

1H25 Results

We look to the future by changing the present

11 September 2025

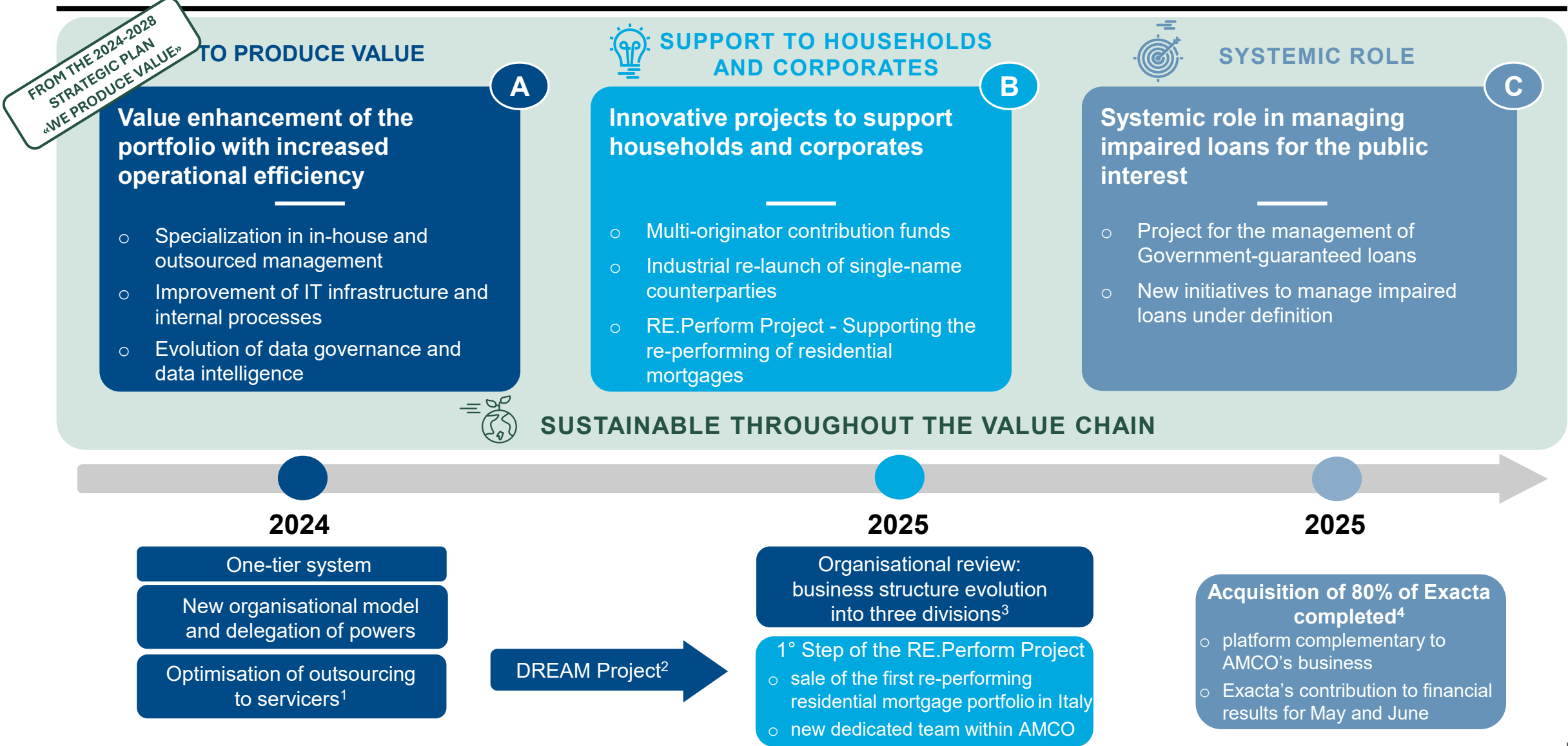


A man in a dark blue shirt is working on a large, complex industrial machine. The machine has several large, curved, metallic components that look like turbine blades or impeller vanes. The scene is dimly lit with a strong blue tint, and the machine's interior is illuminated by a warm, orange light. The man is looking intently at the machine, and his hands are visible as he works on one of the components.

amco

«We Produce Value» 2024-2028 Strategic Plan update

Over the past 18 months AMCO implemented strategic actions in line with the «We Produce Value» Plan



Note (1): Optimisation of outsourcing to servicers: press release of 27 January 2025. Note (2): Project to transform AMCO into a data-driven company, improving data quality and data analysis in decision-making processes. Note (3): See appendix. Note (4): Completion of the Exacta acquisition: press release of 30 April 2025.

1H25

Financial results

Highlights



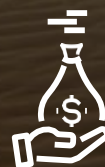
NPE AUM*
€31 mld



NPE Collections*
€784 m



Revenues*
€197 m



EBITDA*
€92 m



Net income*
€9 m



CET1 ratio*
40%

*AMCO's financial results include the consolidation of Exacta for 2 months

GSSE Sustainability

1H25 Highlights



- Establishment of an **ESG Board Committee**



- **Cash collections from extra-judicial activities***: 97% of UTPs collections, 37% of NPLs collections and 54% of collections from SMEs&individuals



- **Credit portfolio exposure**** to high ESG risk: 32% to hydrogeological risk and 4% to geological risk. 7% of UTPs exposed to transition risk



- **Diversity, Equity & Inclusion**: engagement programme, DE&I Manifesto and Women's Leadership Programme. Steering Committee set up for the purpose of UNI/PdR-125 Certification



- **Milan office Home-Work Mobility Plan**, Scope 3 (cat.7) calculation, **100% hybrid corporate car fleet**

* Data as of 30.6.2025

**Data as of 30.6.2025 as percentage of expected gross cash flows exposed to specific ESG risks

1H25 confirms AMCO's strong capital structure and cash flow generation. Lower on-balance sheet loans affect operating results



AuM decreased to **€31bn** (-8% y/y), in line with the strategy. UTPs weight 26% of total AuMs, from 30% at June 2024, due to the natural portfolio dynamics



Collections at **€784m** (+9% y/y), increased for the sale of the first homogeneous portfolio of re-performing mortgages¹ in Italy, leading to a **5.0%²** total **collection rate**. Excluding the sale, **collection rates** from ordinary collections³ **decreased** for **all divisions** due to lower collections from big tickets and portfolio ageing, as expected



EBITDA⁴ is equal to **€92m** (-24% y/y) due to lower revenues (-10% y/y) due to the decrease in on-balance sheet loans and higher personnel costs. **EBITDA margin** at **47%**. **Net income** of **€9m** reflects **lower credit provisions** and **lower interest expenses** due to the debt reduction



The **operating cash flow**, generated from ordinary credit collections and from the strategic sale of selected portfolios (re-performing mortgages⁵), **financed** the **acquisition** of **Exacta** and **reduced net debt** to **-€1.66mld** at 30 June 2025, **improving** by **€216m** since 31 December 2024



The **capital structure** is **solid**: **CET1 ratio** increasing to **40%**; **Net Debt/Equity ratio** decreasing to **0.8x** from 0.9x at December 2024 due to the debt reduction

