JULY 2020

CASSA CENTRALE BANCA

Company Profile

CASSA CENTRALE BANCA
CREDITO COOPERATIVO ITALIANO

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A GREAT COOPERATIVE GROUP

Solid. Close. Ours.

A GREAT COOPERATIVE GROUP

We are the Cooperative Banking Group that stands alongside the territories and communities.

Our aim is to promote the well-being of our partners and the territories in which we operate, helping contribute towards the common good and create well-being that can be handed down to the generations to come, as part of a sustainable path. We intend to achieve this aim by combining the value and autonomy of a system of local Banks, the very expression of the different territories, with the profitability, efficiency, growth and stability typical of a major banking group.

A GROUP THAT IS…

SOLID

Amongst the top 10 banking groups in Italy in terms of assets and financial solidity

CLOSE

A network that promotes social and economic well-being on a local level

OURS

A system of Cooperative Banks united by a Cohesion Agreement

OUR STRENGTHS

AUTONOMY AND VIRTUOSITY

- Guaranteeing an **active participation** of virtuous Banks in the definition of the **Group strategies** and **operative objectives**.
- Ensuring a good level of **operational autonomy**, **modulated** according to the virtuosity of the individual banks.

GROWTH AND INNOVATION

- Strengthening investment capacity in **innovation** and **technology**, to improve the offer and service to customers.
- Expanding the knowledge of **customers**, benefitting from common and integrated data.
- Optimising the efficiency of the **information processes**, pooling skills and experience.

EQUITY SOLIDITY

- Having **excellent equity solidity** with extensive unrestricted inter-group asset.
- Achieving, as a Group, a **CET1 Ratio** that is amongst the best in the banking system.

LOCAL RELATIONSHIPS

- Developing a range that can satisfy all **our partners' and customers' needs**.
- Maintaining and promoting relations with the **local community**.
- Investing to improve the **social, economic and cultural context** of the territory.

EFFICIENCY AND AGILITY

- Having a balanced **governance** and the right degree of decision-making agility.
- Simplifying processes through growing **digitisation**.
- Developing **synergies** of costs and revenues through the optimisation of centres of excellence and best practices.

WE ARE A GROUP

But we haven't always been

WE ARE A GROUP, BUT WE HAVEN'T ALWAYS BEEN

Driven by the Cooperative Credit reform, we decided to create a Group to continue to do what we have always done: to contribute towards the well-being of our territories, preserving their social cohesion, participatory development and progress of the communities.

The new Group has taken on the name of Cassa Centrale, the parent company around which the Banks have joined forces, along with the instrumental companies that today make up the banking group.

OUR HISTORY

February, 28th 1974

Cassa Centrale delle Casse Rurali Trentine SpA is born

1974

1999

Agreements between Federazione Trentina, Veneta and Friuli Venezia Giulia. Partnerships with banks outside the region of Trento

September, 12nd 2002

Name change to Cassa Centrale delle Casse Rurali Trentine e delle Banche di Credito Cooperativo del Nord Est SpA, welcoming the expansion of the corporate base to include the cooperative credit banks of Veneto and Friuli Venezia Giulia

2002

2007

June, 13rd 2007

The extraordinary shareholders' meeting approves the new name "Cassa Centrale Banca - Credito Cooperativo del Nord Est SpA", incorporating the now supra-regional nature of the bank

April, 8th 2016

The cooperative credit reform becomes law. Parliament converts the Decree Law of 14 February 2016

2016

OUR HISTORY

2016 — October, 13rd 2016

Verona: the project announcement

2017 — March, 31st 2017

Milan: Cassa Centrale Banca announces that it will be exceeding the equity threshold required by the cooperative credit reform law

2017 — September, 27th 2017

Milan: more than 100 banks choose Cassa Centrale Banca

2017 — Late November 2017

Achievement of the share capital threshold required by law

2018 — August, 2nd 2018

Official Bank of Italy and ECB authorisation

2019 — January, 1st 2019

The Group is born

GRUPPO CASSA CENTRALE
CREDITO COOPERATIVO ITALIANO

RISK CAUTIOUS AND EFFICIENCY

Reliability is an important commitment that we choose to guarantee to our customers, and it is one of our main strengths

RISK CAUTIOUS

Our commitment to keep the Group stable, safe and efficient comes from our high degree of equity solidity, the low risk profile and the highly-efficient organisational model.

