



# The UBI Banca Group Consolidated Results as at 31<sup>st</sup> March 2019

*8<sup>th</sup> May 2019*

**UBI**  **Banca**  
UNIONE DI BANCHE ITALIANE



---

## Disclaimer

*This document has been prepared by Unione di Banche Italiane Spa ("UBI") for informational purposes only and for use in the presentation of May 2019. It is not permitted to publish, transmit or otherwise reproduce this document, in whole or in part, in any format, to any third party without the express written consent of UBI and it is not permitted to alter, manipulate, obscure or take out of context any information set out in the document.*

*The information, opinions, estimates and forecasts contained herein have not been independently verified and are subject to change without notice. They have been obtained from, or are based upon, sources we believe to be reliable but UBI makes no representation (either expressed or implied) or warranty on their completeness, timeliness or accuracy. Nothing contained in this document or expressed during the presentation constitutes financial, legal, tax or other advice, nor should any investment or any other decision be solely based on this document.*

*This document does not constitute a solicitation, offer, invitation or recommendation to purchase, subscribe or sell for any investment instruments, to effect any transaction, or to conclude any legal act of any kind whatsoever.*

*This document contains statements that are forward-looking: such statements are based upon the current beliefs and expectations of UBI and are subject to significant risks and uncertainties. These risks and uncertainties, many of which are outside the control of UBI, could cause the results of UBI to differ materially from those set forth in such forward looking statements.*

*Under no circumstances will UBI or its affiliates, representatives, directors, officers and employees have any liability whatsoever (in negligence or otherwise) for any loss or damage howsoever arising from any use of this document or its contents or otherwise arising in connection with the document or the above mentioned presentation.*

*For further information about the UBI Group, please refer to publicly available information, including Annual, Quarterly and Interim Reports.*

*By receiving this document you agree to be bound by the foregoing limitations.*

*Please be informed that some of the managers of UBI involved in the drawing up and in the presentation of data contained in this document possess stock of the bank. The disclosure relating to shareholdings of top management is available in the annual reports.*

### References

*The "notes on the reclassified financial statements" contained in the periodic financial reports of the Group may be consulted for a fuller comprehension of the rules followed in preparing the reclassified financial statements.*

*Figures in this presentation slides may not add up exactly to correspond to the total amount indicated, due to rounding differences.*

## Executive summary

**Profit for 1Q19, net of non-recurring items, up to €124.9 million compared with €121 million in 1Q18 and €41.8 million in 4Q2018**

**Stated Net Profit of €2.2 million impacted by trade union agreement (€117.7 million in 1Q18 and €215.1 million in 4Q18)<sup>1</sup>**

### **Economics:**

- important growth of Net Interest Income up vs 1Q18 and 4Q18 driven by commercial activity
- good resilience by Fee and Commission Income
- a further contraction in Operating Expenses
- containment of Impairment Losses on Loans

### **Balance Sheet:**

**Increase in CET1 ratio fully loaded at 11.47% (11.34% at 31.12.2018) including roll out of internal models to 3 banks acquired and other retail, update of parameters in the internal models and impact of IFRS16**

### **NPE stocks under strong control**

- gross non-performing exposures down by €258.4 million through internal work-out in the quarter (-2.7%)
- annualised default rate of 0.79% in 1Q19 vs 1.38% in 4Q18 and 1.85% in 1Q18
- coverage ratio increasing for all categories of NPEs vs 31.12.2018
- Texas ratio of 78.6% (85.3% as at 31.12.2018 and 100.7% as at 31.3.2018)

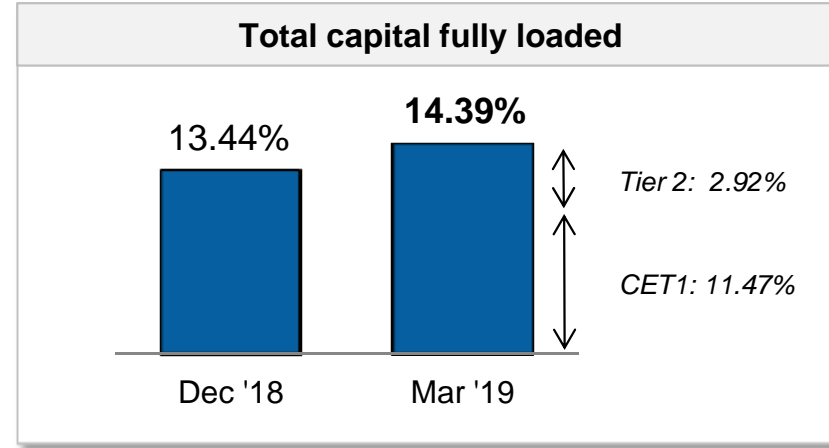
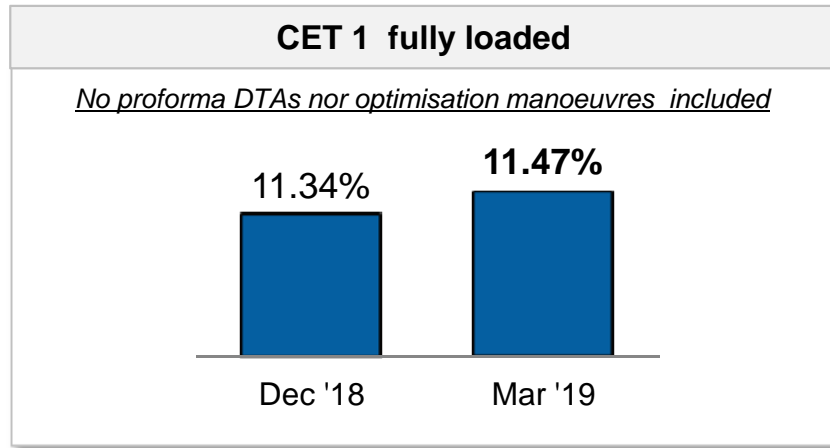
**Decrease in performing loans due to strategy to safeguard spreads, successful in boosting NII in 1Q19**

**Total funding up significantly thanks to increase in both direct and indirect funding (LCR and NSFR >1 also excluding TLRO2)**

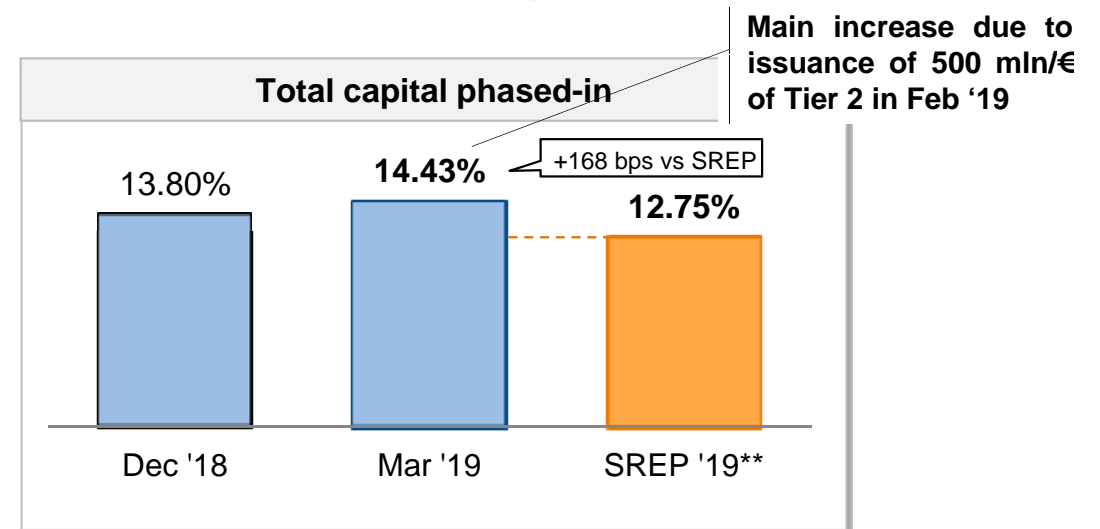
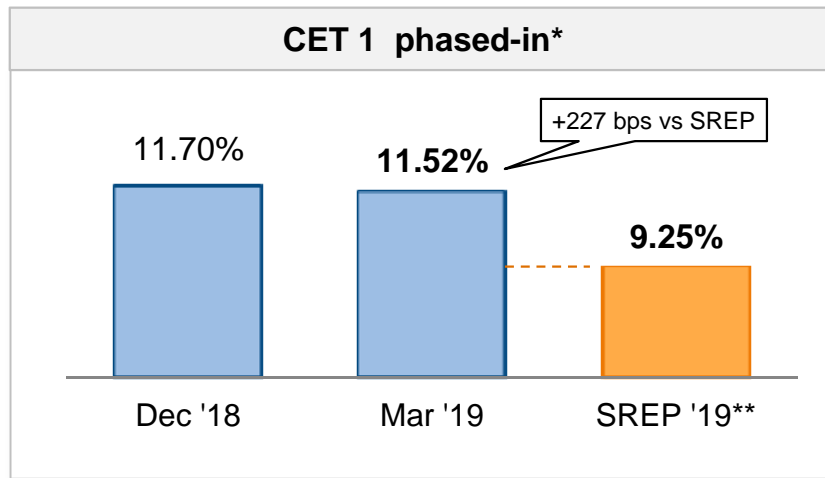
<sup>1</sup> The main non-recurring items include -42.6 mln/€ million net (-63.7 mln/€ gross) in 1Q 2019 in relation to the March 2019 trade union agreement, -3.5 mln/€ net in 1Q 2018, in relation to Business Plan project expenses. In 4Q 2018: the write-down of the contribution to the Interbank Deposit Protection Fund's Voluntary Scheme for the intervention to support Carige amounting to -14.7 mln/€ net (-22 mln/€ gross); -4.9 mln/€ net incurred for Business Plan project expenses; and also DTAs recognised following changes in the tax treatment for first-time adoption of IFRS 9, amounting to +186.4 mln/€.

