjustments/recoveries on intangible assets and 230. Other operating income/expenses of the Reclassified Income Statement, net of reclassified variable income and expenses."

(9) "Derived from the sum of items 130. Net adjustments/recoveries for credit risk related to financial assets measured at amortized cost, 140. Gains/losses from contractual changes without cancellations, 100. Gains (losses) from disposal or repurchase of financial assets measured at amortized cost (only for the component related to the transfer of credits) and 200. Net provisions to funds for risks and charges (only for the component related to credit risk) of the Reclassified Income Statement."

(10) "Derived from the sum of items 130. Net adjustments/recoveries for credit risk related to financial assets measured at fair value through other comprehensive income, 200. Net provisions to funds for risks and charges, (excluding the component related to credit risk), 250. Gains (losses) from participations, 260, 270, 280 Gains (losses) from goodwill, investments and valuations of tangible and intangible assets and 300. Income taxes of the current operating year of the Reclassified Income Statement."

## CONSOLIDATED RECLASSIFIED INCOME STATEMENT

Figures in thousands of €

ITEM	31/03/2024	31/03/2023	Change absolute	Change %
10. Interest receivable and similar income	203.083,5	156.554,9	46.528,5	29,7%
20. Interest payable and similar expenses	(66.829,1)	(27.586,4)	(39.242,7)	142,3%
70. Dividends and similar income	1.103,8	935,3	168,5	18,0%
<b>NET INTEREST INCOME AND DIVIDENDS</b>	<b>137.358,2</b>	<b>129.903,8</b>	<b>7.454,4</b>	<b>5,7%</b>
40. Fee income	168.332,8	151.229,5	17.103,4	11,3%
Other operating income - recovery of expenses and other services (11)	19.466,1	16.498,7	2.967,4	18,0%
50. Fee expenses	(56.383,9)	(48.668,0)	(7.715,9)	15,9%
Variable administrative expenses (11)	(20.666,5)	(17.421,5)	(3.244,9)	18,6%
<b>NET REVENUES FROM SERVICES</b>	<b>110.748,6</b>	<b>101.638,6</b>	<b>9.109,9</b>	<b>9,0%</b>
80. Net gains/(losses) on trading activities	13.294,0	15.545,2	(2.251,2)	-14,5%
90. Net gains/(losses) on hedging activities	150,5	(215,7)	366,2	-169,8%
100. Income (losses) from sale or repurchase of:				
<i>a) Financial assets measured at amortised cost</i>	(110,1)	482,9	(592,9)	-122,8%
<i>b) Financial assets measured at fair value through other comprehensive income</i>	102,0	192,2	(90,2)	-46,9%
<i>c) Financial liabilities</i>	(77,1)	-	(77,1)	-
110. Net gains/(losses) on other financial assets and liabilities measured at fair value through profit and loss	2.703,3	5.234,1	(2.530,9)	-48,4%
<b>NET REVENUES FROM TRADING</b>	<b>16.062,7</b>	<b>21.238,7</b>	<b>(5.176,0)</b>	<b>-24,4%</b>
<b>NET BANKING INCOME</b>	<b>264.169,4</b>	<b>252.781,2</b>	<b>11.388,2</b>	<b>4,5%</b>
190. Administrative Expenses:				
a) personnel expenses	(107.413,1)	(98.864,2)	(8.548,9)	8,6%
IRAP on net personnel and seconded personnel expenses (11)	(173,5)	(191,5)	18,0	-9,4%
<b>Total personnel and IRAP expenses</b>	<b>(107.586,6)</b>	<b>(99.055,7)</b>	<b>(8.530,9)</b>	<b>8,6%</b>
b) Other administrative expenses (other variable expenses deducted)	(67.170,2)	(67.372,1)	202,0	-0,3%
Recovery of stamp duty and other taxes (11)	22.683,4	18.333,1	4.350,3	23,7%
<b>Total administrative expenses and recovery of taxes</b>	<b>(44.486,8)</b>	<b>(49.039,0)</b>	<b>4.552,3</b>	<b>-9,3%</b>
210. Net value adjustments on tangible assets	(11.067,9)	(9.689,4)	(1.378,5)	14,2%
220. Net value adjustments on intangible assets	(11.822,1)	(10.473,7)	(1.348,4)	12,9%
230. Other operating expenses/income (after deducting "Recovery of stamp duty and other taxes" and recovery of expenses and other services)	(3.576,7)	(648,5)	(2.928,2)	451,6%
Operating expenses	<b>(178.540,0)</b>	<b>(168.906,2)</b>	<b>(9.633,8)</b>	<b>5,7%</b>
<b>OPERATING PROFIT (LOSS)</b>	<b>85.629,4</b>	<b>83.874,9</b>	<b>1.754,5</b>	<b>2,1%</b>

