

CREDEM 1Q22 RESULTS APPROVED. NET PROFIT +24%, 21.000 NEW CUSTOMERS

*Strong investments to meet **the needs of the different customer segments***

*Ongoing focus on **innovation and sustainability***

VALUE	<p>Consistent value generation despite the uncertainties of the economic scenario:</p> <ul style="list-style-type: none"> ● consolidated net profit of €76.9 million (+24% compared to the first quarter of 2021) despite €29.1 million of contributions to the Single Resolution Fund; ● annualized ROE⁽¹⁾ at 9.3%, annualized ROTE⁽²⁾ at 10.8%; ● the cost of risk⁽³⁾ for the period was equal to 0, best in class in the Italian Industry.
GROWTH	<ul style="list-style-type: none"> ● Loans to customers⁽⁴⁾, at Group level, up by 10.5% (compared to the Industry⁽⁵⁾ up by 2%); ● Group Customer Funding⁽⁴⁾ +7% to €87.3 billion, of which AUM +9.4% to € 33.4 billion with constant development of the bancassurance model; ● Insurance reserves + 7.4% to €8.6 billion; ● 21.000 new customers⁽⁶⁾.
RELIABILITY	<p>Capital soundness confirmed with over € 1 billion of margin on regulatory capital requirements. Market leading indicators in Italy and Europe to protect customers and the market:</p> <ul style="list-style-type: none"> ● Banking Common Equity Tier 1 Ratio⁽⁷⁾ at 15.1%; ● Credemholding Common Equity Tier 1 Ratio⁽⁷⁾ (prudential perimeter) at 13.6% compared to the minimum requirement of 7.56% assigned by the ECB⁽⁸⁾; ● low incidence of non performing loans, 2.45% of loans (Gross NPL Ratio⁽⁹⁾) compared to the 3.13% average of Italian banks⁽¹⁰⁾.
DEVELOPMENT OF THE SERVICE MODEL	<p>Constant investments in distribution networks and product factories to continue to enhance assistance to individuals and businesses:</p>

	<ul style="list-style-type: none"> the distribution networks of the bank⁽¹¹⁾ - 531 branches, business centers and small business centers - reached €48.8 billion in deposits (+6.2% YoY) and €25.1 billion in loans (+8.9% YoY). Network of financial advisors consisting of more than 520 professionals, reached €8 billion in deposits (+9.5% YoY), €780 million in loans (+7.7% YoY), and 9 new professionals were recruited. Strong support for corporate customers: loans for €13.7 billion (+9.3% YoY) and 4,400 new corporate clients; the Group single structure dedicated to the management of large portfolios (Private Banking Credem and Banca Euromobiliare) recorded an increase of 9% in total assets and reached €40.4 billion. 15 private bankers were recruited; Avvera (mortgages and consumer credit): €328 million of loans (+25% YoY) with 748 of active agents and collaborators. Targeted loans reached nearly €80 million in loans disbursed, with 27 agents in the structure; in the area of asset management (Wealth Management Area) the development of new products and services continued with a strong focus on sustainable investments; leasing and factoring ongoing development. In the first three months of the year, Credemleasing reached a total of €255 million in total contracts, up by 24% compared to the previous year. Credemfactor recorded, at the end of the first quarter, €1 billion (+16%) of gross receivables sold (turnover).
INNOVATION	<p>Strong focus on innovation and digitalisation of products and services was confirmed:</p> <ul style="list-style-type: none"> Entry as investor into the largest Italian accelerator of new technological companies in the financial and insurance sectors (Fin + Tech); ABI award for the innovation of banking services for the non-possessory revolving pledge project on commodities supported by blockchain technology; 18.6 million transactions on digital channels (93.5% of the total), more than 100,000 remote interactions through customer service channels (email, chat and messages) and 10.4 million visits to the credem site.it.
PEOPLE	<ul style="list-style-type: none"> 95 hires in the quarter to support the Group's growth; up to 92% of employees in remote working; 8,400 days of training mainly remotely.
SUSTAINABILITY	<ul style="list-style-type: none"> The Group remuneration policy for the top management and executive directors was integrated with variable components linked to environmental, social and governance (ESG) goals;

- the reporting of the impact **generated by the first sustainable bond issue** carried out by the Group in January 2022 has been approved: positive environmental impacts of the assets associated with the loan are estimated for 9,700 tons of CO2 per year.

Constant development and strengthening of the service model with heavy investments on the ever greater focus of activities on the needs of the various customer segments. This is the guideline along which the activities of **the Credem Group** were carried on, also in the first quarter of 2022, a period closed with a **consolidated net profit** of €76.9 million, up 24% compared to the end March 2021, despite €29.1 million, gross of the tax effect, of contributions to the Single Resolution Fund. The results as at 31 March 2022 were approved today by the Credem Board of Directors chaired by **Lucio Iginio Zanon di Valgiurata**.