# CET1 ratio at 11.47% fully loaded, growing vs Dec 2018, including:

- the positive effect of 3 acquired banks and other retail roll-out to AIRB models
- the negative impact of risk parameter update
- the negative impact of IFRS16 (-8 bps)



## Phased-in ratios substantially aligned to fully loaded ratios, following the roll-out of standardised lending to AIRB\*

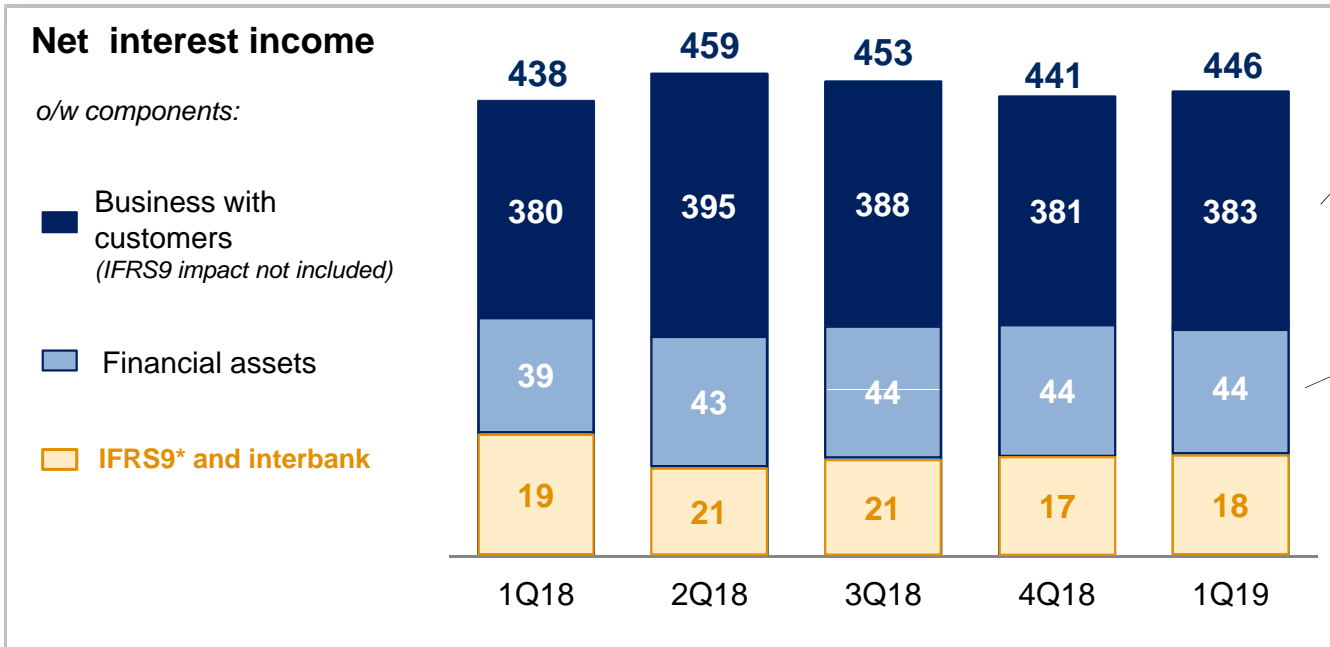


\* Impairment losses recognised on first-time adoption of IFRS 9 on credit positions subject to the **standardised** approach (€255 million approx. for the period ended 31.03.2018) were subject to the transition regime provided for by EU Reg. No. 2017/2395 and were therefore recognised progressively in the CET1 ratio (only 5% of the impact was therefore included in the phased-in CET1 ratio as at 31.12.2018, while the total impact was included in the fully loaded CET1 ratio). Following the partial changeover to the advanced approach for credit positions previously recognised according to the standardised approach, the transition regime for the inclusion of the impairment losses in the CET1 capital no longer applied and therefore the negative impact of the remaining amount of the impairment losses recognised in relation to these positions (€220 million approx. as at 31.03.2019) was therefore fully included. That impact was only partially offset by the benefit on RWAs resulting from the changeover for the credit positions from the standard approach to the advanced approach.

Remaining difference between phased-in and fully loaded CET1 ratio relates to leasing portfolio still under standardised model

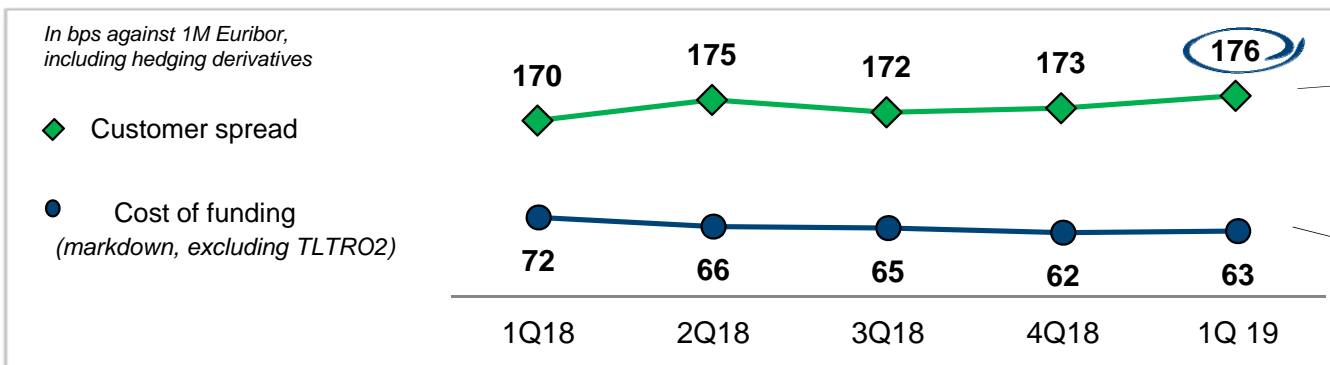
\*\* Includes Capital Conservation Buffer

# Net interest income at 446 mln/€ (including IFRS16 negative effect of -2 mln/€): a positive quarterly progression (+1.8% vs 1Q18, +1% vs 4Q18), driven by higher contribution from business with customers



1Q19/4Q18: **+4.5 mln/€** of which:

- ✓ **+2.7 mln/€** from business with customers notwithstanding:
  - 2 days less vs 4Q18
  - lower loans and higher funding stocks
  - IFRS 16 (-2 mln/€)
- ✓ No additional contribution from Financial Assets



Spread up 3 bps q/q shows good results from selective lending strategy

Cost of funding basically stable in spite of 1 bln/€ new institutional issuances and 1 bln/€ retail bonds  
Cost of funding down 9 bps vs 1Q18

\* The impact includes: 1) credit components coming from i) the reversal of time value on NPEs, ii) interest recognised on a net basis on NPEs and iii) the release of the time value of the PPA relating to loans resulting from the 3 Banks Acquired; and 2) contractual modification without derecognition

**Repricing actions are producing first clear results.**  
**Focus on medium/long term loan volumes and commercial spreads**

	3Q18	4Q18	1Q19
<b>NEW ORIGINATIONS</b>			
<i>Flows</i>	+3.2 bln/€	+3.2 bln/€	+2.8 bln/€
<i>Spreads</i>	189 bps	196 bps	243 bps
<b>REIMBURSEMENTS</b>			
<i>Flows</i>	-3.4 bln/€	-3.5 bln/€	-3.1 bln/€
<i>Spreads</i>	197 bps	198 bps	193 bps

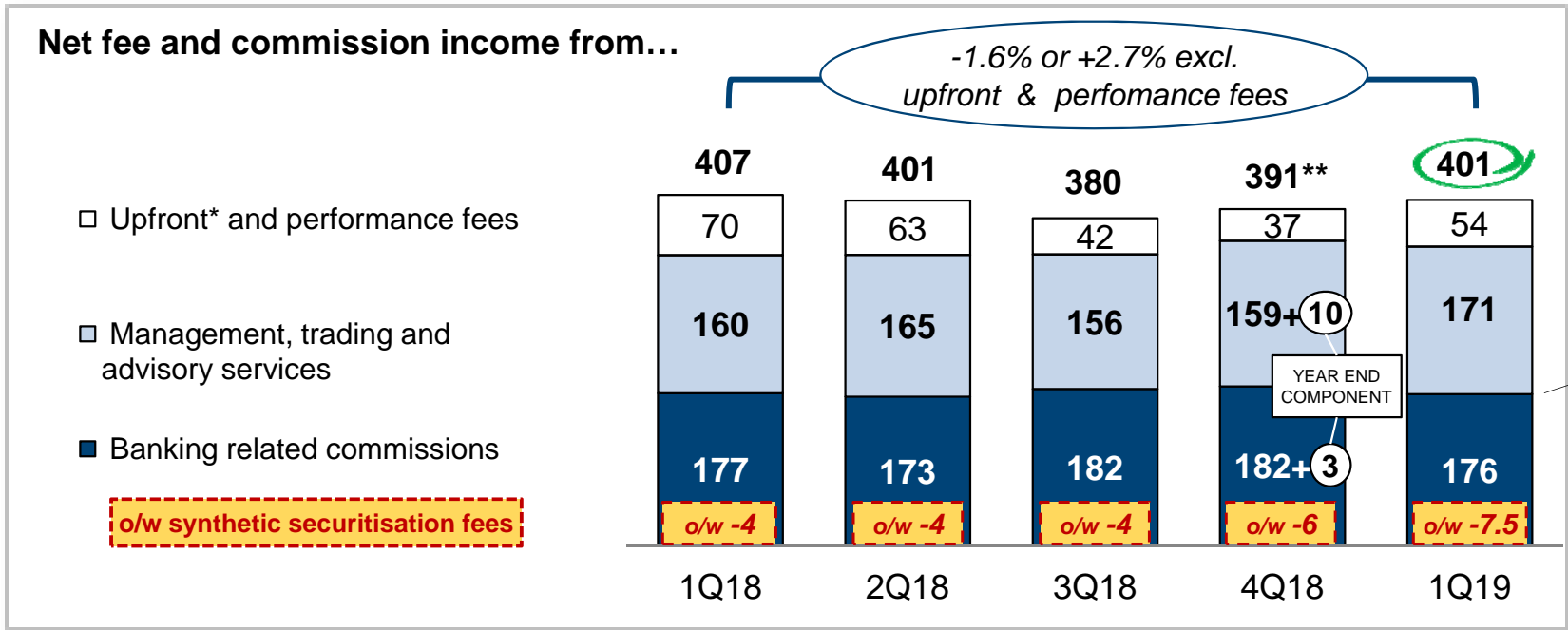


## Total Funding: 192.4 bln/€ increasing by 5 bln/€ vs Jan '19 (o/w AUM up by approx. 2 bln/€)

IAS amounts in bln/€		31 March '18	1 Jan '19 (IFRS 16)	31 Mar '19 (IFRS 16)	
D I R E C T  F U N D I N G	<b>...from ORDINARY CUSTOMERS</b>	<b>78.58</b>	<b>76.18</b>	<b>75.74</b>	
	<i>of which</i>				
	<i>Current accounts and deposits</i>	64.62	65.89	65.66	Current accounts and deposits +1 bln/€ vs 31.3.2018
	<i>Term deposits, financing &amp; other payables</i>	3.64	2.32	2.32	
	<i>Leasing payables</i>		0.39	0.40	New item in compliance with IFRS16
	<i>Bonds issued</i>	9.46	7.21	7.09	
	<i>Certificates of deposit</i>	0.86	0.37	0.27	Partial replacement of retail bonds during the year (approx. 1 bln/€ in 1Q19)
	<b>...from INSTITUTIONAL CUSTOMERS</b>	<b>15.63</b>	<b>16.43</b>	<b>17.89</b>	
	<i>of which</i>				
	<i>Covered Bonds</i>	10.64	12.47	13.02	No. 2 institutional issuances in 1Q19: • 500 mln/€ covered bond • 500 mln/€ Tier 2
<i>EMTN</i>	4.31	3.75	3.42		
<i>Repos with CCG and other</i>	0.68	0.22	1.45	In April 2019, 500 mln/€ Green Bond*	
<b>TOTAL DIRECT FUNDING</b>	<b>94.21</b>	<b>92.61</b>	<b>93.62</b>		
<b>INDIRECT FUNDING</b>	<b>97.66</b>	<b>94.74</b>	<b>98.77</b>	+4.2% vs 31.12.2018 and +0.7% net of market performance effect	
<i>of which</i>					
<i>AuM</i>	44.11	41.60	43.50		
<i>Bancassurance</i>	22.76	24.69	25.52		
<i>AuC</i>	30.79	28.45	29.75		
<b>TOTAL FUNDING (DIRECT + INDIRECT)</b>	<b>191.88</b>	<b>187.35</b>	<b>192.39</b>		

