#### GRUPPO BANCARIO

# Credito Valtellinese



# **Consolidated Results as at** December 31st 2015



- Executive summary
- Credit policies and asset quality
- Funding, liquidity and securities portfolio
- Capital ratio
- Revenues development
- Cost management and Net profit development
- Annexes

#### **Executive Summary**



#### Operating trends

- 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 33mn
- additional potential buffer deriving from AIRB model approval

#### Client Base

- Strong customer satisfaction level confirmed: 93%
- Retention rate almost stable at ~ 95%

#### Sound liquidity position

- counterbalancing capacity of €4.4bn, of which €3.6bn unencumbered
- LCR and NSFR well above the minimum required



New Digital Branch model released in 2015 - 5 pilot branches





New app / new website released in 2015

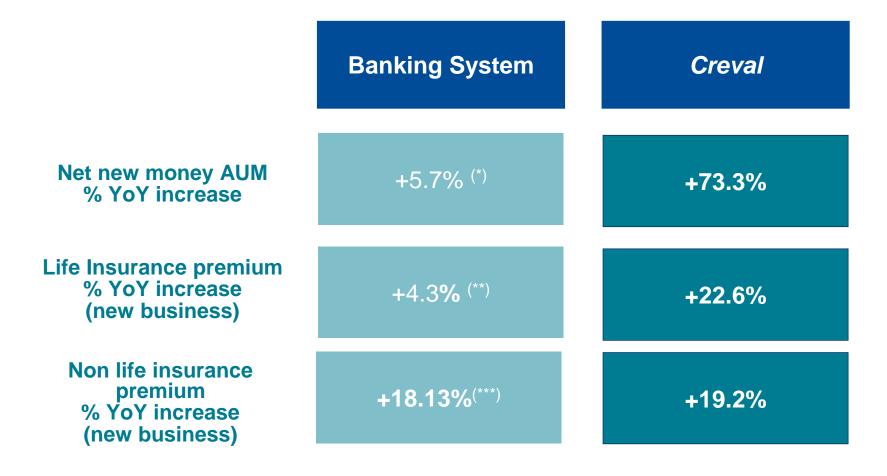


- + 18% YoY internet users
- + 39% YoY mobile users
- + 12% YoY on line bank transfer

15 mn of investments in Digital Banking in the last 5 years

# Asset management and Bancassurance (2015 Full Year)

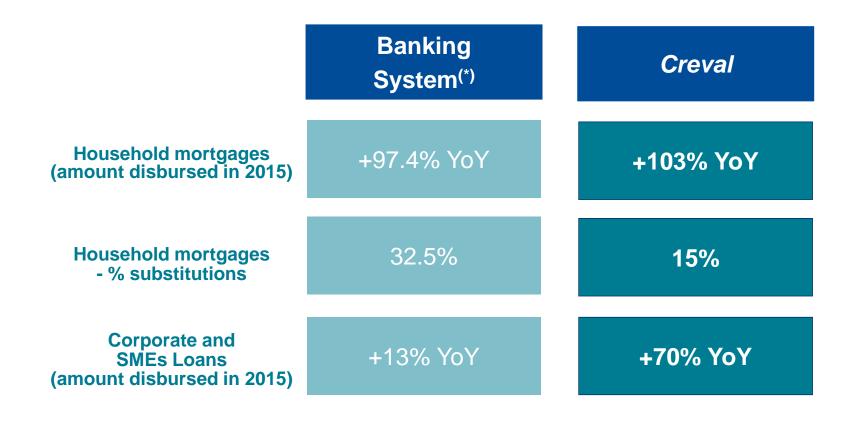




<sup>(\*)</sup> Monthly report on Asset Management– Assogestioni; (\*\*) Ania – Trends in new life insurance - November 2015 – (\*\*\*) Ania quarterly trend in non life insurance data to November 2015

# Loans – yearly disbursed amount (2015 Full Year)





Source: ABI – Monthly Outlook Economy and Financial Markets-Credit January 2016 - Summary



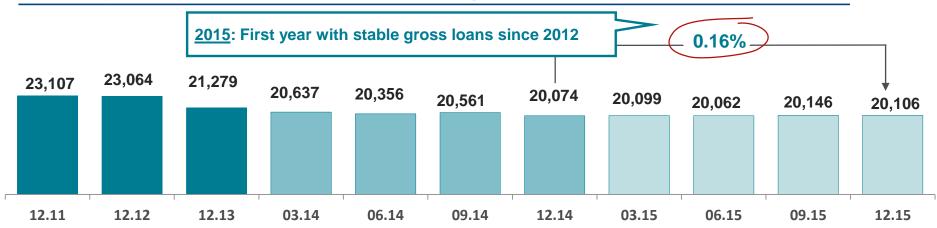


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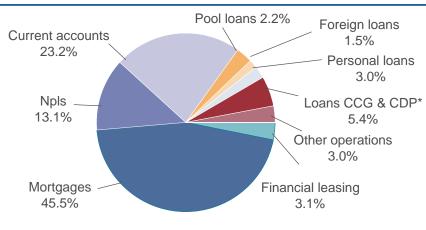
# Loans to customers analysis

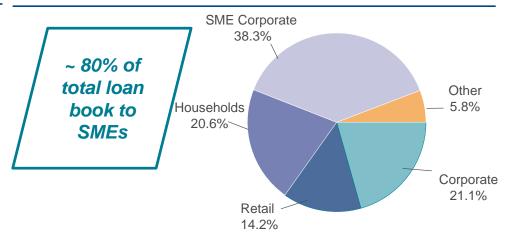


#### Quarterly trend (€mn) Commercial Loans (gross amounts)



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





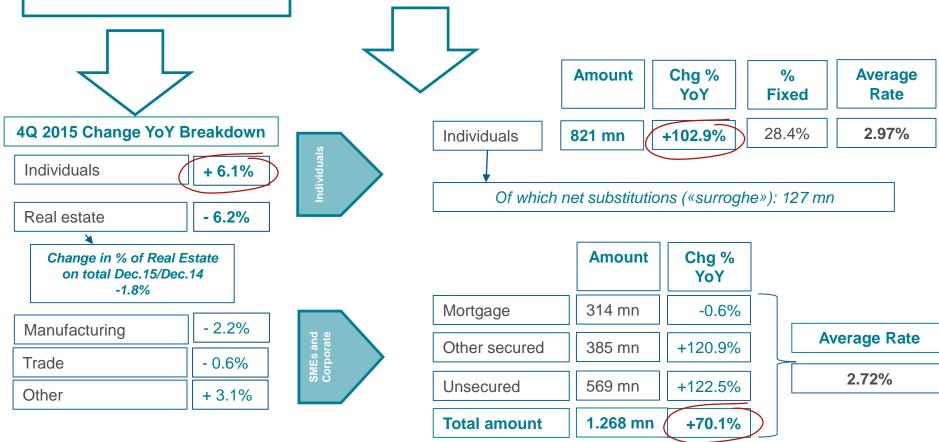
<sup>\*</sup> CCG: Cassa Compensazione e Garanzia CDP: Cassa depositi e prestiti

