

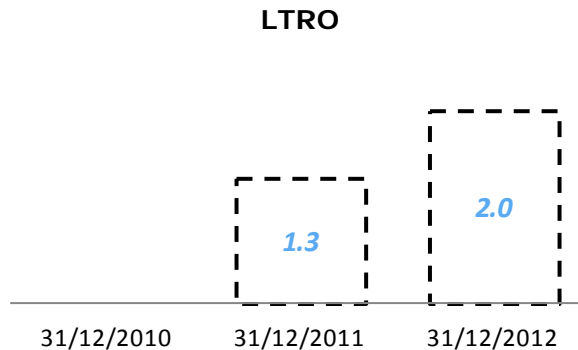
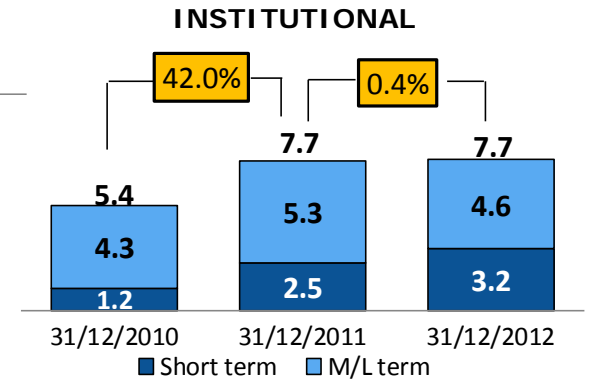
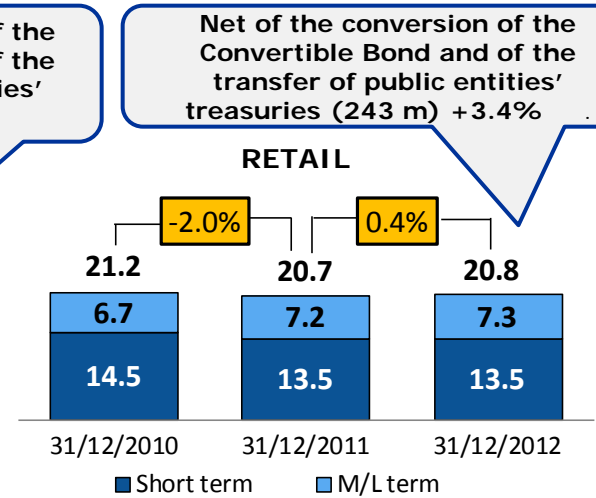
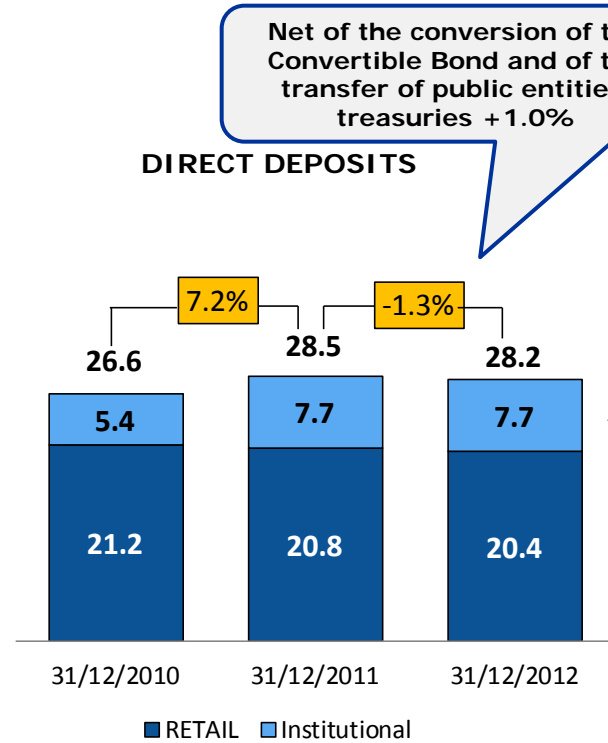
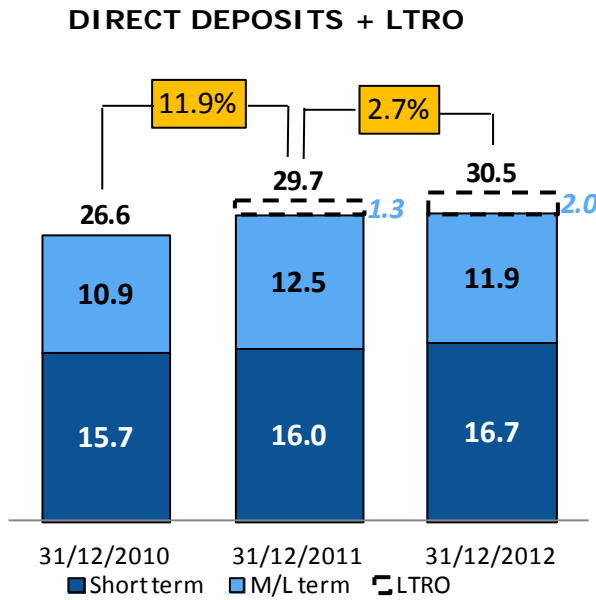
BANCA CARIGE GROUP