\* Further detail on 2019 issuances in annexes No. 5a and 5b

# Net fee and commission income at 401 mln/€, improvement of underlying trends in 1Q19: **+2.7%** vs 1Q18 excluding upfront and performance fees



Improved quality of result mix in 1Q19 vs 1Q18:

- lower up front
- higher securities related fees and banking related commissions

	1Q18	4Q18	1Q19
% Up-front fees on Net fee & comm. income	16.7%	9.0%	12.8%
% Performance fees on Net fee & comm. income	0.4%	0.5%	0.7%
<b>Volumes Placed in mln/€ (AUM and Bancassurance)</b>	<b>4,146</b>	<b>1,582</b>	<b>2,904</b>

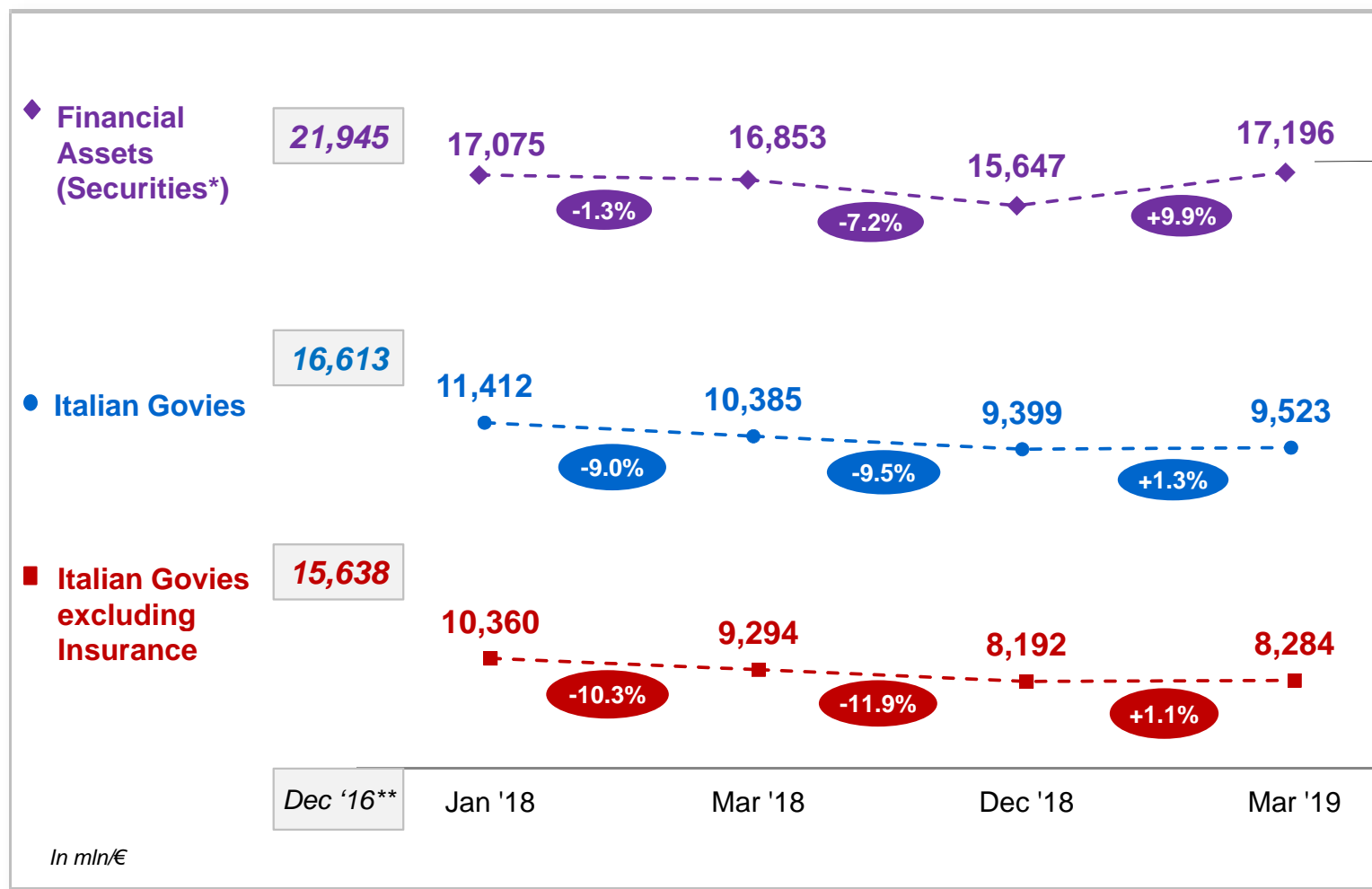
\* Upfront fees include both placement of SICAV & funds and insurance products

\*\* In 4Q18: 10 mln/€ rappel fees related both to life and non life bancassurance included in Management, trading and advisory services and 3 mln/€ of payment system incentives were in the Banking related commissions



Following the downsizing of the Financial Portfolio, focus is now on diversification of assets.

Italian Govies (excluding insurance) at approx. 8.3 bln/€ stable vs Dec '18 and -20% vs Jan '18



Total Financial Assets excluding the insurance portfolio (15.1 bln/€), unvaried since Jan '18 (2020 Business Plan target 15.2 bln/€)

Main changes vs Dec '18:

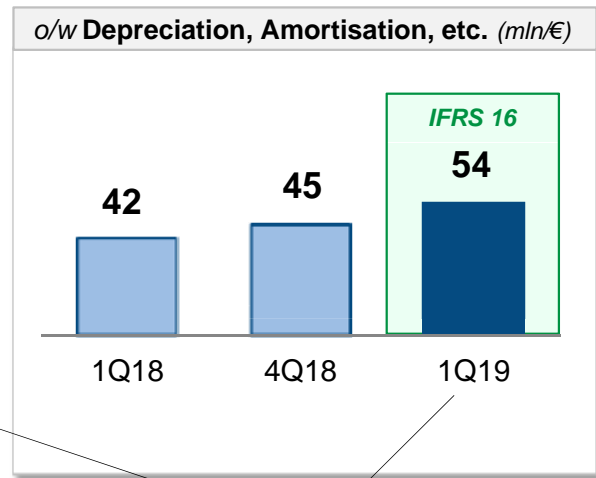
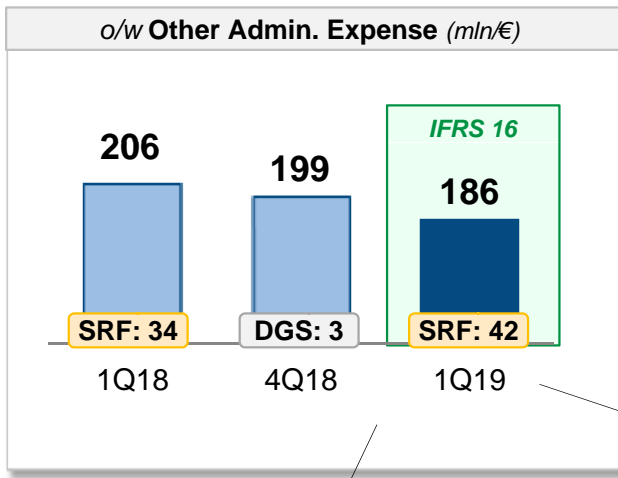
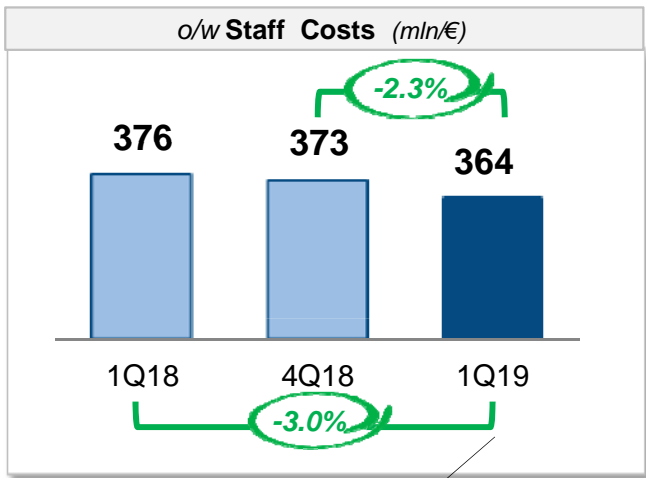
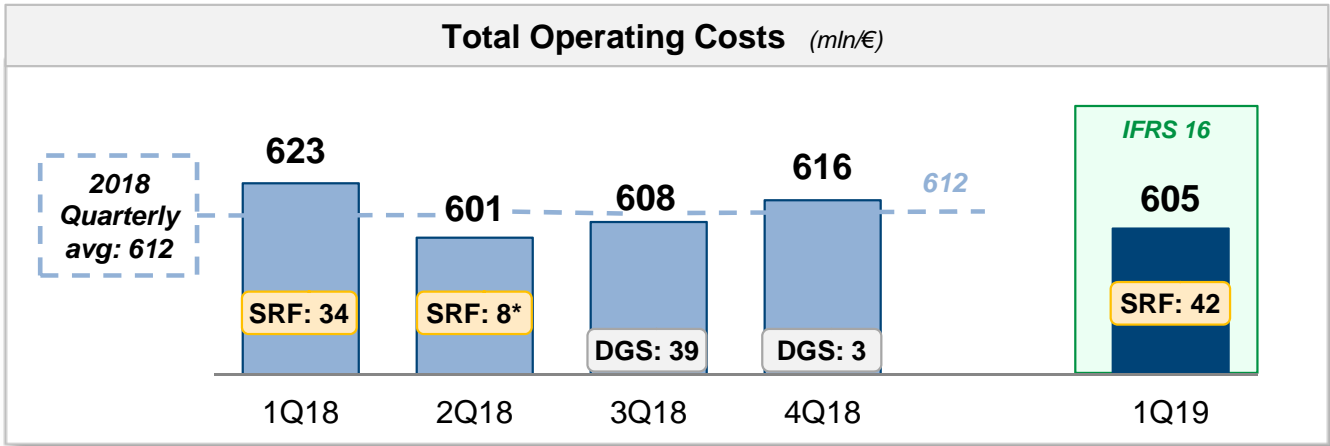
- Euro Area (other than Italy) Debt securities: +930 mln/€
- USA Treasury: +130 mln/€
- Corporates: +300 mln/€ (average rating of the corporate portfolio: BBB+)
- Italian Govies: +124 mln/€

\* Includes reclassified balance sheet items 20.3), 30.3) and 40.3)

