



The right direction.

Iccrea  **Banca**

Investor Presentation

Disclaimer

This document (the "Presentation") has been prepared by ICCREA Banca S.p.A (the "Company") solely for information purposes and for use in presentations of the business and financial data of the Company in the context of its role within the Gruppo Bancario Iccrea and as Central Institution of the Italian Cooperative Banking System. For the purposes of this notice, the Presentation shall include the document that follows, the oral briefings by the Company that accompanies it and any question-and-answer session that follows such briefings. The information in the Presentation is strictly proprietary and is being supplied to you solely for your information. It may not (in whole or in part) be reproduced, distributed or passed to a third party or used for any other purposes than stated above. The Presentation is informative in nature and does not constitute an offer of securities to the public as meant in any laws or rules implementing the Prospectus Directive (2003/71/EC), nor does it constitute a solicitation to make such an offer. The Presentation does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities to any person in the United States, Japan or in any jurisdiction to whom or in which such offer or solicitation is unlawful or in respect of any person in relation to whom the making of such an offer or solicitation is unlawful. Everyone using this Presentation should acquaint themselves with and adhere to the applicable local legislation. Any securities referred to in the information furnished in this Presentation have not been and will not be registered under the US Securities Act of 1933 (the "Securities Act"). Subject to certain exceptions, the securities may not be offered or sold within, taken up, resold, transferred or delivered, directly or indirectly, in or into the United States, or to US persons, absent registration under the Securities Act or pursuant to an exemption from or in a transaction not subject to the requirements of the Securities Act and in compliance with any applicable securities laws of any state or other jurisdiction of the United States. The information in the Presentation is, unless expressly stated

otherwise, not intended to be available to any person in the United States or any "U.S. person" (as such terms are defined in Regulation S of the Securities Act). The Company shall own all right, title, and interest in and to the Presentation and all intellectual property rights therein. No license or conveyance of any rights in any intellectual property owned by the Company is granted or implied by the use of the Presentation. The financial information contained in this Presentation has been prepared by the Company and has not been reviewed, audited or otherwise verified by independent auditors. It is not and does not purport to be an appraisal or valuation of any of the securities, assets or businesses of the Company and does not constitute financial advice or a recommendation regarding any investment in the securities of the Company. Although the Company has obtained the information from sources that it considers reliable, the Company has relied upon and assumed, without independent verification, the accuracy and completeness of such information. The information in the Presentation provided is subject to change without further notice. The Company is not and shall not be obliged to update or correct any information set out in this Presentation or to provide any additional information. The financial information and general information contained herein in no way replaces any formal reporting. No reliance may be placed for any purposes whatsoever on the information, opinions, forecasts and assumptions contained in the Presentation or on its completeness, accuracy or fairness. No representation or warranty, express or implied, is given by or on behalf of the Company, or any of their directors, officers, affiliates or employees as to the accuracy or completeness of the information contained in this document and no liability is accepted for any loss, arising, directly or indirectly, from any use of such information. Nothing contained herein shall form the basis of any contract or commitment whatsoever. By accepting this document you agree to be bound by the foregoing limitations.

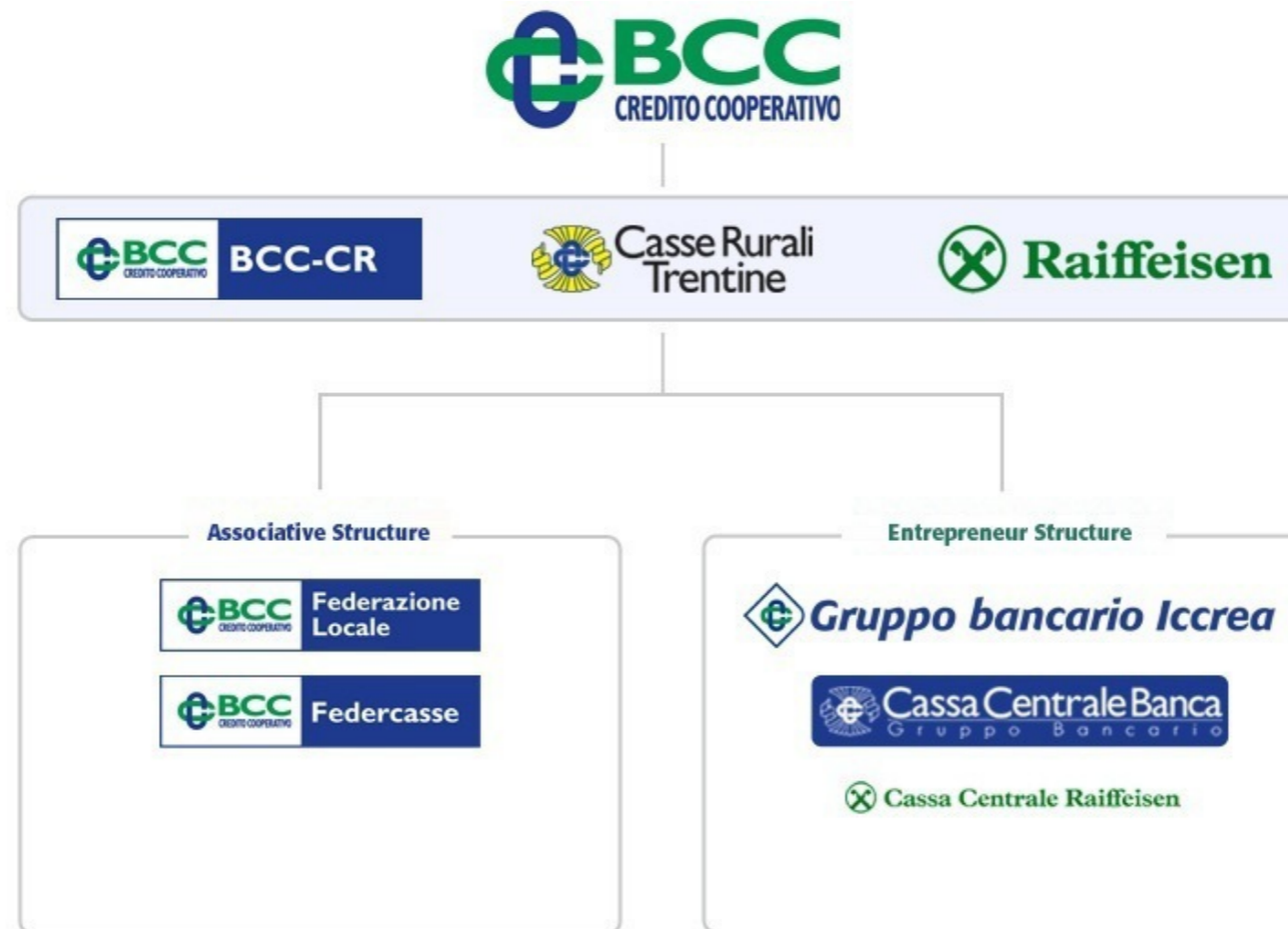
Contents

- ◆ ***The Italian Cooperative Banking System***
- ◆ ***Gruppo bancario Iccrea***
- ◆ ***Iccrea Banca***



The Italian Cooperative Banking System

The Italian Cooperative Banking System



1.

Gruppo bancario Iccrea is the central institution of the Italian Cooperative Banking System

2.

Iccrea Holding is the parent company of the Iccrea Banking Group (Gruppo bancario Iccrea - GBI)

3.

GBI supplies its customers, primarily Cooperative Banks (BCCs), with high quality cost efficient banking, insurance, financial products and services