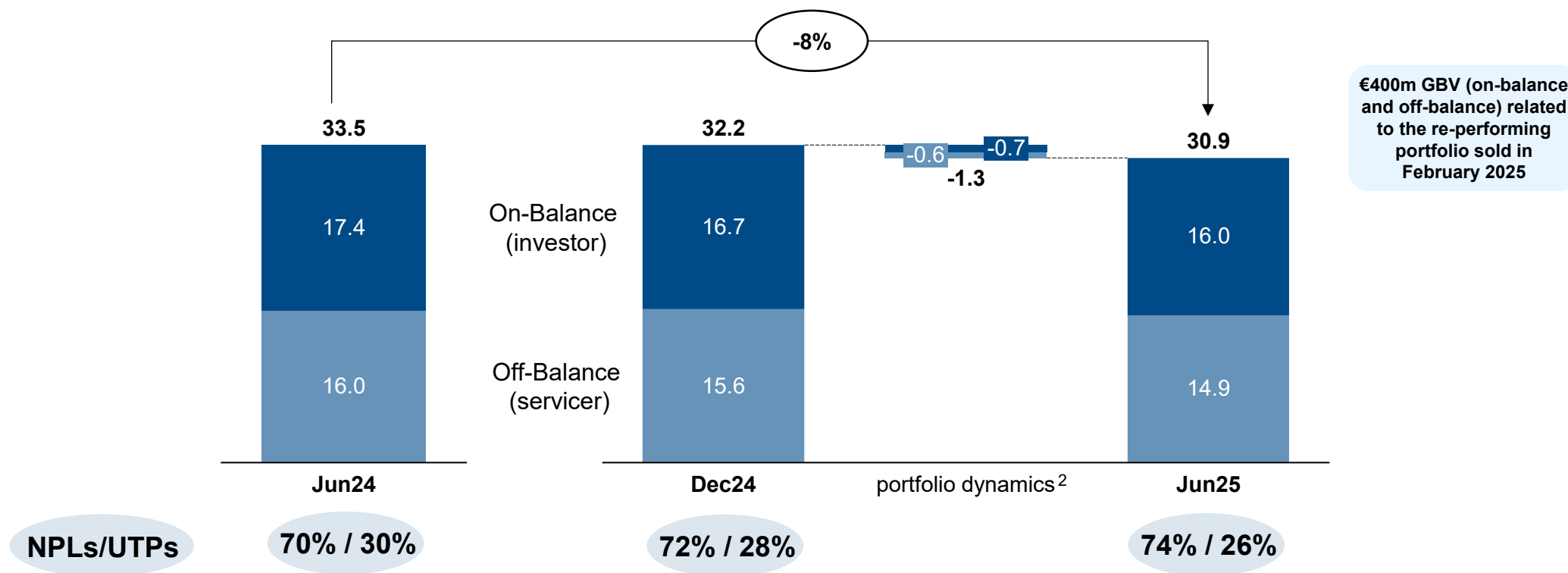


L-T/S-T ratings on AMCO's debt are **BBB/F2/positive** (Fitch Jun-25) and **BBB+/A-2/stable** (S&P Apr-25). A **€600m bond** was **issued** in March, while **€900m⁶** bonds were **repaid** from December 2024

The **acquisition of 80% of Exacta** was completed on 30 April 2025: AMCO acquired an **operating platform** and **know-how** to support the PA in the collection of unpaid taxes. Assets under management are c.€700m

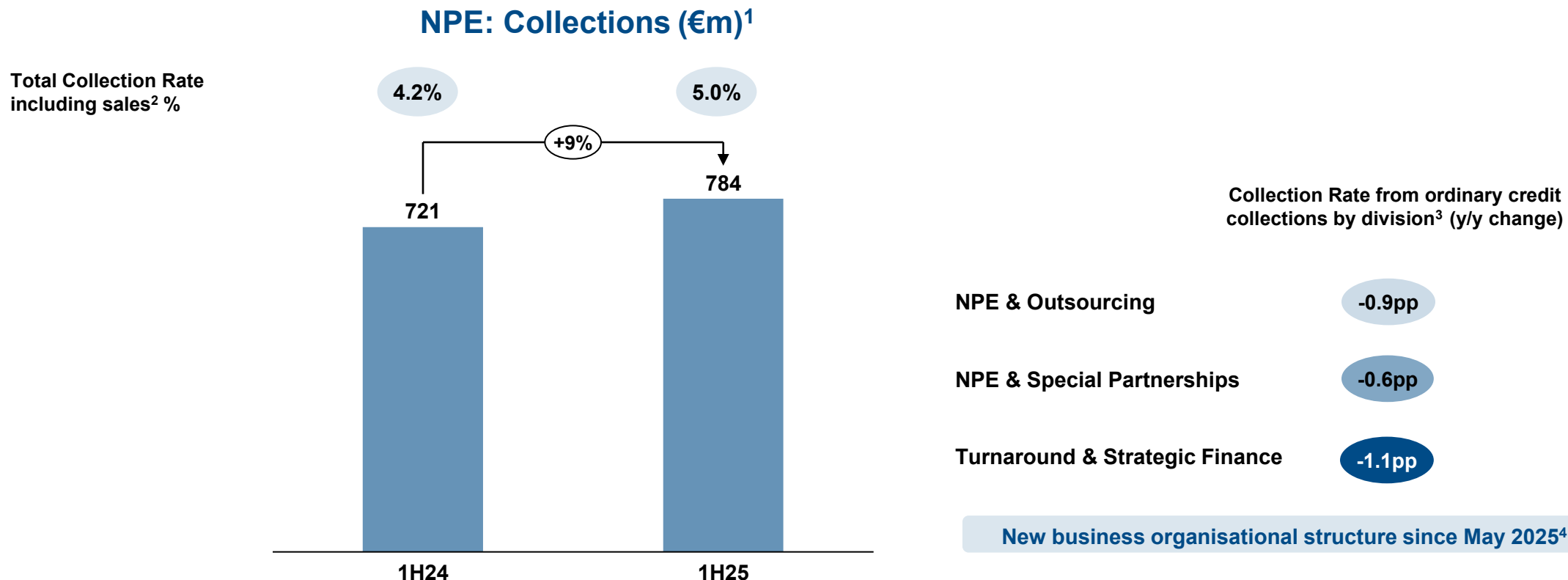
AuM slightly decreased y/y as a result of portfolio management, in line with the dynamics expected in the Plan. The weight of UTPs decreased

NPE: Assets under Management (€bn)¹



- **AuMs slightly decreased** due to collections, write-offs and sales, in the **absence of new acquisitions**
- **UTPs' weight** on total **decreased** to 26% due to higher collections than those on NPLs, credit classification changes and the sale of the re-performing portfolio

Collections' growth reflects strategic initiatives. Collection rate from ordinary credit collections decreased due to lower big tickets and portfolio ageing



- **Collections** increased y/y as a result of the sale of the re-performing portfolio finalised in February 2025
- As expected, **collection rates** from ordinary credit collections decreased y/y for all divisions, due to **lower collections** from **big tickets**, natural **portfolio ageing** and the **increasing weight** of **NPLs**

Lower EBITDA due to lower on-balance sheet loans and staff and portfolio management costs. Net income reflects lower provisions and lower debt

€m	1H24	1H25	% change
Total Revenues	219	197	-10%
Total Costs	(98)	(105)	7%
EBITDA	121	92	-24%
EBITDA margin (%)	55%	47%	n.s.
Net impairment gains/losses	(54)	(42)	-23%
Depreciation and amortisation	(2)	(2)	-15%
Provisions	(2)	(1)	-58%
Other operating income/expenses	0	(1)	n.s.
Net result from financial activities	6	0	n.s.
EBIT	68	46	-33%
Net interest from financial activities	(37)	(33)	-11%
Pre-tax income	31	13	-59%
Income taxes	(8)	(4)	-54%
Net income	23	9	-61%

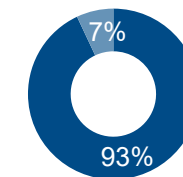
1H25 financial results include the consolidation of Exacta in May and June.²

€5m fees from Exacta (2 months)

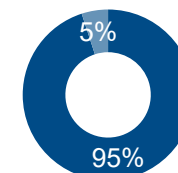
€2m EBITDA from Exacta (2 months)

€1m Net Income from Exacta (2 months)

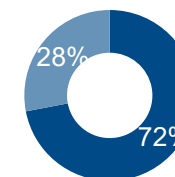
Breakdown of AMCO/Exacta pro-forma contribution to P&L¹