\*\* Dec '16 aggregate includes UBI Banca Group Stand Alone (17,859 mln/€) + data of 3 Banks acquired in May 2017

**In 1Q19, operating costs down to 605 mln/€, -1.9% vs 4Q18 and -2.9% vs 1Q18, notwithstanding higher contribution to SRF.**

**Expense containment levers continue to be efficiently activated**



Trade union agreements signed on 27 March '19 (over 300 exits starting from May '19)

Like for like, excluding SRF and DGS and on a pro-forma base without IFRS 16 application:

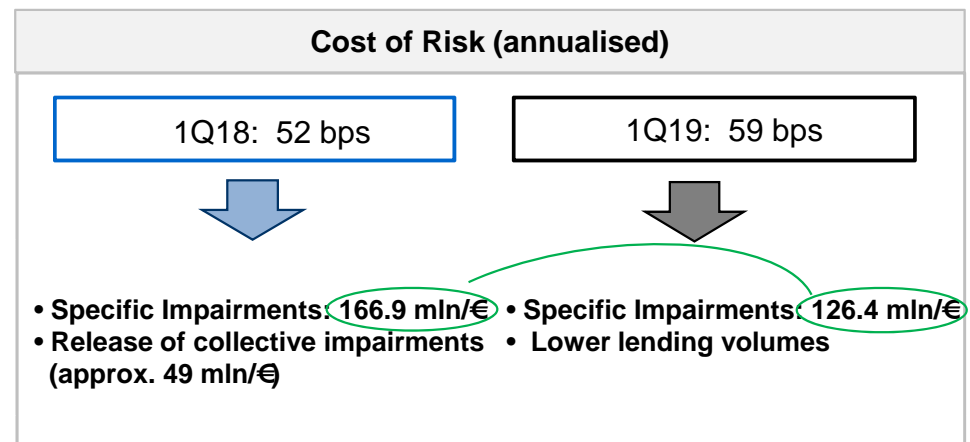
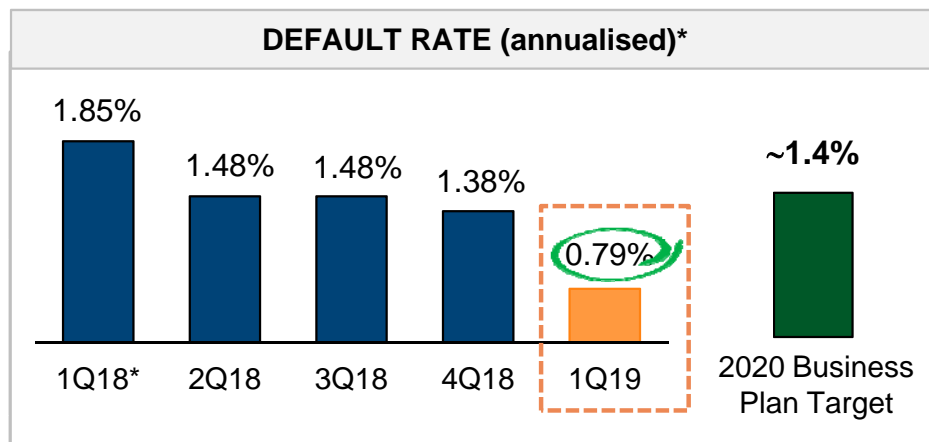
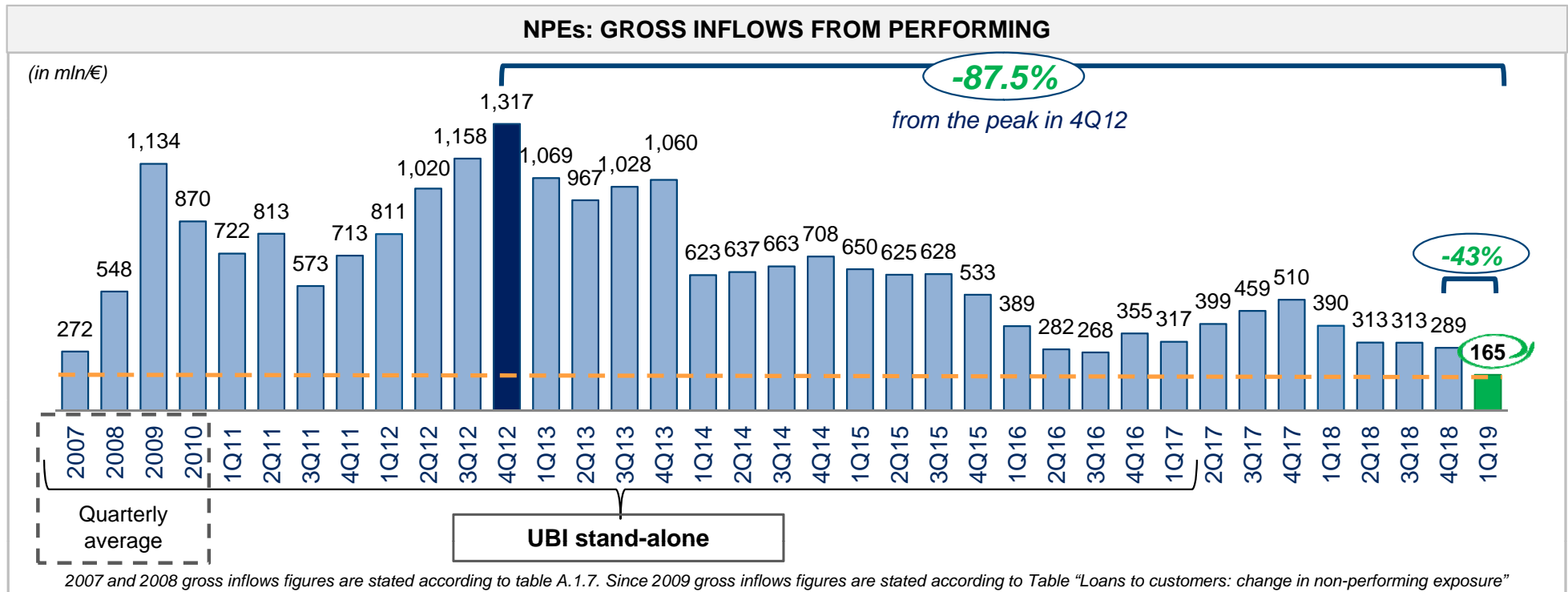
1Q18	4Q18	1Q19	-8.5% vs. 1Q18
172	196	156	-20.1% vs. 4Q18

IFRS16 key impacts: -12.4 mln/€ rent payable in Other Admin. Expense and +11.6 mln/€ in D&A

\* SRF contribution in 2Q18 amounted to 8 mln/€, o/w 13 mln/€ extraordinary and -5 mln/€ of 1Q8 estimate adjustment

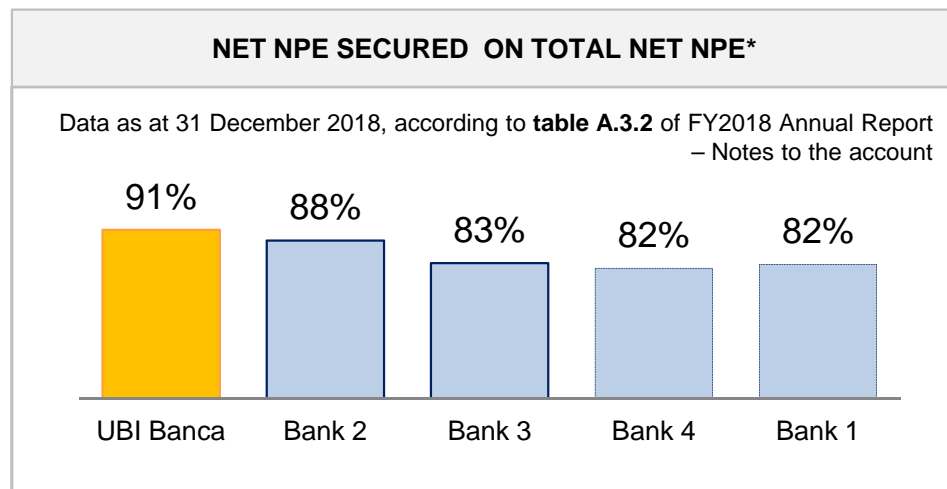
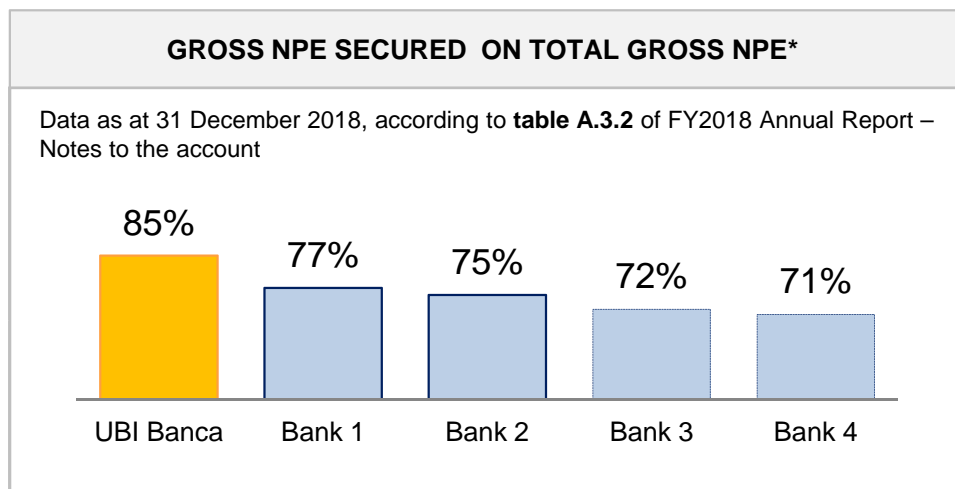
# Gross inflows from performing down to 165 mln/€ in 1Q19, below pre-crisis level

## Relevant improvement in default rate (0.79% annualised)



\* Default rate = annualised gross inflows to NPEs / Gross performing loans at the beginning of the period

# High level of NPE secured\*: 85% gross and 91% net NPE coverage increasing 59 bps vs Dec '18 (96 bps including write offs)



## LOANS TO CUSTOMERS AT AMORTISED COST (31<sup>ST</sup> MARCH '19)

mln/€	Gross exposure	Impairment losses	Carrying amount	Coverage	Coverage with write-offs
<b>NPEs</b>	<b>(10.36%) 9,458</b>	<b>3,698</b>	<b>(6.61%) 5,761</b>	<b>39.09%</b>	<b>46.96%</b>
- Bad loans	(5.87%) 5,358	2,632	(3.13%) 2,726	49.13%	59.68%
- UTPs	(4.42%) 4,040	1,059	(3.42%) 2,980	26.22%	
- Past-due loans	(0.07%) 61	6	(0.06%) 54	10.39%	
<b>Performing loans</b>	<b>(89.64%) 81,877</b>	<b>542</b>	<b>(93.39%) 81,335</b>	<b>0.66%</b>	
<b>TOTAL</b>	<b>91,335</b>	<b>4,240</b>	<b>87,096</b>	<b>4.64%</b>	

