BANCA mediolanum

Q1 2026 Results & Business Update

Table of content
and colour key

Q1 2026 Group Results

Economic & Financial Highlights

Quality growth from core business, driven by fundamentals

€ mn	Q1 2026	Q1 2025	Change	
Net Commission Income	353.5	316.2	+12%	Solid fee growth driven by Recurring Fees (+9%). Banking Service Fees up 66% thanks to strong Certificate sales
Net Interest Income	236.3	180.0	+31%	NII +31% thanks to shift to deposit funding, lower retail cost of funding & credit book expansion
Contribution Margin	581.9	495.1	+18%	Revenues growing materially faster than costs - NII favourable comparison helped in Q1
Operating Margin	350.1	279.1	+25%	
Non-recurring Items	29.4	50.9	-42%	Lower contribution from perf. fees and negative fair-value impact vs. positive Q1 2025
Net Income	276.2	243.3	+13%	Quality growth from core business more than offset the drag from non-recurring items

Key ratios	Q1 2026	FY 2025	
Cost/Income Ratio*	34.8%	37.6%	Improved C/I thanks to Q1 seasonality & strong momentum, while continuing to invest
Acquisition costs/Gross commission income Ratio	35.2%	34.8%	Slight increase driven by timing mismatch between contest-related costs & revenues
Cost of risk (bps –12M-rolling)	19	16	CoR contained at 19 bps, in line with expectations

*G&A expenses & Contribution to banking & insurance industries / Contribution margin

Business Results Highlights

Resilient flows despite volatility, customers staying the course

€ bn	Q1 2026	Q1 2025	Change	FY 2025	Change	
Total Net Inflows	**3.34**	3.77	-11%			Robust commercial activity despite demanding comparison base. Inflow quality remained strong, with customers investing even as volatility increased from March onwards
Net Inflows into Managed Assets	**1.87**	2.01	-7%			A very resilient outcome compared to Q125 record level given the different market backdrop. Customers continued to choose managed products, confirming quality of flows
Total AUA/AUM	**154.37**	140.30	+10%	155.80	-1%	Market downturn impact reflecting higher equity content of customer portfolios vs industry average. Gap vs FY25 already fully recovered by end of April
Loans Granted	**0.95**	0.85	+12%			Credit product volumes up 12%, supported by continued expansion of the customer base
Credit Book	**19.25**	17.78	+8%	18.98	+1%	Slight increase vs FY25 supported by loan origination. Credit book growth also contributed to NII through a larger lending portfolio
General Insurance Gross Premiums (€ mn)	**60.47**	53.27	+14%			Strong growth reflecting strategic commitment to protect customers' wealth & earning capacity. Stand-alone policies up +16%

Growth & Resilience Drivers

Continued customer & network expansion
Automatic investment services fueling the equity pipeline

	31/03/2026	31/12/2025	Change
Bank Customers	2,066,500	2,032,100	+2%
Bank Customer Acquisition	59,800	199,500	
Family Bankers	6,964	6,798	+2%
o/w Private Bankers & Wealth Advisors	1,079	1,074	n.s.
AUM - Private Bankers & Wealth Advisors	€ 52.75 bn	€ 53.72 bn	-2%
IIS – Money market AUM	€ 5.54 bn	€ 5.05 bn	+10%
Double Chance – Assets in deposit accounts	€ 1.06 bn	€ 0.84 bn	+27%
Instalment Plans – Yearly flows	€ 2.32 bn	€ 2.12 bn	+9%

Growth fueled by appeal of the business model & quality of service delivered. Strong contribution from new customer acquisition.

Strong quarter for recruitment: +87% YoY new FAs, with many senior profiles migrating from traditional banking & insurance to the advisory model. Banker Consultants programme advancing at pace: 639 active at end of March, with >200 in training

Automatic investment services remain the key entry point into equity solutions. Double Chance back in the spotlight as volatility spiked in March, offering a gradual equity entry perfectly suited to the moment.

IIS - Intelligent Investment Strategy shifts from money market to equity over 3-5 yrs.
Double Chance shifts from deposit accounts to equity over 3-24 months
Instalment plans shifts from current accounts to equity on a monthly basis

Capital Adequacy & Balance Sheet Highlights

Rock-solid capital position, well above regulatory thresholds

	Q1 2026	FY 2025	
CET1 Ratio	22.8%	23.0%	Extremely robust, confirming strong organic capital generation capacity
MREL TREA	25.7%	24.9%	Higher vs year-end, reflecting the €500mn SP bond issued in January compared with the €300mn bond at FY25
Risk-weighted assets (€ bn)	16.91	16.68	Marginal increase mainly reflecting business expansion
Leverage Ratio	8.3%	9.5%	Lower vs year-end, mainly driven by the temporary increase in banking book following front-loading of govies
Loan/Deposit Ratio	60.8%	62.2%	Slight decrease reflecting continued success of deposit-gathering strategy, strengthening a cheaper & more durable funding base
NSFR	179%*	179%	Comfortably above long & short-term regulatory requirements, confirming strong structural liquidity position
LCR	441%	372%	

Total Capital Ratio: **22.8%**. **SREP** Req. on Total Capital Ratio: **13.2%** for 2026 including P2G & CBR. **Leverage Ratio** = CET1 / Banking Group Assets. * **NSFR** available as at FY2025
Preliminary data subject to change

Income Statement

€ mn

	Q1 2026	Q1 2025	Change
Entry fees	15.3	16.9	-9%
Management fees	375.2	343.6	+9%
Investment Management fees	71.1	66.9	+6%
Net insurance result	57.4	56.4	+2%
Banking service fees	80.5	48.5	+66%
Other fees	14.3	13.8	+4%
Gross Commission Income	**613.8**	**546.1**	**+12%**
Acquisition costs	(216.0)	(186.9)	+16%
Other commission expenses	(44.3)	(42.9)	+3%
Net Commission Income	**353.5**	**316.2**	**+12%**
Net interest income	236.3	180.0	+31%
Net income on other investments	(0.1)	(0.3)	-58%
LLP (Impairment on loans)	(6.6)	(1.4)	n.s.
Other revenues & expenses	(1.2)	0.6	n.s.
Contribution Margin	**581.9**	**495.1**	**+18%**
G&A expenses	(197.9)	(185.4)	+7%
Contributions to banking & insurance industries	(4.8)	(4.6)	+5%
Depreciation & Amortization	(10.8)	(7.7)	+40%
Provisions for risk & charges	(18.3)	(18.2)	+1%
Operating Margin	**350.1**	**279.1**	**+25%**
Performance fees	35.2	39.2	-10%
Net income on investments at fair value	(4.7)	12.8	n.s.
Extraordinary items	(1.1)	(1.1)	-3%
Non-recurring items	**29.4**	**50.9**	**-42%**
PROFIT BEFORE TAX	**379.5**	**330.0**	**+15%**
Income tax	(103.3)	(86.7)	+19%
NET INCOME	**276.2**	**243.3**	**+13%**

Income Statement by Quarter

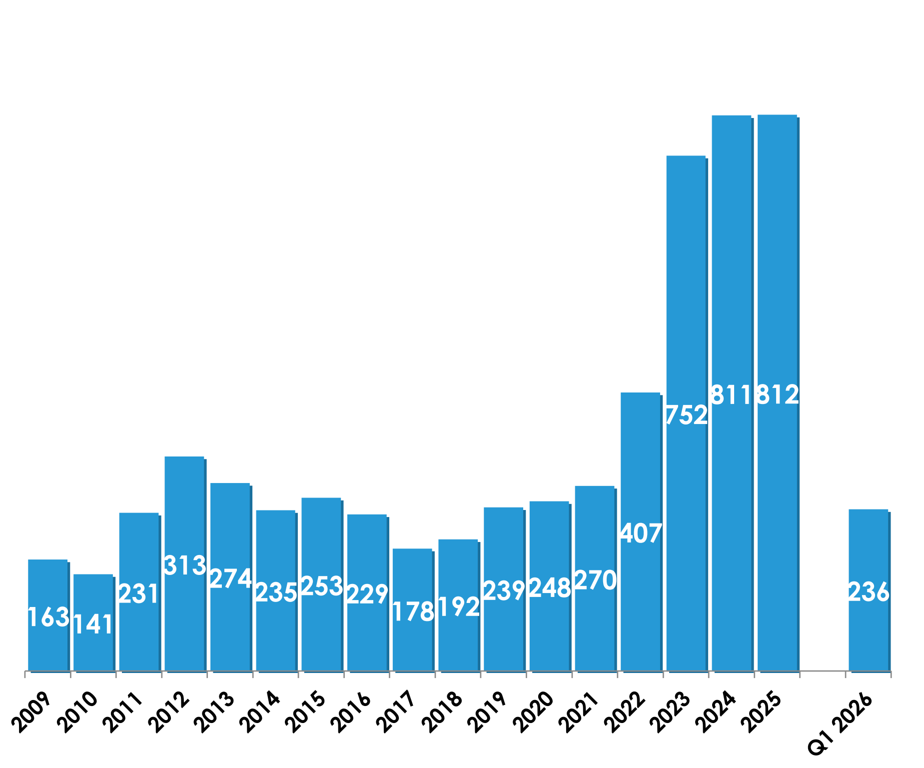
€ mn

	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
Entry fees	16.9	15.1	14.3	17.3	15.3
Management fees	343.6	337.4	360.5	372.8	375.2
Investment Management fees	66.9	63.8	68.1	70.4	71.1
Net insurance result	56.4	54.4	53.6	59.1	57.4
Banking service fees	48.5	74.1	59.5	76.5	80.5
Other fees	13.8	13.8	13.4	15.2	14.3
Gross Commission Income	**546.1**	**558.6**	**569.3**	**611.3**	**613.8**
Acquisition costs	(186.9)	(192.4)	(195.3)	(221.0)	(216.0)
Other commission expenses	(42.9)	(38.0)	(49.9)	(45.8)	(44.3)
Net Commission Income	**316.2**	**328.2**	**324.2**	**344.4**	**353.5**
Net interest income	180.0	186.8	214.9	230.4	236.3
Net income on other investments	(0.3)	24.5	(0.7)	(1.4)	(0.1)
LLP (Impairment on loans)	(1.4)	(12.7)	(6.6)	(11.0)	(6.6)
Other revenues & expenses	0.6	(0.7)	0.7	(3.9)	(1.2)
Contribution Margin	**495.1**	**526.1**	**532.4**	**558.6**	**581.9**
G&A expenses	(185.4)	(205.2)	(174.1)	(205.9)	(197.9)
Contributions to banking & insurance industries	(4.6)	(4.3)	(4.3)	(9.4)	(4.8)
Depreciation & Amortization	(7.7)	(9.1)	(9.6)	(9.9)	(10.8)
Provisions for risk & charges	(18.2)	(16.1)	(23.6)	(25.8)	(18.3)
Operating Margin	**279.1**	**291.4**	**320.8**	**307.6**	**350.1**
Performance fees	39.2	9.6	14.6	193.2	35.2
Net income on investments at fair value	12.8	6.3	4.3	4.7	(4.7)
Extraordinary items	(1.1)	0	(4.6)	97.3	(1.1)
Non-recurring items	**50.9**	**15.9**	**14.2**	**295.2**	**29.4**
PROFIT BEFORE TAX	**330.0**	**307.3**	**335.1**	**602.8**	**379.5**
Income tax	(86.7)	(73.3)	(86.3)	(90.9)	(103.3)
NET INCOME	**243.3**	**234.0**	**248.8**	**511.9**	**276.2**

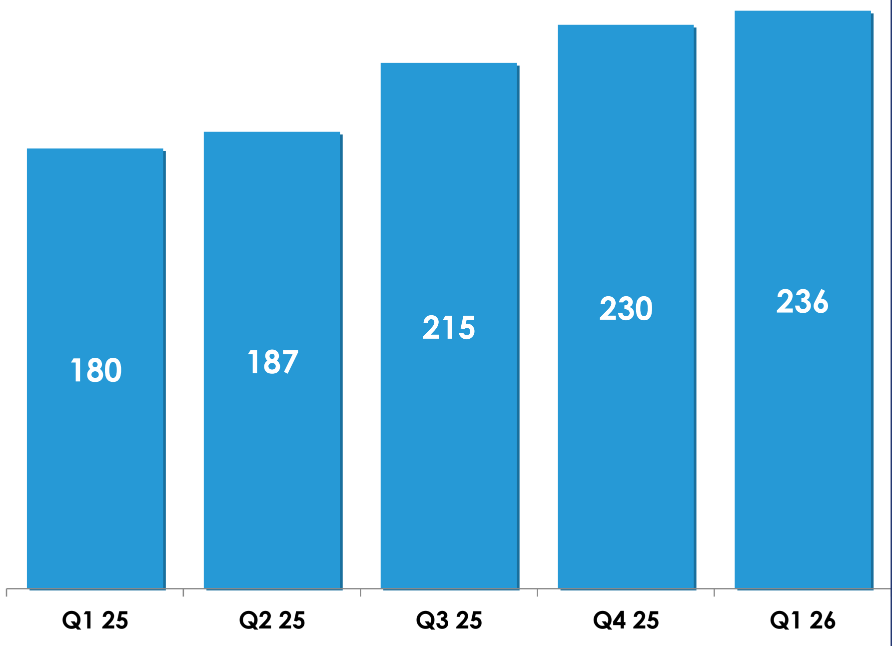
Net Interest Income

€ mn

YoY Trend



QoQ Trend



Acquisition Costs in detail

€ mn

	Q1 2026	Q1 2025	Change
Total commissions	**170.5**	**149.5**	**+14%**
One-time commissions	25.3	19.9	+28%
Ongoing commissions	145.1	129.7	+12%
Total incentives & bonuses	**30.6**	**28.2**	**+9%**
Incentives on individual net inflows	14.7	16.2	-9%
Contest & bonuses	14.8	10.9	+36%
Reimbursement of costs for customers events	1.1	1.1	-1%
Costs related to the agency agreement	**14.0**	**8.4**	**+67%**
Prexta agent commissions	**0.9**	**0.8**	**+9%**
TOTAL ACQUISITION COSTS	**216.0**	**186.9**	**+16%**

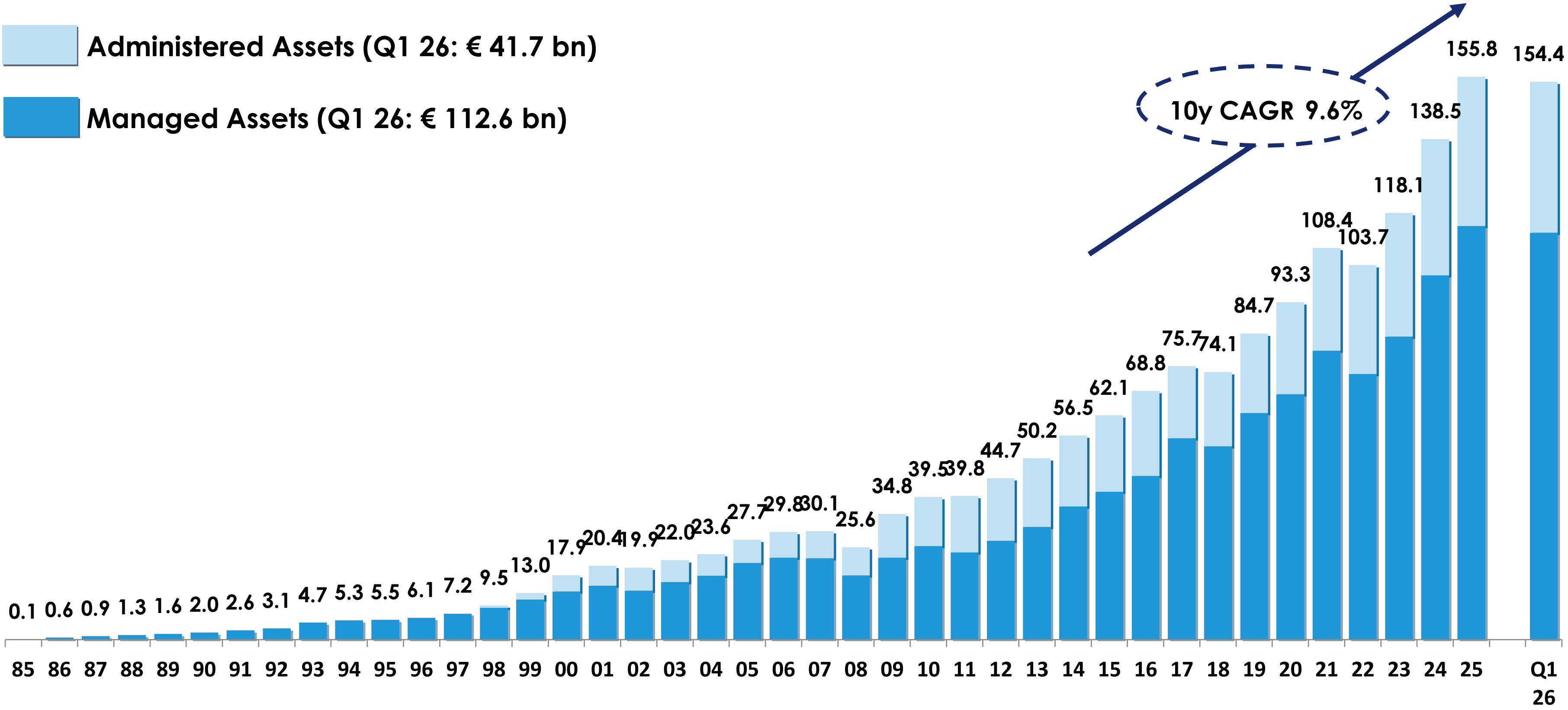
Q1 2026 Net Inflows

€ mn

	Q1 2026	Q1 2025
GROUP TOTAL NET INFLOWS	**+3,344**	**+3,765**
Managed Assets	+1,870	+2,014
- o/w Mutual Funds, U/L & Managed Accounts	*+1,585*	*+2,123*
Administered Assets	+1,474	+1,752
Italy - Banca Mediolanum Total Net Inlows	**+2,763**	**+3,063**
Managed Assets	+1,499	+1,566
- o/w Mutual Funds, U/L & Managed Accounts	*+1,243*	*+1,674*
Administered Assets	+1,264	+1,497
Spain - Banco Mediolanum Total Net Inflows	**+590**	**+705**
Managed Assets	+380	+451
- o/w Mutual Funds & U/L	*+352*	*+452*
Administered Assets	+210	+254
Germany	**-9**	**-3**
Managed Assets	-9	-3
- o/w Mutual Funds & U/L	*-9*	*-3*