*"The results of the first quarter of 2022 confirmed the ability of the Credem Group, and of the people who are part of it, to effectively deal with the complexity of an ever-changing economic and social scenario", declared **Nazzareno Gregori**, general manager of the Credem Group. "We started 2022 with a strong focus on innovation to make products and services, offered to our retail and corporate customers, increasingly competitive and usable, with a growing attention to the sustainability of the Group's strategies. In the coming months, we aim to continue to support Italian families and the growth of the country's entrepreneurial fabric, and to further pursue investment advisory activities in order to continue to be a solid reference point for assets protection and development ".*

> 1Q2022 IN BRIEF

The Group achieved important results despite the still very uncertain and complex national and international scenario. In detail, concrete support to the economy continued with **loans to customers**⁽⁴⁾ at €32.8 billion, up 10.5% compared to the first quarter of 2021 (+€3.1 billion), with a growth of more than five times higher than the Industry average⁽⁵⁾ (+2% in the same period) and constant attention to asset quality.

In this scenario, the development of the **bancassurance** continued and proved to be effective in managing the multiple needs of customers who kept demonstrating confidence in the Group's ability to protect and enhance their savings. Nearly 21,000 new customers were acquired⁽⁶⁾ and **total funding**⁽⁴⁾ stood at €87.3 billion, growing by 7% compared to March 2021, with direct customer deposits up by 6.1% to €34.2 billion. **Insurance reserves** stood at €8.6 billion (+7.4% compared to the first quarter of 2021) and the premiums of life and non-life protection products reached €20.1 million (+10.6% compared to the end of March 2021).

Asset quality remained at the highest levels in the Industry. Gross NPL Ratio⁽⁹⁾ further decreased to 2.45%, despite being already best in class in Industry, compared to 3.13% of the average of Italian significant banks⁽¹⁰⁾, with coverage levels among the highest in the industry (NPL coverage level including shortfall⁽¹²⁾ at 62.1% and at 82.9% on bad loans). **Cost of risk**⁽³⁾



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for the period was equal to 0, due to the small amount of loan loss provisions (nearly €0.3 million), best in class in the Italian Industry.

Capital soundness was confirmed, protecting all stakeholders, with a CET1 Ratio of the Banking Group⁽⁷⁾ at 15.1% despite the strong support activity for the economy and customer needs. CET1 Ratio⁽⁷⁾, calculated on the Credemholding perimeter, stood at 13.6% with 602 margin bps compared to the minimum regulatory level (including the additional SREP requirement⁽⁸⁾ assigned by the European Central Bank) of 7.56% for 2022 (lowest requirement among European commercial banks directly supervised by the ECB). The annualized ROTÉ⁽²⁾ is equal to 10.8, annualized ROE⁽¹⁾ at 9.3%.

During 1Q22, the Group continued to invest heavily in the organizational model, in the distribution networks, in the asset management product factories, in people, innovation and sustainability. In detail:

- the commercial networks of the bank⁽¹¹⁾, consisting of 531 branches, business centers and dedicated structures for small businesses (small business centers), reached €48.8 billion in funding (+6.2% YoY) and €25.1 billion in loans (+11% YoY). Within the distribution structure, the **network of financial advisors** (more than 520 professionals) reached €8 billion in funding (+9.5% YoY) and €780 million in loans (+7.7% YoY); 9 new professionals have also been recruited since the beginning of the year. Strong support for all corporate customer segments (from small business to large corporates) with loans amounting to €13.7 billion (+9.3% YoY) and significant customer growth with more than 4,400 new corporate clients reached, confirming the effectiveness of the commercial expansion strategy;
- **Avvera** (mortgages and consumer credit) recorded €328 million in loans disbursed and brokered in the first quarter of 2022 (+25% YoY) with 69 new professionals, bringing the total number of active agents and collaborators to 748, in addition to the collaboration of almost 1,600 affiliated operators. The channel dedicated to targeted loans became fully operational, reaching nearly €80 million in loans disbursed in the quarter and 27 agents in the structure in addition to 65 collaborators;
- **leasing** and **factoring** ongoing development. In the first three months of the year, Credemleasing reached a total of €255 million in total contracts, up by 24% compared to the previous year. Credemfactor recorded at the end of the first quarter €1 billion (+16%) gross flow of receivables sold (turnover);
- the Group structures (Credem Private Banking and Banca Euromobiliare) operating in the **Wealth Management area** confirmed their important national positioning, with €40.4 billion of assets at the end of end of March (+ 9% YoY) and more than €500 million in net inflows, and a strong attractiveness confirmed by the recruitment of 15 new professionals;
- within the **Wealth Management**, the expansion and specialization of the range of Euromobiliare Asset Management SGR was intense with the launch of five new products that met both the need to expand the set of strategies available to managers from an advisory perspective (Global Government Euromobiliare, Euromobiliare Corporate Euro High Yield), both with a view to specializing the offer for the different customer segments

(Euromobiliare Accumulo Next Generation ESG, Euromobiliare Valore Sostenibile 2028, Euromobiliare Pictet Action 4 Transition). At the end of March 2022, the sustainable assets managed by the companies of the Wealth Management and Insurance Area of Credem Group⁽¹³⁾ amounted to nearly €4.8 billion, up by 61% compared to the end of March 2021. Three of the companies in the area (Euromobiliare Advisory SIM, Euromobiliare SGR and Credemvita) signed the Principle for Responsible Investments (PRI) for operators in the asset management sector introduced by the United Nations to disseminate and integrate the principles of sustainability (ESG - environmental, social, governance) to internal of the signatory companies, confirming the strong focus on sustainability;