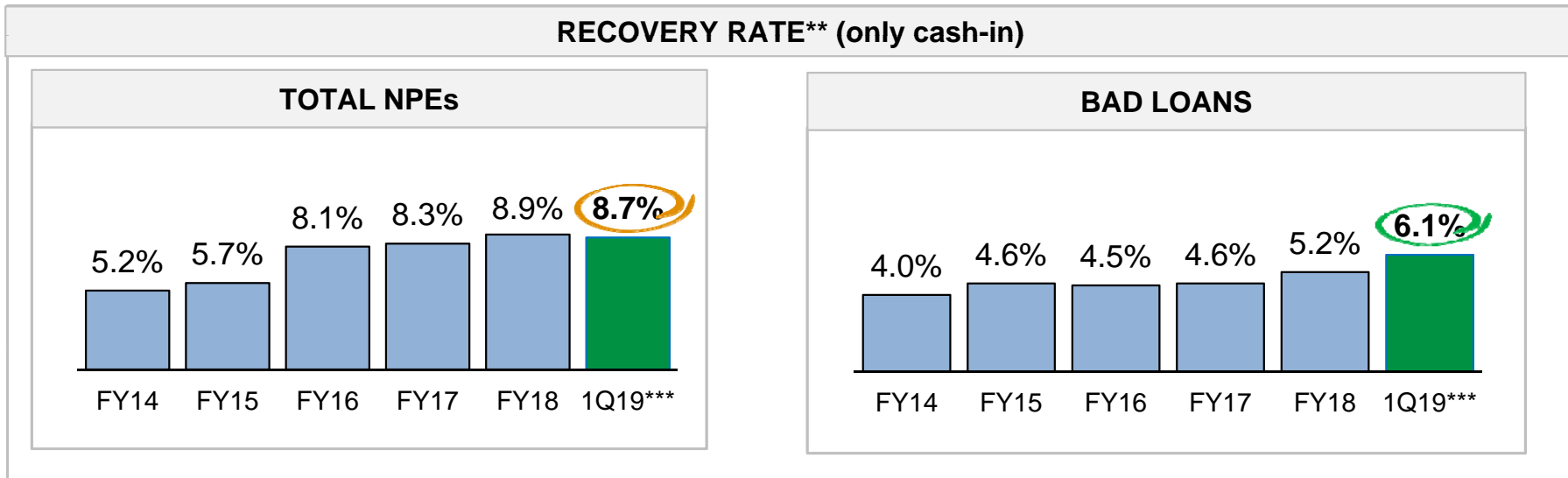
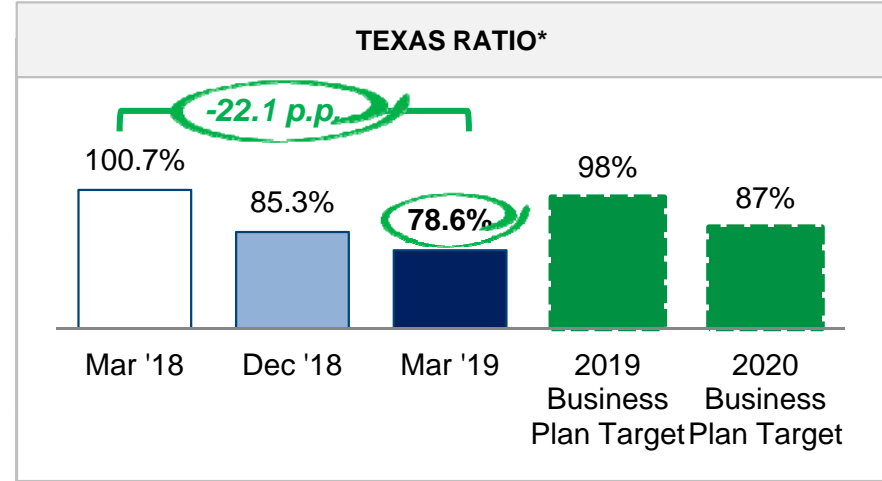
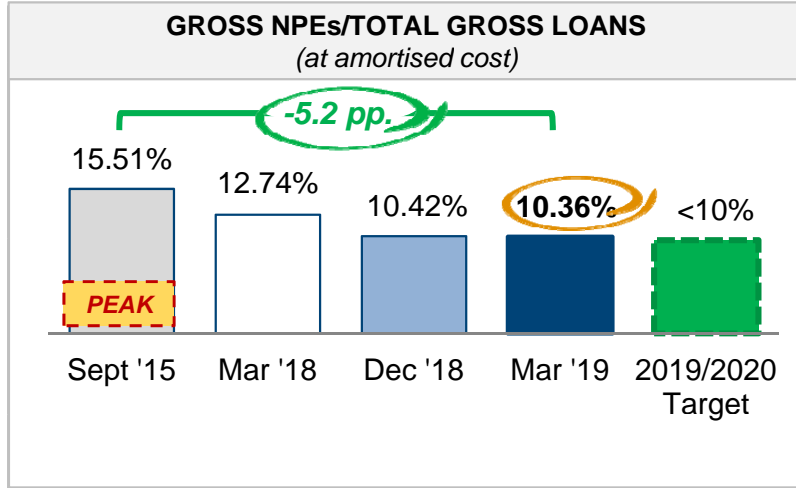
Coverage grows in **all** NPE categories

## LOANS TO CUSTOMERS AT AMORTISED COST (31<sup>ST</sup> DEC '18)

mln/€	Gross exposure	Impairment losses	Carrying amount	Coverage	Coverage with write-offs
<b>NPEs</b>	<b>(10.42%) 9,717</b>	<b>3,741</b>	<b>(6.72%) 5,976</b>	<b>38.50%</b>	<b>46.01%</b>
- Bad loans	(5.81%) 5,423	2,655	(3.11%) 2,768	48.96%	59.14%
- UTPs	(4.53%) 4,223	1,078	(3.53%) 3,144	25.53%	
- Past-due loans	(0.08%) 71	7	(0.08%) 64	10.15%	
<b>Performing loans</b>	<b>(89.58%) 83,562</b>	<b>550</b>	<b>(93.28%) 83,012</b>	<b>0.66%</b>	
<b>TOTAL</b>	<b>93,279</b>	<b>4,291</b>	<b>88,988</b>	<b>4.60%</b>	

\* Sample of Banks: Banco BPM, BPER, Intesa SanPaolo, Unicredit

**Texas ratio at 78.6% (more than -20 percentage points vs Mar '18)**  
**Recovery rate: solid 1Q19 performance confirming best in class level for bad loans (6.1% annualised)**



\* Calculated as net total non performing exposures/((net equity excluding profit and minorities and dividends already approved by Shareholders' General Meeting )-total intangible assets)

\*\* Recovery rate = payments received / (initial gross exposure + total increases)

\*\*\* 1Q19 annualised

**The indications announced when the results for the year ended 31.12.2018 were reported are confirmed**



Consolidated income statement (in mln/€)	1Q18	4Q18	1Q19 (IFRS 16)	1Q19 vs 1Q18	1Q19 vs 4Q18
Net interest income	437.8	441.1	445.6	1.8%	1.0%
- of which: TLTRO2	12.6	12.8	12.4	(1.3%)	(2.8%)
- of which: credit components (IFRS9 and PPA)	25.7	29.6	31.2	21.3%	5.3%
- of which: IFRS9 contractual modifications without derecognition	(8.7)	(7.0)	(5.2)	(40.5%)	(25.9%)
Net fee and commission income	407.3	390.6	400.9	(1.6%)	2.7%
Net income (loss) from trading, hedging and disposal/repurchase activities and from assets/liabilities at fair value through profit or loss	34.0	(6.8)	A 37.4	10.2%	n.s.
Profits of equity-accounted investees	7.3	10.5	6.3	(13.0%)	(39.6%)
Dividends and similar income	5.1	14.4	5.2	0.6%	(64.1%)
Net income from insurance operations	5.5	2.0	3.5	(35.8%)	75.1%
Other net operating income/expense	28.4	14.2	21.7	(23.6%)	52.6%
<b>Operating income</b>	<b>925.4</b>	<b>866.0</b>	<b>920.6</b>	<b>(0.5%)</b>	<b>6.3%</b>
Staff costs	(375.5)	(372.9)	(364.4)	(3.0%)	(2.3%)
Other administrative expenses	(205.9)	(198.7)	B (186.0)	n.s.	n.s.
Depreciation, amortisation and net impairment losses on property, plant and equipment and intangible assets	(41.6)	(44.6)	C (54.3)	n.s.	n.s.
<b>Operating expenses</b>	<b>(623.1)</b>	<b>(616.2)</b>	<b>(604.8)</b>	<b>(2.9%)</b>	<b>(1.9%)</b>
<b>Net operating income</b>	<b>302.3</b>	<b>249.7</b>	<b>315.9</b>	<b>4.5%</b>	<b>26.5%</b>
Net impairment losses for credit risk relating to:	(124.3)	(239.1)	(130.0)	4.5%	(45.6%)
- financial assets measured at amortised cost: loans to banks	(1.7)	4.1	(0.0)	(97.2%)	(101.2%)
- financial assets measured at amortised cost: loans to customers	D (117.7)	(243.0)	(127.5)	8.3%	(47.5%)
- financial assets measured at amortised cost: loans and advances to customers subject to disposal	(0.3)	(10.5)	(1.1)	308.2%	(89.5%)
- financial assets measured at amortised cost: securities	(0.1)	1.6	(0.5)	305.8%	(130.0%)
- financial assets as at fair value through other comprehensive income	(4.6)	8.6	(0.9)	(80.5%)	(110.3%)
- financial assets measured at fair value through other comprehensive income subject to disposal	0.0	0.0	0.0	n.s.	n.s.
Net provisions for risks and charges - commitments and guarantees granted	11.1	12.3	(0.6)	n.s.	(104.6%)
Net provisions for risks and charges - other net provisions	(1.4)	14.8	(3.5)	145.4%	(123.5%)
Profits (losses) from the disposal of equity investments	0.8	4.1	0.3	(65.6%)	(93.3%)
<b>Pre-tax profit from continuing operations</b>	<b>188.4</b>	<b>41.7</b>	<b>182.1</b>	<b>(3.3%)</b>	<b>336.3%</b>
Taxes on income for the period from continuing operations	(61.4)	181.8	E (50.8)	(17.2%)	(127.9%)
Profits/losses for the period attributable to non-controlling interests	(6.0)	(5.1)	(6.4)	6.8%	26.3%
<b>Profit for the period attributable to the Parent before Business Plan and other impacts</b>	<b>121.0</b>	<b>218.5</b>	<b>124.9</b>	<b>3.2%</b>	<b>(42.8%)</b>
Redundancy expenses net of taxes and non-controlling interests	0.2	(0.1)	F (42.6)	n.s.	n.s.
Business Plan Project expenses net of taxes and non-controlling interests	(3.5)	(0.4)	(0.1)	(97.5%)	(74.9%)
New Banks Project expenses net of taxes and non-controlling interests		(2.9)			
Negative consolidation difference					
<b>Profit for the period</b>	<b>117.7</b>	<b>215.1</b>	<b>82.2</b>	<b>(30.1%)</b>	<b>(61.8%)</b>