Revenues



EBITDA

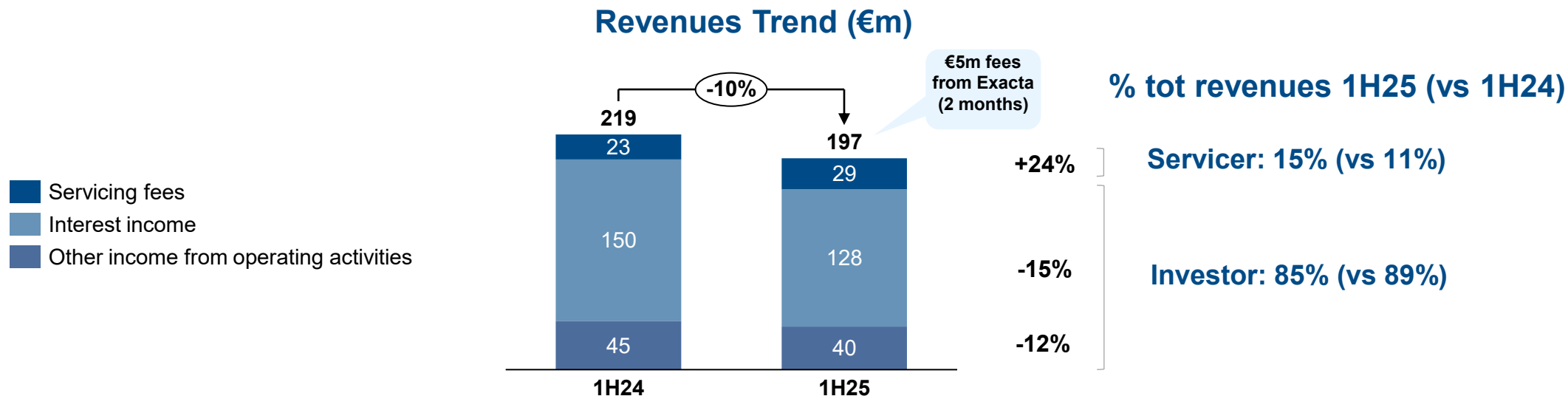


Net income

AMCO Exacta

- **EBITDA** stood at **€92m** (-24% y/y) due to lower revenues from on-balance sheet loans and higher personnel costs for new hirings, the renewal of the collective agreement and the consolidation of Exacta. **EBITDA margin** at **47%**.
- **Net credit provisions** reflect the portfolio's periodic credit risk assessment
- **Net interest from financial activities** (-11% y/y) decreased due to the €300m debt reduction

Revenues decreased by 10% y/y due to lower on-balance sheet loans, in line with the strategy. Fees increased thanks to Exacta's contribution

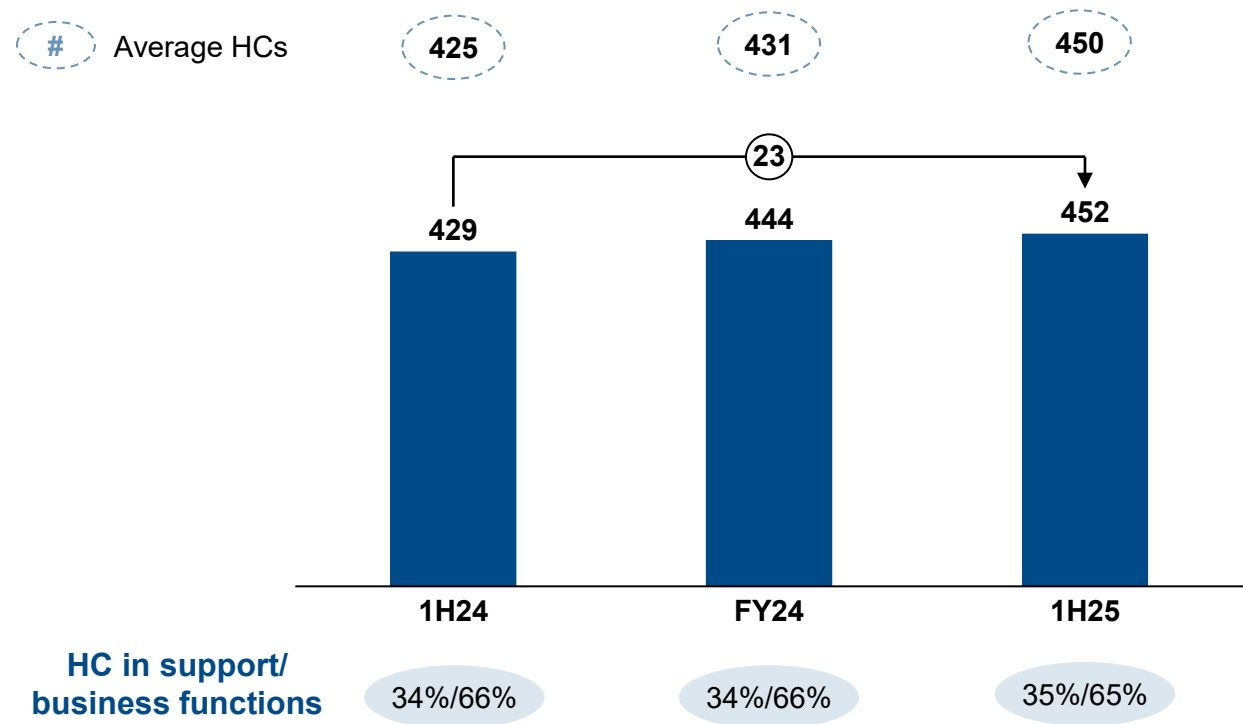


- **Servicing fees** (+24% y/y) benefited from the diversification into new market segments: fees from Exacta amounted to €5m in the first 2 months of consolidation
- **Interest income** decreased (-15% y/y) due to the decline in on-balance sheet loans related to credit management
- **Other income from operating activities** (-12% y/y), cash-based and related to collections exceeding expected recovery plans, decreased due to lower ordinary credit collections

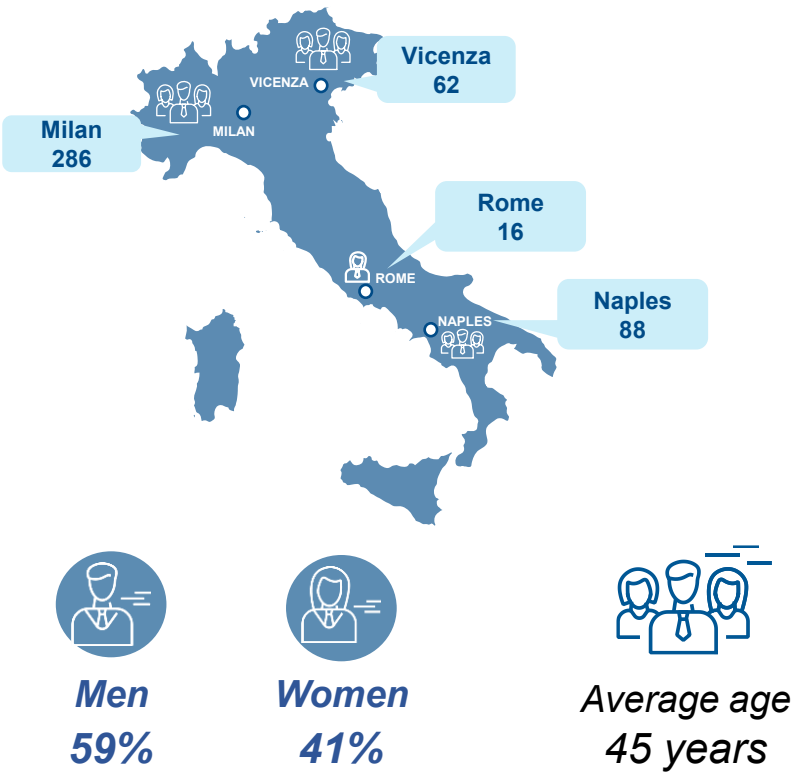
Headcounts grew to strengthen the organisational and operational set-up.