The Italian Cooperative Banking System

Geographical Distribution as of 30 June 2014

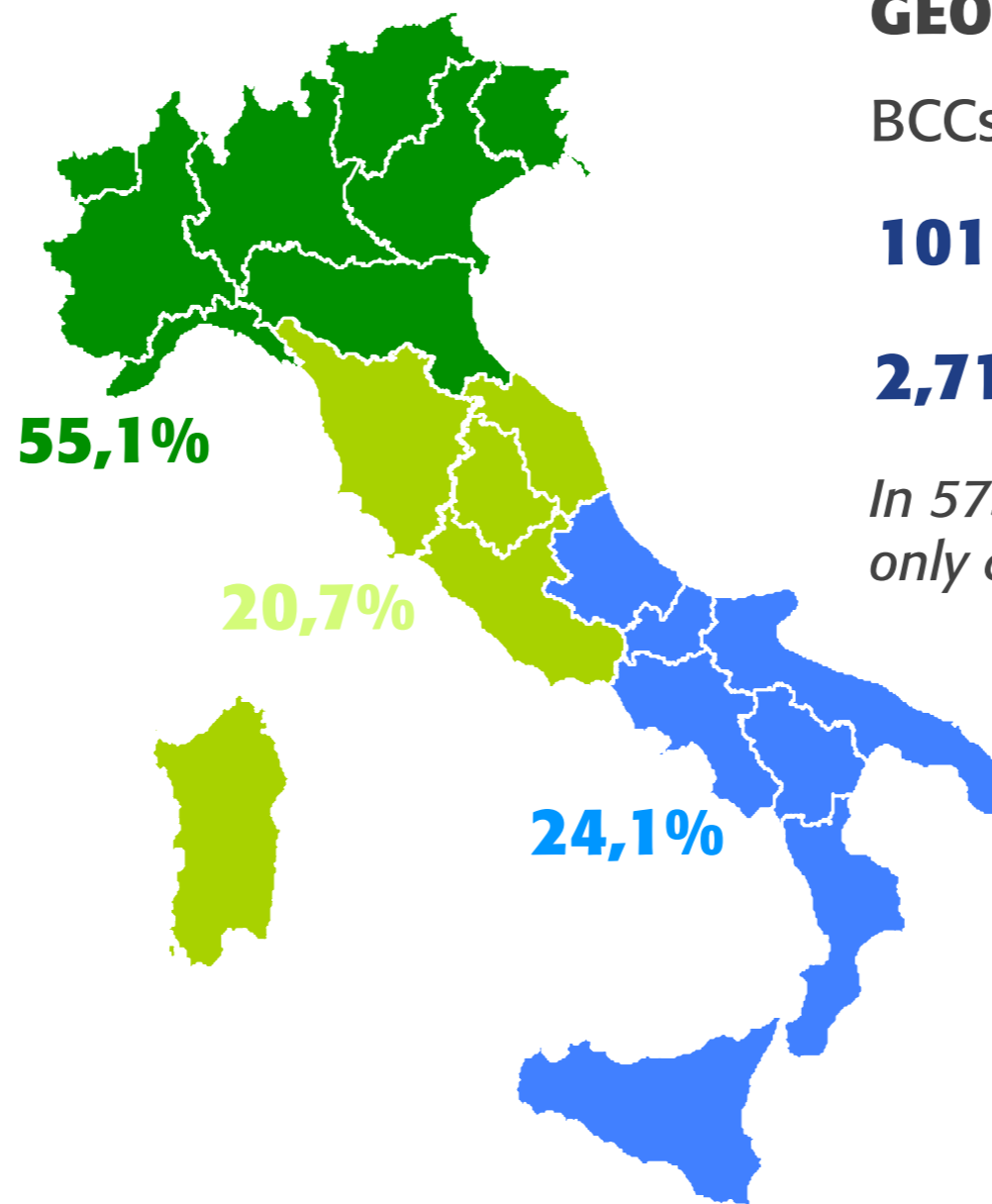
381 BCCs

56,1% of all banks operating in Italy

4.460

BRANCHES

14,2% of the Italian banking System



BCCs BRANCHES DISTRIBUTION

GEOGRAPHICAL LOCALIZATION

BCCs are present in:

101 ITALIAN PROVINCES

2,710 MUNICIPALITIES

In 573 Municipalities BCCs are the only and exclusive banking institution.

Source: Federcasse

The Italian Cooperative Banking System

Key figures as of 30 June 2014

	BCCs	Italian Banking System
Total Liabilities	€195.07 bn +3,20% vs H1 2013	-3,7%
Customer Loans	€135.6 bn -0,5% vs H1 2013	-2,4%
Gross Bad Loans/Total Loans	9,5%	9,2%
Gross Doubtful Loans/Total Loans	7,4%	5,5%
Operating Cost Income Ratio	48,2%	54,9%
Total Capital	€20.23 bn +0,8% vs H1 2013	
Tier 1 Ratio	16,0%	12,5%*
Total Capital Ratio	16,6%	16,2%*

*Average of 5 major banking groups - Economic Bulletin Banca d'Italia



37.000

EMPLOYEES

including BCCs and other companies of the system

1,18 mln

SHAREHOLDERS

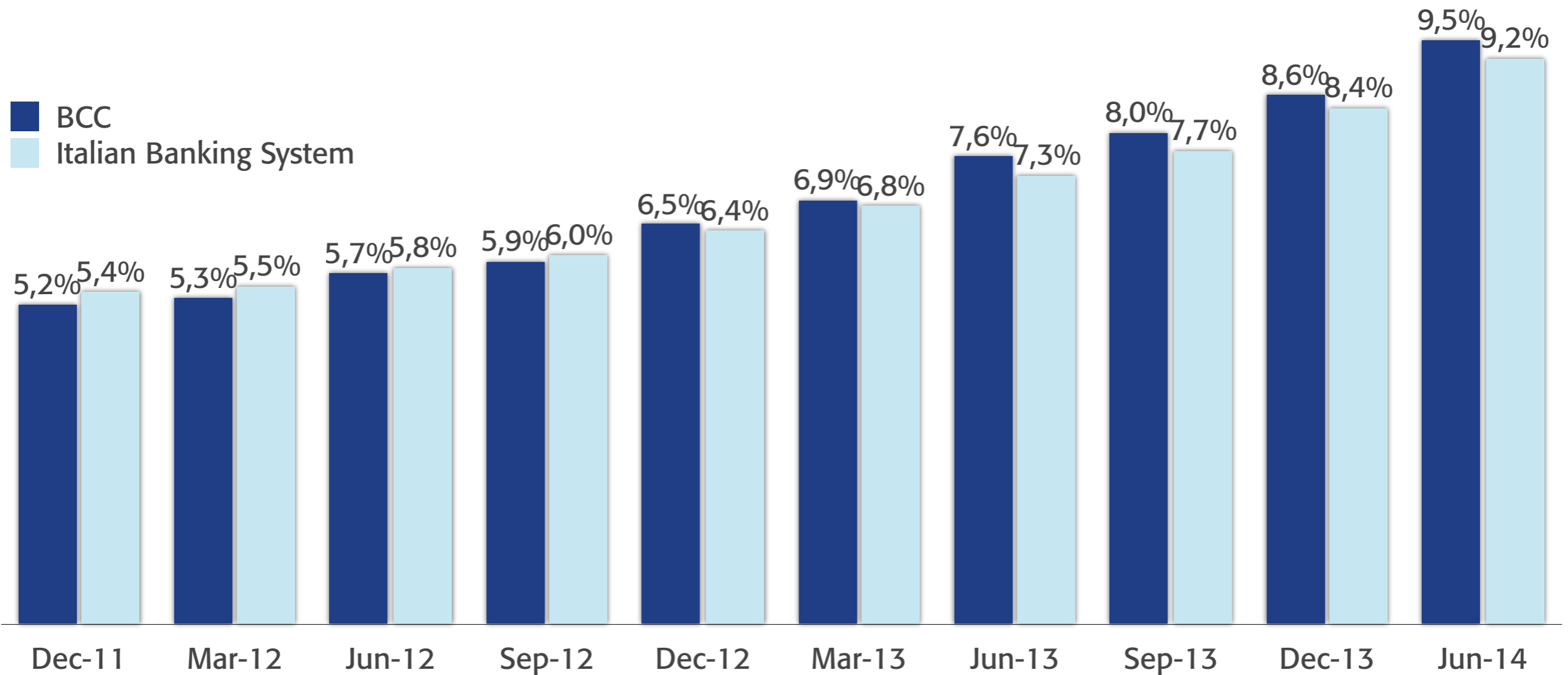
+2,6% vs H12013

Source: Federcasse

The Italian Cooperative Banking System

Credit Quality

Gross Bad Loans/Total Loans



Source: Federcasse

The Italian Cooperative Banking System

The Italian Cooperative Banking System can rely on a robust safety network to protect its clients



1. Deposit Protection Scheme

- Mandatory participation
- N°381 BCC
- Total amount protected: € 69 bn
- Maximum amount protected per retail customer: € 103,000

2. Bondholders Protection Scheme

- Voluntary participation
- N°265 BCC
- Amount protected: € 38 bn
- Maximum amount protected per bondholder: € 103,000

3. Cross Guarantee Scheme

- Statute of the Scheme approved by the Bank of Italy in December 2011
- Voluntary participation
- Protection: additional €200,000 for shareholders; additional €100,000 for other customers.

Source: Federcasse

The Italian Cooperative Banking System


UNICO BANKING GROUP
"Together we are stronger"





Gruppo bancario Iccrea

Gruppo bancario Iccrea

1.

BCCs are at the same time shareholders and customers of the Group.

The mission of **Gruppo bancario Iccrea** is to provide BCCs with high quality banking, financial and insurance products and services at competitive conditions

2.

The key objectives of **the offering system** of the Group are:

- Quality of products and services provided
- Cost competitiveness
- Time to market: anticipating and guiding BCCs' needs in accordance with market developments
- Offering based on the specific needs of the BCCs and their customers, mainly represented by retail and SMEs

3.

Shareholders' value

is enhanced through **dividends and commission fees** (€308,4m in 2013); the latter recognized to BCCs for the distribution of products and services of the Group to their customers.