AUA/AUM Trend

€ mn



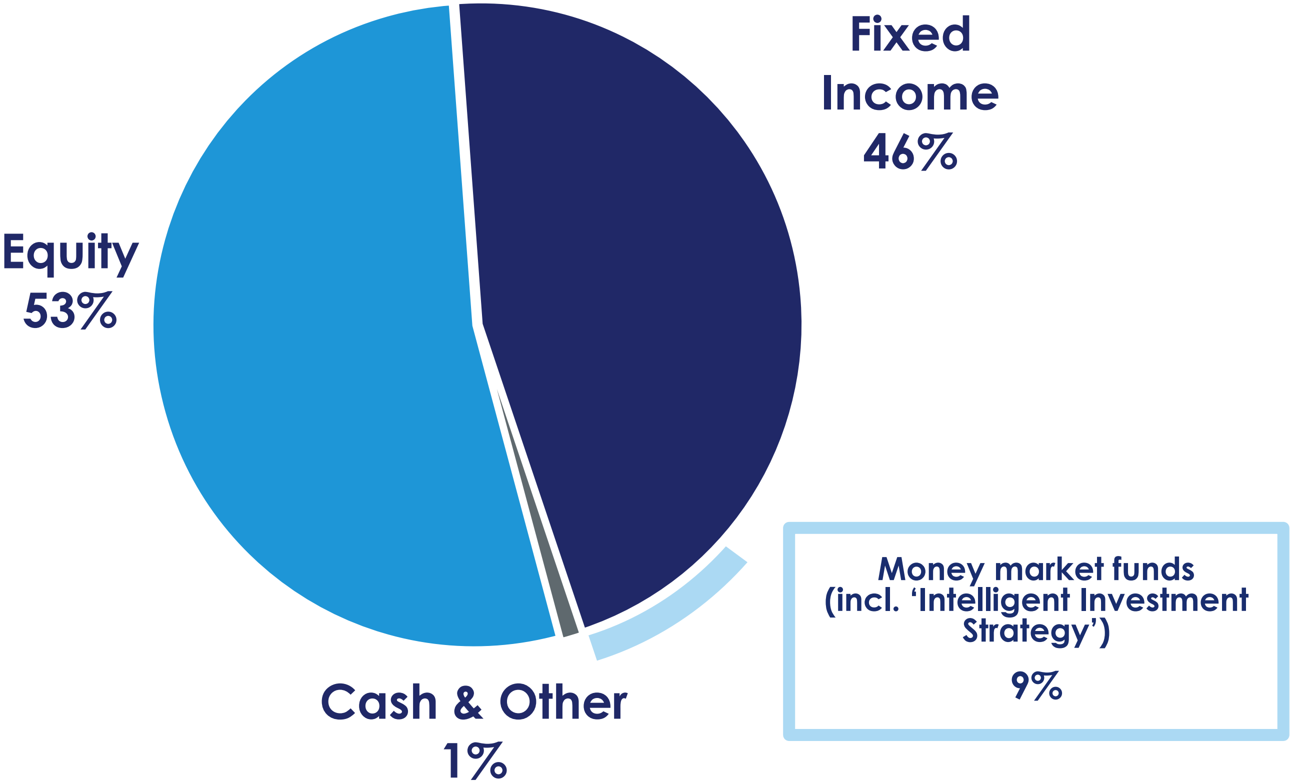
Assets under Administration/Management

€ mn

	31/03/2026	31/12/2025	Change	31/03/2025	Change
Italy - Banca Mediolanum	**138,493**	**139,957**	**-1%**	**126,468**	**+10%**
Mutual Funds & U-L Policies	94,570	96,420	-2%	84,797	+12%
Other Life Insurance Reserves	2,123	2,099	+1%	2,067	+3%
Banking	41,800	41,438	+1%	39,604	+6%
Spain - Banco Mediolanum	**15,541**	**15,487**	**+0%**	**13,476**	**+15%**
Mutual Funds & U-L Policies	11,732	11,799	-1%	9,699	+21%
Other Life Insurance Reserves	152	131	+16%	119	+28%
Banking	3,657	3,557	+3%	3,657	-0%
Germany	**333**	**356**	**-6%**	**356**	**-6%**
Mutual Funds & U-L Policies	333	356	-6%	356	-6%
TOTAL AUA/AUM	**154,368**	**155,800**	**-1%**	**140,300**	**+10%**

Mutual Funds & Unit-linked policies look-through

as at 31/03/2026



Certificates not included. **Cash**: liquidity not invested. **Other**: may include hedging derivatives (shown as negative).

Loans Granted

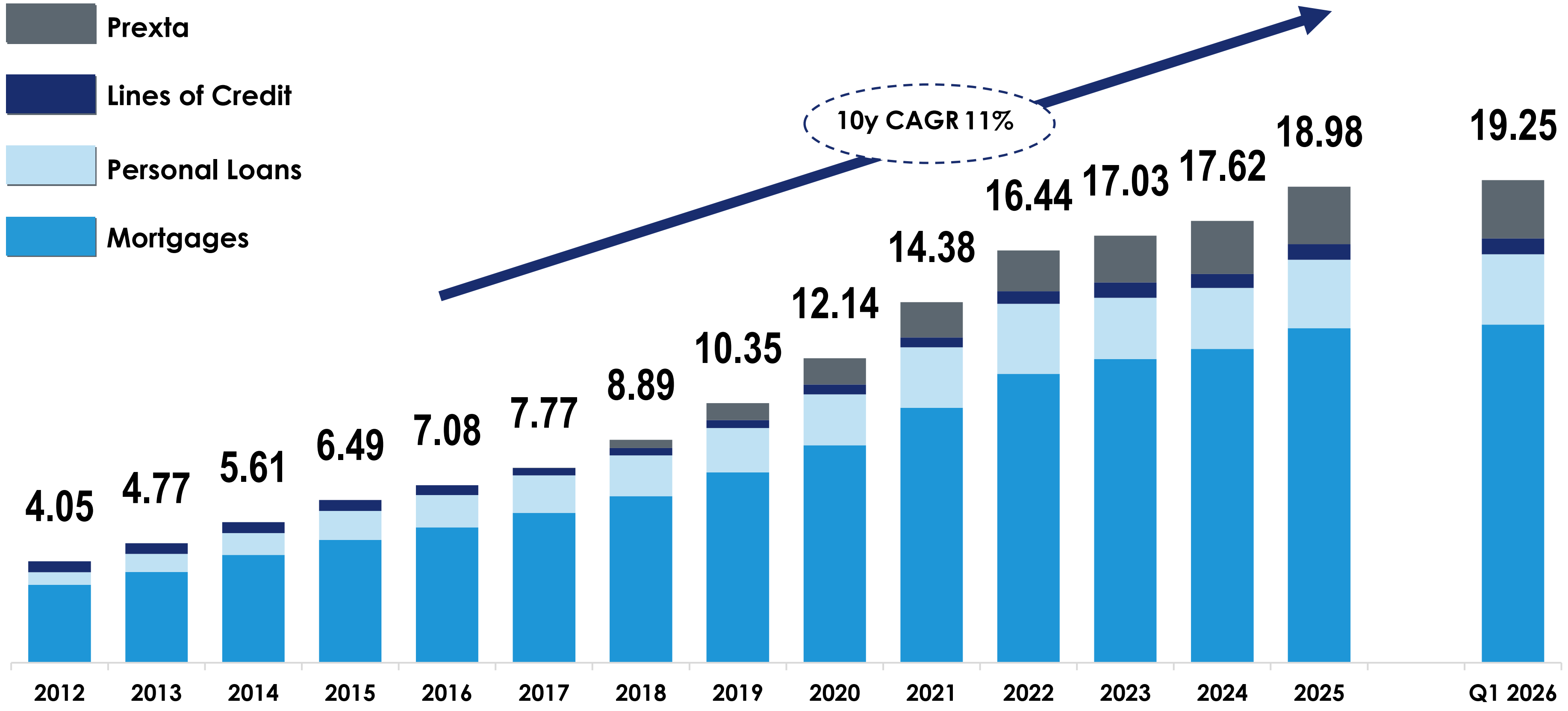
€ mn

	Q1 2026	Q1 2025	Change
Mortgages	503	452	+11%
Personal Loans	282	247	+14%
Prexta[1]	167	149	+12%
TOTAL	**953**	**849**	**+12%**
3rd-party Loans	6	5	+31%

1 Salary-backed loans & unsecured loans

Credit Book Trend

€ mn



Credit Book & Quality

€ mn

	31/03/2026	31/12/2025	Change	31/03/2025	Change
Mortgages	13,488	13,343	+1%	12,639	+7%
Personal Loans	2,798	2,728	+3%	2,474	+13%
Lines of Credit	639	621	+3%	522	+22%
Prexta[1]	2,322	2,290	+1%	2,144	+8%
TOTAL	**19,246**	**18,983**	**+1%**	**17,780**	**+8%**

	Banca Mediolanum	Italian Banks
Gross NPE	1.49%	2.6%[2]
Net NPE	0.75%	1.4%[3]
Cost of Risk (12m-rolling)	0.19%	

1 Includes Prexta unsecured loans

2 Bank of Italy – 'Banks and Financial Institutions: Credit Conditions and Risk by Sector and Geographical Area – Q4 2025'

3 Bank of Italy - ''Financial Stability Report No. 2 2025'

General Insurance Gross Premiums

€ mn

	Q1 2026	Q1 2025	Change
Stand-alone policies	**49.8**	**43.2**	**+16%**
New business	8.7	7.9	+11%
In-force business	41.1	35.3	+16%
Loan protection policies	**10.7**	**10.1**	**+6%**
GROSS PREMIUMS	**60.5**	**53.3**	**+14%**

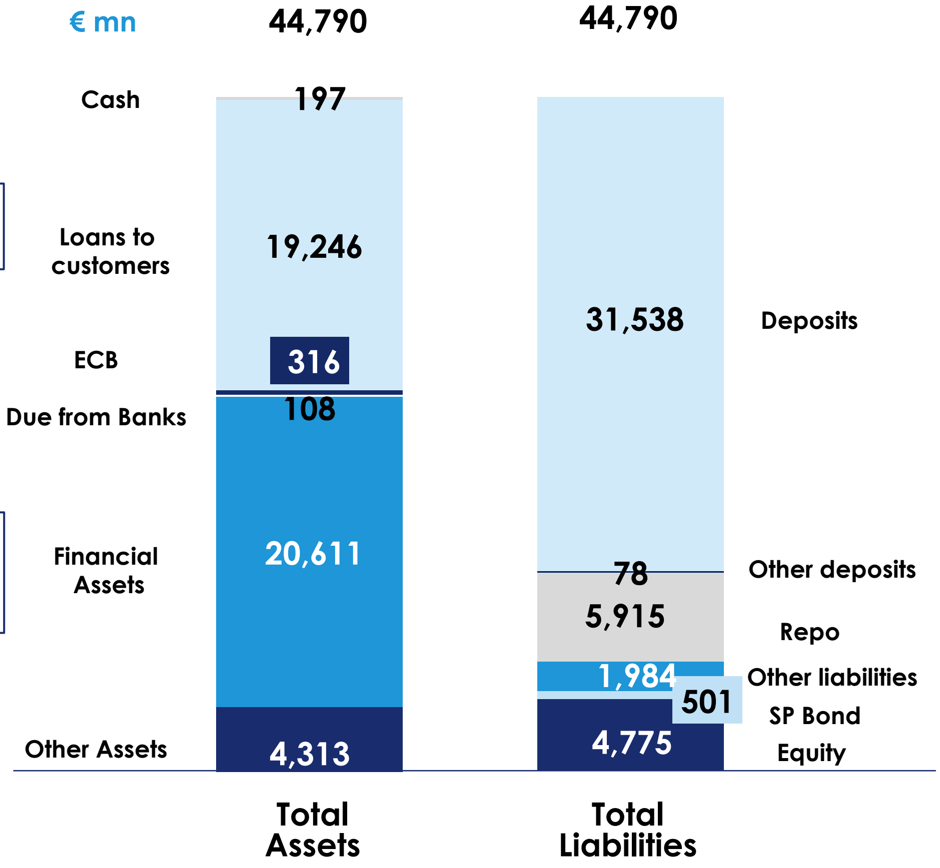
Balance Sheet Structure – Banking Group

as at 31/03/2026

Straight-forward & solid balance sheet structure

- High quality book: CoR at 19 bps
- Mainly retail & collateralised

- Short duration (2.6 yr)
- No sensitivity to ITA spread: all assets in HTC portfolio



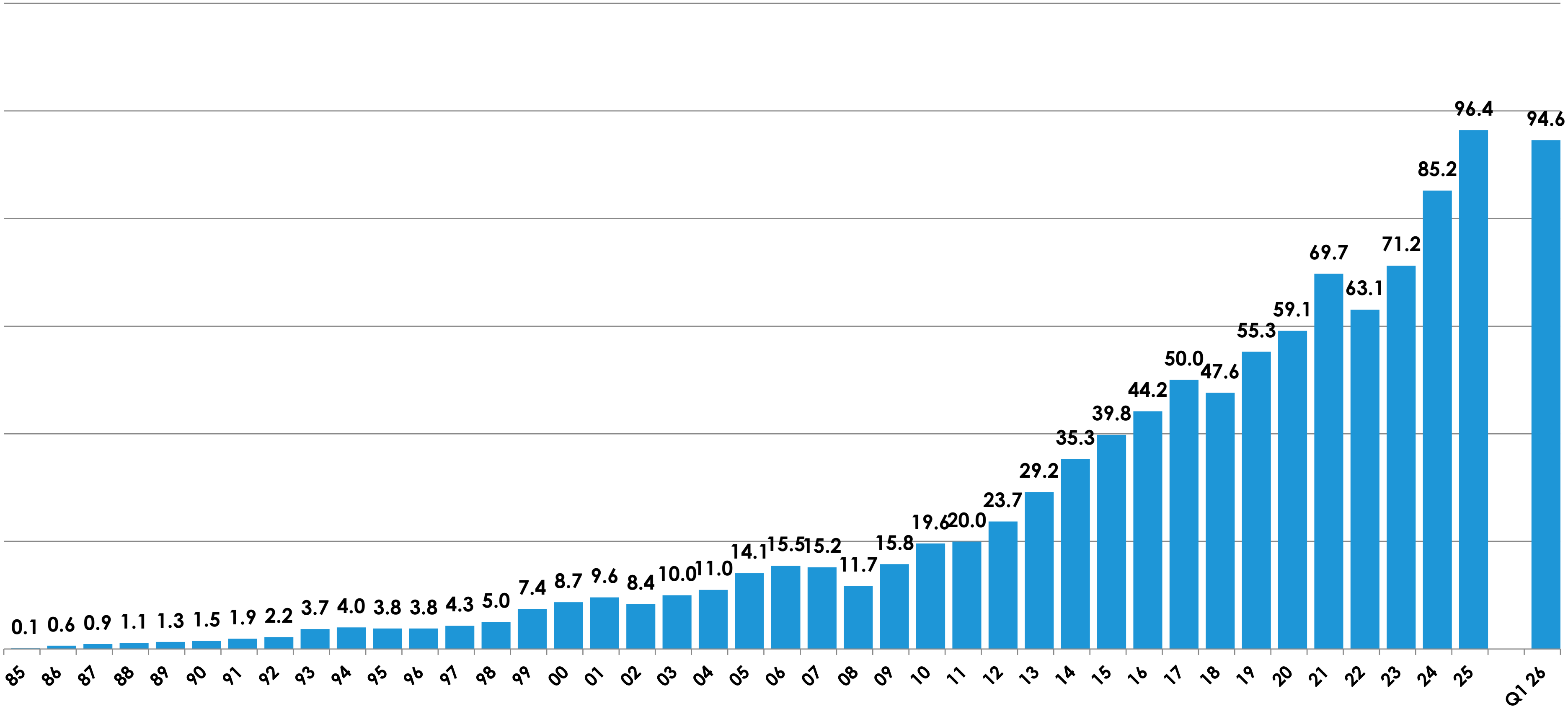
- Current account mandatory for all customers
- Stable source of credit book funding & flows into managed assets
- Flexible cost of funding as main costs are linked to deposit account initiatives w/ short duration (Double Chance & Time Deposits)

- Treasury dpt. carry-trade positions
- Short duration (<1 week on avg.)

Q1 2026 Domestic Market Results

Mutual Funds - AUM Trend

€ bn – including U-L assets

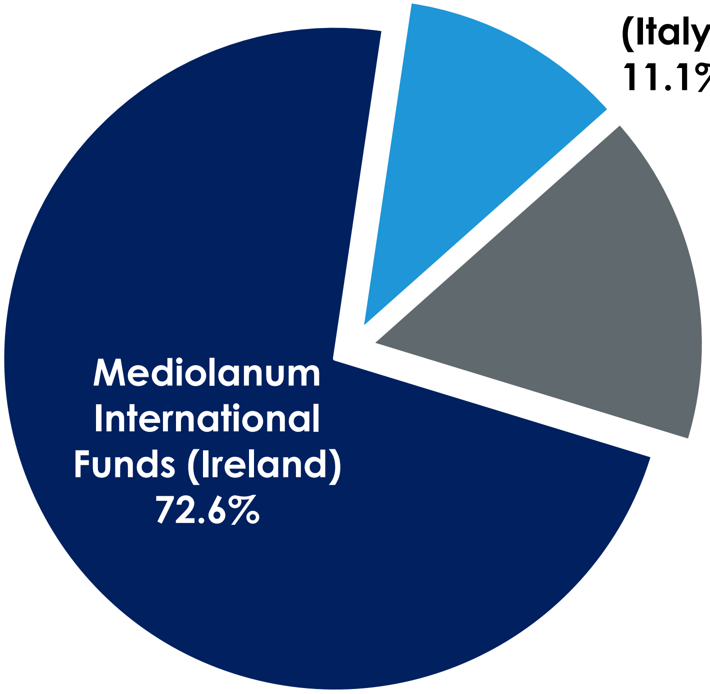


Mutual Funds - Assets under Management
€ mn

	31/03/2026	31/12/2025	Change
'Best Brands' funds on funds (IRL)	29,161	30,651	-5%
'Challenge' mutual funds (IRL)	32,543	33,116	-2%
Funds of Hedge Funds (IRL)	30	30	+0%
'Fondi Italia' mutual funds (ITA)	10,151	10,174	-0%
'Real estate' fund (ITA)	114	147	-23%
3rd-party stand-alone funds	7,098	7,032	+1%
Other	4,198	4,244	-1%
Adj. for own mutual funds in FoFs & Managed accts	*(504)*	*(585)*	*-14%*
MyLife' U-L policy	20,160	20,347	-1%
Other U-L policies	25,007	25,437	-2%
Adj. for own mutual funds in U-L policies	*(33,387)*	*(34,174)*	*-2%*
ASSETS IN MUTUAL FUNDS & U-L	**94,570**	**96,420**	**-2%**