Exacta has 288 employees

AMCO Headcounts Evolution¹

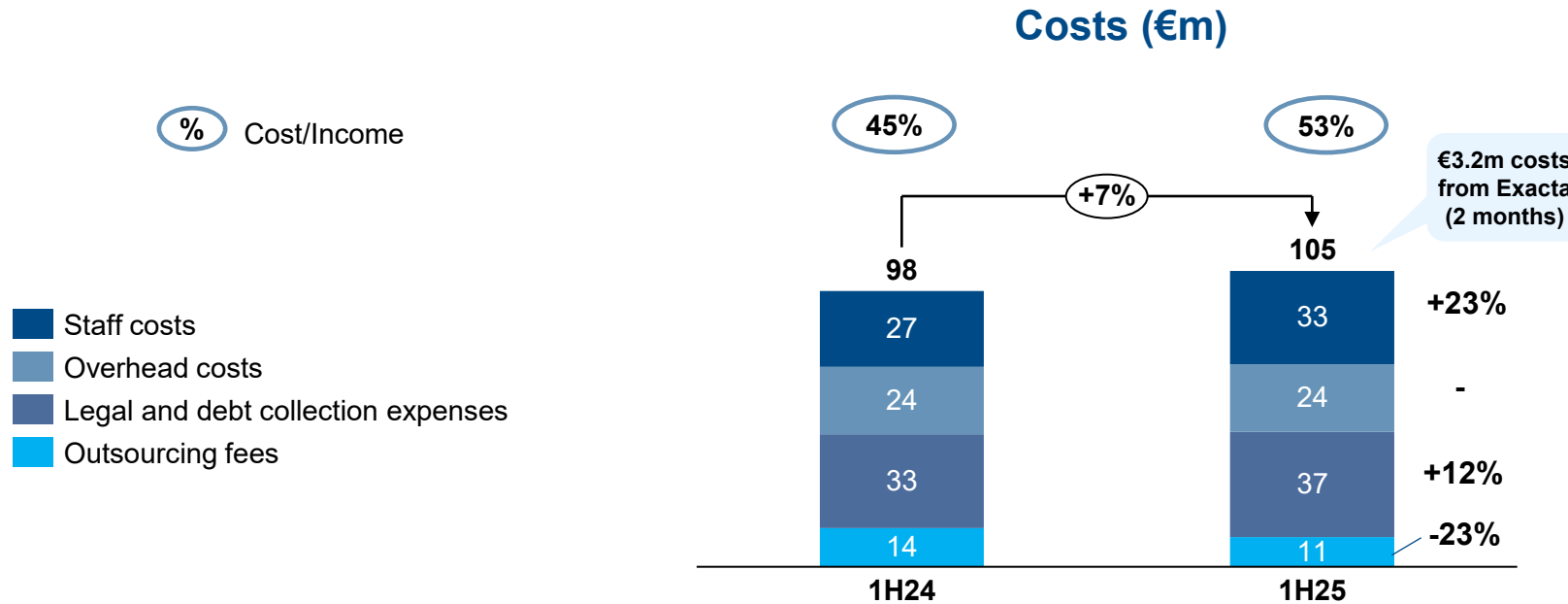


AMCO staff composition as of 30.06.2025



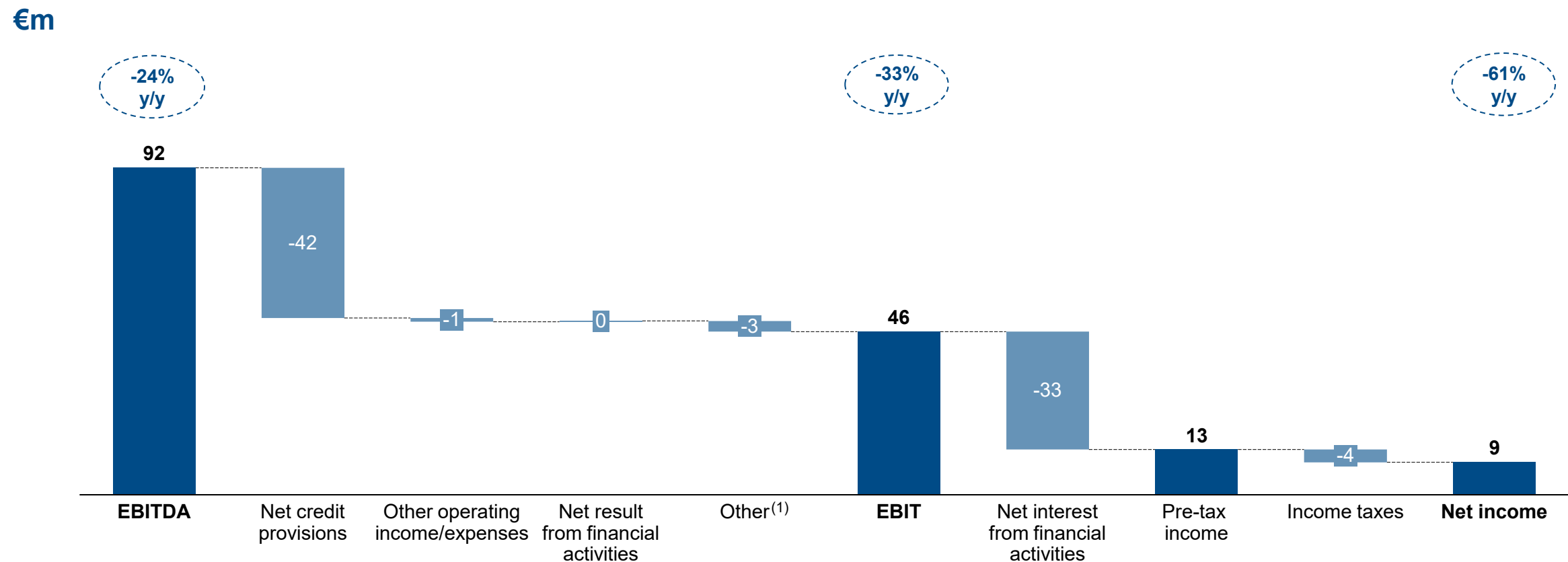
- Hirings were mainly focused on business and staff functions, including the new **Data & Innovation** and **Transformation Office** functions
- As of 30 June 2025, **Exacta** has **288² employees**: 85% are employed in business functions. 60% are women

Personnel costs increased due to staff strengthening; overhead costs remained stable thanks to efficiency measures



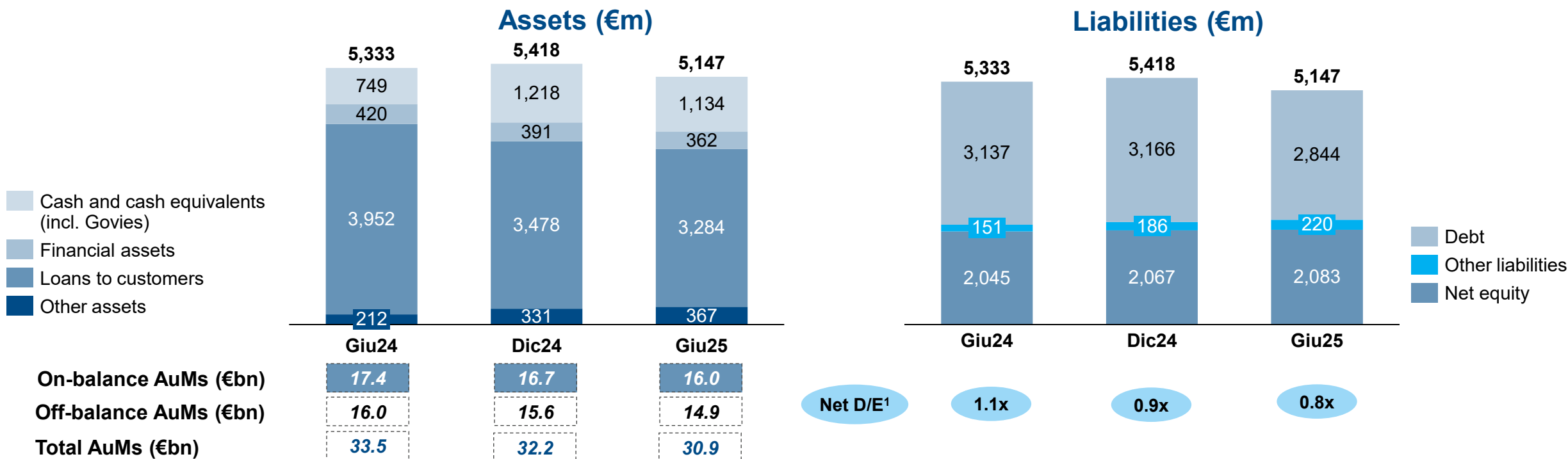
- **Staff costs** increased due to new hirings to strengthen the organisation, the renewal of the collective agreement and Exacta consolidation
- **Overhead costs** are stable y/y thanks to efficiencies in IT development costs
- **Legal and debt collection expenses** (+12% y/y) increased due to the cost of updating real estate valuations and for leasing real estate management costs
- **Outsourcing fees** decreased due to lower collections from the portfolio outsourced to third party servicers

Net income declined due to EBITDA, partly offset by lower credit provisions and lower interest expenses thanks to debt reduction