#### Focus on new loans



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

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

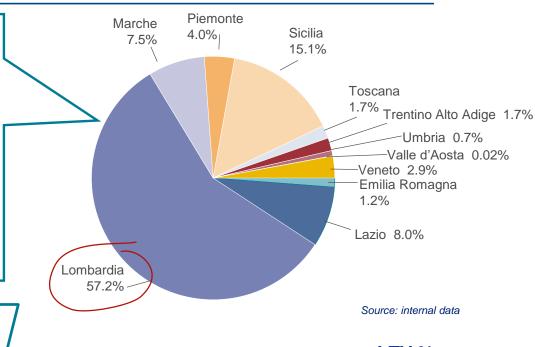


# Loan portfolio diversification



# 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



LTV % (as of 31/12/2015)

#### Average EUR 86,000 per Ioan

Source: internal data

Loan concentration	% Total loans				
Top 20 exposures	7.4%				

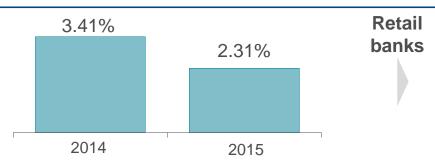


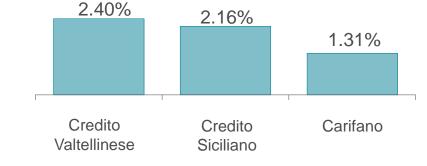


# Doubtful loans analysis and cost of credit risk

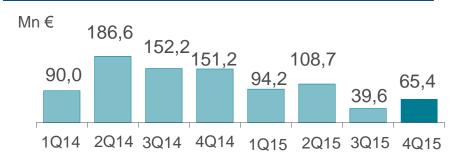


#### Cost of credit risk





#### **Quarterly change in gross bad loans**



#### Quarterly change in gross unlikely to pay



#### Quarterly change in gross past due



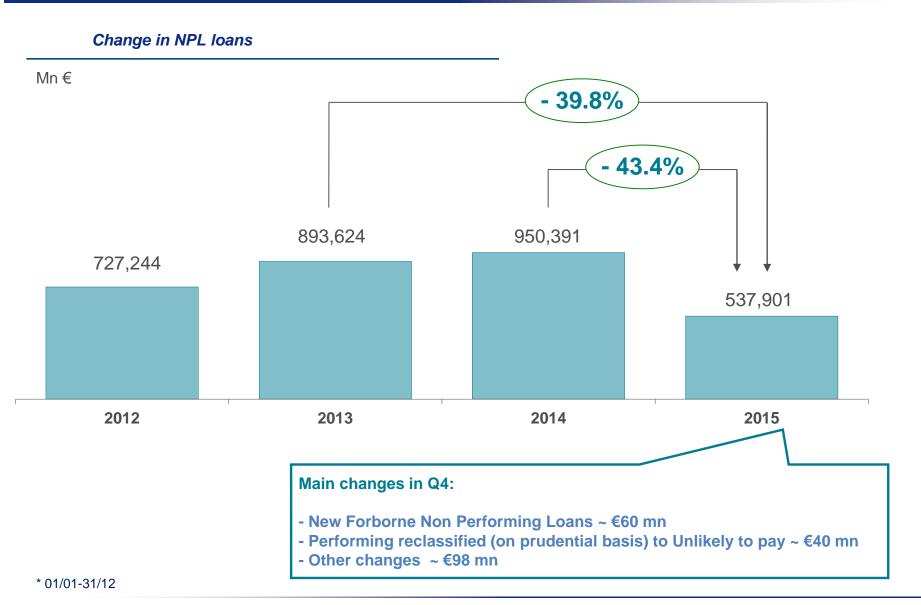


Mn €

Mn €

# Net flow trend of NPL (gross amounts) – end of 4Q\*





# Asset quality (1/2)



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	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

<sup>\*</sup> Sum of Substandard loans and Restructured loans

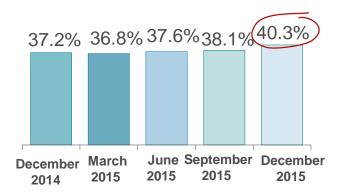
# Asset quality (2/2)



Coverage Ratios	31/12/2015	31/12/2014
Bad loans	57.1%	56.0%
Unlikely to pay*	25.5%	21.6%
Past due	9.0%	9.6%

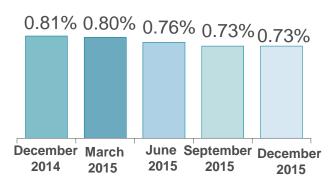
#### **Non-performing exposures Coverage**

\* 2014 - Sum of Substandard loans and Restructured loans



NPLs Coverage up by 220 bps in Q4

#### **Coverage Bonis**

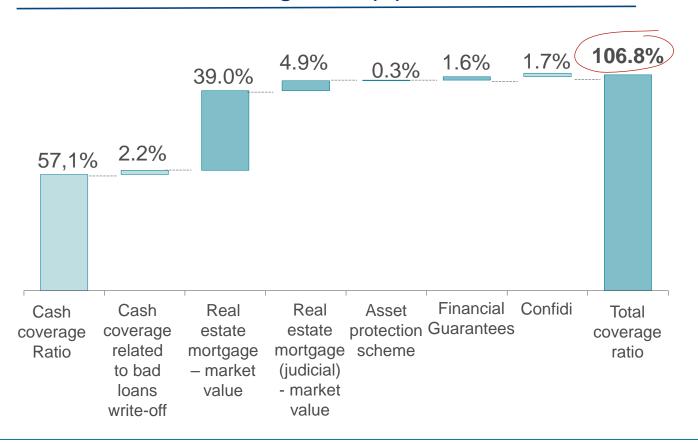


Reduction in line with the portfolio improvement effect, related to migration to NPL and new credit policy