- regarding **innovation**, the Group entered as an investor in "Fin+Tech", the acceleration programme aimed at startups that develop new solutions in the financial and insurance fields (fintech and insurtech) born out of an initiative launched by CDP Venture Capital Sgr, an asset management company controlled by the Cassa Depositi e Prestiti group. The aim is to foster the development strategy of the Corporate Venture Capital (CVC) project, launched in April 2021, through which the Group aims to invest in companies with high growth potential in order to develop technologies and innovative models to strengthen its business and generate value for customers by improving the quality of products and services. The "Inventory Chain Platform" project based on the non-possessory revolving pledge on goods supported, for the first time in Europe, by blockchain technology was awarded in the 2022 edition of the ABI Award for the innovation of banking services. New investments were fostered to increase the level of customer service, encourage the digital transformation of the relationship between bank and customers and strengthen the dedicated structure with 13 new professionals. During the first quarter, 18.6 million transactions were made through digital channels (93.5% of the total), there were more than 100,000 remote interactions through customer service channels (email, chat and messages) and 10.4 million visits to the website credem.it;
- investments in **people** continued: there were 95 hires to support the organic growth of the Group. The huge investments in technology and innovation made in recent years kept allowing the access to remote working with over 92% of employees with an active agile employment contract and an average of 24 days of remote working in the quarter. The intense training activity continued, even remotely, with over 8,400 days of training provided.
- in the area of **sustainability**, the Group's remuneration policy for the top management of central management and executive directors was integrated with the introduction of criteria - for the payment of the variable components - which include goals in the environmental, social and governance fields (ESG) such as gender equality, sustainable finance, education, environmental and climate risk and emissions reduction. The Board of Directors also approved the allocation and impact report of the proceeds raised with the issue of the Group's first sustainable bond in January 2022 for an amount of €600 million aimed at supporting environmental projects: the positive impact associated with the loan was valued equal to an equivalent saving of 9,700 tons of CO2 per year.



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Consolidated economic results^{(14) (*)}

At the end of March 2022 the **operating income** amounted to €355.3 million, compared to €335.7 million in the same period of the previous year (+5.8% YoY). Within the aggregate, the **net interest income**⁽¹⁵⁾ was €129.2 million compared to €117.4 million at the end of March 2021 (+10.1% YoY). The **non interest margin**^{(16) (17)} reached €226.1 million compared to €218.3 million in the same period of the previous year (+3.6% YoY). In detail, **net commissions** amounted to €168.8 million (+9.1% YoY) of which € 112 million in management and brokerage fees (+ 6.7% YoY) and € 56.8 million commissions from banking services (+ 14.4% YoY). **Contribution from financial activities** amounted to €39.1 million (-3.9% YoY). Insurance income was € 13.1 million (-23.4% YoY).

Operating costs⁽¹⁷⁾ amounted to €201.6 million compared to €194.6 million in the first quarter of 2021 (+3.6% YoY).

In detail, **administrative expenses** amounted to €57.9 million, +1.9% YoY, while **staff expenses** amounted to €143.7 million (+4.3% YoY).

The **cost/income**⁽¹⁸⁾ decreased to 56.7% compared to 58% at the end of the first quarter of 2021, despite the economic crisis, thanks to the initiatives implemented to improve efficiency.

The **gross operating profit** was €153,7 million, up 8.9% compared to €141.1 million in the same period of the previous year. **D&A** amounted to €24.7 million compared to €21.9 million at the end of the first quarter of 2021 (+12.8% YoY).

The **operating profit** amounted to € 129 million, +8.2% YoY compared to €119.2 end of March 2021.

Provisions for risks and charges⁽¹⁷⁾ were -€0.9 million compared to €2.2 million in the same period of the previous year. **Net adjustments to loans**⁽¹⁷⁾ amounted to €0.3 million, down by 95.3% compared to €6.4 million at the end of the first quarter of 2021.

Net extraordinary income/charges⁽¹⁷⁾ were -€ 16.9 million (-€ 22.6 million in the first quarter of 2021) and included, among other items, € 29.1 million, gross of the tax effect, of the contribution to the Single Resolution Fund.

Profit before taxes amounted to €110.9 million, up 20% compared to € 92.4 million at the end of the first quarter of 2021, while **taxes for the period** amounted to €33.9 million (€30.4 million in the same period of 2021, +11.5% YoY). **Consolidated net profit** amounted to €76.9 million, up by 24% compared to €62 million in the same period of the previous year, despite the €29.1 million, gross of the tax effect, of the contribution to the Single Resolution Fund.

The **annualized ROTE**⁽²⁾ was equal to 10.8%, the annualized **ROE**⁽¹⁾ 9.3%.



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Consolidated balance sheet aggregates ^{(4) (*)}

Group Customer Funding at the end of March 2022 amounted to €87,316 million, +7% compared to €81,578 million in the same period of the previous year. Group Total Funding amounted to €102,166 million, +7.5% YoY compared to €95,050 million at the end of the first quarter of 2021. In detail, **direct deposits from customers** reached €34,203 million compared to €32,235 million in the same period of previous year (+6.1% YoY). Total direct deposits amounted to €37,258 million compared to € 34,838 million at the end of the first quarter of 2021 (+6.9% YoY). **Insurance reserves** amounted to €8,576 million, +7.4% compared to €7,982 million at the end of March 2021. **Life and non-life insurance premiums underwritten** amounted to €20.1 million and recorded an increase of 10,6% YoY. **Indirect customer deposits** amounted to €44,537 compared to €41,361 million at the end of the first quarter of 2021 (+7.7% YoY). In detail, **AUM** amounted to €33,417 million, +9.4% compared to €30,538 million at the end of the first quarter of 2021. Within this aggregate, **portfolio management accounts** amounted to €6,347 million (+7.7%), mutual funds and SICAV amounted to €14,209 million (+2.4% YoY), third party products and other AUM amounted to €12,861 million (+19.4% YoY).