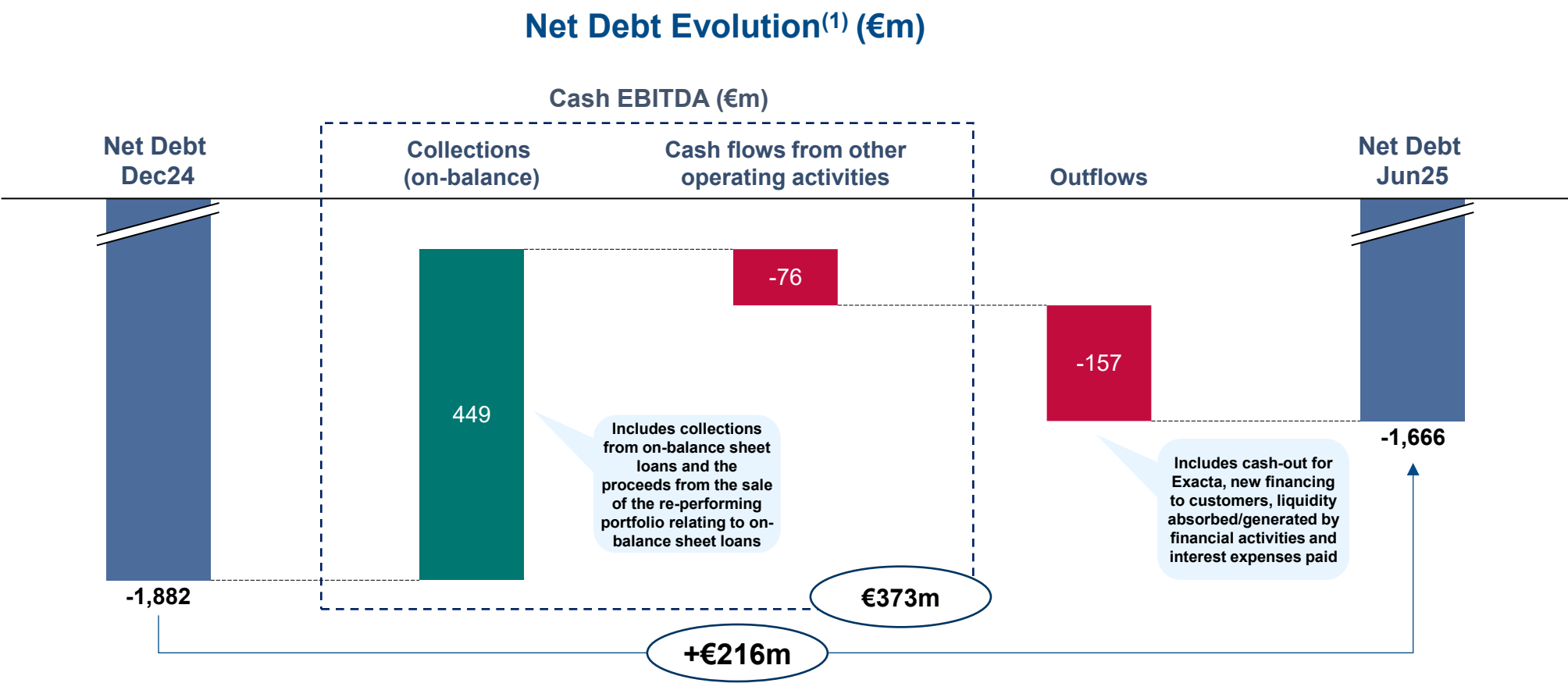
- **Net credit provisions** (-€42m) reflect the portfolio’s periodic credit risk assessment. Including cash write-backs reclassified as revenues, the overall cost of risk is -€2m
- **Net interest from financial activities** decreased (-11% y/y) due to debt reduction

Assets declined due to the natural decrease of the credit portfolio. Lower debt after the repayment the maturing bond



- **Loans to customers** decreased from December 2024 due to collections on on-balance sheet loans and the re-performing portfolio sale
- **Debt** decreased: €600m maturing in January 2025 repaid with cash and €300m maturing in July 2027 repaid through early redemption in April. New €600m issuance maturing in April 2030² and extension of maturities
- **Cash and cash equivalents** amounted to **€1.1bn** following **bond repayment** and the **Exacta acquisition** done in 1H25

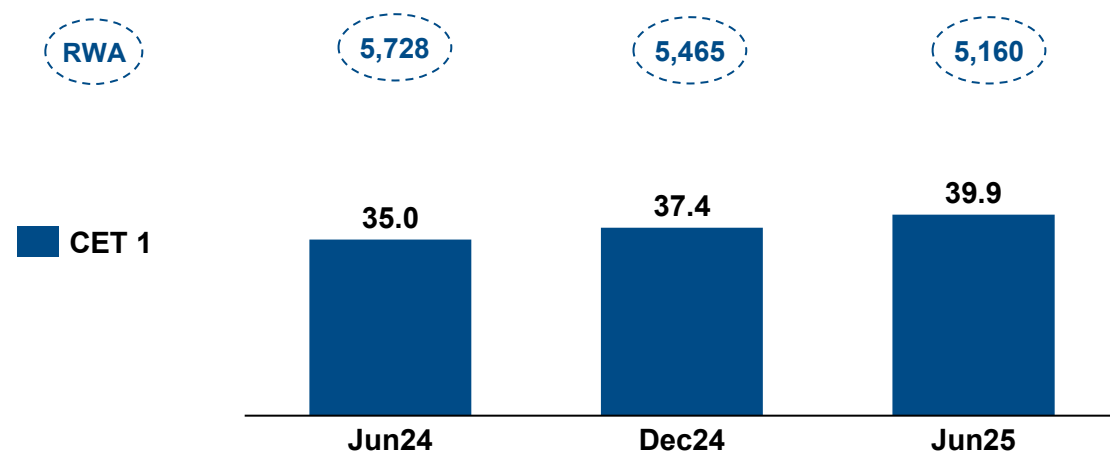
Net debt improved thanks to strong operating cash flow, from collections and sale proceeds, after financing the Exacta acquisition



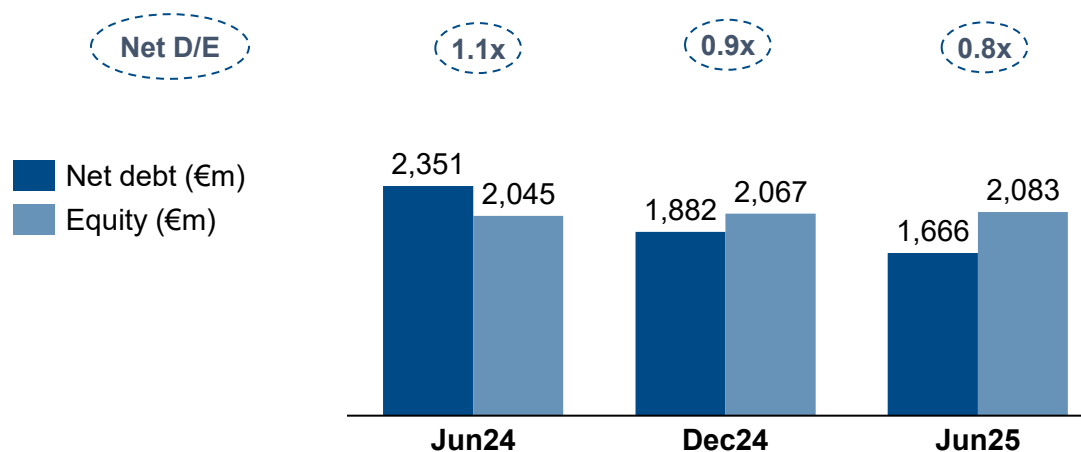
- **Operating cash flow**, generated through ordinary credit collections and the strategic sale of selected portfolios (re-performing mortgages), **financed** the **Exacta acquisition** and allowed for **net debt reduction**

The capital structure is solid with CET1 at 40%

CET1 (%)⁽¹⁾ and RWA (€m)



Leverage ratio (x)



- The **solid capital structure** is **confirmed**. As of June 2025:
 - **CET1 ratio** increased to **40%¹** due to lower RWAs linked to the decrease of on-balance sheet loans
 - **Total Capital ratio** at **40%**, equal to CET1 ratio in the absence of subordinated debt
 - **Net Debt/Equity ratio** at **0.8x** from 0.9x at December 2024 due to the debt reduction

