



AGRI Italy EAFRD Guarantee Platform

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Agenda



- **Highlights Credem Group**

- Agri Italy Platform Guarantee



CREDEM GROUP Structure



CREDEM BANKING GROUP

COMMERCIAL BANKING	WEALTH MANAGEMENT AND BANCASSURANCE	OTHER ACTIVITIES
Credito Emiliano	Euromobiliare Asset Management SGR	Credemvita*
Banca Euromobiliare	Euromobiliare Fiduciaria	Credemassicurazioni*
Credemleasing	Euromobiliare International Fund Sicav*	Credem Private Equity SGR
Credemfactor	Euromobiliare Advisory Sim	Gestimlux
Avvera		

HIGHLIGHTS

1910	Year of fundation
606	Branches, corporate centres and financial stores
19	Italian region's of settlement
6,266	Employees
845	Financial advisors with mandate
458	Avvera agents and collaborators
€ 1.2 bn	Stock capitalization (at 11/05/2020)



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CREDEM GROUP Main Drivers



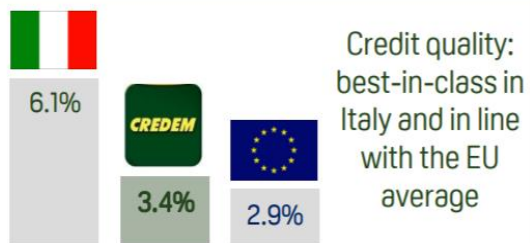
Key Points*

Sustainability

LOANS GROWTH



NPL RATIO



GOOGLE MENTIONED CREDEM



Alphabet and Google CEO, Sundar Pichai, mentioned Credem as an example of best practice in Smart Working technology

CARBON DISCLOSURE PROJECT

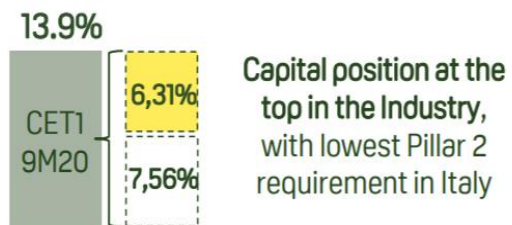


Participation to CDP, the most important and accredited reporting system, able to provide ESG information and figures to the financial market

PROFITABILITY



CAPITAL



ENVIRONMENTAL RISK



New internal project aimed at assessing exposures related to Climate Change risks in the loan book and in the security portfolio

ESG PRODUCTS



Ongoing integration of ESG criteria in investment processes of the Group's Wealth Management companies