Loans to customers grew by 10.5% YoY (compared to the Industry average⁽⁵⁾, +2% in the same period) and amounted to €32,761 million compared to €29,641 million at the end of the first quarter 2021, with constant attention to the quality of the portfolio. In detail, **Residential Mortgages inflows** amounted to € 369.3 million (-42.5% YoY) at March 31 2022 with a total stock of € 9,560 million (+9.6% YoY).

As of 31 March, securities portfolio amounted to € 14,060 million, with an average maturity of 4.7 years. Total Italian government bonds amounted to €5.6 billion (approximately 40% of the portfolio), of which 95% were in the HTC accounting category, thus reducing further volatility risks deriving from the BTP-Bund spread.

Net NPL ratio amounted to 0.3% (compared to 0.4% at the end of the first quarter of 2021), which was significantly lower than the Industry average⁽⁵⁾ of 1.04%. **Bad loans coverage** is 74.8% (72.7% at the end of the first quarter of 2021); this figure, including the equity shortfall⁽¹²⁾, was equal to 82.9%. **Total net NPL** amounted to €373.7 million, down by 7.1% compared to €402.2 million at the end of the first quarter of 2021. **Total gross NPL** amounted to €815.3 million, down by 4.6% compared to €854.2 million at the end of the first quarter of 2021. **NPL coverage** was 54.2% (52.9% at the end of the first quarter of 2021); this figure, including the equity shortfall⁽¹²⁾ was 62.1%. **Gross NPL Ratio**⁽⁹⁾ stood at 2.45% (2.83% at the end of the first quarter of 2021) vs an average of⁽¹⁰⁾ 3.13%. The **cost of credit**⁽³⁾ for the period is equal to 0, due to the small amount of loan loss provisions (nearly €0.3 million), best in class in the Italian Industry.



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Capital

The **CET1 ratio**⁽⁷⁾ calculated on Credemholding was 13.6%, at the highest levels of the Industry. The **Tier 1 capital ratio**⁽⁷⁾ was equal to 13.9% and the **Total capital ratio**⁽⁷⁾ was equal to 15.5%. 2022 **CET1 Ratio minimum requirement (SREP)**⁽⁸⁾ assigned to the Group was equal to 7.56%, the lowest requirement among Italian banks supervised by the ECB.

Foreseeable evolution of operations

The conflict that broke out in Ukraine on February 24 opened a phase of deep uncertainty, in which it is difficult to fully predict the evolution of the scenario. In the new context, many research institutes provided updated forecasts of Italy's GDP still in positive territory, but, compared to expectations at the end of 2021, they hypothesized higher inflation, lower growth, with lower demand and lower industrial production due to the lower trade towards the conflict area and for problems related to energy and industrial raw materials. Financial markets reacted to the conflict with high volatility. At the same time, interest rates rose due to inflation and the changed outlook for monetary policy. Fluctuations in the markets can impact the banking Industry, through pressure on revenues from services, while the financial margin could benefit from rising interest rates. The cost of credit could be affected by the difficulties of economic operators exposed to the consequences of the conflict and the increase in the costs of raw materials. Inflation could erode household disposable income, while it appears limited the impact of inflation on bank administrative expenses. Also in this scenario, for 2022 the Group aims to confirm the guidelines of its management: the maintenance of commercial development rates above the market average, the high asset quality, the integration of Caricento, the strengthening of the omnichannel and digital services, the strengthening of wealth management, the development of sustainable products (Environmental, Social, Governance - ESG), the confirmation of the solidity of the risk profile and of the capital levels.

In accordance with paragraph 2 of Article 154-bis of the Consolidated Law on Finance (D. Lgs. 58/98 "Testo Unico delle disposizioni in materia di intermediazione finanziaria"), the Financial Reporting Manager Paolo Tommasini declares that the accounting information, both individual and consolidated, contained in this press release corresponds to document results, books and accounting records.

Attached are the individual and consolidated balance sheets and income statements and the reclassified consolidated income statement. The additional periodic financial information referring to March 31, 2022 is not subject to audit. Further information on Credem and the companies of the Group is available on the website www.credem.it and in the Investor Relation section there is a presentation commenting on the consolidated results as at 31 March 2022.

(*) ALTERNATIVE PERFORMANCE INDICATORS

Credem Group adopts a set of Alternative Performance Measures ("APMs") in order to enhance a deeper comprehension of the information regarding the economic and financial trends. At this [link](#) is available a table illustrating the definition and the calculation of each APM used by the Group, as well as a reconciliation with the lines in the financial reports and related comments.



