



Investors' Meeting

30 September 2016

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The manager responsible for preparing the company's financial reports, Mr. Mauro Mangani, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

It is noted that the Bank has classified, measured and presented the results of groups of discontinued operations (Insurance Group) according to the provisions of IFRS 5. Further to the resolutions adopted by the Board of Directors on 30 June 2015 and 3 December 2015, Banca Cesare Ponti and Ceditis have ceased to be classified under groups of assets held for sale. In order to take account of changes made to groups of assets held for sale and to allow for a like-for-like comparison, comparative data contained in this presentation referring to previous periods have consequently been restated, as necessary and even where not provided for by the afore-mentioned accounting standard.

Note: due to rounding off, the sum of some separate figures may differ from the total; the percentage variation is calculated from data not rounded off.

- **1H16 consolidated results**

- **2016-2020 Strategic Plan**

Credit quality

Tighter control over NPLs: NPL coverage at 45.6% (+3.2 p.p. on December 2015), close to the System's top level

Capital

Capital ratios among the Italian System's highest: phased-in CET1r at 12.3% vs SREP Ratio of 11.25%

Liquidity

Liquidity adequate for current market environment: LCR at 114% vs SREP requirement of 90%

Funding/lending

In 2Q, positive trend reversal in funding from customers

Profitability

Total Revenues +1.3% vs 1H 2015; total costs -5.5%; gross operating profit up EUR 21.3 mln (+51.3%)

Execution of Strategic Plan approved on 29 June 2016 has started and includes:

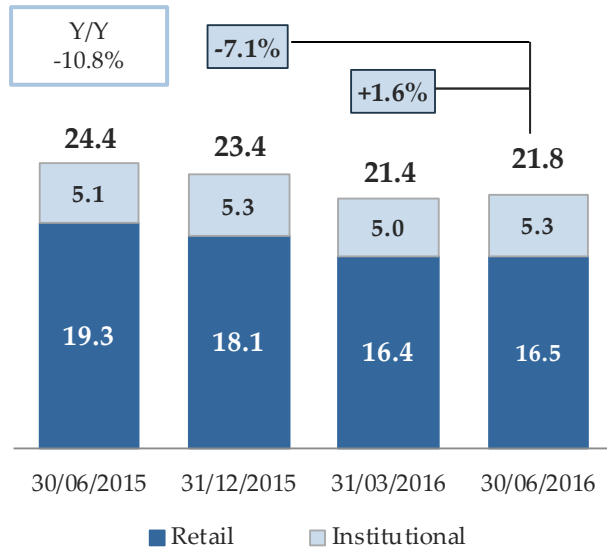
**Balance sheet
structure
strengthening**

Initial structuring of Bad Loans disposal
Increased average NPL coverage

**Efficiency
Improvement**

Launch of preparatory activities for partial IT outsourcing
Ongoing union negotiations
Operating expenses rationalisation activities
Preparatory activities for Banca Carige Italia's merger

DIRECT FUNDING



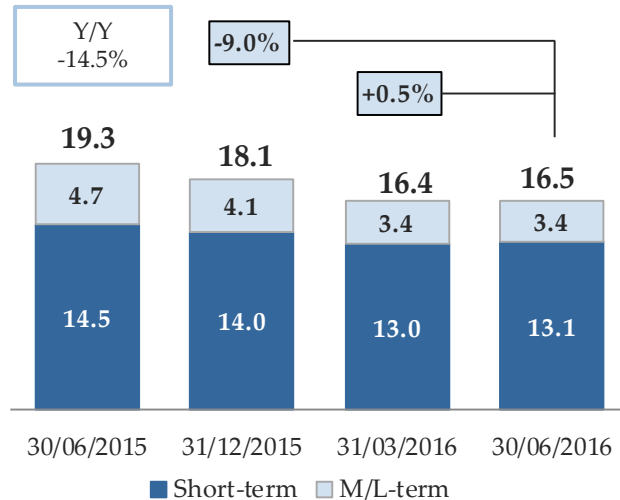
Positive trend in direct funding for 2Q 2016 (+1.6%)

Trend reversal in funding from customers (retail and corporate), back to positive territory

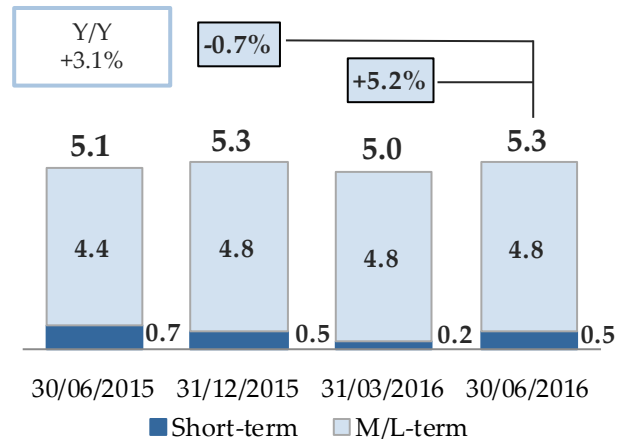
92.2% Loan to Deposit ratio as at the end of June vs 96.7% as at 31 March 2016

o.w.:

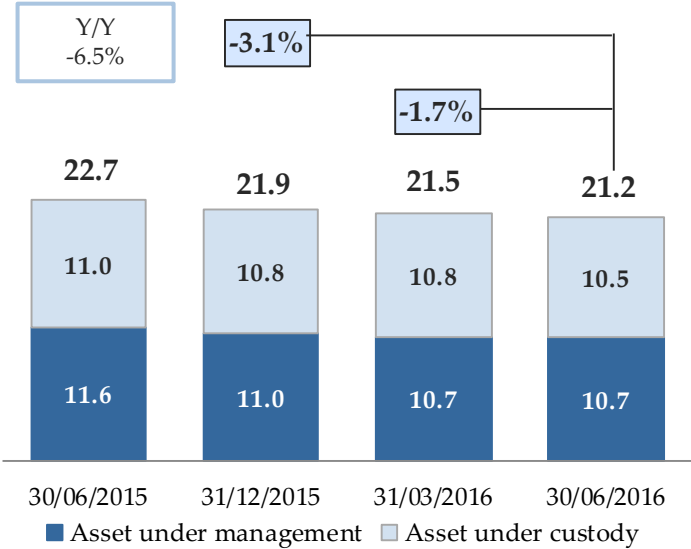
RETAIL & CORPORATE



INSTITUTIONAL



INDIRECT FUNDING

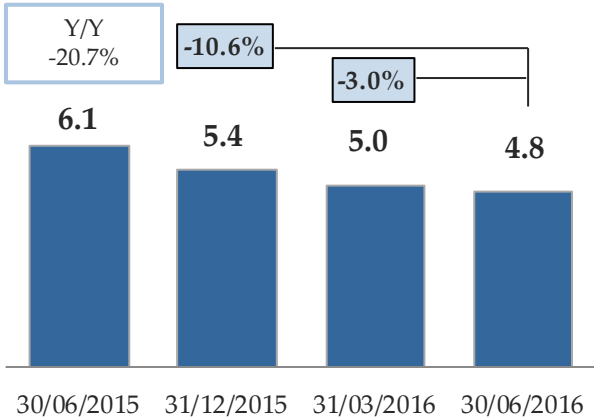


Slight contraction in indirect funding, particularly Assets under Custody

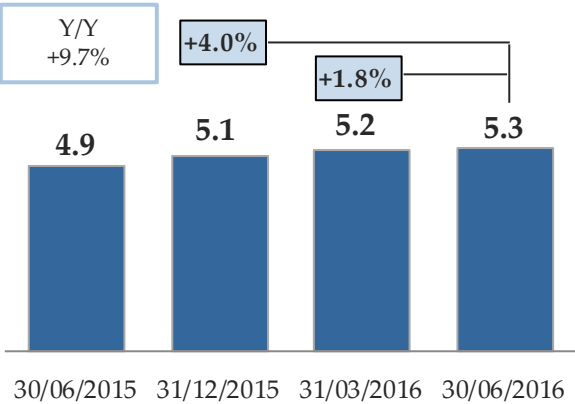
Assets under Management stable in 2Q thanks to the good performance in bancassurance products and managed accounts

o.w.:

MUTUAL FUNDS

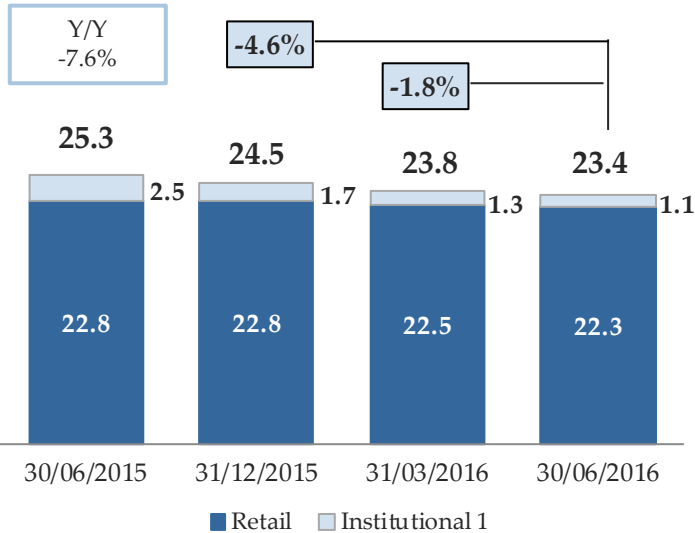


BANCASSURANCE PRODUCTS



EUR bn

GROSS LOANS



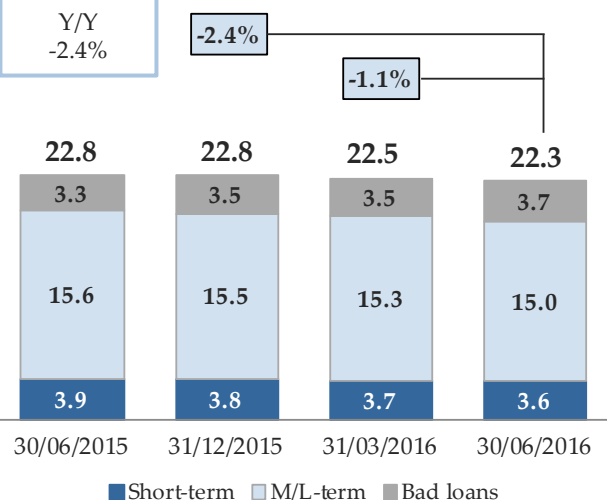
The decrease in loans continues, particularly in the lower-profitability short-term component of loans to institutional customers

A reduction was registered in loans to households as a result of maturities coming due, whereas current accounts remained stable; the corporate segment saw a drop in the short-term component of current accounts

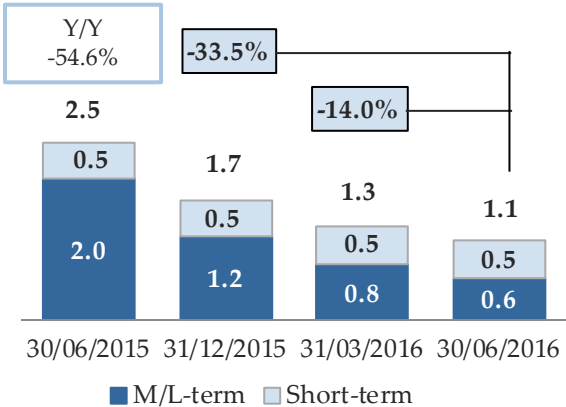
New mortgage loans to households showed a positive trend, totalling EUR 214 mln in 1H (o.w. EUR 123 mln in 2Q 2016); mortgage loans to businesses were stable (EUR 402 mln in 1H) with an even distribution over the first two quarters of the year

o.w.:

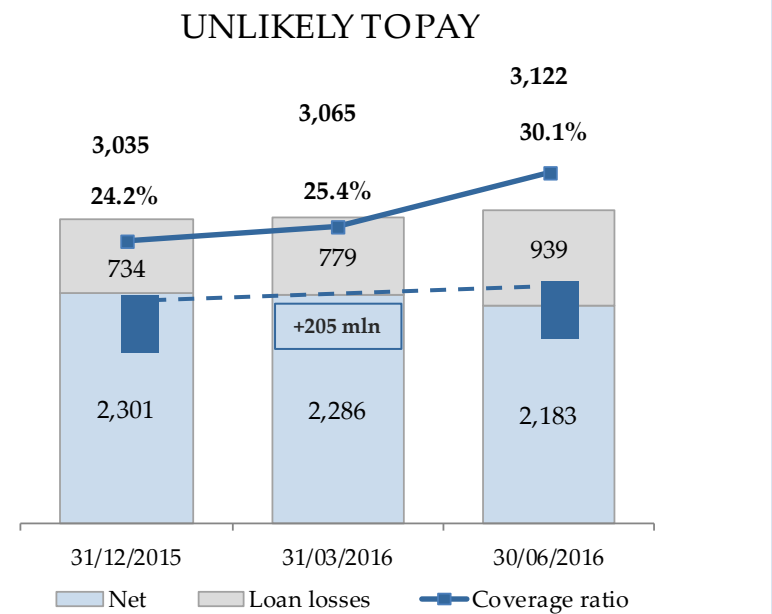
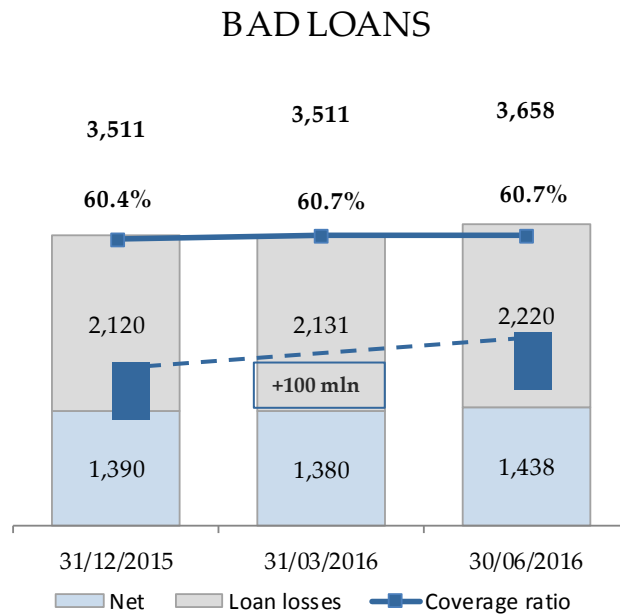
CUSTOMER LOANS