2012 Results

**General Manager
Ennio La Monica**

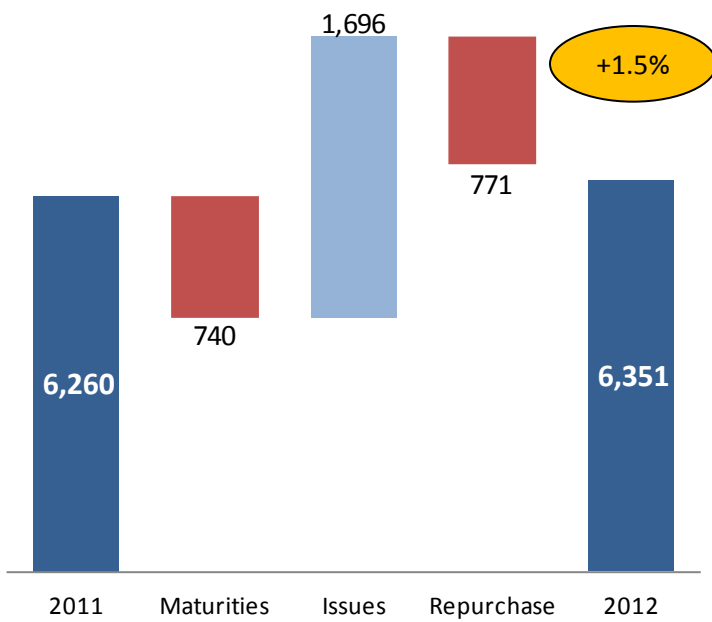
20 March 2013

€ b

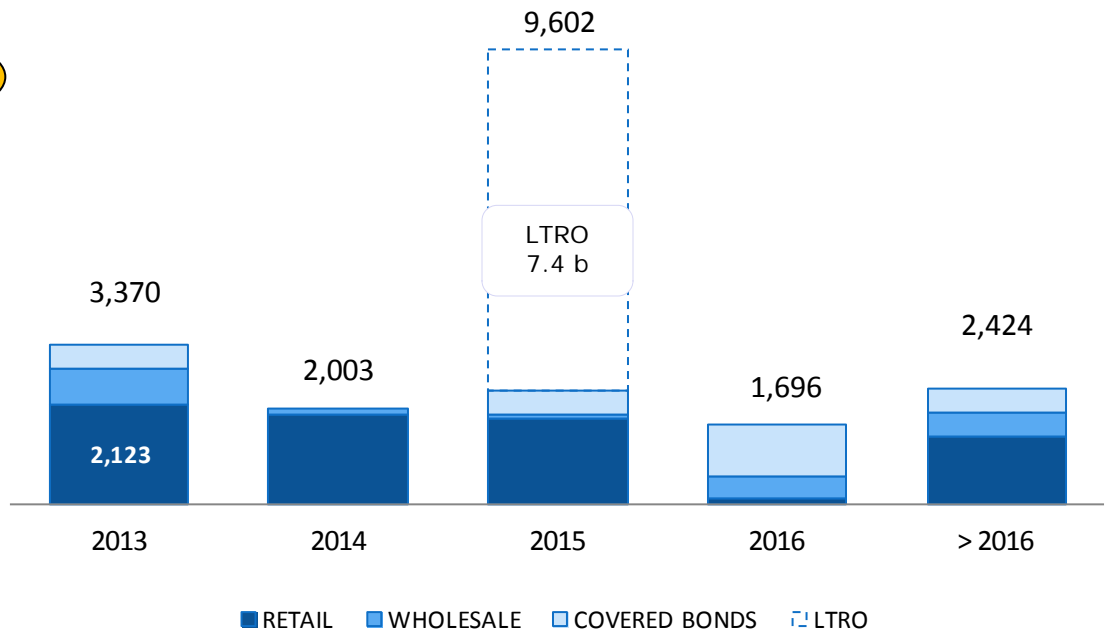


€ m

RETAIL 2012

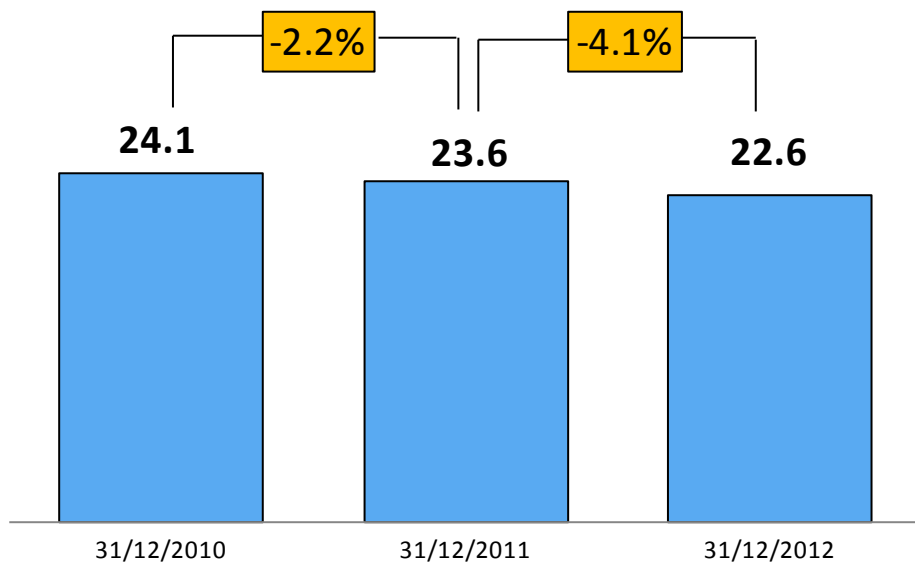


RETAIL AND WHOLESALE MATURITIES

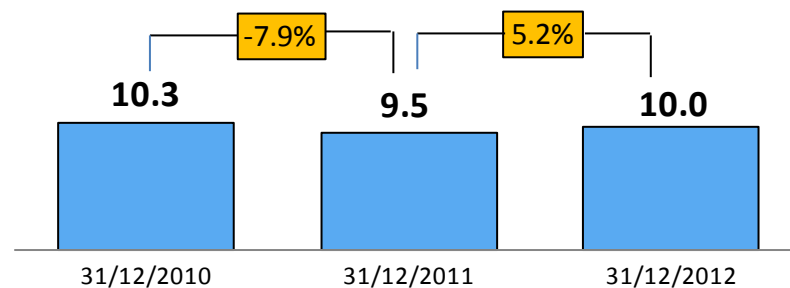


€ b

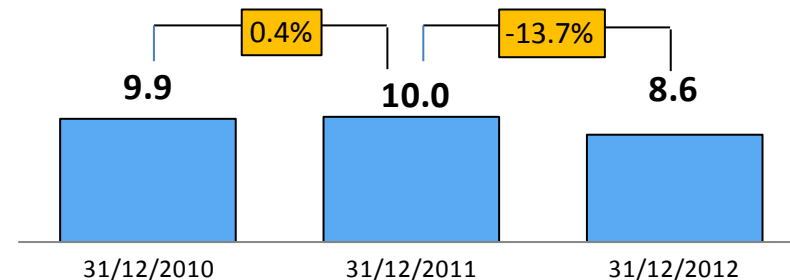
INDIRECT DEPOSITS



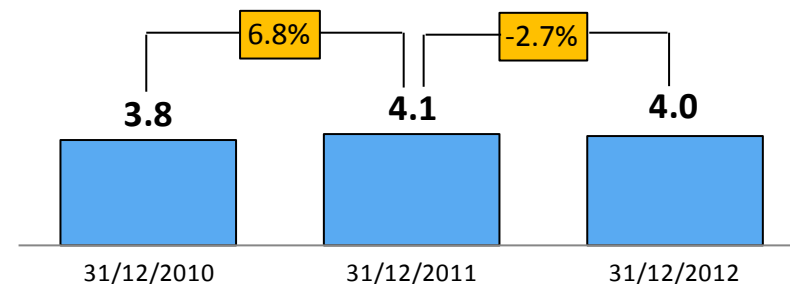
ASSETS UNDER MANAGEMENT



ASSETS IN CUSTODY

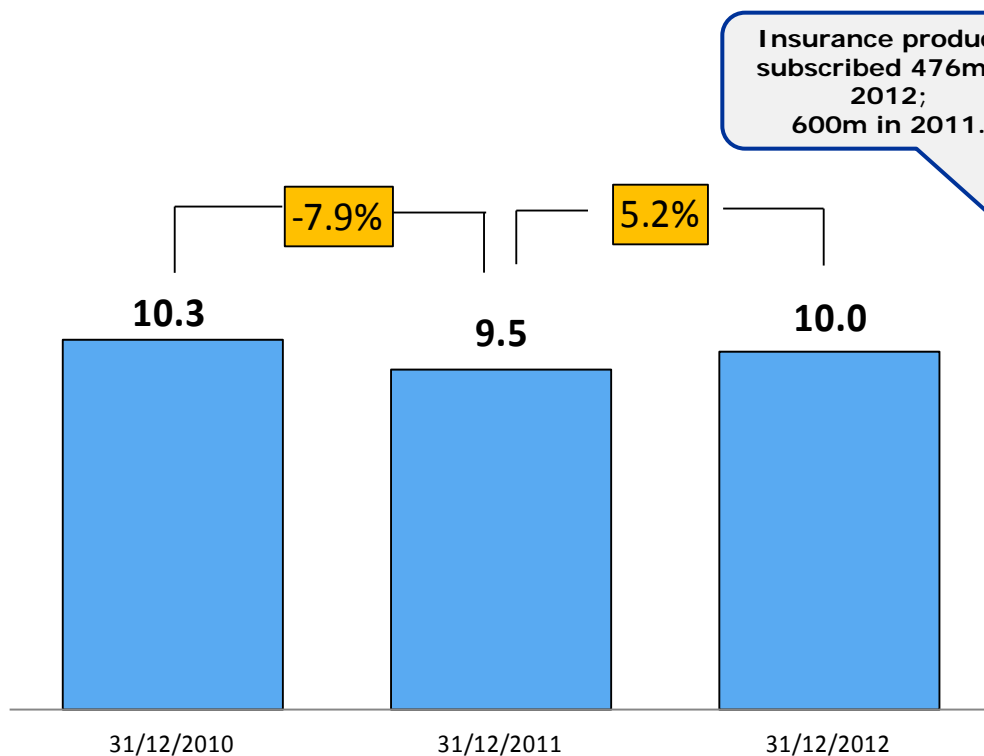


INS. COMPANIES AUM



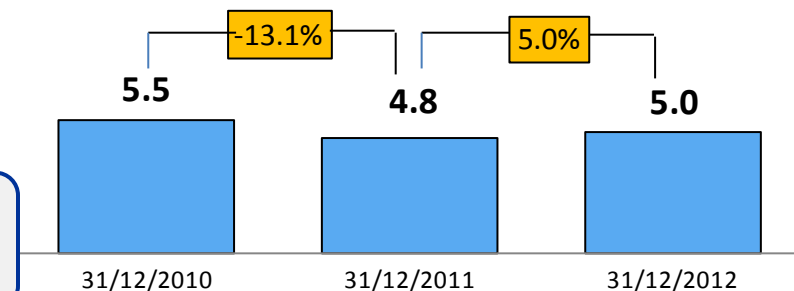
€ b

ASSETS UNDER MANAGEMENT

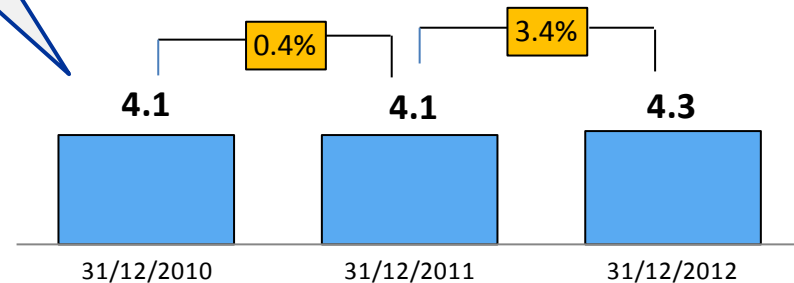


Insurance products subscribed 476m in 2012; 600m in 2011.

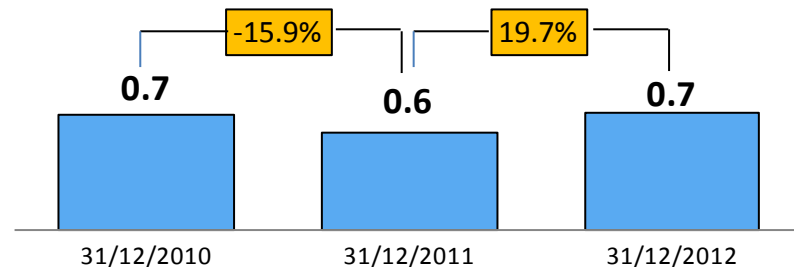
MUTUAL FUNDS



BANCASSURANCE PRODUCTS

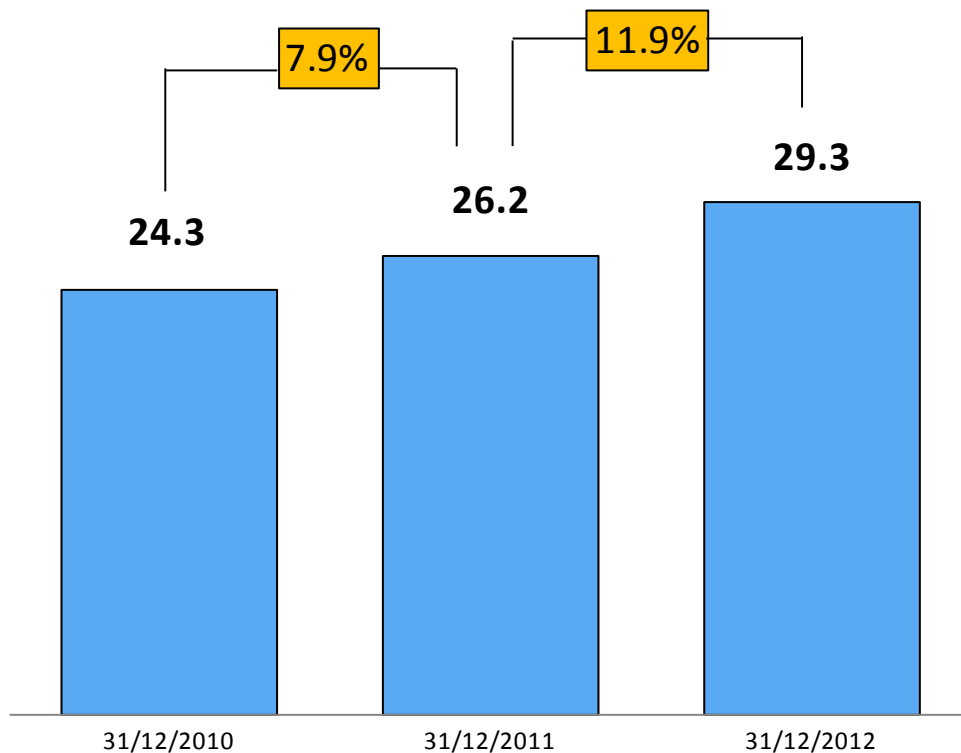


ASSETS MANAGEMENT



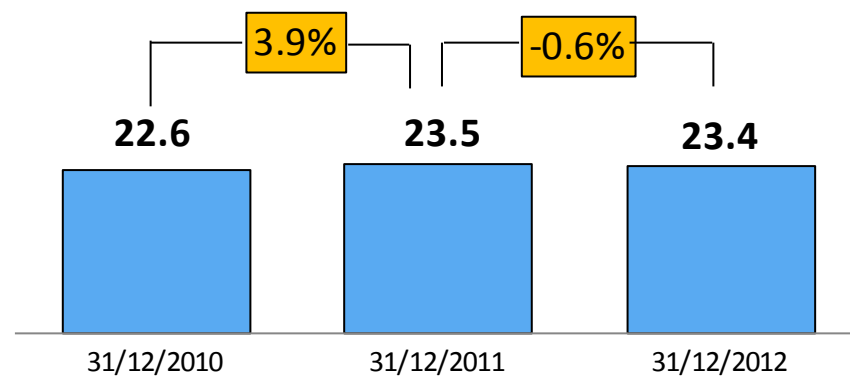
€ b

LOANS TO CUSTOMERS⁽¹⁾

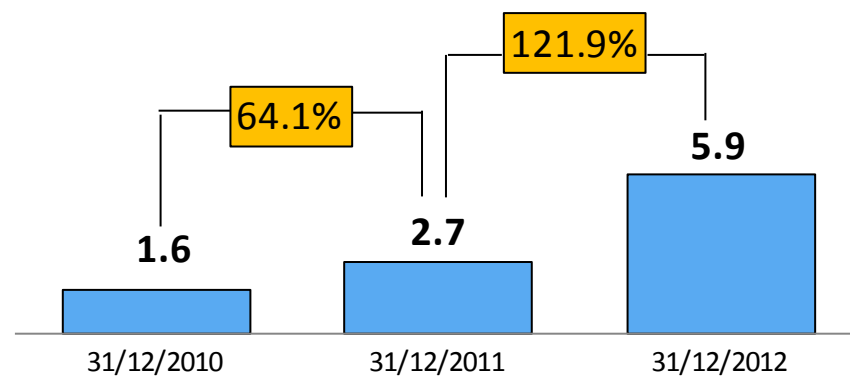


(1) Net of NPL

RETAIL⁽¹⁾



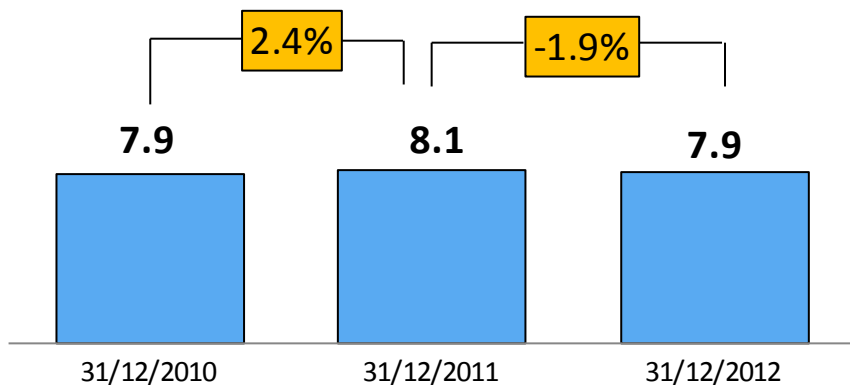
INSTITUTIONAL⁽²⁾



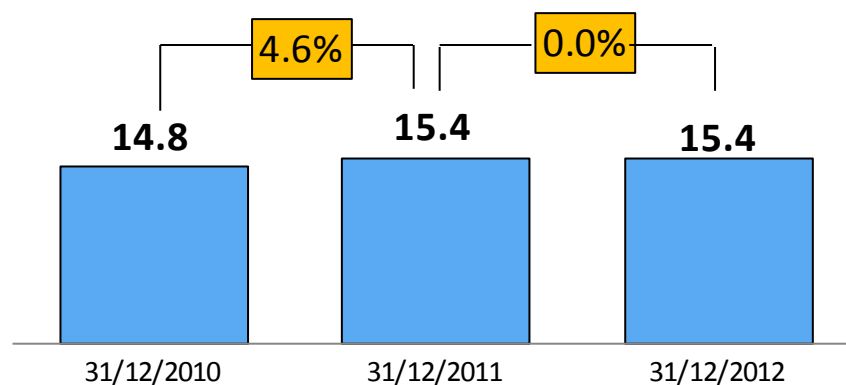
(2) Includes repurchase agreements with financial companies, interest-earning post office bonds and other loans