VOCI	31/03/2024	31/03/2023	Var. assoluta	Change %
130. Net value adjustments for credit risk relative to Financial assets measured at amortised cost	(12.245,9)	(9.931,5)	(2.314,3)	23,3%
100. Income (losses) from sale or repurchase of Financial assets measured at amortised cost	36,2	(377,2)	413,4	-109,6%
140. Profit/loss from contractual changes without write-offs	(313,0)	(87,0)	(225,9)	259,6%
200. Net allocations to provisions for risks and charges about credit risk	1.281,4	(454,7)	1.736,1	-381,8%
<b>Total Net value adjustments for credit risk</b>	<b>(11.241,2)</b>	<b>(10.850,5)</b>	<b>(390,7)</b>	<b>3,6%</b>
130. Net value adjustments for credit risk relative to <i>debt securities and due from banks</i>	633,0	(41,7)	674,7	-1618,0%
130. Net value adjustments for credit risk relative to <i>Financial assets measured at fair value through other comprehensive income</i>	43,8	15,5	28,2	181,9%
200. Net allocations to provisions for risks and charges	(2.037,8)	(2.098,0)	60,2	-2,9%
250. Income/(losses) from equity investments	(3.838,4)	(4.288,7)	450,3	-10,5%
Profit (loss) from goodwill, investments and measurements of tangible and intangible assets	234,1	9,1	225,0	2481,2%
<b>PROFIT FROM CONTINUING OPERATIONS BEFORE NON-RECURRING EFFECTS</b>	<b>69.422,8</b>	<b>66.620,6</b>	<b>2.802,2</b>	<b>4,2%</b>
<b>Reclassifications from non-recurring effects (11)</b>				
230. Other operating income	-	20.000,0	(20.000,0)	-100,0%
<b>PROFIT FROM CONTINUING OPERATIONS BEFORE TAXES</b>	<b>69.422,8</b>	<b>86.620,6</b>	<b>(17.197,8)</b>	<b>-19,9%</b>
300. Income taxes for the period on continuing operations (after deducting "IRAP on net personnel and seconded personnel expenses")	(25.473,5)	(24.822,8)	(650,7)	2,6%
<b>PROFIT FROM CONTINUING OPERATIONS NET OF TAXES</b>	<b>43.949,2</b>	<b>61.797,8</b>	<b>(17.848,6)</b>	<b>-28,9%</b>
<b>PROFIT (LOSS) FOR THE YEAR</b>	<b>43.949,2</b>	<b>61.797,8</b>	<b>(17.848,6)</b>	<b>-28,9%</b>
340. PROFIT (LOSS) FOR THE PERIOD PERTAINING TO MINORITY INTERESTS	11.125,4	13.750,4	(2.625,0)	-19,1%
<b>350. PROFIT/(LOSS) FOR THE PERIOD PERTAINING TO PARENT COMPANY</b>	<b>32.823,8</b>	<b>48.047,4</b>	<b>(15.223,6)</b>	<b>-31,7%</b>
<b>PROFIT (LOSS) FOR THE YEAR ATTRIBUTABLE TO THE PARENT COMPANY BEFORE CORPORATE EVENT CAPITAL GAIN PARTNERSHIP WITH GRUPPO SESA.</b>	<b>32.823,8</b>	<b>31.815,4</b>	<b>1.008,4</b>	<b>3,2%</b>

(11) The items concerned have been reclassified based on presentation criteria more suitable to represent the content of the items according to principles of management homogeneity. For a better presentation of the data, some reclassified items have been revised in the calculation method, consequently, the comparison period has also been adjusted.