INSTITUTIONAL¹



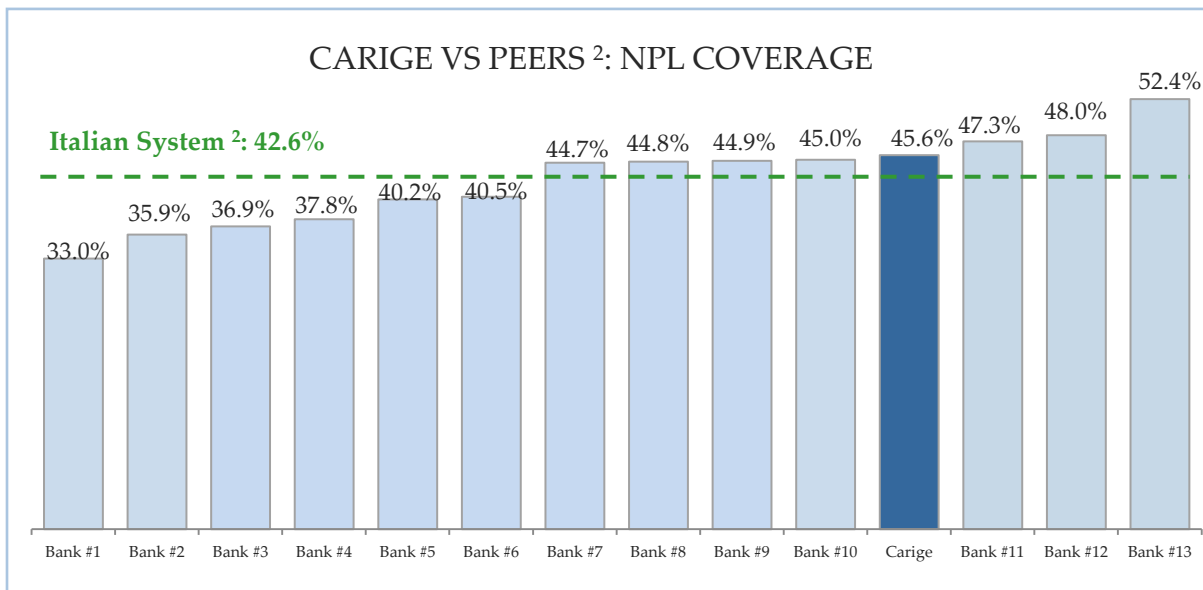
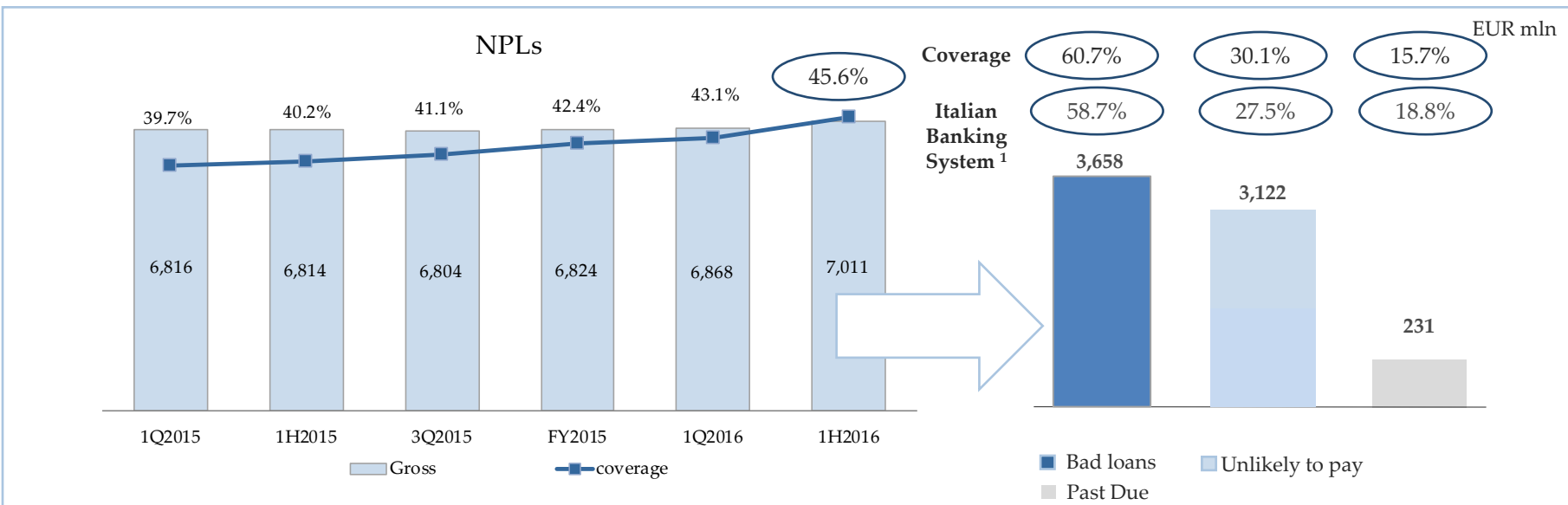
1. Includes interest-bearing postal bonds, REPOs with financial institutions and other loans



Control over NPLs was tightened, partly as a result of the extensive thematic review conducted by the ECB

The review covered a significant part of the loan portfolio (over one fourth of total):

- EUR 4.2 bn in non-performing loans (i.e. 60% of total NPLs as at 31/12/2015)
- EUR 1.8 bn in performing loans (50% of which in the lowest rating classes)



NPL coverage up by approximately 3.2 p.p. compared to December 2015 (+2.5 p.p. on 1Q), close to Italian Banking System's top level

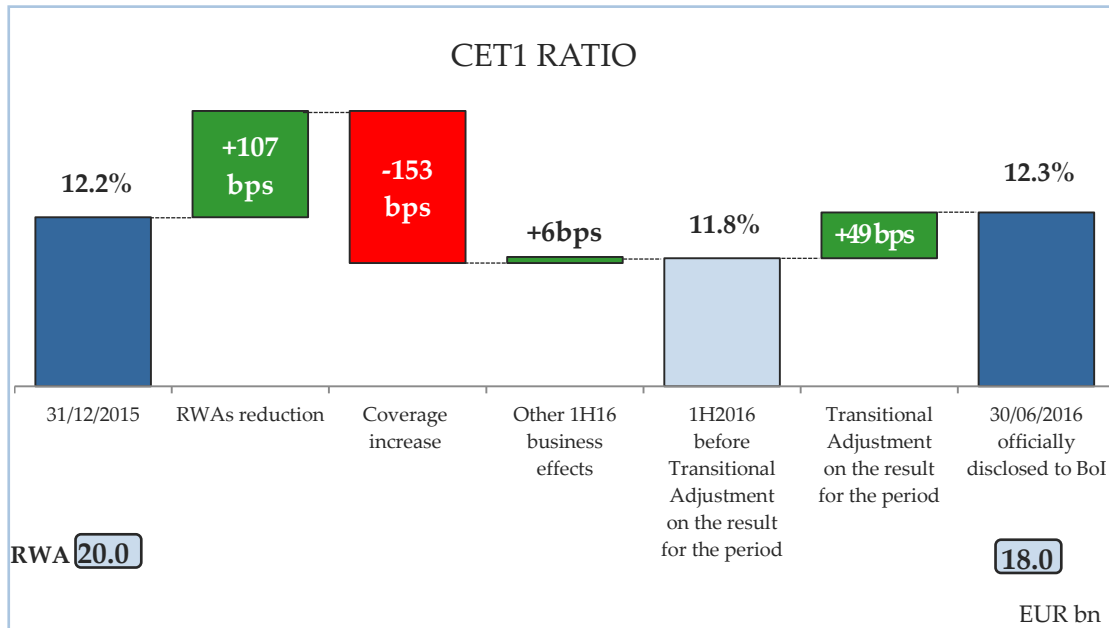
Coverage ratio of bad loans stable at 60.7% (2 p.p. higher than Italy's Banking System average)

Coverage of unlikely to pay exposures up from 25.4% to 30.1% in the quarter, higher than the Italian Banking System average (27.5%)

1. Source: Bank of Italy, Annual Report for 2015

2. Source: 1H16 reports (Carige, MPS, ISP, UCG, BPER, BPM, Credem, UBI, BP, POPSO, Creval, Desio and Veneto Banca)

Capital strength confirmed

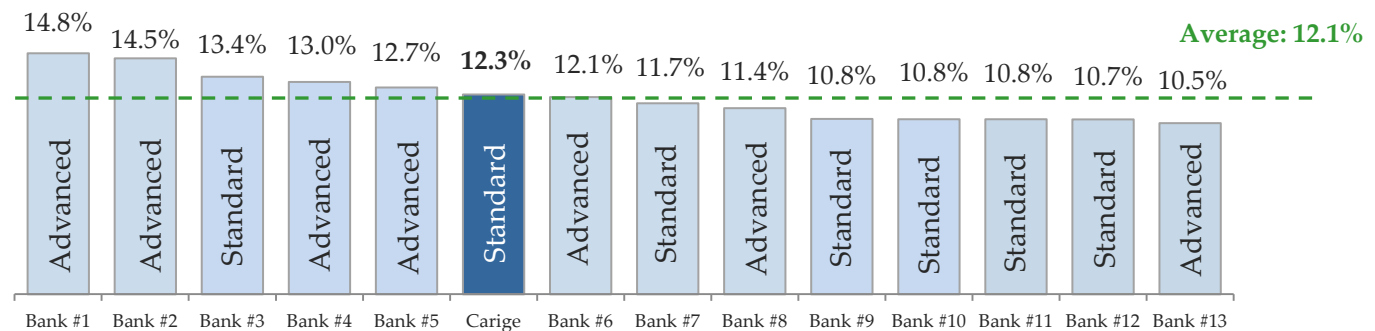


Phased-in CET1 Ratio broadly in excess of SREP ratio (11.25%)

RWAs materially reduced, mainly on the back of major NPL provisions and other optimisation initiatives

Basel 3 Leverage Ratio at 7.4% (officially disclosed to BoI), among the highest of the Italian banking system

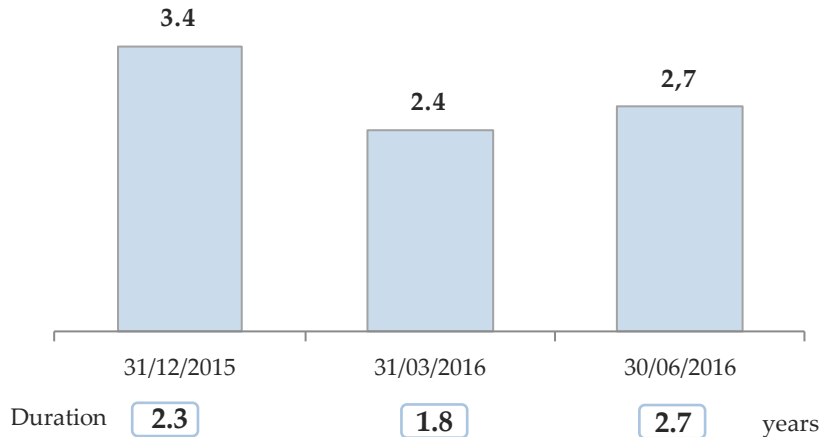
CARIGE VS PEERS 1: CET1 RATIO PHASED-IN



1. Source: 1H16 reports (Carige, MPS, ISP, UCG, Credem, BPM, BPER, Desio, UBI, BP, POPSO, Creval, BPVi and Veneto Banca)

ITALIAN GOVERNMENT BONDS PORTFOLIO

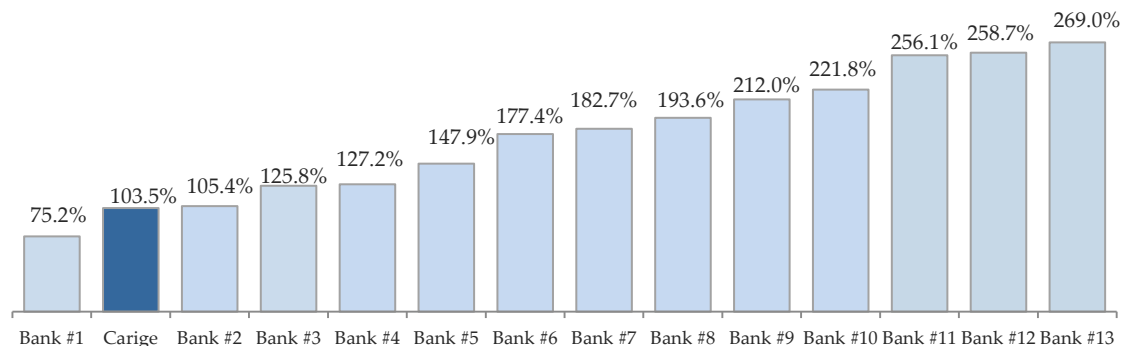
EUR bn



Low risk securities portfolio in sizing and duration

Approximately 98% of the portfolio consists in Government bonds (excluding the stake held in the Bank of Italy)

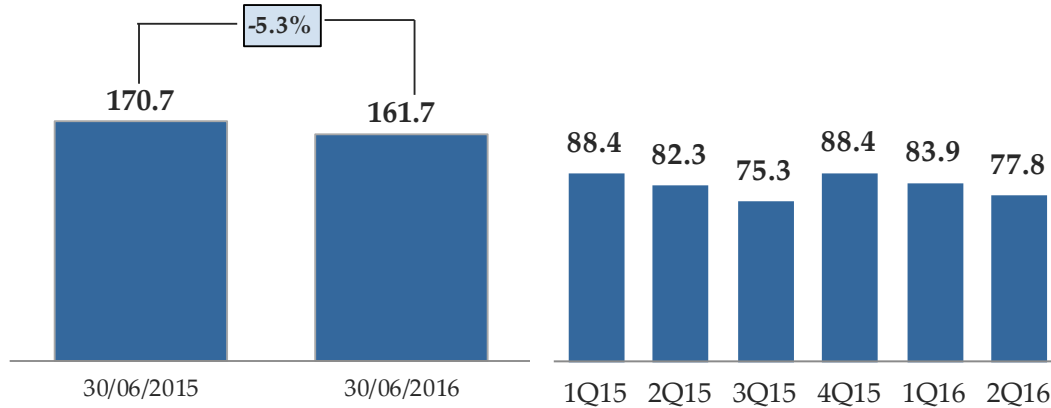
CARIGE VS PEERS ¹ ITALIAN GOVERNMENT BONDS/OWN FUNDS



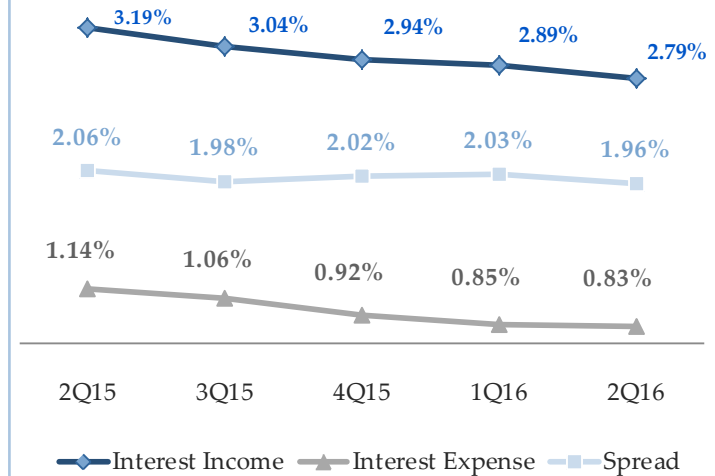
1. Source: 1H16 report (Carige), FY15 (UCG, ISP, MPS, UBI, BP, BPER, BPM, Credem, POPSO, BPVi, Veneto Banca, Creval and Desio)

NET INTEREST INCOME

EUR mln



CUSTOMER SPREAD ¹



1. Average spread referring only to funding/lending

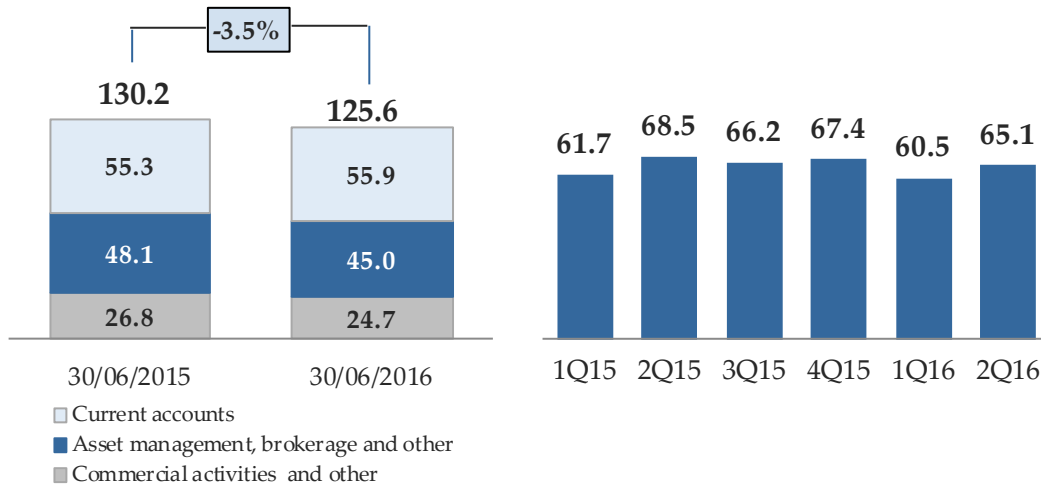
Net Interest Income down due to market rate trends