**Profit for the period net of non-recurring**

**121.0**

**41.8**

**124.9**

**3.2%**

**198.7%**

**A** Fair value adjustment of NEXI: +17.7 mln/€

**B** IFRS 16 impact: lower rent payables (-12.4 mln/€) in Other adm. expenses. The item includes 42 mln/€ of SFR contribution (34 mln/€ in 1Q18)

**C** D&A increased by 11.6 mln/€ as a consequence of IFRS 16 application

**D** Including approx. 49 mln/€ benefit from release of collective impairments

**E** 28% tax rate (NEXI in PEX)

**F** Full cost of over 300 headcount exits agreed with trade unions on 27 March 2019 (gross amount at 63.7 mln/€, net 42.6 mln/€)



# Capital Ratios as at 31<sup>st</sup> March '19.

**Common Equity Tier 1 phased in ratio at 11.52%, Total Capital phased in ratio at 14.43%**

<i>mIn€</i>	Dec '18	Mar '19
<b>Common Equity Tier 1 (after filters)</b>	<b>7,218.4</b>	<b>7,023.1</b>
Common Equity Tier 1 regulatory adjustments	-79.5	-203.1
<i>of which negative elements for deduction excess of expected losses over impairment losses</i>	-54.1	-134.6
<b>Common Equity Tier 1 Capital (CET1)</b>	<b>7,138.9</b>	<b>6,819.9</b>
<b>Additional Tier 1 before deductions</b>	-	-
Additional Tier 1 regulatory adjustments	-	-
<i>of which negative elements for deduction excess of expected losses over impairment losses</i>	-	-
<b>Additional Tier 1</b>	-	-
<b>Tier 1 Capital (CET 1 +Additional Tier 1)</b>	<b>7,138.9</b>	<b>6,819.9</b>
Tier 2 Capital before transitional provisions	1,330.5	1,788.0
<i>Tier 2 instruments grandfathering</i>		
<b>Tier 2 Capital after transitional provisions</b>	<b>1,330.5</b>	<b>1,788.0</b>
Tier 2 capital regulatory adjustments	-49.0	-60.5
<i>of which: negative elements for deduction excess of expected losses over impairment losses</i>		
<b>Tier 2 Capital</b>	<b>1,281.5</b>	<b>1,727.6</b>
<b>TOTAL OWN FUNDS</b>	<b>8,420.4</b>	<b>8,547.5</b>

<i>mIn€</i>	Dec '18	Mar '19
<b>Risk weighted assets</b>	<b>61,035.3</b>	<b>59,217.5</b>
<b>Total prudential requirements</b>	<b>4,882.8</b>	<b>4,737.4</b>
<i>Credit risk</i>	4,461.5	4,310.4
<i>CVA (Credit Value Adjustment) risk</i>	3.8	4.1
<i>Market risk</i>	67.6	72.9
<i>Operational risk</i>	350.0	350.0

<b>CET 1 ratio</b>		
	Dec '18	Mar '19
<b>PHASED -IN</b>	<b>11.70%</b>	<b>11.52%</b>
<b>FULLY LOADED</b>	<b>11.34%</b>	<b>11.47%</b>

<b>TOTAL CAPITAL ratio</b>		
	Dec '18	Mar '19
<b>PHASED-IN</b>	<b>13.80%</b>	<b>14.43%</b>
<b>FULLY LOADED</b>	<b>13.44%</b>	<b>14.39%</b>

- B3 Leverage ratios as at 31<sup>st</sup> Mar '19:

- ✓ phased in 5.16%
- ✓ fully loaded 5.13%

- LCR and NSFR > 100%  
(also excluding TLTRO 2)

# Reclassified Consolidated Balance Sheet - Assets

Figures in thousands of euro		31.3.2019 A	1.1.2019* B	Changes A-B	% changes A/B	31.3.2018 C	Changes A-C	% changes A/C
<b>ASSETS</b>								
10.	Cash and cash equivalents	606,459	735,249	-128,790	-17.5%	612,826	-6,367	-1.0%
20.	Financial assets measured at fair value through profit or loss	1,504,110	1,463,529	40,581	2.8%	1,541,428	-37,318	-2.4%
	1) Loans and advances to banks	14,715	14,054	661	4.7%	14,900	-185	-1.2%
	2) Loans and advances to customers	270,459	274,262	-3,803	-1.4%	340,800	-70,341	-20.6%
	3) Securities and derivatives	1,218,936	1,175,213	43,723	3.7%	1,185,728	33,208	2.8%
30.	Financial assets measured at fair value through other comprehensive income	11,237,472	10,726,179	511,293	4.8%	12,645,089	-1,407,617	-11.1%
	1) Loans and advances to banks	-	-	-	-	-	-	-
	2) Loans and advances to customers	15	15	-	-	-	15	-
	3) Securities	11,237,457	10,726,164	511,293	4.8%	12,645,089	-1,407,632	-11.1%
40.	Financial assets measured at amortised cost	103,161,917	102,798,587	363,330	0.4%	102,740,393	421,524	0.4%
	1) Loans and advances to banks	11,327,078	10,065,772	1,261,306	12.5%	8,142,802	3,184,276	39.1%
	2) Loans and advances to customers	87,095,528	88,987,596	-1,892,068	-2.1%	91,575,231	-4,479,703	-4.9%
	3) Securities	4,739,311	3,745,219	994,092	26.5%	3,022,360	1,716,951	56.8%
50.	Hedging derivatives	20,298	44,084	-23,786	-54.0%	67,656	-47,358	-70.0%
60.	Fair value change in hedged financial assets (+/-)	320,370	97,429	222,941	n.s.	-181	320,551	n.s.
70.	Equity investments	263,307	254,128	9,179	3.6%	248,267	15,040	6.1%
80.	Technical reserves of reinsurers	-	-	-	-	331	-331	-100.0%
90.	Property, plant and equipment	2,405,055	2,394,858	10,197	0.4%	1,799,070		
100.	Intangible assets	1,721,712	1,729,727	-8,015	-0.5%	1,723,921	-2,209	-0.1%
	of which: goodwill	1,465,260	1,465,260	-	-	1,465,260	-	-
110.	Tax assets	4,121,232	4,210,362	-89,130	-2.1%	4,017,911	103,321	2.6%
120.	Non-current assets and disposal groups held for sale	10,316	2,972	7,344	n.s.	995	9,321	n.s.
130.	Other assets	1,357,159	1,243,320	113,839	9.2%	1,165,674		
	<b>Total assets</b>	<b>126,729,407</b>	<b>125,700,424</b>	<b>1,028,983</b>	<b>0.8%</b>	<b>126,563,380</b>		

(\*) Amounts as at 1st Jan 2019 are unchanged vs the related amounts reported in the Reclassified Consolidated Balance Sheet as at 31st December 2018 with the exception of items 90, 130 and Total Assets in compliance with the introduction of IFRS16

# Reclassified Consolidated Balance Sheet - Liabilities and Equity

Figures in thousands of euro		31.3.2019 A	1.1.2019* B	Changes A-B	% changes A/B	31.3.2018 C	Changes A-C	% changes A/C
<b>LIABILITIES AND EQUITY</b>								
10.	Financial liabilities measured at amortised cost	111,409,557	109,839,891	1,569,666	1.4%	111,520,617		
	<i>a) Due to banks</i>	17,776,512	17,234,579	541,933	3.1%	17,308,468	468,044	2.7%
	<i>b) Due to customers</i>	69,830,403	68,815,614	1,014,789	1.5%	68,944,514		
	<i>c) Debt securities issued</i>	23,802,642	23,789,698	12,944	0.1%	25,267,635	-1,464,993	-5.8%
20.	Financial liabilities held for trading	461,254	410,977	50,277	12.2%	367,105	94,149	25.6%
30.	Financial liabilities designated at fair value	124,296	105,836	18,460	17.4%	59,019	65,277	110.6%
40.	Hedging derivatives	107,022	110,801	-3,779	-3.4%	98,872	8,150	8.2%
50.	Fair value change in hedged financial liabilities (+/-)	124,767	74,297	50,470	67.9%	27,825	96,942	n.s.
60.	Tax liabilities	166,467	162,272	4,195	2.6%	271,990	-105,523	-38.8%
80.	Other liabilities	2,271,216	3,092,941	-821,725	-26.6%	2,035,487	235,729	11.6%
90.	Provision for post-employment benefits	307,910	306,697	1,213	0.4%	336,807	-28,897	-8.6%
100.	Provisions for risks and charges:	495,298	505,191	-9,893	-2.0%	584,088	-88,790	-15.2%
	<i>a) commitments and guarantees granted</i>	54,026	64,410	-10,384	-16.1%	77,284	-23,258	-30.1%
	<i>b) pension and similar obligations</i>	87,111	91,932	-4,821	-5.2%	135,190	-48,079	-35.6%
	<i>c) other provisions for risks and charges</i>	354,161	348,849	5,312	1.5%	371,614	-17,453	-4.7%
110.	Technical reserves	1,962,495	1,877,449	85,046	4.5%	1,901,000	61,495	3.2%
120.+150.+ 160. +170.+180	Share capital, share premiums, reserves, valuation reserves and treasury shares	9,184,841	8,737,680	447,161	5.1%	9,183,186	1,655	0.0%
190.	Minority interests (+/-)	32,076	50,784	-18,708	-36.8%	59,724	-27,648	-46.3%
200.	Profit (loss) for the period/year (+/-)	82,208	425,608	-343,400	-80.7%	117,660	-35,452	-30.1%
<b>Total liabilities and equity</b>		<b>126,729,407</b>	<b>125,700,424</b>	<b>1,028,983</b>	<b>0.8%</b>	<b>126,563,380</b>		

(\*) Amounts as at 1st Jan 2019 are unchanged vs the related amounts reported in the Reclassified Consolidated Balance Sheet as at 31st December 2018 with the exception of item 10 .b in compliance with the introduction of IFRS16

