## GRUPPO BANCARIO <br> Credito <br> Valtellinese

## Consolidated Results as at December 31 ${ }^{\text {st }} 2015$

## - Executive summary

- Credit policies and asset quality
- Funding, liquidity and securities portfolio
- Capital ratio
- Revenues development
- Cost management and Net profit development
- Annexes
- Operating trends
- $\quad$ significant increase in asset managment fees (19.4\%). Increase in total net fees (+4.4\%)
- Operating cost (proforma data) flat YoY
- cost of retail funding (deposits and bonds) at 83 bps, compared to 126 bps at December 2014
- gross loans stable compared to the end of 2014, €821mn of new loans to individuals, +102.9\% YoY, €2.089mn of new loans (individuals and SMEs)
- Strong capital position:
- CET1 ratio at 13.5\% "fully loaded" aligned to the best capital standards
- solid leverage ratio at 7.7\%*
- Proposed dividend: $€$ /cent 3 per share, dividend pool of 33 mn
- additional potential buffer deriving from AIRB model approval
- Client Base
- Strong customer satisfaction level confirmed: 93\%
- Retention rate almost stable at $\sim 95 \%$
- Sound liquidity position
- counterbalancing capacity of $€ 4.4$ bn, of which $€ 3.6$ bn unencumbered
- LCR and NSFR well above the minimum required

New Digital Branch model released in 2015-5 pilot branches

## Creval图Cannect



New app / new website released in 2015

## bancaperta


$+18 \%$ YoY internet users

+ $39 \%$ YoY mobile users
$+12 \%$ Yo Y on line bank transfer
15 mn of investments in Digital Banking in the last 5 years


## Banking System



Household mortgages (amount disbursed in 2015)

Household mortgages

- \% substitutions

Corporate and SMEs Loans (amount disbursed in 2015)

+13\% YoY

## Creval

+103\% YoY

15\%
+70\% YoY

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## Quarterly trend (€mn) Commercial Loans (gross amounts)



Total gross loans by technical classification Total gross loans by business segment



## Loans to customers (Gross amountoutstanding) 4Q 2015 +32 mn



$$
\begin{array}{|l|}
\hline \text { 4Q } 2015 \text { Change YoY Breakdown } \\
\hline
\end{array}
$$



| Manufacturing | $-2.2 \%$ |
| :--- | :--- |
| Trade | $-0.6 \%$ |
| Other | $+3.1 \%$ |

## 2,089 mn of new loans disbursed (individuals and SMEs/Corporate) over the period $+81.6 \%$ YoY



## Gross loan book breakdown by geography (\%)

- ~ 57.2\% of loans in Lombardy
- Well-diversified loans, both in terms of industrial sector and individual borrower
- Average loan granted to real estate and construction sectors ("ATECO") ~ 216k
- Very conservative LTV (<50\%), both for households and SMEs


Source: internal data
$\frac{\text { Loan concentration }}{\frac{\text { Top } 20 \text { exposures }}{} \quad \text { \% Total loans }}$

$\frac{\text { Loan concentration }}{\frac{\text { Top } 20 \text { exposures }}{}} \begin{aligned} & \text { \% Total loans } \\ & 7.4 \%\end{aligned}$

## Cost of credit risk



Quarterly change in gross bad loans


Net flow trend of NPL (gross amounts) - end of 4Q*

Change in NPL loans


| Credit risk profile (mn $€$ ) | 31/12/2015 | 30/09/2015 | 30/06/2015 | 31/03/2015 | 31/12/2014 | Chg \% Dec. 2015 vs Dec. 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Bad loans | 1,207 | 1,220 | 1,196 | 1,160 | 1,102 | + 9.5 |
| Net Unlikely to pay | 1,835 | 1,699 | 1,638 | 1,603 | 1,578* | + 16.3 |
| Net Past due | 315 | 439 | 500 | 549 | 512 | - 38.4 |
| Total net non-performing exposures | $3,357$ | 3,358 | 3,334 1 | 3,312 | 3,192 | + 5.2 |
| Net non-performing exposures/ Loans to customers | 17.6\% | 17.8\% | 17.9\% | 17.8\% | 16.8\% |  |