Average cost of funding continuing to decrease

Customer spread stable, weighed down by average rates on medium/long term loans

NET FEES AND COMMISSIONS

EUR mln

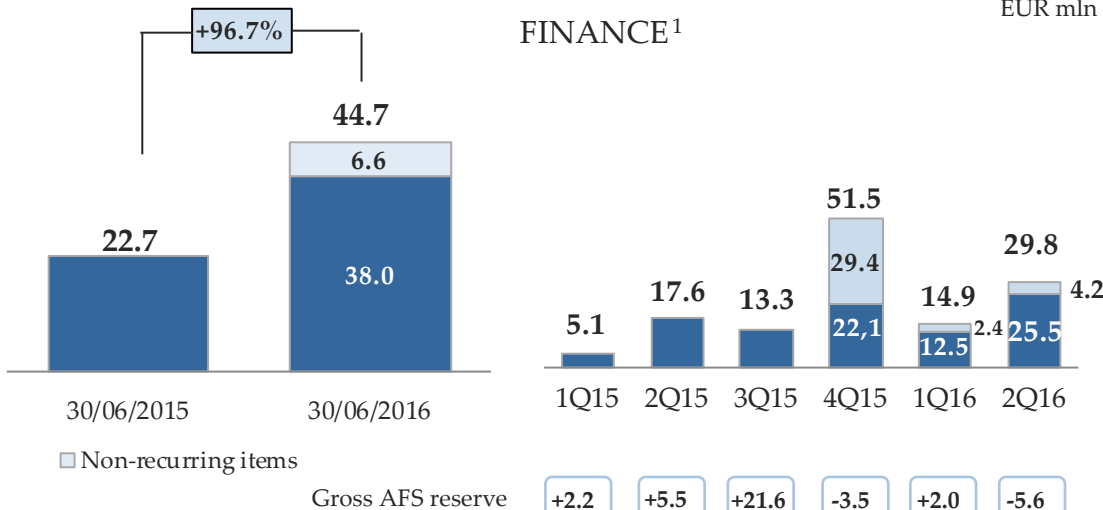


Y/Y decrease in fees and commissions was primarily associated to the reduction in funding and lending volumes with customers

Net fees and commissions were up compared to 1Q 2016, driven by asset management fees and commercial banking commissions

FINANCE¹

EUR mln



Net income from trading/valuation of financial assets (Finance) contributed a positive EUR 44.7 mln

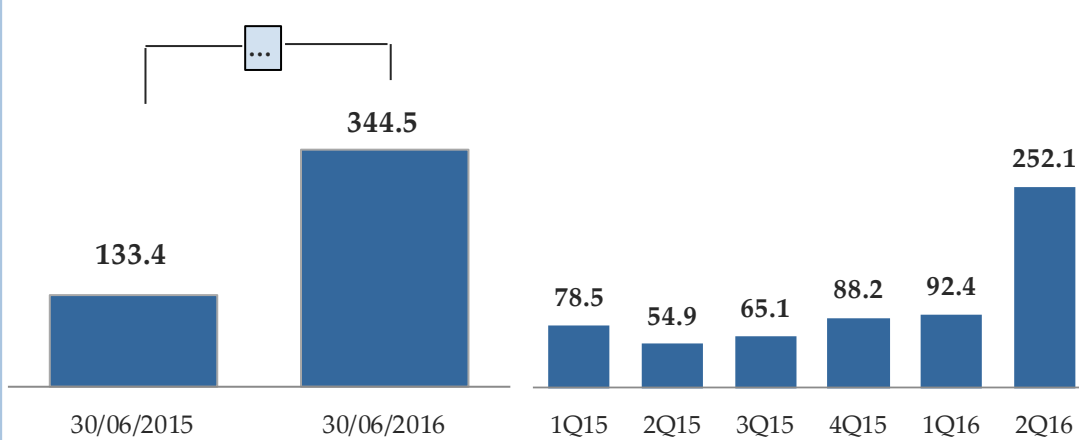
The six-month results include EUR 6.6 mln from disposal of the shareholdings in CartaSi S.p.A. (sold in January 2016 for an amount of EUR 2.4 mln) and Visa Europe Ltd. (sold in June 2016 for an amount of EUR 4.2 mln)

1. Dividend and similar income, net profit (loss) from trading, gains /losses from valuation

Cost of credit reflective of stronger coverage

NET LLPs ¹

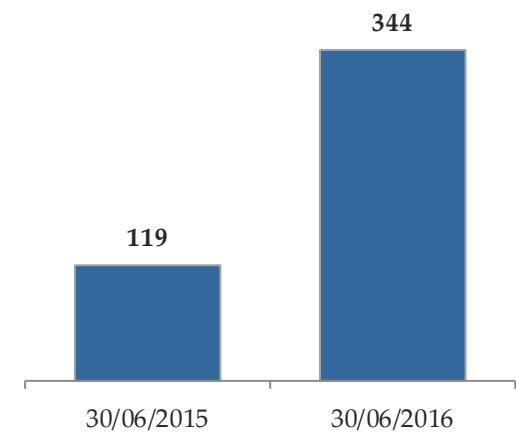
EUR mln



1. Net impairment losses on balance-sheet loans to customers

COST OF CREDIT ²

bps



2. Annualised ratio of 'net impairment losses on balance-sheet loans to customers' over 'net loans to customers'

Net loan loss provisions for the first half of 2016 are inclusive of the results agreed upon with the Supervisory Authorities following the extensive Thematic Review conducted on the loan portfolio

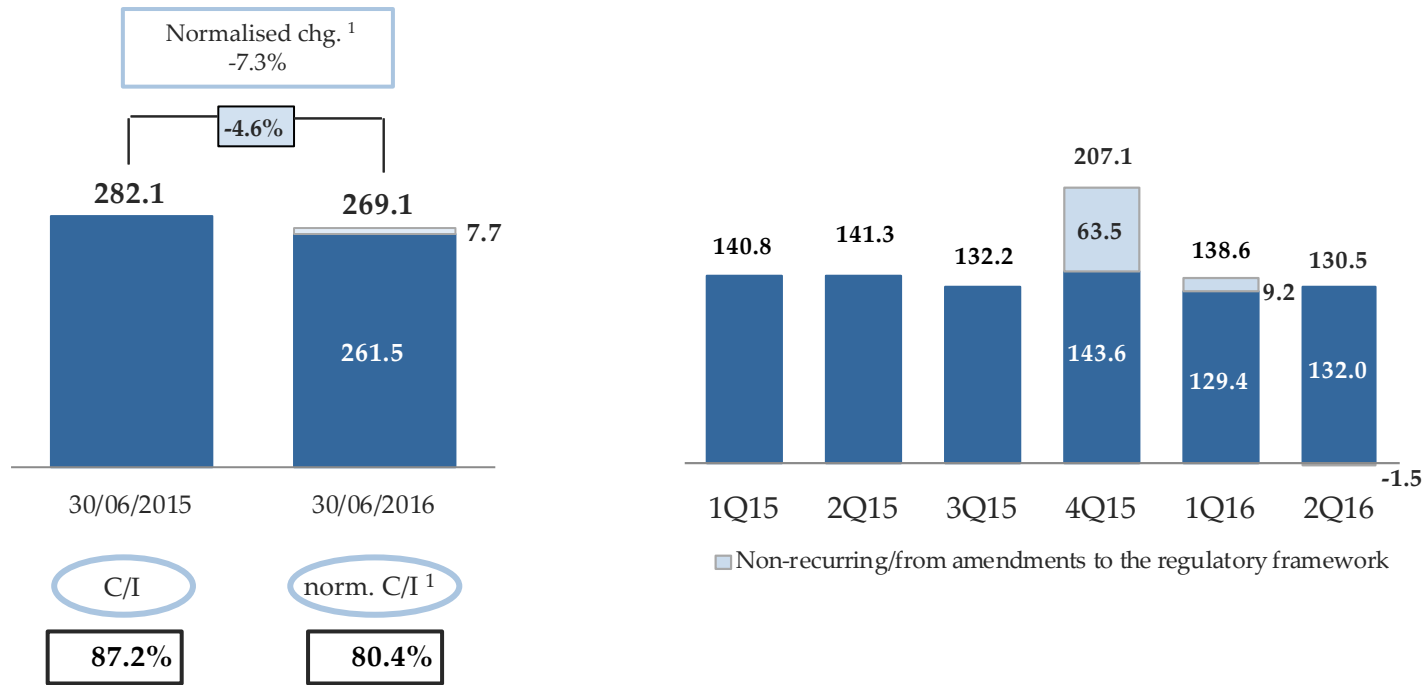
Higher net loan loss provisions (EUR 344.5 mln vs 133.4 mln) led to an increased coverage of NPLs, adjusting the assets book value to more prudential levels thus reducing their risk profile

Vigorous operating cost curbing initiatives



OPERATING EXPENSES

EUR mln

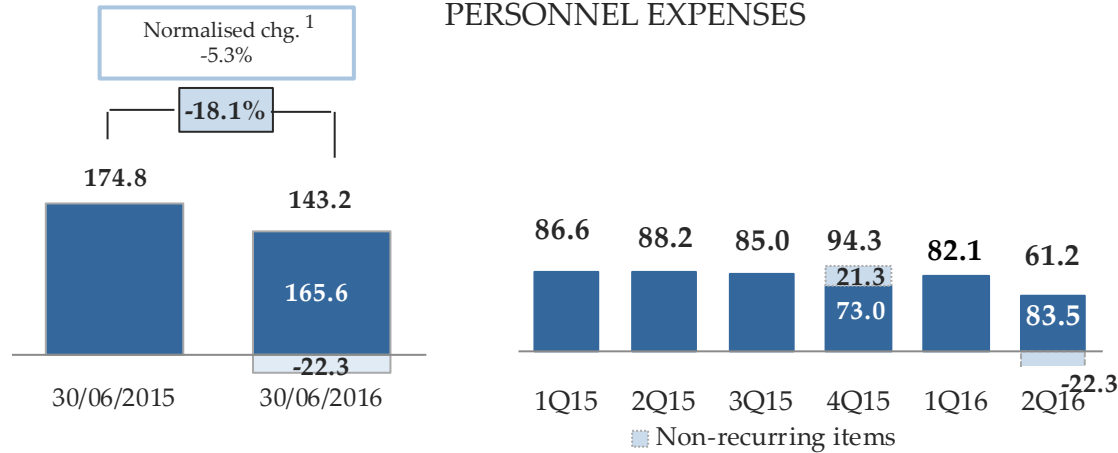


Operating expenses down 7.3%, net of non-recurring items or effects from amendments to the regulatory framework

Normalised cost/income up approximately 7 p.p.

1. Normalised net of the recognition of EUR 9.2 mln worth of contributions paid to the National Resolution Fund for 1Q, EUR 20.8 mln worth of charges for deferred tax assets (DTAs), and EUR 22.3 mln worth of one-off personnel-related revenues in 2Q

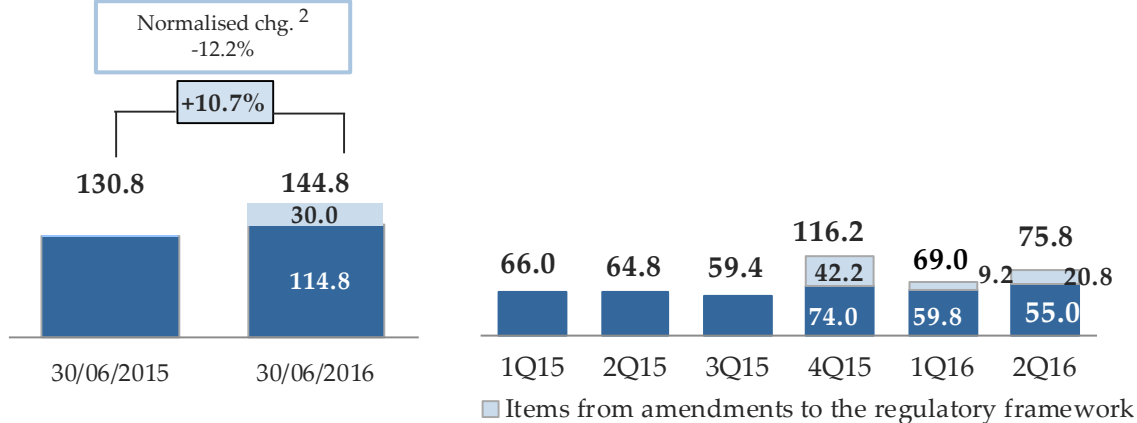
PERSONNEL EXPENSES



Personnel expenses down 5.3% net of non-recurring positive items in connection with agreements on the company supplementary pension scheme

Structural reduction as a result of the union agreement signed in autumn 2014 and the headcount reduction

OTHER ADMINISTRATIVE EXPENSES

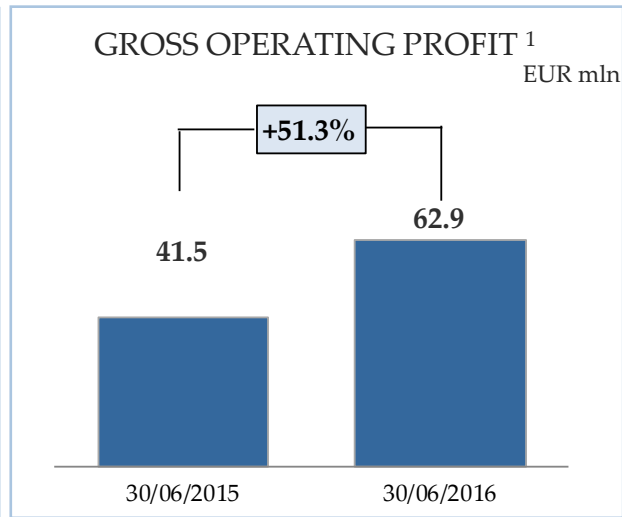
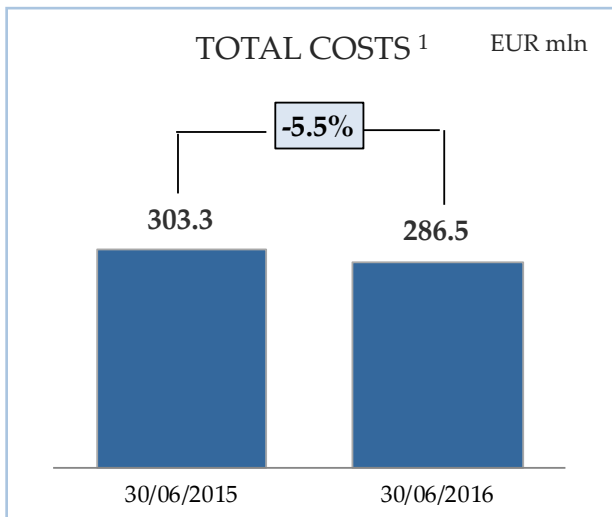
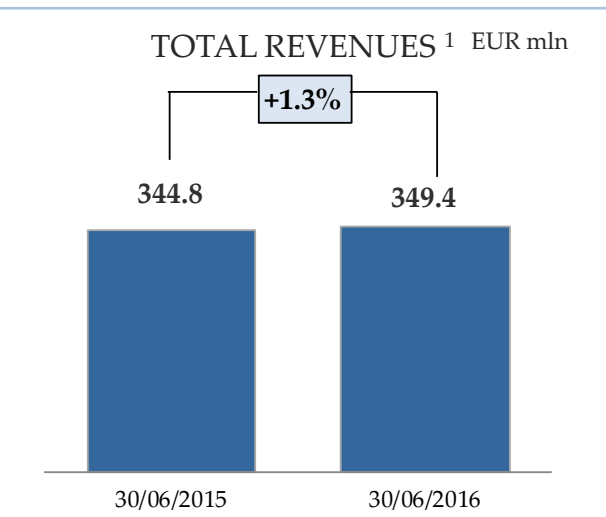