# Net loans to customers at 87 bln/€

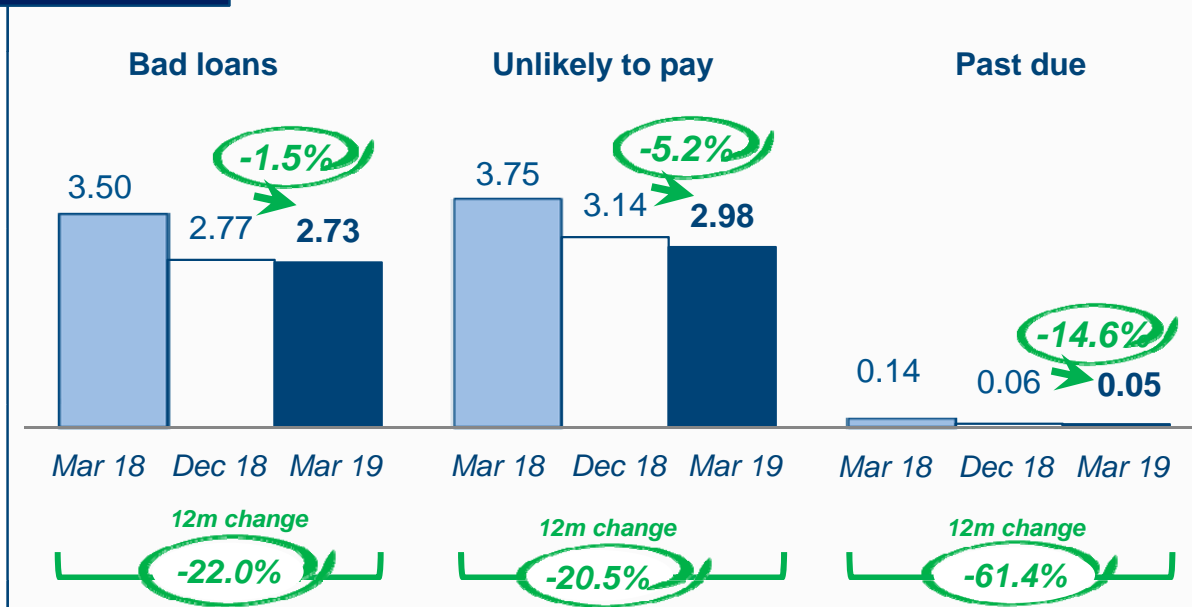
Net NPE stocks reduced by 1.6 bln/€ in 12 months and by 215 mln/€ (-3.6%) vs 31.12.2018

Amounts in bln€	31.03.2018	31.12.2018	31.03.2019
<b>NET LOANS AT AMORTISED COST</b>	<b>91.6</b>	<b>89.0</b>	<b>87.1</b>
<i>of which</i>			
<b>NET <u>PERFORMING</u> EXPOSURES</b>	<b>84.2</b>	<b>83.0</b>	<b>81.3</b>
<i>of which medium-long term</i>	65.3	64.1	63.7
<i>of which short term</i>	18.7	18.8	17.4
<i>of which repos and other with CCG</i>	0.2	0.1	0.2
<b>NET <u>NPEs</u></b>	<b>7.38</b>	<b>5.98</b>	<b>5.76</b>

Selective lending policy to preserve commercial spreads

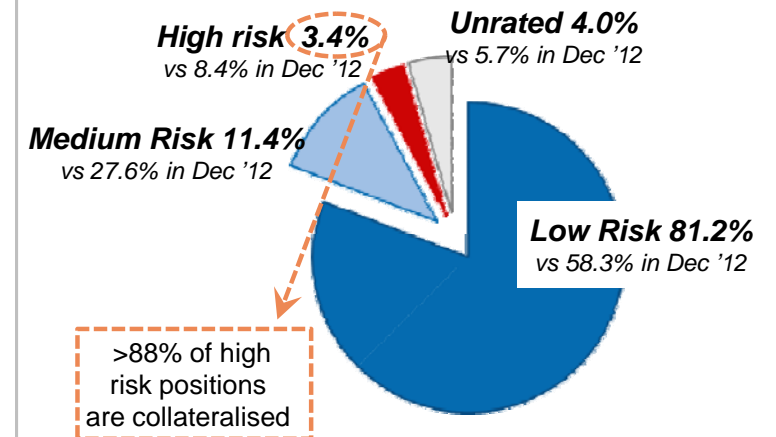
Representing 6.6% of total net loans, -1.6 bln/€ vs Mar '18

## Net NPEs (bln/€)



## BREAKDOWN OF GROSS PERFORMING PORTFOLIO UNDER AIRB (loans at amortised cost and at fair value through P&L)

as at 31.03.2019

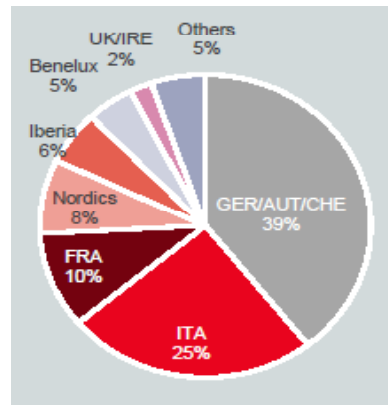


# Issuances in 2019

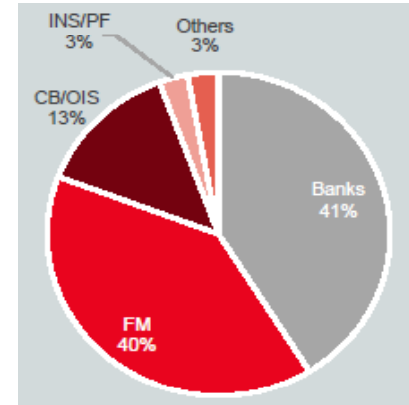
## 18<sup>th</sup> February 2019

- 6 year and 7 months **covered bond** benchmark issue, fixed rate, for a size of 500 mln/€, under UBI's 15 billion Covered Bond Programme
- over 170 investors, for a total amount above € 2.7 billion, in as little as 2 hours, allowing UBI Banca to tighten the spread from the initial guidance of Mid Swap + 80 basis points to the final Mid Swap + 70 basis points
- coupon of 1% payable in arrears on September 25th of each year and a re-offer price of 99.989%. The yield to maturity is 1.002%

Allocation by Investor Geography



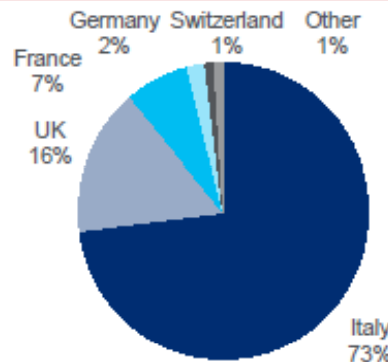
Allocation by Investor Type



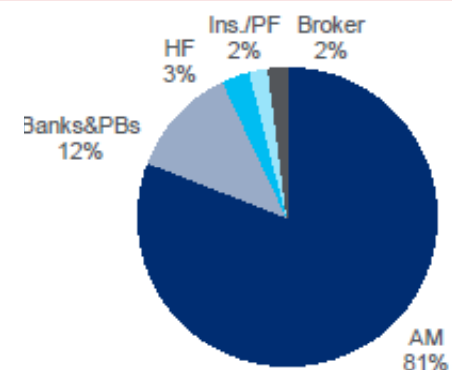
## 25<sup>th</sup> February 2019

- new **subordinated "Tier 2"** transaction with a 10 year maturity (callable after 5 years) and a benchmark size of 500 mln/€ closed on 25<sup>th</sup> Feb 2019, under UBI's EMTN 15 billion programme
- approx. 75 institutional investors involved and an order-book of approx. 1.4 times the amount issued, allowing a tightening of the yield from the initial level of 6% to the final level of 5.875%
- fixed rate coupon of 5.875%, consistent with a spread of 5,751% over the swap rate, payable in arrears on the 4<sup>th</sup> of March of each year starting from 4<sup>th</sup> March 2020

Allocation by Investor Geography



Allocation by Investor Type



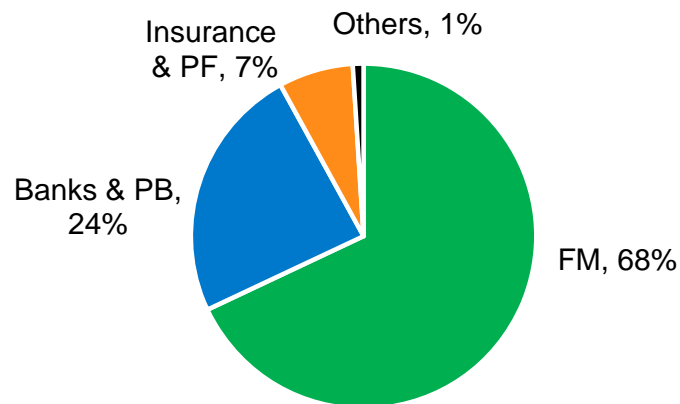
# Issuances in 2019

(2/2)

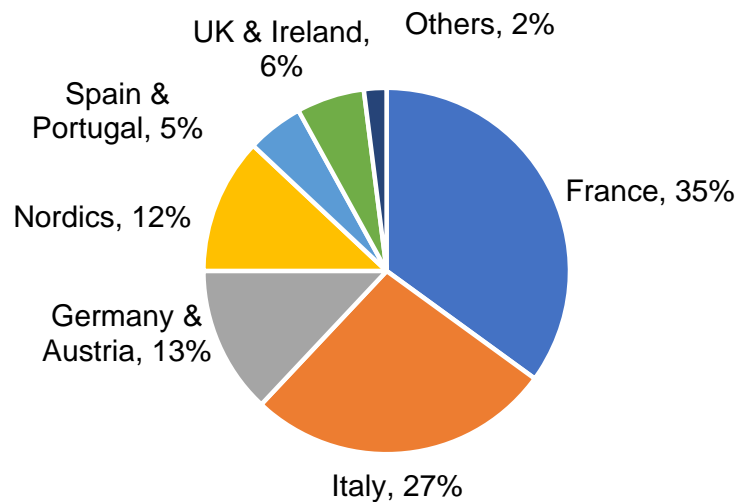
3<sup>rd</sup> April 2019

- Inaugural Green Bond (Senior Preferred) issuance on the wholesale market for a 5-year, 500 mln/€ benchmark amount
- The issuance, made under the Group's EMTN Programme, was carried out as part of a broader Framework, compliant with the guidelines issued by ICMA, which, in addition to Green Bonds, also includes the possibility to issue Social and Sustainable Bonds. The issue will refinance a selected renewable energy project finance portfolio (0.5 bln/€ out of a total of 1.3 bln/€), which focuses primarily (86%) on solar energy and wind power
- ISS-oekom, as the Second Opinion Provider, has released an opinion on the Framework and on the portfolio
- The issuance was met with strong demand from approximately 150 investors, with orders reaching close to 1.5 bln/€. This allowed to tighten the initial spread guidance of mid-swap + 170/175 bps to the final level of 150 bps over the 5 year mid-swap