Strategy

Key points of Gruppo bancario Iccrea's strategy are:

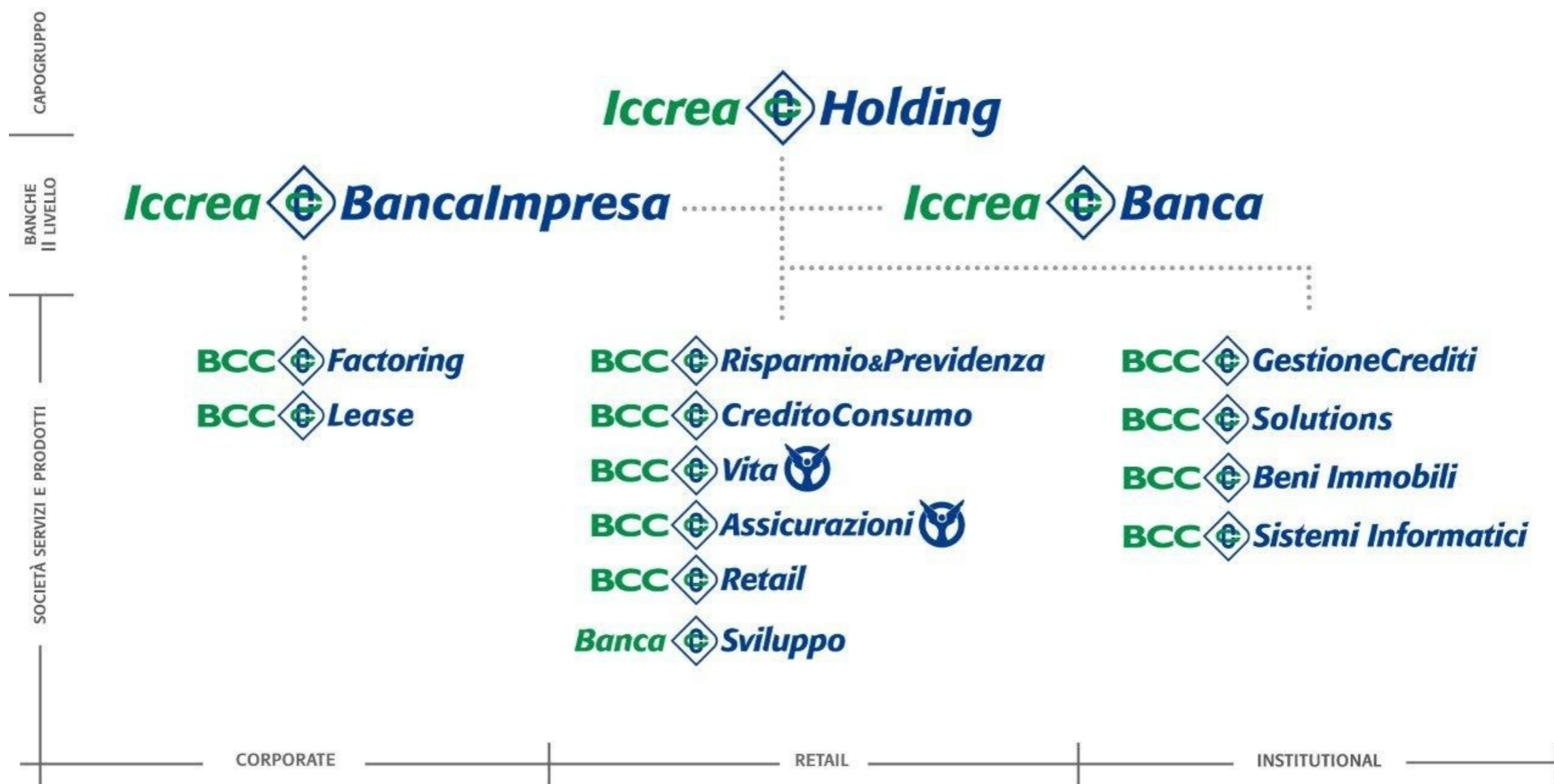
- Focus on the BCCs market
- Increase the range and quality of products and services provided to the BCCs
- Limit its risk exposures through a careful credit selection process and hedging policies of interest rate and market risks
- Diversify funding sources and carefully manage liquidity risk
- Maintain sound levels of capitalisation and profitability
- Strengthen the relationships with its European cooperative partners

Gruppo bancario Iccrea

Organizational layout



Gruppo bancario Iccrea

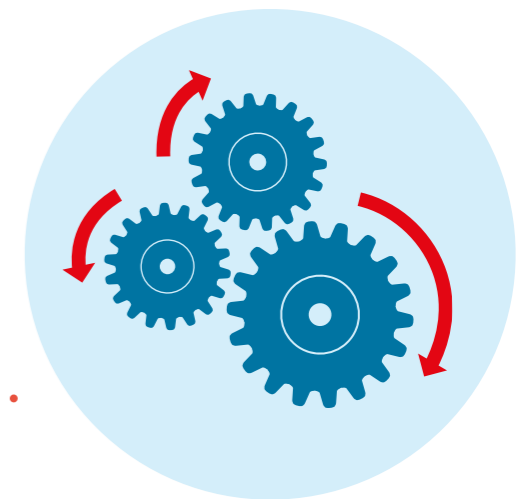


Gruppo bancario Iccrea

Business Model

In order to improve efficiency and effectiveness, Gruppo bancario Iccrea has completed a **restructuring process to redefine its business model** with the aim of:

1. Focusing the activities of Group companies on specific business areas
2. Centralising staff and support functions
3. Enhancing risk and cost control procedures
4. Extending the offering through strategic alliances with industrial partners



Gruppo bancario Iccrea

Business Model

Iccrea Holding

The parent company is a **financial holding**. Risk Management and Audit activities for the Group are performed at centralised level by the Holding

Iccrea Banca

Iccrea Banca performs all of the Group's **funding activities** on the financial markets and it carries out trading, securitization, global custody and administration, payment and settlement activities

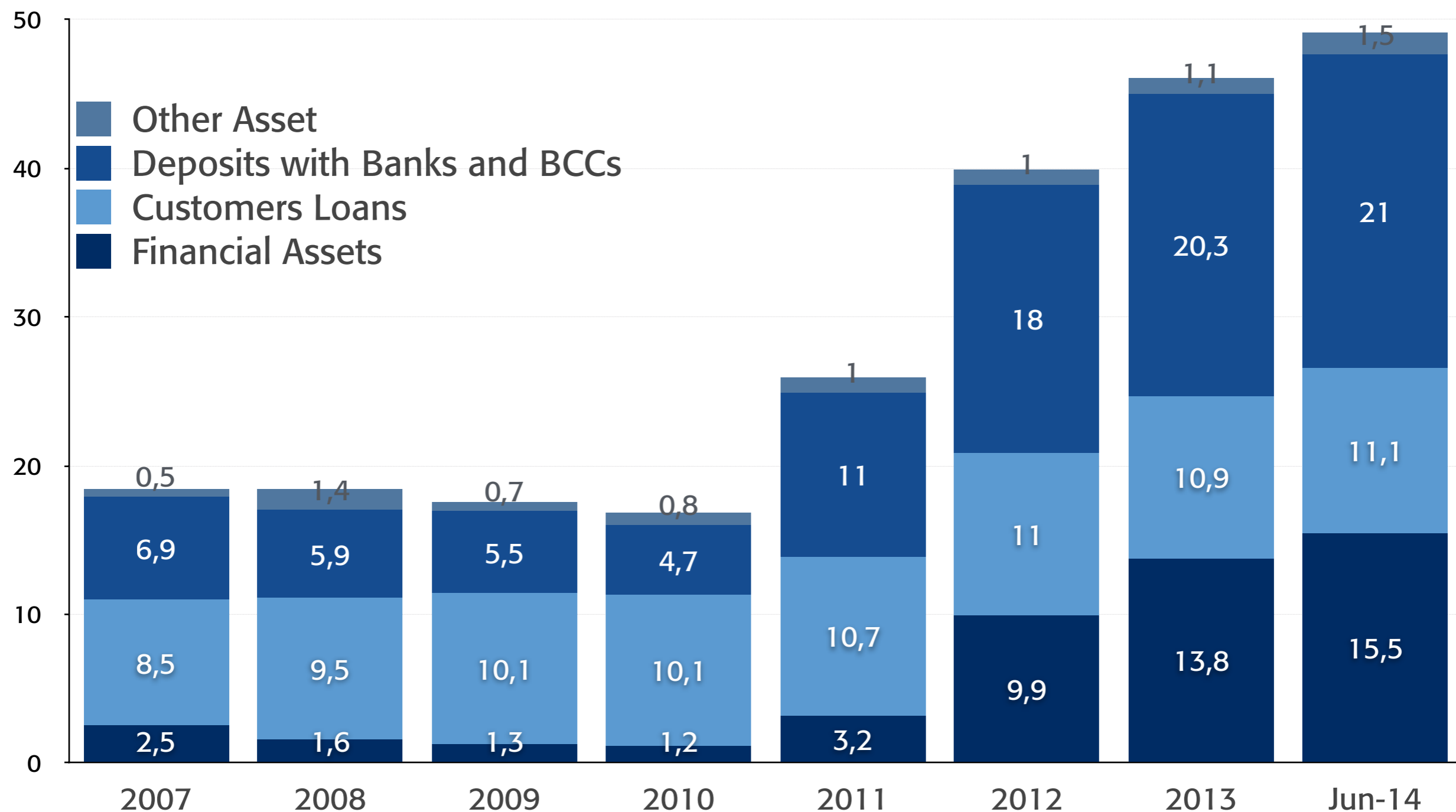
Iccrea BancalImpresa

Iccrea BancalImpresa is focused on the **corporate segment**, mainly represented by SMEs (BCCs' customers)