## PERFORMANCE ALTERNATIVE INDICATORS

<b>PROFITABILITY RATIOS (%)</b>	<b>31/03/2024</b>	<b>31/12/2023</b>	<b>31/03/2023</b>
R.O.E. (return on equity) (12)	11,9%	10,8%	14,4%
R.O.E. (return on equity) before corporate events	11,9%	9,5%	13,0%
R.O.A. (return on assets) (13)	0,8%	0,7%	0,9%
R.O.A. (return on assets) before corporate events	0,8%	0,6%	0,8%
Net interest income (14) / Net banking income (14)	52,0%	52,6%	51,4%
Net income from services (14) / Net banking income (14)	41,9%	42,8%	40,2%
Net income from trading (14) / Net banking income (14)	6,1%	4,6%	8,4%
Cost to income (15)	67,3%	68,0%	66,5%
<b>EQUITY AND LIQUIDITY RATIOS (%)</b>	<b>31/03/2024</b>	<b>31/12/2023</b>	<b>31/03/2023</b>
Cash loans (16) / Direct deposits	61,7%	61,0%	64,7%
Cash loans / Total assets	50,1%	50,6%	50,5%
Direct deposits / Total assets	81,2%	82,9%	78,0%
Leverage ratio (17)	5,46%	5,43%	5,20%
Liquidity Coverage Ratio (LCR) (18)	215,95%	230,83%	167,00%
Net Stable Funding Ratio (NSFR) (19)	141,14%	142,90%	127,10%
<b>CREDIT RISK RATIOS (%)</b>	<b>31/03/2024</b>	<b>31/12/2023</b>	<b>31/03/2023</b>
Net non-performing loans / Cash loans - (net non-performing loans ratio)	1,7%	1,6%	2,0%
Gross non-performing loans / Cash loans - (gross non-performing loans ratio)	3,2%	3,0%	3,7%
Gross non-performing loans / total gross loans (Non Performing Loans ratio EBA) (20)	2,5%	2,3%	3,0%
Net bad loans / Cash loans	0,5%	0,5%	0,6%
Gross bad loans / Gross Cash loans	1,3%	1,3%	1,6%
Net loans provisions (21) / Cash loans - (Cost of credit %) (22)	0,40%	0,39%	0,41%
Non-performing loans coverage ratio	48,7%	48,8%	47,6%
Coverage rate for bad loans	65,2%	64,8%	65,7%
Texas ratio (23)	23,4%	22,7%	27,7%
<b>SOLVENCY RATIOS (%)</b>	<b>31/03/2024</b>	<b>31/12/2023</b>	<b>31/03/2023</b>
CET1 ratio	13,03%	13,36%	13,27%
Tier 1 ratio	13,27%	13,61%	13,51%
Total capital ratio	15,44%	15,47%	15,16%

(12) "Ratio between 'Profit (loss) for the year', calculated by annualizing the actual results of the current year without non-recurring events and adding the impact of non-recurring events already recorded in the period, and the sum of items 150. Reserves, 160. Share premium, 170. Capital 190. Equity attributable to non-controlling interests (+/-) and the component of third-party profit of the Passive Balance Sheet."

(13) "Ratio between 'Profit (loss) for the year' calculated as in note 12 and 'Total assets'."

(14) "As indicated in the Reclassified Income Statement."

(15) "Ratio between operating costs, deducting the regional tax on productive activities (IRAP) on personnel costs and net of losses related to operational risks, and the intermediation margin."

(16) "Loans are all net of active repurchase agreements."

(17) "The Leverage ratio is calculated as the ratio between the Supervisory Capital (Tier 1) and the Total risk-weighted assets (Total exposure) of the Group, taking into account specific treatments for Derivatives and Repurchase Agreements as required by the reference regulations, minimum limit 3%."

(18) LCR: minimum limit 100%."

(19) NSFR: minimum limit 100%."

(20) "The 'Gross Non Performing Loans ratio' is calculated as the ratio between gross impaired loans to customers and gross cash loans to customers. The 'EBA Non Performing Loans ratio', an indicator recently introduced by the European and National Supervisory Authorities, is calculated as the ratio between gross impaired loans to customers and the Total gross loans, where the denominator includes, in addition to loans to customers, loans to credit intermediaries and Central Banks."