€ b

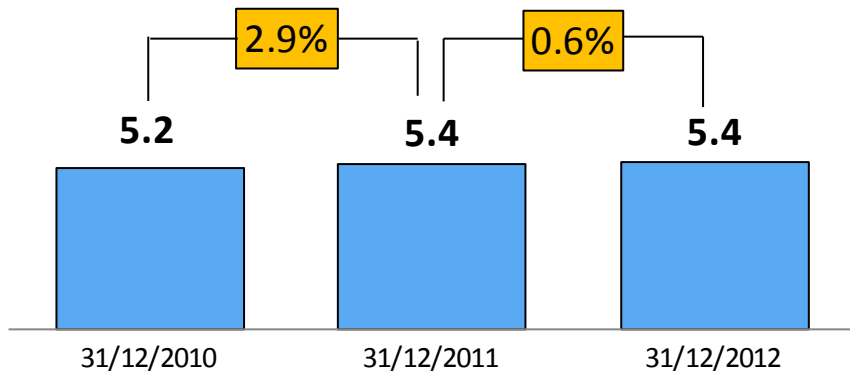
HOUSEHOLDS⁽¹⁾



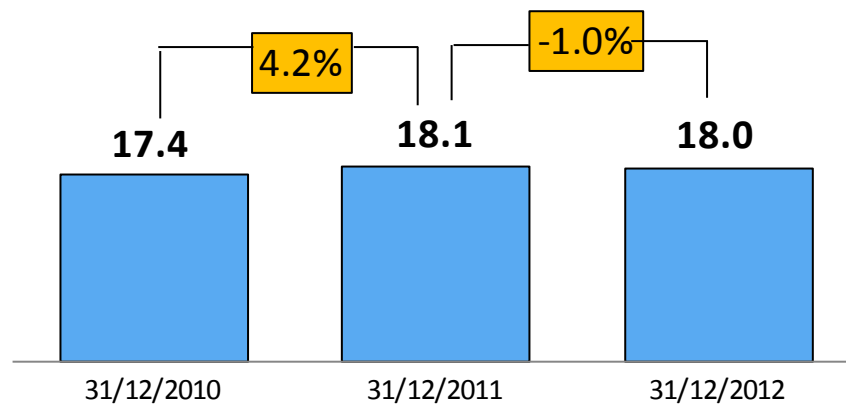
CORPORATES⁽¹⁾



SHORT TERM⁽¹⁾



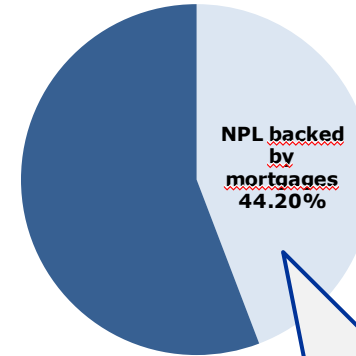
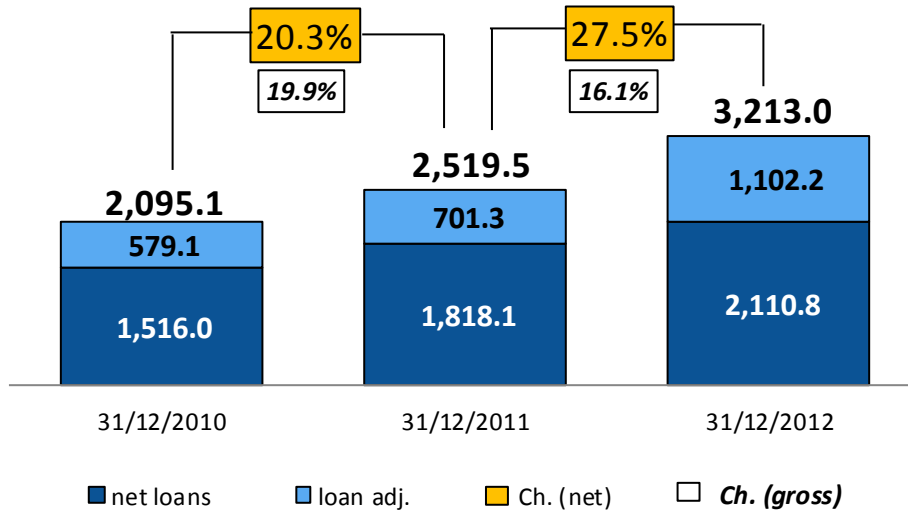
M/L TERM⁽¹⁾



(1) Net of institutional and NPL

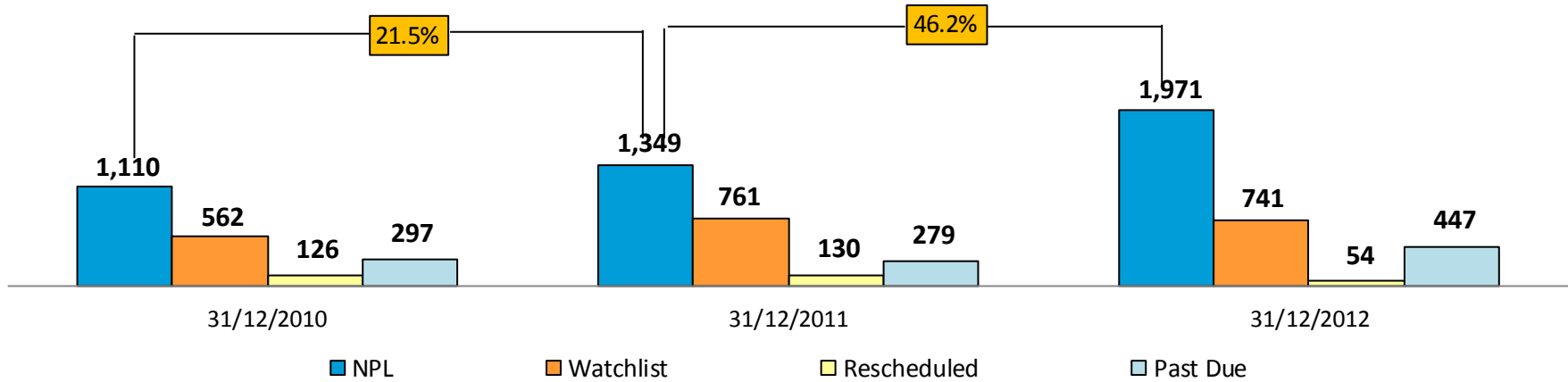
€ m

GROSS IMPAIRED LOANS TO CUSTOMERS

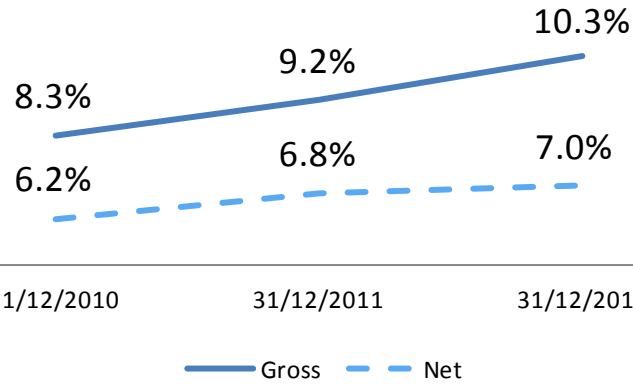


System 37.1%
 (Source: Bank of Italy – Bollettino Statistico IV/2012).

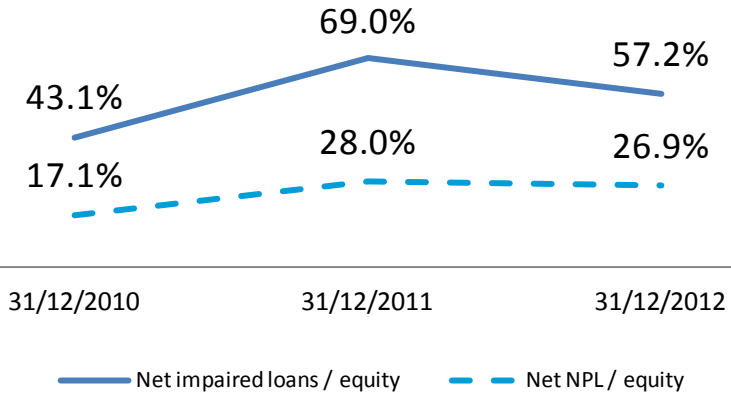
which:



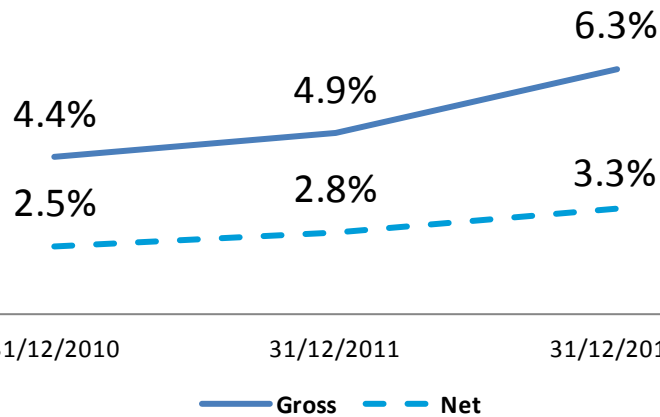
IMPAIRED LOANS / LOANS



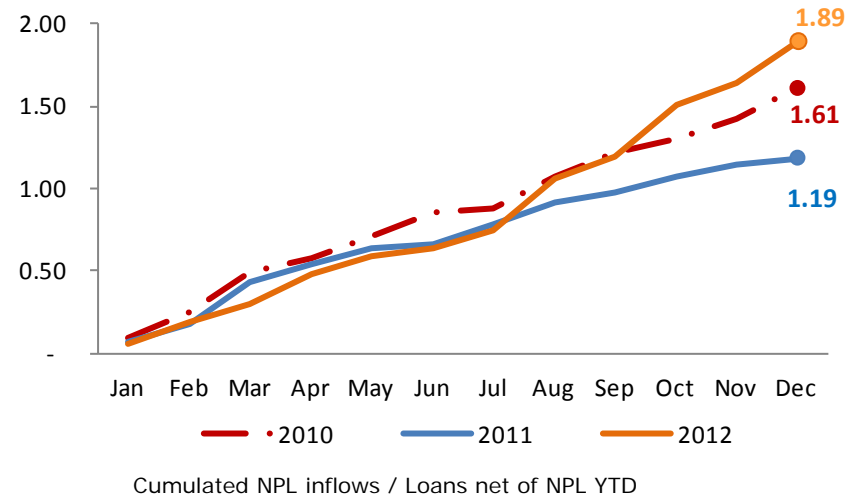
IMPAIRED LOANS AND NPL / EQUITY



NPL / LOANS

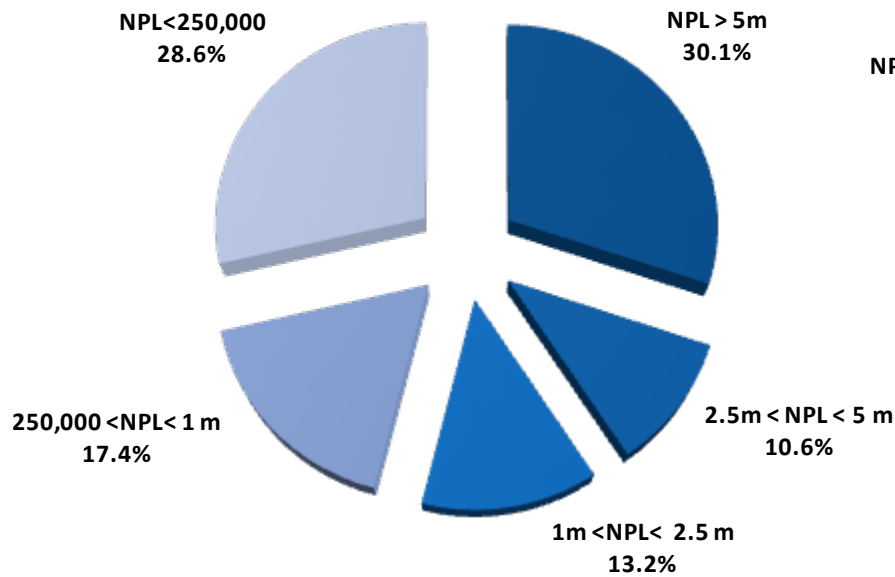


NPL INFLOWS / LOANS

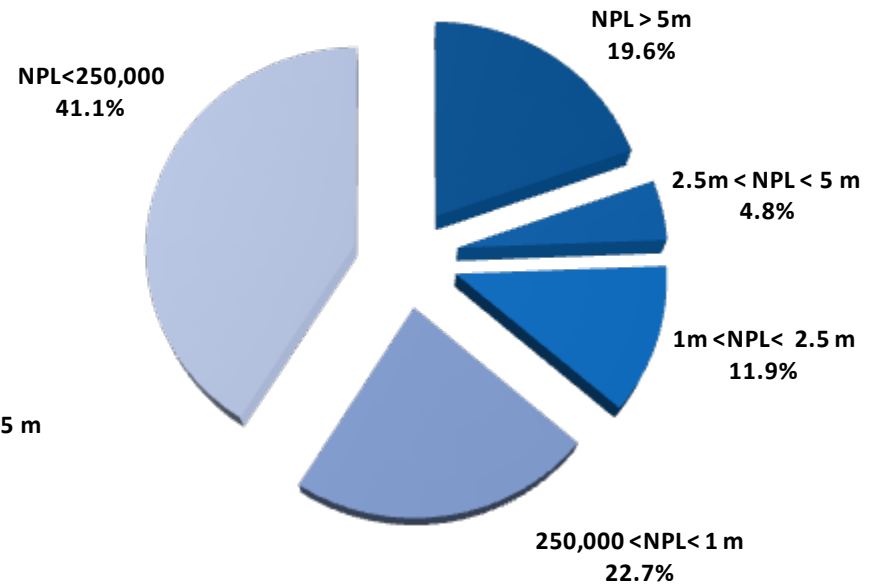


NPL BREAKDOWN (BY AMOUNT)