High equity solidity

CET 1 Ratio for the Group 19,7%

The higher these values, the more solid the Group

Low risk profile

NPL coverage ratio

Coverage Ratio of 55%

The higher this value, the more prudent the Group

High efficiency level

ROE 3,5%

Staff costs/net receipts from banking: 47,5%

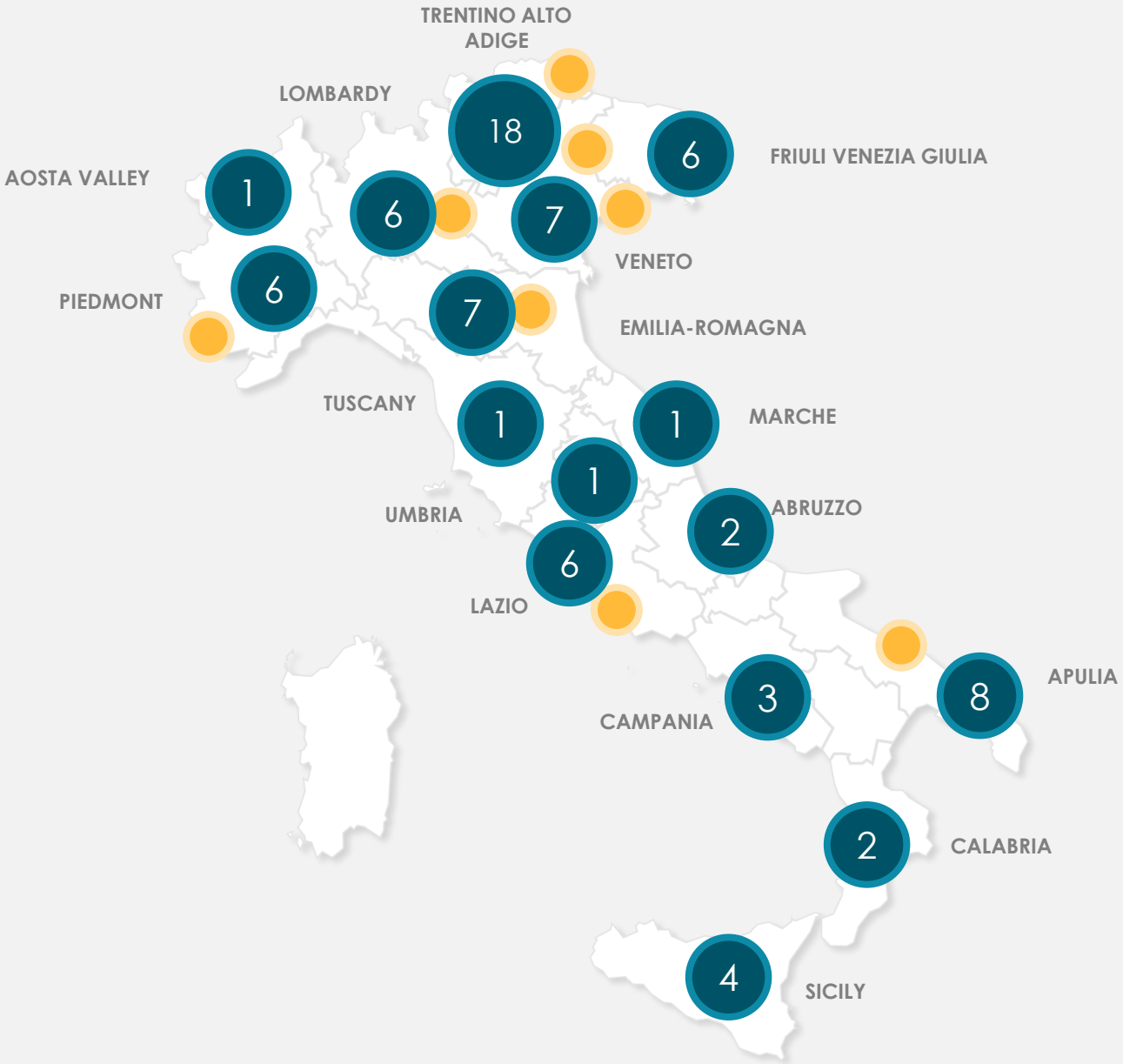
Net receipts from banking/employees: 179 k

High return on invested capital, boosted by a very efficient cost structure that can assure high margins per employee

TERRITORIAL PRESENCE

LOCALLY PRESENT

We are a major Group with a capillary presence throughout Italy, thanks to **79 local Banks** that are well-rooted in the different territories.