(21) "Corresponds to the 'Total adjustments/recoveries of value for credit risk' of the Reclassified Income Statement."

(22) "Annualized indicator."

(23) "Ratio between gross impaired assets and tangible net equity intended as the sum of net equity and value adjustments on impaired assets, net of intangible assets (item 90. Tangible assets of the active balance sheet)."



## CONSOLIDATED BALANCE SHEET ASSETS

€/units

Assets		31/03/2024	31/12/2023
10.	Cash and cash equivalents	2.513.094.621	3.526.247.717
20.	Financial assets measured at fair value through profit and loss	1.746.607.395	1.073.280.545
	a) Financial assets held for trading	1.006.451.300	348.615.599
	c) Other financial assets necessarily measured at fair value	740.156.095	724.664.946
30.	Financial assets measured at fair value through other comprehensive income	791.488.224	879.033.039
40.	Financial assets measured at amortised cost	15.147.180.678	14.317.802.076
	a) Due from banks	631.811.914	592.879.524
	b) Due from customers	14.515.368.764	13.724.922.552
50.	Hedging derivatives	6.642.154	6.337.054
60.	Value adjustment of financial assets subject to macro hedging (+/-)	8.062.216	10.790.392
70.	Equity investments	79.926.527	83.372.851
90.	Tangible assets	470.852.037	466.233.015
100.	Intangible assets	253.194.089	245.945.214
	of which:		
	- goodwill	71.113.636	71.113.637
110.	Tax assets	222.694.282	224.861.199
	a) current	86.700.695	81.187.888
	b) deferred	135.993.587	143.673.311
120.	Non-current assets and asset groups held for sale	114.394	674.394
130.	Other assets	1.081.463.082	997.188.670
	<b>Total assets</b>	<b>22.321.319.699</b>	<b>21.831.766.166</b>

## CONSOLIDATED BALANCE SHEET LIABILITIES

€/units

Liabilities and shareholders' equity		31/03/2024	31/12/2023
10.	Financial liabilities measured at amortised cost	18.898.780.799	19.240.312.702
	a) Due to banks	703.669.414	1.103.764.158
	b) Due to customers	17.339.625.485	17.320.137.859
	c) Securities in issue	855.485.900	816.410.685
20.	Financial liabilities held for trading	767.709.965	122.458.697
40.	Hedging derivatives	13.938.419	16.553.545
60.	Tax liabilities	114.383.233	91.232.477
	a) current	98.621.824	75.426.458
	b) deferred	15.761.409	15.806.019
80.	Other liabilities	757.734.403	642.796.504
90.	Provision for severance indemnities	29.817.994	30.194.767
100.	Provisions for risks and charges	109.813.159	109.663.391
	a) commitments and guarantees given	5.326.931	5.709.735
	b) quiescence and similar obligations	10.000	10.000
	c) other provisions for risks and charges	104.476.228	103.943.656
120.	Valuation reserves	49.962.423	46.862.759
150.	Reserves	1.039.481.687	932.518.814
160.	Share premiums	105.550.912	105.550.912
170.	Capital	107.311.312	107.311.312
190.	Equity pertaining to third parties (+/-)	294.011.573	278.816.710
200.	Profit (Loss) for the year (+/-)	32.823.820	107.493.576
	<b>Total liabilities and shareholders' equity</b>	<b>22.321.319.699</b>	<b>21.831.766.166</b>