Insurance and consumer credit activities are carried out in partnership, through joint ventures, with Cattolica Assicurazioni and Agos Ducato (Crédit Agricole)

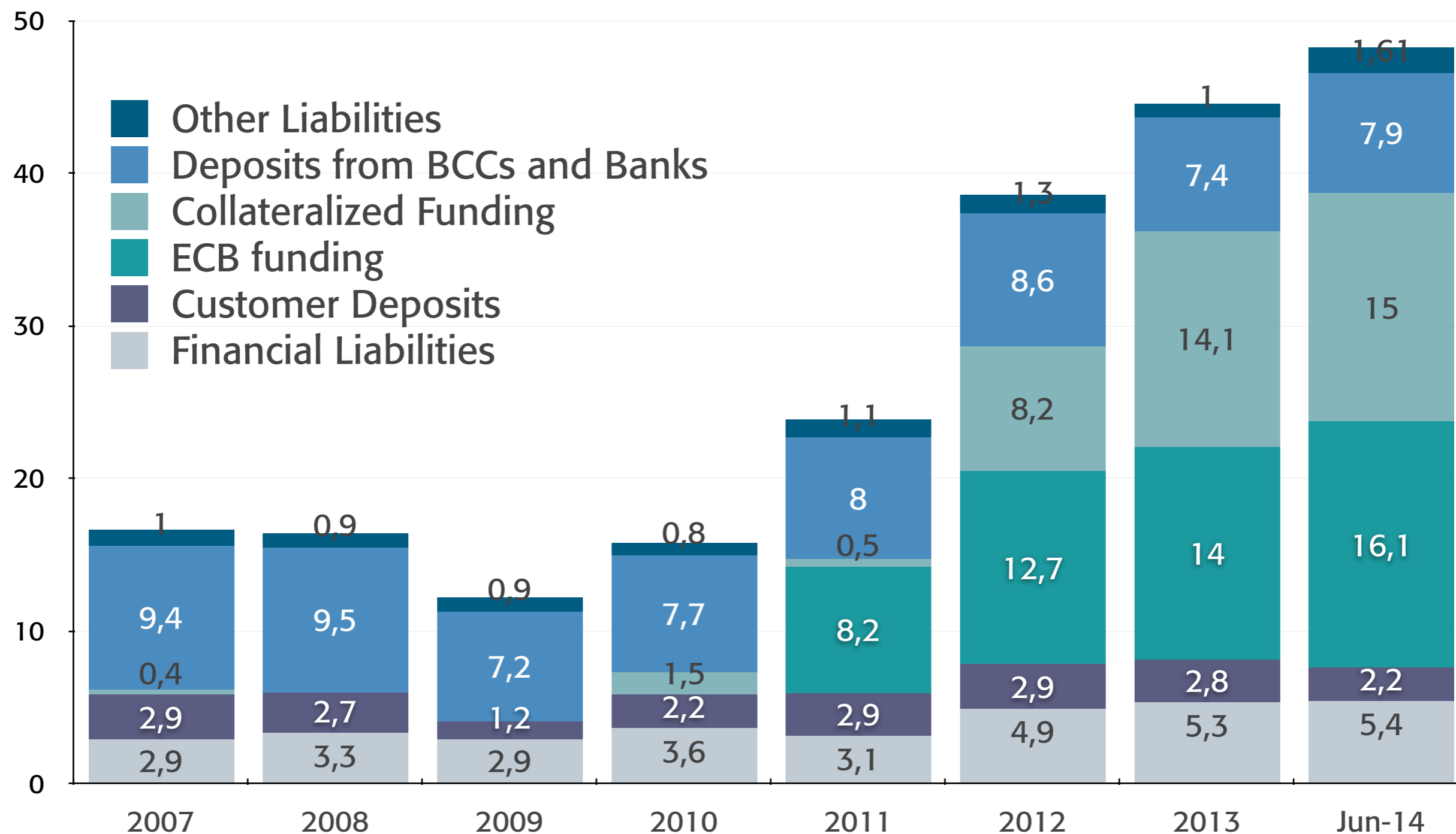
Gruppo bancario Iccrea

Evolution of Consolidated Assets



Gruppo bancario Iccrea

Evolution of Consolidated Liabilities



Gruppo bancario Iccrea

Consolidated Key Figures as of 30 June 2014

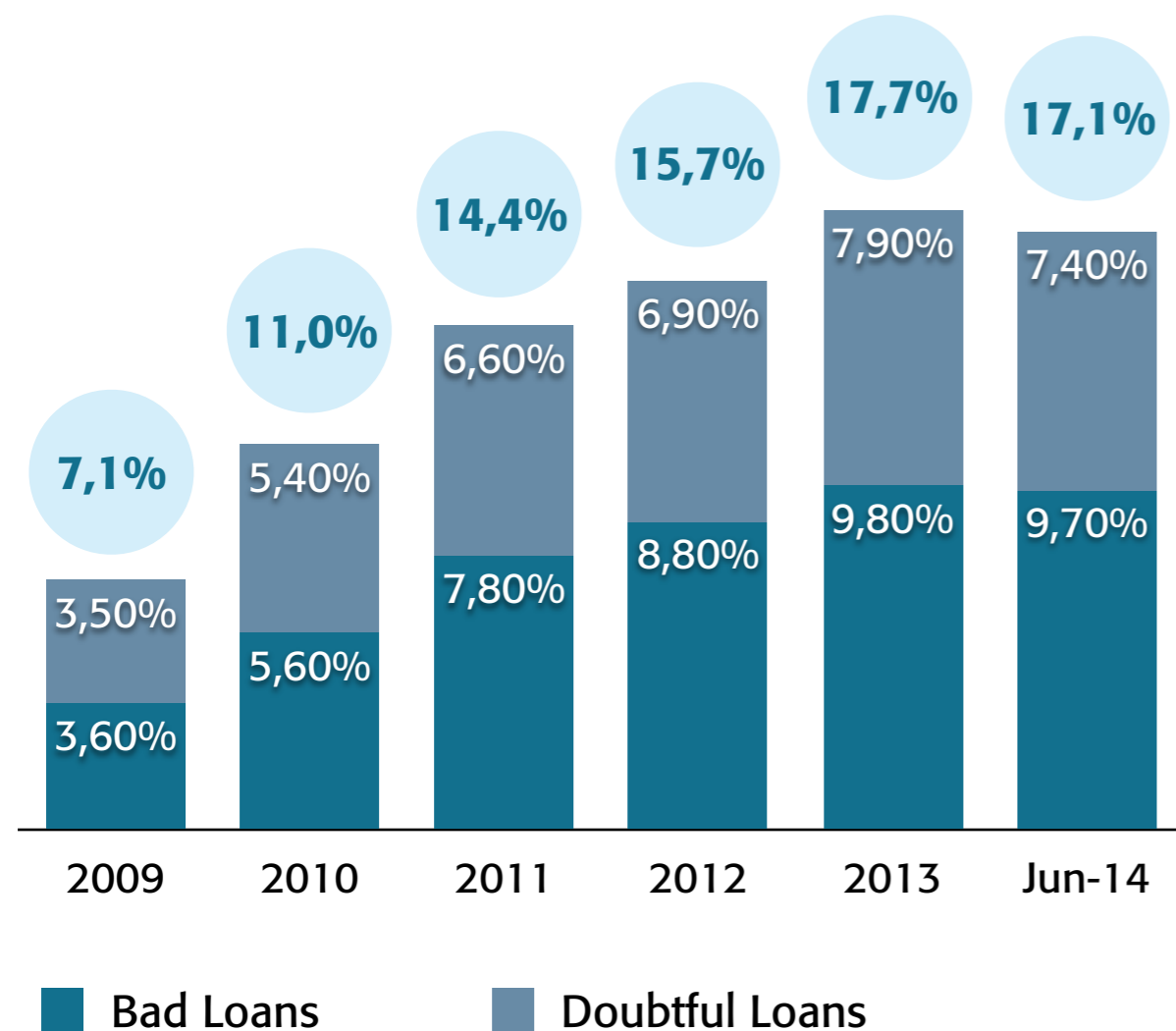
Assets	June 2014	Liabilities	June 2014
Deposits with Banks and BCCs	21,0 € bn	Deposits from Bccs and Banks	7,9 € bn
Financial Assets	16,5 € bn	ECB Funding	16,1 € bn
Customer Loans	11,1 € bn	Customer Deposits	2,2 € bn
Other Assets	1,5 € bn	Collateralized Funding	15,0 € bn
		Financial Liabilities	5,4 € bn
		Other Liabilities	1,61 € bn
Total Assets	50,1 € bn	Total Liabilities	48,2 € bn
		Capital and reserves	1,5 € bn