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NOTES:

- (1) annualized figure. ROE for the period equal to 2.326%. ROE= net profit/[(previous year's equity + equity)/ 2]. Equity: algebraic sum of valuation reserves (item 120 + item 125), redeemable shares (item 130), reserves (item 150), share premiums (item 160), capital (item 170) - treasury shares (item 180), consolidated profit net of dividends distributed (or approved) by the parent company or in any case by the consolidation company (item 200);
- (2) annualized figure. ROTE for a period equal to 2.7%. ROTE calculated as net profit/[(tangible equity previous year + tangible equity)/2]. Tangible equity: algebraic sum of valuation reserves (item 120 + item 125), redeemable shares (item 130), reserves (item 150), share premiums (item 160), capital (item 170) - treasury shares (item 180), consolidated profit net of dividends distributed (or approved) by the parent company or in any case by the consolidation company (item 200) - intangible assets (item 100);
- (3) calculated as ratio between "Net value adjustments/write-backs due to impairment of Loans" (net of those included in the Non Interest Income) and "Loans to Customers-net of repos" (calculated as the average between the value at the end of the previous financial year and the value at the end of the last accounting period);
- (4) loans do not include repos, in the technical form of repurchase agreements, to the Compensation and Guarantee Fund, and at March 2022 the securities valued at amortized cost, equal to €6,898 million. Repurchase agreements are excluded from total direct deposits, while the contribution of the companies belonging to the banking group is included. Insurance deposits include technical provisions and financial liabilities valued at the fair value of Credemvita. For customer deposits, bond issued on institutional markets and indirect funding of a financial nature are deducted for all reference periods. Insurance reserves are also included in total customer deposits; finally the counterpart to the capitalization of properties and cars for rent (IFRS16) is excluded for approximately €132.7 million;
- (5) source [ABI Monthly Outlook April 2022](#); Industry net non performing loans on let loans is updated at February 2022;
- (6) the figure includes retail, private banking, small business and corporate and does not include Banca Euromobiliare;
- (7) by article 11(2), 11(3), and 13(2) of the EU Regulation No. 575/2013 (CRR), banks controlled by a financial holding shall meet the requirements set by such Regulation on the basis of the consolidated statements of the financial holding. In light of these rules on capital ratios, the consolidation perimeter of the Group changed, within the framework set by the prudential supervision. Therefore, capital ratios were calculated on Credemholding, which holds 77.5% of Credem Spa share capital. Pursuant to art. 26(2) of EU Regulation No. 575/2013 of 26 June 2013 (CRR), the inclusion of interim or year-end profits in the Common Equity Tier1 Capital (CET1) is subject to the prior permission of the competent authority (ECB), for which it is required that they shall be audited by the External Auditors. Credem Group's Periodic Financial Reporting as at 31 March 2022 was not subject to external auditing.
- (8) see press release [Credem among the best banks, supervised by ECB, for capital soundness](#);
- (9) calculated as a ratio between Total Gross NPLs (€ 788.4 million) and Gross Loans to Customers (€33,285.5 million);
- (10) source: [Supervisory Banking Statistics - Fourth Quarter 2021](#);
- (11) the data as at March 2022 include the contribution of the merger with Cassa di Risparmio di Cento. Loans do not include leasing and factoring;
- (12) shortfall is calculated as the difference between ELBE – Expected Loss Best Estimate (which represents the best estimate of the expected loss for each credit exposure, given its stage and the current economic environment) and Net Adjustments to Loans. The shortfall amount is considered in the calculation of comprehensive coverages on Non Performing Loans both in the "Addendum to the ECB Guidance to banks on Non Performing Loans" and in the draft law proposed by the European Commission aimed at introducing minimum coverage on Non Performing Loans;
- (13) assets classified as Art. 8 and 9 of the EU Sustainable Finance Disclosure Regulation (SFDR);
- (14) P&L reclassified figures. The reclassification was performed also considering management accounting figures that could not be directly taken from the financial statements and from the explanatory notes;
- (15) includes cash-flows from assets at fair value and "Profit/Loss from Equity Investments";
- (16) includes Credemvita Operating Income and "Other operating income/charges" net of extraordinary income/expenses;
- (17) the recovery of indirect taxes charged to clientele (€27.2 million in March 2022; €24.9 million in March 2021) was deducted either from Non Interest Margin and Operating Costs; the contribution the Resolution Funds of € 25.7 million in March 2022 (€ 19.6 million in March 2021) was deducted from Other Administrative Costs. The fee paid to the Single Resolution Fund (€3.4 million in March 2022, €2.7 million in March 2021) and initially accounted for in the Provisions for Risk and Charges, was included in "Extraordinary charges". Net result from impairment related to financial assets valued at amortized cost and referred to securities (€0.1 million at March 2022; -€0.3 million at March 2021) and impairment related to financial assets designated at fair value through profit or loss (€0 million at March 2022; +€1million at March 2021) were included in the Non Interest Margin; the result deriving from NPL and UTP disposals is reclassified to write-downs/write-backs on loans (€ 0.7 million in 2022; € 0 million in 2021);
- (18) calculated as the ratio between operating costs and operating income.

