# Group's people

# **COMPOSITION**

| Group staff breakdown by country [No.] |        | 30.6.2020 |        |        | 30.6.2021 |        |  |
|--|--------|-----------|--------|--------|-----------|--------|--|
| Group starr breakdown by country [No.] | Total  | Men       | Women  | Total  | Men       | Women  |  |
| Italy                                  | 64,694 | 31,638    | 33,056 | 75,743 | 37,760    | 37,983 |  |
| Luxembourg                             | 207    | 133       | 74     | 214    | 134       | 80     |  |
| Ireland                                | 29     | 17        | 12     | 32     | 19        | 13     |  |
| Egypt                                  | 4,504  | 3,330     | 1,174  | 4,268  | 3,129     | 1,139  |  |
| Albania                                | 677    | 199       | 478    | 665    | 189       | 476    |  |
| Croatia                                | 5,045  | 1,400     | 3,645  | 5,053  | 1,404     | 3,649  |  |
| Romania                                | 570    | 163       | 407    | 587    | 168       | 419    |  |
| Serbia                                 | 3,147  | 847       | 2,300  | 3,122  | 810       | 2,312  |  |
| Hungary                                | 2,294  | 714       | 1,580  | 2,267  | 699       | 1,568  |  |
| Slovakia                               | 4,094  | 1,175     | 2,919  | 3,881  | 1,132     | 2,749  |  |
| Ukraine                                | 836    | 186       | 650    | 797    | 172       | 625    |  |
| Russian Federation                     | 1,091  | 307       | 784    | 1,005  | 270       | 735    |  |
| Brazil                                 | 37     | 25        | 12     | 43     | 29        | 14     |  |
| Moldova                                | 349    | 118       | 231    | 358    | 120       | 238    |  |
| United States                          | -      | -         | -      | 48     | 34        | 14     |  |
| Group                                  | 87,574 | 40,252    | 47,322 | 98,083 | 46,069    | 52,014 |  |

The figures exclude employees with atypical contracts.

Employees from foreing subsidiaries of Italian companies are included in the scope of Italy.

The breakdown by country is made on the basis of the headquarters of the Parent Company for the international subsidiaries (PBZ in Croatia, VÚB Banka in Slovakia and CIB Bank in Hungary). The United States have been included in the consolidation area starting from the 2020 Consolidated Non-Financial Statement, therefore only the data relating to the 1st semester of 2021 are available.

| Employee breakdown by gender [%] |       | 30.6.2020 |       | 30.6.2021 |        |       |
|----------------------------------|-------|-----------|-------|-----------|--------|-------|
|                                  | Italy | Abroad    | Group | Italy     | Abroad | Group |
| Men                              | 48.9  | 37.6      | 46.0  | 49.9      | 37.2   | 47.0  |
| Women                            | 51.1  | 62.4      | 54.0  | 50.1      | 62.8   | 53.0  |

| Employees by category and gender |       | 30.6.2020 |       |       | 30.6.2021 |       |  |
|----------------------------------|-------|-----------|-------|-------|-----------|-------|--|
| [% of total employees]           | Italy | Abroad    | Group | Italy | Abroad    | Group |  |
| Executives                       | 1.6   | 2.2       | 1.7   | 1.7   | 2.2       | 1.8   |  |
| Men                              | 1.2   | 1.3       | 1.3   | 1.4   | 1.3       | 1.4   |  |
| Women                            | 0.3   | 0.9       | 0.5   | 0.3   | 0.8       | 0.5   |  |
| Middle managers                  | 42.1  | 22.5      | 37.0  | 42.1  | 22.2      | 37.6  |  |
| Men                              | 25.5  | 12.7      | 22.1  | 26.0  | 12.4      | 22.9  |  |
| Women                            | 16.7  | 9.8       | 14.9  | 16.1  | 9.8       | 14.7  |  |
| Professional areas               | 56.3  | 75.3      | 61.3  | 56.2  | 75.7      | 60.6  |  |
| Men                              | 22.2  | 23.6      | 22.6  | 22.5  | 23.5      | 22.7  |  |
| Women                            | 34.1  | 51.7      | 38.7  | 33.7  | 52.2      | 37.9  |  |