Credit Quality	June 2014	Capital Structure	June 2014
Net Doubtful Loans/ Total Net Loans	6,4%	Regulatory capital	1,7 € bn
Doubtful Loans Coverage Ratio	20,0%	RWA	13,7 € bn
Net Bad Loans/ Total Net Loans	5,6%	Tier 1 ratio	11,1%
Bad Loans Coverage Ratio	53,3%	Total Capital ratio	12,7%

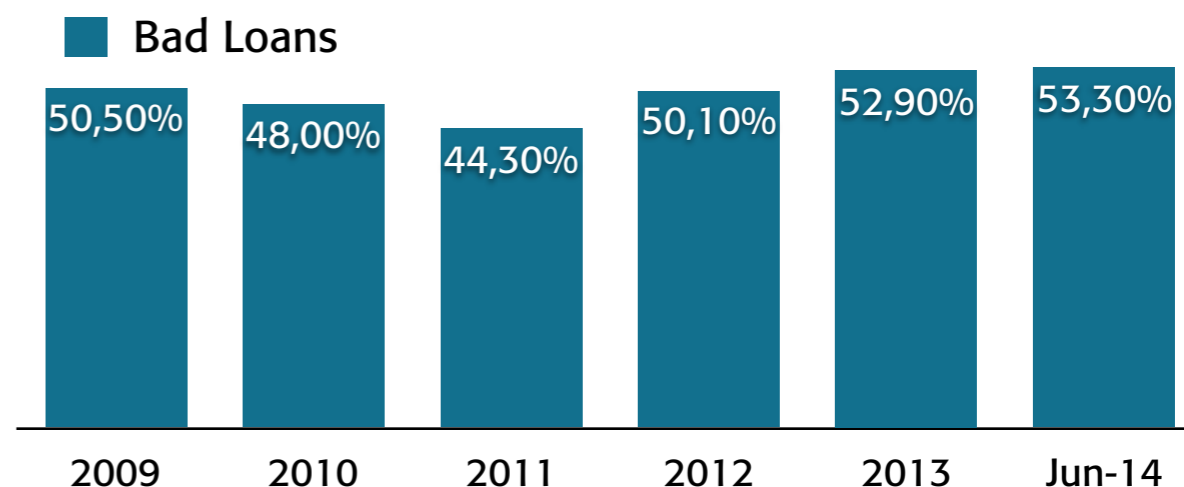
Gruppo bancario Iccrea

Lending Portfolio

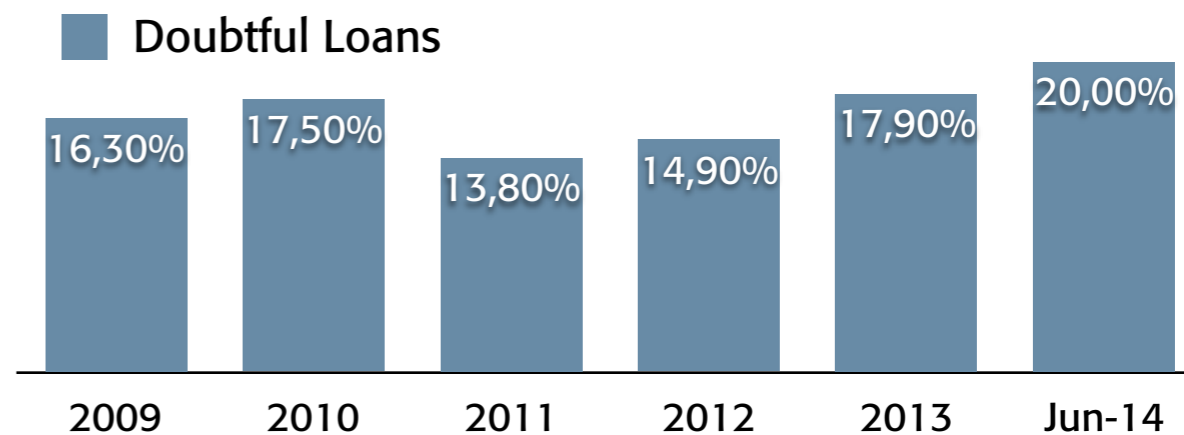
Gross Non Performing Loans/Total Loans



Coverage ratios



Bad Loans: Loans to borrowers in a state of insolvency or in substantially equivalent situations, regardless of any expectations of loss formulated by the company.



Doubtful Loans: Loans to borrowers in a temporary situation of objective difficulty, the removal of which is likely to occur within reasonable period of time.

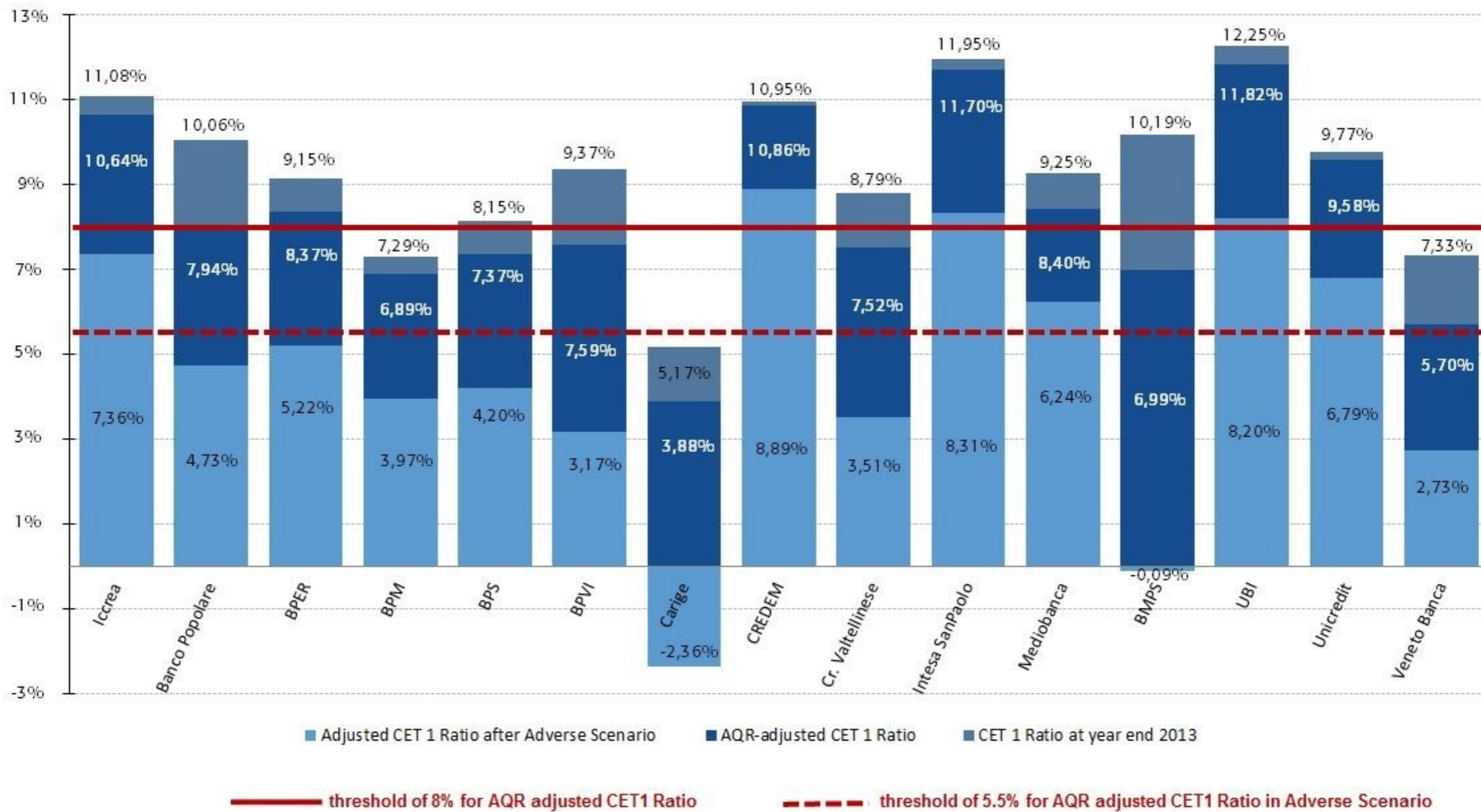
Gruppo bancario Iccrea

Consolidated Income statement as of 30 June 2014 (Values in €/m)

	H1 2014	FY 2013	H1 2013	H1 14 vs H1 13
Profit/(loss) before tax	40,6	79,7	66,1	-25,522
Profit/(loss) before tax (net FVO)	47,2	112,3	88,5	-41,269
	H1 2014	FY 2013	H1 2013	Delta
Gross Income	282,8	566,7	294,8	-12,0
Net interest income	187,8	380,8	192,4	-4,6
Net fee and commission income	78,3	164,4	77,8	0,5
Net gain (loss) on financial assets and liabilities at fair values	-6,7	-32,7	-22,4	15,7
Net provisions for risks and charges	85,6	182,7	82,9	2,7
Operating expenses	-158,6	-297,4	-145	-13,7
Personnel Expenses	-79,2	-148,6	-72,4	-6,8
Other expenses	-79,4	-148,8	-70,9	-8,5
	H1 2014	FY 2013	H1 2013	Delta
Net profit	24,0	38,4	36,5	-14,4
Net profit (excluding FVO)	28,5	60,3	51,5	-31,8
Cost income ratio (10%)	58,5	55,5	51,3	7,2