Reggio Emilia, May 6, 2022

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CREDEM – CONSOLIDATED BALANCE SHEET (€,'000)

Assets	03/31/2022	12/31/2021
10. Cash and cash equivalents	250,110	230,954
20. Financial assets at fair value through profit or loss	82,442	82,362
a) financial assets held for trading	61,215	59,970
c) other financial assets mandatorily measured at fair value through profit or loss	21,227	22,392
30. Financial assets at fair value through other comprehensive income	6,558,886	6,593,183
35. Financial assets pertaining to insurance companies measured at fair value pursuant to IAS 39	6,691,757	7,064,627
40. Financial assets at amortized cost	49,348,459	49,137,481
a) loans to banks	9,678,532	8,948,886
b) loans to customers	39,669,927	40,188,595
45. Financial assets pertaining to insurance companies measured at amortized cost pursuant to IAS39	1,926,248	1,688,198
50. Hedging derivatives	405,213	211,101
60. Remeasurement of financial assets backed by general hedging (+/-)	1,834	82,769
70. Equity investments	48,485	48,592
80. Technical reserves attributable to reinsurers	18,564	17,489
90. Tangible assets	454,502	460,230
100. Intangible assets	454,617	465,095
of which:		
- goodwill	291,342	291,342
110. Tax assets	488,480	416,641
a) current	184,115	187,737
b) deferred	304,365	228,904
120. Other non-current assets	-	5,807
130. Other assets	1,054,676	1,074,658
Total assets	67,784,273	67,579,187
Liabilities	03/31/2022	12/31/2021
10. Financial liabilities at amortized cost	52,561,350	52,726,659
a) due to banks	12,308,709	12,585,576
b) due to customers	37,302,035	37,716,918
c) outstanding securities	2,950,606	2,424,165
15. Financial liabilities pertaining to insurance companies measured at amortized cost pursuant to IAS39	108,994	111,894
20. Financial liabilities held for trading	19,390	33,148
35. Financial liabilities pertaining to insurance companies measured at fair value pursuant to IAS39	4,241,153	4,406,981
40. Hedging derivatives	528,858	408,084
50. Remeasurement of financial liabilities backed by general hedging (+/-)	(9,603)	104,158
60. Tax liabilities	221,809	197,349
a) current	93,249	70,279
b) deferred	128,560	127,070
70. Liabilities associated with non-current assets held for sale and discontinued operations	-	162
80. Other liabilities	2,265,549	1,628,574
90. Provisions for staff termination indemnities	64,983	69,845
100. Provisions for risk and charges:	184,777	174,411
a) commitments and guarantees given	6,844	8,044
b) Provisions for staff termination indemnities	1,398	1,485
c) Provisions for risk and charges:	176,535	164,882
110. Technical reserves	4,335,118	4,257,810
120. Valuation reserves	(30,704)	87,226
125. Valuation reserves pertaining to insurance companies pursuant to IAS39	(68,286)	(14,221)
150. Reserves	2,624,176	2,374,932
160. Share premium reserves	321,800	321,800
170. Share capital	341,320	341,320
180. Treasury shares (-)	(4,017)	(4,025)
190. Minority interests (+/-)	714	653
200. Profit (loss) for the period (+/-)	76,892	352,427
Total liabilities and shareholders' equity	67,784,273	67,579,187



PRESS RELEASE

CREDEM – CONSOLIDATED INCOME STATEMENT (€,'000)

Items	03/31/2022	03/31/2021
10. Interest income and similar revenues	154,343	136,793
of which: interest revenues calculated using the effective interest method	153,206	126,075
20. interest expense and similar charges	(26,123)	(21,233)
30. Net interest income	128,220	115,560
40. commission income	192,293	178,080
50. commission expense	(39,348)	(38,439)
60. Net commissions	152,945	139,641
80. Net result from trading activities	718	1,940
90. Net result from hedging activities	(892)	1,238
100. Profit (loss) from sale or repurchase of:	40,145	36,218
a) Financial assets at amortized cost	28,311	3,346
b) Financial assets at fair value through other comprehensive income	11,834	32,872
110. Net result from financial assets and liabilities at fair value through profit or loss	(499)	376
b) other financial assets mandatorily measured at fair value	(499)	376
115. Net results from financial assets and liabilities pertaining to insurance companies pursuant to IAS39	41,029	48,358
120. Operating income	361,666	343,331
130. Net value adjustments/write-backs due to impairment of:	(2,005)	(3,070)
a) Financial assets at amortized cost	(2,043)	(4,087)
b) Financial assets at fair value through other comprehensive income	38	1,017
140. Profit/loss from contractual changes without cancellations	(74)	(198)
150. Net income from financial activities	359,587	340,063
160. Net premiums	158,967	120,816
170. Other income/expenses from insurance activities	(175,229)	(135,144)
180. Net income from financial and insurance activities	343,325	325,735
190. Administrative costs:	(254,516)	(239,204)
a) personnel cost	(143,671)	(137,815)
b) other administrative costs	(110,845)	(101,389)
200. Net provisions for risks and charges:	(3,045)	(2,844)
a) commitments and guarantees given	(2,173)	(2,364)
b) other net provisions	(872)	(480)
210. Net value adjustments/write-backs to tangible assets	(11,830)	(10,386)
220. Net value adjustments/write-backs to intangible assets	(12,838)	(11,534)
230. Other operating income/charges	36,243	28,628
240. Operating costs	(245,986)	(235,340)
250. Profit (loss) from equity investments	2,477	1,970
280. Profit (loss) from disposal of investments	11,103	81
290. Profit (loss) before tax from continuing operations	110,919	92,446
300. Taxes on income from continuing operations	(33,975)	(30,376)
310. Profit (loss) after-tax from continuing operations	76,944	62,070
320. Profit (loss) after tax from discontinuing operations	76,944	62,070
330. Profit (loss) for the period	(52)	(47)
350. Profit (loss) attributable to the parent company	76,892	62,023