| Employees - Breakdown by category and gender | 30.6 | 5.2020 | 30.6.2021 |       |  |
|--|------|--------|-----------|-------|--|
| [% of the category total]                    | Men  | Women  | Men       | Women |  |
| Executives                                   | 72.6 | 27.4   | 74.8      | 25.2  |  |
| Middle managers                              | 59.8 | 40.2   | 60.9      | 39.1  |  |
| Executives + Middle managers                 | 60.4 | 39.6   | 61.6      | 38.4  |  |
| Professional areas                           | 36.8 | 63.2   | 37.5      | 62.5  |  |

| Part-time employees by gender                     |        | 30.6.2020 |        |        | 30.6.2021 |        |  |
|---|--------|-----------|--------|--------|-----------|--------|--|
| rait-time employees by genuel                     | Italy  | Abroad    | Group  | Italy  | Abroad    | Group  |  |
| Number of part-time employees/total employees [%] | 15.6   | 1.4       | 11.9   | 15.8   | 1.4       | 12.5   |  |
| Breakdown of part-time employees by gender [No.]  | 10,094 | 322       | 10,416 | 11,969 | 310       | 12,279 |  |
| Men   | 772    | 56        | 828    | 1,161  | 40        | 1,201  |  |
| Women   | 9,322  | 266       | 9,588  | 10,808 | 270       | 11,078 |  |

| Hiring by gender [No.] |       | 30.6.2020 |       |       | 30.6.2021 |       |  |
|------------------------|-------|-----------|-------|-------|-----------|-------|--|
|                        | Italy | Abroad    | Group | Italy | Abroad    | Group |  |
| Total                  | 479   | 1,083     | 1,562 | 625   | 1,157     | 1,782 |  |
| Men                    | 276   | 412       | 688   | 299   | 423       | 722   |  |
| Women                  | 203   | 671       | 874   | 326   | 734       | 1,060 |  |

| Termination by gender [No.] | 30.6.2020 |        |       | 30.6.2021 |        |       |
|-----------------------------|-----------|--------|-------|-----------|--------|-------|
|                             | Italy     | Abroad | Group | Italy     | Abroad | Group |
| Total                       | 1,420     | 1,189  | 2,609 | 2,328     | 1,376  | 3,704 |
| Men                         | 838       | 411    | 1,249 | 1,384     | 538    | 1,922 |
| Women                       | 582       | 778    | 1,360 | 944       | 838    | 1,782 |

| Turnover by gender [No.] |       | 30.6.2020 |        |        | 30.6.2021 |        |  |
|--------------------------|-------|-----------|--------|--------|-----------|--------|--|
| rumover by gender [No.]  | Italy | Abroad    | Group  | Italy  | Abroad    | Group  |  |
| Total                    | -941  | -106      | -1,047 | -1,703 | -219      | -1,922 |  |
| Men                      | -562  | 1         | -561   | -1,085 | -115      | -1,200 |  |
| Women                    | -379  | -107      | -486   | -618   | -104      | -722   |  |

| Turnover rate by gender [%] |       | 30.6.2020 |       |       | 30.6.2021 |       |  |
|-----------------------------|-------|-----------|-------|-------|-----------|-------|--|
|                             | Italy | Abroad    | Group | Italy | Abroad    | Group |  |
| Total                       | -1.4  | -0.5      | -1.2  | -2.2  | -1.0      | -1.9  |  |
| Men                         | -1.7  | 0.0       | -1.4  | -2.8  | -1.4      | -2.5  |  |
| Women                       | -1.1  | -0.7      | -1.0  | -1.6  | -0.7      | -1.4  |  |

# PROFESSIONAL DEVELOPMENT

| Promotions by gender          | 30.6.2020 |        |       | 30.6.2021 |        |       |
|-------------------------------|-----------|--------|-------|-----------|--------|-------|
| Promotions by gender          | Italy     | Abroad | Group | Italy     | Abroad | Group |
| Total                         | 368       | 511    | 879   | 800       | 607    | 1.407 |
| Men [No.]                     | 185       | 170    | 355   | 400       | 176    | 576   |
| Women [No.]                   | 183       | 341    | 524   | 400       | 431    | 831   |
| Men [% on total promotions]   | 50.3      | 33.3   | 40.4  | 50.0      | 29.0   | 40.9  |
| Women [% on total promotions] | 49.7      | 66.7   | 59.6  | 50.0      | 71.0   | 59.1  |