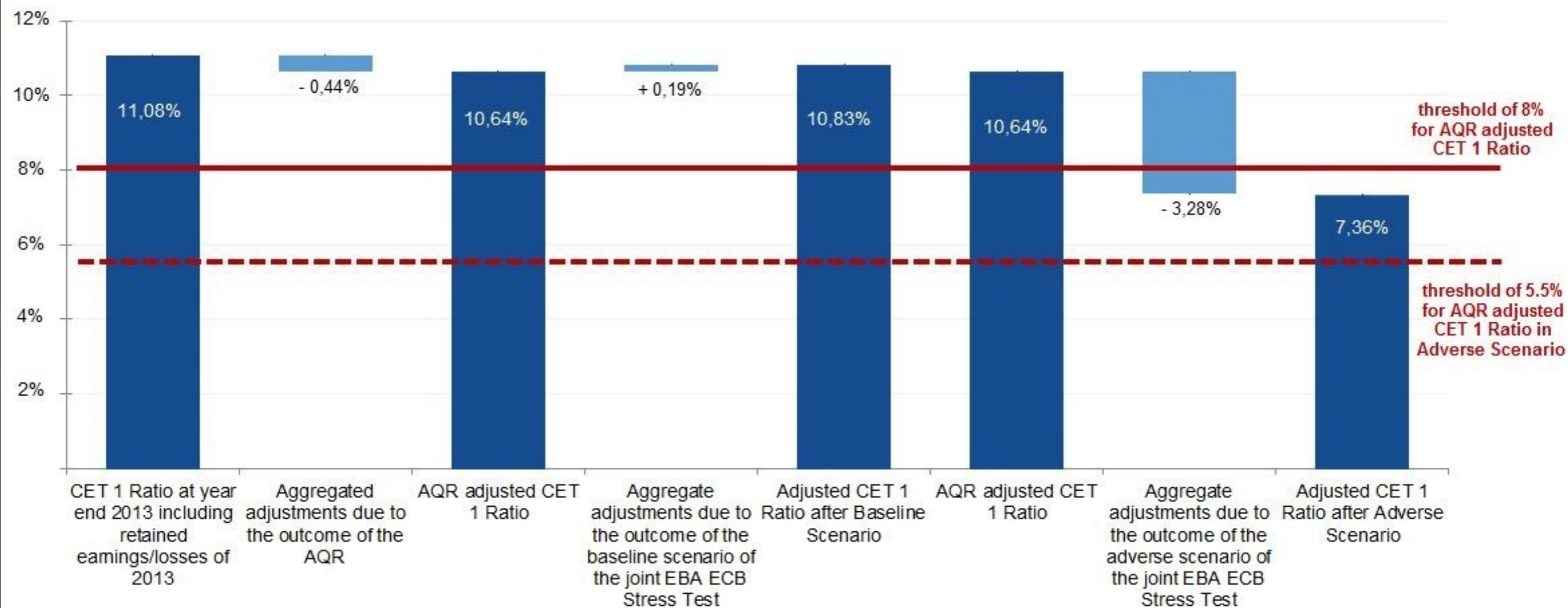
Gruppo bancario Iccrea

Asset Quality Review and Stress Test results of italian banks






Gruppo bancario Iccrea

Asset Quality Review and Stress Test Results



Gruppo bancario Iccrea

Ratings

	Fitch Ratings LT / OUTLOOK / ST	STANDARD & POOR'S LT/OUTLOOK/ST
Iccrea  Holding	BBB / Negative / F3	BB+ / Negative / B
Iccrea  Banca	BBB / Negative / F3	BB+ / Negative / B
Iccrea  Bancal Impresa	BBB / Negative / F3	BB+ / Negative / B

Iccrea  *Banca*

Iccrea Banca

Iccrea Banca

1.

Iccrea Banca's primary objective, in cooperation with the other Group companies, is to make the activities of BCC's, a large and cohesive network of small Italian cooperative banks, more complete and effective, by supporting and developing their activities via lending, offering technical services and financial assistance in all forms

2.

Iccrea Banca is not listed and is primarily owned by Iccrea Holding (99.998%)

3.

Iccrea Banca has a large customer base made by approximately 350 banks, mainly BCCs

4.

The territorial network is committed to marketing, sale and post-sale activities with the BCCs

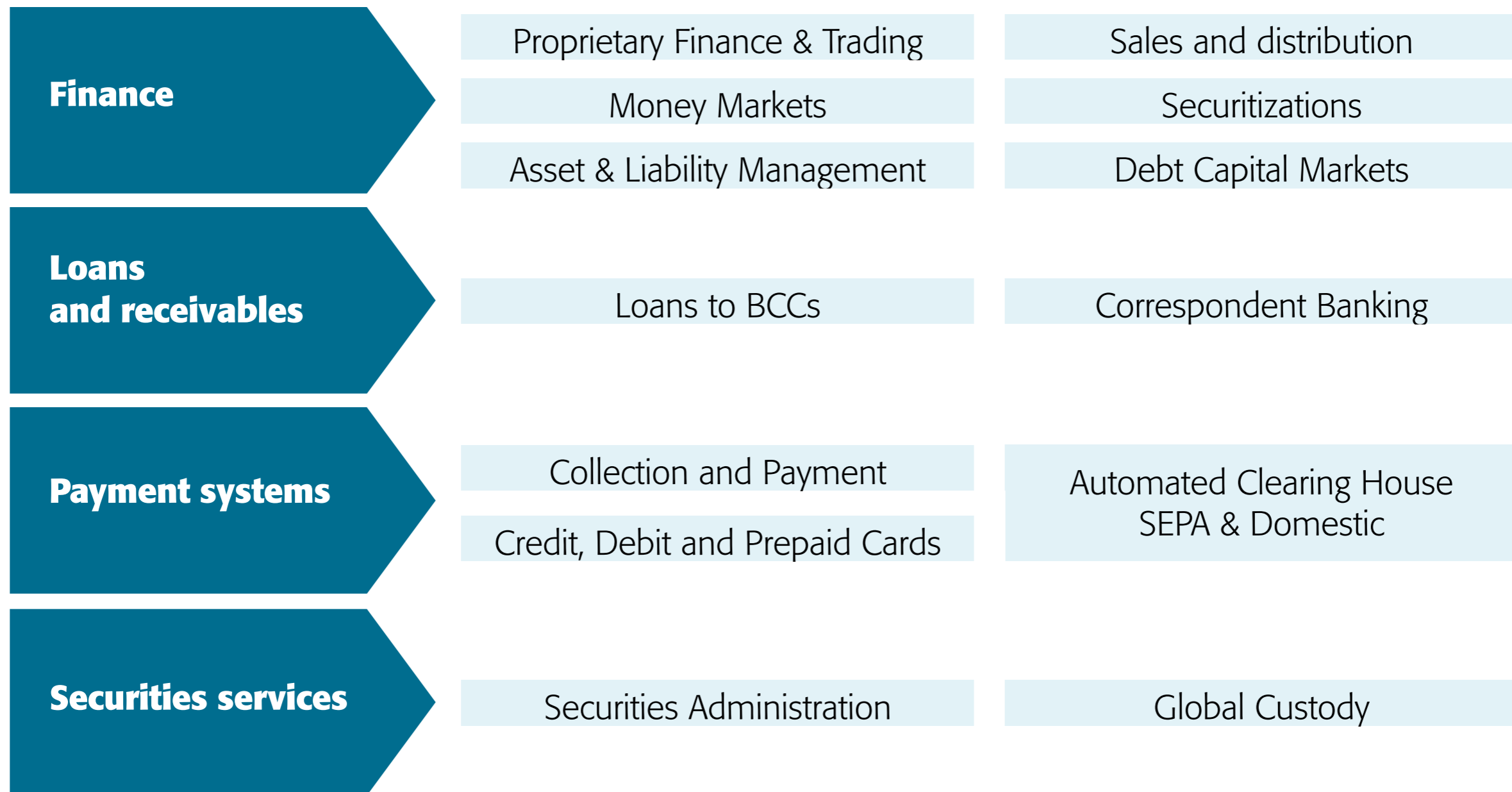
5.

