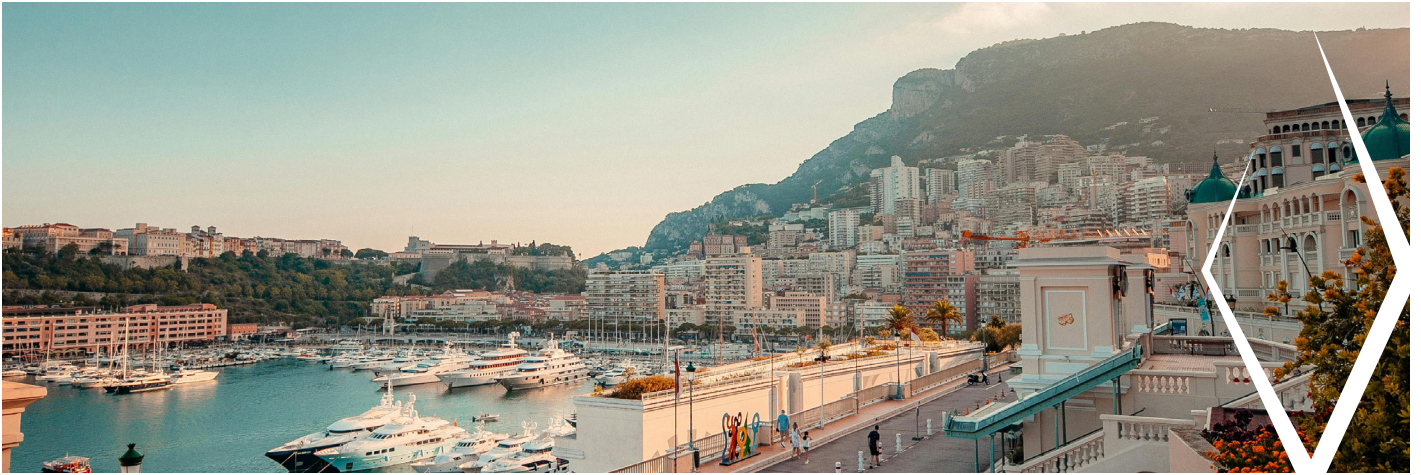


# CMB MONACO AT A GLANCE



CMB Monaco is a leading private bank, based in Monaco, with unrivalled financial stability. Since its foundation in 1976, CMB Monaco has focused on providing quality wealth management services to meet our clients' needs with a one-stop-shop approach.

## KEY FINANCIAL HIGHLIGHTS

Consolidated data as at 31 December 2023

### BALANCE SHEET

Total assets:	€8.826m
Customer loans:	€2.816m
Equity:	€1.078m
CET1* ratio:	36%

### PROFIT & LOSS ACCOUNT

Revenues:	€192m
Gross operating profit:	€94.7m
Net profit:	€58.3m

### CLIENT ASSET

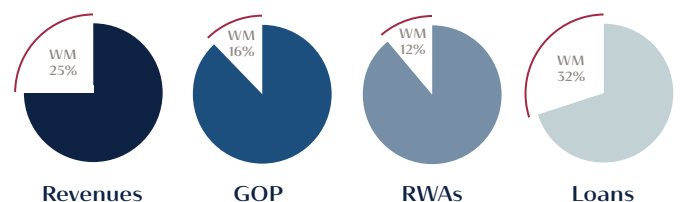
Total Financial Assets:	€15.8bn
Deposits:	€5.7bn

CMB Monaco's offer is structured around **wealth management, investment management & financing**, and comprises a wide range of investment products and tailor-made services available to our clients.

CMB Monaco was originally created as a **Monegasque "boutique" bank** by several major international banks jointly with local investors.

Today it is **wholly owned by Mediobanca SpA**, a specialized Financial Group listed on the Milan stock exchange (included in the FTSE MIB benchmark index), which acquired an initial stake of 34% in 2002 and reached full control two years later.

CMB Monaco is now a founding part of the **Mediobanca Group Wealth Management division**. In the past few years, the WM division, which changed the group's identity and profile, became a major fee contributor, generating almost 50% of total group fees.