Net NPL almost flat during the quarter. NPL ratio down from june

[^0]Coverage Ratios
Bad loans
Unlikely to pay*
Past due

* 2014 - Sum of Substandard loans and Restructured loans


## Non-performing exposures Coverage



NPLs Coverage up by 220 bps in Q4

31/12/2015
31/12/2014

## Coverage Bonis



Reduction in line with the portfolio improvement effect, related to migration to NPL and new credit policy

## Bad Loans - Total Coverage Ratio (\%)



Real estate value equal to the last market value (according to the specific appraisal, delivered by third party appraiser), capped at the maximum amount rapresented by the value of the loans.

Only «cash guarantees" considered, like financial guarantees, APS.
No consideration at all for personal guarantees.


- Tailored approach for each different status / category
- Leverage on specialized partner for reducing costs and improving performance
- Industrial model for NPL management, upgraded over time

Collections on Bad Loans*
$m n €$


First good results from the partnership with Cerved
recovery up 13\% YoY in line with the Business Plan

## Project CERERE

Finalized (Feb. 2016) the disposal process of NPL to Credito Fondiario (314 mn of GBV).

Closing and accounting derecognition by the end of 1Q 2016.

## Stelline RE - REOCO

Partnership between Stelline Real Estate and Cerved for the starting up of a Reoco activity. Initiatives already in place to take part in auctions for around 10 mn .

[^1]
## Fondo Bernina Social Housing

Partnership with CDP Investimenti SGR - asset Manager Prelios SGR - to deploy Social Housing projects on Real Estate properties related to NPL's.

First closing 25 mn (of which 15 mn underwritten by CDPI SGR).

Target of the Fund 100 mn.


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## Quarterly trend ( $€ \mathrm{mn}$ ) Retail funding



## Composition Direct Funding

| +4.6\% |  |  |  |
| :---: | :---: | :--- | :--- | ---: | ---: | ---: |



## 2016-2018 Maturities* (€mn)

ECB funding Creval 31 December 2015 (€mn)

|  | 986 | 830 | 934 |  | 1,500 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | 2018 | * As at 2 February 2016 and net of private placement | TLTRO |

Commercial loans / Retail funding


Short-term liquidity position - February, $2^{\text {nd }} 2016(€ / 1,000)$


## Breakdown by accounting portfolio

|  | $\begin{aligned} & \text { HFT } \\ & 0.9 \% \end{aligned}$ | €mn | 31/12/2015 | 30/09/2015 | 30/06/2015 | 31/03/2015 | 31/12/2014 | Chg.\% <br> Dec. 15 vs <br> Dec. 14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AFS |  | HFT <br> Portfolio | 52 | 89 | 115 | 412 | 62 | -16.2\% |
| 99.1\% |  | AFS <br> Portfolio | 5,321 | 5,101 | 5,519 | 7,437 | 6,790 | -21.6\% |
|  |  | HTM <br> Portfolio | - | - | - | - | - |  |

## Breakdown of AFS portfolio

Average Duration of AFS Portfolio 2.51


- AFS reserve as at 31 December $+71.0 \mathrm{mn} €$
- AFS reserve on Govies, as at 31 December, $\sim+27.2 \mathrm{mn} €$
- AFS reserve as at 30 September $32.4 \mathrm{mn} €$
- AFS reserve on Govies, as at 30 September, ~ - $10.2 \mathrm{mn} €$

Quarterly trend (€mn)


Indirect deposits breakdown


## Breakdown Individual accounts (mn $€$ )

## Breakdown Custody (mn €)



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## Capital ratios evolution - phased-in calculation