Mutual Funds - Assets by A.M. Company

as at 31/03/2026 - including U-L assets



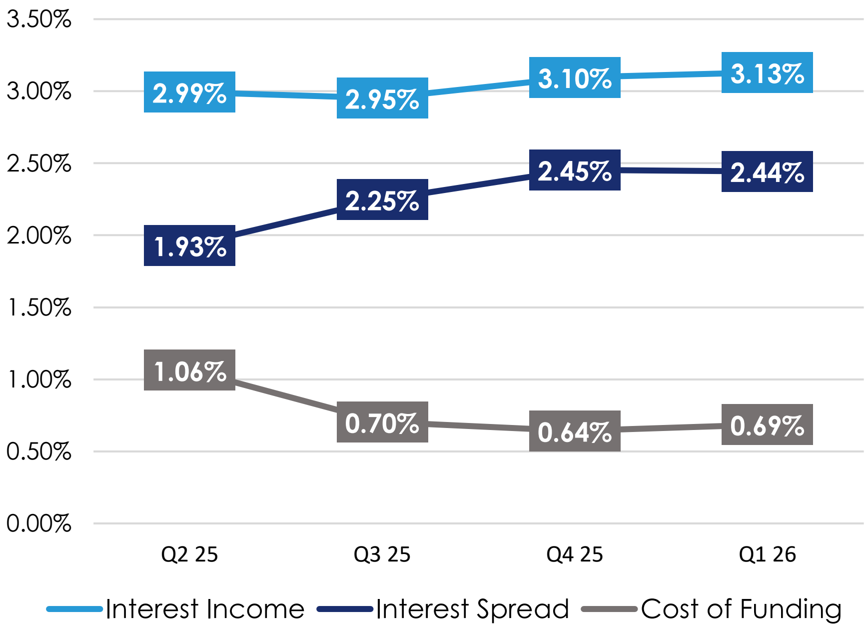
Banking - Assets under Administration

€ mn

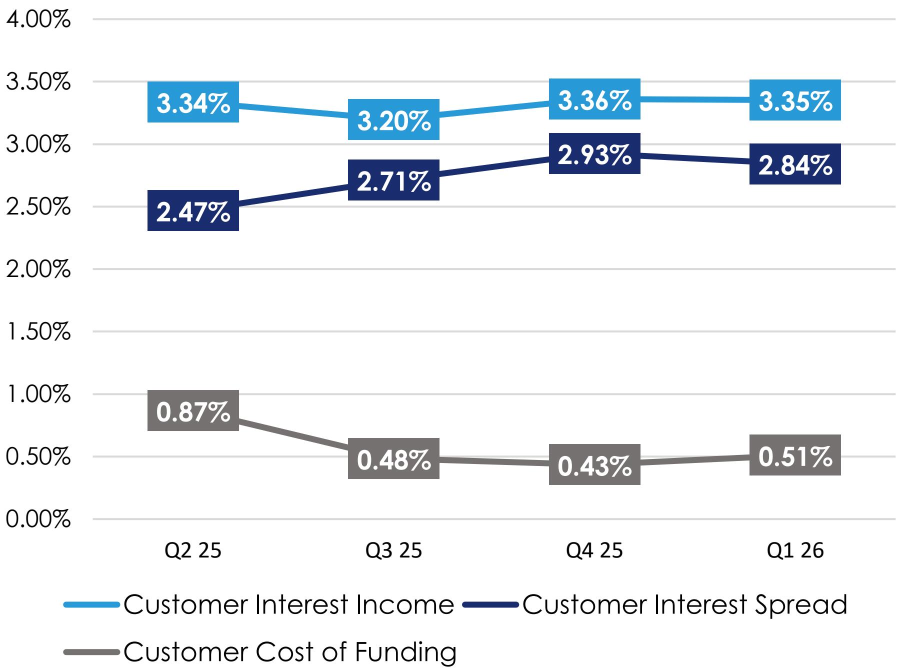
	31/03/2026	31/12/2025	Change	31/03/2025	Change
Cash deposits	27,706	26,770	+3%	26,584	+4%
Repurchase agreements	8	8	-4%	4	+79%
3rd-party structured bonds	3,726	3,661	+2%	3,670	+2%
Other securities	10,361	10,999	-6%	9,346	+11%
BANKING ADMINISTERED ASSETS	**41,800**	**41,438**	**+1%**	**39,604**	**+6%**

Banking - Interest Spread

Total Book



Retail Book



Bank Balance Sheet Highlights

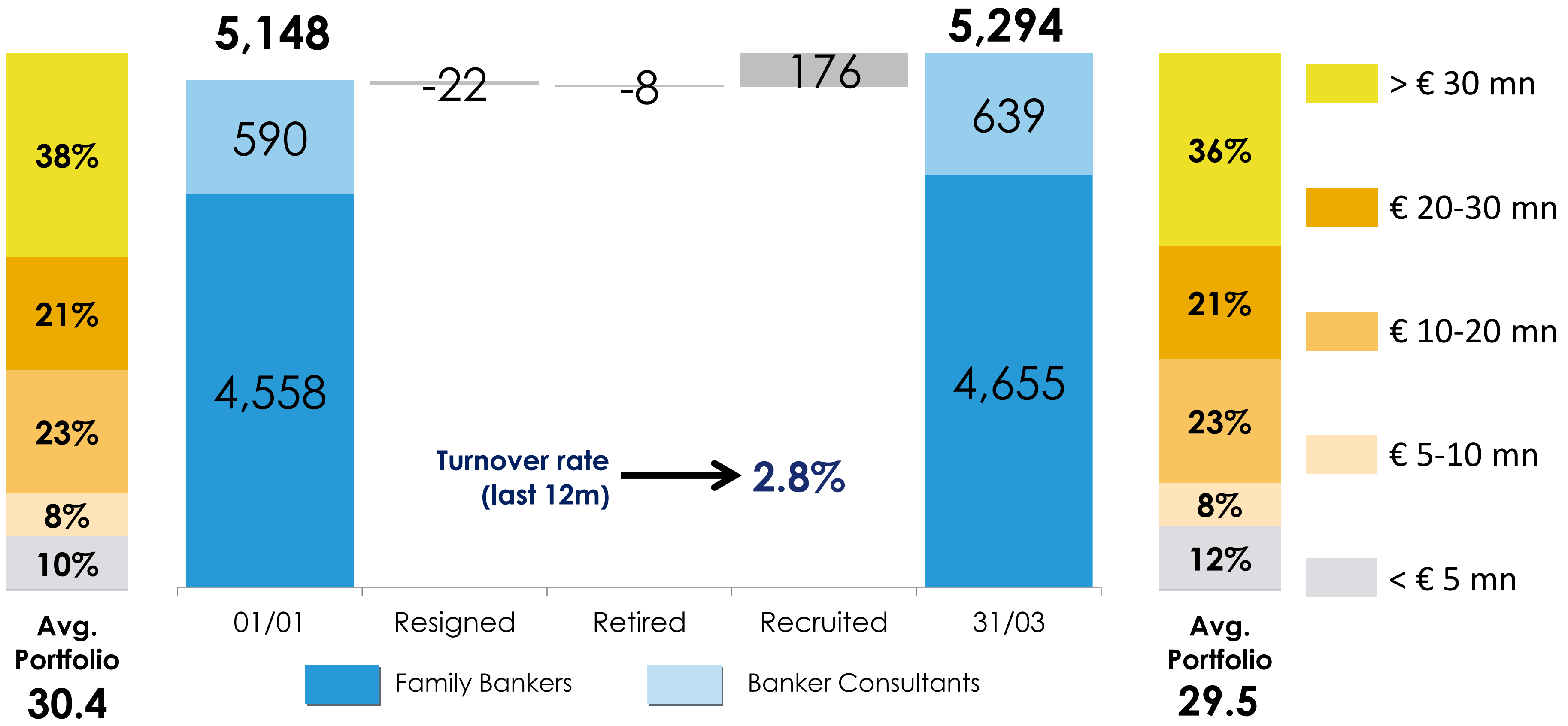
€ mn – as at 31/03/2026

	Liabilities	Assets
Customers	**27,843**	**17,407**
Treasury	**6,209**	**18,744**
Interbank / intra-group deposits & repos	1,016	582
ECB refinancing	0	635
MTS refinancing	4,693	0
Securities (bonds)	500	17,527
Other liabilities / assets	**6,358**	**4,259**
TOTAL	**40,410**	**40,410**

Operating Liquidity (24hr): 12,576

Family Banker Network - Italy

Change in headcount & Split by Average Portfolio Year 2026

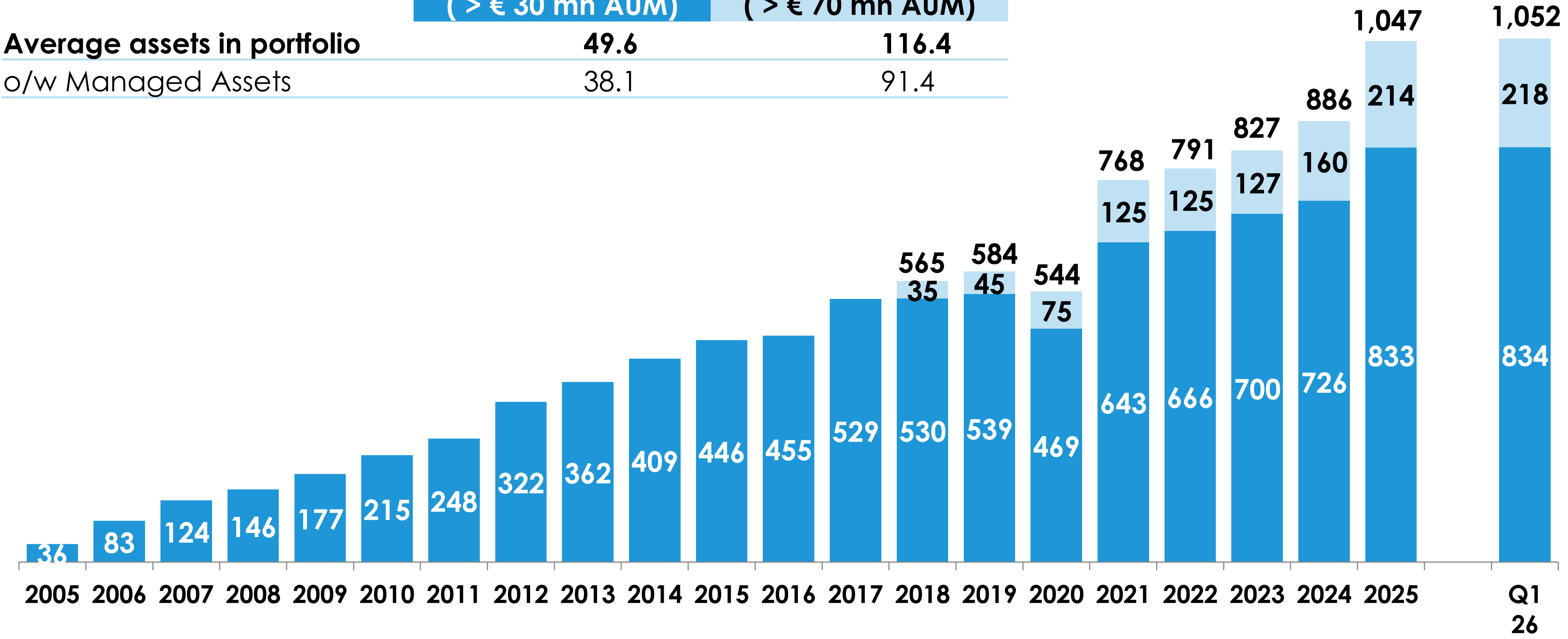


Average portfolio calculated on Family Bankers only

‘Private Bankers’ & ‘Wealth Advisors’* - Italy

as at 31/12/2026

	Private Bankers (> € 30 mn AUM)	Wealth Advisors (> € 70 mn AUM)
Average assets in portfolio	**49.6**	**116.4**
o/w Managed Assets	38.1	91.4



* 'Private Bankers' & ‘Wealth Advisors’ are a subset of Family Bankers who mainly deal with affluent & HNW customers

Q1 2026 Spain Results

Spain Highlights
€ mn

	Q1 2026	Q1 2025	Change	vs. FY
Operating Margin	**16.3**	**15.7**	**+4%**	
Net Income	**15.3**	**14.2**	**+8%**	
Total Assets	**15,541**	**13,476**	**+15%**	**+0%**
Managed Assets	11,888	9,818	+21%	-0%
Administered Assets	3,653	3,657	-0%	+3%
Total Net Inflows	**590**	**705**	**-16%**	
Net Inflows into Managed Assets	380	451	-16%	
Net Inflows into Administered Assets	210	254	-18%	
Credit Book	**1,839**	**1,549**	**+19%**	**+5%**
Family Bankers	**1,670**	**1,632**	**+2%**	**+1%**
Customers	**292,241**	**265,530**	**+10%**	**+2%**

Business Update

April 2026 Business Results

€ mn

	Apr 2026	YTD 2026	YTD 2025
GROUP TOTAL NET INFLOWS	1,294	4,638	4,892
Managed Assets	831	2,701	3,148
- o/w Mutual Funds, U-L & Managed Accounts	*689*	*2,275*	*3,306*
Administered Assets	463	1,936	1,743

GROUP LOANS GRANTED	360	1,313	1,157

GENERAL INSURANCE PREMIUMS	22	82	72

Italian FA Networks - Ranking by Net Inflows

€ mn – totals by Group

	Q1 2026		
	Managed Assets	Managed Assets & Admin. Assets w/ Advisory fee	Total Net Inflows
Allianz Bank	1,966	1,974	2,372
Gruppo Fideuram/Intesa	1,588	1,550	2,565
Banca Mediolanum	**1,246**	**1,278**	**2,782**
Finecobank	813	1,133	3,435
Banca Generali	570	789	1,930
Credem	463	580	393
Mediobanca Premier	387	475	686
BNL - BNP Paribas	135	106	321
Zurich Italy Bank	124	155	444
Banca Widiba	53	143	229

* including Unit-Linked policies & Managed Accounts

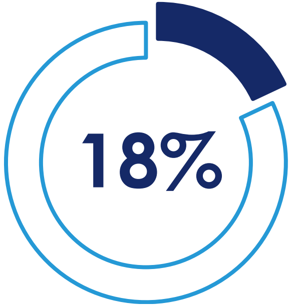
Source: Assoreti

Italian FA Networks - Market Share

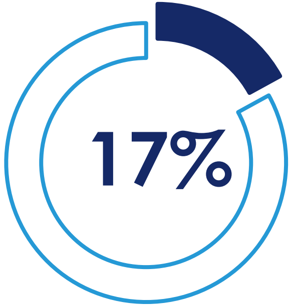
Q1 2026

■ BMED ☐ Other FA networks

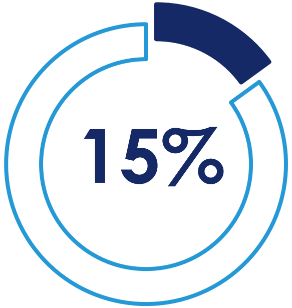
Total Net Inflows



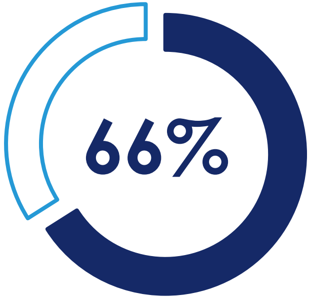
Net Inflows into Managed Assets



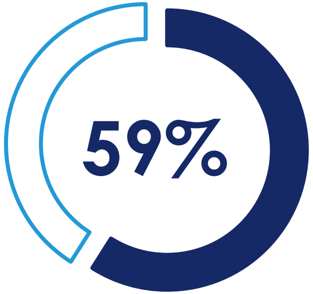
Managed Assets & Admin. Assets w/ Advisory fee



Mortgages Granted



Personal Loans Granted



General Insurance Gross Premiums

* including Unit-Linked policies & Managed Accounts

Source: Assoreti

Time deposits Promo Offers
2023-2026

- Promotions on time deposits have been **extremely effective in acquiring new liquidity** from both **new** and **existing customers**
- Proven **track-record of transforming deposits into managed assets** thanks to the advice of Family Bankers in implementing the **correct asset allocation**
- **Short duration (6M)** & **full flexibility to adjust cost of funding** with each edition according to rate environment

Edition	Annual Interest Rate (6 months)	Inflows	# Customers	o/w New customers	Time deposits transformed into managed assets (Target: 70%)
Q1 2023	4%	€ 1.9 bn	32,000	23%	✓
Q3 2023	4%	€ 0.5 bn	13,700	14%	✓
Q1 2024	5%	€ 2.2 bn	44,300	21%	✓
Q3 2024	5%	€ 1.9 bn	36,600	21%	✓
Q1 2025	4%	€ 1.8 bn	37,400	21%	✓
Q3 2025	3%	€ 1.5 bn	31,700	13%	50% as at Apr. 30
Q1 2026	3%	€ 1.7 bn	35,900	15%	In progress

Creating the NEXT Generation of the Network

NEXT

Pairing high potential new graduates to work as **junior assistants** ('Banker Consultant') with **senior Private Bankers & Wealth Advisors**

- 'Banker Consultants' initially receive **dedicated training programme** (Executive Master's) provided by Mediolanum Corporate University & supported with a **scholarship**
- Once fully licensed, the 'BCs' work alongside their senior PB/WA with **extensive on-the-job training**, managing **day-to-day duties & operations** as well as **smaller customers**
- The 'BCs' **free up time for the senior PBs/WAs** to focus on larger customers & new business development
- As remuneration they receive a **percentage of the senior PBs/WAs commission**, with a 3-year minimum monthly compensation
- This project assures an **increase in productivity** in the Network, **organic growth** and **generational renewal**
- **676 'BCs'** are already **working with their senior PB/WA** as licensed FA as at end of April
- **250 'BCs' currently training**

Automatic Investment Services

Investment services featuring automatic gradual switch into equity funds allowing customers to take advantage of dollar-cost averaging

- **Big Chance (2001)**
  - Capital is initially invested in money market fund
  - A portion of the assets is switched twice monthly into equity funds, investing the entire amount over 3/12-month period
- **Double Chance (2008)**
  - Capital is initially parked in a highly-remunerated deposit account
  - Allows customer gradual entry into equity & fixed-income funds, investing the entire amount over 3/24-month period
- **Intelligent Investment Strategy (2016)**
  - Capital is initially invested in money market fund
  - A portion of the assets is switched once or twice monthly into equity funds or U-L policy, investing the entire amount over 3/5-year period
  - Instalment amount automatically increases if equity fund value drops. Capital gains on equity >10% are switched back into money market fund to be reinvested over time
- **Intelligent Accumulation Plan (2020)**
  - Long-term instalment plan that shifts small amount of savings from current account to mutual funds monthly
  - Allows customers to gradually enter BMED equity & fixed-income funds
  - Instalment amount automatically doubled each month the fund unit price is 5% below the avg unit price of a customer

The 'Double Chance' Service

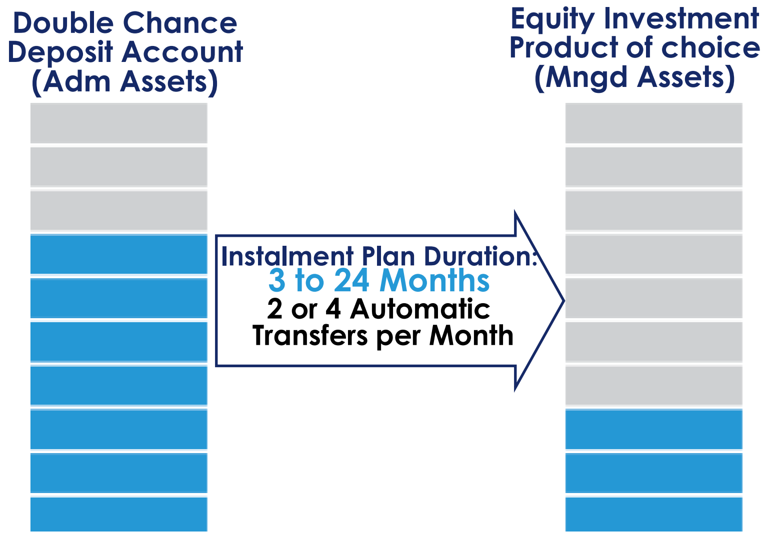
Launched June 2008

- A **long-term investment strategy**/service that allows the retail investor to **gradually enter the global financial markets** via Mediolanum investment products, while mitigating the effects of volatility & taking advantage of dollar-cost-averaging

- Capital is initially parked in a **highly-remunerated deposit account** (rates currently offered: up to 2.50% annual according to selected duration & asset class)

- Allows customer gradual investment into **equity or high-yield funds** over **3/24-month** period, automatically transferring the established amount 2 or 4 times a month

- Interests of the deposit account automatically credited to the customer's checking account



The 'Intelligent Investment Strategy' Service (IIS)

Launched June 2016

- A **long-term investment strategy**/service (10+ yrs, € 30k+) that allows our customers to **gradually enter the equity markets** in order to take advantage of the overall growth of the world economy