SYSTEM (1)

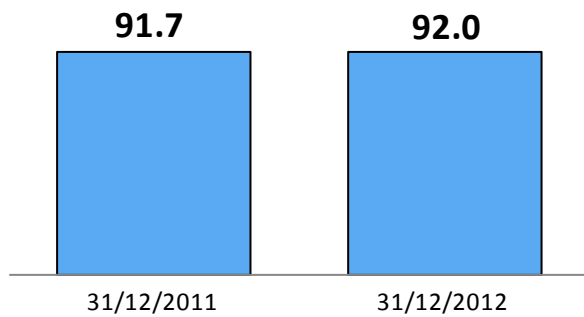


BANCA CARIGE GROUP



(1) Data as at 30/09/2012
 Source: Bank of Italy – Bollettino Statistico IV/2012

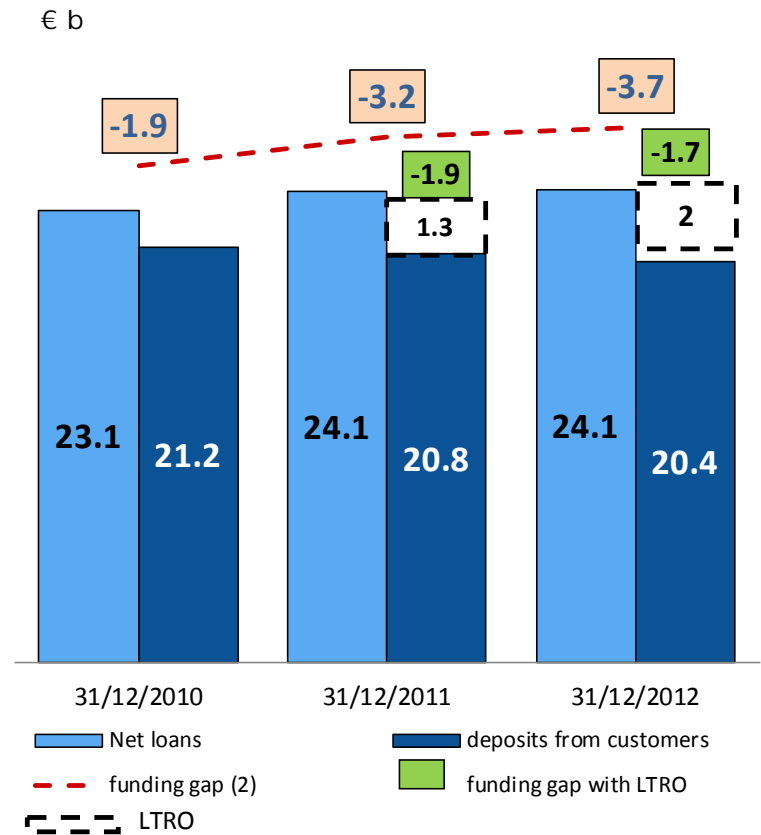
LOANS⁽¹⁾/DEPOSITS



(1) Net of RePo_s with financial institutions

which:

LOANS/RETAIL DEPOSITS

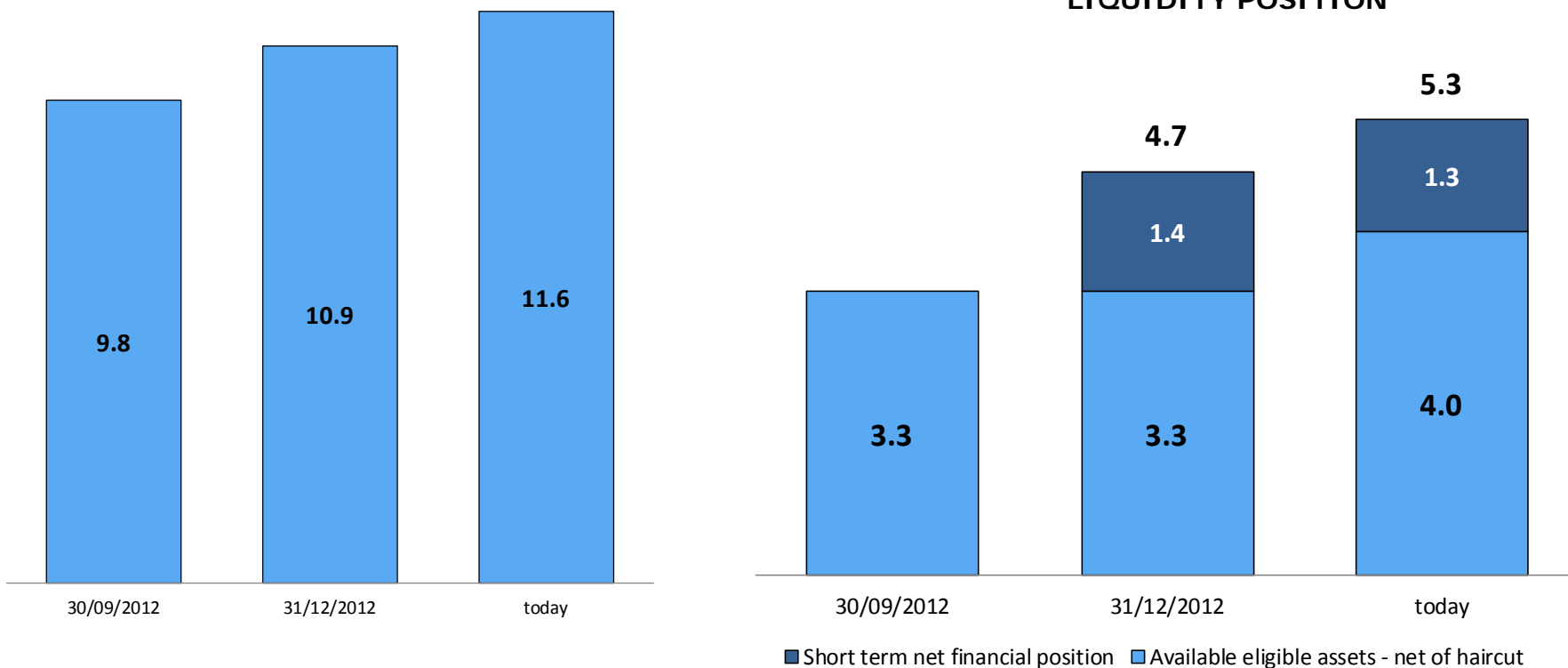


(2) Loans not financed by retail deposits

€ b

ELIGIBLE ASSETS

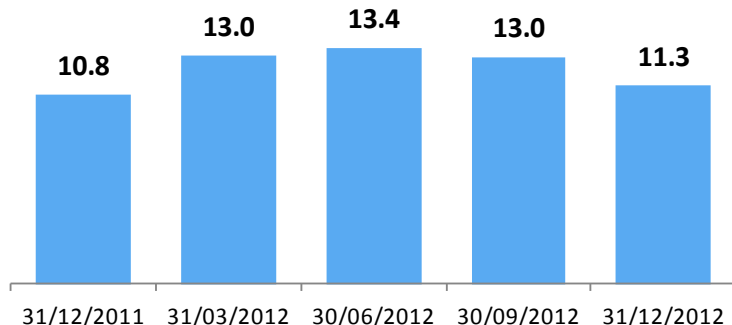
LIQUIDITY POSITION



**LCR AND NSFR in line with
the requirements of BIS 3 2018-2019**

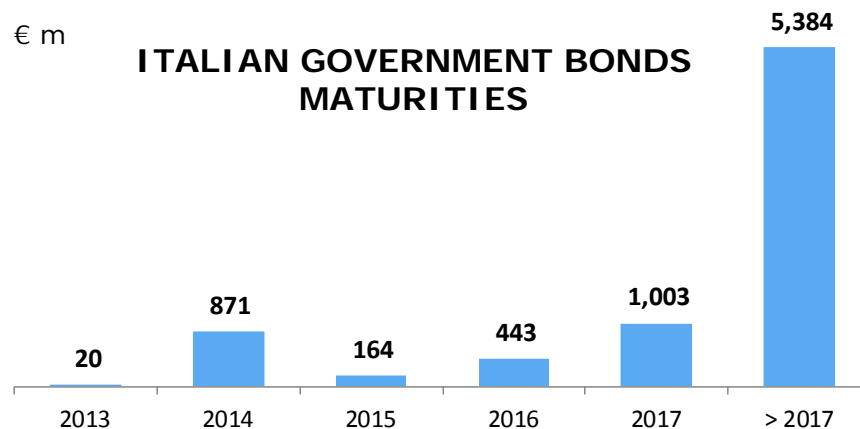
€ b

PORTFOLIO



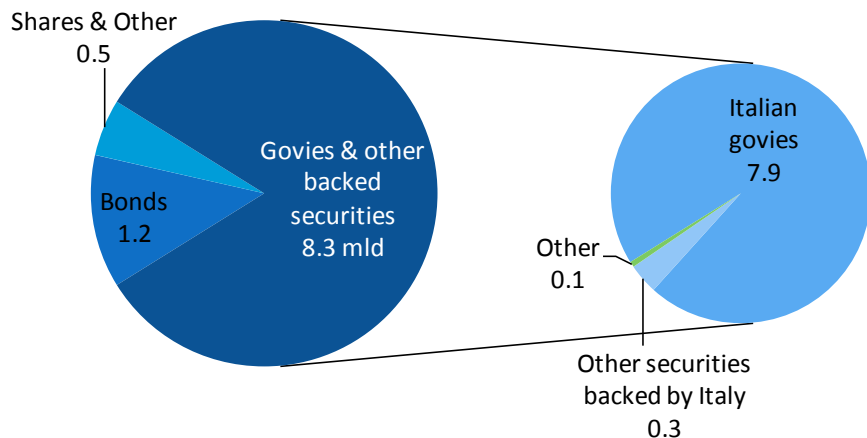
€ m

ITALIAN GOVERNMENT BONDS MATURITIES



BREAKDOWN

€ b



79% of portfolio invested in Italian government bonds

Total: 10 €b

Data do not include AFS reserve established against the revaluation of the stake in Bank of Italy and fair value securities reserve

CUSTOMERS

Acquisition + Retention: 80,000 new current accounts and customer base increase
Customer satisfaction: share of fully satisfied customers is growing and much higher than system's average

PRODUCTS

Cross selling: increase of number of products per customer from 3.87 to 3.97 (about 120,000 new products sold)
Launching of Carige Solo Tuo
Cards: +6% to 850,000

CHANNELS

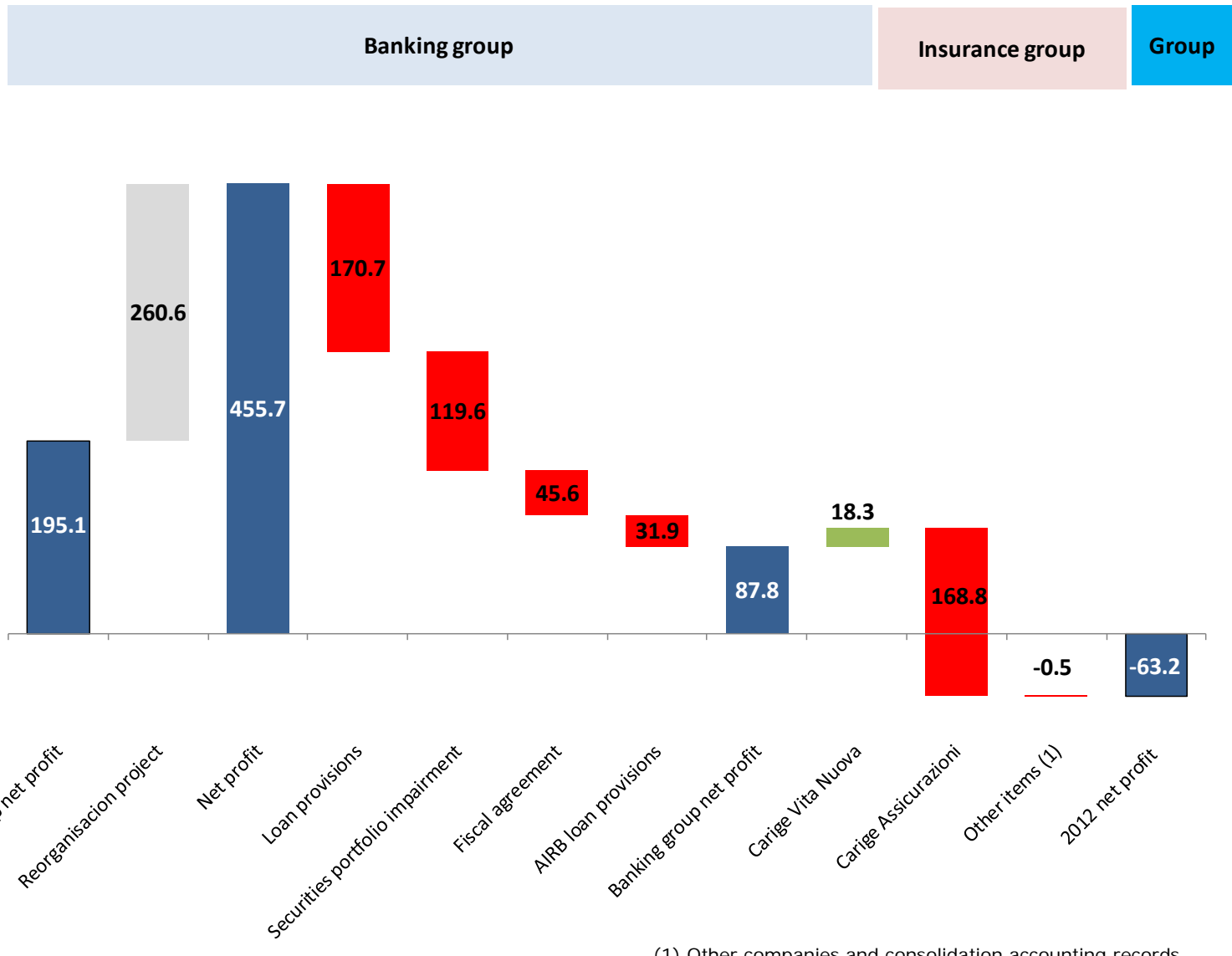
Interchanneling: increase to 66% of users of at least two channels
Interchannel customer profitability is 12% higher than system's average
Mobile platform launching and implementation
Launching of Io Ponti live advice