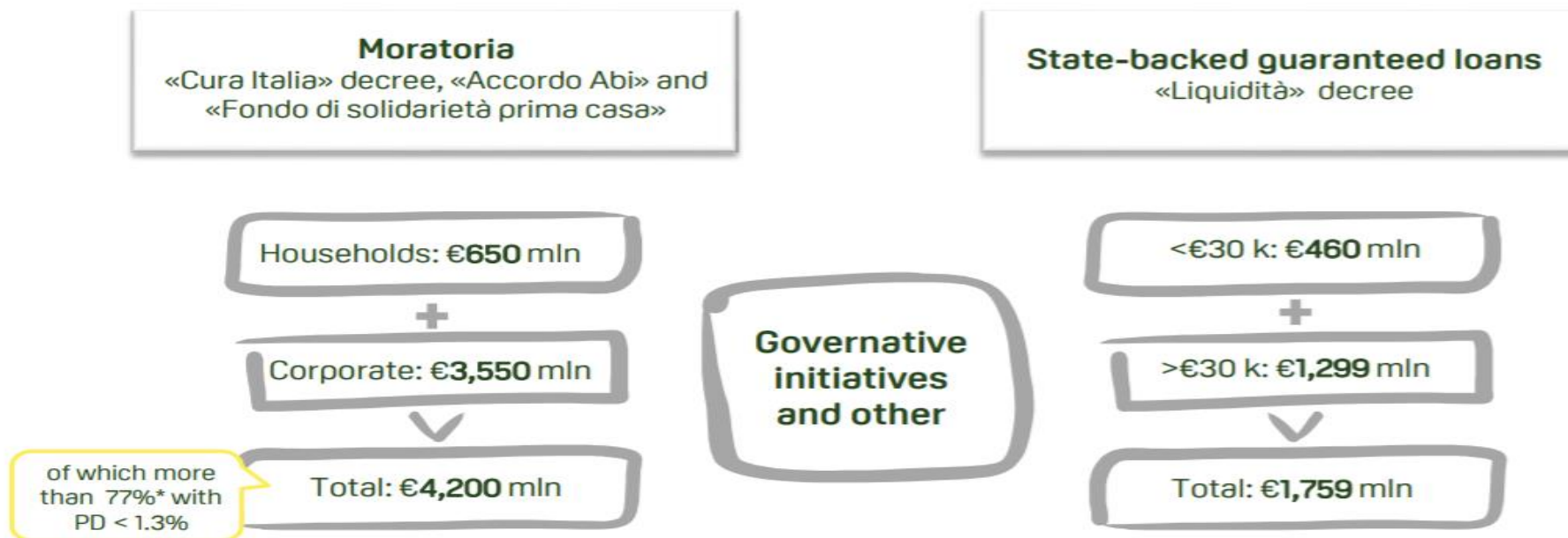


*30/09/2020

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Covid-19 Emergency Total delivery Loan



Moratoria loans were, as of September 2020, €4.2 billion. Total «guaranteed loans» disbursed were up and exceeded €1.7 billion as of September 2020