# NPL's analysis – including collateral



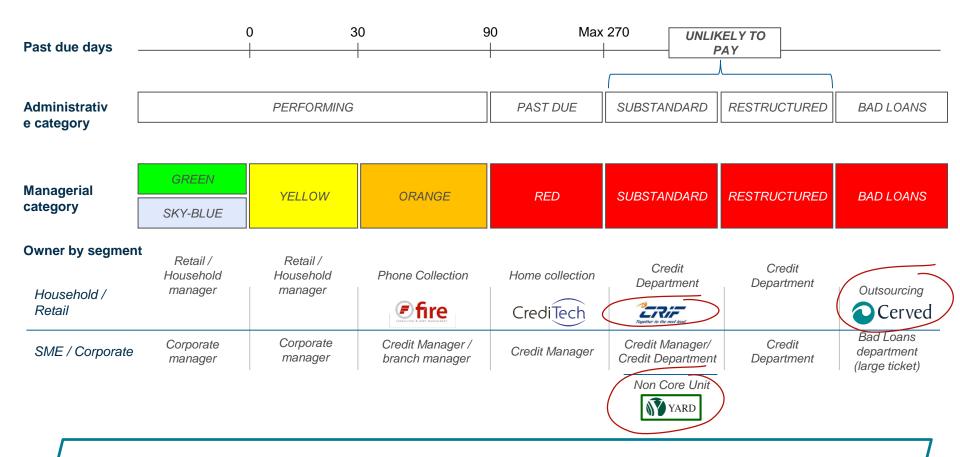
#### **Bad Loans – Total Coverage Ratio (%)**



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.** 

# NPLs management model

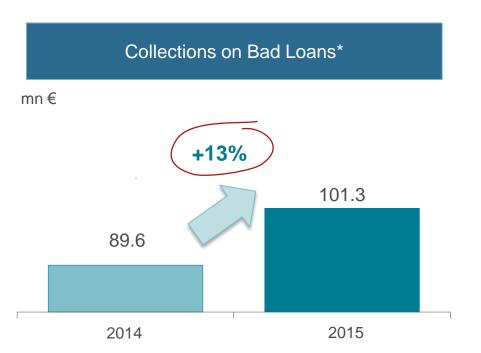




- Tailored approach for each different status / category
- Leverage on specialized partner for reducing costs and improving performance
- Industrial model for NPL management, upgraded over time

# NPL – partnership with Cerved Group





#### 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.

First good results from the partnership with Cerved

recovery up 13% YoY in line with the Business Plan

<sup>\*</sup> Source: Internal data

# NPL – start "Fondo Bernina Social Housing"

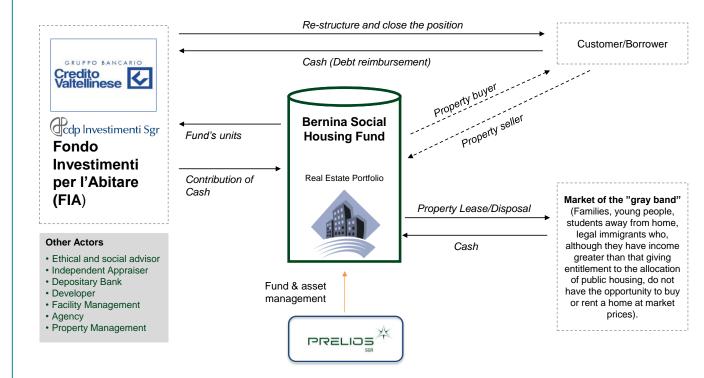


#### Fondo Bernina Social Housing

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.



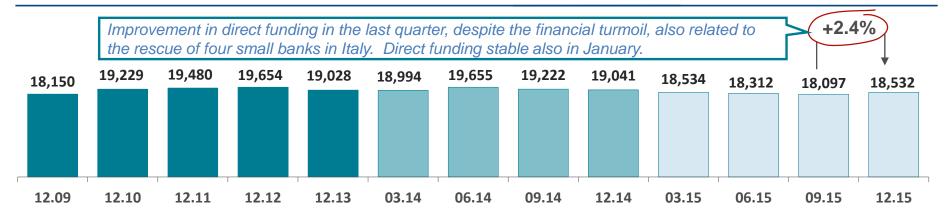


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#### Direct deposits



#### Quarterly trend (€mn) Retail funding



Remix from customer deposit to assets under management and liquidity

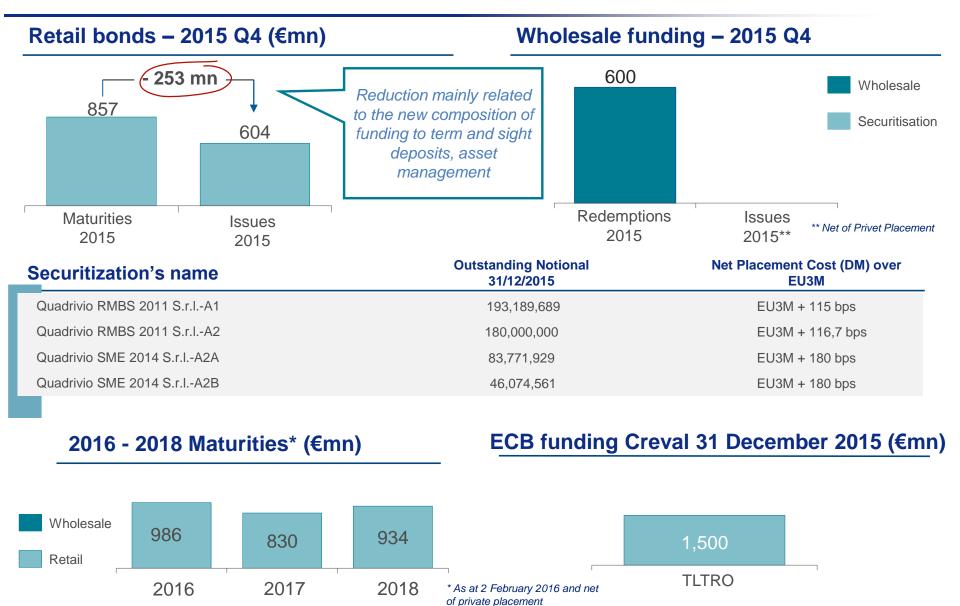
#### **Composition Direct Funding**



Source: internal data

# Bonds by maturities and ECB funding



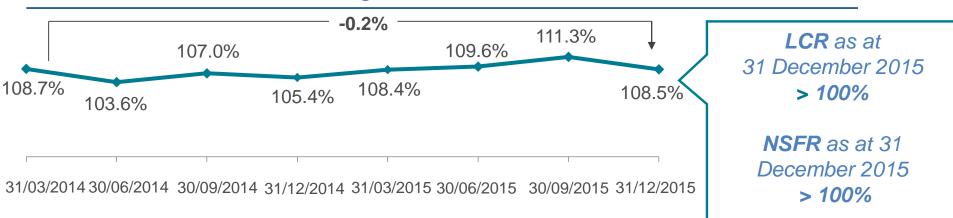




# Liquidity position



#### **Commercial loans / Retail funding**



# Short-term liquidity position – February, 2<sup>nd</sup> 2016 (€/1,000)

	1d	2d	3d	4d	5d	2w	3w	1m	2m	3m
Net balance of cumulative expiring positions	29	-49	323	186	185	-26	-490	-310	-443	-845
Counterbalancing capacity	3,455	3,585	3,207	3,359	3,359	3,579	3,785	3,843	4,086	4,451
Net balance of overall liquidity	3,484	3,536	3,530	3,545	3,544	3,553	3,295	3,533	3,643 (	3,606