RESULT VARIANCE

Gap reduction between best performer and worst performer for Extra Liguria branches.
Extra Liguria best performers are better than Liguria best performers.

(in terms of products/FTE/month)

€ m



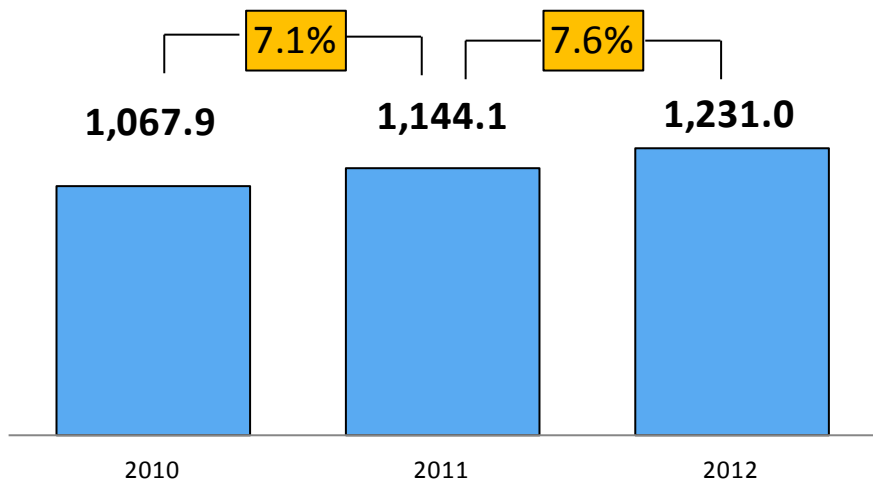
(1) Other companies and consolidation accounting records

€ m

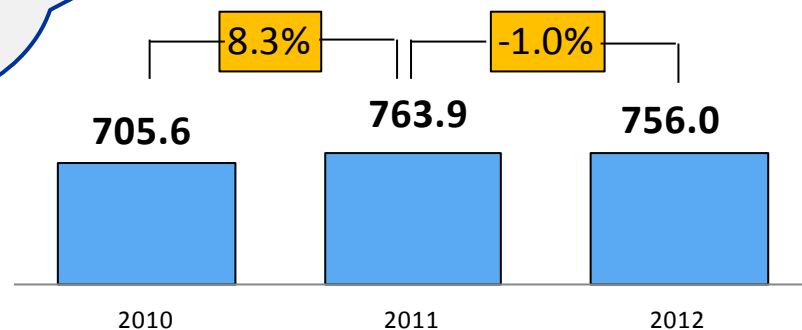
Rate effect:
-121.4 m

Quantity effect:
+113.4 m

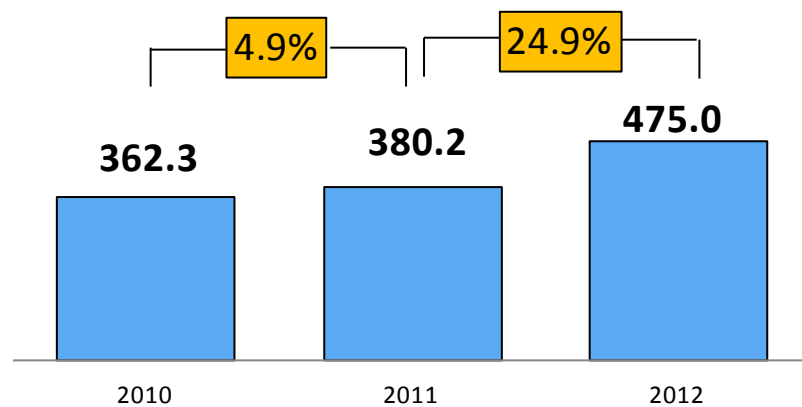
GROSS OPERATING INCOME



NET INTEREST INCOME

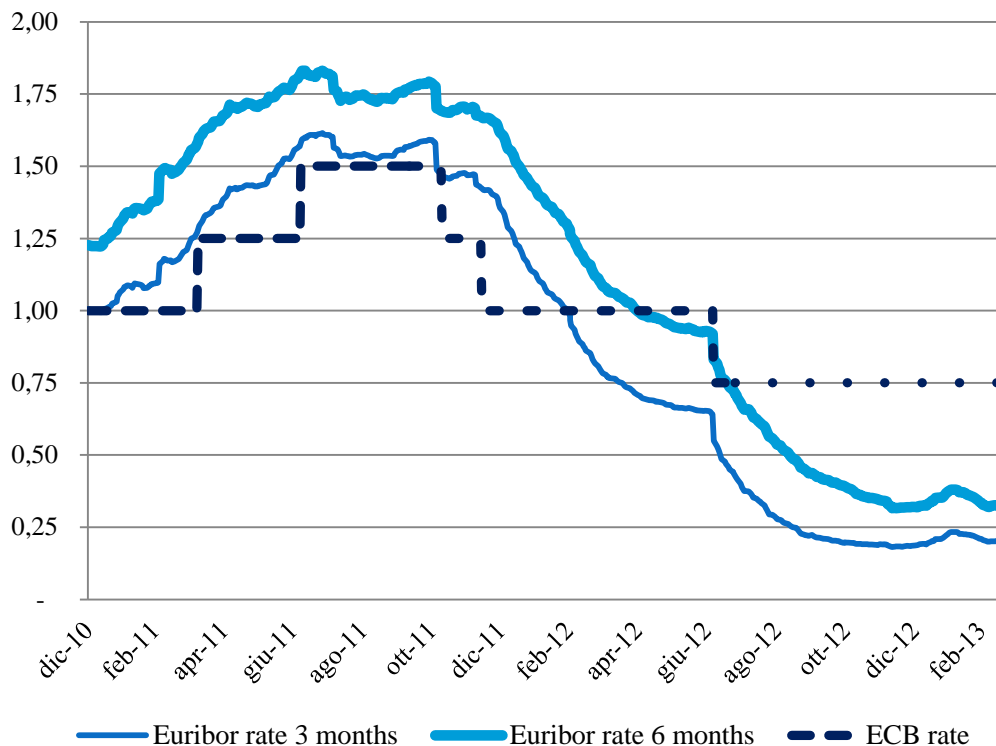


REVENUES FROM SERVICES

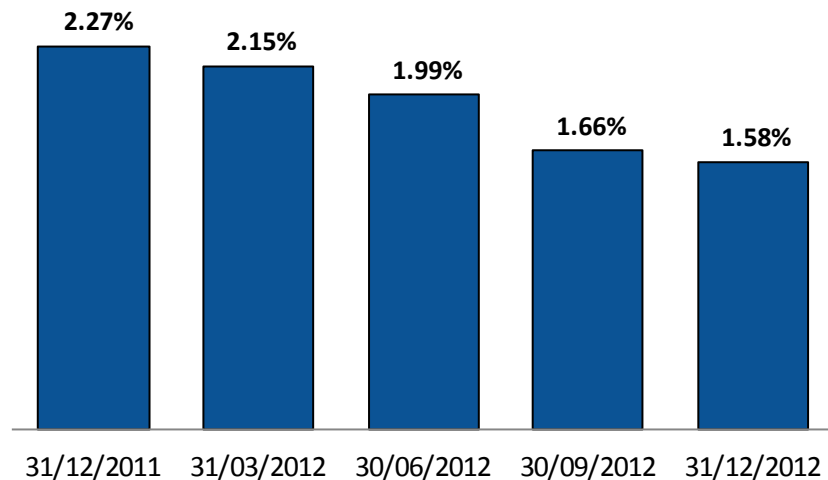


Market rates

ECB rate - EURIBOR 3 months - EURIBOR 6 months					
%	31/12/2010	30/12/2011	31/12/2012	15/03/2013	Ch. 12/12 - 12/11
ECB rate	1.00	1.00	0.75	0.75	-0.25
Euribor rate 3 months	1.01	1.36	0.19	0.20	-0.82
Euribor rate 6 months	1.23	1.62	0.32	0.33	-0.91