### **TRAINING**

| Training by professional category [hours] |           | 30.6.2020 |           |           | 30.6.2021 |           |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| framing by professional category [nours]  | Italy     | Abroad    | Group     | Italy     | Abroad    | Group     |
| Executives                                | 22,706    | 14,759    | 37,466    | 47,192    | 15,763    | 62,955    |
| Men                                       | 18,236    | 8,819     | 27,055    | 38,277    | 7,624     | 45,901    |
| Women                                     | 4,470     | 5,941     | 10,411    | 8,915     | 8,138     | 17,054    |
| Middle managers                           | 1,886,672 | 104,409   | 1,991,081 | 1,972,125 | 122,681   | 2,094,806 |
| Men                                       | 1,094,166 | 45,830    | 1,139,995 | 1,235,384 | 51,455    | 1,286,838 |
| Women                                     | 792,506   | 58,580    | 851,086   | 736,741   | 71,226    | 807,968   |
| Professional areas                        | 3,392,121 | 596,040   | 3,988,161 | 2,894,885 | 551,602   | 3,446,486 |
| Men                                       | 1,256,708 | 140,203   | 1,396,912 | 1,196,288 | 133,979   | 1,330,266 |
| Women                                     | 2,135,413 | 455,836   | 2,591,249 | 1,698,597 | 417,623   | 2,116,220 |
| Total                                     | 5,301,499 | 715,209   | 6,016,708 | 4,914,201 | 690,045   | 5,604,247 |
| Men                                       | 2,369,110 | 194,852   | 2,563,962 | 2,469,948 | 193,058   | 2,663,006 |
| Women                                     | 2,932,389 | 520,356   | 3,452,746 | 2,444,254 | 496,988   | 2,941,241 |

<sup>\*</sup> The data are shown on the basis of a recalculation that takes into account training effectiveness parameters and does not include the hours of training provided to employees who ceased during the semester.

| Training by category and gender [average hours]* |       | 30.6.2020 |       |       | 30.6.2021 |       |  |
|--|-------|-----------|-------|-------|-----------|-------|--|
| rraining by category and gender [average nours]  | Italy | Abroad    | Group | Italy | Abroad    | Group |  |
| Executives                                       | 10.5  | 19.7      | 13.5  | 16.1  | 18.4      | 16.7  |  |
| Men  | 10.4  | 18.7      | 12.6  | 16.1  | 14.8      | 15.8  |  |
| Women  | 10.9  | 21.2      | 15.8  | 16.5  | 24.0      | 19.6  |  |
| Middle managers                                  | 24.0  | 11.6      | 22.0  | 22.3  | 14.1      | 21.2  |  |
| Men  | 23.1  | 9.6       | 21.1  | 22.8  | 10.8      | 21.4  |  |
| Women  | 25.3  | 14.3      | 23.4  | 21.5  | 18.4      | 21.0  |  |
| Professional areas                               | 31.7  | 18.0      | 27.3  | 24.0  | 17.2      | 22.1  |  |
| Men  | 30.0  | 15.2      | 25.9  | 25.1  | 14.8      | 22.6  |  |
| Women  | 32.9  | 19.2      | 28.1  | 23.3  | 18.3      | 21.7  |  |
| Hours of training per employee [No.]*            | 28.1  | 16.6      | 25.1  | 23.2  | 16.5      | 21.7  |  |
|  |       |           |       |       |           |       |  |

<sup>\*</sup> Hours defined as the duration of the teaching units used.

| Training by procedure   |           | 30.6.2020 |           | 30.6.2021 |         |           |  |
|---|-----------|-----------|-----------|-----------|---------|-----------|--|
|   | Italy     | Abroad    | Group     | Italy     | Abroad  | Group     |  |
| Classroom training [% of hours]*                                | 1.5       | 29.6      | 4.8       | 3.6       | 30.3    | 6.9       |  |
| Remote training [% of hours]*                                   | 98.5      | 70.4      | 95.2      | 96.4      | 69.7    | 93.1      |  |
| Hours of training provided (classroom + remote learning) [No.]* | 5,301,499 | 715,209   | 6,016,708 | 4,914,201 | 690,045 | 5,604,247 |  |

<sup>\*</sup> The data are shown on the basis of a recalculation that takes into account training effectiveness parameters and does not include the hours of training provided to employees who ceased during the semester.