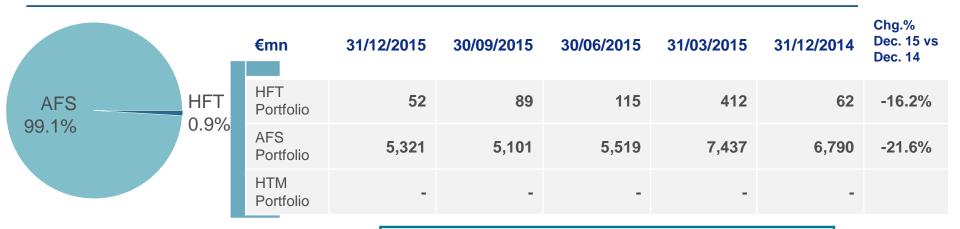
Net liquidity balance ~ 13% of the Total Asset of the Group



# Securities portfolio

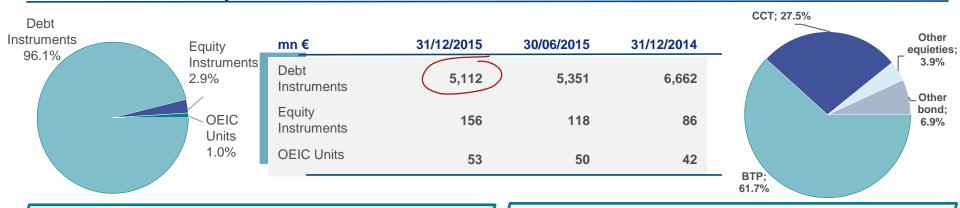


#### Breakdown by accounting portfolio



#### **Breakdown of AFS portfolio**

#### Average Duration of AFS Portfolio 2.51



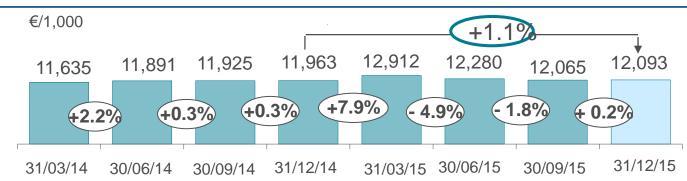
- AFS reserve as at 31 December +71.0 mn €
- AFS reserve on Govies, as at 31 December, ~ +27.2 mn €

- AFS reserve as at 30 September 32.4 mn €
- AFS reserve on Govies, as at 30 September, ~ -10.2 mn €

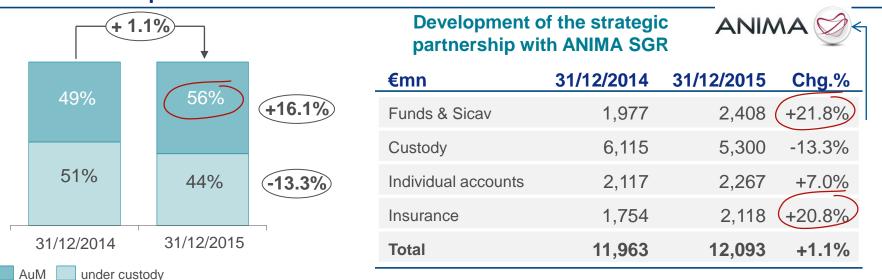
# Indirect deposits analysis



#### **Quarterly trend (€mn)**

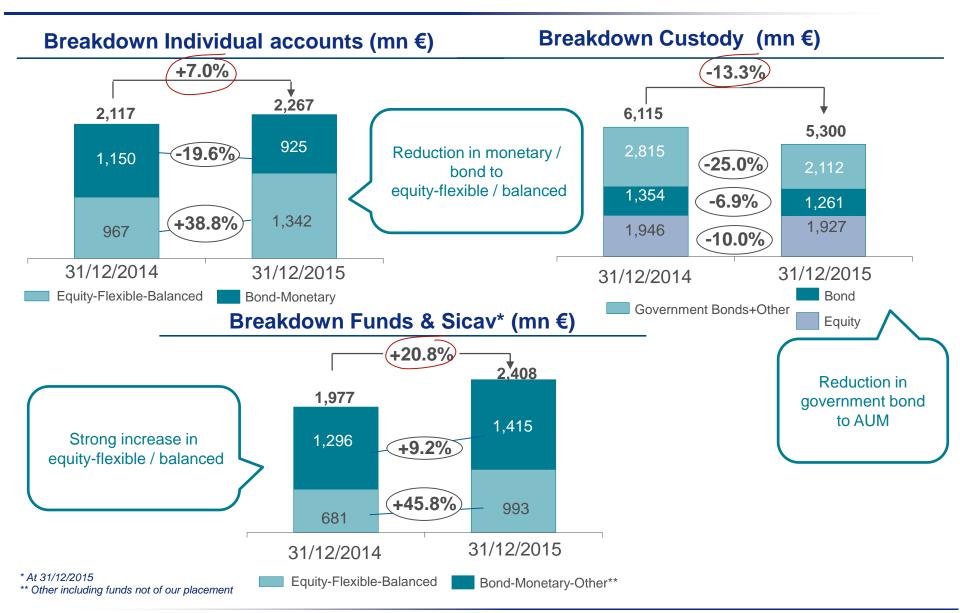


#### Indirect deposits breakdown



# Breakdown indirect deposit









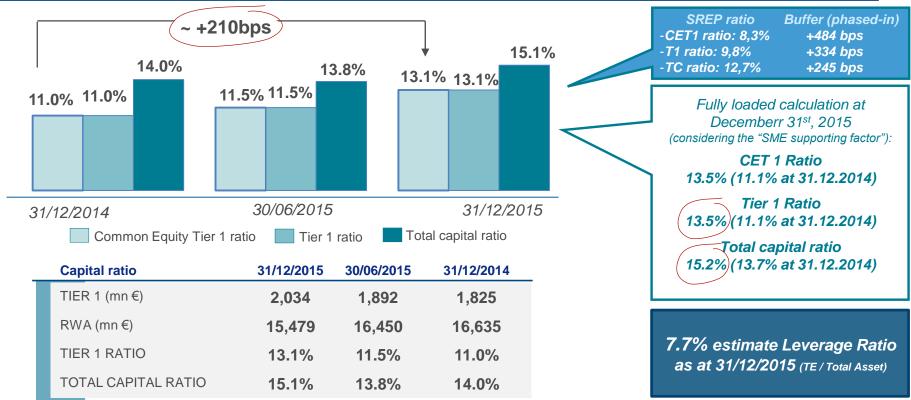
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# Capital ratios evolution