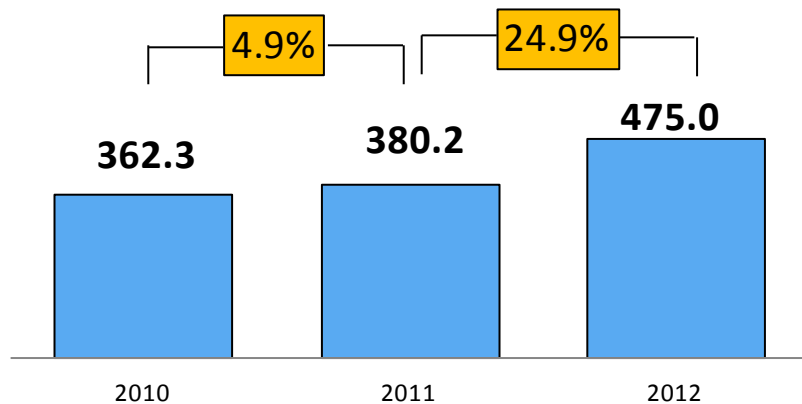


Commercial spread

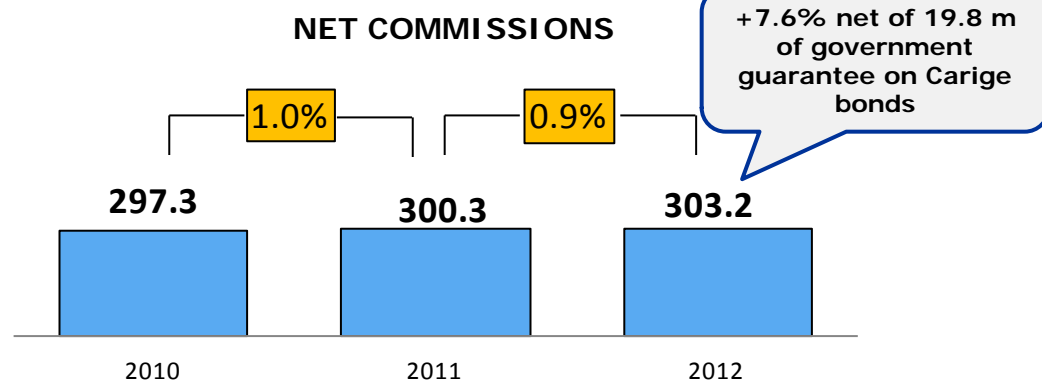


€ m

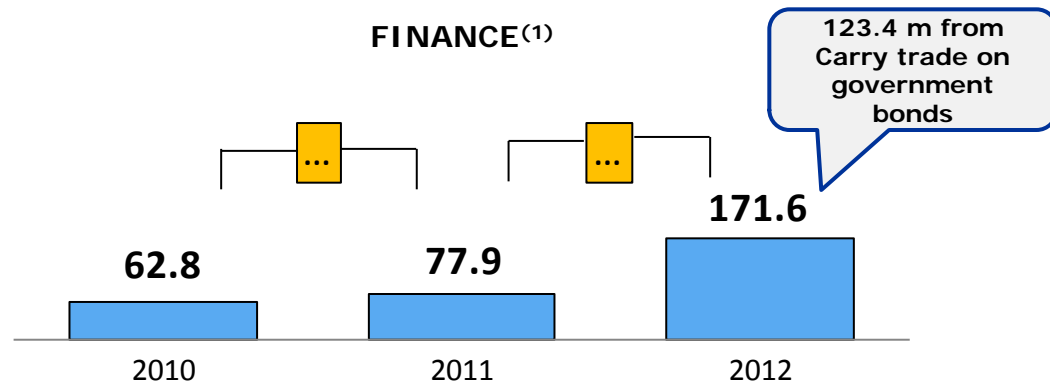
REVENUES FROM SERVICES



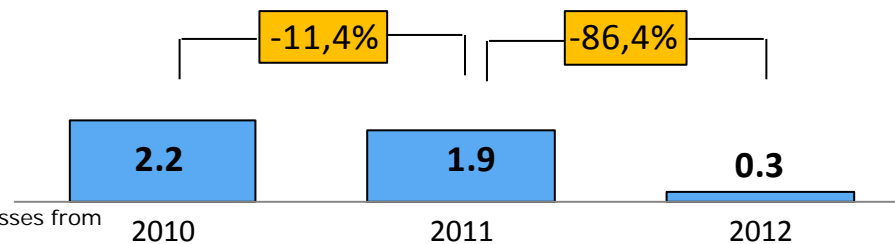
NET COMMISSIONS



FINANCE⁽¹⁾



OTHER REVENUES⁽²⁾

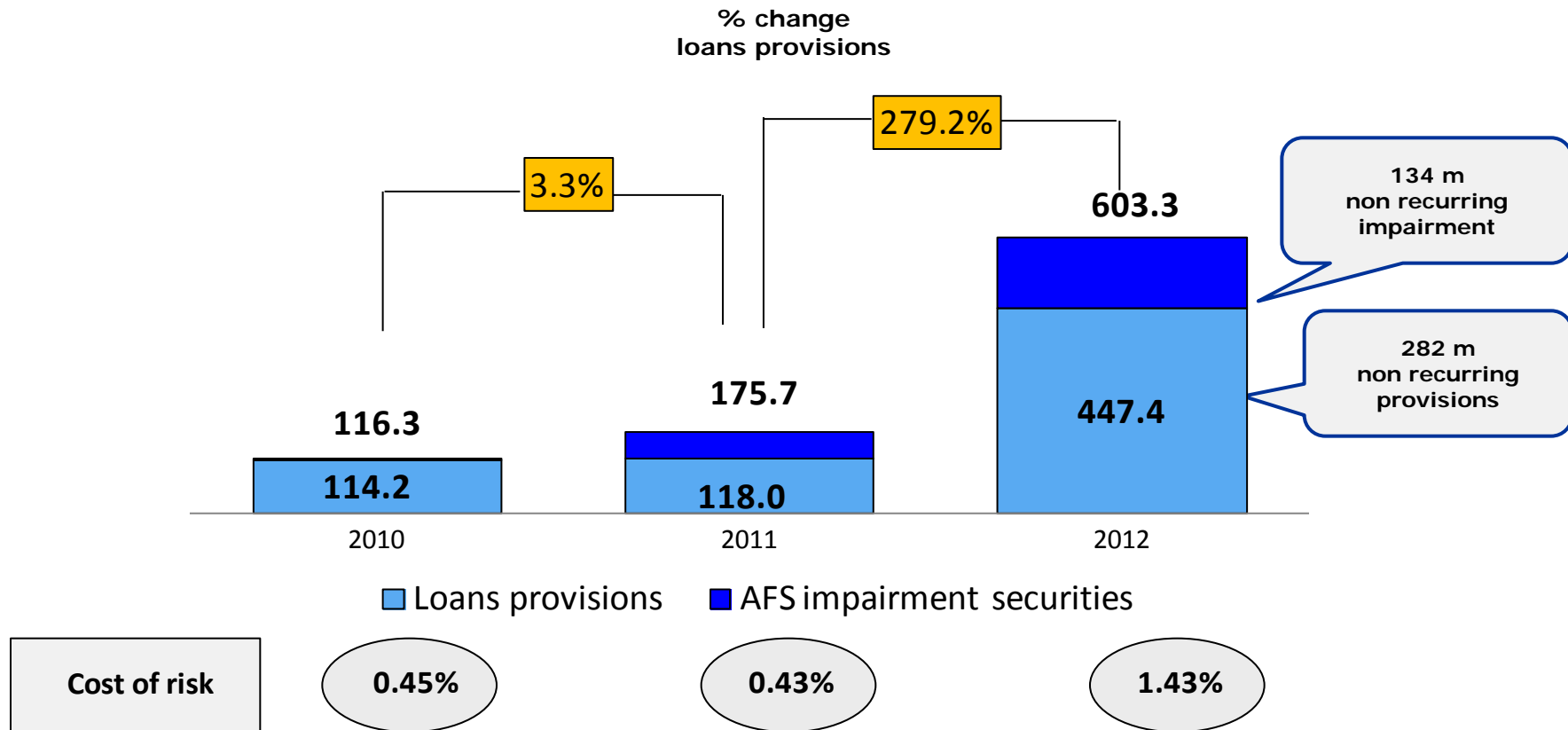


(1): dividends, profits/losses on trading, plus/minus from evaluation, profits/losses from sales/repurchases (items 70, 80, 90, 100 b-c-d e 110)

(2): profits/losses from loan sales/repurchases (item 100 a)