1H25 Financial Statements

Assets Consolidated Balance Sheets as of 30.06.2025 - Bank of Italy format

Asset items – figures in thousands of euro	30.06.2024	31.12.2024	30.06.25
10. Cash and cash equivalents	95,683	285,829	90,137
20. Financial assets measured at fair value through profit or loss	461,845	433,197	396,768
a) financial assets held for trading	2	6	8
b) financial assets designated at fair value	-	-	-
c) other financial assets mandatorily measured at fair value	461,843	433,191	396,760
30. Financial assets measured at fair value through comprehensive income	653,712	832,702	892,395
40. Financial assets measured at amortised cost	3,909,653	3,535,411	3,400,749
a) loans and receivable with banks	943	100,900	152,016
b) loans and receivable with financial companies	83,826	81,030	93,157
c) loans and receivable with customers	3,824,884	3,353,480	3,155,576
50. Hedging derivatives	-	-	-
60. Fair value change of financial assets in hedged portfolios (+/-)	-	-	-
70. Equity investments	11	11	27
80. Property, plant and equipment	38,613	41,459	48,149
90. Intangible Assets	527	574	147,655
100. Tax assets	131,110	108,245	97,482
a) current	7,748	22,721	11,718
b) deferred	123,362	85,524	85,764
110. Non-current assets held for sale and discontinued operations	-	140,224	-
120. Other assets	42,131	40,796	73,217
Total assets	5,333,285	5,418,448	5,146,579

Liabilities Consolidated Balance Sheet as of 30.06.2025 - Bank of Italy format

Liabilities and Shareholders' Equity - figures in thousands of euro	30.06.2024	31.12.24	30.06.25
10. Financial liabilities measured at amortised cost	3,137,151	3,165,776	2,843,710
a) payables	21,044	24,871	30,044
b) debt securities issued	3,116,107	3,140,905	2,813,666
20. Financial liabilities held for trading	18	11	9
50. Fair value change of financial liabilities in hedged portfolios (+/-)	-	-	-
60. Tax liabilities	36	29	6,657
a) current	36	29	6,611
b) deferred	-	-	46
70. Liabilities associated to assets held for disposal	-	5,706	-
80. Other liabilities	125,166	153,610	177,253
90. Staff severance indemnity	461	464	3,134
100. Provisions for risks and charges	25,006	26,268	32,766
a) commitments and guarantees issued	-	-	-
b) pensions and similar obligations	198	201	207
c) other provisions for risks and charges	24,808	26,067	32,559
110. Share Capital	655,154	655,154	655,154
120. Treasury shares (-)	(72)	(72)	(72)
130. Capital instruments	-	-	-
140. Share premium	604,552	604,552	604,552
150. Reserves	796,262	796,262	825,203
170. Valuation Reserves	(33,644)	(18,253)	(10,880)
180. Profit (loss) for the period	23,195	28,941	9,094
Total liabilities and shareholders' equity	5,333,285	5,418,448	5,146,579

Consolidated Profit and Loss Account as of 30.06.2025 - Bank of Italy format

Items - figures in thousands of euro	30.06.2024	30.06.2025
10. Interest and similar income	153,698	132,863
20. Interest expenses and similar expenses	(42,107)	(40,444)
30. Interest margin	111,591	92,419
40. Fee and commission income	19,348	22,352
50. Fee and commission expense	(5)	(36)
60. Net commissions	19,343	22,316
70. Dividends and similar income	10	70
80. Net trading income	549	(1,259)
100. Gains/losses on disposal or repurchase of:	3,284	(443)
a) financial assets measured at amortised cost	3,282	-
b) financial assets measured at fair value with impact on comprehensive income	2	21
c) financial liabilities	0	(464)
110. Net result of other financial assets and liabilities at fair value through profit or loss:	7,363	(9,504)
b) other financial assets mandatorily measured at fair value	7,363	(9,504)
120. Operating income	142,141	103,599
130. Net value adjustments/reversals for credit risk of:	(14,761)	6,614
a) financial assets measured at amortised cost	(14,555)	6,648
b) financial assets measured at fair value with impact on comprehensive income	(205)	(34)
150. Net result from financial operations	127,380	110,213
160. Administrative expenses:	(98,753)	(107,734)
a) staff costs	(26,936)	(32,933)
b) other administrative expenses	(71,816)	(74,801)
170. Net provisions for risks and charges	(2,064)	(859)
180. Net adjustments/reversals on property, plant and equipment	(1,404)	(1,562)
190. Net value adjustments/reversals on intangible assets	(865)	(162)
200. Other operating income/expenses	6,787	12,797
210. Operating Costs	(96,299)	(97,520)
220. Profits (Losses) of equity investments	-	(15)
240. Goodwill impairment	-	22
260. Profit (Loss) of current operating activities before taxes	31,080	12,700
270. Income taxes for the year on current operations	(7,885)	(3,606)
280. Profit (Loss) of current operating activities after taxes	23,195	9,094
290. Profit (Loss) from discontinued operations after taxes	-	-
300. Profit (loss) for the period	23,195	9,094

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Appendix

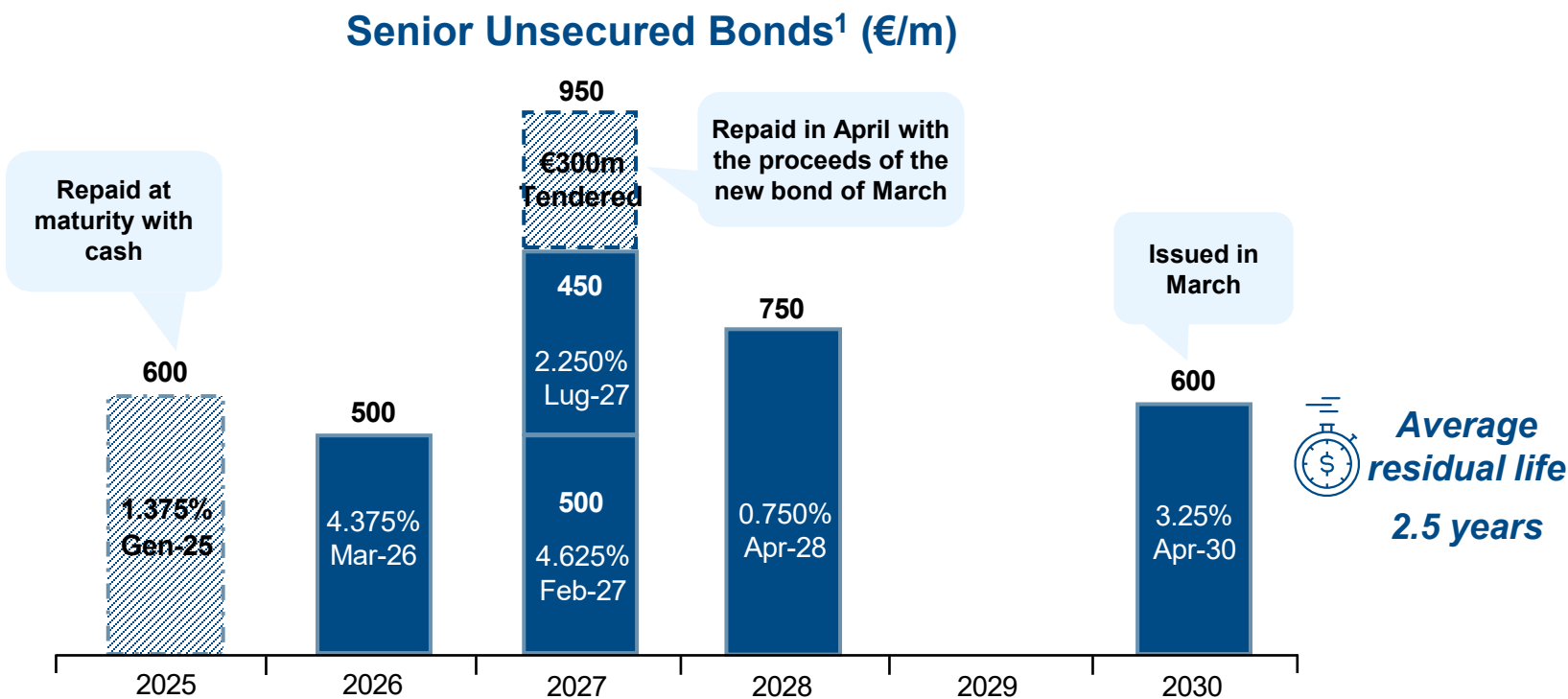


The organisational structure of the business has been strengthened with the evolution in three Divisions based on credit size and management approach