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$\mathrm{mn} €$



## Quarterly figures



## YoY analysis



Commercial spread trend * (2014-2015)


* Monthly retail customers spread


## Asset yield, liability cost and spread

| $\begin{aligned} & 4.50 \% \\ & 4.00 \% \\ & 3.50 \% \end{aligned}$ | 3,50\% | 3,42\% 3,14\% |  |  | 2,75\% | 2,78\% | 2,70\% | 2,62\% | Banking spread resilient during 2015: +10 bps vs Q4 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3,14\% | 2,95\% |  |  |  |  |  |
|  |  | 1,90\% $\quad 1,72 \% \quad 1,71 \%$ |  |  |  |  |  |  |  |
| $\begin{aligned} & 3.00 \% \\ & 2.50 \% \\ & 2.00 \% \\ & 1.50 \% \\ & 1.00 \% \\ & 0.50 \% \\ & 0.00 \% \end{aligned}$ | 2,02\% |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | 1,80\% |  |  |
|  |  |  |  |  | 1,70\% | 1,00\% | 1,00\% | 1,76 |  |
|  | 1,48\% | 1,52\% | 1,42\% | 1,24\% | 1,05\% | 0,98\% |  |  |  |
|  |  |  |  |  |  |  | 0,90\% | 0,86\% |  |
|  |  |  |  |  |  |  |  |  |  |
|  | $\stackrel{\rightharpoonup}{\mathrm{O}}$ | $\stackrel{\underset{\sim}{\underset{\sim}{c}}}{ }$ | $\stackrel{\rightharpoonup}{\underset{\sim}{\sim}}$ | $\stackrel{\rightharpoonup}{ণ}$ | $\stackrel{\varrho}{\square}$ | $\stackrel{\sim}{\underset{\sim}{0}}$ | $\stackrel{\circ}{\mathrm{O}}$ | $\stackrel{\sim}{\square}$ |  |
|  | Asset $=$ Loans to customers, loans to banks, financial assets set yield: Interest income / average bearing assets on the quarter Liability = due to customers, due to banks, securities issued ility cost: Interest expenses / average bearing assets of the quarter |  |  |  |  |  |  |  |  |

## Commercial interest margin



[^2]

## Average cost (basis points) - sight deposits book



Banking system Data Source: Bank of Italy
Creval Data Source: Internal Data

## Difference between Creval's cost and system average: -68\% (Jan 14 - Sept 15)

Strong repricing measures taken in the first quarter
Further actions to be implemented in H2, already effective

## Net fees quarterly trend



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## Proforma

Cost Income ratio


Cost to asset ratio


Operating expenses


## Cost management and Net profit development

## Personnel expenses



Front to back


## Number of employees



Administrative expenses



| et | Value | n | Goodwill | Ne | Income | Ta | Investment | Minorities | Net income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| operating margin | djustments | \& profit on | impairment | on sales of |  |  | disposal |  |  |



Chg \% 2015-2014

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## 31 December 2015 vs 31 December 2014 ( $€ \mathrm{mn}$ )


$\square$ 31/12/2015

Balance sheet structure
Indirect deposits from customers / Total deposits
Direct deposits from customers / Total liabilities
Customer loans / Direct deposits from customers
Customer loans / Total assets

31/12/2015
35.8\%
36.6\%
80.6\%
72.0\%
87.8\%
91.6\%
70.8\%
66.0\%

## 979k customers

## Cross selling ~ 4.3

Retention rate* ~ 94.5\%

## Sales results as of 31/12/2015

| Current accounts | $\sim+9,500$ |  |
| :--- | ---: | :--- |
| Debt Cards | $\sim+14,100$ |  |
| Car insurance | $\sim 19,100$ |  |
| Consumer Finance (Compass) - new loans | $\sim 47 \mathrm{mn}$ |  |
| Net flow AUM (mainly mutual funds) | $\sim 490 \mathrm{mn}$ | $\boxed{+73.3 \% ~ \mathrm{Y} / \mathrm{Y}}$ |
| Bancassurance flow | $\sim 546 \mathrm{mn}$ |  |
| New loans to individuals | $\sim 821 \mathrm{mn}$ | $\boxed{+102.9 \% ~ \mathrm{Y} / \mathrm{Y}}$ |