GROUP BANKS

PARENT COMPANY OFFICES

Figure as at 01.01.2020

PARENT COMPANY OFFICES

TRENTO OFFICE

VIA GIOVANNI SEGANTINI, 5
38122 TRENTO

UDINE TERRITORIAL OFFICE

VIA VERZEGNIS, 15
33100 UDINE

PADUA TERRITORIAL OFFICE

VIA GIACINTO LONGHIN, 21
35129 PADUA

BRESCIA TERRITORIAL OFFICE

VIA SOSTEGNO, 60
25124 BRESCIA

CUNEO TERRITORIAL OFFICE

VIA GENOVA, 11/A
12100 CUNEO

BOLOGNA TERRITORIAL OFFICE

VIA DEI TRATTATI COMUNITARI EUROPEI 1957-2007, 15
40127 BOLOGNA

ROME TERRITORIAL OFFICE

VIALE ALEXANDRE GUSTAVE EIFFEL, 15
00148 ROME

BARI TERRITORIAL OFFICE

VIA GIOVANNI AMENDOLA, 168/5
70126 BARI

THE BANKS OF THE GROUP 1/5

Abruzzo

- BANCA DEL GRAN SASSO D'ITALIA CREDITO COOPERATIVO
- BCC SANGRO TEATINA

Calabria

- BANCA CENTRO CALABRIA CREDITO COOPERATIVO
- BCC DELL'ALTO TIRRENO DELLA CALABRIA VERBICARO

Campania

- BCC AQUARA
- BCC FLUMERI
- BANCA MONTE PRUNO CREDITO COOPERATIVO DI FISCIANO, ROSCIGNO E LAURINO

Emilia-Romagna

- BANCA MALATESTIANA CREDITO COOPERATIVO DELLA PROVINCIA DI RIMINI
- BCC ROMAGNA OCCIDENTALE
- BCC FELSINEA BANCA DI CREDITO COOPERATIVO DAL 1902
- BANCA CENTRO EMILIA CREDITO COOPERATIVO
- BANCA DI CREDITO COOPERATIVO DI SARSINA SOCIETÀ COOPERATIVA
- ROMAGNABANCA CREDITO COOPERATIVO
- BANCA DI BOLOGNA

THE BANKS OF THE GROUP 2/5

Friuli Venezia Giulia

- CASSA RURALE FVG BANCA DI CREDITO COOPERATIVO
- BANCATER CREDITO COOPERATIVO FVG SOCIETÀ COOPERATIVA
- PRIMACASSA – CREDITO COOPERATIVO FVG SOCIETÀ COOPERATIVA
- FRIULOVEST BANCA CREDITO COOPERATIVO
- BCC TURRIACO
- ZKB ZADRUŽNA KRAŠKA BANKA TRST GORICA ZADRUGA ZKB (CREDITO COOPERATIVO DI TRIESTE E GORIZIA SOCIETÀ COOPERATIVA)

Lazio

- BCC DEL CIRCEO E PRIVERNATE
- BCC DEI CASTELLI ROMANI E DEL TUSCOLO
- BANCANAGNI CREDITO COOPERATIVO
- BANCA CENTRO LAZIO CREDITO COOPERATIVO
- BCC VELINO
- BANCA LAZIO NORD

Lombardy

- CASSAPADANA BANCA DI CREDITO COOPERATIVO
- BCC BARLASSINA
- CASSA RURALE ED ARTIGIANA DI BORGO SAN GIACOMO BANCA DI CREDITO COOPERATIVO
- CREDITO COOPERATIVO DI BRESCIA
- BANCA DEL TERRITORIO LOMBARDO CREDITO COOPERATIVO
- BCC LAUDENSE LODI

Marche

- BANCO MARCHIGIANO

THE BANKS OF THE GROUP 3/5

Piedmont

- BENE BANCA CREDITO COOPERATIVO DI BENE VAGIENNA
- CASSA RURALE ED ARTIGIANA DI BOVES BANCA DI CREDITO COOPERATIVO
- BANCA DI CARAGLIO CREDITO COOPERATIVO
- BANCA DI CHERASCO CREDITO COOPERATIVO
- BCC PIANFEI E ROCCA DÈ BALDI
- BCC CASALGRASSO E SANT'ALBANO STURA