Capital ratios evolution – phased-in calculation



Indicator	31/12/2015	30/06/2015	31/12/2014
Loan Risk weighted*	78.4%	82.7%	83.5%
RWA /Assets	57.5%	60.8%	57.7%

<sup>\*</sup> RWA related to credit risk / Loans to customers at the end of the period (net CCG)

Data as of 31/12/2015 estimated

Requirements	31/12/2015	30/06/2015	31/12/2014
Credit	90.6%	90.9%	91.0%
CVA	0.2%	0.2%	0.2%
Market	0.1%	0.1%	0.1%
Operations	9.1%	8.8%	8.7%

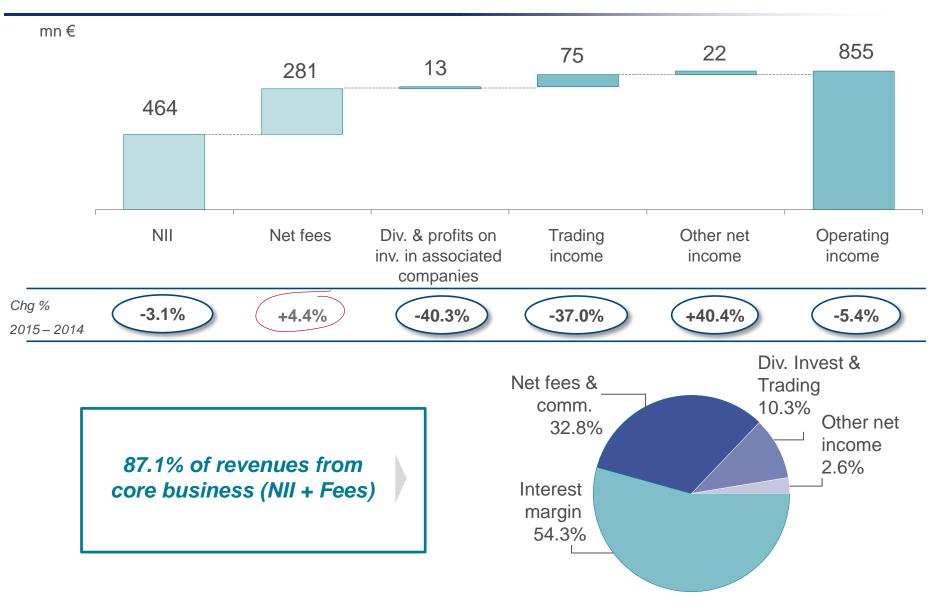




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# Operating income development





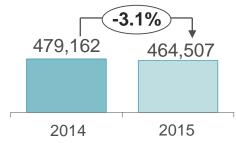


#### Focus on interest income



#### **Quarterly figures**





#### Commercial spread trend \* (2014-2015)

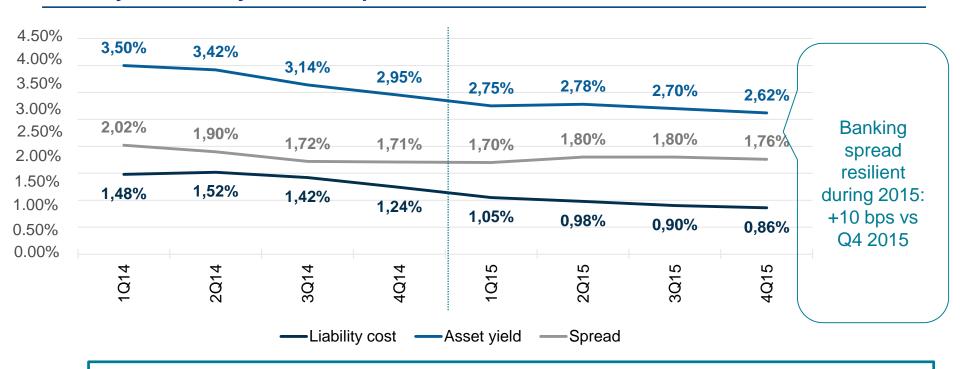


<sup>\*</sup> Monthly retail customers spread

# Banking spread



#### Asset yield, liability cost and spread

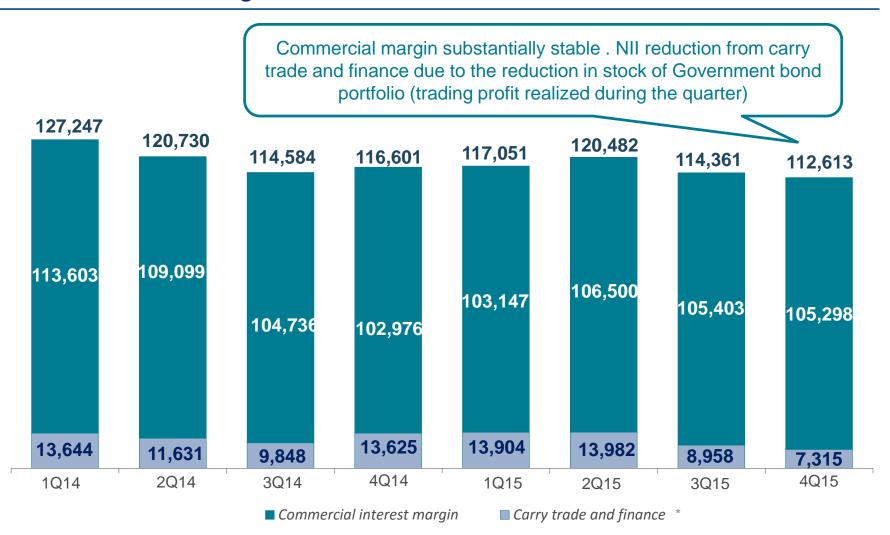


Asset = Loans to customers, loans to banks, financial assets
Asset yield: Interest income / average bearing assets on the quarter
Liability = due to customers, due to banks, securities issued
Liability cost: Interest expenses / average bearing assets of the quarter