## Allocation by Investor Type

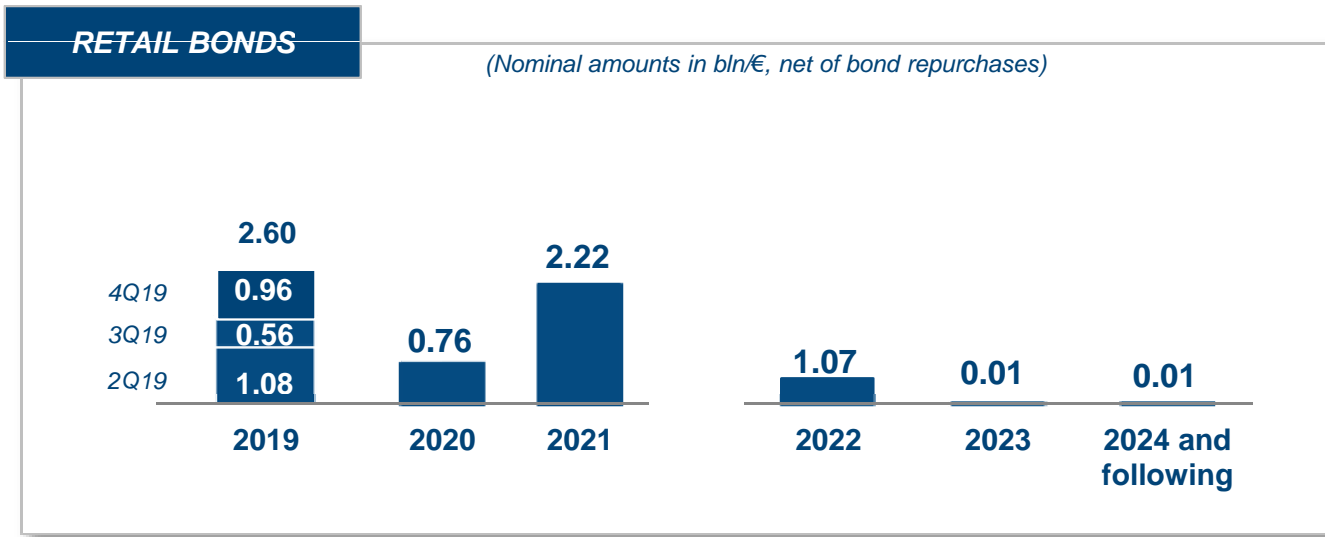
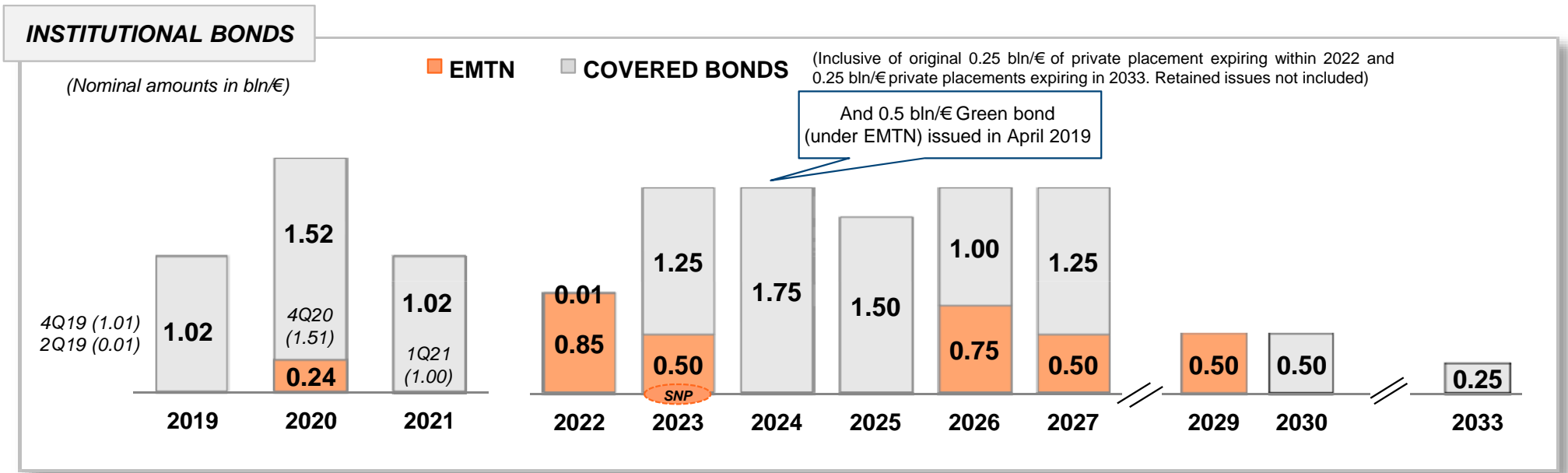


## Allocation by Investor Geography



Included in the  
MSCI BARCLAYS GREEN  
BOND INDEX UNIVERSE

# Funding maturity profile: regular maturities, no peaks



Data as at 31<sup>st</sup> March '19

Note: as per the 3 banks acquired, in March '19 there are in place 3 securitisations for a market outstanding amount of approx. 0.17 bln/€ (In Dec '16, there were 11 securitisations, most of which highly amortised and redeemed ahead of maturity)

# Portfolio breakdown: Italian Govies Maturities and Sovereign Exposures

	31 Dec 2018				31 Mar 2019				% Change of TOTAL amounts
	FVTPL (fair value through profit or loss)	FVOCI (fair value through other comprehensive income)	FVAC (fair value measured at amortised cost)	TOTAL	FVTPL (fair value through profit or loss)	FVOCI (fair value through other comprehensive income)	FVAC (fair value measured at amortised cost)	TOTAL	
Amounts in mln/€									
Financial Assets (Securities)	1,175	10,726	3,745	15,647	1,219	11,237	4,739	17,196	9.9%
o/w Italian Govies	12	6,276	3,112	9,399	14	5,617	3,892	9,523	1.3%
Financial Liabilities held for trading				411				461	12.2%

Maturity of the Italian Govies Portfolio					
Amounts in mln/€	FVTPL	FVOCI	FVAC	TOTAL	TOTAL
				31.03.19	31.12.18
2019	1	2	-	3	23
2020-2021	3	78	-	81	95
2022-2025	1	3,253	696	3,950	4,210
2026-2030	9	1,866	1,292	3,167	2,843
From 2031 and over	0	419	1,904	2,323	2,227
<b>Total portfolio</b>	<b>14</b>	<b>5,617</b>	<b>3,892</b>	<b>9,523</b>	<b>9,399</b>
% of portfolio on total Italian Govies	0.1%	59.0%	40.9%	100%	

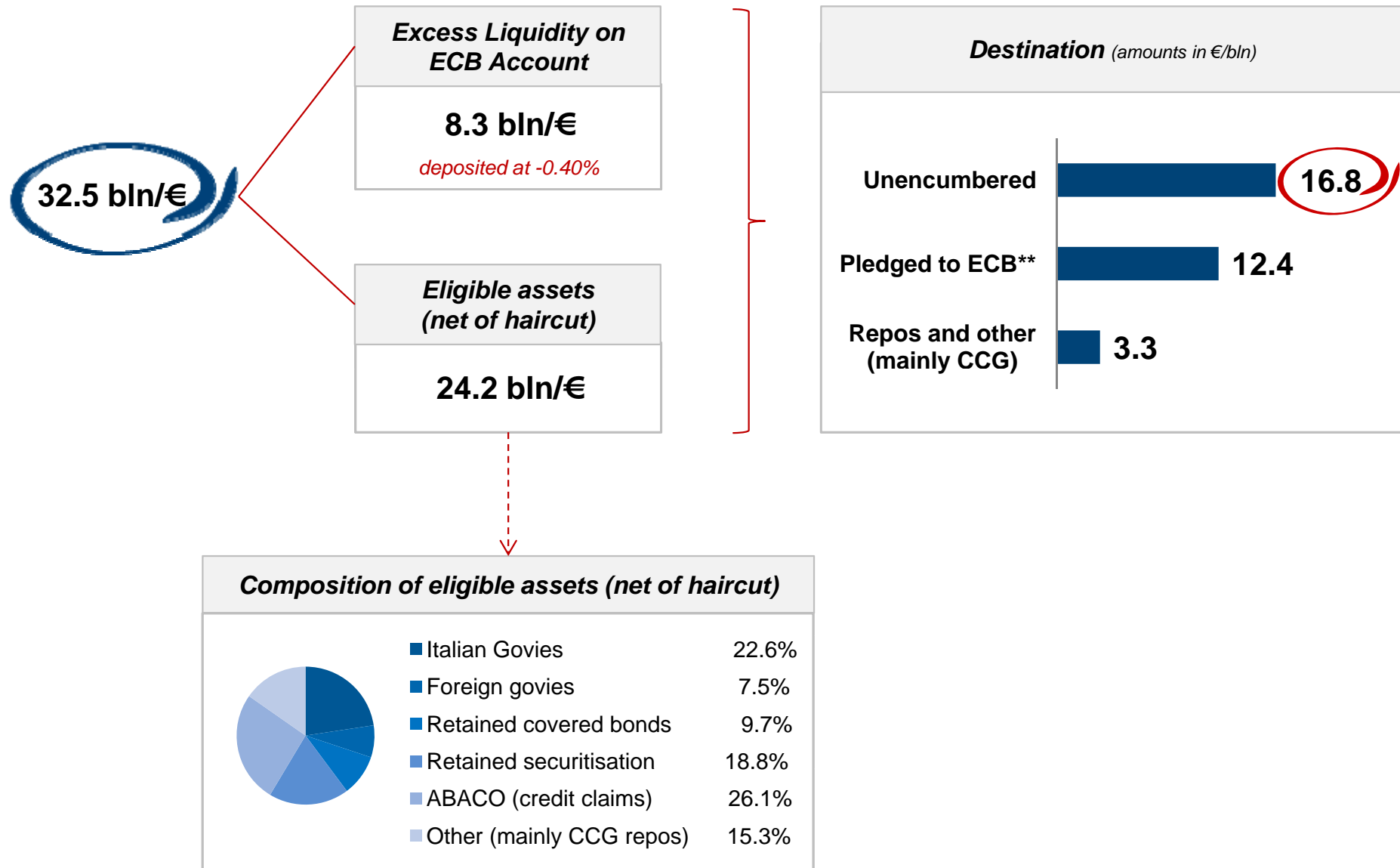
Main sovereign exposures as at 31 Mar 2019				
Portfolio:	Consolidated*			o/w Insurance
	o/w Govies	o/w Corporates and banks	o/w Loans	Govies
Amounts in bln/€				
Italy	9,537**	969	953	1,244**
Spain	1,390	112	-	263
U.S.A.	1,686	216	-	1
France	555	190	-	4
<b>Main 4 countries</b>	<b>13,168</b>	<b>1,487</b>	<b>953</b>	<b>1,512</b>
<b>% on total amount</b>	<b>95.5%</b>	<b>66.1%</b>	<b>97.7%</b>	<b>96.7%</b>

\* The analysis excludes equity securities (0.3 bln/€) and UCITs (0.4 bln/€)

\*\* Including Cassa Depositi e Prestiti bonds amounting to approx.14 mln/€ (consolidated figure, o/w over 5 mln/€ referred to insurance business)



# Liquidity resources at 32.5 bln/€, i.e. over 47% of current accounts and deposits



\* Data as at 31<sup>st</sup> March '19, net of amount pledged against minor guarantees (0.3 bln/€)

\*\* The amount of available TLTRO2 funds fell in 2Q18 from 12.5 bln/€ (debt amounts allotted at the time of the auctions, of which 10 bln/€ expiring in June 2020 and 2.5 bln/€ in March 2021) to 12.4 bln/€ as a consequence of the application of a negative interest rate of -0.40% notified by the Bank of Italy from 5<sup>th</sup> June 2018, in compliance with Decision (EU) 2016/810 of the ECB