- **Designed to remove emotional barriers** associated with equity investments by making rational choices at the beginning of the plan rather than during crises or volatile markets

- The amount invested is first put into a **money market fund**, and then **fully converted into** Mediolanum **equity funds** or **MyLife U-L wrap account** over **3-4-5 years**, through automatic transfers 1-2 times per month

- Thanks to the **Automatic Step-In/Step-Out** feature, when the **unit price of equity funds** has a **strong decrease*** the **transferred amount** is **multiplied accordingly**.
  Vice versa, in case of an **extraordinary increase** (+10% or 20%), the **capital gains** are **shifted back into the money market** fund

* versus each customer's average purchase price

INTELLIGENT INVESTMENT STRATEGY

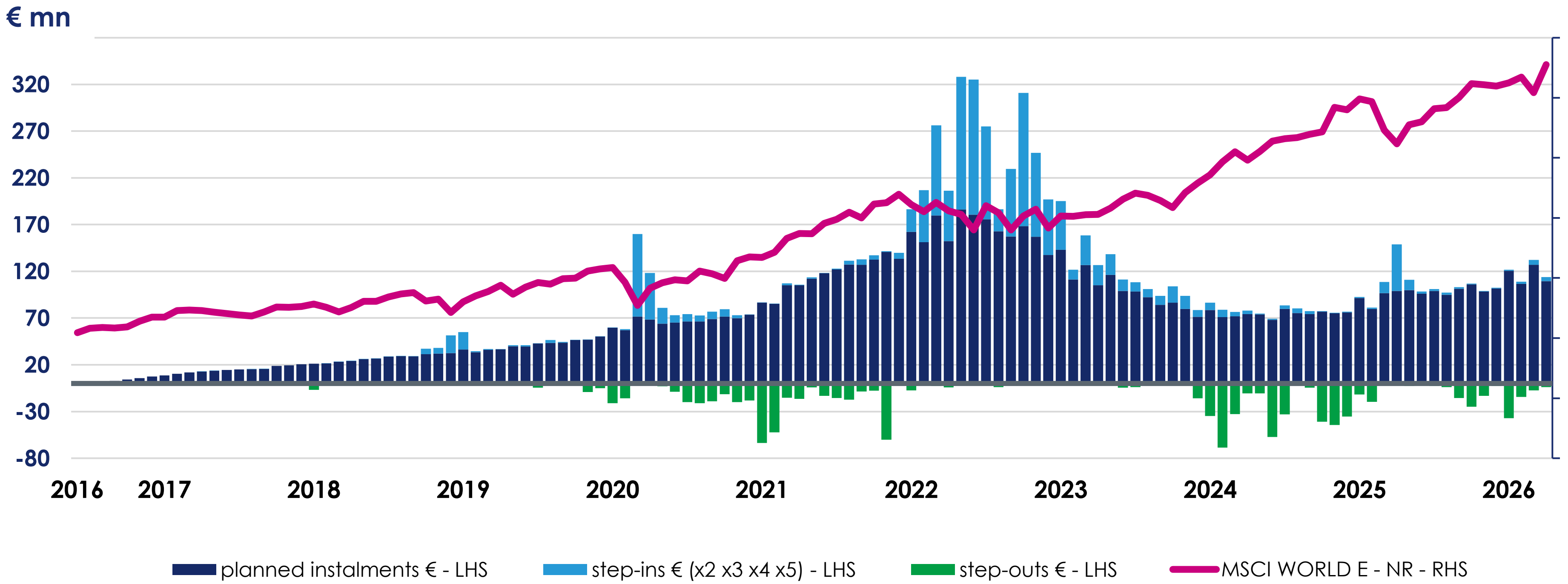
Equity Fund Unit Price	Installment amount
5% to 10% decrease	X2
10% to 15% decrease	X3
15% to 20% decrease	X4
20% or more decrease	X5

The 'IIS' service at work

Launched June 2016

'Market crises are buying opportunities': not just a slogan

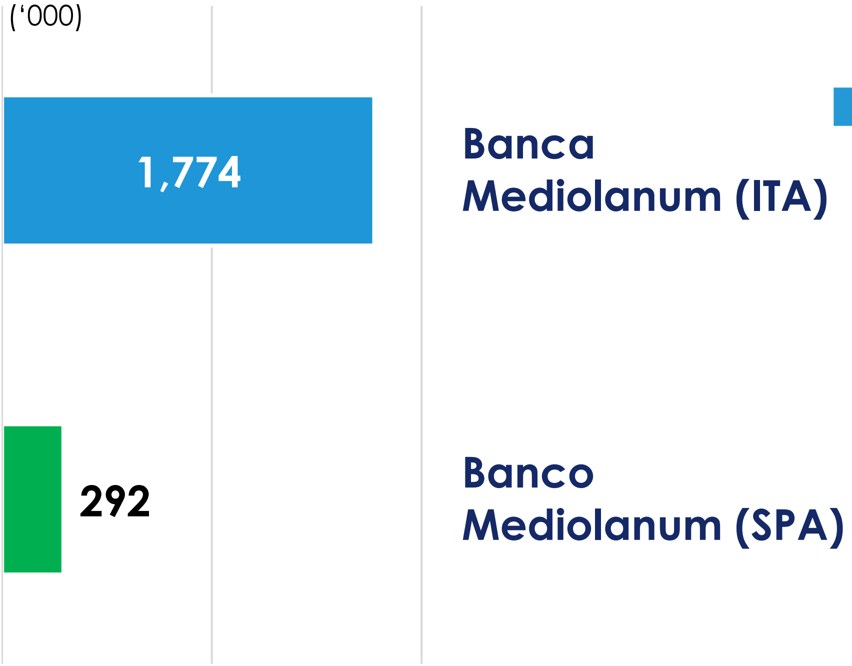
Step ins & step outs reduce avg unit price on investments, allowing **customers to benefit from market volatility.**
€ 5.5 bn of money market managed assets are bound to be transferred **from monetary funds into equity** through **planned instalments & step-ins** over the next 3-5 years, **supporting average recurring revenues**.



Group Customer Base

as at 31/03/2026

Total Customers
2,067k



End Goal:
to be the Customer's Primary Bank

1,473k hold a bank account

- **68%** use BMED as **Primary Bank** (internal data analytics)
- **38%** use BMED as the **Only Bank** (2025 survey)

Mediolanum Facts

Banca Mediolanum at a Glance

Data as at 31.03.26

- A **leading Italian asset gatherer** focused on the **Italian and Spanish retail markets**
- A **vertically integrated model** with **full control over the value chain**, from manufacturing to distribution
- A **comprehensive financial services offering** across banking, investing and insurance
- A **multi-channel platform** with **no traditional physical branch network**

Bank Customers
> 2 mn

Employees
> 4,100

Licensed Financial Advisors (Family Bankers)
7,000

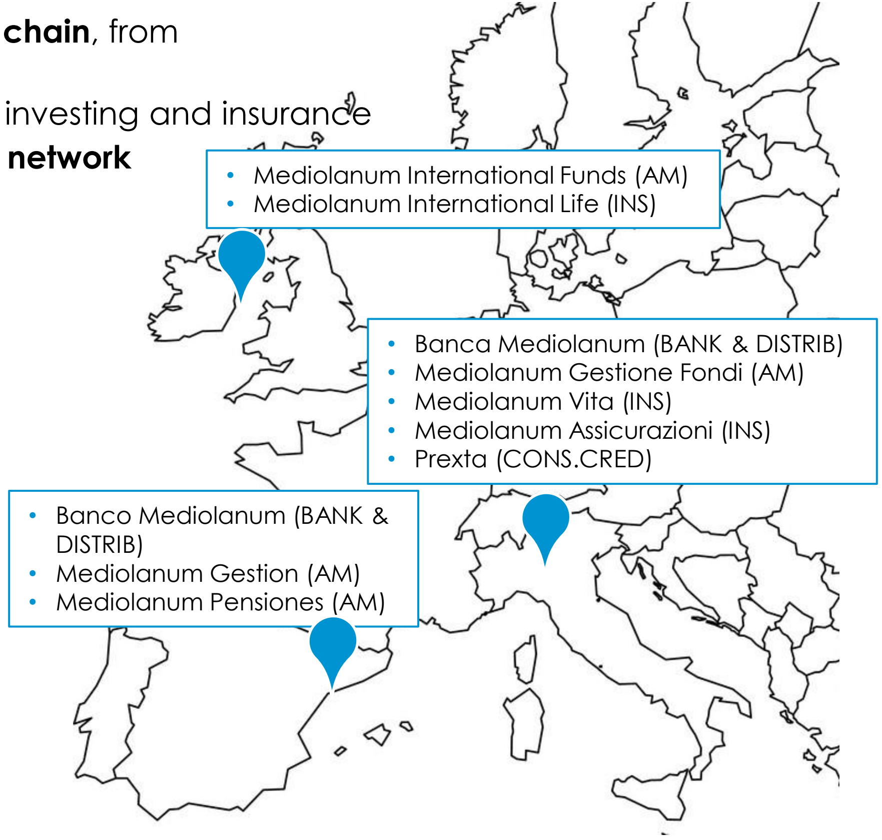
ROE
10-yr avg: 21.8%
2025: 29.1%

Total Assets (AUA/AUM)
> € 154 bn

CET1 Ratio
22.8%

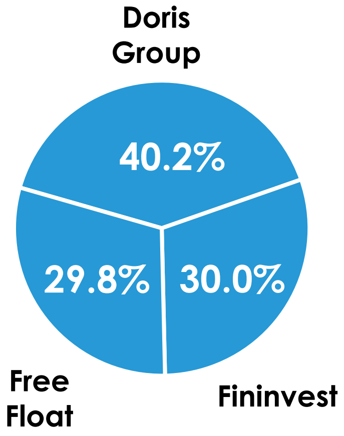
Credit Book
€ 19.2 bn

Net NPE Ratio
0.75%



BMED Shareholders & Group Structure

as at 31/03/2026



BANKING
100%

- Banco Mediolanum
- Mediolanum Fiduciaria

ASSET MANAGEMENT
100%
(direct & indirect ownership)

- Mediolanum Gestione Fondi — 100% Banca Mediolanum
- Mediolanum International Funds — 93% Banca Mediolanum, 7% Banco Mediolanum
- Mediolanum Gestion S.A. — 100% Banco Mediolanum

INSURANCE
100%

- Mediolanum Vita
- Mediolanum International Life
- Mediolanum Assicurazioni

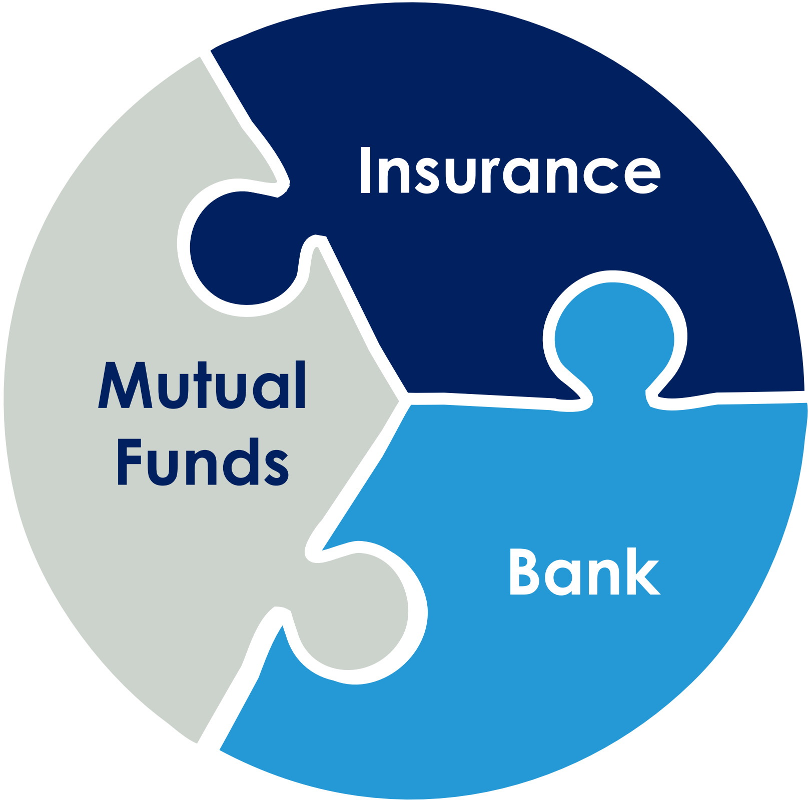
OTHER
100%

- Flowe
- Prexta
- Mediolanum Comunicazione

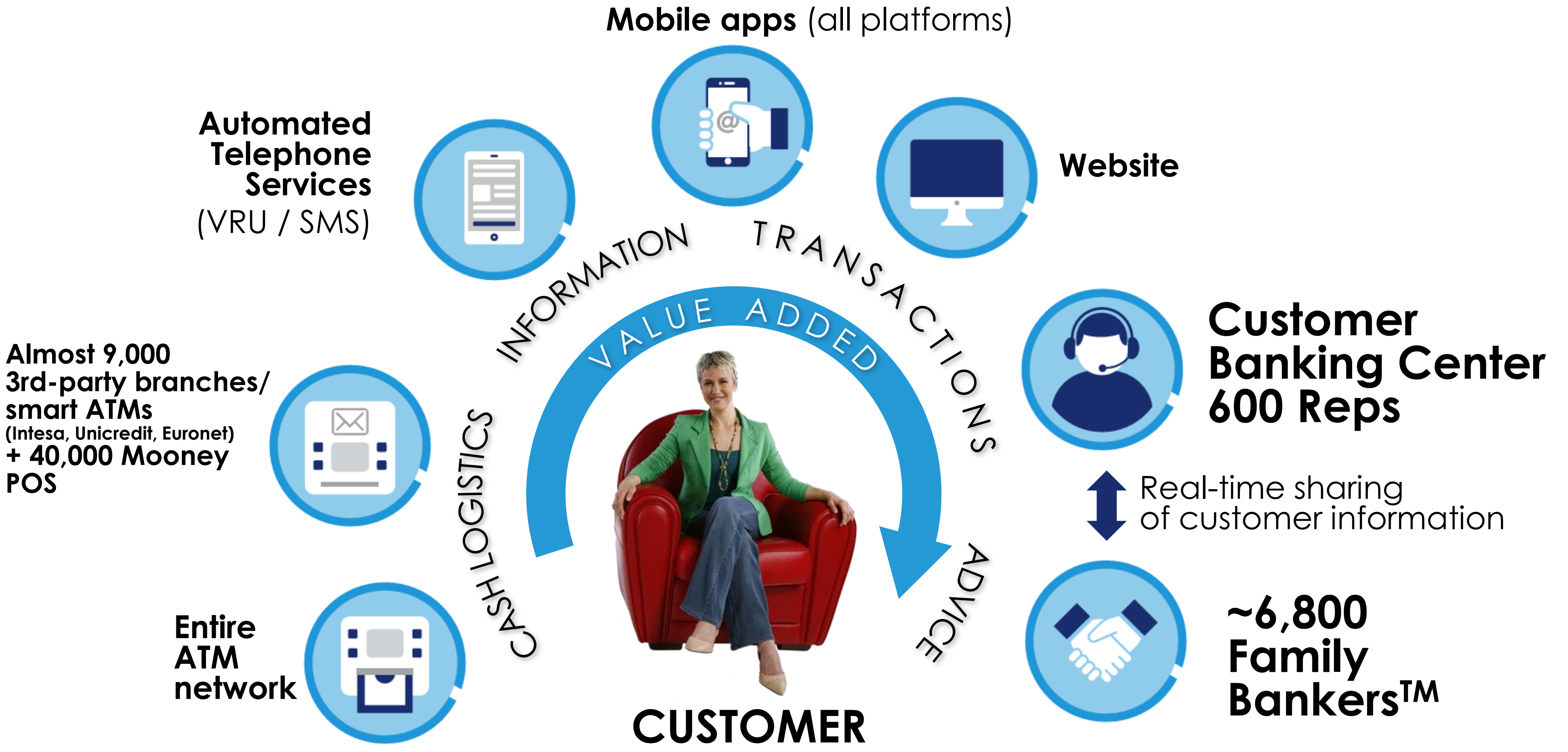
All companies Italy-based unless otherwise indicated

Banca Mediolanum's Integrated Business Model

- We and our Family Bankers operate as **one single integrated platform**, delivering the solution that best fits each customer's needs **across banking, protection and investments**
- The **Bank** (established in 1997) plays a distinctive role as the natural **entry point for building customer savings**
- It is also the area where **service quality** is **most tangible** and most easily appreciated by customers
- As such, it is the **primary gateway** for new **customer acquisition**



Banca Mediolanum's Multi-channel Model



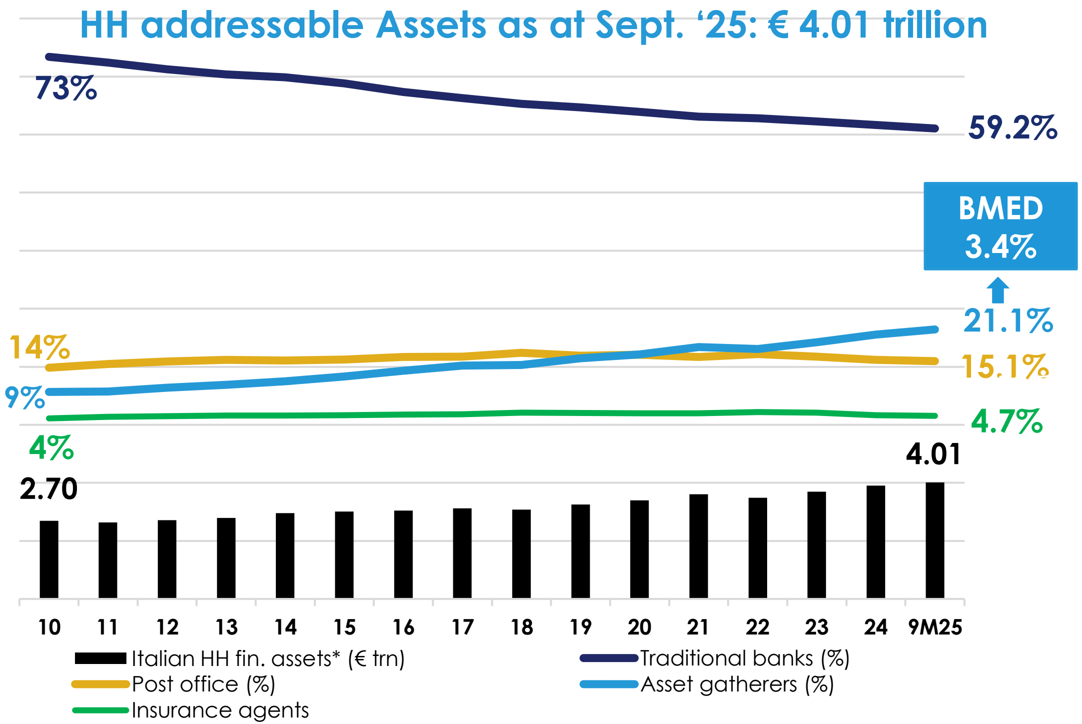
Where personal advice meets direct banking convenience

Family Bankers: the human touch ⇨ Customers: freedom in banking

- **Entrepreneurial exclusive Family Bankers with a strong advisory mindset**
  ⇨ Advice and support anytime, anywhere
- **Trained to address the full spectrum of household financial needs**
  ⇨ A single point of contact across banking, investments and protection
- **Aligned with Mediolanum's view of banking as a powerful acquisition and long-term relationship anchor**
  ⇨ Support extending beyond investments to everyday banking needs
- **Direct channels seen as a source of synergy, not competition**
  ⇨ The convenience of direct banking, with the reassurance of a trusted advisor