Insurance and custody are evolving positively
Insurance business - gross flow


Net flow AUM


Non life insurance - collected premiums

$€ / 1,000$

## Loans to customers analysis

## Quarterly trend (€mn)



## 6 Asset quality details

(€mn)

| 31/12/2015 | amount | losses | amount | ratio |
| :---: | :---: | :---: | :---: | :---: |
| Bad loans | 2,811 | - 1,604 | 1,207 | 57.1\% |
| Unlikely to pay loans | 2,463 | - 627 | 1,835 | 25,5\% |
| Past due exposures | 346 | - 31 | 315 | 9.0\% |
| Total impaired loans | 5,620 | - 2,262 | 3,358 | 40.3\% |
| Performing loans | 15,807 | - 114 | 15,693 | 0.72\% |
| Total loans and receivables with customers | 21,427 | - 2,376 | 19,051 |  |

Non performing exposures (Gross amount)

## (€mn)

## Bad loans

## Unlikely to pay




## Non-performing exposures



Major investments - EQUITY INVESTMENTS PORTFOLIO
$\begin{array}{lc}\text { GLOBAL } & \text { Insurance and } \\ \text { ASSISTANCE } & \text { reinsurance company }\end{array}$
$\begin{array}{lc}\text { GLOBAL } & \text { Insurance and } \\ \text { ASSISTANCE } & \text { reinsurance company }\end{array}$

Share of capital held by the group (\%)

Carrying amount 31/12/2015 - MIn $€$ (CA)
40.0\%
4.1

1



Return on investment (E/CA)

Major investments - AVAILABLE FOR SALE FINANCIAL ASSETS PORTFOLIO

| Company | Company's activities | Share of capital <br> held by the <br> group (\%) |
| :--- | :---: | :---: |
| ANIMA HOLDING | Asset management Company <br> (Holding of Anima Group) <br> Carrying amount <br> 31/12/2015 - MIn $€$ |  |
| ICBPI | Bank | $2.8 \%$ |
| ALBA LEASING | (Holding of ICBPI Group) | $2,0 \%$ |
| BANCA POP.CIVIDALE | Bank (Holding of BPC Group) | $1.0 \%$ |


| Assets | 31/12/2015 | 30/09/2015 | 30/06/2015 | 31/03/2015 | 31/12/2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 175,462 | 151,563 | 151,760 | 159,122 | 194,289 |
| Financial assets held for trading | 51,751 | 89,049 | 114,593 | 412,383 | 61,787 |
| Available-for-sale financial assets | 5,321,413 | 5,101,448 | 5,519,379 | 7,436,450 | 6,789,606 |
| Held-to-maturity investments | - | - | - | - | - |
| Loans and receivables with banks | 713,089 | 793,524 | 709,547 | 779,573 | 839,489 |
| Loans and receivables with customers | 19,049,750 | 18,903,168 | 18,590,813 | 18,614,292 | 19,004,863 |
| Equity Investments | 9,464 | 31,248 | 30,303 | 206,654 | 200,797 |
| Property, equipment and investment property and intangible assets | 572,882 | 661,188 | 657,695 | 658,257 | 663,968 |
| Non-current assets and disposal groups held for sale | 2,478 | 176,947 | 176,947 | 3,158 | 3,191 |
| Other assets | 1,005,392 | 951,793 | 1,111,395 | 1,167,989 | 1,055,566 |
| Total assets | 26,901,681 | 26,859,928 | 27,062,432 | 29,437,878 | 28,813,556 |
| Liabilities and Equity | 31/12/2015 | 30/09/2015 | 30/06/2015 | 31/03/2015 | 31/12/2014 |
| Due to banks | 2,040,112 | 1,834,858 | 1,759,167 | 2,401,288 | 4,837,734 |
| Direct funding from customers | 21,694,956 | 21,556,385 | 21,898,623 | 23,297,163 | 20,745,569 |
| Financial liabilities held for trading | 1,859 | 2,483 | 3,450 | 4,021 | 3,233 |
| Hedging derivatives | 269,496 | 286,227 | 263,292 | 359,525 | 308,718 |
| Liabilities associated with disposal groups | - | - | - | 736 | 573 |
| Other liabilities | 508,132 | 868,430 | 922,617 | 937,575 | 635,058 |
| Provisions for specific purpose | 199,396 | 203,369 | 200,087 | 302,059 | 258,471 |
| Equity attributable to non-controlling interests | 4,382 | 4,071 | 4,269 | 4,250 | 4,454 |
| Equity | 2,183,348 | 2,104,105 | 2,010,927 | 2,131,261 | 2,020,106 |
| Total liabilities and equity | 26,901,681 | 26,859,928 | 27,062,432 | 29,437,878 | 28,813,556 |