Other administrative expenses down 12.2%, net of effects from amendments to the regulatory framework

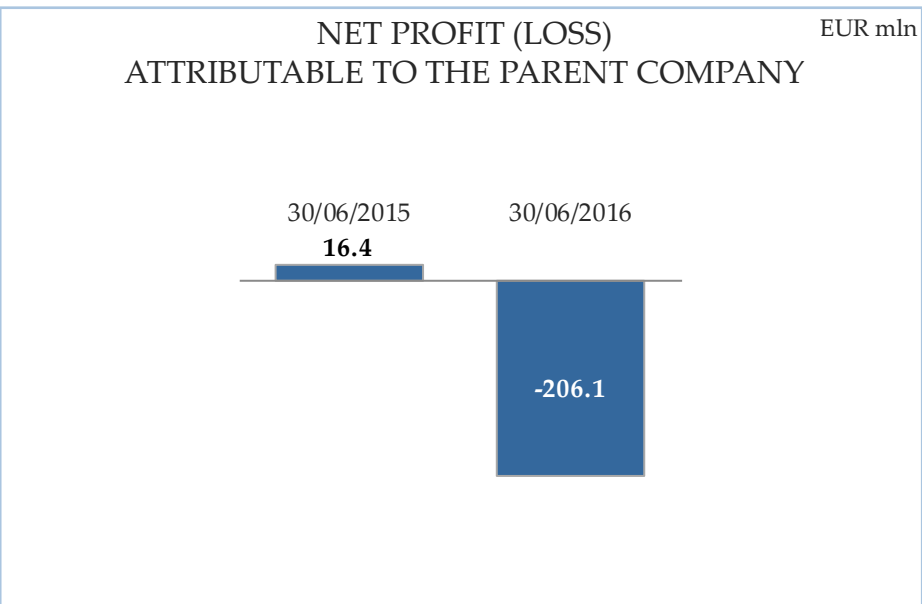
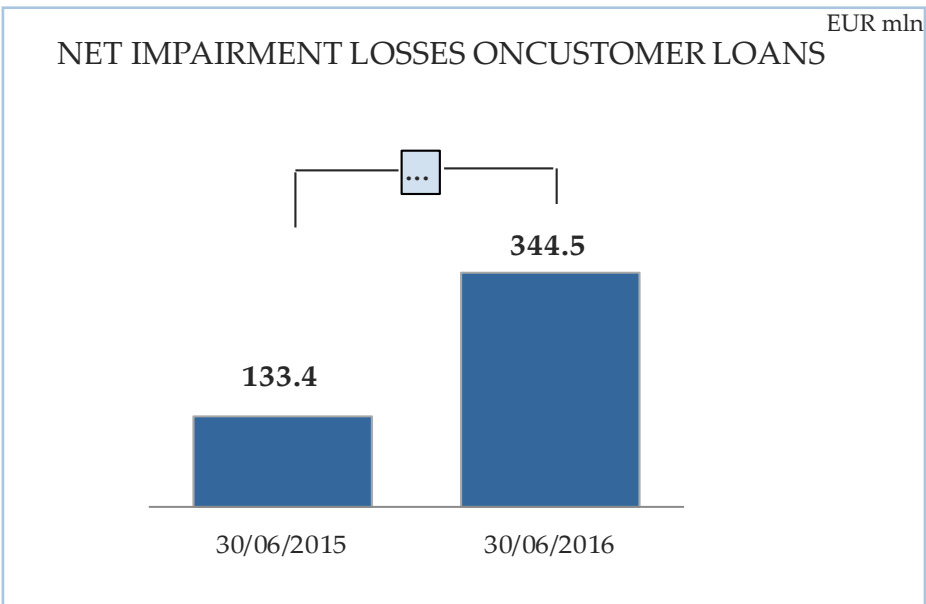
Gradual reduction in *core* expenses as a result of cost-curbing actions implemented

	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
SYSTEMIC CHARGES				42.2 ³	9.2	
DTA CHARGES						20.8
OTHER	66.0	64.8	59.4	74.0	59.8	55.0

- (1) Normalised net of EUR 22.3 mln worth of one-off personnel-related revenues in 2Q
- (2) Normalised net of the recognition of EUR 9.2 mln worth of contributions paid to the National Resolution Fund for Q1, EUR 20.8 mln worth of charges for deferred tax assets (DTAs)
- (3) EUR 38.0 mln contribution to the National Resolution Fund (o.w. EUR 28.5 mln non-recurring) and EUR 4.2 mln contribution to the Italian Deposit Protection Fund (FITD)



1. See attached "Reclassified Consolidated Income Statement"



EUR mln

	Situation as at		Change	
	30/06/16	31/12/15	absolute	%
BALANCE SHEET FIGURES				
Total assets	28,174.1	30,298.9	(2,124.8)	(7.0)
Direct deposits (a)	21,759.1	23,421.8	(1,662.6)	(7.1)
Indirect deposits (b)	21,172.6	21,854.7	(682.1)	(3.1)
- o.w. assets under Management	10,682.4	11,044.6	(362.2)	(3.3)
- o.w. assets under Custody	10,490.2	10,810.1	(319.9)	(3.0)
Overall funding (a+b)	42,931.7	45,276.5	(2,344.8)	(5.2)
Loans to customers ¹	20,057.5	21,472.0	(1,414.4)	(6.6)
Securities portfolio ²	3,024.8	3,815.1	(790.3)	(20.7)
Group's shareholders' equity	2,253.3	2,455.7	(202.4)	(8.2)
INCOME STATEMENT FIGURES	30/06/16	30/6/2015 *		
Net interest income	161.7	170.7	(9.0)	(5.3)
Net fee and commission income	125.6	130.2	(4.6)	(3.5)
Income from finance ³	44.7	22.7	22.0	96.7
Net interest and other banking income	332.0	323.6	8.4	2.6
Operating expenses	(269.1)	(282.1)	13.0	(4.6)
Profit (loss) before tax from continuing operations	(294.4)	(80.1)	(214.3)	...
Net income (loss) attributable to the Parent Company	(206.1)	16.4	(222.5)	...
RESOURCES (end of period)	30/06/16	31/12/15		
Number of branches	624	625	(1)	(0.2)
Headcount	4,975	5,034	(59)	(1.2)
CAPITAL AND CAPITAL RATIOS	30/06/16	31/12/15		
Risk weighted assets ⁴	17,960.2	19,976.6	(2,016)	(10.1)
Common Equity Tier 1 ⁴	2,204.6	2,435.1	(230.5)	(9.5)
Common Equity Tier 1/ Risk weighted assets ⁴	12.3%	12.2%	0.1	
Tier 1 capital/ Risk weighted assets ⁴	12.4%	12.8%	(0.4)	
Own Funds/ Risk weighted assets ⁴	14.4%	14.9%	(0.5)	

* Balances as at 30/06/2015 reflect, with respect to those published, changes resulting from the application of IFRS 5 "Non-current assets held for sale and discontinued operations"

1. Net of debt securities classified as L&R and after value adjustments
2. Balance sheet items 20 (net of derivatives), 40, 60 (only for L&Rs) and 70 (only for L&Rs)
3. Includes income statement items 70, 80, 90, 100(b), 100(c), 100(d) and 110
4. Figures as at 30/06/2016 based on operational estimates pending official reporting

Consolidated Income Statement

EUR mln

INCOME STATEMENT	Situation as at		Change	
	30/06/16	30/06/2015 *	absolute	%
Net interest income	161.7	170.7	(9.0)	(5.3)
Net fee and commission income	125.6	130.2	(4.6)	(3.5)
Income from Finance ¹	44.7	22.7	22.0	96.7
Gains (losses) on disposal/repurchase of loans	-	(0.1)	0.1	(100.0)
NET INTEREST AND OTHER BANKING INCOME	332.0	323.6	8.4	2.6
Net impairment losses/reversals on loans	(344.5)	(133.3)	(211.1)	...
Net impairment losses/reversals on other financial activities ²	4.9	7.6	(2.8)	(36.4)
NET INCOME FROM BANKING ACTIVITIES	(7.6)	197.9	(205.5)	...
OPERATING EXPENSES	(269.1)	(282.1)	13.0	(4.6)
- o.w. Personnel expenses	(143.2)	(174.8)	31.6	(18.1)
- o.w. other administrative expenses	(144.8)	(130.8)	(14.0)	10.7
- o.w. net provisions for risks and charges	(0.2)	(1.2)	1.0	(82.3)
- o.w. net adjustments to/ recoveries on property and equipment and on intangible assets	(23.0)	(25.8)	2.9	(11.2)
- o.w. other operating expenses (income)	42.1	50.6	(8.5)	(16.8)
Profits (losses) on investments in associates and companies subject to joint control and on disposal of investements ³	2.3	4.1	(1.8)	(44.5)
Impairment on goodwill	(19.9)	-	(19.9)	...
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(294.4)	(80.1)	(214.3)	...
Taxes	86.0	24.3	61.6	...
Profit (loss) after tax from discontinued operations	-	72.3	(72.3)	(100.0)
NET PROFIT (LOSS)	(208.4)	16.5	(224.9)	...
- o.w. minority interest	(2.4)	0.1	(2.5)	...
- o.w. Parent Company's	(206.1)	16.4	(222.5)	...

* Balances as at 30/06/2015 reflect, with respect to those published, changes resulting from the application of IFRS 5 "Non-current assets held for sale and discontinued operations"

1. Income statement items 70, 80, 90, 100(b), 100(c), 100(d) and 110
2. Income statement items 130(b) and 130(d)
3. Income statement items 240 and 270

Consolidated Income Statement – quarterly trend

EUR mln

	2Q2016	1Q2016	4Q2015	3Q2015 *	2Q2015 *	1Q2015 *
INCOME STATEMENT						
Net interest income	77.8	83.9	88.4	75.3	82.3	88.4
Net fee and commission income	65.1	60.5	67.4	66.2	68.5	61.7
Income from Finance ¹	29.8	14.9	51.5	13.3	17.6	5.1
Gains (losses) on disposal/repurchase of loans	-	-	(0.0)	0.1	0.0	(0.1)
NET INTEREST AND OTHER BANKING INCOME	172.7	159.3	207.3	154.9	168.4	155.2
Net impairment losses/reversals on loans	(252.1)	(92.4)	(87.7)	(65.1)	(54.9)	(78.5)
Net impairment losses/reversals on other financial activities ²	2.7	2.1	7.1	(0.4)	2.2	5.4
NET INCOME FROM BANKING ACTIVITIES	(76.6)	69.0	126.8	89.5	115.8	82.1
OPERATING EXPENSES	(130.5)	(138.6)	(207.1)	(132.2)	(141.3)	(140.8)
- o.w. Personnel expenses	(61.2)	(82.1)	(94.3)	(85.0)	(88.2)	(86.6)
- o.w. other administrative expenses	(75.8)	(69.0)	(116.2)	(59.4)	(64.8)	(66.0)
- o.w. net provisions for risks and charges	(0.8)	0.6	(6.0)	(2.8)	(1.3)	0.1
- o.w. net adjustments to/ recoveries on property and equipment and on intangible assets	(11.7)	(11.3)	(12.4)	(11.4)	(12.4)	(13.4)
- o.w. other operating expenses (income)	18.9	23.1	21.8	26.5	25.4	25.1
Profits (losses) on investments in associates and companies subject to joint control and on disposal of investements ³	0.0	2.3	(0.2)	2.7	1.5	2.6
Impairment on goodwill	(19.9)	-	(57.1)	-	-	-
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(227.0)	(67.3)	(137.7)	(40.0)	(24.0)	(56.0)
Taxes	61.5	24.4	35.1	22.8	5.6	18.7
Profit (loss) after tax from discontinued operations	-	-	(1.1)	-	80.5	(8.2)
NET PROFIT (LOSS)	(165.5)	(42.9)	(103.6)	(17.2)	62.1	(45.6)
- o.w. minority interest	(0.4)	(1.9)	(2.2)	(0.4)	0.2	(0.1)
- o.w. Parent Company's	(165.1)	(41.0)	(101.4)	(16.8)	61.9	(45.5)

* Quarterly balances reflect, with respect to those published, changes resulting from the application of IFRS 5 "Non-current assets held for sale and discontinued operations"

1. Income statement items 70, 80, 90, 100(b), 100(c), 100(d) and 110
2. Income statement items 130(b) and 130(d)
3. Income statement items 240 and 270

Reclassified Consolidated Income Statement

EUR mln

RECLASSIFIED INCOME STATEMENT	Situation as at		Change	
	30/06/16	30/06/2015 *	absolute	%
Net interest income	161.7	170.7	(9.0)	(5.3)
Net fee and commission income	125.6	130.2	(4.6)	(3.5)
Income from Finance ¹	44.7	22.7	22.0	96.7
Other operating income ²	17.4	21.1	(3.7)	(17.7)
TOTAL REVENUES	349.4	344.8	4.6	1.3
Personnel expenses	(143.2)	(174.8)	31.6	(18.1)
Core administrative expenses ³	(90.1)	(101.4)	11.3	(11.1)
Net provisions for risks and charges	(0.2)	(1.2)	1.0	(82.3)
Systemic charges (National Resolution Fund & Italian Deposit Protection Fund (FITD))	(9.2)	-	(9.2)	...
DTA fees	(20.8)	-	(20.8)	...
Net adjustments to/ recoveries on property and equipment and on intangible assets	(23.0)	(25.8)	2.9	(11.2)
TOTAL COSTS	(286.5)	(303.3)	16.7	(5.5)
GROSS OPERATING PROFIT	62.9	41.5	21.3	51.3
Net impairment losses/reversals on loans	(344.5)	(133.3)	(211.1)	...
Gains (losses) on disposal/repurchase of loans	-	(0.1)	0.1	(100.0)
Net impairment losses/reversals on other financial activities ⁴	4.9	7.6	(2.8)	(36.4)
NET OPERATING PROFIT	(276.7)	(84.2)	(192.6)	...
Profits (losses) on investments in associates and companies subject to joint control and on disposal of investements ⁵	2.3	4.1	(1.8)	(44.5)
Impairment on goodwill	(19.9)	-	(19.9)	...
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(294.4)	(80.0)	(214.3)	...
Taxes	86.0	24.3	61.6	...
Profit (loss) after tax from discontinued operations	-	72.3	(72.3)	(100.0)
NET PROFIT (LOSS)	(208.4)	16.6	(225.0)	...
Minority interest	(2.4)	0.1	(2.5)	...
NET PROFIT (LOSS) FOR THE PERIOD ATTRIBUTABLE TO THE PARENT COMPANY	(206.1)	16.5	(222.5)	...