Italian Household Financial Assets

Over the last few years, asset gatherers have outgrown traditional banks and steadily gained market share



Asset gatherers have been gaining ground mainly thanks to:

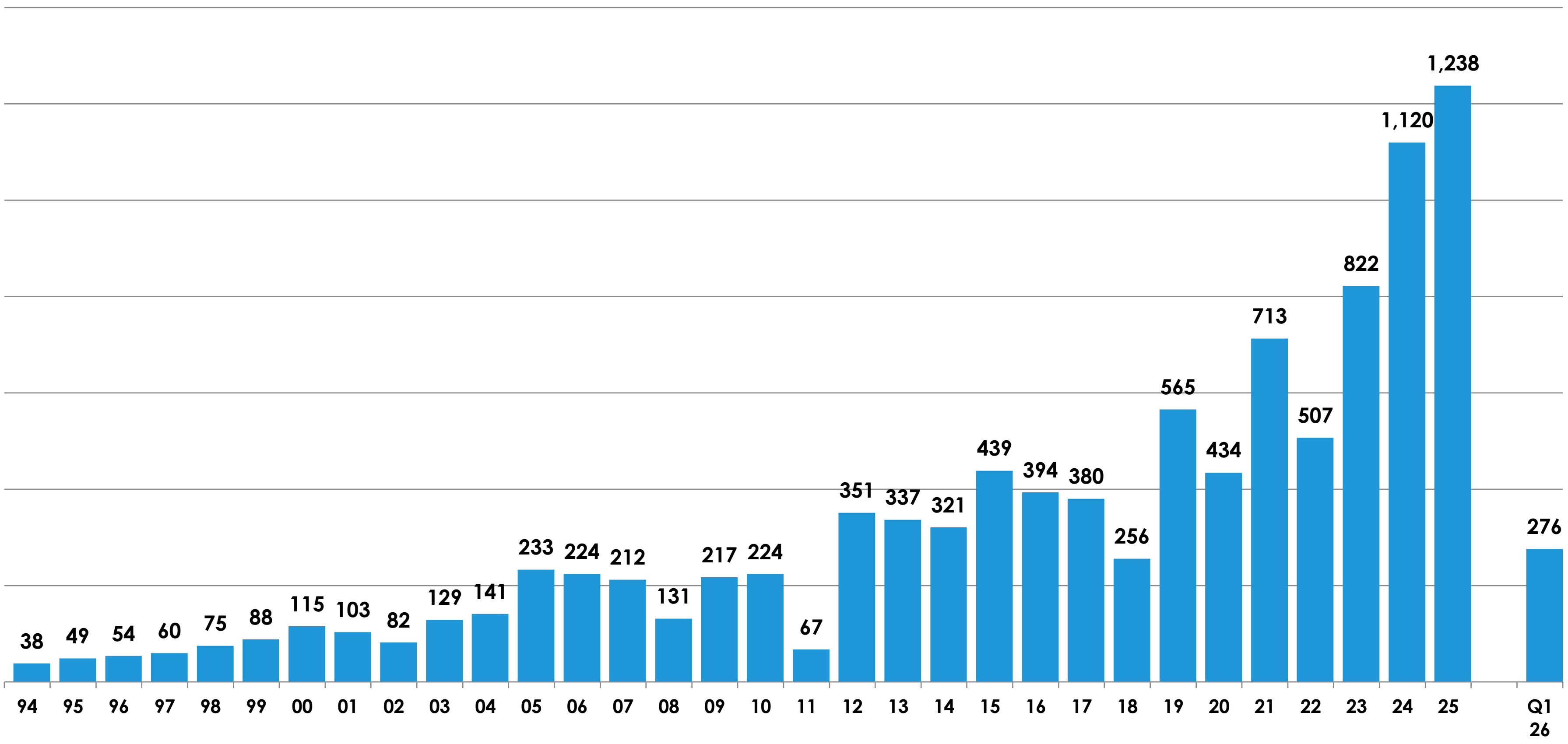
- A meaningfully **higher service model**
- More **specialised and personalised advice**
- **Solutions** built around **customer needs**
- **A more relevant product offering**
- Strong appeal for experienced **professionals from traditional banks**

(*) Includes deposits, administered & managed assets. Does not include real estate, shares of unlisted companies, TFR (end-of-service pay)& cash, as these assets are a non-addressable market for financial institutions. **Total wealth** of Italian households – all items included - is equal to **€ 6.27 trn in 2025**.

Source: BMED & Prometeia

Net Income Trend

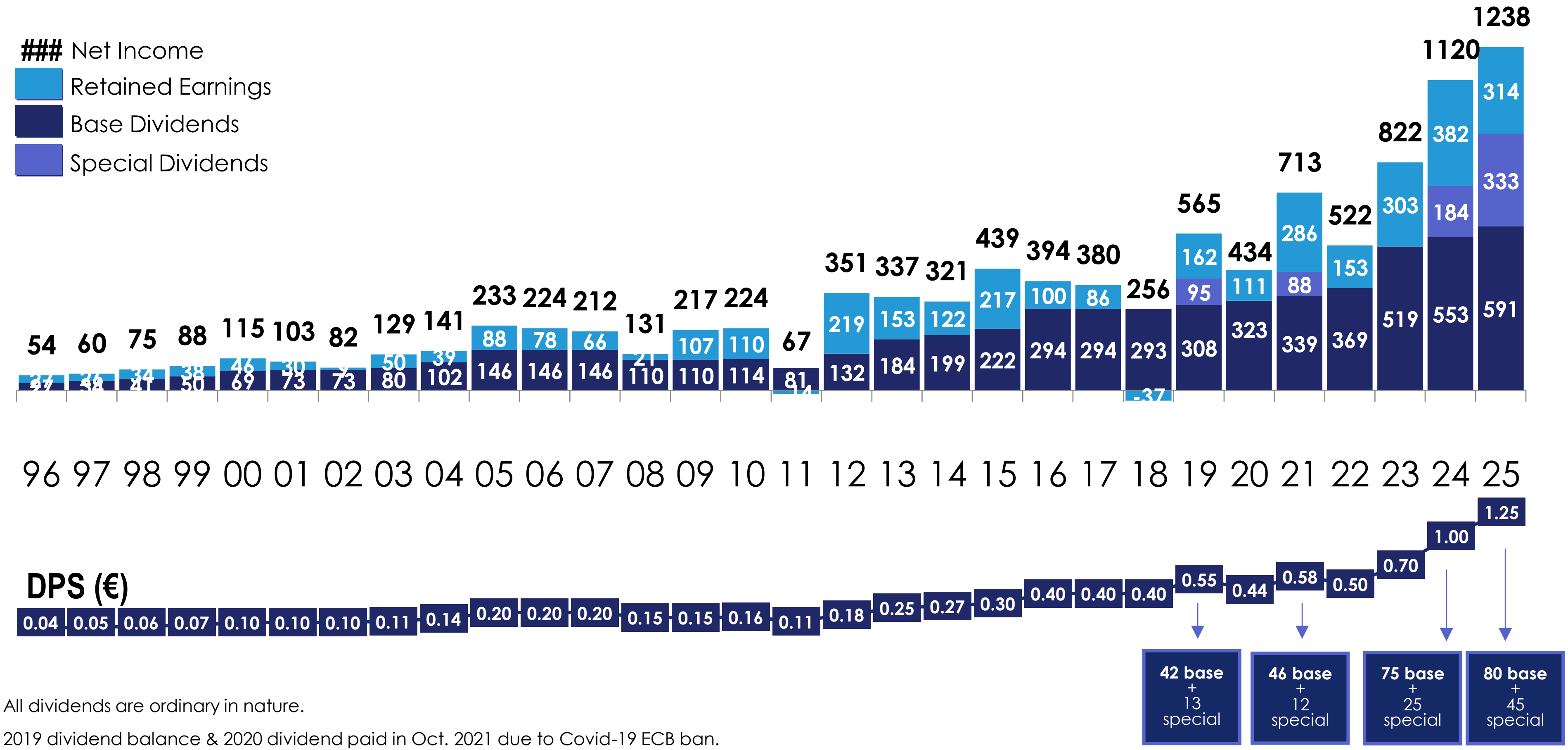
€ mn



2008 & 2010: adjusted net income excluding effects of 'Lehman Brothers' operation

Dividend Payout

€ mn

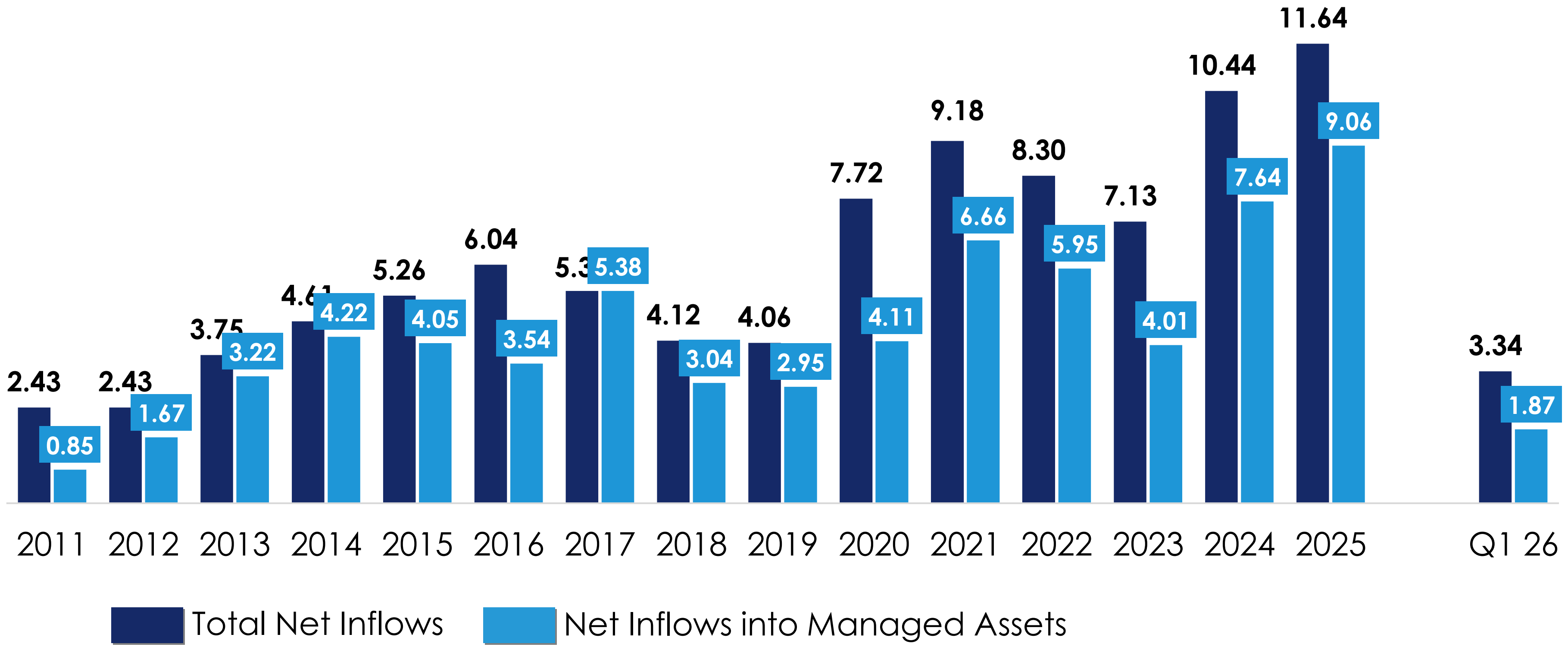


All dividends are ordinary in nature.

2019 dividend balance & 2020 dividend paid in Oct. 2021 due to Covid-19 ECB ban.

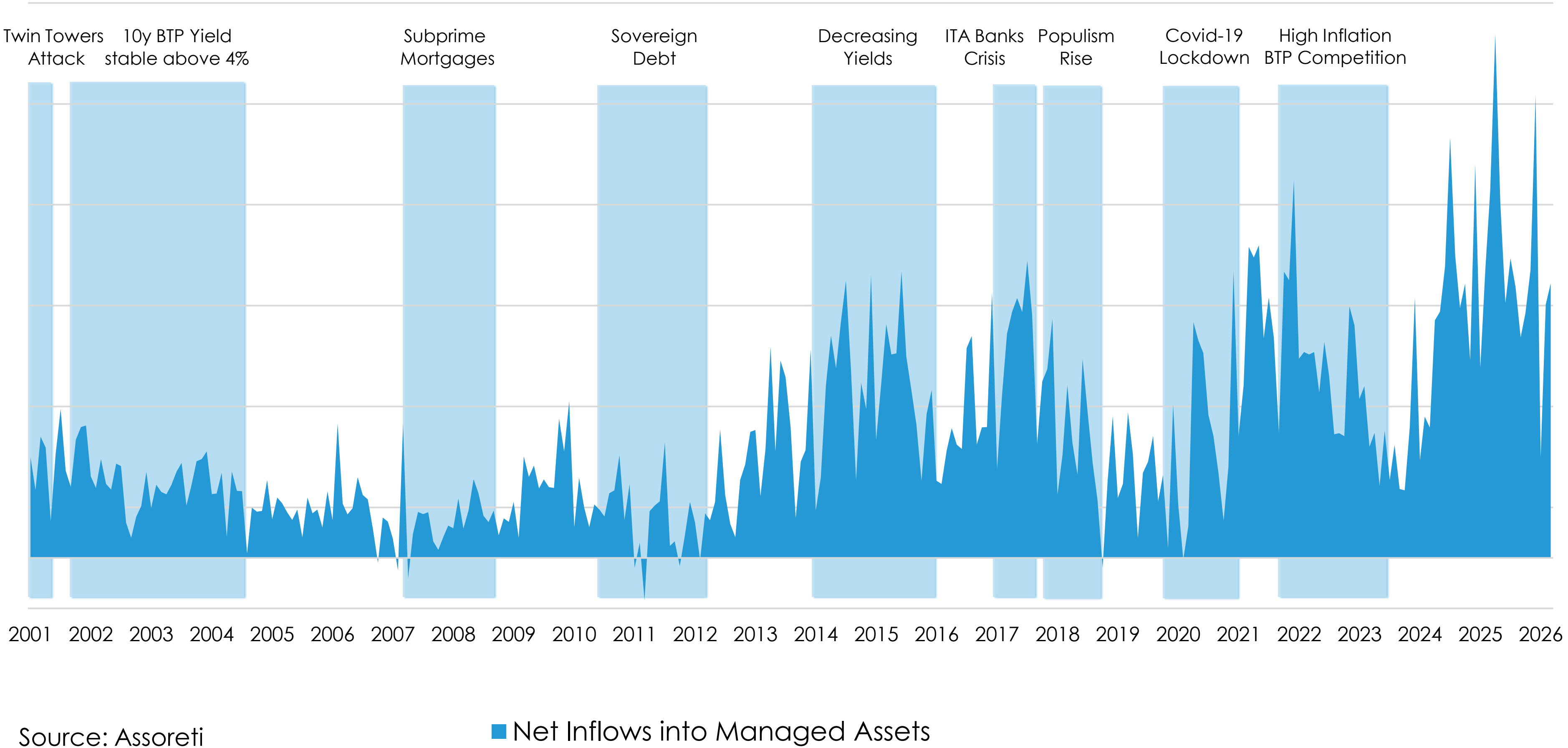
Net Inflows Trend

€ bn



BMED: 25 Years of Consistent Net Inflows

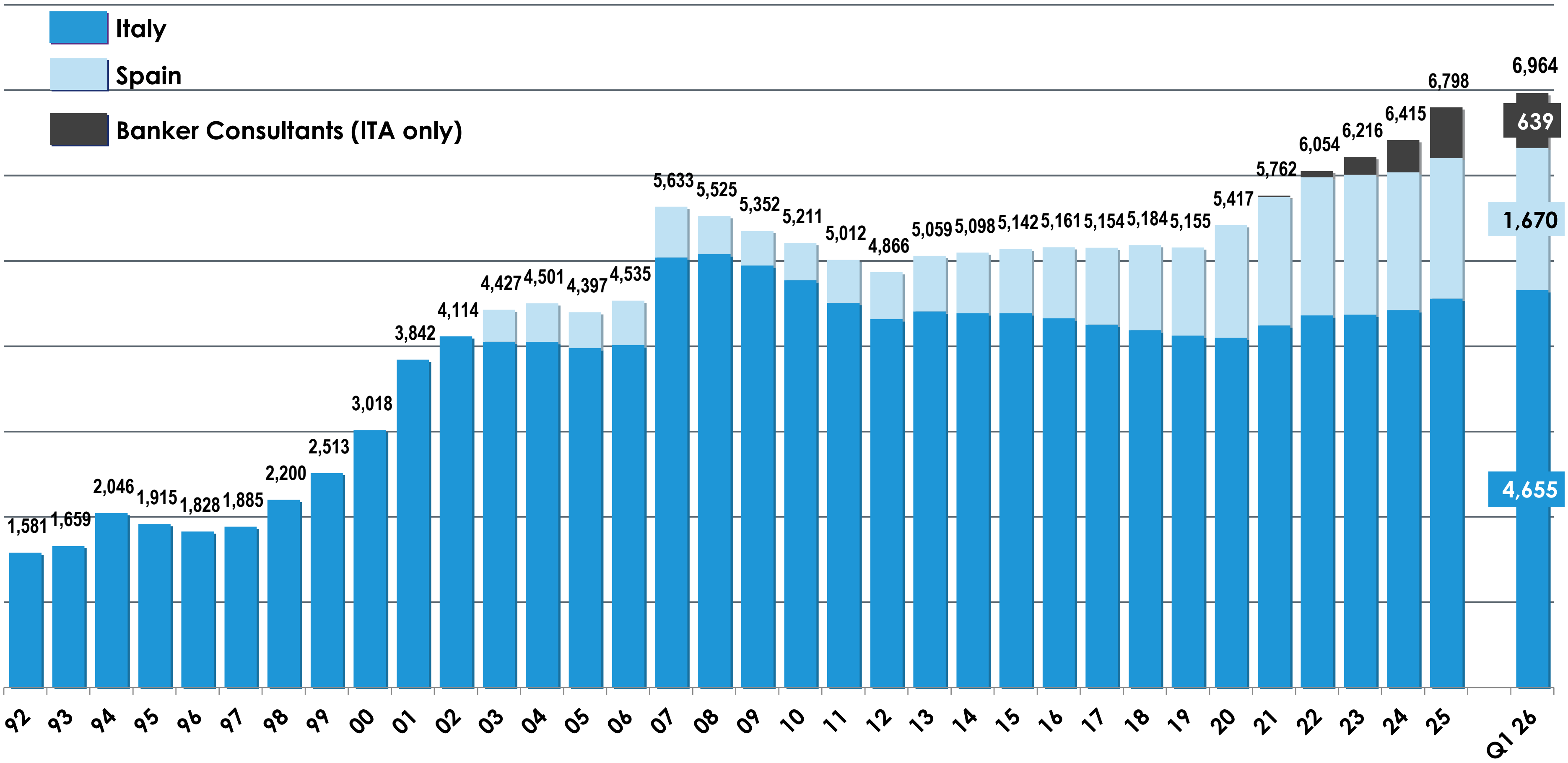
Anti-cyclical flows mean better performance for customers thanks to dollar-cost-averaging