#### Focus on interest income



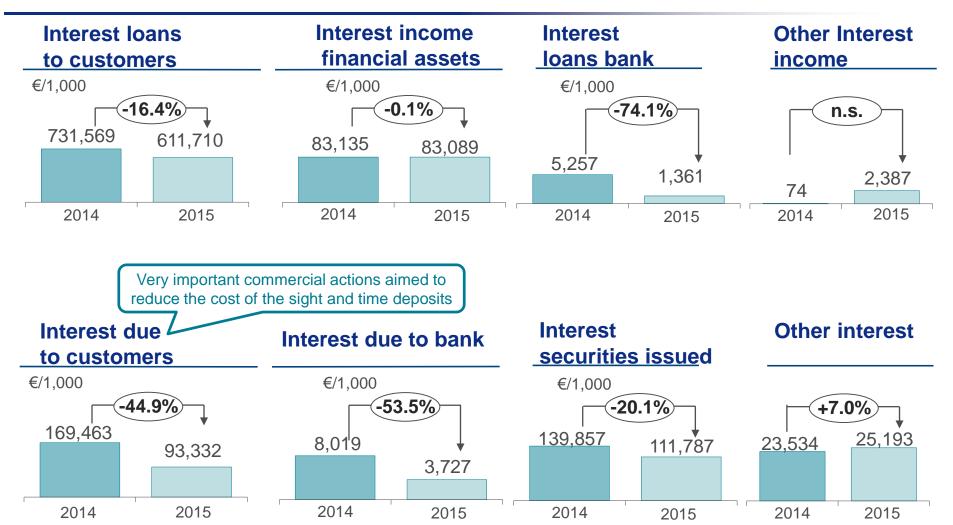
#### **Commercial interest margin**



<sup>\*</sup> Interest financial assets – Interest due to central counterparties – Interest term deposits with central bank – hedging results

#### Focus on interest income

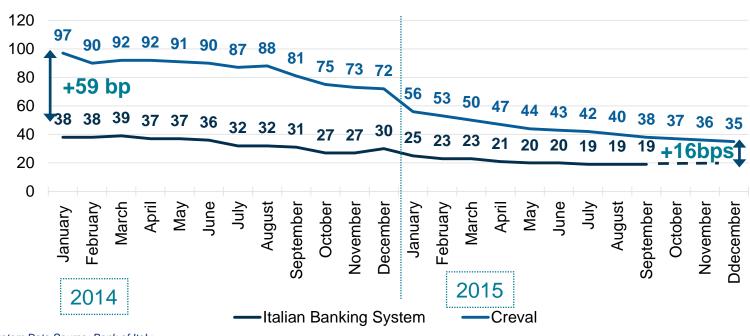




# Cost of retail funding



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



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

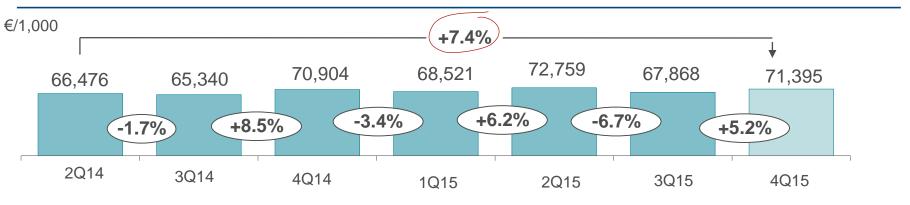
# Difference between Creval's cost and system average: -68% (Jan 14 – Sept 15)

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

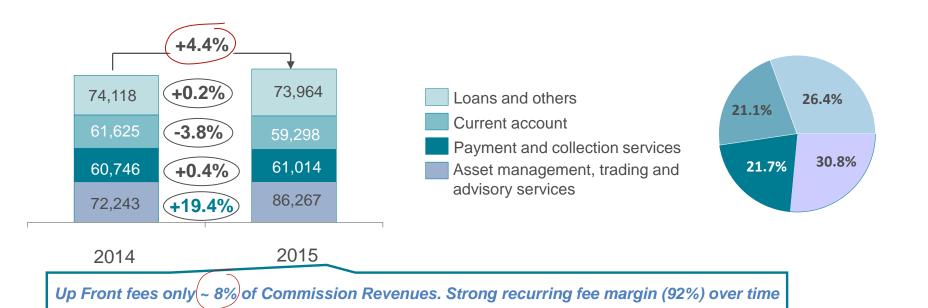
#### Focus on net fees



#### Net fees quarterly trend



#### Net fees breakdown - YoY



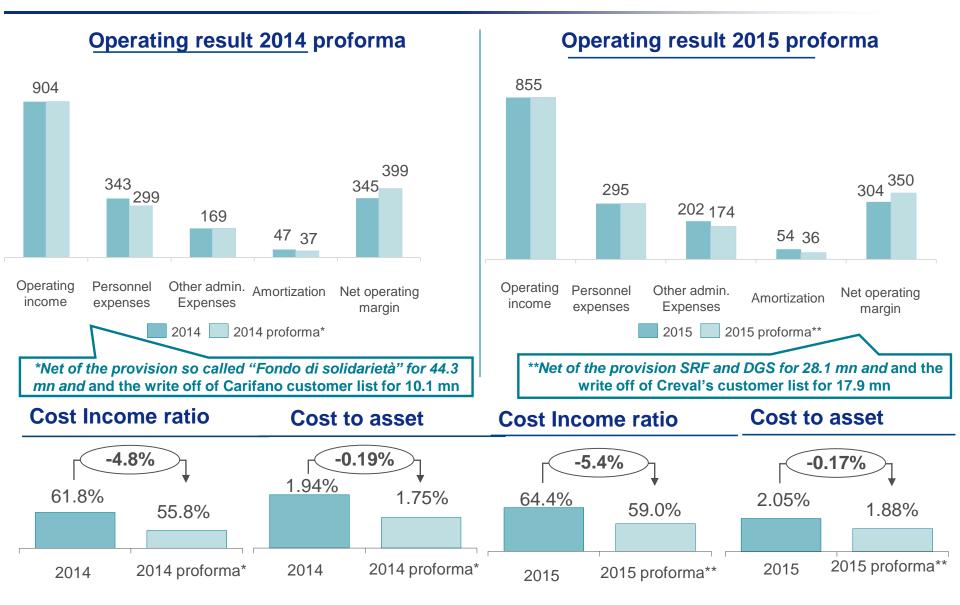




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## Operating result and cost/income development