Agenda

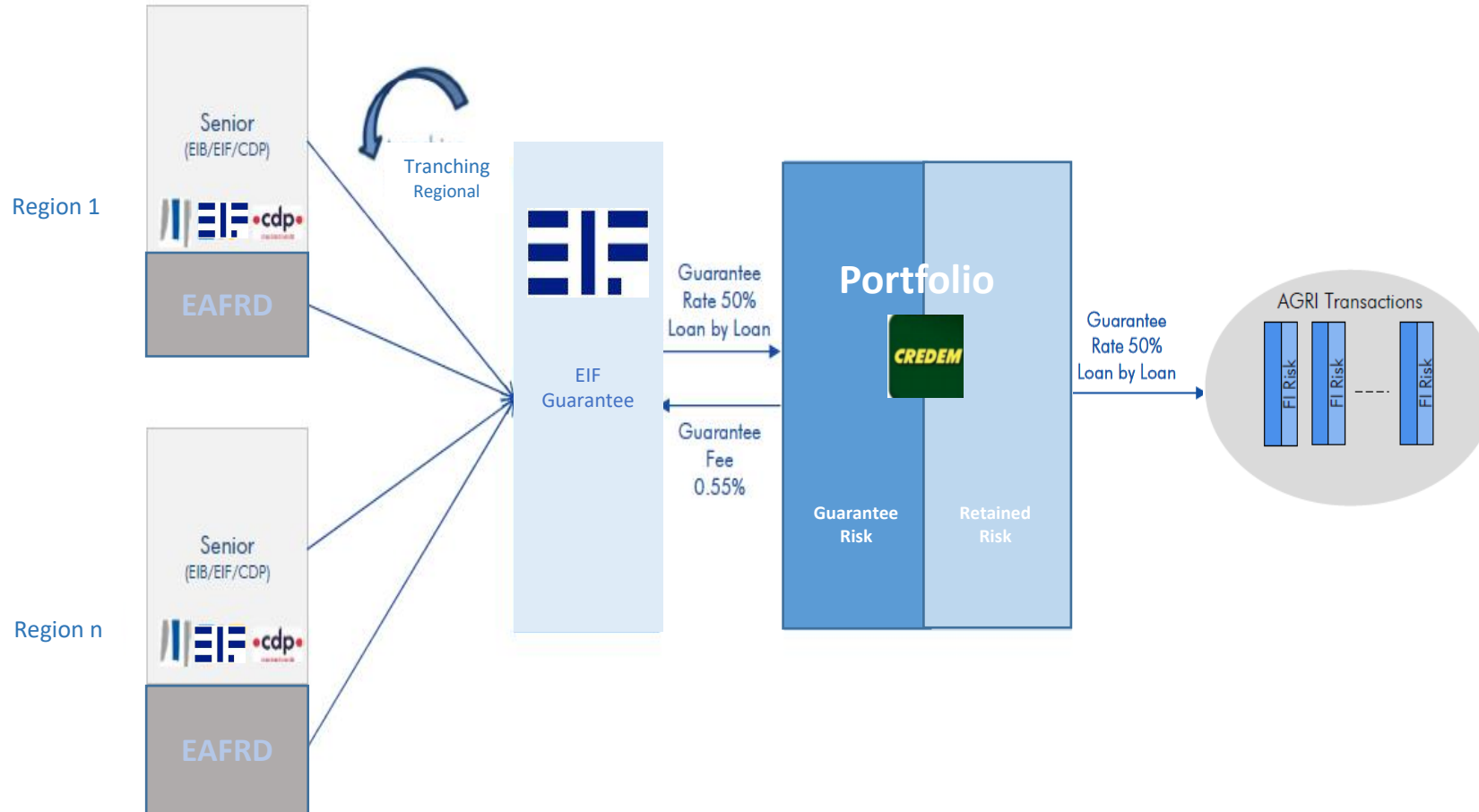


- Highlights Credem Group

- **Agri Italy Platform Guarantee**



AGRI Italy Guarantee Platform



The **AGRI Italy Guarantee Platform** objective is to provide better access to finance for Final Recipients through capital relief and loss protection provided by EIF to financial intermediaries (FI) via an **uncapped Guarantee for portfolios of newly originated loans financing investments** by Final Recipients in the **agricultural and agro-industrial sectors** (“AGRI Loans”) in the Contributing Regions.



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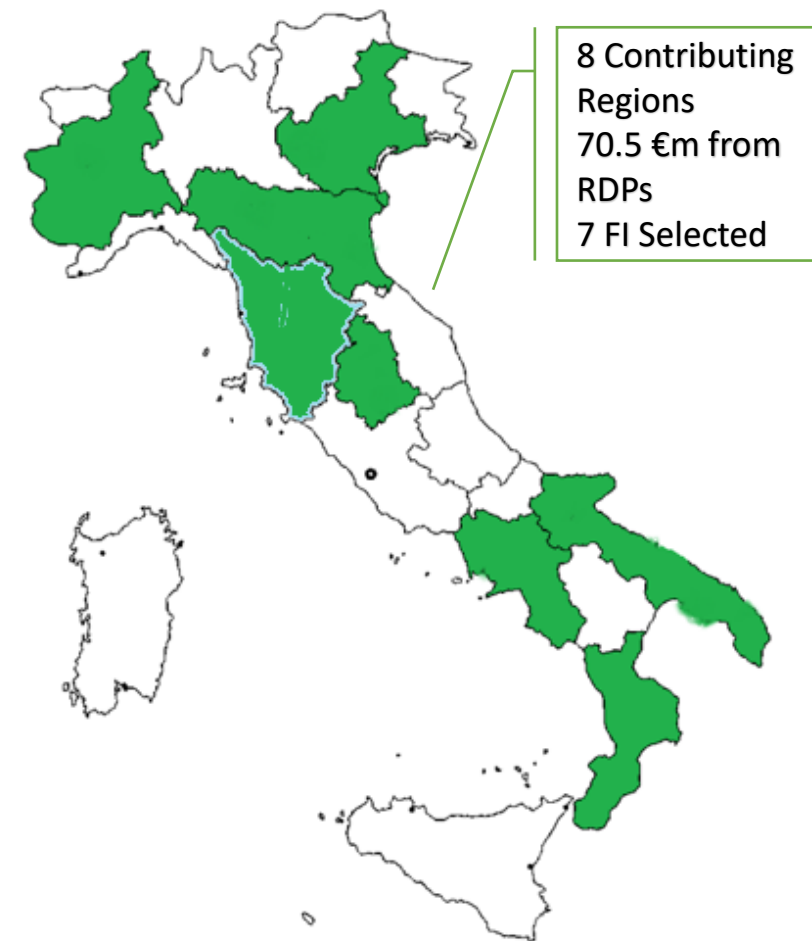
The **Contributing Regions** have dedicated part of their budgetary resources co-financed by the European Agricultural Fund for Rural Development to setting up the Platform.