- **Real Estate division** implements strategies to enhance the value of credit collateral and manages repossessed real estate assets
- The **Credit Governance function**, created to oversee **1st level** controls of **business and real estate activities**, is separate from the other control functions

AMCO's financial debt is entirely unsecured and spread over several maturities. Investment grade rating by S&P and Fitch



Issuer Default Rating Investment Grade

S&P Global Ratings

- LT: **BBB+**
- BT: **A-2**

Upgraded from «BBB» in April

Stable

Fitch Ratings

- LT: **BBB**
- BT: **F2**

Positive

Special Servicer Rating

Fitch Ratings

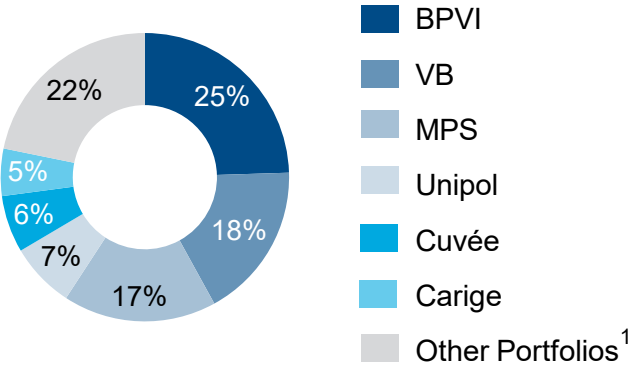
- Residential: **RSS2**
- Commercial: **CSS2**
- Asset-Backed: **ABSS2**

Evolving

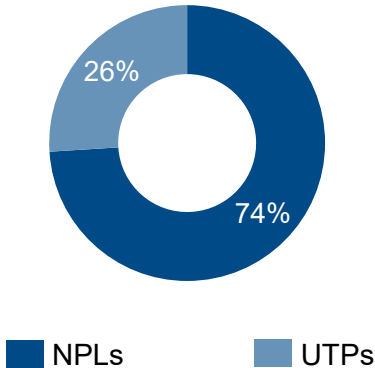
- Bond maturing in January 2025 was repaid with cash
- In March 2025 a new €600m bond with maturity 2030 was issued and the LME on €300m of the bond with maturity July 2027 was announced. The LME was successfully completed in April

Composition of €30,9bn AuMs as of 30 June 2025 (1/2)

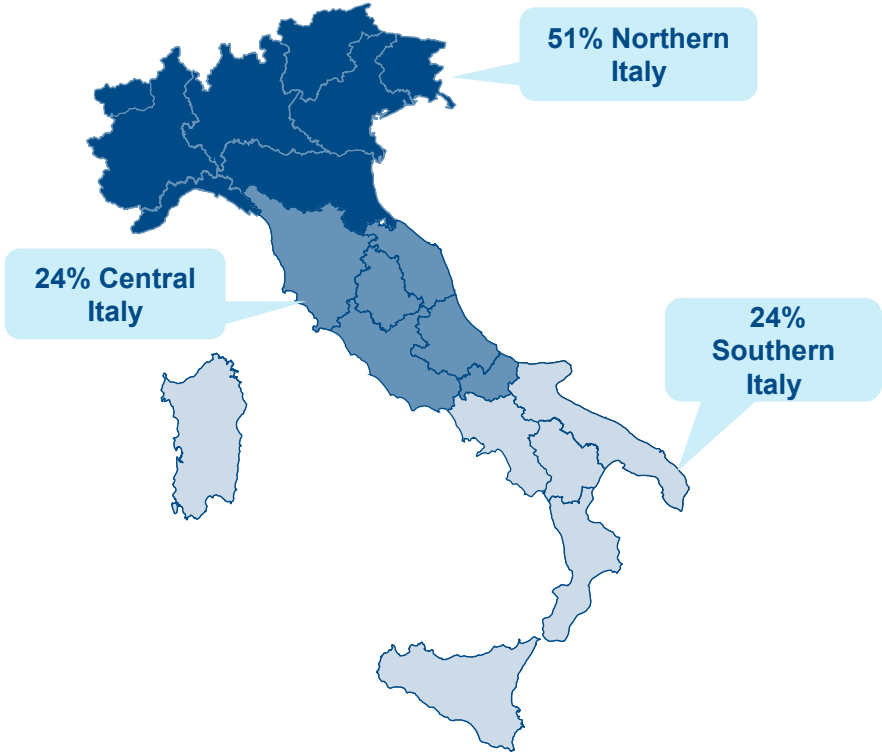
Portfolios (% GBV)



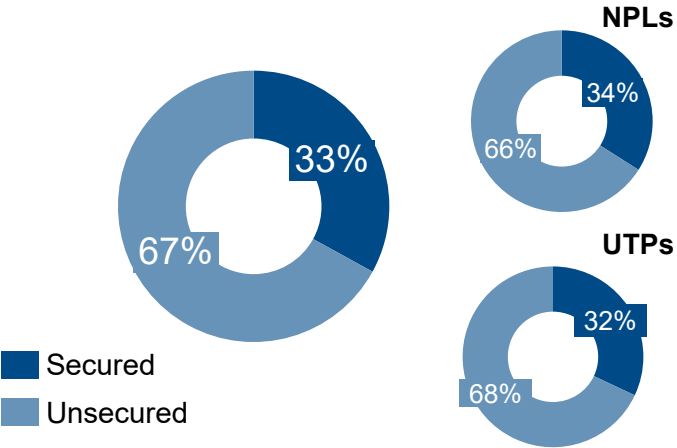
Classification (% GBV)



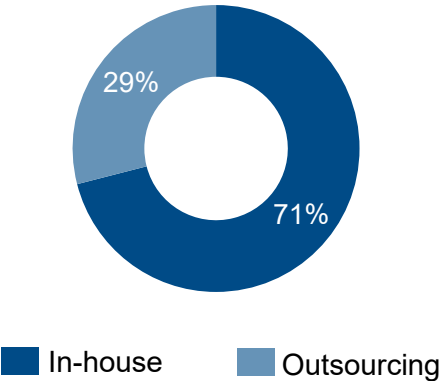
Geography² (% GBV)



Secured/Unsecured (% GBV)³

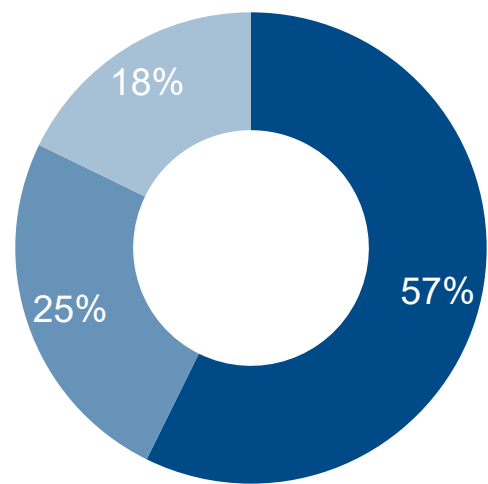


Management (% GBV)