Apulia

- BCC DI MONOPOLI
- BCC DELL'ALTA MURGIA
- BCC ALBEROBELLO E SAMMICHELE DI BARI
- BCC CASSANO DELLE MURGE E TOLVE
- BCC DI CONVERSANO
- BCC LOCOROTONDO
- BCC SAN GIOVANNI ROTONDO
- BCC SAN MARZANO DI SAN GIUSEPPE

Sicily

- BCC DEI CASTELLI E DEGLI IBLEI MAZZARINO
- CREDITO ETNEO BANCA DI CREDITO COOPERATIVO
- BCC LA RISCOSSA DI REGALBUTO
- BANCA SICANA CREDITO COOPERATIVO DI SOMMATINO, SERRADIFALCO E SAMBUCA DI SICILIA

Tuscany

- BCC DI CASTAGNETO CARDUCCI

THE BANKS OF THE GROUP 4/5

Trentino Alto Adige

- CASSA RURALE VALLAGARINA BANCA DI CREDITO COOPERATIVO
- CASSA RURALE ALTO GARDA BANCA DI CREDITO COOPERATIVO
- CASSA RURALE ADAMELLO BANCA DI CREDITO COOPERATIVO
- CASSA RURALE DI LEDRO BANCA DI CREDITO COOPERATIVO
- CASSA RURALE GIUDICARIE VALSABBIA PAGANELLA BANCA DI CREDITO COOPERATIVO
- CASSA RURALE VALSUGANA E TESINO BANCA DI CREDITO COOPERATIVO
- CASSA RURALE ROTALIANA E GIOVO BANCA DI CREDITO COOPERATIVO
- CASSA RURALE DOLOMITI BANCA DI CREDITO COOPERATIVO
- CASSA RURALE VAL DI SOLE BANCA DI CREDITO COOPERATIVO
- CASSA RURALE ALTA VALSUGANA BANCA DI CREDITO COOPERATIVO
- VAL DI FIEMME - CASSA RURALE
- RAIFFEISEN DI RENON
- CASSA RURALE NOVELLA E ALTA ANAUNIA BANCA DI CREDITO COOPERATIVO
- CASSA RURALE DI ROVERETO BANCA DI CREDITO COOPERATIVO
- RAIFFEISEN DI SAN MARTINO IN PASSIRIA
- CASSA RURALE VAL DI NON BANCA DI CREDITO COOPERATIVO
- CASSA DI TRENTO, LAVIS, MEZZOCORONA E VALLE DI CEMBRA BANCA DI CREDITO COOPERATIVO
- CASSA RURALE ALTA VALLAGARINA E LIZZANA BANCA DI CREDITO COOPERATIVO

THE BANKS OF THE GROUP 5/5

Umbria

- BCC SPELLO E BETTONA

Aosta Valley

- BCC VALDOSTANA

Veneto

- CORTINABANCA
- CENTROVENETO BASSANO BANCA CREDITO COOPERATIVO
- BANCA ALTO VICENTINO CREDITO COOPERATIVO
- BANCA PREALPI SANBIAGIO CREDITO COOPERATIVO
- CASSA RURALE DI VESTENANOVA BANCA DI CREDITO COOPERATIVO
- BANCADRIA COLLI EUGANEI CREDITO COOPERATIVO
- ROVIGOBANCA CREDITO COOPERATIVO

KEY DATA

KEY DATA

AS AT 31 DECEMBER 2019

FINANCIAL SOLIDITY

72,8 € bln
Tot. Assets

€ 6.5 bln
Equity

€ 43,8 bln
Gross commitments

19.7%
CET1 Ratio

ECONOMIC SUSTAINABILITY

€ 1,179 mln
Net interest income

€ 644 mln
Net commission

€ 221 mln
Net profit

3.5%
Actual ROE

LOCAL RELATIONSHIPS

More than 1,500
Branches

More than 11,000
Employees

Approximately 450 thousand
Partners

€ 56,7 bln
Direct deposits

THE STRUCTURE

Between autonomy and central coordination

THE MODEL

As a system of local, autonomous, cooperative banks organised into a modern Banking Group, we have adopted a structure that can optimise the contribution made by all, within a central coordination system.

It is a unique, original model that self-feeds and creates shared well-being.