Under their respective Rural Development Programme the Platform shall target the following two policy objectives:

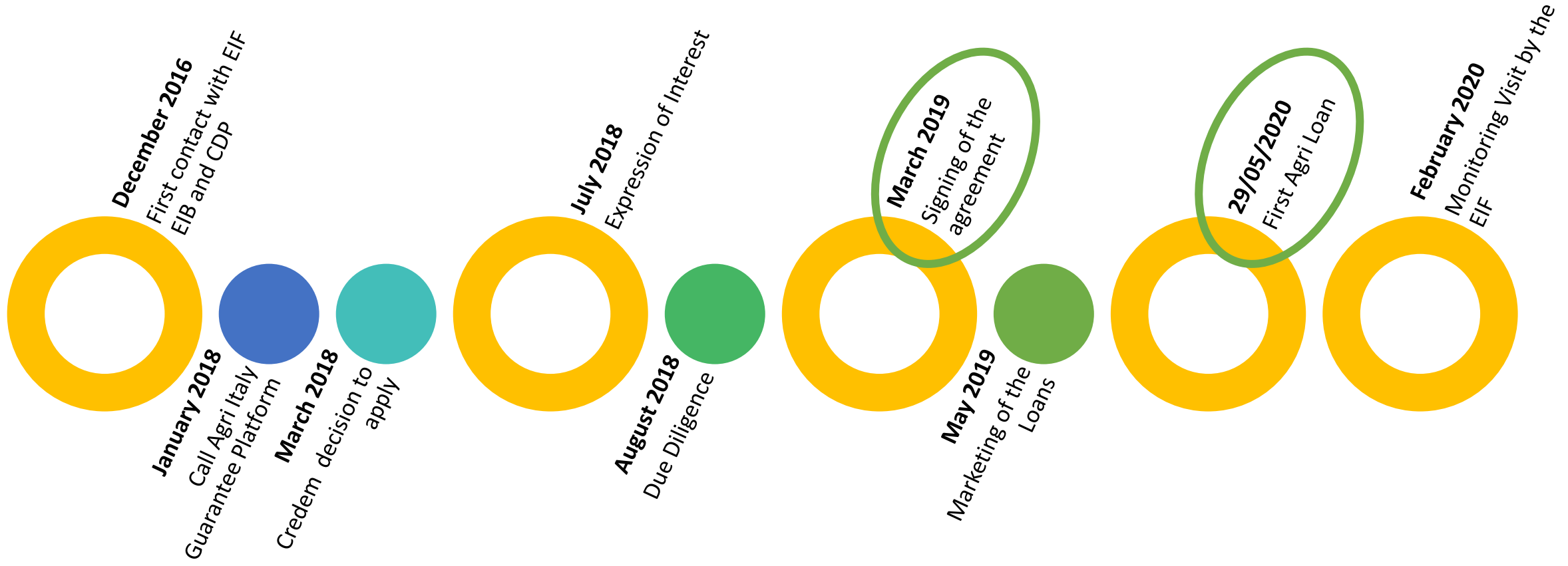
- *4.1 Support for investments in agricultural holdings*
- *4.2 Support for investments in processing and marketing of agricultural products*