| Income statement | Q4 2015 | Q3 2015 | Q2 2015 | Q1 2015 | Q4 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 112,613 | 114,361 | 120,482 | 117,051 | 116,601 |
| Net fee and commission income | 71,395 | 67,868 | 72,759 | 68,521 | 70,904 |
| Dividends and simnar income | 27 | 1 | 1,989 | - | 24 |
| Profit (loss) of equity-accounted investments | 30 | 851 | 5,847 | 4,244 | 7,048 |
| Net trading and hedging income (expense) and profit (loss) on sales/repurchases | 8,893 | 15,157 | 15,771 | 34,949 | 7,540 |
| Other operating net income | 6,457 | 4,612 | 6,805 | 4,441 | 1,439 |
| Operating income | 199,415 | 202,850 | 223,653 | 229,206 | 203,556 |
| Personnel expenses | -78,200 | -72,070 | -70,538 | -74,228 | -116,485 |
| Other administrative expenses | -71,580 | -42,204 | -47,654 | -40,193 | -37,824 |
| Depreciation/amortisation and net impairment losses on property, equipment and investment property and intangible assets | -27,570 | -9,044 | -8,857 | -8,672 | -19,801 |
| Operating costs | -177,350 | -123,318 | -127,049 | -123,093 | -174,110 |
| Operating profit | 22,065 | 79,532 | 96,604 | 106,113 | 29,446 |
| Net impairment losses on loans and receivables and other financial assets | -217,168 | -66,859 | -90,803 | -67,512 | -349,670 |
| Net accruals to provisions for risks and charges | -11,942 | -1,858 | -3,855 | - | 12 |
| Value adjustments of goodwill | -70,194 | - | - | - | -131,344 |
| Net gains (losses) on sales of investments | 250,023 | 36 | 43 | -37 | 129 |
| Pre-tax profit from continuing operations | -27,216 | 10,851 | 1,989 | 38,564 | -451,427 |
| Income taxes | 83,745 | 1,809 | 6,330 | -13,884 | 120,883 |
| Post-tax profit from continuing operations | 56,529 | 12,660 | 8,319 | 24,680 | -330,544 |
| Gains from assets held for sale | - | - | 20,347 | -277 | -1,125 |
| Profit for the period attributable to non-controlling interests | 996 | -783 | -1,172 | -1,030 | -616 |
| Profit for the period | 55,533 | 11,877 | 27,494 | 23,373 | -332,285 |

## Contacts for Investor and Financial Analysts


[^0]:    * Sum of Substandard loans and Restructured loans

[^1]:    * Source: Internal data

[^2]:    * Interest financial assets - Interest due to central counterparties - Interest term deposits with central bank - hedging results