Source: Assoreti

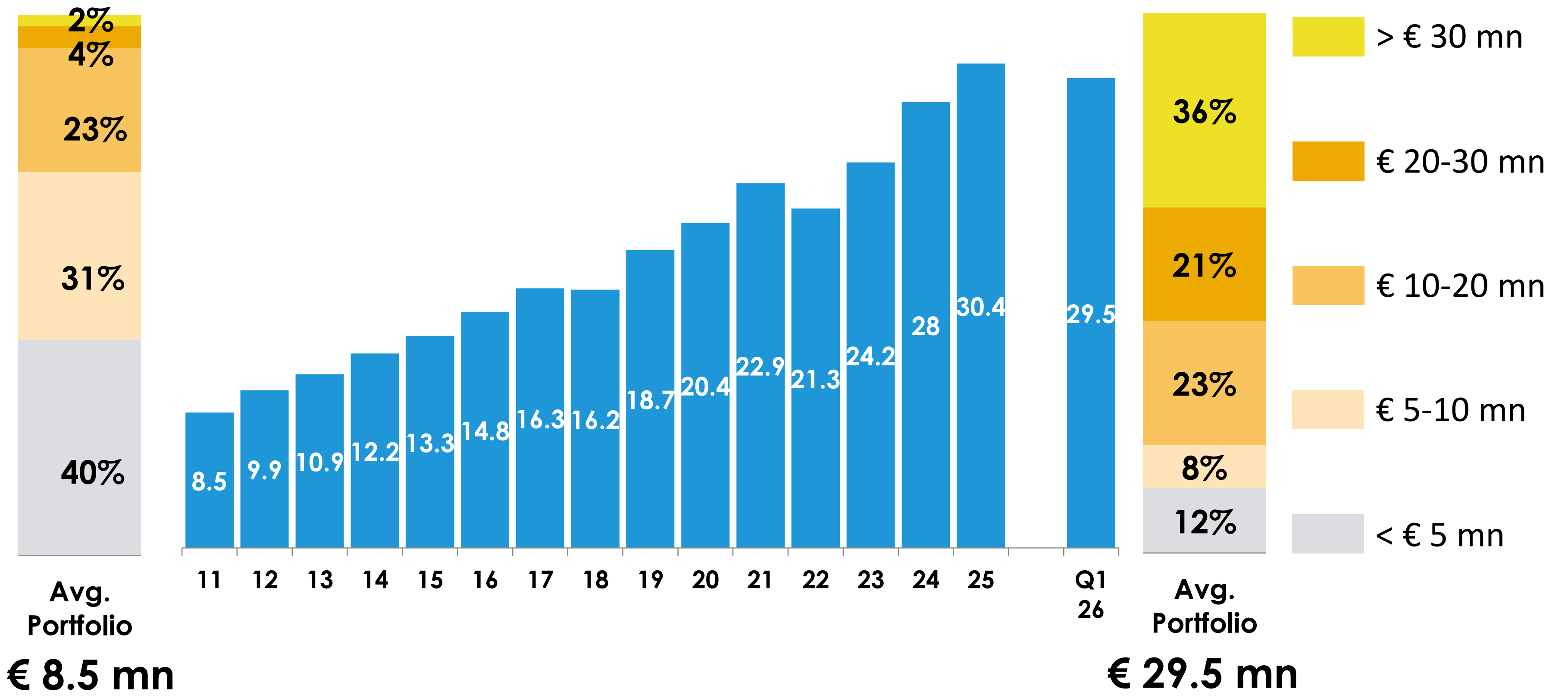
Family Banker Network

Group Licensed Financial Advisors



Italy - Average Assets per Family Banker

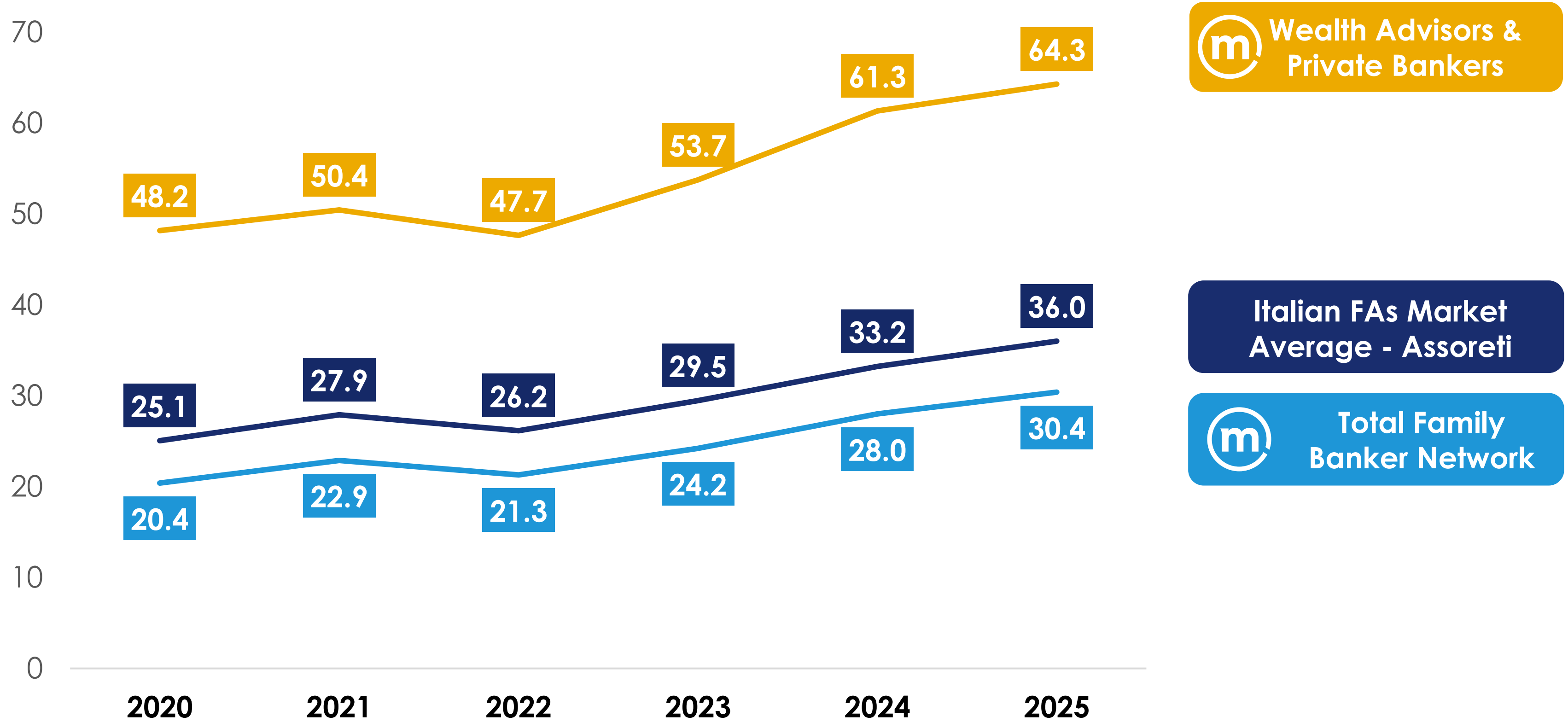
€ mn



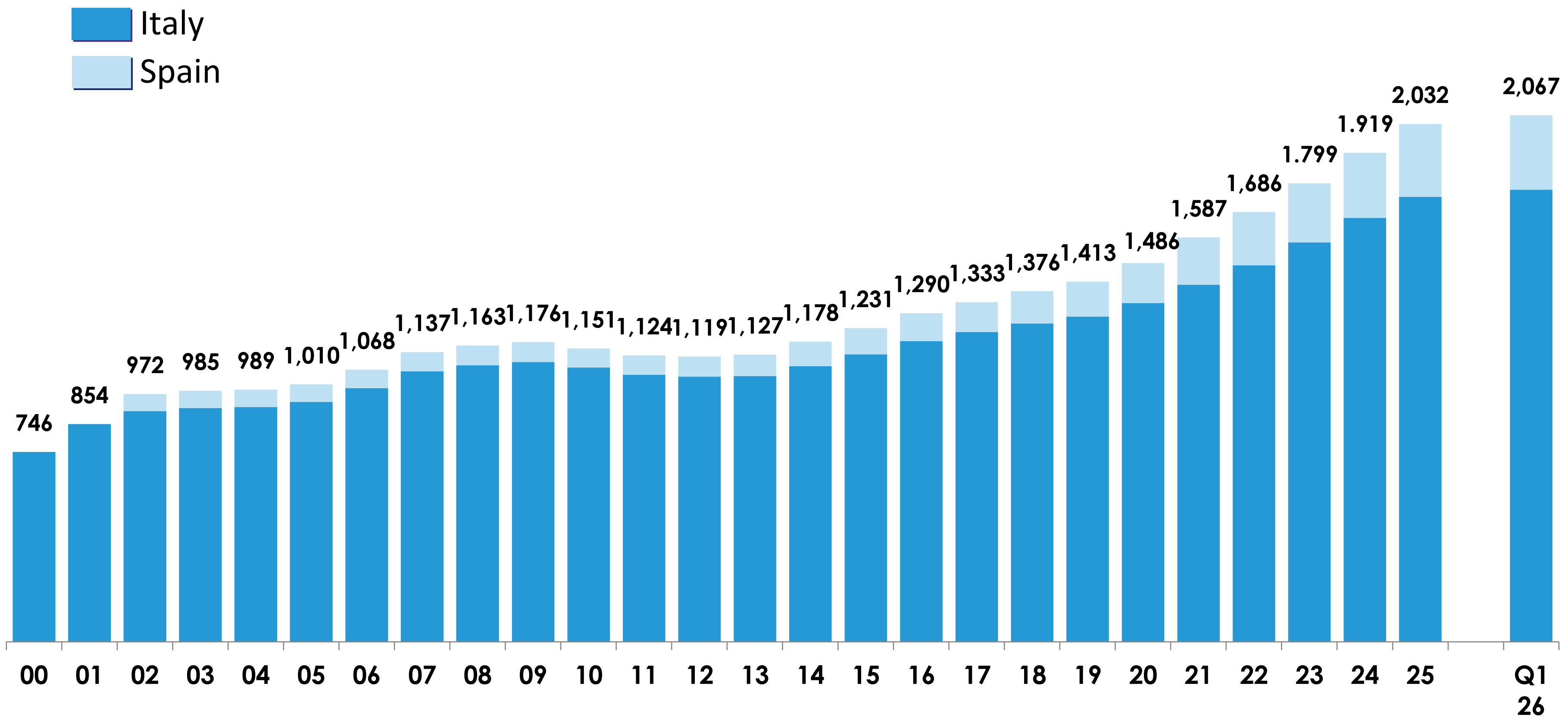
Banker Consultants are excluded

Top-Tier Bankers: Productivity continues to rise

Italian Network Average Total Portfolio - € mn per advisor

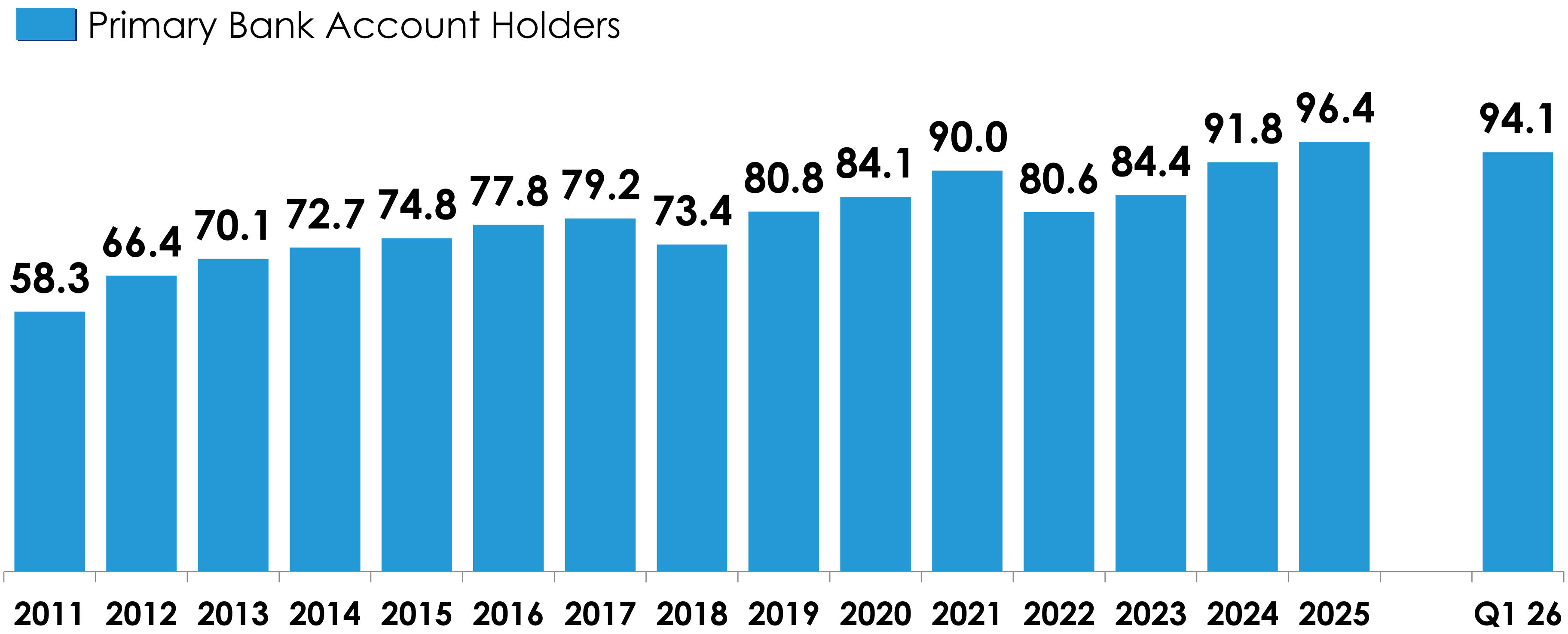


Total Customers
('000)