# BANCA SELLA – ACCOUNTING STATEMENTS AS OF MARCH 31, 2024

## EQUITY IN SUMMARY DATA

Figures in thousands of €

BALANCE SHEET DATA	31/03/2024	31/12/2023	31/03/2023	Changes 03/2024 vs 12/2023		Changes 03/2024 vs 03/2023	
				absolute	%	absolute	%
Total assets	17.273.896,2	17.609.453,6	15.888.558,6	(335.557,4)	-1,9%	1.385.337,6	8,7%
Financial assets (1)	2.448.985,3	2.489.261,0	2.641.268,7	(40.275,7)	-1,6%	(192.283,4)	-7,3%
Total Cash loans (2)	9.478.381,2	9.415.799,6	9.205.706,0	62.581,6	0,7%	272.675,2	3,0%
Sureties issued	293.743,1	293.702,3	282.369,1	40,8	0,0%	11.374,0	4,0%
Equity investments	187.330,9	187.330,9	186.412,6	-	0,0%	918,3	0,5%
Tangible and intangible fixed assets	203.519,1	183.442,9	221.936,1	20.076,2	10,9%	(18.417,0)	-8,3%
Direct deposits, excluding repurchase agreements payable	14.630.106,5	14.998.633,6	12.978.993,2	(368.527,1)	-2,5%	1.651.113,3	12,7%
repurchase agreements payable	3.708,2	3.126,6	5.843,2	581,6	18,6%	(2.135,0)	-36,5%
Total direct deposits (3)	14.560.400,3	14.939.236,3	12.926.246,8	(378.836,0)	-2,5%	1.634.153,5	12,6%
Direct deposits from credit institutions	2.598,9	5.087,8	1.479,4	(2.488,9)	-48,9%	1.119,5	75,7%
Indirect deposits valued at market prices	21.900.758,3	20.438.337,7	19.460.096,7	1.462.420,6	7,2%	2.440.661,6	12,5%
Global deposits valued at market prices (4)	36.463.757,5	35.382.661,8	32.387.822,8	1.081.095,7	3,1%	4.075.934,7	12,6%
Shareholders' equity	1.081.165,8	1.031.393,8	940.189,5	49.772,0	4,8%	140.976,3	15,0%
Common Equity Tier 1 (CET1)	950.852,0	911.930,1	791.976,9	38.921,9	4,3%	158.875,1	20,1%
Tier 2 Capital (T2)	119.200,0	119.200,0	105.000,0	-	0,0%	14.200,0	13,5%
Total own funds	1.070.052,0	1.031.130,1	896.976,9	38.921,9	3,8%	173.075,1	19,3%

(1) Derived from the sum of item 20 excluding the component of financing classified in financial assets mandatorily measured at fair value, item 30 and item 40 only debt securities, of the Active Balance Sheet.

(2) Derived from item 40 b) of the Active Balance Sheet excluding debt securities, the item also includes the component of financing classified in financial assets mandatorily measured at fair value.

(3) Derived from the sum of items 10 b) and 10 c) of the Passive Balance Sheet net of debts for right-of-use.

(4) The aggregate, valued at market prices, includes securities and funds under administration and the component related to insurance collection.

ECONOMIC SUMMARY DATA

Figures in thousands of €

RECLASSIFIED ECONOMIC DATA (5)	31/03/2024	31/12/2023	Changes	
			absolute	%
Net interest income	104.173,6	91.651,0	12.522,6	13,7%
Net revenues from services (6)	60.041,3	61.155,9	(1.114,6)	-1,8%
Of witch Fee income	110.018,5	102.419,5	7.599,0	7,4%
Of witch Fee expenses	(33.141,5)	(27.451,4)	(5.690,1)	20,7%
Net revenues from trading (7)	3.034,1	3.635,6	(601,5)	-16,5%
Net banking income	167.249,0	156.442,4	10.806,6	6,9%
Operating expenses net of recovery of stamp duties and other taxes (8)	(93.532,8)	(89.985,5)	(3.547,3)	3,9%
Operating profit (loss)	73.716,2	66.456,9	7.259,3	10,9%
Net value adjustments for credit risk (9)	(4.035,3)	(7.496,2)	3.460,9	-46,2%
Other income statement items	233,4	1.768,3	(1.534,9)	-86,8%
Income taxes	(23.535,5)	(19.537,2)	(3.998,3)	20,5%
Profit (Loss) for the period	46.378,7	41.191,8	5.186,9	12,6%

(5) Items from the reclassified Income Statement;

(6) The aggregate represents the sum of the following items of the Reclassified Income Statement: net commissions and other variable income and expenses reclassified;

(7) The aggregate represents the sum of the following items of the Reclassified Income Statement: item 80 Net result of trading activity, 90 Net result of hedging activity, 100 Profit (loss from disposal and repurchase of financial assets measured at amortized cost and financial assets measured at fv with impact on overall profitability and 110 Net result of other financial assets and liabilities measured at fv with impact on income statement;

(8) Derived from the sum of the following items: 160, 180, 190, and 200 of the Reclassified Income Statement;

(9) Derived from the sum of the following items: 130 a), 140, and 170 Net provisions to funds for risks and charges related to credit risk and only the component related to the transfer of credits of item 100 a) of the Reclassified Income Statement.