Structure between autonomy and central coordination

COMPETITIVENESS, EFFICIENCY AND CONSTANT DEVELOPMENT OF AN OFFER SUITABLE FOR THE MARKET	INVOLVEMENT AND ACTIVE PARTICIPATION
DECISIONS AND STRATEGIC INITIATIVES WITH THE MOST EXTENSIVE REPRESENTATION OF ALL PARTIES	UNITARY AND EFFICIENT ADMINISTRATION, MANAGEMENT AND CONTROL SYSTEMS
CONSTANT, BALANCED MONITORING OF STRATEGIC CHOICES AND MANAGERIAL BALANCE	REPRESENTATION OF THE VARIOUS GEOGRAPHIC AREAS

Competitive advantages

Features

SHARED BANK

ECO SYSTEM BANK

GROUP ORGANISATION

GRUPPO CASSA CENTRALE
CREDITO COOPERATIVO ITALIANO

79 COOPERATIVE CREDIT BANKS

These control the majority of the capital of the Cooperative Banking Group

PARENT COMPANY

CASSA CENTRALE BANCA
CREDITO COOPERATIVO ITALIANO

Group guidance, management and coordination

SUBSIDIARIES

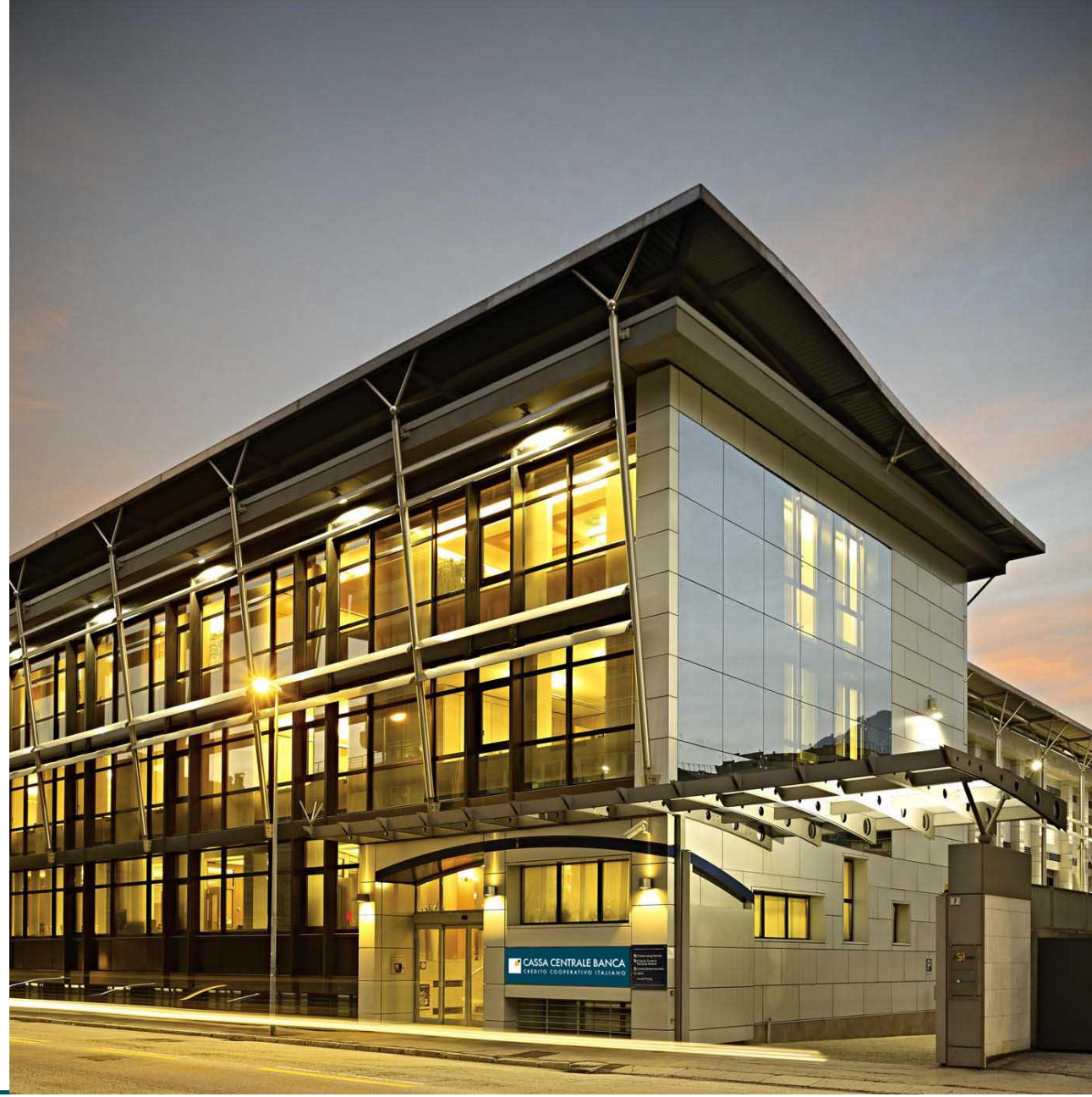
Services to local banks

THE PARENT COMPANY

For longer than 40 years, Cassa Centrale Banca has enjoyed a status as reference partner of a cooperative banking system, sharing values, culture, strategies and reference model.