* Balances as at 30/06/2015 reflect, with respect to those published, changes resulting from the application of IFRS 5 "Non-current assets held for sale and discontinued operations"

1. Includes income statement items 70, 80, 90, 100(b), 100(c), 100(d) and 110
2. Income statement item 220 net of tax recovered from customers
3. Income statement item 180(b) net of systemic charges, DTA fees and tax recovered from customers
4. Includes income statement items 130(b) and 130(d)
5. Includes income statement items 240 and 270

Reclassified Consolidated Income Statement - quarterly trend

EUR mln

RECLASSIFIED INCOME STATEMENT	2Q2016	1Q2016	4Q2015	3Q2015 *	2Q2015 *	1Q2015 *
Net interest income	77.8	83.9	88.4	75.3	82.3	88.4
Net fee and commission income	65.1	60.5	67.4	66.2	68.5	61.7
Income from finance ¹	29.8	14.9	51.5	13.3	17.6	5.1
Other operating income ²	8.0	9.4	9.2	11.3	11.6	9.5
TOTAL REVENUES	180.7	168.7	216.5	166.1	180.0	164.8
Personnel expenses	(61.2)	(82.1)	(94.3)	(85.0)	(88.2)	(86.6)
Core administrative expenses ³	(44.0)	(46.1)	(61.4)	(44.2)	(51.0)	(50.4)
Net provisions for risks and charges	(0.8)	0.6	(6.0)	(2.8)	(1.3)	0.1
Systemic charges (National Resolution Fund & Italian Deposit Protection Fund (FITD))	-	(9.2)	(42.2)	-	-	-
DTA fees	(20.8)	-	-	-	-	-
Net adjustments to/ recoveries on property and equipment and on intangible assets	(11.7)	(11.3)	(12.4)	(11.4)	(12.4)	(13.4)
TOTAL COSTS	(138.5)	(148.0)	(216.3)	(143.4)	(152.9)	(150.3)
GROSS OPERATING PROFIT	42.2	20.7	0.2	22.7	27.1	14.4
Net impairment losses/reversals on loans	(252.1)	(92.4)	(87.7)	(65.1)	(54.9)	(78.5)
Gains (losses) on disposal/repurchase of loans	-	-	(0.0)	0.1	-	(0.1)
Net impairment losses/reversals on other financial activities ⁴	2.7	2.1	7.1	(0.4)	2.2	5.4
NET OPERATING PROFIT	(207.1)	(69.6)	(80.4)	(42.7)	(25.5)	(58.7)
Profits (losses) on investments in associates and companies subject to joint control and on disposal of investements ⁵	0.0	2.3	(0.2)	2.7	1.5	2.6
Impairment on goodwill	(19.9)	-	(57.1)	-	-	-
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(227.0)	(67.3)	(137.7)	(40.0)	(24.0)	(56.0)
Taxes	61.5	24.4	35.1	22.8	5.6	18.7
Profit (loss) after tax from discontinued operations	-	-	(1.1)	-	80.5	(8.2)
NET PROFIT (LOSS)	(165.5)	(42.9)	(103.6)	(17.2)	62.1	(45.6)
Minority interest	(0.4)	(1.9)	(2.2)	(0.4)	0.2	(0.1)
NET PROFIT (LOSS) FOR THE PERIOD ATTRIBUTABLE TO THE PARENT COMPANY	(165.1)	(41.0)	(101.4)	(16.8)	61.9	(45.5)

* Balances as at 30/06/2015 reflect, with respect to those published, changes resulting from the application of IFRS 5 "Non-current assets held for sale and discontinued operations"

1. Includes income statement items 70, 80, 90, 100(b), 100(c), 100(d) and 110
2. Income statement item 220 net of tax recovered from customers
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5. Includes income statement items 240 and 270

30/06/2016								
Loans	Gross	%	Loan losses	Net	%	Coverage	Coverage including write-offs	Coverage Avg. regional peer ¹
Bad loans	3,658.2	15.6%	2,220.0	1,438.2	7.2%	60.7%	62.6%	54.2%
Unlikely to pay	3,121.7	13.3%	939.1	2,182.6	10.9%	30.1%	31.9%	24.6%
Past Due	231.1	1.0%	36.2	194.9	1.0%	15.7%	15.7%	11.3%
Non-performing loans	7,010.9	30.0%	3,195.3	3,815.6	19.0%	45.6%	47.6%	40.5%
Performing loans	16,378.1	70.0%	136.1	16,241.9	81.0%	0.8%	0.8%	0.6%
Total loans to customers	23,389.0	100.0%	3,331.5	20,057.5	100.0%	14.2%	15.2%	8.5%

0.9% net of REPOs

31/03/2016							31/12/2015					
Loans	Gross	%	Loan losses	Net	%	Coverage	Gross	%	Loan losses	Net	%	Coverage
Bad loans	3,511.5	14.7%	2,131.3	1,380.2	6.7%	60.7%	3,510.8	14.3%	2,120.4	1,390.5	6.5%	60.4%
Unlikely to pay	3,065.3	12.9%	779.1	2,286.3	11.0%	25.4%	3,034.6	12.4%	734.0	2,300.6	10.7%	24.2%
Past Due	291.1	1.2%	46.6	244.5	1.2%	16.0%	278.1	1.1%	41.3	236.8	1.1%	14.9%
Non-performing loans	6,867.9	28.8%	2,956.9	3,911.0	18.9%	43.1%	6,823.6	27.8%	2,895.7	3,927.9	18.3%	42.4%
Performing loans	16,946.5	71.2%	136.5	16,810.0	81.1%	0.8%	17,690.3	72.2%	146.2	17,544.1	81.7%	0.8%
Total loans to customers	23,814.5	100.0%	3,093.4	20,721.0	100.0%	13.0%	24,513.9	100.0%	3,041.9	21,472.0	100.0%	12.4%

1. Source: Unweighted average of 1H16 data published by UBI, Banco Popolare, BPER, BPM, Credem, POPSO, Veneto Banca, Creval and Desio

● **1H16 consolidated results**

● **2016-2020 Strategic Plan**



2016-2020 Strategic plan

Genoa, 29 June 2016

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Section 1

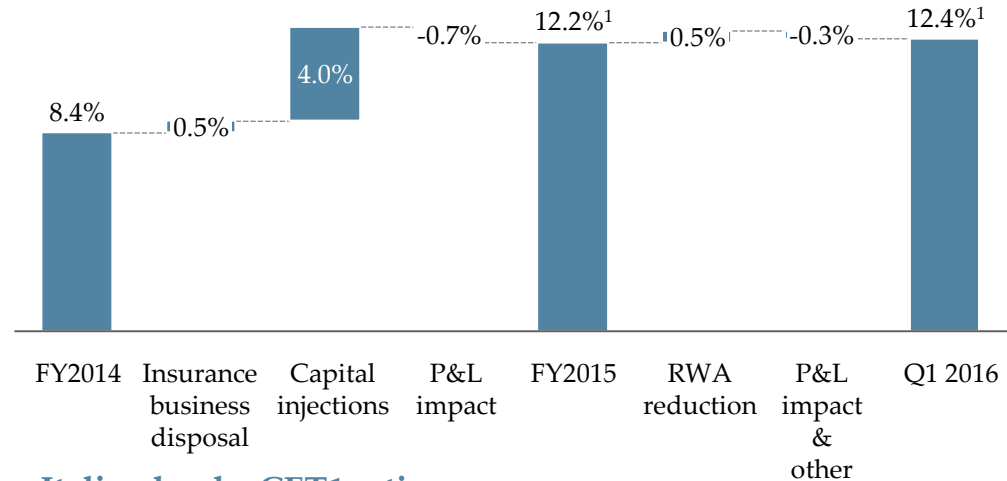
Carige today

Over the course of the last years, Carige has improved its capital position

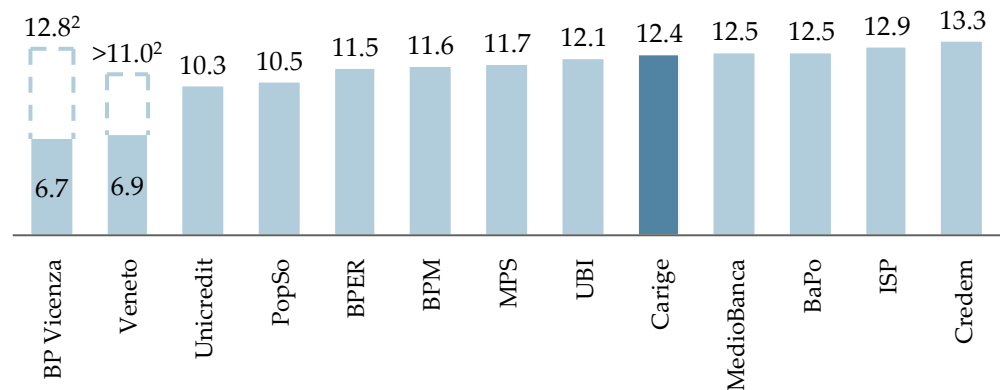
Highlights

- Carige Group has a CET1 ratio equal to 12.4% as at 31 March 2016
- Compared to December 2014 (8.4%), the capital position has been improved due to the capital increase of 2 July 2015, after which the ownership structure was deeply renewed
- Over the last 15 months the capital position has been affected by the Group's negative results (-1% in CET1 ratio) and, marginally, by the disposal of the insurance business and by RWA reduction

CET1 ratio evolution 2013 – Q1 2016, %



Italian banks CET1 ratio Q1 2016, %



1. CET1 phased in | 2. BP Vicenza reached a pro forma CET1 ratio of 12.8% after recapitalization; Veneto is expected to reach a CET1 ratio of over 11% after recapitalization | Source: Financial reporting as at 31.3.2016, BP Vicenza's pre-capitalization ratio as at 31/12/2015

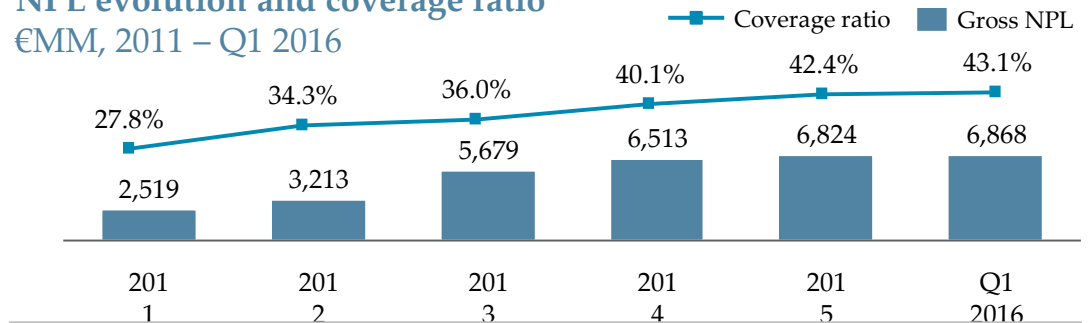
NPL portfolio gradually provisioned for and several restructuring agreements finalized

Highlights

- Decrease in NPL growth since 2014
- Actions put in place to manage NPL stock:
 - Restructuring of ca. €1.4BN unlikely-to-pay exposures
 - Significant provisioning on bad loans over the last 3 years
- Bad loans coverage levels are above system average, but total NPL coverage ratio remains below average

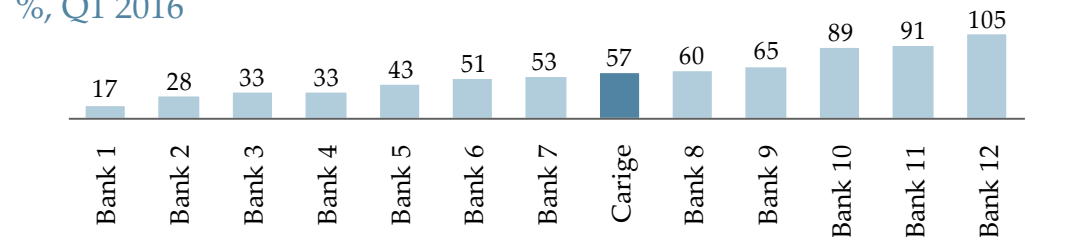
NPL evolution and coverage ratio

€MM, 2011 – Q1 2016



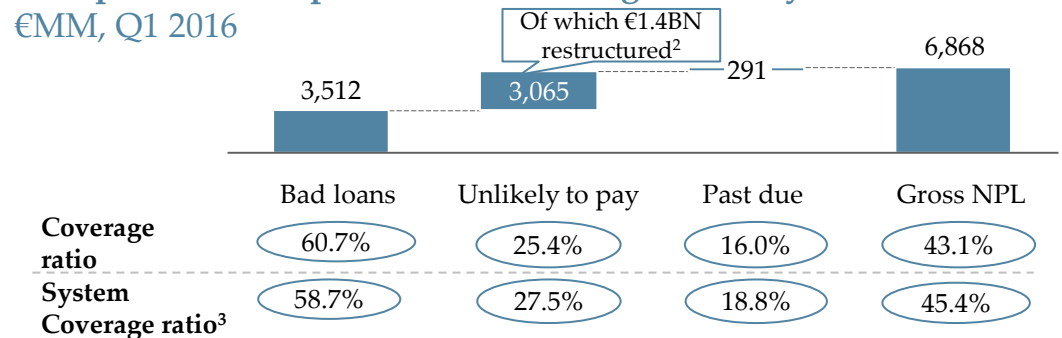
Texas ratio bad loans¹

%, Q1 2016



NPL portfolio composition and coverage ratios by status

€MM, Q1 2016



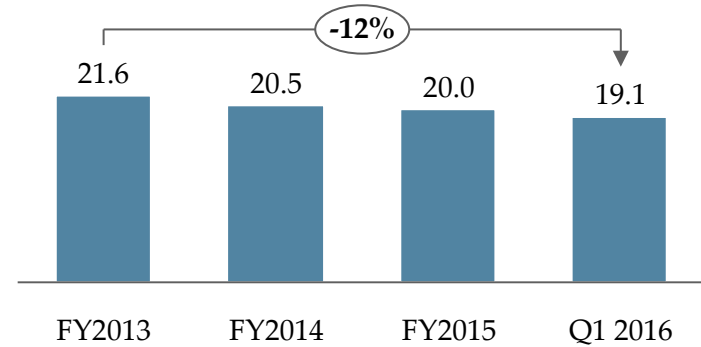
1. Texas ratio calculated as net bad loans / own funds | 2. Other €670MM have been identified and are to be ratified by the Credit Committee | 3. Banca d'Italia, Annual 2015 Report

Carige has reduced RWAs and exposure to sovereign risk

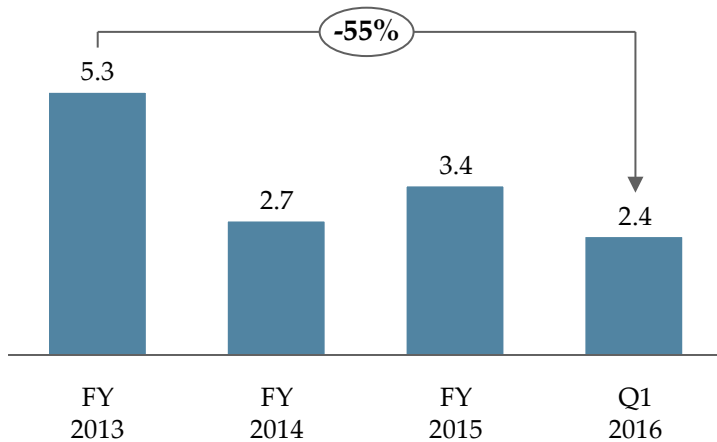
Highlights

- Carige has implemented a set of actions to attain a more conservative risk profile:
 - Reduced exposure to market / sovereign risk
 - Reduced RWA by deleveraging