€ m

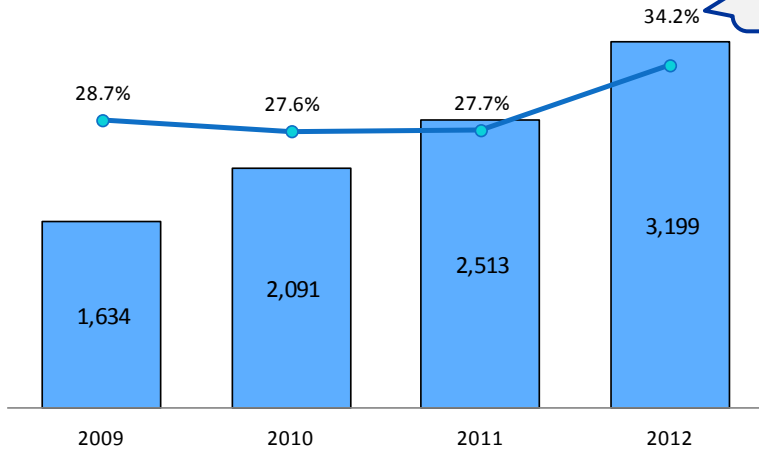
LOAN PROVISIONS AND OTHER ASSETS



€ m

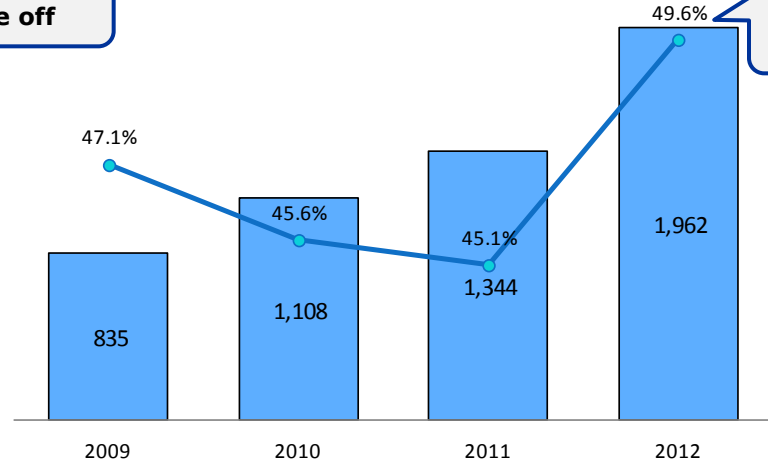
Impaired loans

37.4% with Write off

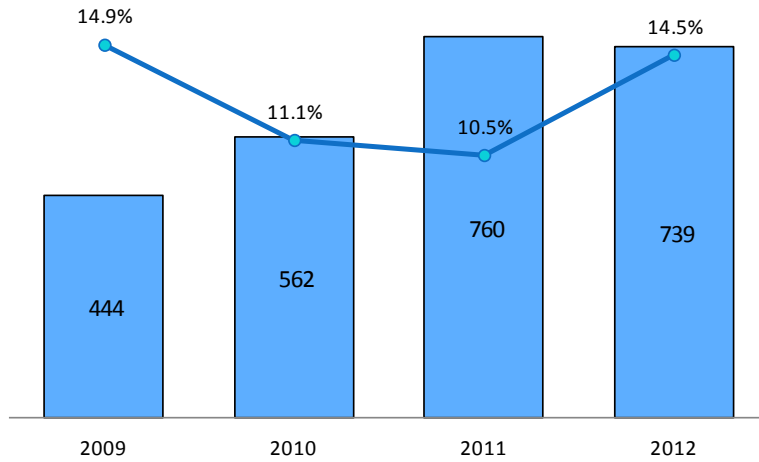


NPL

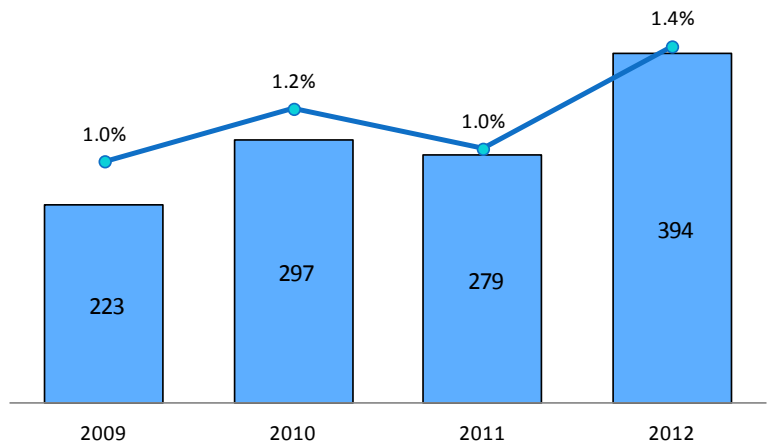
53.5% with Write off



Watchlist

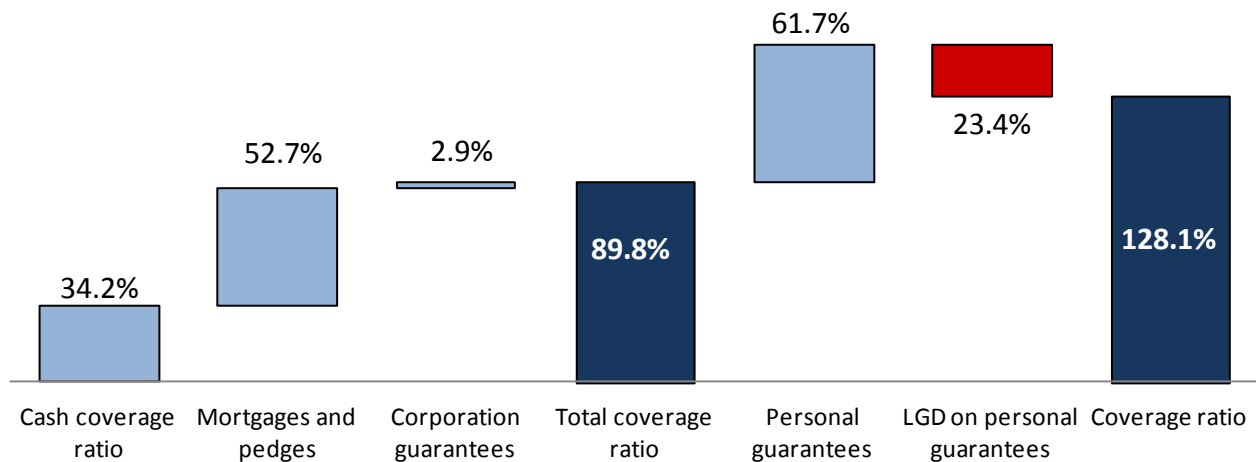


Past due

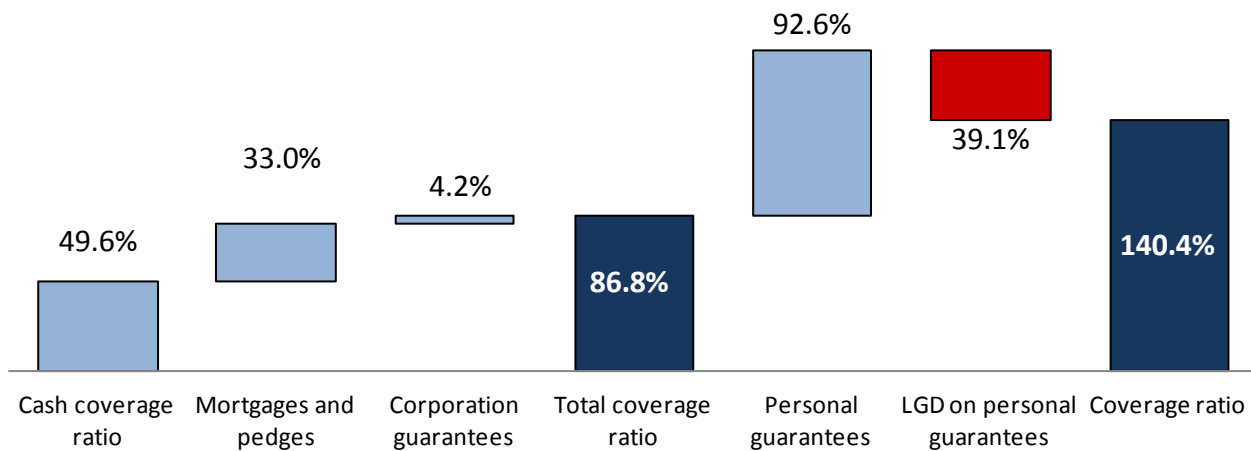


Data refer only to the Banking Group

Impaired loan coverage

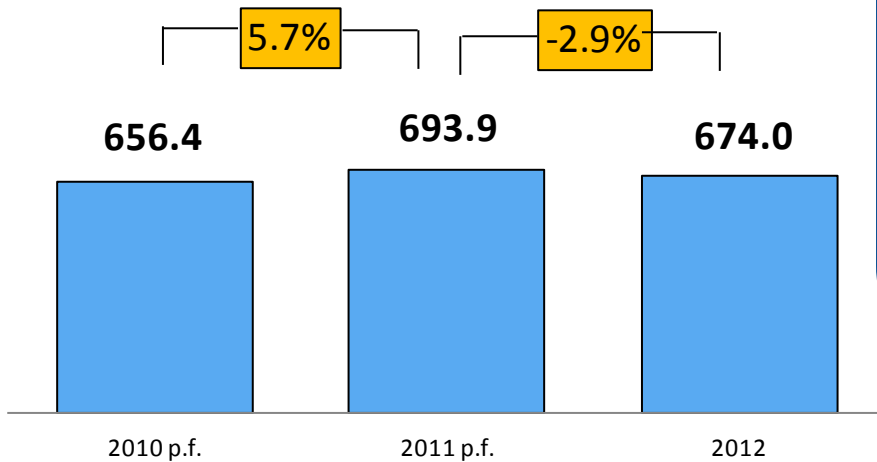


NPL coverage



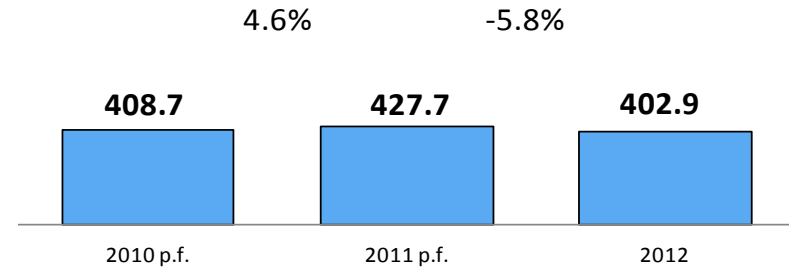
€ m

OPERATING COSTS

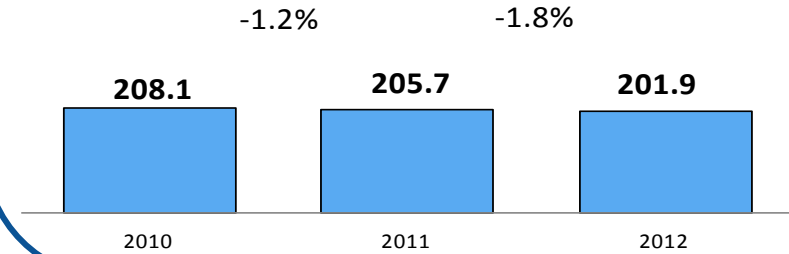


Current costs -4.5%

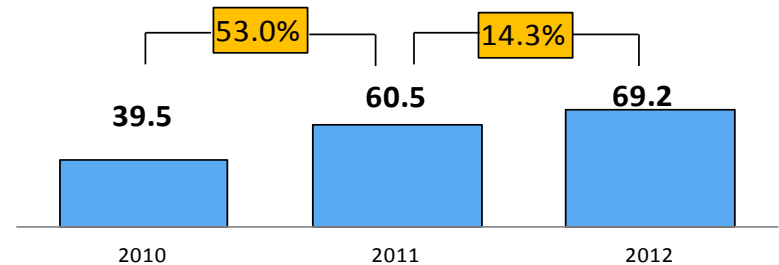
STAFF COSTS



OVERHEAD COSTS



OTHER COSTS



C/I

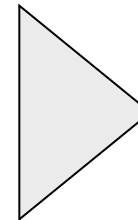
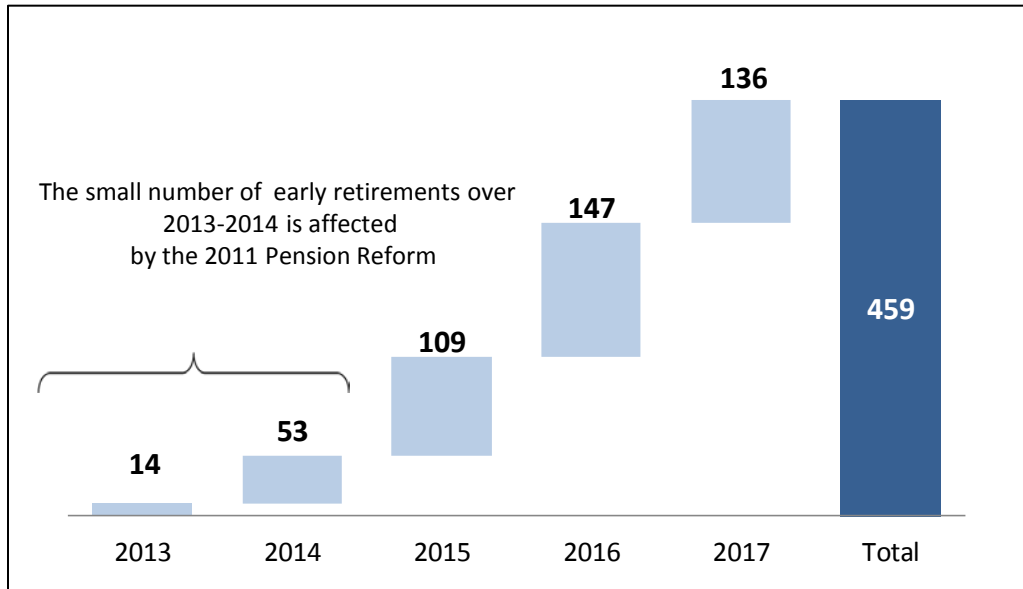
61.5%

60.6%

54.8%

p.f. = data normalised to take into consideration the retrospective application of IAS 19 new version

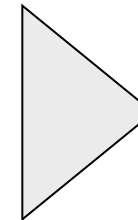
**Staff costs
(number)**



Voluntary early retirement during the period 2013-2017 will involve ~ 8.5% of the staff
Saving ~ 32 m

Current costs

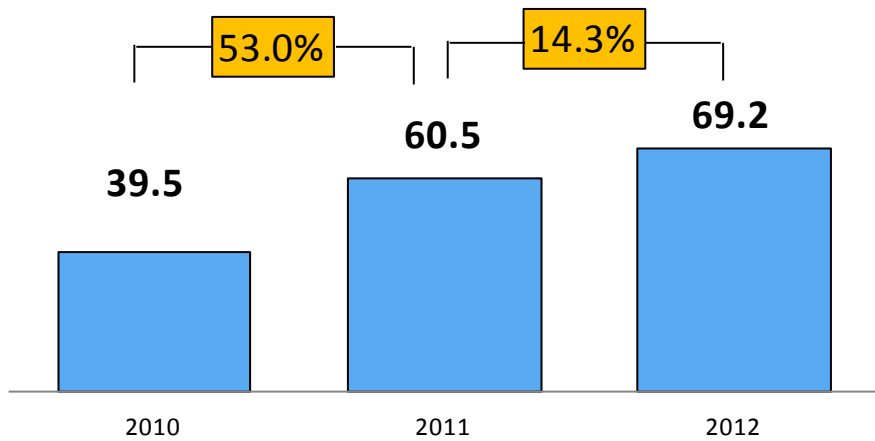
Cost management
(intragroup service, rent update, consumption reduction and fees)



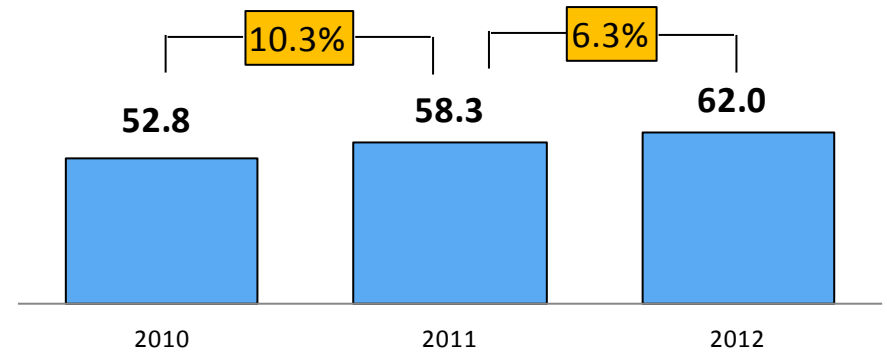
Saving over 2012: 8.7 m
Saving starting from 2014 ~ 11 m