The amount of the **portfolio Credem** is **233 €m** divided over the 8 Contributing Regions which currently are :

Regions	Portfolio Volume (€K)	Maximum Amount For each Loan(€K)
Calabria	12.000	500
Campania	37.000	550
Emilia Romagna	50.000	350
Piemonte	20.000	300
Puglia	37.000	550
Toscana	12.000	600
Umbria	5.000	250
Veneto	60.000	950
Totale	233.000	



ROAD MAP





AGRI LOAN Main Features



GUARANTEE	UNCAPPED, IRREVOCABLE, UNCONDITIONAL
GUARANTEE RATE	50%
GUARANTEE FEE	55 BPS
AVAILABILITY PERIOD	24 MONTHS
FI RISK RETENTION	MINIMUM 20%
MATURITY	MINIMUM 24 MESI MAXIMUM 144 MESI
TRANSFER OF BENEFIT	<ul style="list-style-type: none"> • REDUCTION IN COLLATERAL REQUIREMENTS • REDUCTION INTEREST RATE APPLIED
IMPORTO MAX	DIFFERENT FOR EACH REGION



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AGRI LOAN Eligibility Criteria



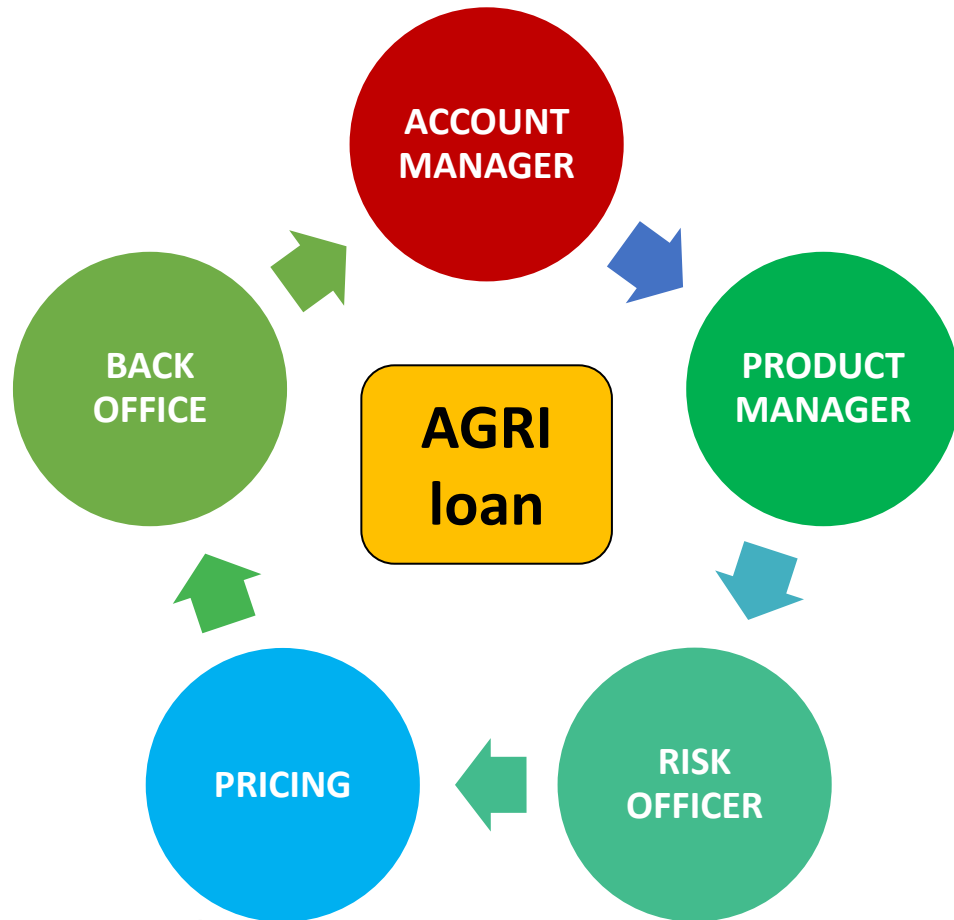
Final Recipients

- **Professional farmers** (i.e. imprenditori agricoli professionali - IAP) - **measure 4.1**
- **Any SME or Small Mid-Cap** active in the processing, marketing and/or development of Agricultural Products (the output of the production may be a non-Agricultural Product) - **measure 4.2**