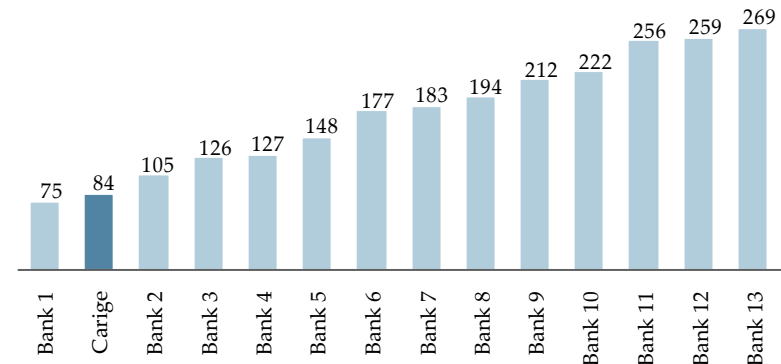
RWA evolution
€BN, 2013 – Q1 2016



Italian treasuries portfolio
€BN, 2013 – Q1 2016



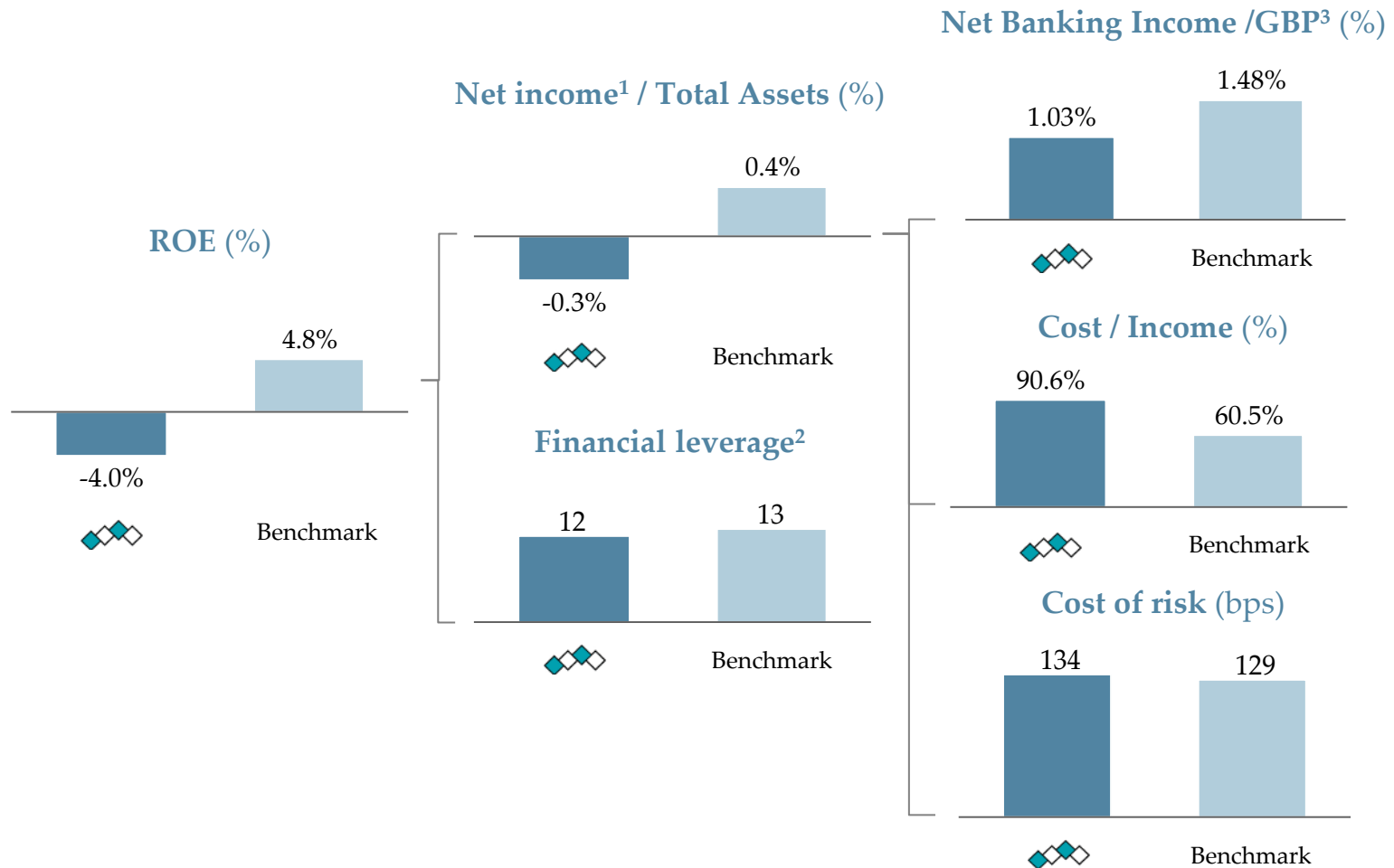
Italian treasuries portfolio / Own funds
%, FY 2015 – Q1 2016¹



1. Source: FY 2015 financial reporting published by UCG, ISP, MPS, UBI, BP, BPER, BPM, Credem, POPSO, BPVi, Veneto Banca, Creval, Banco Desio - Banca Carige (1Q16)

Carige ended 2015 with a lower-than-benchmark profitability

ROE tree, 2015



1. Net income attributable to the Parent Company | 2. Total assets / Own funds | 3. Gross Banking Product: customer loans + direct funding + indirect funding
 Note: Benchmark based on peer banks: UBI, BPM, BaPo, BPER, PopSondrio, Creval, Credem

Section 2

Recent developments and Strategic Plan underlying assumptions

The new Strategic Plan

Exogenous factors

- Low economic growth
- Persisting low interest rates over the economic cycle
- Lower banking credit growth
- Overall turbulence in the Italian banking sector due to resolution of 4 banks and other situations of distress

Bank specific factors

- Persistently poor economic performance
- Unviable cost income ratio
- Liquidity pressure until Q1 2016
- NPL incidence above market average

Regulatory factors

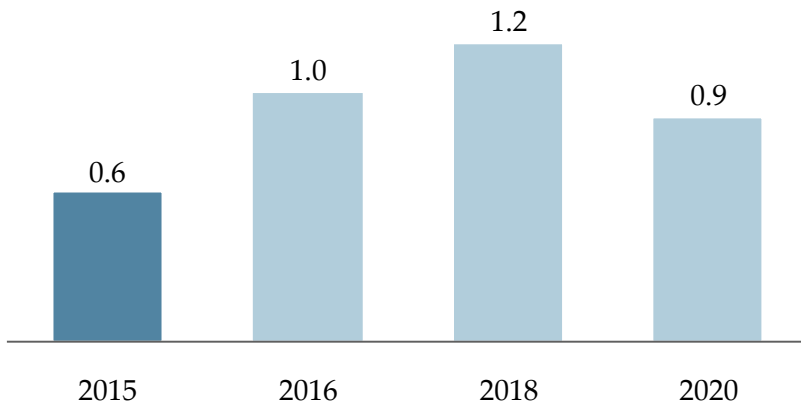
- Increased scrutiny by Supervisors on NPL levels and ability of banks to reduce non performing exposure
- Request for submission of a new Strategic Plan (to effectively address the bank's structural weaknesses) and an updated funding plan

Recent initiatives

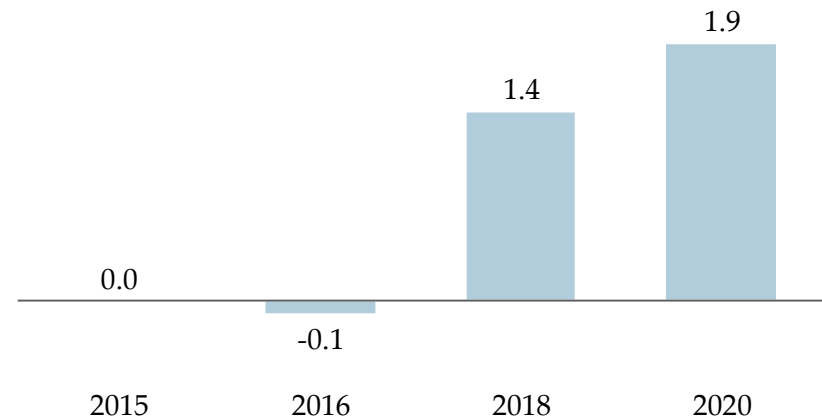
- A new Board of Directors was appointed on 31 March 2016
- On 31 May 2016 the bank submitted the guidelines to the new Strategic Plan as well as the updated Funding Plan
- The bank responds today to the ECB request to submit a new Strategic Plan

Assumption underlying the 2016-2020 Strategic Plan

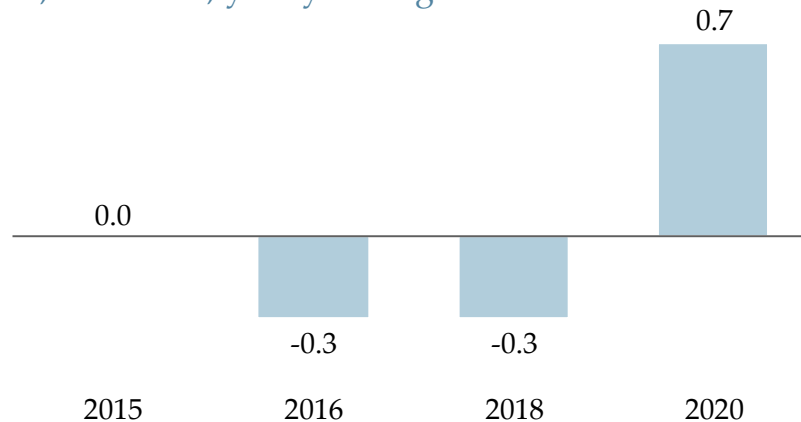
Italian real GDP evolution¹
%, y/y chg, 2015-2020



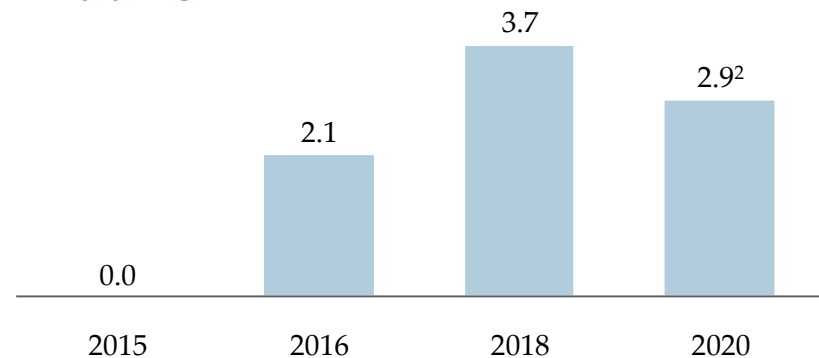
Inflation rate¹
%, 2015-2020



3m Euribor evolution¹
%, 2015-2020, yearly average



Growth rate of Gross loans to customers¹
%, y/y chg, 2015-2020



1. Evolution until 2018 from Prometeia report, 2020 evolution from Oxford economics projections | 2. Assuming inertial credit growth from 2019 onwards
Source: Prometeia "Report bilanci bancari Marzo 2016"; Oxford economics

Section 3

Carige tomorrow: 2020 Plan strategic vision

Carige aims to be a regional champion, focused on its core regions and key clients (retail and SMEs)



Vision

A leading commercial bank, in its core geographical regions, which closely serves its clients through a wide ranging offer for Retail and SMEs

- Geographically focused footprint in its core region (Liguria)

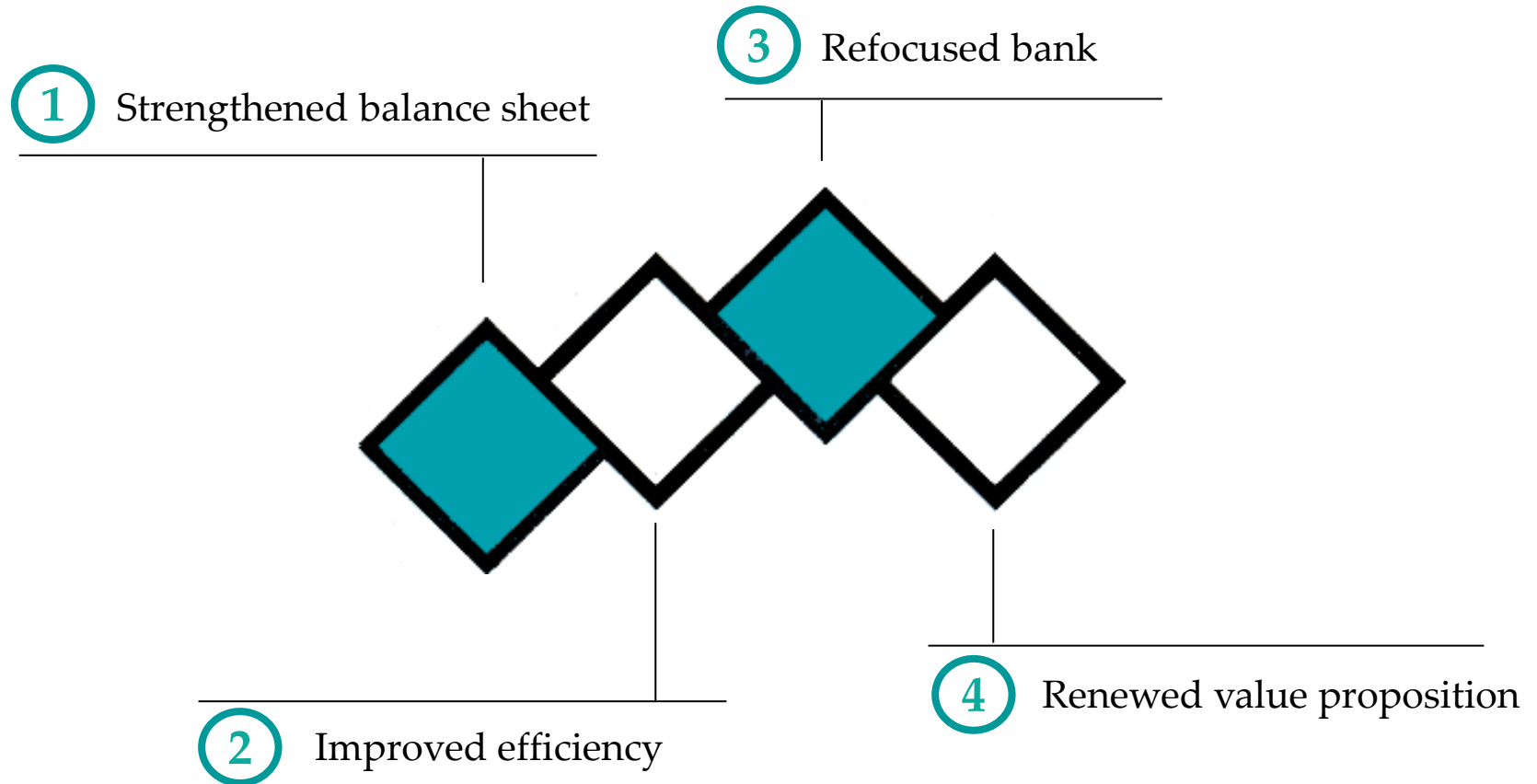
- Lean and efficient bank

- Retail and SME client focus, with a revised commercial model

- Enhanced multichannel offer to reinforce delivery model

Strategic Pillars

Carige 2020 vision revolves around four key strategic objectives



These strategic objectives will be achieved through a series of well defined initiatives

Strategic initiatives

Levers

1	Strengthened balance sheet
2	Improved efficiency
3	Refocused bank
4	Renewed value proposition

- 1.1 Active focus on NPL disposal program
 - 1.2 New approach to NPL management through a dedicated unit
 - 1.3 Rebalanced funding mix and reduced cost of funding
 - 1.4 Capital position supported by profit retention
-
- 2.1 Branch reduction
 - 2.2 Optimized distribution model through improvement of branch processes
 - 2.3 Upgraded ICT infrastructure through partial outsourcing and investments in key strategic areas
 - 2.4 Smaller and simpler organization with efficient spending
 - 2.5 Focus on operating expenses efficiency
-
- 3.1 Regional geographical footprint
 - 3.2 Well-defined portfolio segmentation
 - 3.3 Refocus on Retail and Small business
-
- 4.1 Reinforced delivery model on key segments supported by a strengthened multichannel offer
 - 4.2 Enhanced digital offering
 - 4.3 Improved cross selling and wealth management offer
 - 4.4 Strengthened consumer credit offer
 - 4.5 Increased penetration in Small Business
 - 4.6 Focus on Mid-cap and reduced Large Corporate exposure