€ m

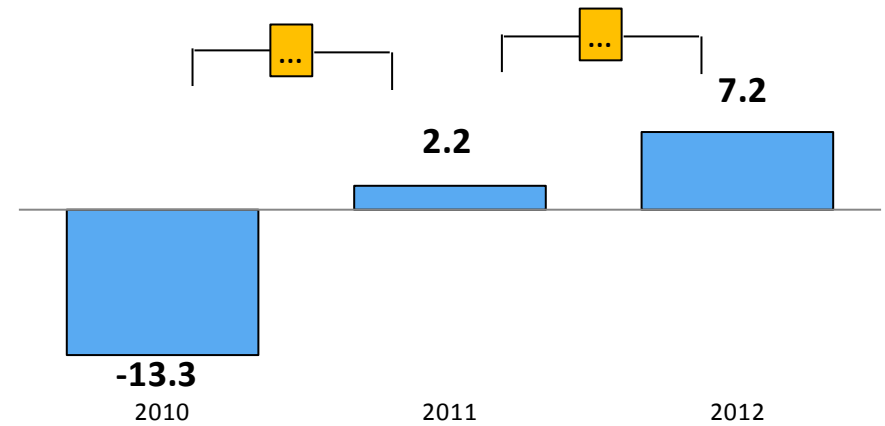
OTHER COSTS



AMORTISATIONS

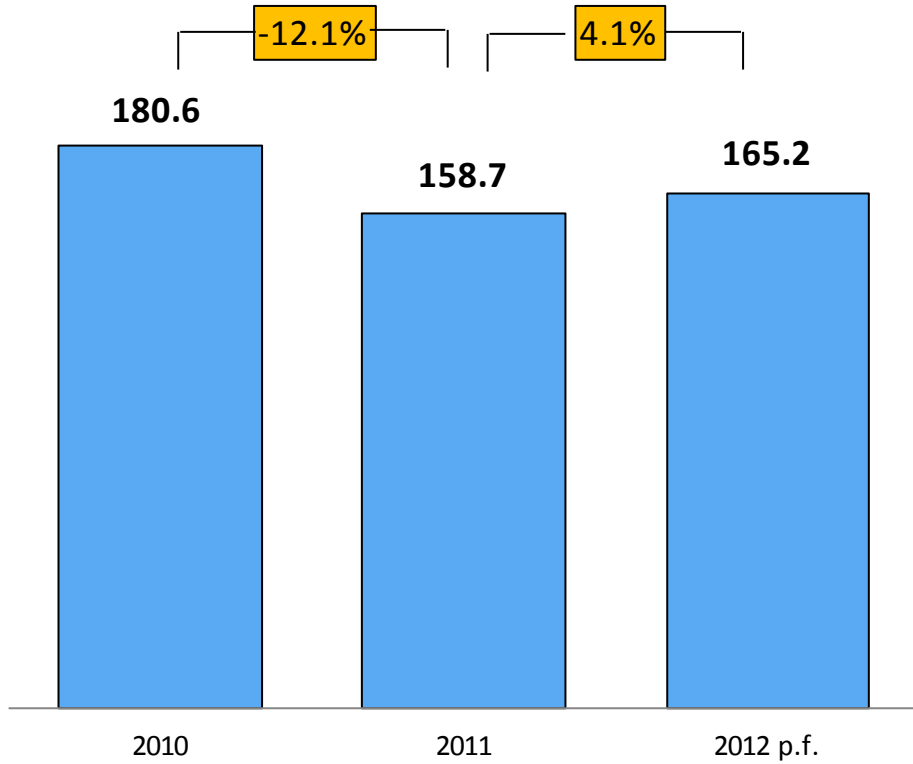


OTHER NON RECURRING ITEMS

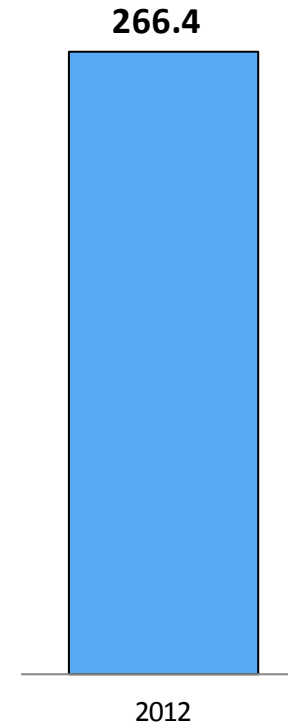


€ m

BANCA CARIGE SPA



BANCA CARIGE ITALIA



€ m

CR SAVONA

27.4%

13.2

16.8

2011

2012

BANCA DEL MONTE DI LUCCA

-97.9%

2.5

0.1

2011

2012

CR CARRARA

58.6%

4.5

7.2

2011

2012

BANCA CESARE PONTI

-32.9%

9.7

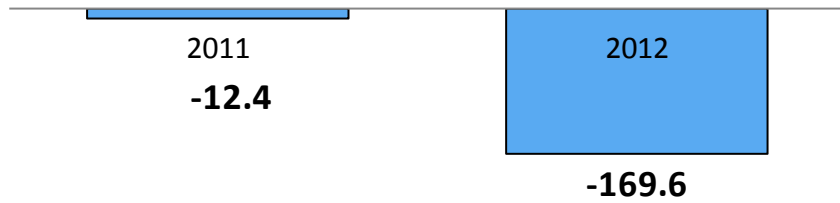
6.5

2011

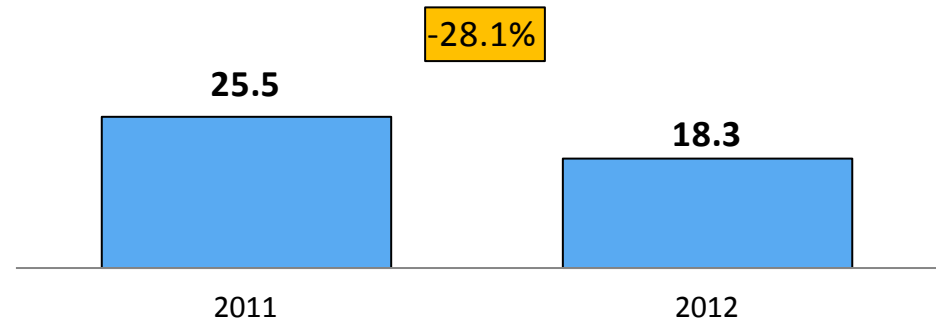
2012

€ m

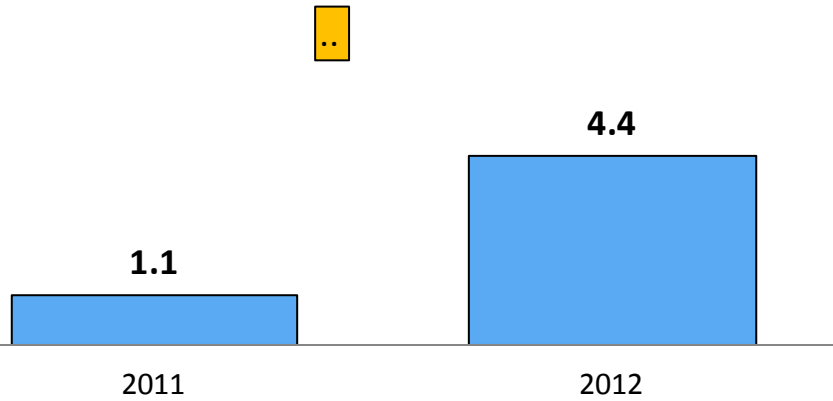
CARIGE ASSICURAZIONI



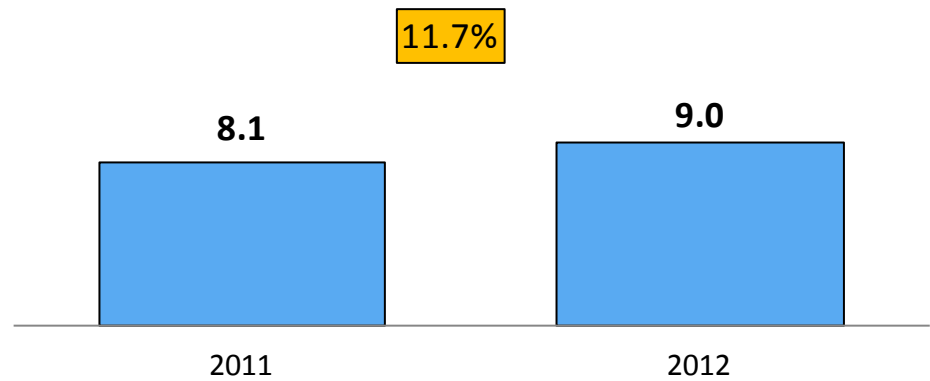
CARIGE VITA NUOVA



CARIGE AM SGR

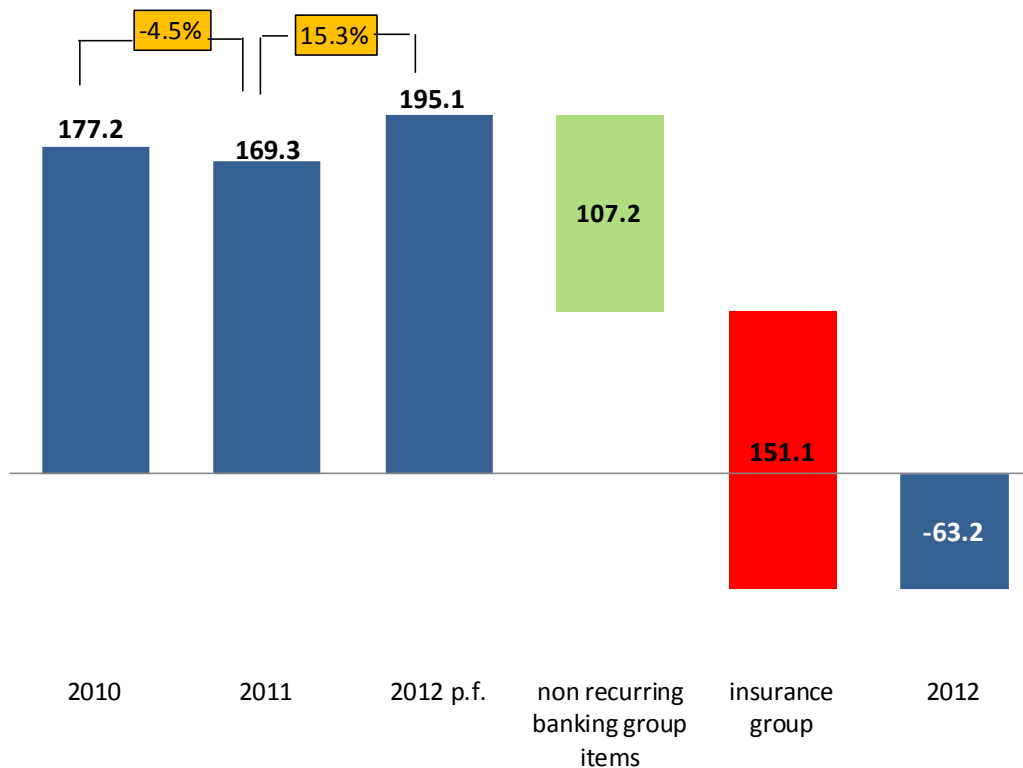


CREDITIS

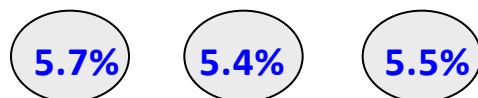


€ m

CONSOLIDATED NET PROFIT

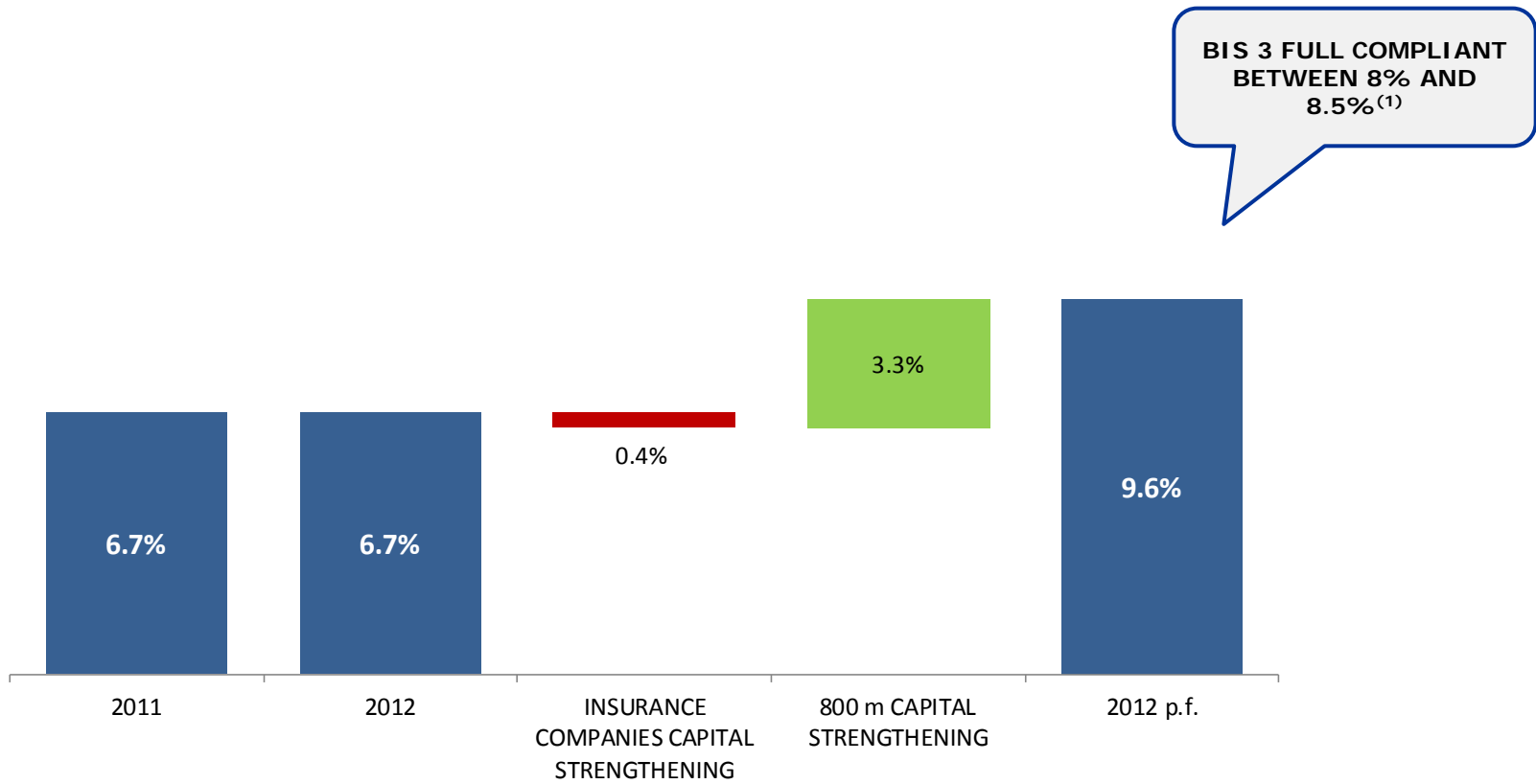


Adj. ROE. ⁽¹⁾



(1) Equity net of the AFS reserve established against the revaluation of the stake in Bank of Italy (positive) and net of Italian government bonds reserve (negative)

**EQUITY RATIOS
CT1 RATIO (BIS2)**



(1) Including AIRB validation effect

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*** * * * ***

The manager responsible for preparing the company's financial reports Ms. Daria Bagnasco, Deputy General Manager (Governance and Control) of Banca CARIGE S.p.A., declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information of Banca CARIGE S.p.A. and the consolidated accounting information of Banca CARIGE Group contained in this presentation correspond to the document results, books and accounting records.

Due to rounding the sum of certain amounts of detail may not fit with its aggregate, the percentage change is calculated on unrounded data