Eligible Investments

- In the context of sub-measure **4.1** shall support investments in **agricultural production in order to improve the overall performance and sustainability, infrastructure related to the development, modernisation or adaptation of agriculture, access to farm land, consolidation and improvement, and saving of energy**
- In the context of sub-measure **4.2** shall support investments concerning the **processing, marketing and/or development** of Agricultural Products where the output may be an **Agricultural Product or a product that is not an Agricultural Product**

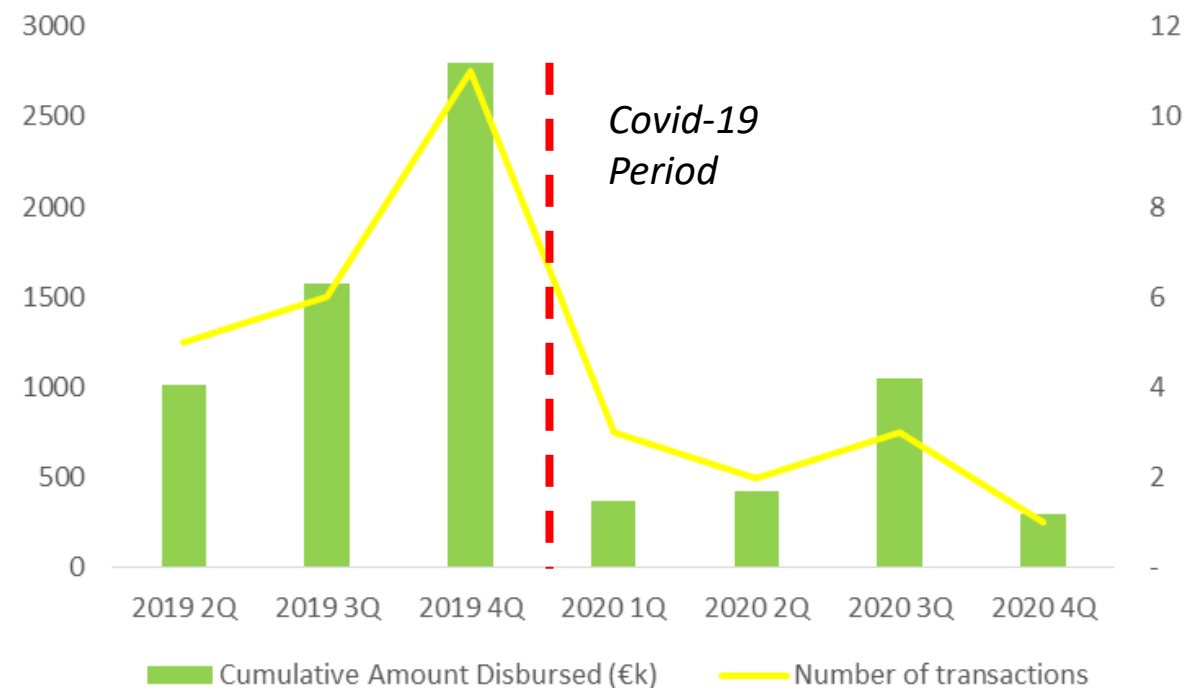
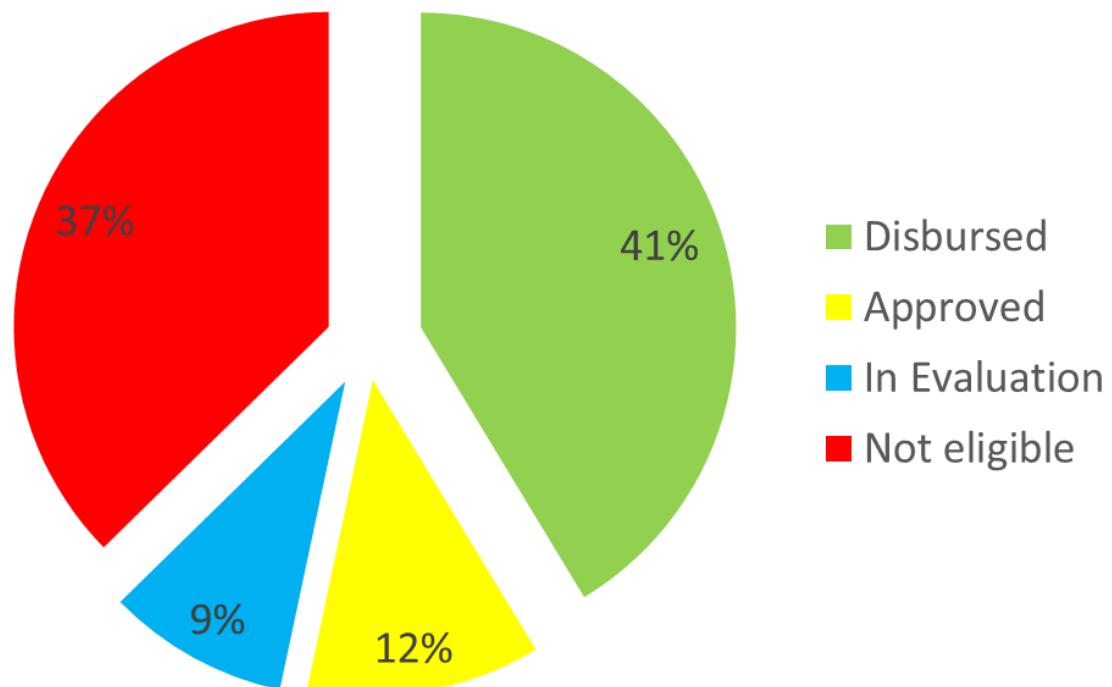
AGRI LOAN Selling Process