\* Common Equity Tier 1 (CET1) is a component of Tier 1 capital. It is a capital measure that was introduced in 2014 as a precautionary means to protect the economy from a financial crisis. Financial institution should meet a minimum required capital ratio set at 8%

# MEDIOBANCA – A KEY EUROPEAN PLAYER AS SHAREHOLDER

## SHAREHOLDER COMPOSITION

Mediobanca's ownership structure currently consists of more than 46.000 shareholders, with a sizeable and growing presence of institutional investors.

The group's ownership structure has changed significantly since 2003, along with the transformation of its business model from holding company to specialized financial group. The percentage of institutional investors, has grown together with the reduction of the historical Mediobanca investor agreement.

The following shareholders hold a stake of 3% or more in Mediobanca's capital:

SHAREHOLDER	% SHARE CAPITAL
Delfin S.à r.l.	19.74%
Gruppo F.G. Caltagirone <sup>1</sup>	9.98%
Gruppo Blackrock <sup>2</sup>	4.16%
Gruppo Mediolanum	3.45%

<sup>1</sup> Source: Assembly Deposits - Oct. 28, 2023.

<sup>2</sup> BlackRock Inc. (NY) through fifteen asset management subsidiaries (form 120 B of 6 August 2020), of which 0.69% potential holding and 0.13% other long positions with cash settlement.

## KEY FINANCIAL HIGHLIGHTS

6M data as at 31 December 2023

BALANCE SHEET	
Total assets:	€94.9bn
Customer loans:	€51.8bn
Funding:	€60.6bn
Total Financial Assets:	€94bn
CET1 ratio:	15.3%

PROFIT & LOSS ACCOUNT	
Revenues:	€1.7bn
Gross Operating Profit:	€826m
Net profit:	€611m
Cost/income ratio:	42%
ROTE*:	13.3%

OTHER INFORMATION	
S&P Rating:	BBB
Fitch Rating:	BBB
Moody's Rating:	Baa1
Dividend per share:	0.85
Market cap:	€10bn
No. Of staff:	5 369

\* Return on tangible equity (ROTE) measures the rate of return on the tangible common equity

Established in 1946, Mediobanca always strived to offer its clients highly specialised, innovative services in financial advice, consumer credit and asset management. Renowned for specialisation, professionalism and discretion in its clients' relationships, the Group has earned an unrivalled reputation in Italy and a growing European recognition.

Mediobanca Group is active in four specialised and profitable businesses:

- ◇ **Wealth Management,**
- ◇ **Consumer Banking,**
- ◇ **Corporate & Investment Banking (CIB),**
- ◇ **Insurance.**

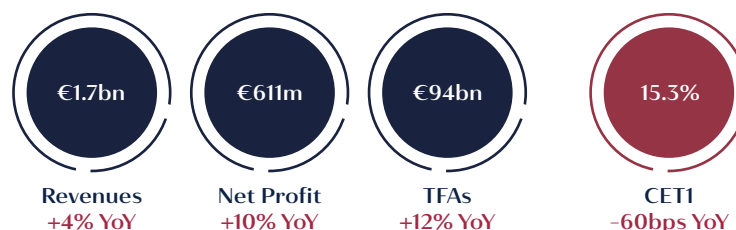
STABLE BOARD & MANAGEMENT TEAM	STRONG REPUTATION: 77 YEARS OF ETHICAL BUSINESS APPROACH	BOUTIQUE-TYPE ORGANISATION LEAN STRUCTURE
STRONG RISKS & COSTS CONTROL	HIGH CAPITAL GENERATION	SPECIALISATION & INNOVATION

## HIGHLIGHTS

6M/1H - Group results

The Group has continued on its path to growth, closing the 6M with results at an all-time high: revenues €1.731m (+4% YoY), net profit €611m (+10% YoY), EPS 6M €0.72 +10% YoY, ROTE 13.3% (+60 bps since end-June 2023), in a still **uncertain operating scenario** due to **geopolitical events** and the **macroeconomic trend**, but which towards the end of 2023 saw a **positive performance on the leading financial markets** driven by expectations of an easing of monetary policies. The results represent a **positive start to implementation of the new 2023-26 Strategic Plan "One Brand-One Culture"**.

WM: TFAs +€5.5bn in 6M, aligned with 2023-26 Strategic Plan. **Record revenues and net profit** (~€460m and ~€100m respectively). **Development continues in line with strategy**, with recruitment of senior resources, enhancement of product offering and repositioning vs higher-end customer brackets.



MEDIOBANCA