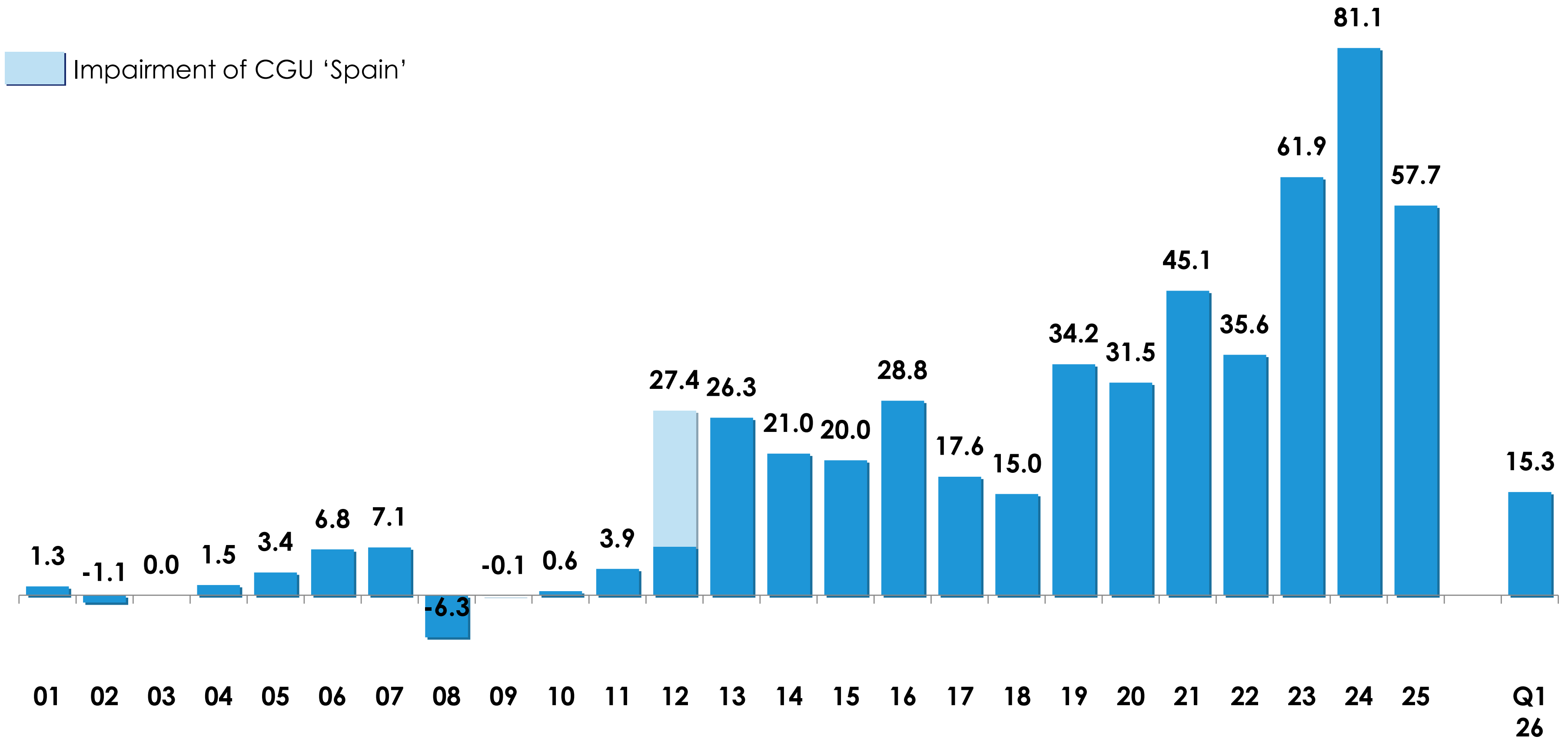
Italy - Average Assets per Customer

€ thousands



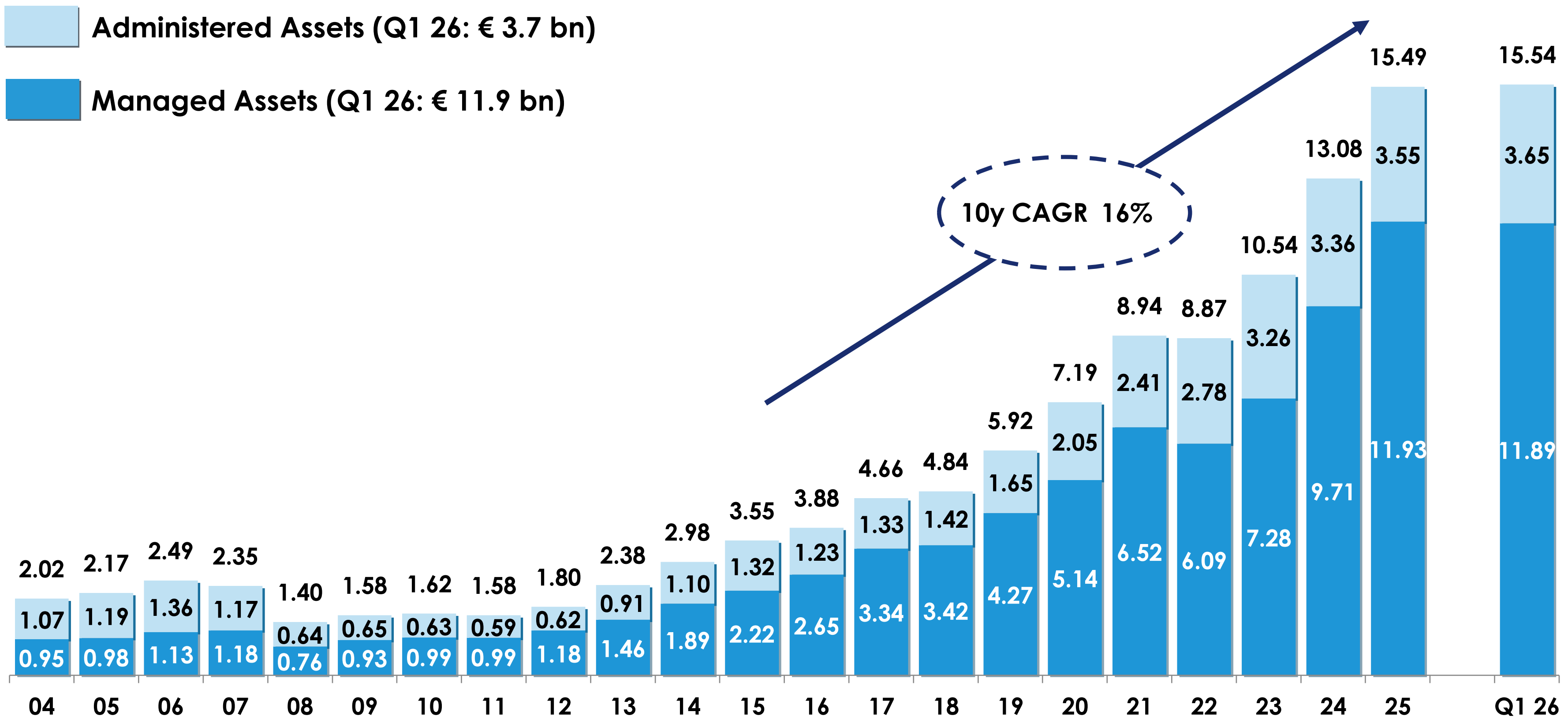
Spain - Net Income

€ mn



Spain - Assets under Administration

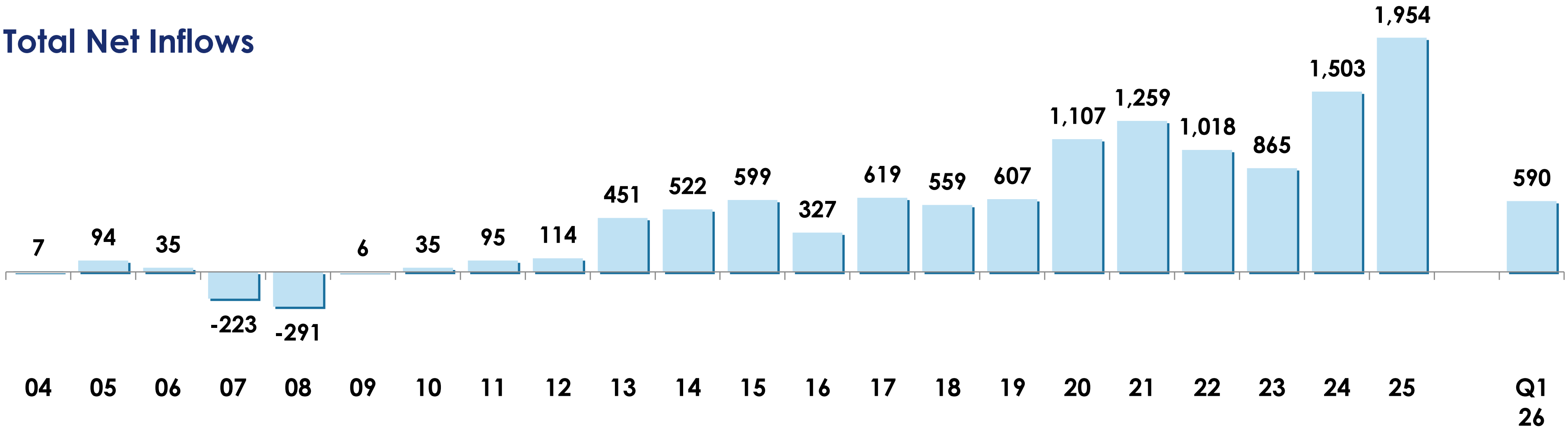
€ bn



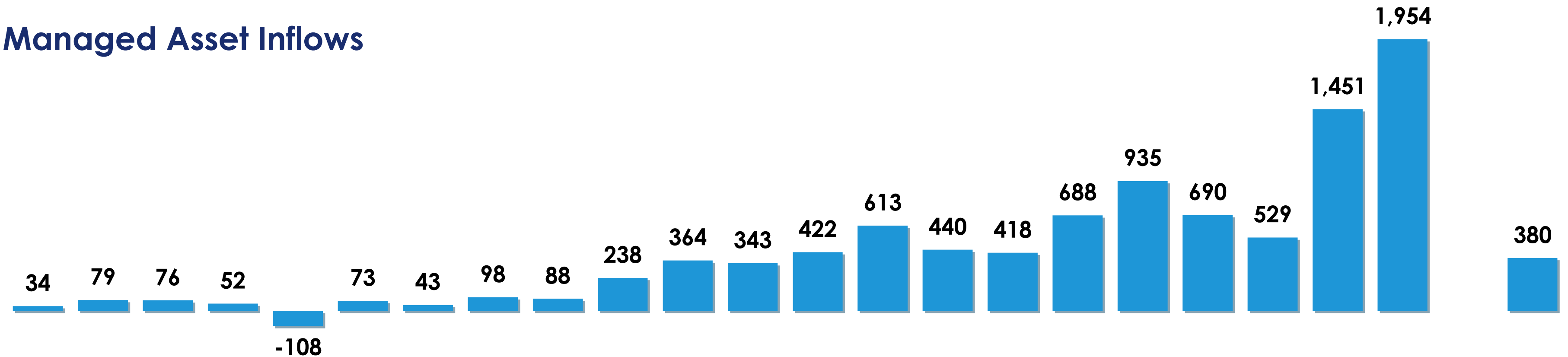
Spain - Net Inflows Trend

€ mn

Total Net Inflows

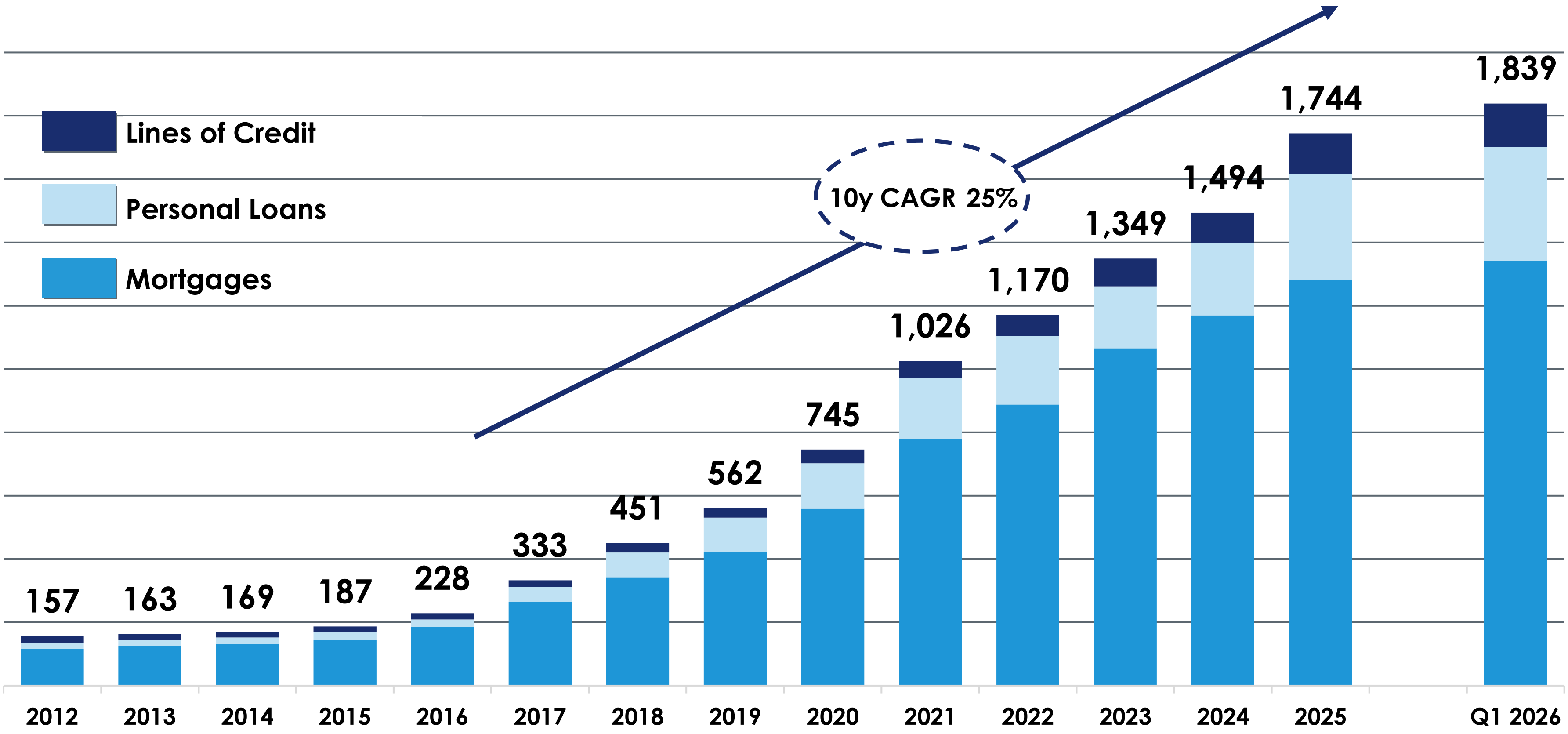


Managed Asset Inflows

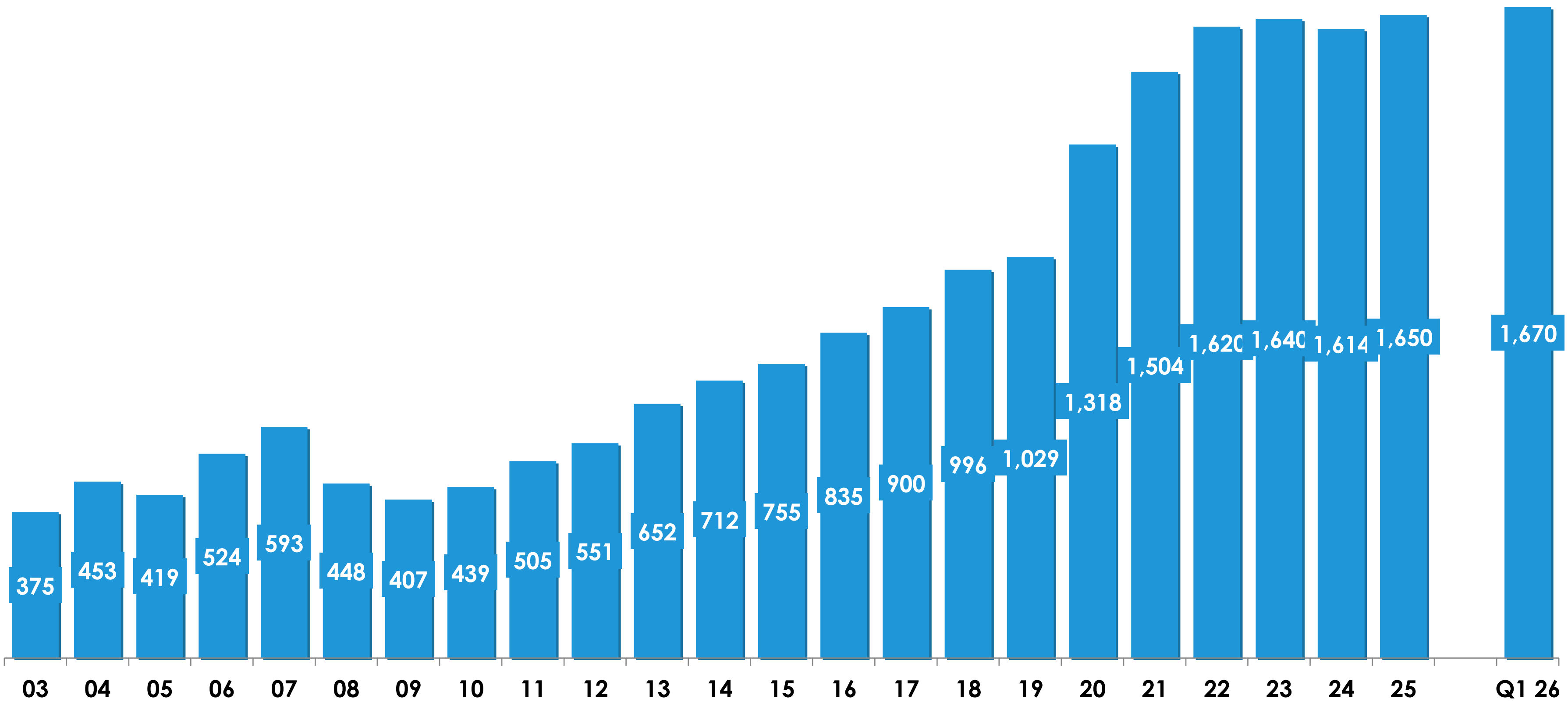


Spain - Credit Book

€ mn



Spain – Family Banker Network



Banking Book Composition

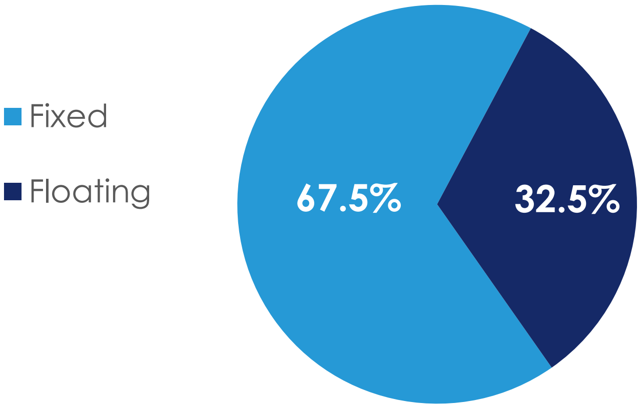
€ bn – nominal value – as at 31/03/2026

Banking Book: € 18.7 bn (nom. values)

Portfolio

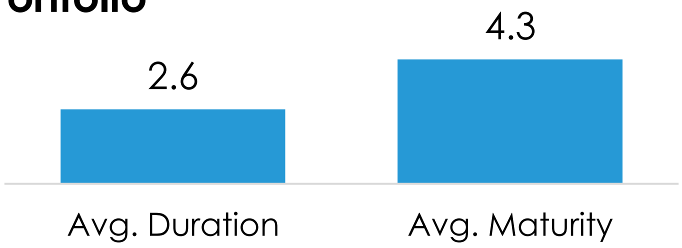
No sensitivity to ITA spread as the entire book is measured at amortised cost (HTC)

Rate Type



Sector	%
Government	97.9%
Financial	2.1%
Govies	%
Italy	67.2%
Spain	13.3%
Other EU Countries	19.5%

Portfolio



Prudent & very flexible approach thanks to short duration & very low risk appetite

Our investment strategy explains the consistency of our inflows & transfers 'technical performance' into 'customer performance'

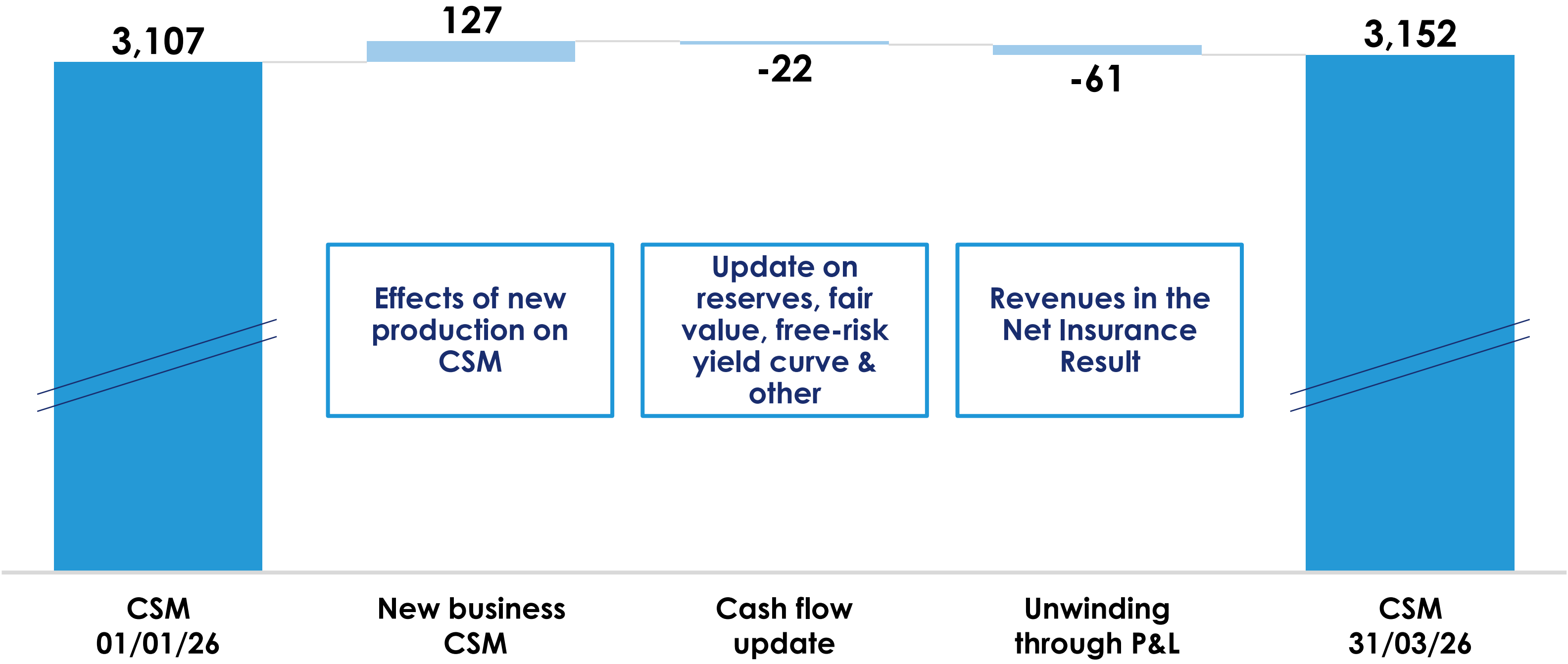
- We advise our customers proposing products & services that correspond to each of their **specific needs**
- Investor needs remain fundamentally the same, they are **not influenced by market crises**
- We do not engage in stock-picking, tactical asset allocation decisions, or market-timing
- We recommend a series of **diversification criteria**, the most important being **time horizon** (5D Strategy)
- **Equity** investments are only considered for the **long term** (>10 yrs) and are diversified across the **global economy** to further reduce risk
- We strongly advise investors who have a long-term outlook to view **market crises as buying opportunities**

Contractual Service Margin

€ bn

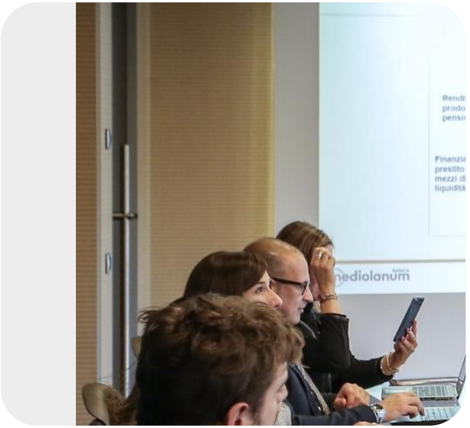
CSM is the new key metric showing size and stability of revenues ready to be recognised in future years