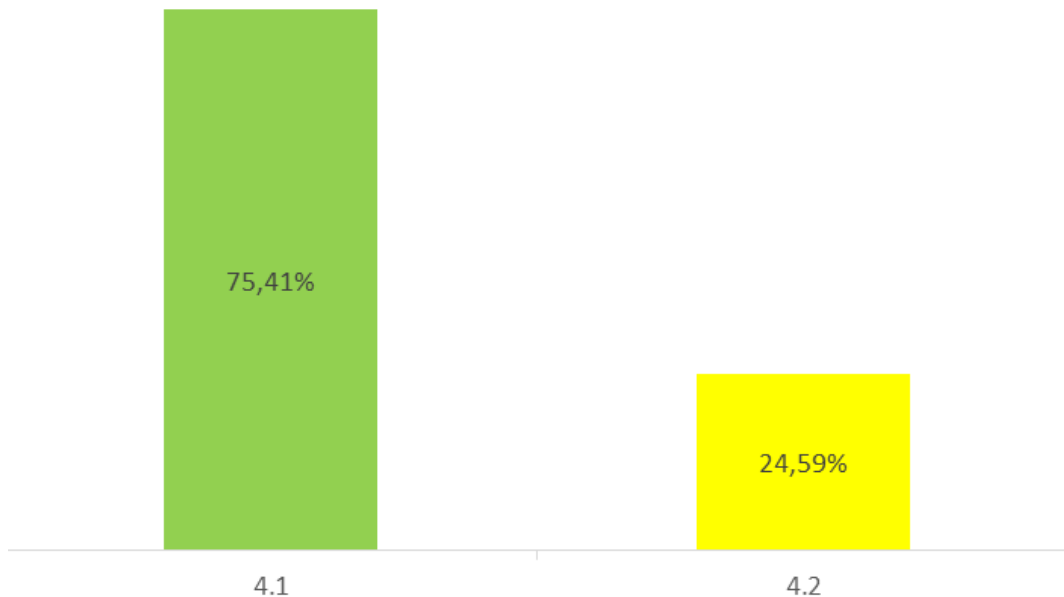
The process for the AGRI Italy initiative involves various functions that contribute, for the parts of their competence, to the finalisation of each loan supported by the EIF guarantee.