As of 30th June 2014, Iccrea Banca has 747 employees

Iccrea Banca

Business Activities

Iccrea Banca has a well diversified business model with a wide spectrum of services provided to the BCC's



Iccrea Banca

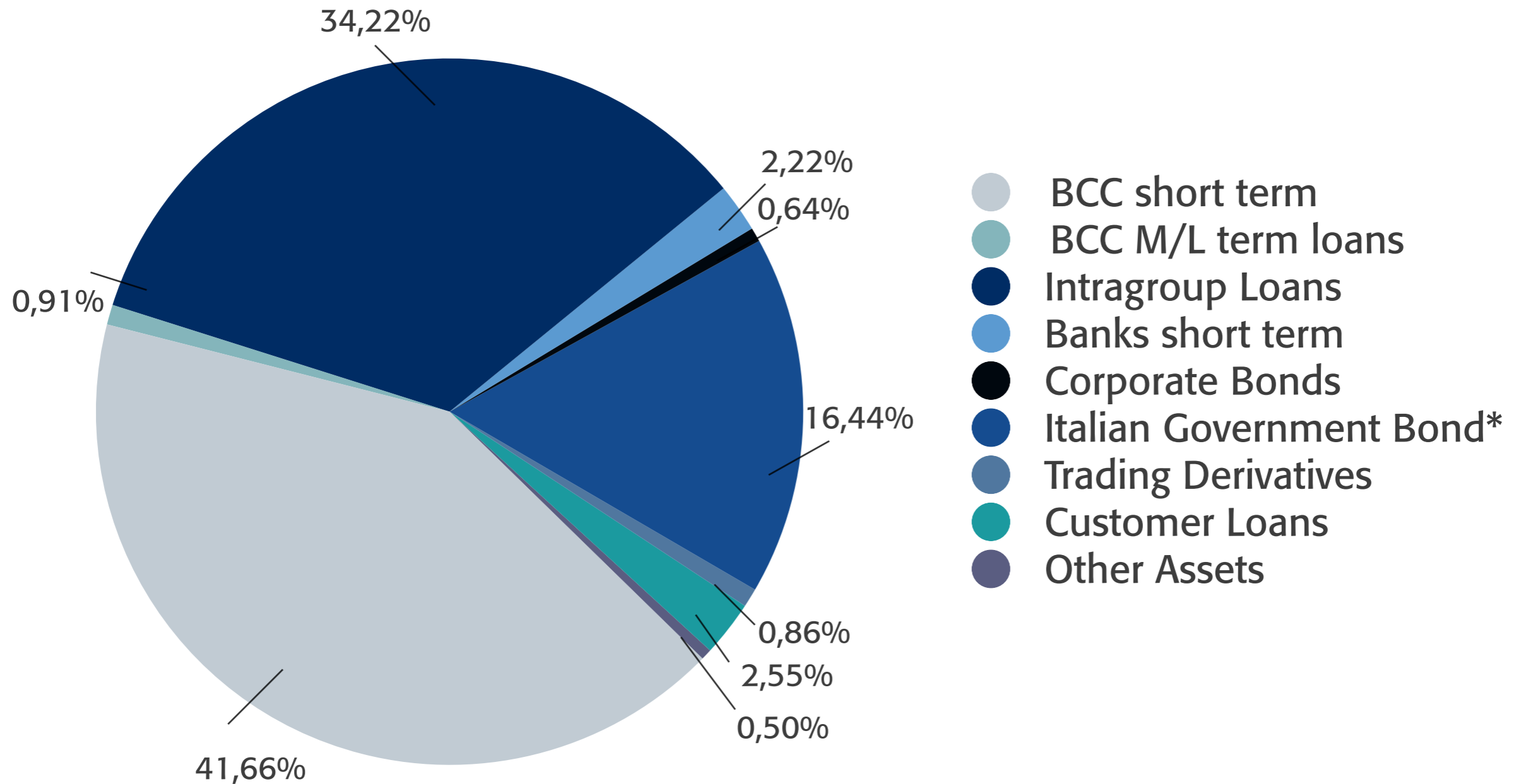
Key Figures - Assets (Values in €/m)

Assets	H1 2014	FY 2013	H1 2013
Customer Loans	€ 1.203	€ 889	€ 1.320
BCC short term	€ 19.644	€ 18.608	€ 18.621
BCC M/L term Loans	€ 431	€ 560	€ 603
Banks short term	€ 1.046	€ 1.032	€ 1.379
Intragroup Loans	€ 16.136	€ 13.908	€ 13.559
Italian Government Bonds*	€ 7.752	€ 7.208	€ 7.857
Corporate Bonds	€ 304	€ 119	€ 109
Trading Derivatives	€ 406	€ 411	€ 485
Other Assets	€ 236	€ 259	€ 234
Total Asset	€ 47.158	€ 42.994	€ 44.167

* Assets available for sale and assets held for trading are carried at Fair Value while Assets held to maturity are measured at amortising cost.

Iccrea Banca

Key Figures - Assets Breakdown H1 2014



* Assets available for sale and assets held for trading are carried at Fair Value while Assets held to maturity are measured at amortising cost.

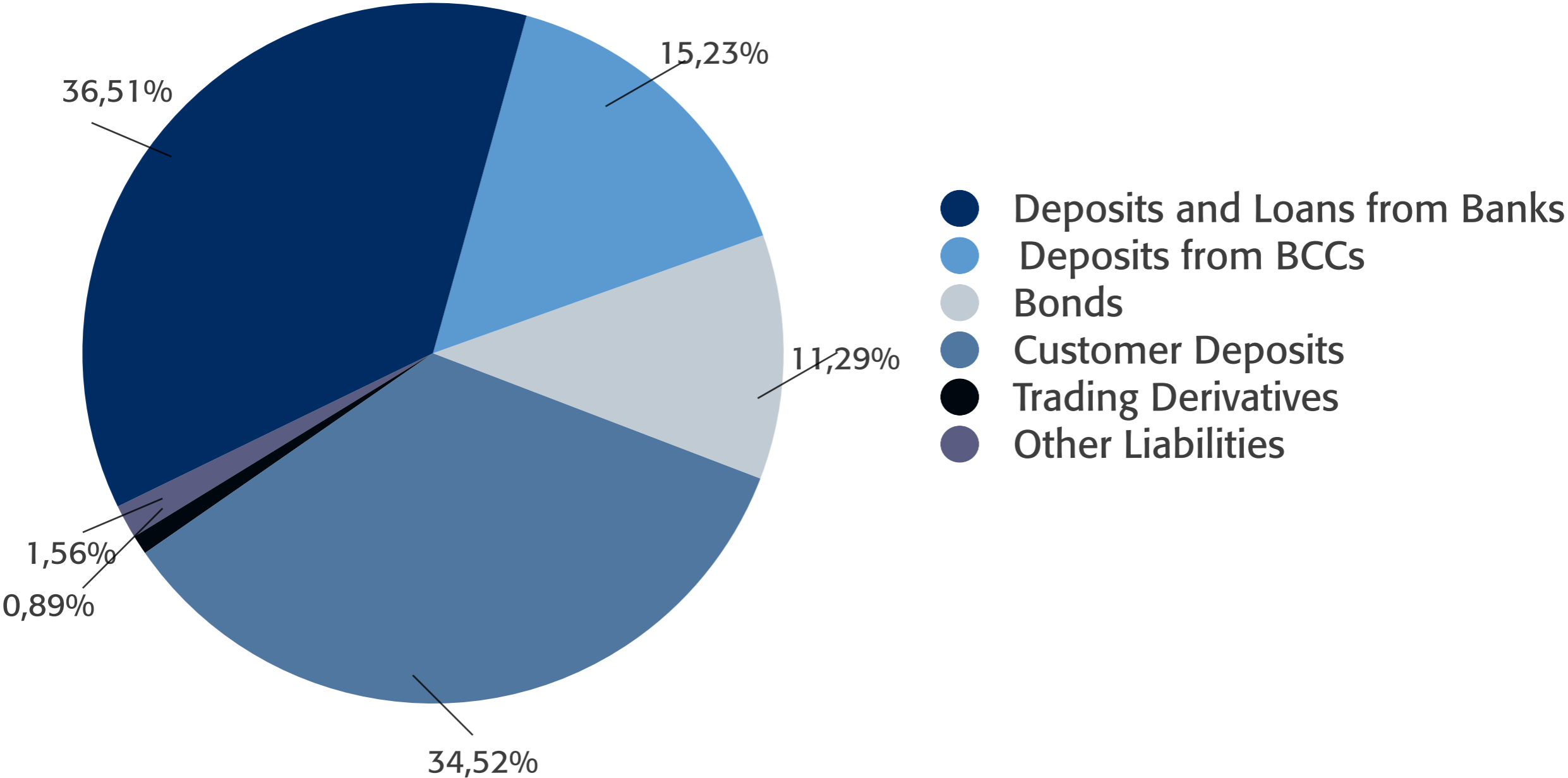
Iccrea Banca

Key Figures - Liabilities (Values in €/m)

Liabilities	H1 2014	FY 2013	H1 2013
Customer Deposits	€ 16.090	€ 15.293	€ 17.340
Deposits from BCCs	€ 7.099	€ 6.220	€ 6.349
Deposits and Loans from Banks	€ 17.019	€ 15.172	€ 14.366
Bonds	€ 5.263	€ 5.051	€ 4.775
Trading Derivatives	€ 415	€ 391	€ 473
Other Liabilities	€ 729	€ 341	€ 382
Total Liabilities	€ 46.616	€ 42.468	€ 43.685
Capital and Reserves	€ 542	€ 526	€ 482