PRESS RELEASE

CREDEM – RECLASSIFIED CONSOLIDATED INCOME STATEMENT (€, MILLION)

	1Q22	1Q21	%	FY21
Net interest income	129.2	117.4	10.1	496.3
Non interest margin (*) (****)(*****)	226.1	218.3	3.6	840.4
Operating Income	355.3	335.7	5.8	1,336.7
Personnel costs	-143.7	-137.8	4.3	-550.7
Other administrative costs (*) (**)	-57.9	-56.8	1.9	-231.9
Operating costs	-201.6	-194.6	3.6	-782.6
Gross operating profit	153.7	141.1	8.9	554.1
Amortization & Depreciation	-24.7	-21.9	12.8	-93.2
Net operating profit	129.0	119.2	8.2	460.9
Provisions for risks & charges	-0.9	2.2	-140.9	-7.5
Extraordinary income/charges (**) (***)	-16.9	-22.6	-25.2	44.3
Net adjustments to loans and other financial transactions (****)	-0.3	-6.4	-95.3	-31.5
PROFIT BEFORE TAX	110.9	92.4	20.0	466.2
Income taxes for the period	-34.0	-30.4	11.8	-113.6
Profit attributable to third parties	-0.1	0.0	-	-0.2
PROFIT FOR THE PERIOD	76.9	62.0	24	352.4

This reclassification was performed also considering management accounting figures that could not be directly taken from the financial statements and from the explanatory notes.

(*) The recovery of indirect taxes charged to clientele (€27.2 million at March 2022; €24.9 million at March 2021) was deducted both from Non Interest Margin and from Operating Costs;

(**) the contribution the Single Resolution Fund of €25.7 million (€19.6 million at March 2021) was deducted from Other Administrative Costs

(***) the fee paid to the Single Resolution Fund (€3.4 million as of March 2022; €2.7 million as of March 2021) and initially accounted in the Provisions for Risk and Charges, was included in "Extraordinary charges";

(****) Net result from impairment related to financial assets valued at amortized cost and referred to securities (€0.1 million at March 2022; -€0.3 million at March 2021) and

impairment related to financial assets designated at fair value through profit or loss (€0 million at March 2022; +€1.0 million at March 2021) were included in the Non Interest Margin;

(*****) the result deriving from bad loans and utp disposals was included in "Net adjustments to loans and other financial transactions" (€0.7 million in 2022; +€0 million in 2021)

KEY:

Net Interest Income

- + Item 30 Net interest income
- + Item 70 Dividends and similar income (only the portion related to equity dividends of HTC and HTCS securities)
- + Item 250 Gains (losses) on investments excluding gains/losses on disposals/valuations
- Credemvita net interest income

Non-Interest Margin

- + Item 60 Net fee and commission income
- + Item 80 Net profit (loss) from trading
- + Item 90 Net profit (loss) from hedging
- + Item 100 Profit (loss) on disposal or purchase excluding only gains/losses on equity securities component
- + Item 110 Net profit (loss) from financial assets and liabilities designated at fair value
- + Item 115 Net results from financial assets and liabilities pertaining to insurance companies pursuant to IAS39
- + Item 130 a) Net value adjustments/write-backs due to impairment of a) financial assets at amortised cost (limited to securities classified among such accounting category)
- + Item 130 b) financial assets at fair value through other comprehensive income
- + Item 160 Net premiums
- + Item 170 Net other operating income/charges from insurance activities
- + Item 230 Other operating income/charges (net of extraordinary items and recoveries of indirect taxation)
- + Item 70 Dividends and similar income (net of the portion related to equity dividends classified in HTC and HTCS)
- + Credemvita net interest income

Operating Profit

- + Operating Income
- + Item 190 Administrative costs (personnel costs and other administrative costs)
- + Item 210 Net adjustments to (recoveries on) tangible assets
- + Item 220 Net adjustments to (recoveries on) intangible assets

Profit before tax

- + Operating Profit
- + Item 130 Net value adjustments/write-backs due to impairment of Loans (net of those included in the Non Interest Margin)
- + Item 140 Profit (loss) from contractual changes without cancellations
- + Item 200 Net provisions for risks and charges
- + Extraordinary income/charges:
- + Item 230 Other operating income/charges (only extraordinary items – imbalance of extraordinary items)
- + Item 270 Goodwill impairment
- + Item 280 Gains (losses) on disposals of investments
- + Item 320 Profit (loss) after tax from discontinued operations

CREDEM – INDIVIDUAL BALANCE SHEET (€)