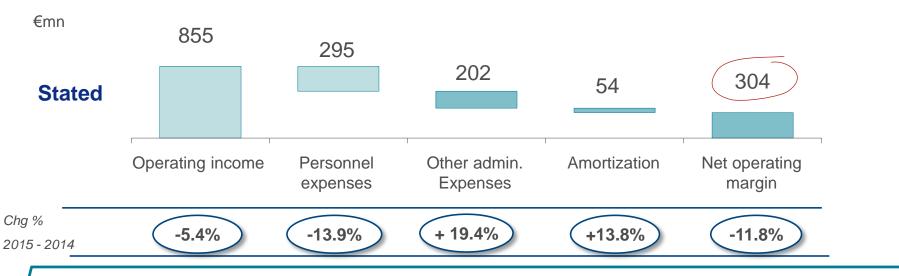




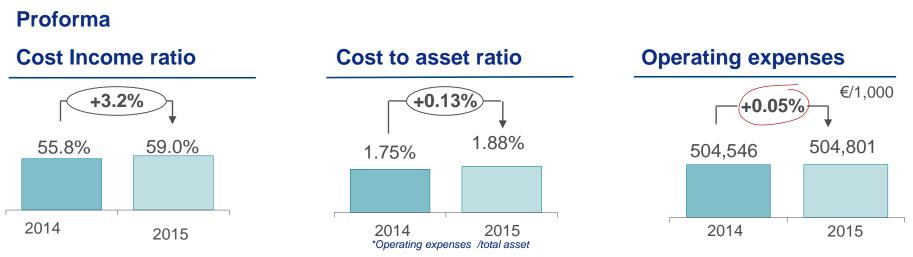


## Operating result and cost/income development





#### 17 BRANCHES CLOSED BETWEEN 2014-2015



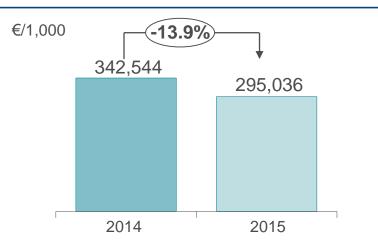
2014: pro-forma indicators (excluding the provision for the so called «Fondo di solidarietà» and the write off of Carifano customer list), including extraordinary cost connected in particular with the AQR 2015: pro-forma indicators (excluding the provision SRF e DGS and the write off of Carifano customer list),



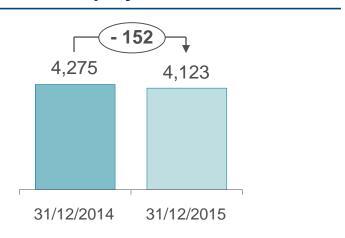
## Personnel expenses and administrative expenses (stated)



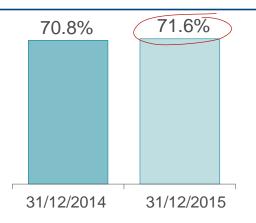
## **Personnel expenses**



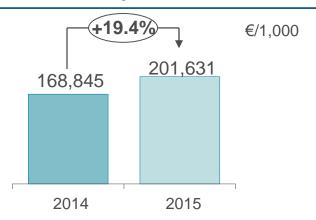
#### **Number of employees**



#### Front to back

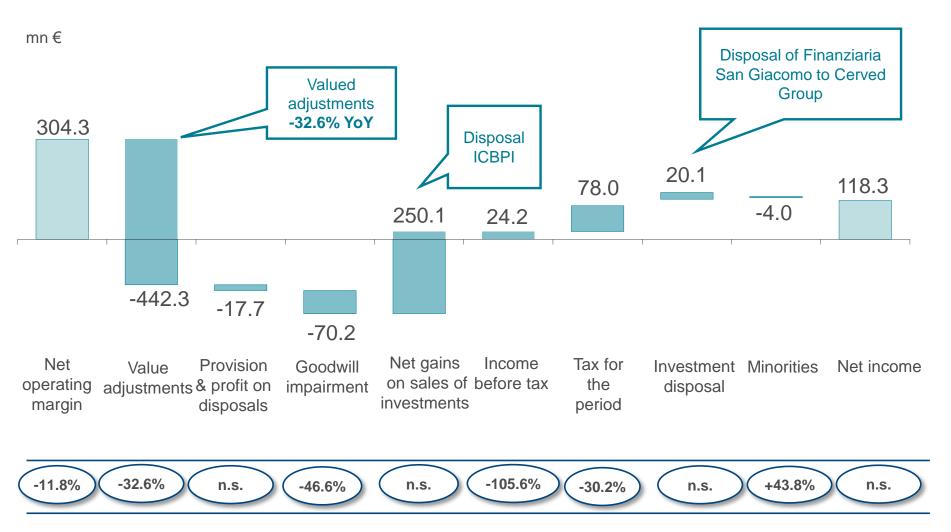


#### **Administrative expenses**



## Net profit development





Chg % 2015 - 2014



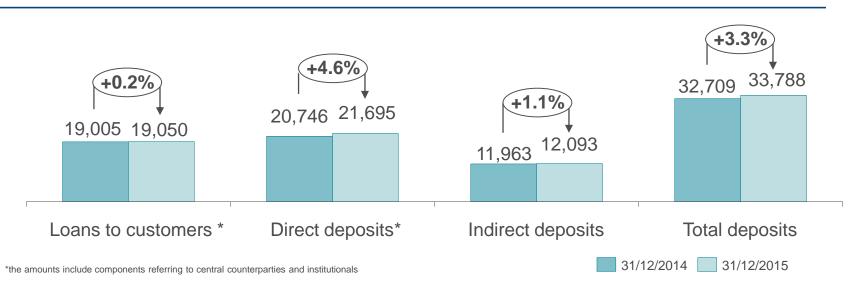


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## Consolidated Balance Sheet Data



#### 31 December 2015 vs 31 December 2014 (€mn)



Balance sheet structure	31/12/2015	31/12/2014
Indirect deposits from customers / Total deposits	35.8%	36.6%
Direct deposits from customers / Total liabilities	80.6%	72.0%
Customer loans / Direct deposits from customers	87.8%	91.6%
Customer loans / Total assets	70.8%	66.0%

## Strengthening "Customer base"



# 979k customers Cross selling ~ 4.3 Retention rate\* ~ 94.5%

#### **Sales results as of 31/12/2015**

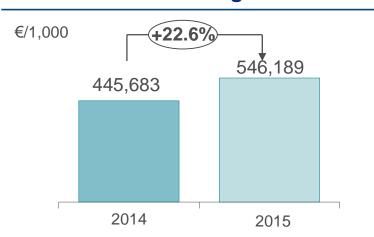
Current accounts	~ + 9,500	
Debt Cards	~ + 14,100	
Car insurance	~ 19,100	
Consumer Finance (Compass) – new loans	~ 47 mn	
Net flow AUM (mainly mutual funds)	~ 490 mn	+73.3% Y/Y
Bancassurance flow	~ 546 mn	
New loans to individuals	~ 821 mn	+102.9% Y/Y