Iccrea Banca

Key Figures - Liabilities Breakdown H1 2014



Iccrea Banca

Capital Structure and Ratios as of 30 June 2014

Capital Structure and Ratios	H1 2014	FY 2013	H1 2013
Tier 1 Capital	€ 435 m	€ 382 m	€ 370 m
Tier 2 Capital	€ 197 m	€ 49 m	€ 49 m
Total Regulatory Capital	€ 631 m	€ 431 m	€ 419 m
Tier 1 Ratio	10,8%	15,5%	14,0%
Total Capital Ratio	15,8%	17,5%	15,9%
RWA	€ 4.008 m	€ 2.458 m	€ 2.636 m

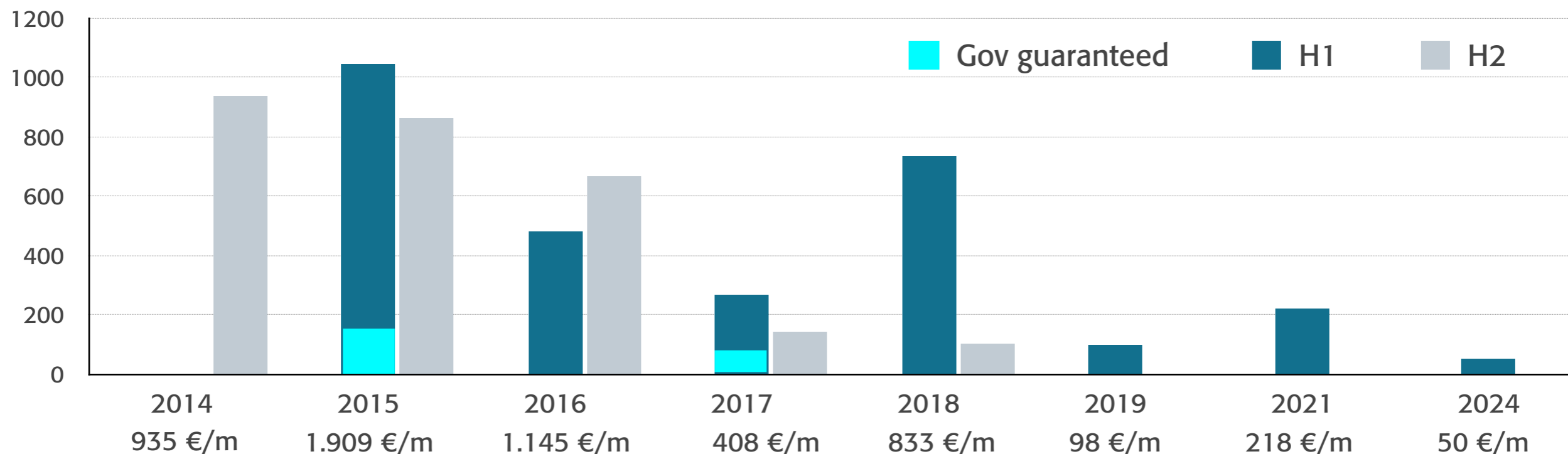
Iccrea Banca

Income Statement

Income Statement	H1 2014	H1 2013	Delta
Net Interest Income	€ 33,8 m	€ 37,2 m	-9,1%
Other Net Income	€ 94,1 m	€ 98,2 m	-4,2%
Total Revenue	€ 127,9 m	€ 135,4 m	-5,5%
Personnel Expenses	€ -31,7 m	€ -31,0 m	2,3%
Other expenses	€ -59,7 m	€ -52,4 m	13,9%
Total operating expenses	€ -91,4 m	€ -83,4 m	9,6%
Gross operating profit	€ 36,5 m	€ 52,0 m	-29,8%
Total provisions and losses	€ 1,0 m	€ 0,5 m	96,0%
Net operating profit	€ 37,5 m	€ 52,5 m	-28,6%
Tax	€ -14,2 m	€ -19,9 m	-28,4%
Net Income	€ 23,2 m	€ 32,6 m	-28,7%
Cost Income ratio	71,46%	61,6%	16,0%

Iccrea Banca

Funding information / Debt maturity and composition breakdown As of 30 June 2014

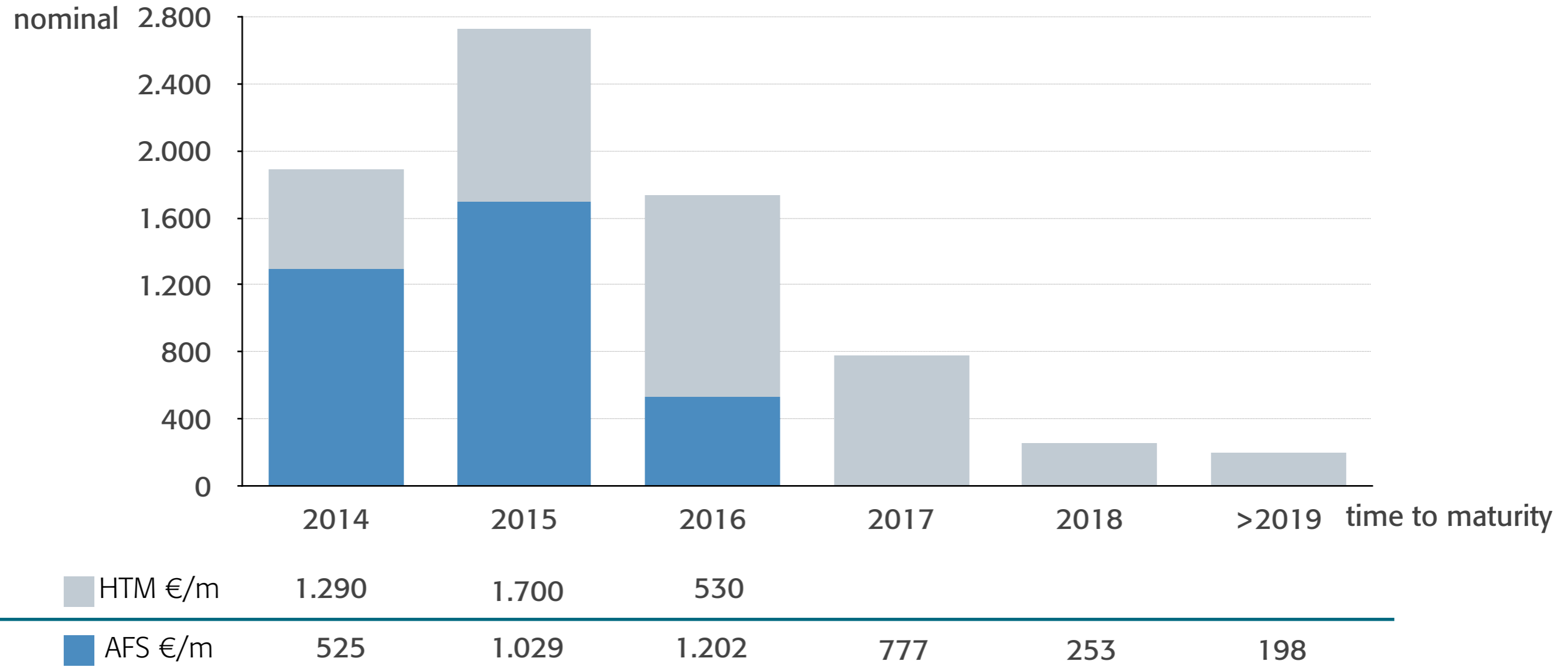


	Total debt (€/m)	Retail	BCC	Institutional	Government guaranteed bonds	Intra-group bonds
2014	€ 935	30,30%	28,00%	41,70%	0,00%	0,00%
2015	€ 1.909	32,10%	56,60%	1,00%	10,20%	0,00%
2016	€ 1.145	43,90%	25,50%	30,60%	0,00%	0,00%
2017	€ 408	64,70%	3,70%	3,40%	23,30%	4,90%
2018	€ 833	36,40%	0,20%	61,20%	0,00%	2,20%
2019	€ 98	94,90%	0,00%	5,10%	0,00%	0,00%
2021	€ 218	92,00%	0,00%	8,00%	0,00%	0,00%
2024	€ 50	0,00%	0,00%	100,00%	0,00%	0,00%
(*) % total debt	€ 5.596	40,40%*	29,50%*	24,20%*	5,20%*	0,70%*

Iccrea Banca

Investment information

Italian Government bonds maturity breakdown



Total outstanding Italian Government bonds: € 7,50 billion

As of 30 June 2014



Andrea Torri - CFO

e-mail: atorri@iccrea.bcc.it

telephone: +39 06 72 07 58 72

Ermanno Rapone

Proprietary Finance and Trading

e-mail: erapone@iccrea.bcc.it

telephone: +39 06 72 07 38 39

Jola Veshi

Funding & Investments

e-mail: jveshi@iccrea.bcc.it

telephone: +39 06 72 07 39 49

Gianluigi Fasolino

Funding & Investments

e-mail: gfasolino@iccrea.bcc.it

telephone: +39 06 72 07 38 63

Giampaolo Ceresi

Funding & Investments

e-mail: gceresi@iccrea.bcc.it

telephone: +39 06 72 07 39 27

www.iccreabanca.it

www.gruppobancarioiccrea.it

Iccrea  ***Banca***