Section 3

Key strategic initiatives

These strategic objectives will be achieved through a series of well defined initiatives

Strategic initiatives

- ① **Strengthened balance sheet**
- ② Improved efficiency
- ③ Refocused bank
- ④ Renewed value proposition

Levers

- 1.1 Active focus on NPL disposal program
- 1.2 New approach to NPL management through a dedicated unit
- 1.3 Rebalanced funding mix and reduced cost of funding
- 1.4 Capital position supported by profit retention

① Strengthened balance sheet

Active focus on NPL disposal program

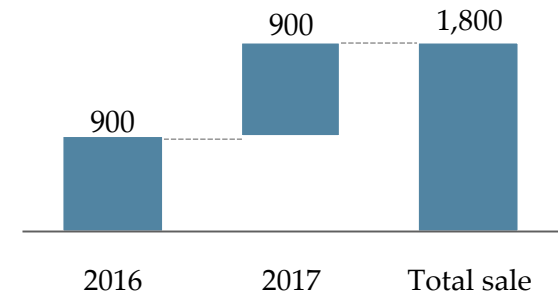
Main actions

NPL sale

- Dispose of one or more tranches for ca. €900MM by end of 2016, through a competitive bidding process
- Sell second portfolio of ca. €900MM in the second half of 2017 according to contingent market conditions
- Careful selection scope of disposal to minimize capital impacts and maximizing RWAs reduction
- Select portfolios of bad loans to reduce operational workload
- Best use of all instruments available in the market (true sales, securitization, Atlante, GACS²)
- Develop a recurring approach to disposals to further reduce stock growth

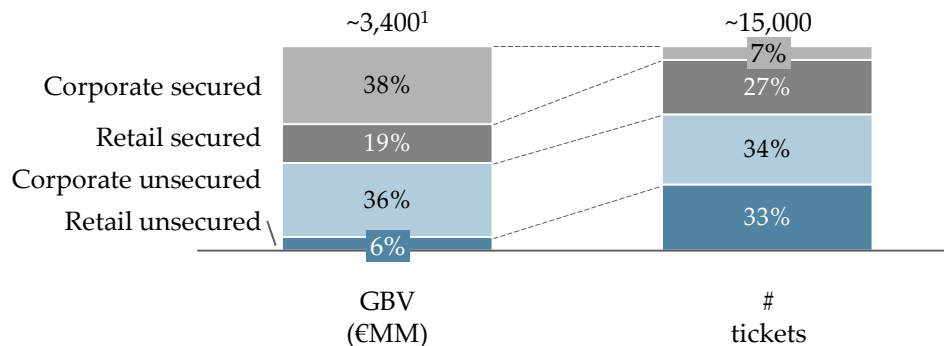
Initial hypothesis on NPL disposal plan

€MM of GBV



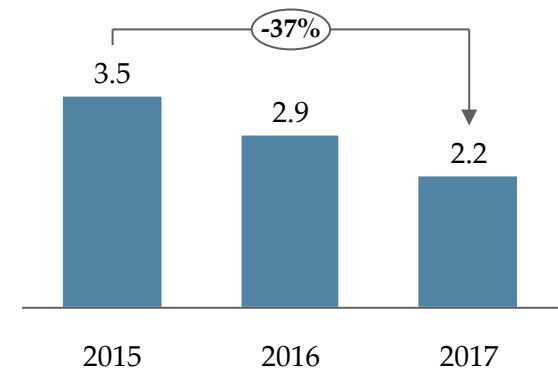
Current bad loans portfolio highlights

Q1 2016



Evolution of bad loans stock

€BN



1. Does not include Creditis and bad loans not yet transitioned to debt collection litigation – Only mortgage backed positions shall be considered secured

2. Garanzia per la collateralizzazione delle sofferenze: government guarantee schemes for bad loans securitization

① Strengthened balance sheet

New approach to NPL management through a dedicated unit

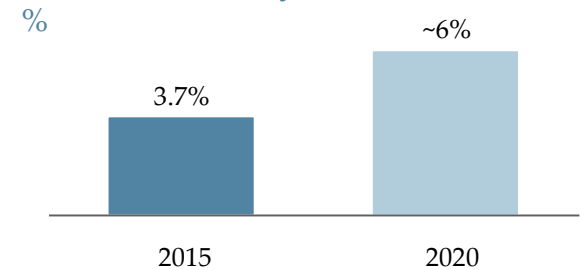
Main actions

NPL unit	<ul style="list-style-type: none"> Strengthen NPL unit, with higher autonomy and improved of operational capabilities Increase resources by ca. 60 to boost NPL workout and recovery Segment the portfolio and establish a customer driven operating model focusing on higher value added positions Outsource low value added positions and carefully manage servicers Develop specialized management agreements for single name positions
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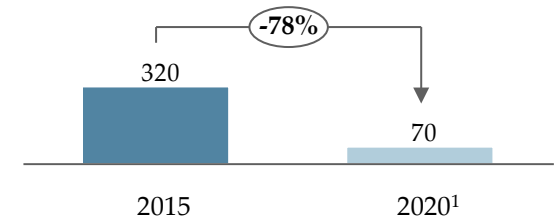
NPL unit activities

Strategy & analytics	<ul style="list-style-type: none"> Define NPL strategy and set performance goals
UTP restructuring	<ul style="list-style-type: none"> Restructure large tickets adopting ad-hoc solutions
Bad loans recovery	<ul style="list-style-type: none"> Manage large tickets, focusing on out-of-court resolution
PD monitoring	<ul style="list-style-type: none"> Monitor large Past-due exposures and support commercial network in their management
Outsourcing process mgmt.	<ul style="list-style-type: none"> Select and manage outsourcers
RE Management	<ul style="list-style-type: none"> Evaluate and actively manage RE stock
NPL sale	<ul style="list-style-type: none"> Execute NPL transactions

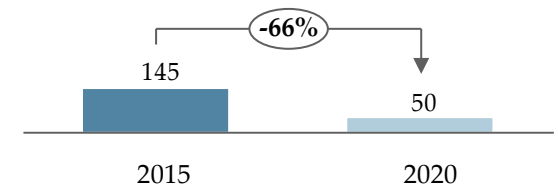
Bad loans recovery rate



bad loans ticket / Employee Tickets > €25K



UTP tickets / Employee Tickets > €25K



The unit may evolve to support more structural solutions for NPL management

1. Considers €1.8BN NPL disposal

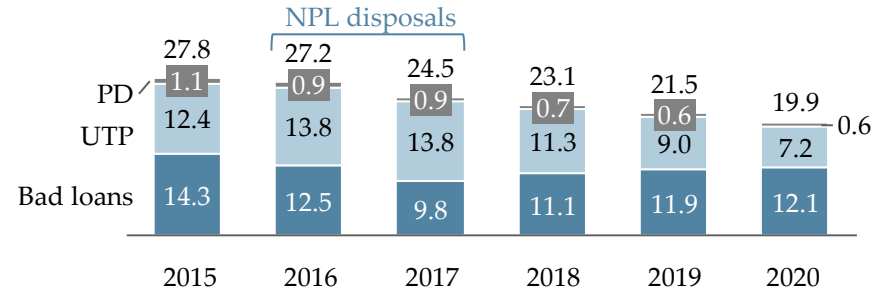
① Strengthened balance sheet

Actions on NPL will drive a reduction of the Gross NPL ratio to 19.9%

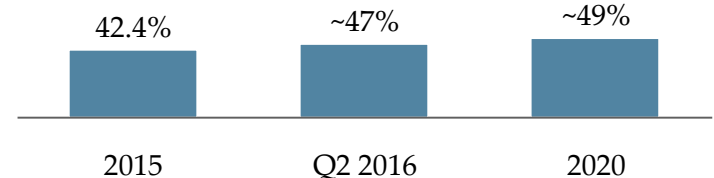
Highlights on NPL actions

NPL stock	<ul style="list-style-type: none"> • Steep reduction of the NPL portfolio through discontinuity actions • Further NPL ratio and stock composition improvement through the strengthening of the existing NPL unit in order to: <ul style="list-style-type: none"> – Increase cure rate from UTP to performing – Accelerate migration of UTP to bad loans
Coverage ratio	<ul style="list-style-type: none"> • Improve coverage ratio on NPL portfolio as early as from Q2 2016 • Constant increase of coverage levels for all NPL credit statuses throughout the Plan
Cost of risk	<ul style="list-style-type: none"> • Align cost of risk to market standard

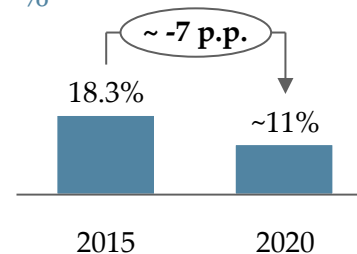
Evolution of Gross NPL ratio % 2015-2020



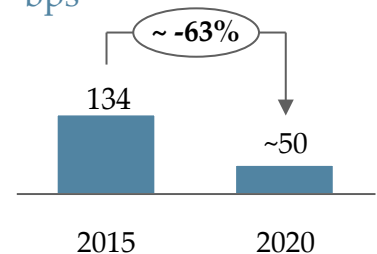
NPL coverage ratio %



Net NPL ratio %



Cost of risk bps



① Strengthened balance sheet

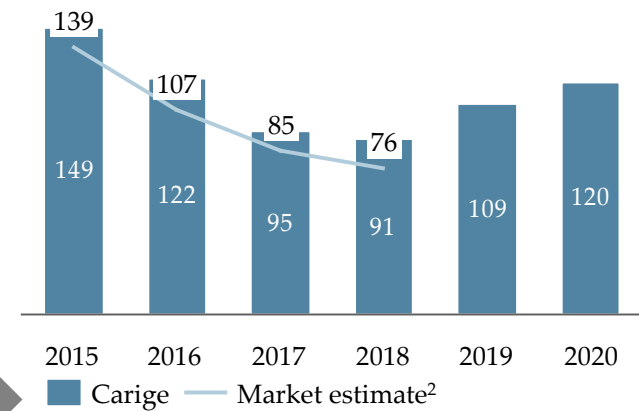
Rebalanced funding mix and reduced cost of funding

Main actions

Funding and Liquidity	<ul style="list-style-type: none"> Participate in the T-LTRO2 programme for up to €3.4BN, of which €2.5BN in June 2016 and €800/900MM in December 2016 Convert Retail Bonds into MLT retail debt (term deposits and similar products) Increase issuance of wholesale debt instruments (covered bonds), also including via access to private placement Reduce cost of funding through deposits' analytical pricing Maintain LCR largely above regulatory requirement
Bankit stake disposal	<ul style="list-style-type: none"> Dispose of Bankit stake in excess of maximum shareholding limit allowed (3%)

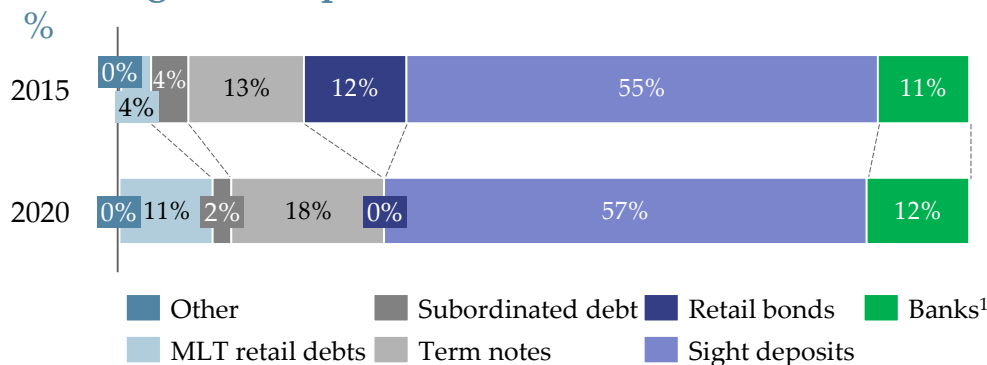
Average cost of funding

Bps, 2015 – 2020



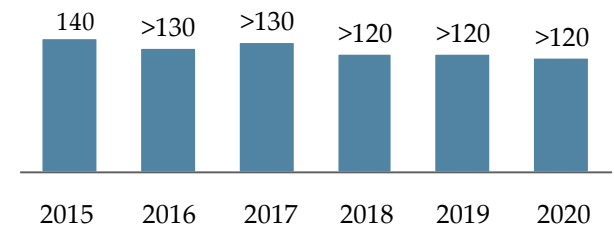
Funding mix composition

%



Liquidity coverage ratio

%, 2015 – 2020



1. Includes exposure to ECB
Source: Prometeia forecasts available until 2018

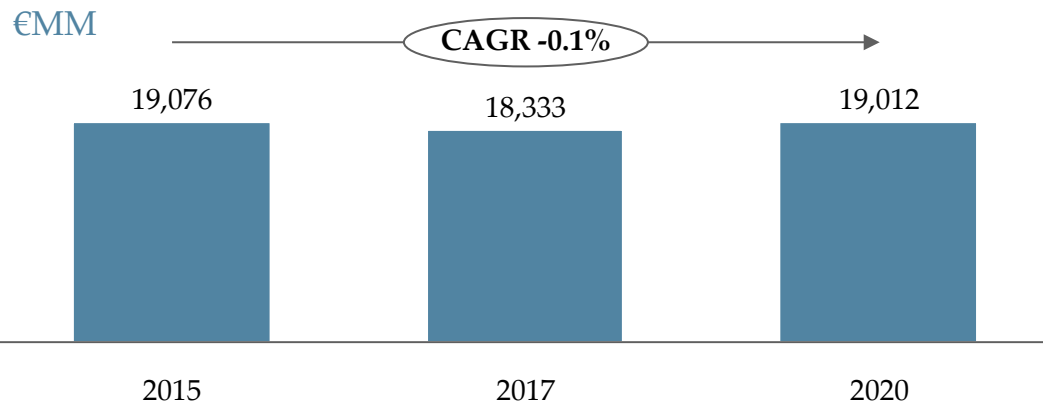
① Strengthened balance sheet

Capital position supported by profit retention

Main actions

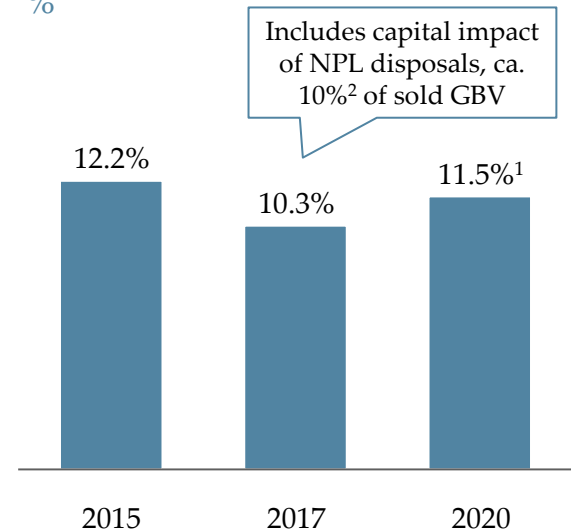
Improve capital position	<ul style="list-style-type: none"> • Self funding supported by reinvestment of profit • Review and strengthen the capital adequacy process (ICAAP) and the liquidity adequacy process (ILAAP) in order to improve the Group's internal processes • Continuously control book quality and capital absorption • A CET1 capital requirement reduction by the Supervisor is assumed following 2016 provisions and NPL disposals • Capital measures will be proposed only if necessary
Deleveraging	<ul style="list-style-type: none"> • Reduce RWAs by ca. €180MM through the disposal of non functional RE assets for approximately €140MM and owned real estate, associated with branches to be closed, for ca. €40MM