It has always operated as a level-two bank, offering support and drive to the work of cooperative credit banks (BCCs) and rural banks (Casse Rurali), its partners and customers, with an offer that has always stood out for the reliability and innovation of its products and services, flanked by highly specialised consultancy.

In 2019, it became the parent company of the first Italian Cooperative Banking Group, also guiding, controlling and coordinating the Group.



THE OFFER: AN ANSWER TO EVERY NEED

Our offer is focussed both on the banking sector, through the services of **Cassa Centrale Banca** and of the **instrumental companies,** and on the private sector, through the **local Banks**

THE OFFER FOR THE BANKING SECTOR

Group Banks and other local Banks

Through Cassa Centrale Banca, or by using the services offered by the instrumental companies, the Group boasts an offer that has always stood out for the reliability and innovation of its products and services, flanked by highly-specialised consultancy.

- **Credits**
- **Finance**
- **Payments**
- **Planning**

THE OFFER FOR THE PRIVATE SECTOR

Individuals, families and businesses

Through its local banks, the Group can successfully meet all the typical needs expressed by people and the world of business.

- **Current accounts**
- **Credit and debit cards**
- **Credit**
- **Leasing & Factoring**
- **Investments, insurance and welfare**
- **Collection and payment instruments**
- **Internet and mobile banking**
- **Risk management**
- **Investment banking**
- **International**
- **Other**

THE GROUP INSTRUMENTAL COMPANIES

THE GROUP COMPANIES

CENTRALE CREDIT SOLUTIONS

Centrale Credit Solutions

Centrale Credit Solutions assists the banks in offering consultancy to businesses in extraordinary business finance, operating as advisors and coordinating the banks involved in the sales process.

CENTRALE SOLUZIONI IMMOBILIARI

Centrale Soluzioni Immobiliari

Centrale Soluzioni Immobiliari manages the Group's instrumental real estate activities, aiming to defend the real value of properties guaranteeing the non-performing loans disbursed by the Cassa Centrale Banca Group, in particular through intervening in enforcement procedures (or "auctions").

CLARIS LEASING

Claris Leasing

Claris Leasing offers lease transactions on instrumental assets, real estate and boats.

THE GROUP COMPANIES

Allitude

This company, which was established on 1st January 2020 from the union of 8 operating companies involved in IT and administrative services, is specialised in IT and back-office outsourcing activities for the banking industry.

NEAM

NEAM S.A (Nord Est Asset Management S.A) is the company that manages NEF, a multi-manager, multi-segment Luxembourgian mutual investment fund.

Assicura Agenzia – Assicura Broker

Assicura Agenzia – Assicura Broker supplies insurance products and brokering services to the distributing banks.

THE GROUP COMPANIES

Centrale Casa

Centrale Casa is a property intermediation agency that operates in the purchase and sale of properties and in property consultancy.

Prestipay

Prestipay meets the financial needs of families and customers of the Cooperative Credit Banks, Rural Banks and Raiffeisen belonging to the Cassa Centrale Group.

Centrale Trading*

Centrale Trading provides technical assistance to cooperative credit banks distributing Directa SIM on-line trading services.

*Related company

THE GROUP COMPANIES

CASSE RURALI RAIFFEISEN FINANZIARIA SPA

Casse Rurali Raiffeisen Finanziaria SPA *

Casse Rurali Raiffeisen Finanziaria Spa manages its own equity investments in companies that carry out banking activities, in order to enhance the investee companies.

SERVIZI E FINANZA FVG

Servizi e Finanza FVG*

Servizi e Finanza FVG develops suitable solutions for the marketing and creation of highly technological, innovative services for the management of payment systems and tools, also on behalf of third parties including but not limited to brokers.

*Related company

Registered office and General Management

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cassacentrale.it

CASSA CENTRALE BANCA
CREDITO COOPERATIVO ITALIANO