RECLASSIFIED INCOME STATEMENT

Figures in thousands of €

ITEMS	31/03/2024	31/03/2023	Change absolute	Change %
10. Interest receivable and similar income	148.849,9	106.683,3	42.166,6	39,5%
20. Interest payable and similar expenses	(44.779,2)	(15.264,6)	(29.514,6)	193,4%
70. Dividends and similar income	103,0	232,2	(129,3)	-55,7%
<b>NET INTEREST INCOME AND DIVIDENDS</b>	<b>104.173,6</b>	<b>91.651,0</b>	<b>12.522,6</b>	<b>13,7%</b>
40. Fee income	110.018,5	102.419,5	7.599,0	7,4%
50. Fee expenses	(33.141,5)	(27.451,4)	(5.690,2)	20,7%
Other operating income - recovery of expenses and other services (10)	2.131,7	2.158,0	(26,3)	-1,2%
Variable administrative expenses (10)	(18.967,4)	(15.970,2)	(2.997,2)	18,8%
<b>Net revenues from services</b>	<b>60.041,3</b>	<b>61.155,9</b>	<b>(1.114,6)</b>	<b>-1,8%</b>
80. Net gains/(losses) on trading activities	1.778,7	1.517,3	261,4	17,2%
90. Net gains/(losses) on hedging activities	144,9	(232,3)	377,2	-162,4%
100. Income (losses) from sale or repurchase of:				
<i>a) Financial assets measured at amortized cost</i>	(0,6)	482,7	(483,2)	-100,1%
<i>b) Financial assets measured at fair value through other comprehensive income</i>	132,3	192,7	(60,4)	-31,3%
110. Net gains/(losses) on other financial assets and liabilities measured at fair value through profit and loss	978,8	1.675,2	(696,4)	-41,6%
<b>Net revenues from trading</b>	<b>3.034,1</b>	<b>3.635,6</b>	<b>(601,4)</b>	<b>-16,5%</b>
<b>NET BANKING INCOME</b>	<b>167.249,0</b>	<b>156.442,4</b>	<b>10.806,6</b>	<b>6,9%</b>
160. Administrative expenses				
a) personnel expenses	(50.960,2)	(47.062,4)	(3.897,8)	8,3%
IRAP on net personnel and seconded personnel expenses (10)	(47,7)	(62,3)	14,6	-23,5%
<b>Total personnel and IRAP expenses</b>	<b>(51.007,9)</b>	<b>(47.124,7)</b>	<b>(3.883,2)</b>	<b>8,2%</b>
b) Other administrative expenses (other variable expenses deducted)	(44.966,2)	(40.733,4)	(4.232,9)	10,4%
Recovery of stamp duty and other taxes (10)	12.537,5	10.150,2	2.387,3	23,5%
<b>Total administrative expenses and recovery of taxes</b>	<b>(32.428,7)</b>	<b>(30.583,2)</b>	<b>(1.845,6)</b>	<b>6,0%</b>
180. Writedowns on tangible fixed assets	(6.493,2)	(5.364,5)	(1.128,6)	21,0%
190. Writedowns on intangible fixed assets	(2.937,6)	(7.010,8)	4.073,3	-58,1%
200. Other operating expenses/income (after deducting "Recovery of stamp duty and other taxes")	(665,4)	97,7	(763,1)	-781,2%
<b>Operating expenses</b>	<b>(93.532,8)</b>	<b>(89.985,5)</b>	<b>(3.547,3)</b>	<b>3,9%</b>
<b>OPERATING PROFIT (LOSS)</b>	<b>73.716,2</b>	<b>66.456,9</b>	<b>7.259,3</b>	<b>10,9%</b>