- *Company needs analysis*
- *Identifying Business Product*
- *Credit and Investment Analysis*
- *Eligibility to the Guarantee*
- *Pricing*
- *AGRI Loan Sign*
- *Report to RNA*
- *Quarterly Report to EIF*
- *Monitoring*
- *Payment Demand*

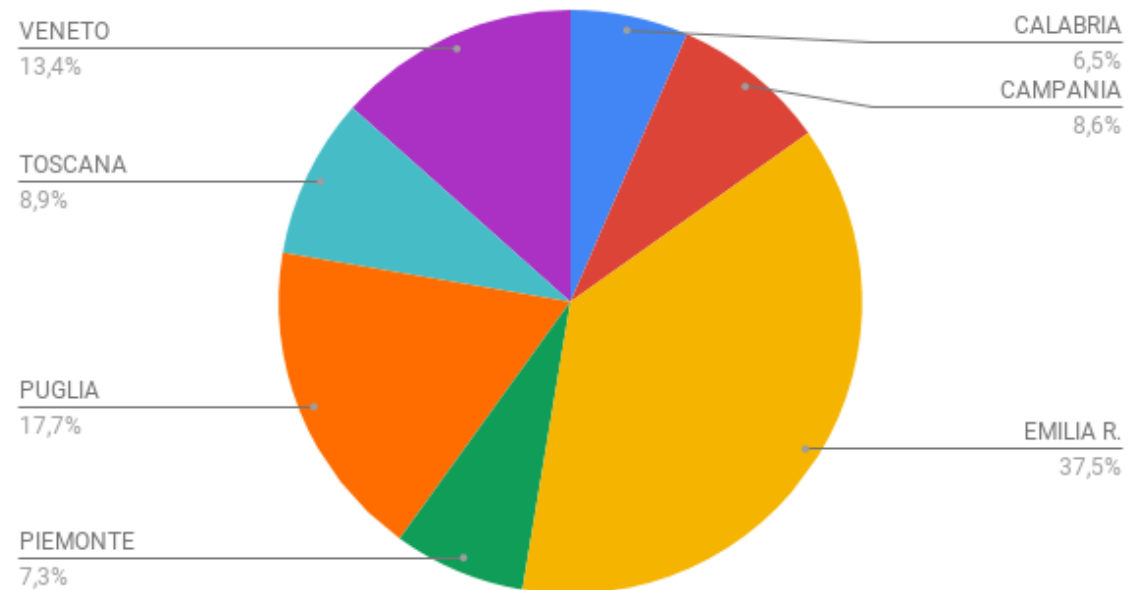
How is it going?



% for RDP Measure



% disbursed for Region



Recommendations and lessons learned



In order to finance investments, financial instruments to support businesses in addition to block grants

Importance of a single interlocutor (EIF) able to standardise the differences between the RDPs of the single Regions

Simplification of the bureaucratic procedures to the FI
(RNA – GGE Calculation – Monitoring)

Collaboration with EIF
(Thank You!)



financial instruments capacity building Farming
 Rural development funding agreement EU guidance
 added technical support co-financing ex-ante assessment final
 value seminars governance intermediaries financial recipients
 leverage EAFRD fi-compass case studies
 Agriculture thematic objectives Targeted coaching
 business plan equity
 advisory services private investors
 RDP guarantees life cycle combination of support
 conferences banks revolving
 fund of funds loans microfinance CAP
 manuals managing authorities factsheets
 DG AGRI Agricultural products investment strategy EIB Group

Thank you

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