<sup>\*</sup>Source: customer satisfaction survey - households

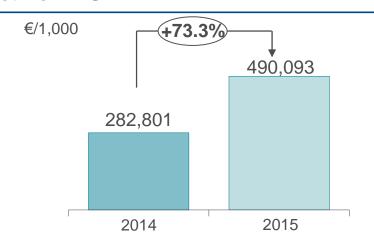
## Insurance and custody are evolving positively



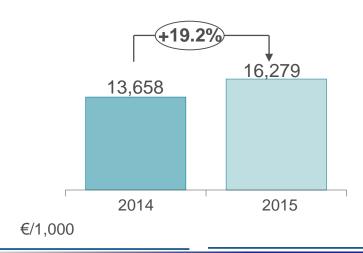
#### **Insurance business – gross flow**



#### **Net flow AUM**



#### Non life insurance – collected premiums

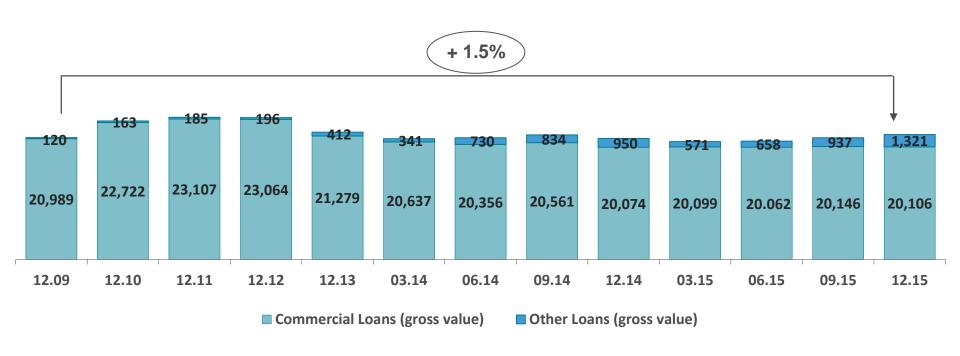




## Loans to customers analysis



## **Quarterly trend (€mn)**



# Asset quality details



(€mn)

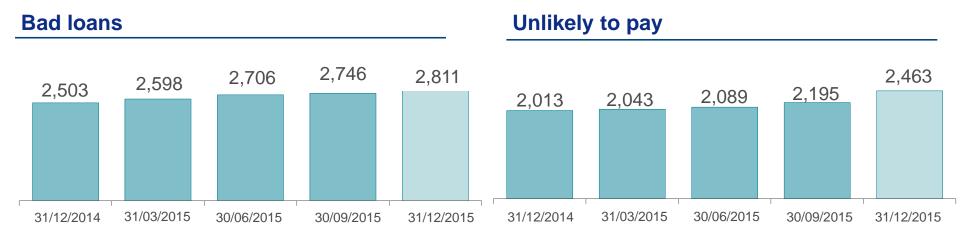
	31/12/2015	Gross	Impairment	Carrying	Coverage
_		amount	losses	amount	ratio
	Bad loans	2,811	- 1,604	1,207	57.1%
	Unlikely to pay loans	2,463	- 627	1,835	25,5%
	Past due exposures	346	- 31	315	9.0%
	Total impaired loans	5,620	- 2,262	3,358	40.3%
	Performing loans	15,807	- 114	15,693	0.72%
	Total loans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

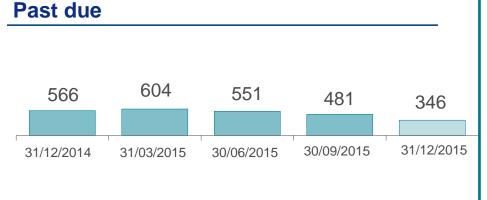


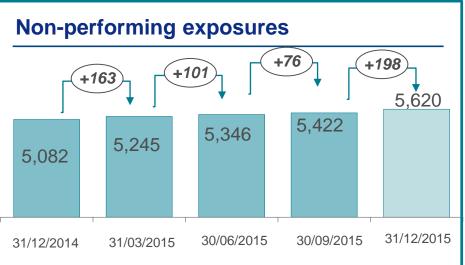
## Non performing exposures (Gross amount)



## (€mn)







# **Equity investments**



#### Major investments – EQUITY INVESTMENTS PORTFOLIO

-	Company	Company's activities	Share of capital held by the group (%)	Carrying amount 31/12/2015 – MIn € (CA)	Earning 2015 Pro-rate (E)	Return on investment (E/CA)
	GLOBAL ASSISTANCE	Insurance and reinsurance company	40.0%	4.1	0.7	18,0%

#### Major investments – AVAILABLE FOR SALE FINANCIAL ASSETS PORTFOLIO

Company	Company's activities	Share of capital held by the group (%)	Carrying amount 31/12/2015 – MIn €
ANIMA HOLDING	Asset management Company (Holding of Anima Group)	2.8%	66.6
ICBPI	Bank (Holding of ICBPI Group)	2,0%	43.2
ALBA LEASING	Leasing company	8.1%	33.0
BANCA POP.CIVIDALE	Bank (Holding of BPC Group)	1.0%	3.2

# Reclassified balance sheet – quarterly figures



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

## Reclassified consolidated income statement



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
vidends and simnar income	27	1	1,989	-	24
rofit (loss) of equity-accounted investments	30	851	5,847	4,244	7,048
let trading and hedging income (expense) and profit (loss) in 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
perating income	199,415	202,850	223,653	229,206	203,550
Personnel expenses	-78,200	-72,070	-70,538	-74,228	-116,48
Other administrative expenses	-71,580	-42,204	-47,654	-40,193	-37,82
Depreciation/amortisation and net impairment losses on property, equipment and investment property and intangible assets	-27,570	-9,044	-8,857	-8,672	-19,80
Operating costs	-177,350	-123,318	-127,049	-123,093	-174,11
Operating profit	22,065	79,532	96,604	106,113	29,44
Net impairment losses on loans and receivables and other inancial assets	-217,168	-66,859	-90,803	-67,512	-349,67
Net accruals to provisions for risks and charges	-11,942	-1,858	-3,855	-	1
√alue adjustments of goodwill	-70,194	-	-	-	-131,34
Net gains (losses) on sales of investments	250,023	36	43	-37	12
Pre-tax profit from continuing operations	-27,216	10,851	1,989	38,564	-451,42
ncome taxes	83,745	1,809	6,330	-13,884	120,88
Post-tax profit from continuing operations	56,529	12,660	8,319	24,680	-330,54
Gains from assets held for sale	-	-	20,347	-277	-1,12
Profit for the period attributable to non-controlling interests	996	-783	-1,172	-1,030	-61
Profit for the period	55,533	11,877	27,494	23,373	-332,28





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