



Agri Italy Guarantee Platform

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REDEM BANCA		Cr			ucture	
		Retai		omme Iking	ercial	
Wealth Manageme and Insurance	ent	CR	PEDEM	Retail and Corporate Commercia Banking	1	
E UROMOBILIARE ASSET MANAGEMENT SOR ASSET MANAGEMENT 1	.00%	BANCA EUROMOBILIARE Private Banking	100%	100%	Consumer Lending	100
E UROMOBILIARE FIDUCIARIA Fiduciary Company	.00%	CREDEMLEASING	100%	100%	CREDEM CREDEMFACTOR	100
CREDEM CREDEM PRIVATE EQUITY SGR Asset Management	00%	Leasing		Ľ	Factoring	100
CREDEM CREDEMVITA Life Insurance and Pension Fund	.00%			Г	Promoted and managed	70%
E U R O M O B I L I A R E	CRED	(*) CREDEMASSICURAZIONI			by Credem Group	



EUROMOBILIARE

Sicav (*)



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)			



100% 50%

ADVISORY SIM

Investment Firm

Source: internal data as at September 30, 2020 * Not included in the Banking Group Perimeter

General Insurance



75%

Other activities

CREDEMTEL

Remote banking and document management

Parmesan cheese warehousing and seasoning

GESTIMLUX

Facility management

CREDEM CB SRL

Spv (Covered Bond Programme)

Advanced Application

Technology

SATA SRL

MAGAZZINI GENERALI DELLE TAGLIATE





9M20 KEY POINTS



Capital position at the

top in the Industry,

with lowest Pillar 2

requirement in Italy

6,31%

7,56%

CET1

9M20









CREDEM BANCA AGRI Italy Guarantee Platform

The Platform shall target the following two policy objectives:

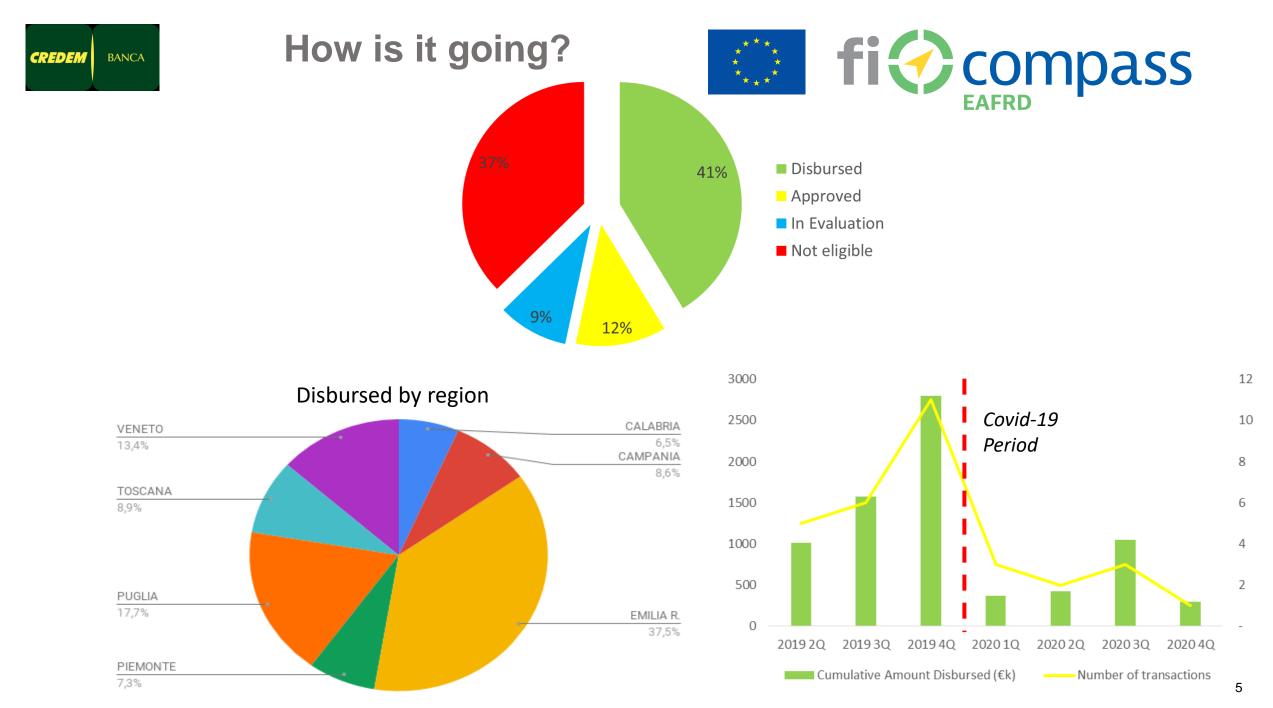
- *4.1 Support for investments in agricultural holdings*
- 4.2 Support for investments in processing and marketing of agricultural products

The amount of the **portfolio Credem is EUR 233m** divided over the 8 Contributing Regions:

Regions	Portfolio Volume (EUR thousand)	Maximum Loan Amount (EUR thousand)	GUARANTE AVAILABILI ⁻ PERIOD	
Calabria	12 000	500	FI RISK	
Campania	37 000	550	RETENTION	
Emilia Romagna	50 000	350	MATURITY	
Piemonte	20 000	300		
Puglia	37 000	550	TRANSFER BENEFIT	
Toscana	12 000	600		
Umbria	5 000	250		
Veneto	60 000	950	MAXIMUM PRINCIPAL	
Totale	233 000		AMOUNT	



GUARANTEE	UNCAPPED, IRREVOCABLE, UNCONDITIONAL
GUARANTEE RATE	50%
GUARANTEE FEE	55 BPS
AVAILABILITY PERIOD	24 MONTHS
FI RISK RETENTION	MINIMUM 20%
MATURITY	MINIMUM 24 MONTHS MAXIMUM 144 MONTHS
TRANSFER OF BENEFIT	REDUCTION IN COLLATERAL REQUIREMENTS REDUCTION INTEREST RATE APPLIED
MAXIMUM PRINCIPAL AMOUNT	DIFFERENT FOR EACH REGION





Recommendations and lessons learnt



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

ficompass

EAFRI

Simplification of the bureaucratic procedures to the FI (RNA – GGE Calculation – Monitoring) Collaboration with EIF (Thank You!)









financial instruments capacity building Farming EU guidance added technical support co-financing value seminars governance intermediaries intermediaries leverage case studies Agriculture thematic objectives Targeted coaching business plan equity advisory private investors services life cycle **RDP** guarantees combination of support revolving conferences banks fund of funds DG ACPL factsheets **EIB** Group DG AGRI Agricultural products strategy