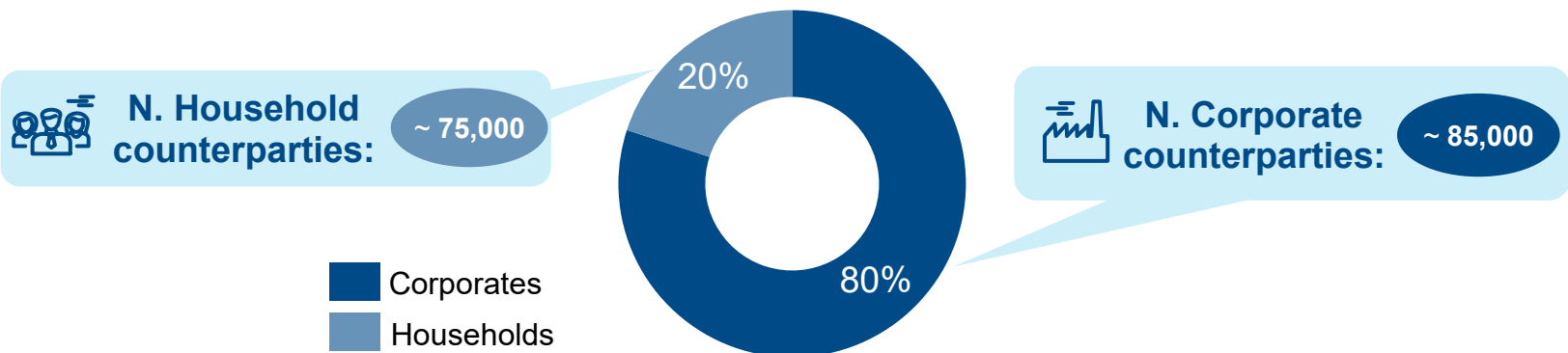
Composition of €30,9bn AuMs as of 30 June 2025 (2/2)

Vintage (% GBV)



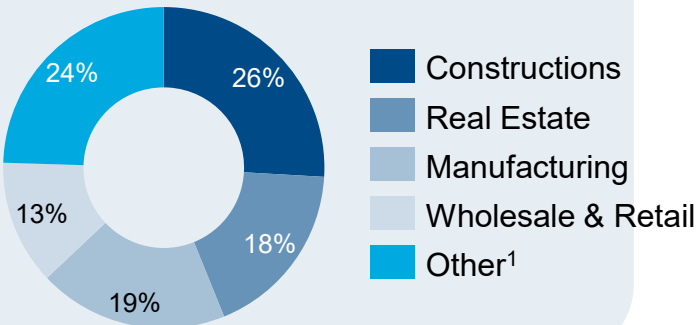
- 2018 - 2019
- 2020 - 2021
- 2022 - 2023

Counterparty (% GBV)



GBV of corporate counterparties (€25 bn GBV)

Distribution by sector



Note (1): Other includes 4% Hotel Sector (Horeca), 3% Professional Activities, 3% Agriculture, 3% Financial Services, 2% Logistics and the remaining 9% from other sectors.

AMCO defined new relevant Sustainability targets within the 4 GSSE pillars for 2025

SUSTAINABLE **G**OVERNANCE



- 100% employees trained on **Anti-corruption, Privacy and AML**
- 100% **Corporate bodies** trained in **Anti-corruption and AML**
- 100% of **special servicers'** employees trained in Privacy, Anti-Corruption and AML
- 100% **relevant suppliers** assessed with **ESG criteria**
- **Maintenance** of the **ISO 37001:2016** Certification

SUSTAINABLE CREDIT MANAGEMENT



- **NPLs, UTPs** and **SMEs&individuals** collections from **extra-judicial activities**
- **Monitoring of the portfolio** exposure to **physical and transition risks** on a quarterly basis
- **Energy label mapping: 100% owned real estate assets**

SUSTAINABLE DEVELOPMENT OF HUMAN CAPITAL



- ESG training and engagement for **employees and Senior Managers**
- Maintenance of **flexible working** mechanisms for WLB
- At least **90%** of **part-time applications** accepted
- **Succession plans** (50% top manager)
- **Selection with headhunters: 100%** contracts include a gender clause
- **Development initiatives to 10% of the female population** annually

ENVIRONMENTAL PROTECTION



- 100% **electricity from renewable sources**
- **100%** of FSC-certified **sustainable paper**
- **-55% GHG emissions** from **operational activities** (Scope 1 and 2) by 2025
- 100% **sustainable corporate car fleet** ✓

Annual targets

New 2025 targets

- **ESG Board Committee** ✓
- **10% of LTI Plan** based on ESG targets (3rd cycle)

- **Energy label mapping** of leased assets: **10 assets target**
- **RE.Perform: 5% of loans** managed in house and in outsourcing **re-performed**
- **Customer journey improvement** (2nd step): quarterly monitoring of inbound requests

- **Gender pay gap***: potential decrease from the current 5%
- **Leadership programme for women** ✓
- DE&I Manifesto ✓
- **UNI/PdR 125/2022 Certification** – 2nd step Steering Committee ✓ and engagement of Auditors

- **Calculation of Scope 3** emissions (cat.7 employee commuting) ✓
- **Milan office Home-work** ✓ **Mobility Plan**

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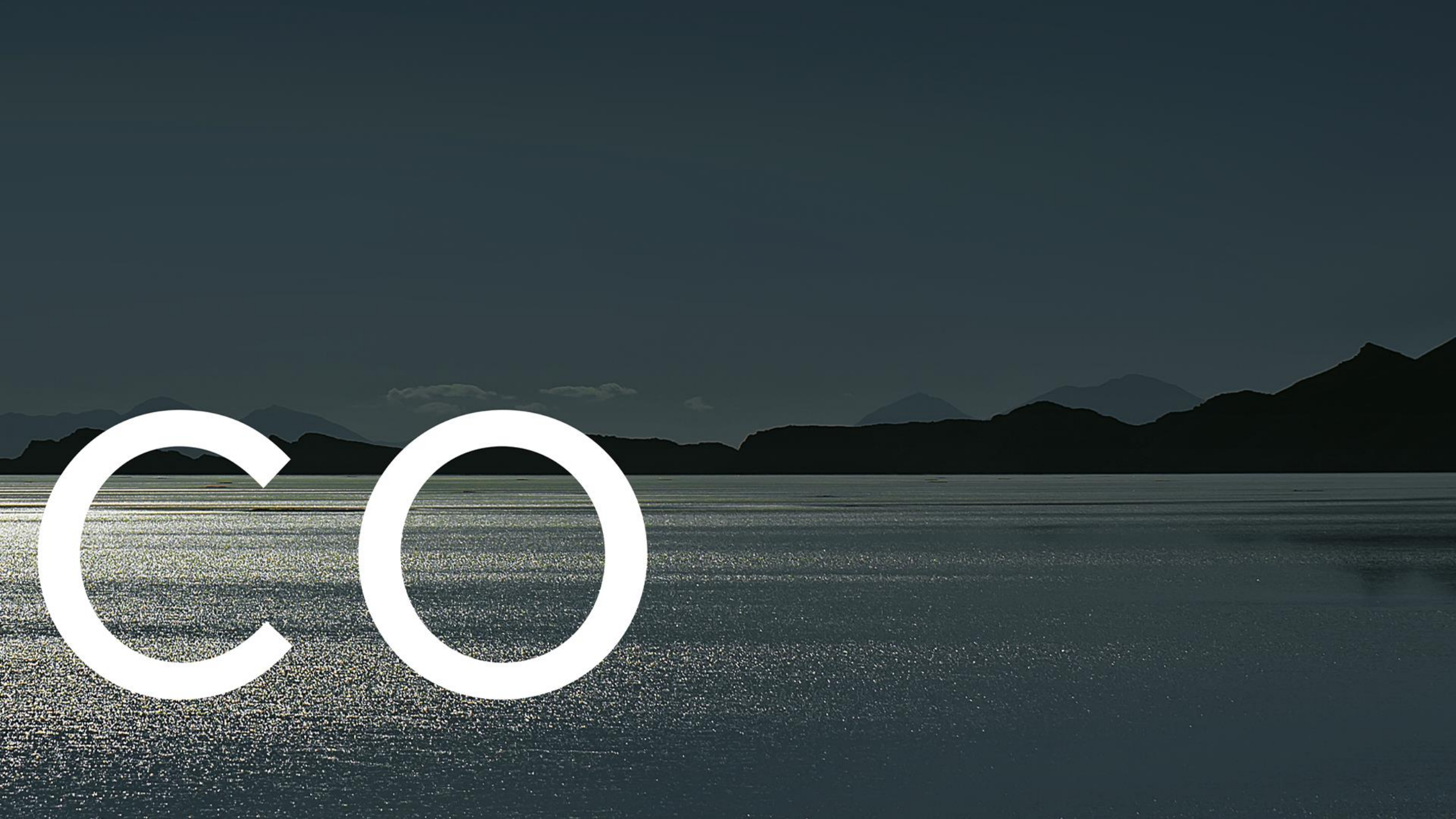
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