ITEMS	31/03/2024	31/03/2023	Change absolute	Change %
130. Net value adjustments for credit risk relative to Financial assets measured at amortised cost	(3.975,1)	(7.006,6)	3.031,5	-43,3%
140. Profit/loss from contractual changes without write-offs	(188,7)	(28,5)	(160,2)	561,8%
170. Net provisions for risks and charges about credit risk	128,4	(461,1)	589,5	-127,8%
<b>Total net value adjustments for credit risk</b>	<b>(4.035,3)</b>	<b>(7.496,2)</b>	<b>3.460,9</b>	<b>-46,2%</b>
130. Net value adjustments for credit risk relative to debt securities and due from banks	633,0	(41,7)	674,7	-1618,0%
170. Net allocations to provisions for risks and charges	(408,1)	(841,5)	433,4	-51,5%
130. Net value adjustments for credit risk relative to Financial assets measured at fair value through other comprehensive income	7,9	40,4	(32,5)	-80,4%
220. profit (loss) from equity investments	-	2.611,2	(2.611,2)	-100,0%
<b>PROFIT FROM CONTINUING OPERATIONS BEFORE NON-RECURRING EFFECTS</b>	<b>69.914,2</b>	<b>60.729,0</b>	<b>9.185,2</b>	<b>15,1%</b>
270. Income taxes for the period on continuing operations (after deducting "IRAP on net personnel and seconded personnel expenses")	(23.535,5)	(19.537,2)	(3.998,3)	20,5%
<b>PROFIT FROM CONTINUING OPERATIONS NET OF TAXES</b>	<b>46.378,7</b>	<b>41.191,8</b>	<b>5.186,9</b>	<b>12,6%</b>
<b>PROFIT (LOSS) FOR THE YEAR</b>	<b>46.378,7</b>	<b>41.191,8</b>	<b>5.186,9</b>	<b>12,6%</b>

(10) The items affected were reclassified base on more appropriate recognition criteria to represent the content of the items based on principles of management homogeneity. For a better presentation of the data, some reclassified items have been revised in the calculation method, consequently the comparison period has also been adjusted.

PERFORMANCE INDICATORS

Figures expressed as %

PROFITABILITY RATIOS (%)	31/03/2024	31/12/2023	31/03/2023
R.O.E. (return on equity) (11)	18,4%	18,4%	18,7%
R.O.A. (return on assets) (12)	1,1%	0,9%	1,0%
Net interest income (13) / Net banking income (13)	62,3%	60,9%	58,6%
Net income from services (13) / Net banking income (13)	35,9%	38,9%	39,1%
Net income from trading (13) / Net banking income (13)	1,8%	0,2%	2,3%
Cost to income (14)	55,5%	58,2%	57,2%
EQUITY AND LIQUIDITY RATIOS (%)	31/03/2024	31/12/2023	31/03/2023
Cash loans / Direct deposits	64,8%	62,8%	72,1%
Cash loans / Total assets	54,9%	53,5%	57,9%
Direct deposits / Total assets	84,7%	85,2%	80,4%
Leverage ratio (15)	8,21%	7,93%	7,01%
Liquidity Coverage Ratio (LCR) (16)	279,59%	275,31%	178,1%
Net stable funding ratio (NSFR) (17)	153,76%	161,19%	141,6%
CREDIT RISK RATIOS (%)	31/03/2024	31/12/2023	31/03/2023
Net non-performing loans / Cash loans - (net non-performing loans ratio)	1,6%	1,5%	1,9%
Gross non-performing loans / Cash loans - (gross non-performing loans ratio)	2,8%	2,7%	3,4%
Gross non-performing loans / total gross loans (Non Performing Loans ratio EBA) (18)	2,0%	1,9%	2,6%
Net bad loans / Cash loans	0,5%	0,5%	0,6%
Gross bad loans / Gross Cash loans	1,2%	1,2%	1,5%
Net loan loss provisions (19) / Cash Loans - (Cost of credit %) (20)	0,17%	0,26%	0,33%
Non-performing loans coverage ratio	45,9%	46,2%	44,5%
Coverage rate for bad loans	60,4%	60,6%	62,4%
Texas ratio (21)	23,9%	23,7%	32,5%
SOLVENCY RATIOS (%)	31/03/2024	31/12/2023	31/03/2023
CET1 ratio	18,99%	19,27%	18,36%
Tier 1 ratio	18,99%	19,27%	18,36%
Total capital ratio	21,37%	21,78%	20,80%

(11) Ratio between 'Operating Profit' and the sum of items 140, 150, 160 of the Passive Balance Sheet.