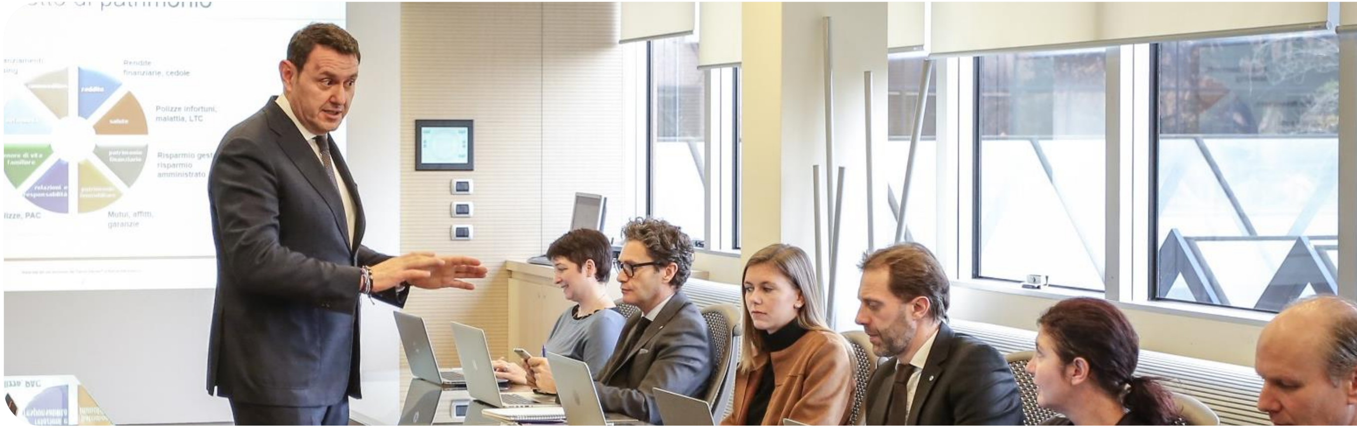
Greater visibility on future earnings from insurance business



Mediolanum Corporate University

- Inaugurated March 2009
- Centralises our training know-how, in coordination with top universities, professors and individuals who are experts in the field
- Provides our Family Bankers & employees with a resource for life-long education
- Develops financial education programs dedicated to our customers & the community



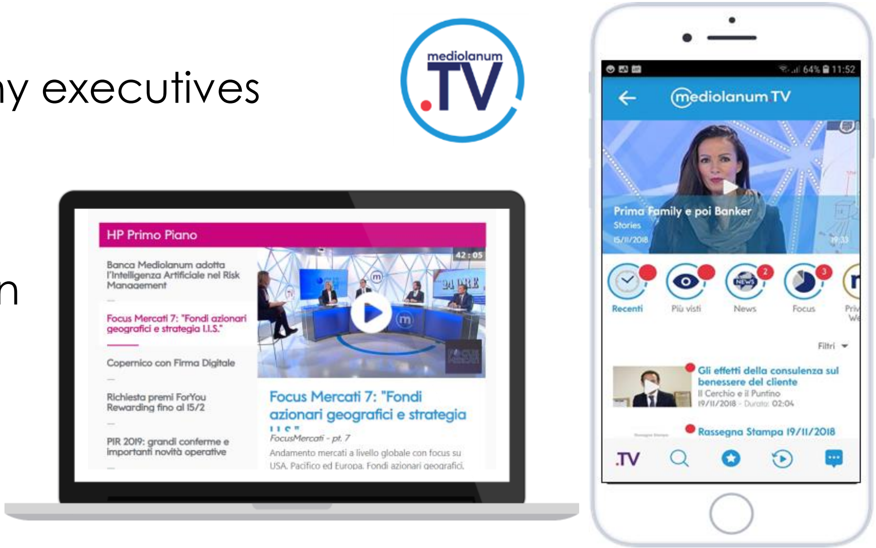


Corporate TV Channel

A proprietary state-of-the-art tool established in 1989

Online programs to train, motivate & communicate with our Family Bankers

- Financial news commented by top company executives
- Company news & product information
- Online training course support
- Inspirational thoughts for personal motivation & sales techniques



Daily specials dedicated to crisis-related topics were added to the ongoing programming in 2008/2009, 2011, 2018, 2020, 2022 & 2026

Marketing Events

- **13 nation-wide in-person events**, with over **2,000** attendees & **1 million** digital viewers in **2025**
- Over **3,000 digital/in-person events** organised by Family Bankers: over **200,000 attendees**

Results are measurable:

- Net inflows into managed assets of invited customers in the 3 months post-events
- Expenses are reimbursed to Family Bankers only if set commercial target is met
- Average commercial value of media coverage is also regularly tracked

Top Performer in Customer Experience

Ipsos Doxa Survey – Customer Satisfaction 2025

Solid customer relationship is built on best-in-class service delivery both human & digital

Overall Satisfaction	Perceived Value	Digital Platform	Financial Advisor Interaction
Customer Satisfaction 95% Market Avg: 93%	**Comprehensiveness of Offer** 84.1 Market Avg: 76.9	**Mobile App Satisfaction** 82% Market Avg: 71%	**Overall Satisfaction** 92% Market Avg: 63%
Net Promoter Score 63.1 1st Bank in Italy Market Avg: 21.9	**Value for Money** 77 Market Avg: 70.9	**App Store Rating** Android 4.7 Apple 4.5	**Availability** In 2025 Family Bankers had **9 contacts** on average with their customers
Customer Retention 96%	**Focus on Sustainability** 83.4 Market Avg: 70.2		

Source: BMED; Ipsos Doxa Survey Customer Satisfaction 2025; Play Store & Apple Store

The 3rd best known bank brand in Italy

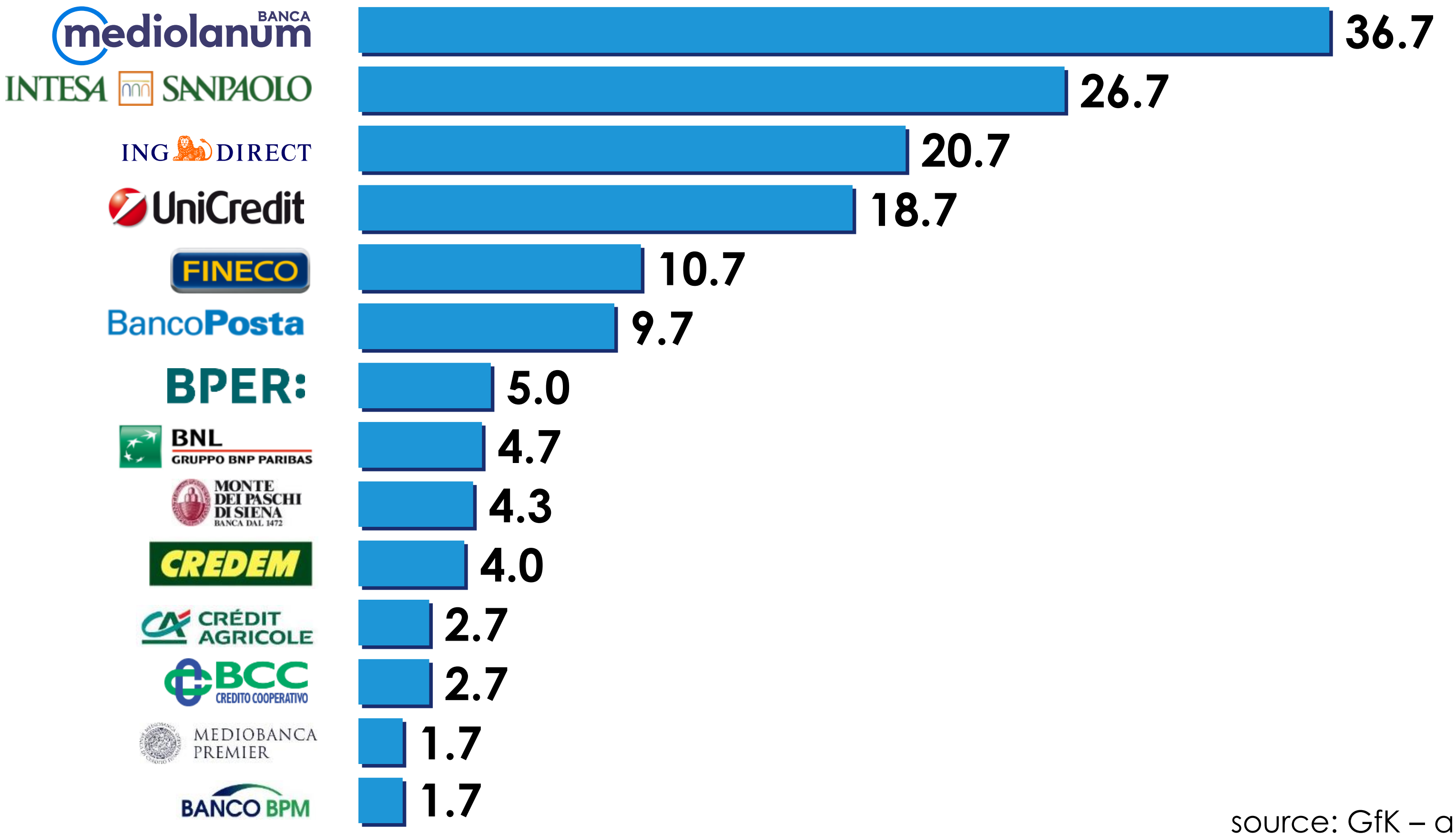
Spontaneous brand awareness – Italian banks – March 2026

INTESA SANPAOLO	69%
UniCredit	56%
BANCA mediolanum	46%
MONTE DEI PASCHI DI SIENA BANCA DAL 1472	31%
BancoPosta	31%
ING DIRECT	28%
BANCO BPM	18%
FINECO	17%
BPER: Banca	17%
BNL GRUPPO BNP PARIBAS	17%

source: GfK – an NIQ company

The most memorable adv in the banking industry

Spontaneous recall of advertisement – Italian banks –Q1 2026



source: GfK – an NIQ company

Grandi patrimoni – Delivering Excellence

- An **ecosystem of high-end services** for the customer with more complex needs & portfolios above €2 mn
- **Opt-in contract** that Private Bankers and Wealth Advisors may offer to **customers at their discretion**
- **Strong service differentiation** and involvement of HQ teams to deliver **best-in-class expertise**

Main features:

- **Advanced advisory** (Fee on top) including a selection of ETFs & Securities
- **Dedicated products** (Credit, Managed Accounts, Certificates, Private Markets)
- **Wealth Management** (Wealth & Financial Planning, Family Holding Management, Family Governance)
- **Investment Banking** (Company Check-up, IPOs, Bond issuances, M&A, Company Sale)
- **Fiduciary Services & Trusts**

The development of the digital customer: selfy

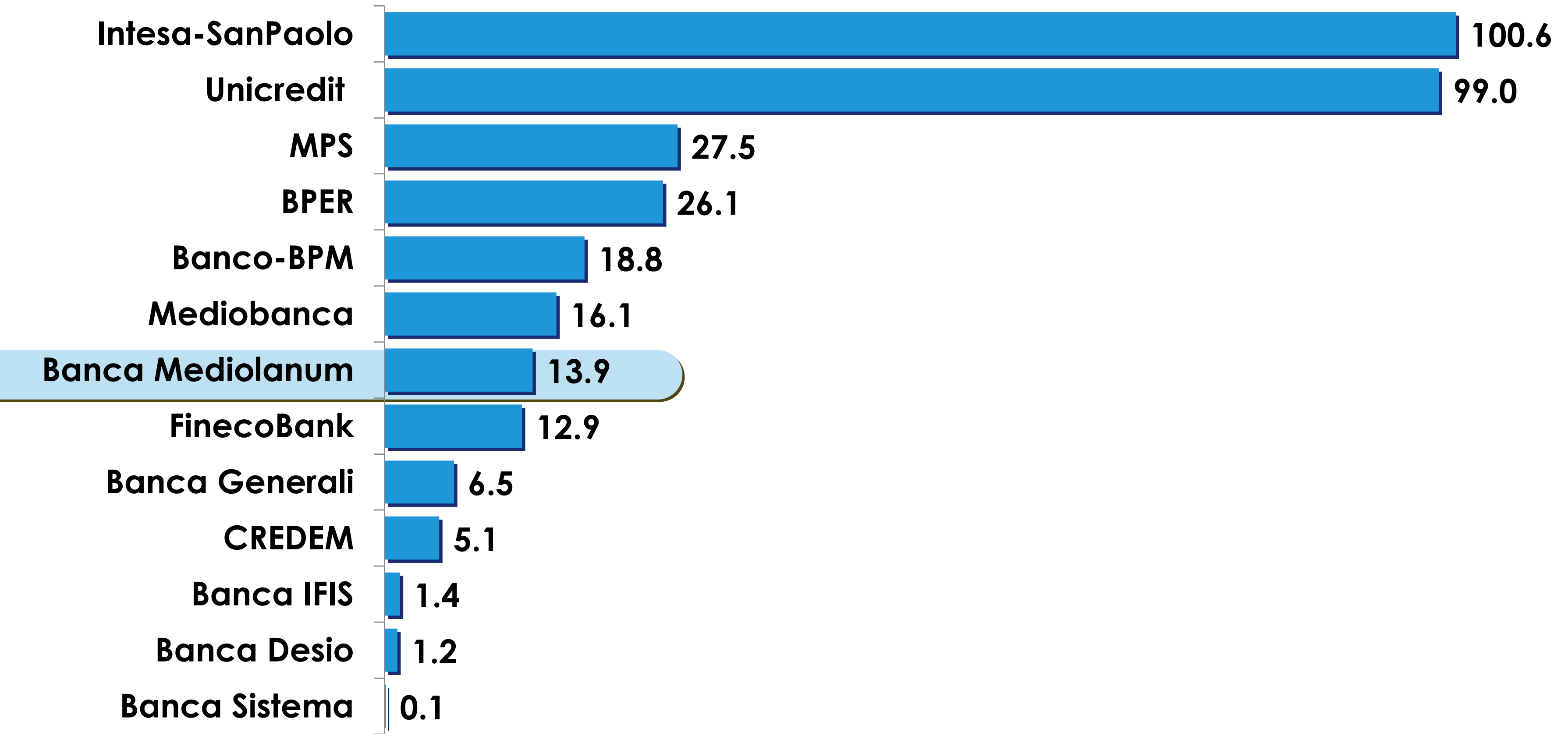
Launched January 2021

A **totally digital Bank account** addressing the needs of **'digital young adults'**

- For those who require a full-service account, but **aren't in the market for advice** like the typical BMED customer
- Not only an account but a **comprehensive offer of banking services**
- **Credit, managed assets & general insurance products** available
- Able to be managed on a 'do-it-yourself' basis, **'à la carte'**
- **134,800 digital customers** as at 31/03/2026. Another **42,100** already upgraded to the Family Banker model
- **Cross-selling activity growing** according to expectations

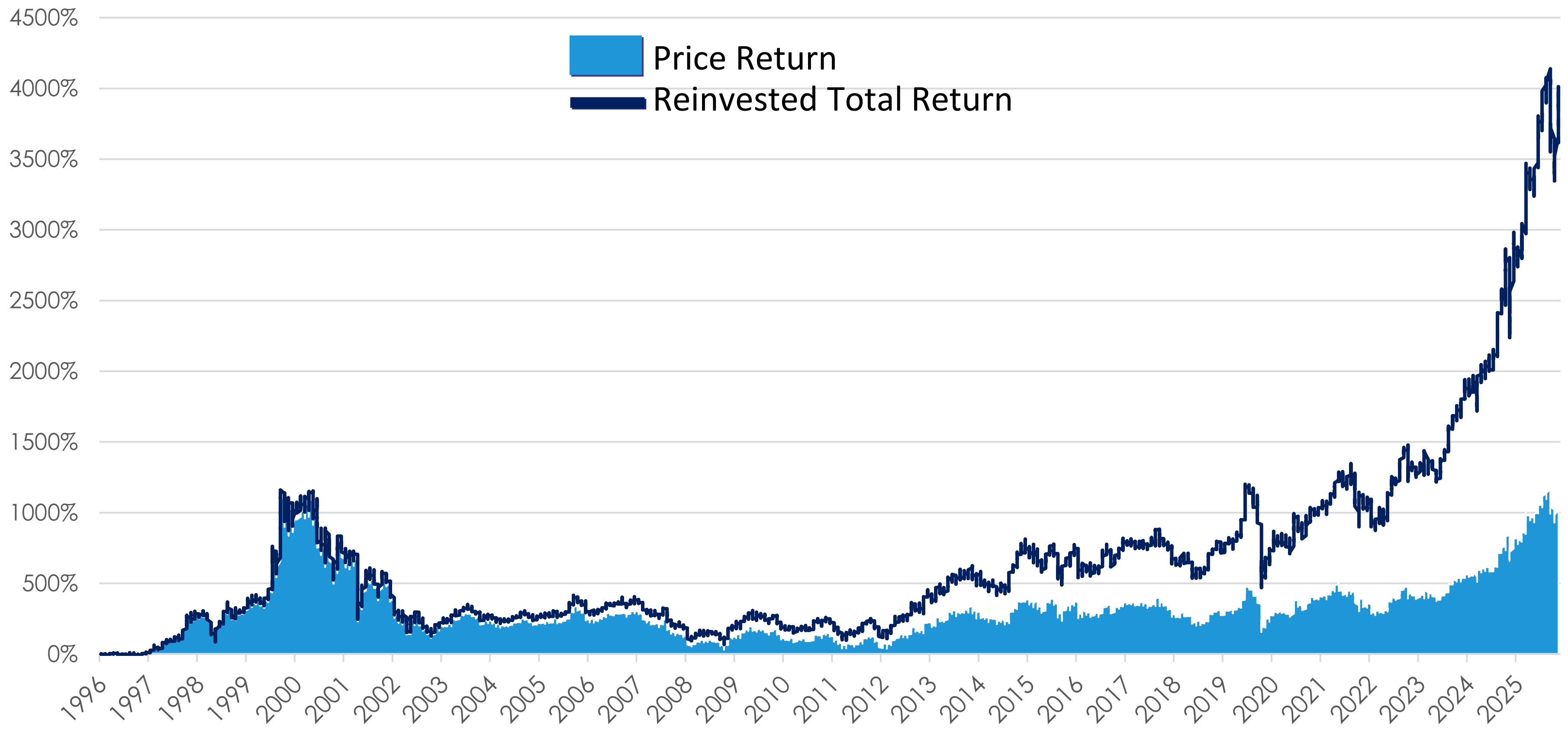
Ranking of Italian Banking Groups by Market Cap

€ bn – as at 30/04/2026



Source: BMED based on Bloomberg data

MED.MI / BMED.MI
Price Return & Total Return Index*



* Total Return Index includes dividend reinvestments, June 3, 1996 – April 30, 2026

Source: Datastream

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DECLARATION BY THE SENIOR MANAGER IN CHARGE OF DRAWING UP COMPANY ACCOUNTS

The undersigned, Mr. Angelo Lietti, declares, pursuant to Section 154 bis (2) of Legislative Decree 58/98 "*Testo Unico della Finanza*", that the accounting data set out in this presentation agree with the documentary records, books and accounting entries.

The senior manager in charge of drawing up Company Accounts

Angelo Lietti

Figures contained in this document are rounded for presentation purposes.

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