# FREEDOM OF COLLECTIVE BARGAINING

| Trade union freedom                           |        | 30.6.2020 |        | 30.6.2021 |        |        |  |
|---|--------|-----------|--------|-----------|--------|--------|--|
|   | Italy  | Abroad    | Group  | Italy     | Abroad | Group  |  |
| Employees registered with a trade union [No.] | 46,639 | 7,228     | 53,867 | 55,478    | 6,878  | 62,355 |  |
| Executives                                    | 155    | 66        | 221    | 227       | 51     | 278    |  |
| Middle managers                               | 18,852 | 2,515     | 21,367 | 22,447    | 2,283  | 24,730 |  |
| Professional areas                            | 27,632 | 4,647     | 32,280 | 32,803    | 4,544  | 37,347 |  |
| Employees registered with a trade union [%]   | 76.1*  | 32.8      | 64.7   | 77.2*     | 31.2   | 66.4   |  |

The National Collective Labor Agreement for the sector covers all employees in Italy and 53.9% of employees abroad.

### **HEALTH AND SAFETY**

| Injuries by gender [No.]   |       | 30.6.2020 |       | 30.6.2021 |        |       |  |
|----------------------------|-------|-----------|-------|-----------|--------|-------|--|
|                            | Italy | Abroad    | Group | Italy     | Abroad | Group |  |
| Total injuries in the year | 211   | 35        | 246   | 208       | 27     | 235   |  |
| Men                        | 89    | 6         | 95    | 103       | 3      | 106   |  |
| Women                      | 122   | 29        | 151   | 105       | 24     | 129   |  |

| Injuries at work and on the way to/from work [No.] |       | 30.6.2020 |       | 30.6.2021 |        |       |  |
|--|-------|-----------|-------|-----------|--------|-------|--|
|  | Italy | Abroad    | Group | Italy     | Abroad | Group |  |
| Injuries at work                                   | 84    | 17        | 101   | 93        | 12     | 105   |  |
| Men  | 31    | 2         | 33    | 49        | 1      | 50    |  |
| Women  | 53    | 15        | 68    | 44        | 11     | 55    |  |
| Injuries on the way to/from work                   | 127   | 18        | 145   | 115       | 15     | 130   |  |
| Men  | 58    | 4         | 62    | 54        | 2      | 56    |  |
| Women  | 69    | 14        | 83    | 61        | 13     | 74    |  |

| Training on health and safety                                |         | 30.6.2020 |         | 30.6.2021 |        |        |  |
|--|---------|-----------|---------|-----------|--------|--------|--|
|  | Italy   | Abroad    | Group   | Italy     | Abroad | Group  |  |
| Hours of training on health and safety [No.]*                | 117,242 | 1,971     | 119,213 | 89,045    | 9,462  | 98,506 |  |
| Employees who have attended health and safety training [No.] | 21,278  | 1,052     | 22,330  | 17,329    | 3,936  | 21,265 |  |
| Employees who have attended health and safety training [%]   | 33      | 5         | 25      | 23        | 18     | 22     |  |
| Hours of health and safety training per employee [No.]*      | 1.8     | 0.1       | 1.4     | 1.2       | 0.4    | 1.0    |  |

<sup>\*</sup> Hours defined as the duration of the teaching units used.

| Robberies [No.]                       | 30.6.2020 |        |       | 30.6.2021 |        |       |
|---------------------------------------|-----------|--------|-------|-----------|--------|-------|
|                                       | Italy     | Abroad | Group | Italy     | Abroad | Group |
| Robberies                             | 3         | 1      | 4     | 0         | 1      | 1     |
| Robberies for every 100 bank counters | 0.1       | 0.1    | 0.1   | 0.0       | 0.1    | 0.0   |

<sup>\*</sup> The % of employees operating in Italy and covered by the collective credit agreement registered with a trade union is equal to 77.77%.