(12) Ratio between 'Profit (loss) for the year' and 'Total assets'.

(13) As per the Reclassified Income Statement.

(14) Ratio between operating costs, deducting IRAP on personnel costs and net of losses related to operational risks, and brokerage margin."

(15) The Leverage Ratio is calculated as the ratio between Supervisory Capital (Tier 1) and Total risk-weighted assets (Total exposure), taking into account specific treatments for Derivatives and PCT as required by the reference regulation.

(16) LCR (Liquidity Coverage Ratio): minimum limit 100%.

(17) NSFR (Net Stable Funding Ratio): minimum limit of 100%.

(18) The 'Gross Non Performing Loans ratio' is calculated as the ratio between gross impaired loans to customers and gross cash loans to customers. The 'EBA Non Performing Loans ratio', a recently introduced indicator by European and National Supervisory Authorities, is calculated as the ratio between gross impaired loans to customers and the Total gross loans, where the denominator includes, in addition to loans to customers, loans to credit intermediaries and Central Banks.

(19) Derived from the sum of the following items: 130 a), 140, only the component related to the transfer of credits of item 100 a) and only the component related to credit risk of item 170 of the Reclassified Income Statement.

(20) Annualized indicator.

(21) Ratio between gross impaired assets and tangible net equity intended as the sum of net equity and value adjustments on impaired assets, net of intangible assets (item 90 of the active balance sheet).



**BALANCE SHEET ASSETS**

€/units

Assets		31-03-2024	31-12-2023
10.	Cash and cash equivalents	3.889.210.733	4.344.857.809
20.	Financial assets measured at fair value through profit and loss	177.952.358	180.277.177
	a) financial assets held for trading	14.829.470	16.791.210
	c) other financial assets necessarily measured at fair value	163.122.888	163.485.967
30.	Financial assets measured at fair value through other comprehensive income	549.575.379	599.958.523
40.	Financial assets measured at amortised cost	11.375.488.421	11.301.243.401
	a) Due from banks	352.108.311	342.692.555
	b) Due from customers	11.023.380.110	10.958.550.846
50.	Hedging derivatives	6.605.654	6.321.903
60.	Value adjustment of financial assets subject to macro hedging (+/-)	7.867.806	10.494.169
70.	Equity investments	187.330.875	187.330.875
80.	Tangible assets	145.742.327	128.277.520
90.	Intangible assets	57.776.789	55.165.408
	of which:		
	- goodwill	11.370.566	11.370.566
100.	Tax assets	108.976.147	114.026.151
	a) current	39.678.210	39.376.001
	b) deferred	69.297.937	74.650.150
120.	Other assets	767.369.752	681.500.651
	<b>Total assets</b>	<b>17.273.896.241</b>	<b>17.609.453.587</b>

**BALANCE SHEET LIABILITIES**

€/units

Liabilities and shareholders' equity		31-03-2024	31-12-2023
10.	Financial liabilities measured at amortised cost	15.475.715.403	16.031.204.109
	a) Due to banks	841.900.649	1.029.443.929
	b) Due to customers	14.207.525.484	14.577.332.140
	c) Securities in issue	426.289.270	424.428.040
20.	Financial liabilities held for trading	11.041.958	12.407.960
40.	Hedging derivatives	13.765.997	16.306.258
60.	Tax liabilities	76.641.084	58.247.008
	a) current	71.440.212	53.388.900
	b) deferred	5.200.872	4.858.108
80.	Other liabilities	550.702.982	394.347.978
90.	Provision for severance indemnities	16.233.892	16.951.340
100.	Provisions for risks and charges	48.629.099	48.595.184
	a) commitments and guarantees given	4.911.320	5.039.711
	c) other provisions for risks and charges	43.717.779	43.555.473
110.	Valuation reserves	24.364.607	20.971.256
140.	Reserves	310.103.927	152.776.945
150.	Share premiums	366.090.483	366.090.483
160.	Capital	334.228.084	334.228.084
180.	Profit (Loss) for the year (+/-)	46.378.725	157.326.982
	<b>Total liabilities and shareholders' equity</b>	<b>17.273.896.241</b>	<b>17.609.453.587</b>