Assets		03/31/2022	12/31/2021
10.	Cash and cash equivalents	222,151,374	205,979,117
20.	Financial assets at fair value through profit or loss	116,534,985	79,552,319
	a) financial assets held for trading	97,906,428	59,531,611
	c) other financial assets mandatorily measured at fair value through profit or loss	18,628,557	20,020,708
30.	Financial assets at fair value through other comprehensive income	6,508,578,879	6,452,115,518
40.	Financial assets at amortized cost	47,919,037,872	47,740,121,831
	a) loans to banks	9,677,656,830	8,923,563,091
	b) loans to customers	38,241,381,042	38,816,558,740
50.	Hedging derivatives	396,948,442	208,749,399
60.	Remeasurement of financial asset backed by general hedging (+/-)	2,917,074	81,325,686
70.	Equity investments	385,844,705	385,844,705
80.	Tangible assets	395,527,278	400,466,607
90.	Intangible assets	374,344,737	384,268,495
	Of which:		
	- goodwill	240,060,423	240,060,423
100.	Tax assets	211,943,198	175,414,904
	a) current	1,743,411	3,270,491
	b) deferred	210,199,787	172,144,413
110.	Non-current assets and disposal groups classified as held for sale	-	4,842,325
120.	Other assets	901,054,040	965,916,207
	Total assets	57,434,882,584	57,084,597,113

Liabilities		03/31/2022	12/31/2021
10.	Financial liabilities at amortized cost	52,113,210,412	52,249,422,381
	a) due to banks	13,547,156,837	13,584,139,184
	b) due to customers	35,615,446,688	36,241,117,274
	c) outstanding securities	2,950,606,887	2,424,165,923
20.	Financial liabilities held for trading	56,344,221	33,147,441
40.	Hedging derivatives	500,167,210	385,160,592
50.	Remeasurement of financial liabilities backed by general hedging (+/-)	(9,602,898)	104,157,586
60.	Tax liabilities	105,737,981	109,521,925
	a) current	26,024,021	13,688,118
	b) deferred	79,713,960	95,833,807
80.	Other liabilities	2,065,218,931	1,432,898,339
90.	Provisions for staff termination indemnities	57,737,368	61,931,591
100.	Provisions for risk and charges:	150,045,209	141,880,652
	a) commitments and guarantees given	6,789,108	8,003,031
	b) pensions and similar commitments	1,307,746	1,388,449
	c) other provisions	141,948,355	132,489,172
110.	Valuation reserves	(42,750,053)	74,887,435
140.	Reserves	1,730,686,189	1,633,018,529
150.	Share premium reserves	321,799,668	321,799,668
160.	Share capital	341,320,065	341,320,065
170.	Treasury shares (-)	(4,017,400)	(4,024,965)
180.	Profit (loss) for the period (+/-)	48,985,681	199,475,874
	Total liabilities and shareholders' equity	57,434,882,584	57,084,597,113

CREDEM – INDIVIDUAL INCOME STATEMENT (€)

Items		03/31/2022	03/31/2021
10.	Interest income and similar revenues	132,047,987	118,776,848
	of which: interest revenues calculated using the effective interest method	131,935,141	108,663,224
20.	Interest expense and similar charges	(27,084,434)	(22,097,980)
30.	Net interest income	104,963,553	96,678,868
40.	commission income	149,075,086	136,994,875
50.	commission expense	(22,463,234)	(20,928,138)
60.	Net commissions	126,611,852	116,066,737
80.	Net result from trading activities	725,669	1,904,513
90.	Net result from hedging activities	(648,743)	1,315,523
100.	Profit (loss) from sale or repurchase of:	39,182,995	35,566,049
	a) Financial assets at amortized cost	28,310,827	3,346,179
	b) Financial assets at fair value through other comprehensive income	10,872,168	32,219,870
110.	Net result from financial assets and liabilities at fair value through profit or loss	(491,462)	373,121
	b) other financial assets mandatorily measured at fair value	(491,462)	373,121
120.	Operating income	270,343,864	251,904,811
130.	Net value adjustments/write-backs due to impairment of:	(2,101,825)	(3,522,037)
	a) Financial assets at amortized cost	(2,095,940)	(4,512,559)
	b) Financial assets at fair value through other comprehensive income	(5,885)	990,522
140.	Profit/loss from contractual changes without cancellations	(86,931)	(198,302)
150.	Net income from financial activities	268,155,108	248,184,472
160.	Administrative costs:	(218,061,834)	(204,637,882)
	a) personnel costs	(118,398,365)	(114,515,091)
	b) other administrative costs	(99,663,469)	(90,122,791)
170.	Net provisioning for risk and charges:	(2,684,033)	(2,685,166)
	a) commitments and guarantees given	(2,161,077)	(2,351,052)
	b) other net provisions	(522,956)	(334,114)
180.	Net value adjustments/write-backs to tangible assets	(10,393,910)	(8,940,401)
190.	Net value adjustments/write-backs to intangible assets	(10,911,646)	(9,915,379)
200.	Other operating income/charges	27,150,243	25,688,829
210.	Operating costs	(214,901,180)	(200,489,999)
220.	Profit (loss) from equity investments	14,312,878	-
250.	Profit (loss) from disposal of investments	(15,663)	79,211
260.	Profit (loss) before tax from continuing operations	67,551,143	47,773,684
270.	Taxes on income from continuing operations	(18,565,462)	(16,953,876)
280.	Profit (loss) after-tax from continuing operations	48,985,681	30,819,808
300.	Profit (loss) for the period	48,985,681	30,819,808