RWAs evolution



CET1 ratio

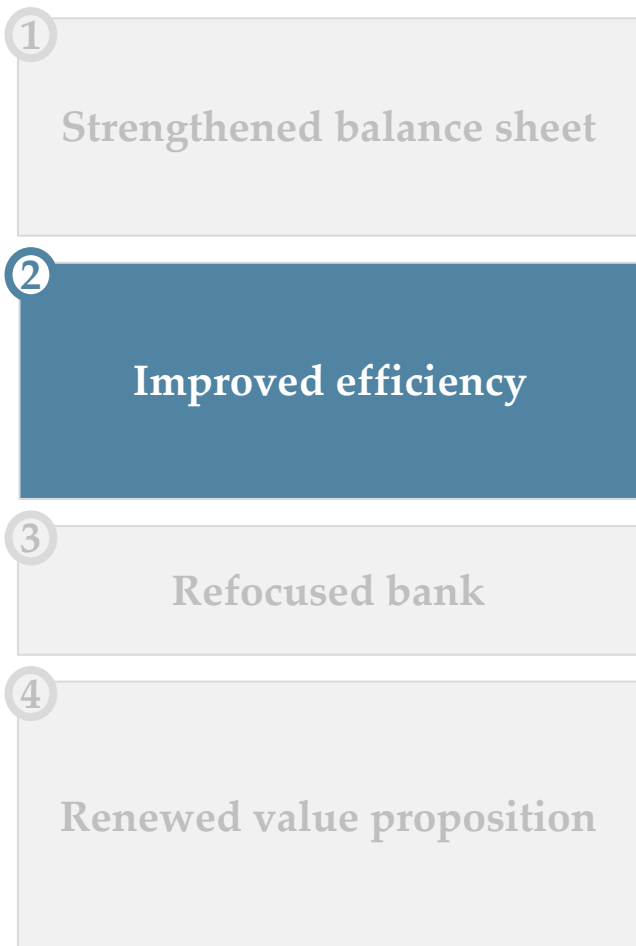
%



1. Fully phased in CET1 ratio starting from 1.1.2019 | 2. 10% impact estimated based on potential effects from: securitizations, GACS, expected returns of new market players (e.g. Atlante) and as potential benefits from expected reduction in bad loans recovery time

These strategic objectives will be achieved through a series of well defined initiatives

Strategic initiatives



Levers

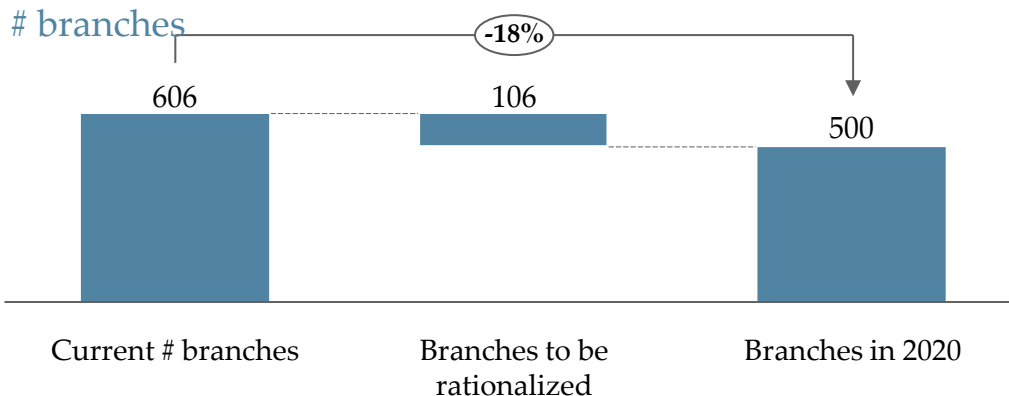
- 2.1 Branch reduction
- 2.2 Optimized distribution model through improvement of branch processes
- 2.3 Upgraded ICT infrastructure through partial outsourcing and investments in key strategic areas
- 2.4 Smaller and simpler organization with efficient spending
- 2.5 Focus on operating expenses efficiency

② Improved efficiency Branch reduction

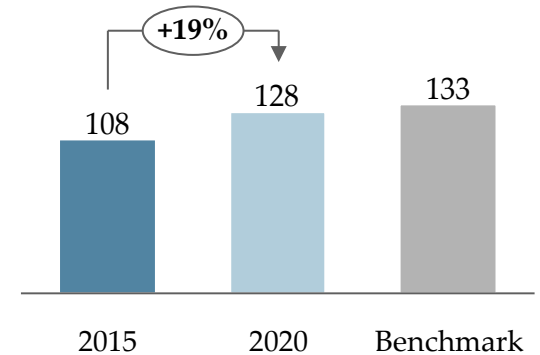
Main actions

Branches optimization	<ul style="list-style-type: none"> Rationalize branch network based on: <ul style="list-style-type: none"> Economic sustainability of the branch Geographical location / overlap Untapped potential in the local market Attrition / acquisition of customers Branch market share vs. size Operational role of the branch (e.g. treasury roles, deposits collection, etc.) Further strengthening actions will be evaluated during the course of the plan
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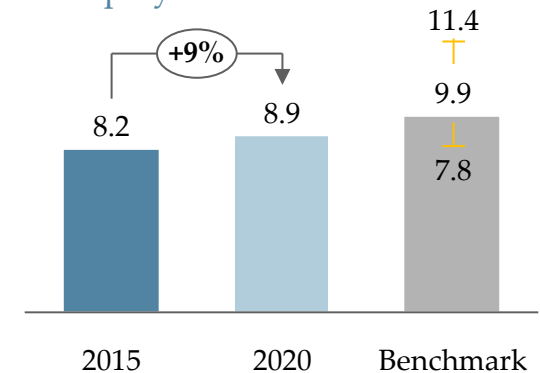
Evolution of number of operating branches³



Gross Banking Product¹/ Branch² €MM



Total Employees / Branch³ # employees



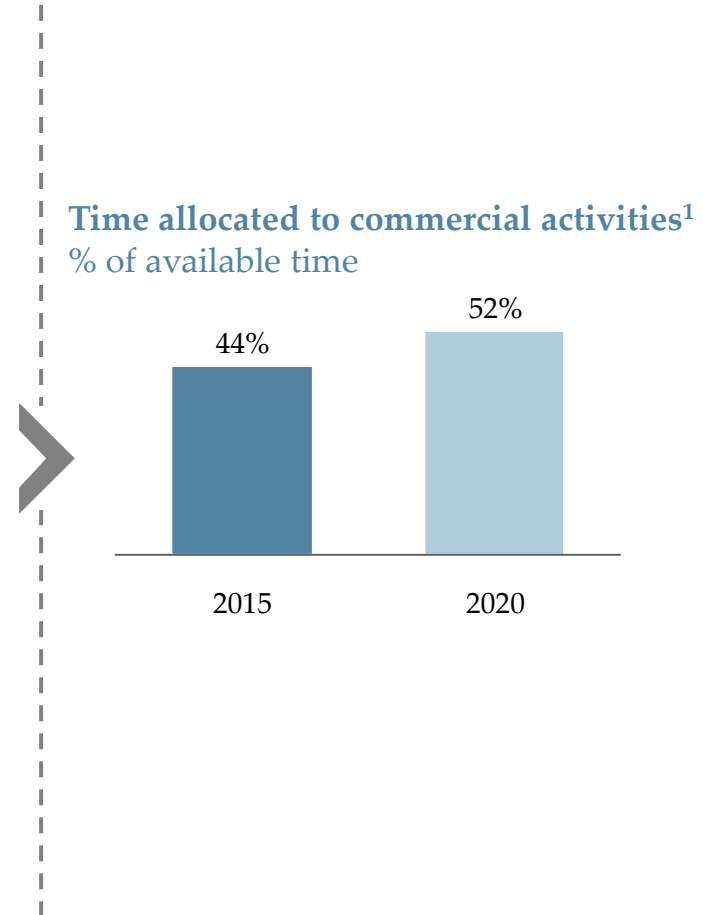
1. Referring to 2015 GBP | 2. Excluding 11 branches that do not carry out full operating activity and the Nice branch
3. Excluding 11 branches that do not carry out full operating activity, the Nice branch and Banca Cesare Ponti's branches

② Improved efficiency

Optimized distribution model through improvement of branch processes

Main actions

Distribution model evolution	<ul style="list-style-type: none">• Review current distribution model and commercial roles following branch rationalisation• Reallocate resources within branch network to dedicate more time to commercial activities• Invest in training programs to improve RMs commercial skills• Use branch space to offer bundling services and products from vertical or complementary businesses
Improve branch processes	<ul style="list-style-type: none">• Automate tasks and activities with high digitalization potential and outsource low value added activities• Re-design end to end processes (e.g. mortgages, SME loans, credit / debit cards, etc.), in line with new ICT systems• Enhance the multichannel platform for front-end convergence of the web and mobile offering



1. Commercial activities is defined as: a) client relationship, b) product sales and c) new business development

② Improved efficiency

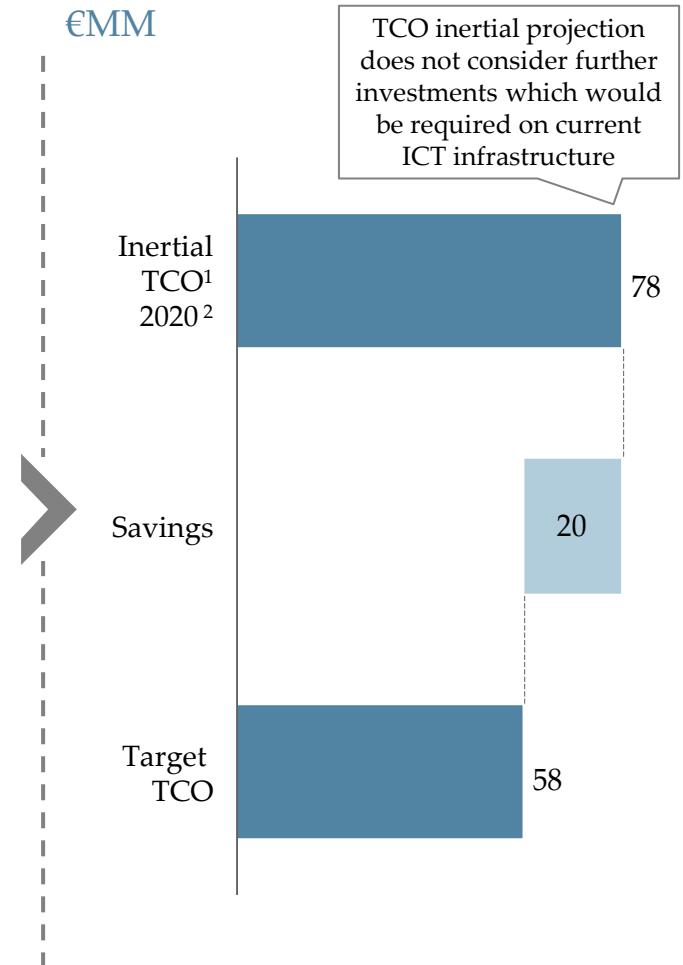
Upgraded ICT infrastructure through partial outsourcing and investments in key strategic areas

Main actions

ICT Rationalization	<ul style="list-style-type: none"> • Reduce operating expenses through partial outsourcing of ICT • Improve efficiency through a redesign of Bank processes in line with best practice offers from outsourcers • Maintain in house key strategic ICT capabilities (front-end system and Risk Management)
ICT investment	<ul style="list-style-type: none"> • Investment for a total of approx. €90MM throughout the plan to support the: <ul style="list-style-type: none"> – Review of front-end systems (e.g. implementation of online selling processes, definition of data flows and accounting systems processes) – Improvement of Risk Management systems for Credit Risk internal models (e.g. improvement of internal credit risk measurement models)

Cost reductions

€MM



1. TCO: Total Cost of Operations: Opex + D&A, annual cost | 2. 2020 TCO value has been projected assuming operating costs in line with current values and annual investments equal to those undertaken and forecasted for 2016

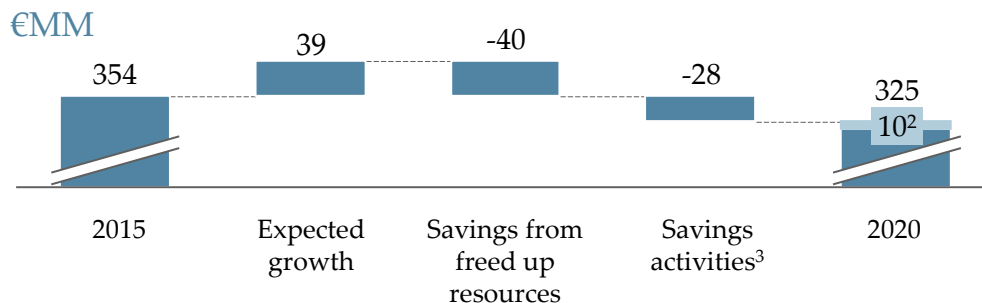
② Improved efficiency

Smaller and simpler organization with more efficient spending

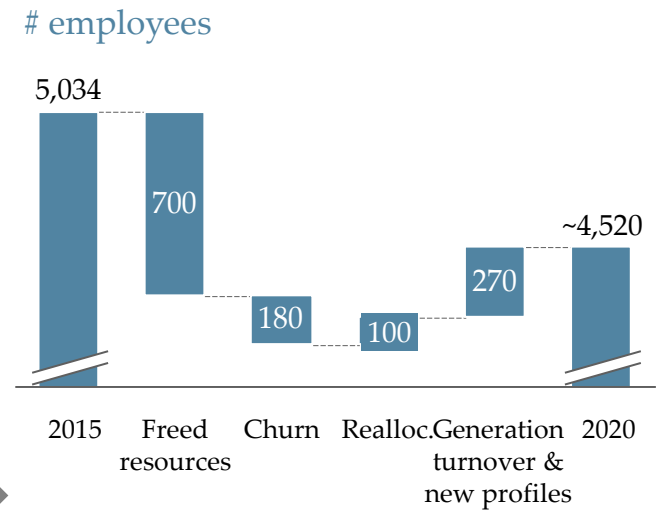
Main actions

Human resources	<ul style="list-style-type: none"> Reduce personnel by c. 700 resources by: <ul style="list-style-type: none"> Rationalizing of Branch Network Streamlining ICT and Back Office functions Obtaining further efficiencies rebalancing front-to-back ratio in line with market best practice Reallocate and hire resources targeting the development of new professional profiles Develop training programs consistent with initiatives
G&A	<ul style="list-style-type: none"> Rationalize G&A spending realigning efficiency metrics to market benchmarks Re-define current contracts' structure with a full revision of volume and pricing expenditure Strengthen centralized procurement process
Structure	<ul style="list-style-type: none"> Simplify bank structure through the merger of Carige Italia to obtain a leaner organization

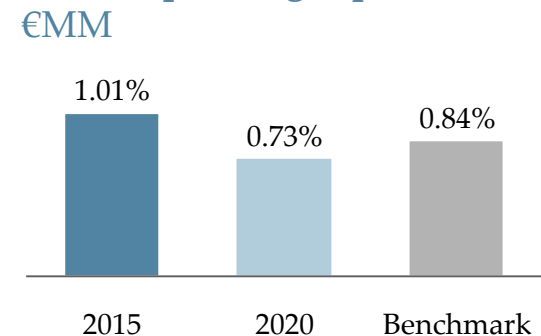
Labour cost reduction



Headcount evolution¹



Other Operating expenses / Assets

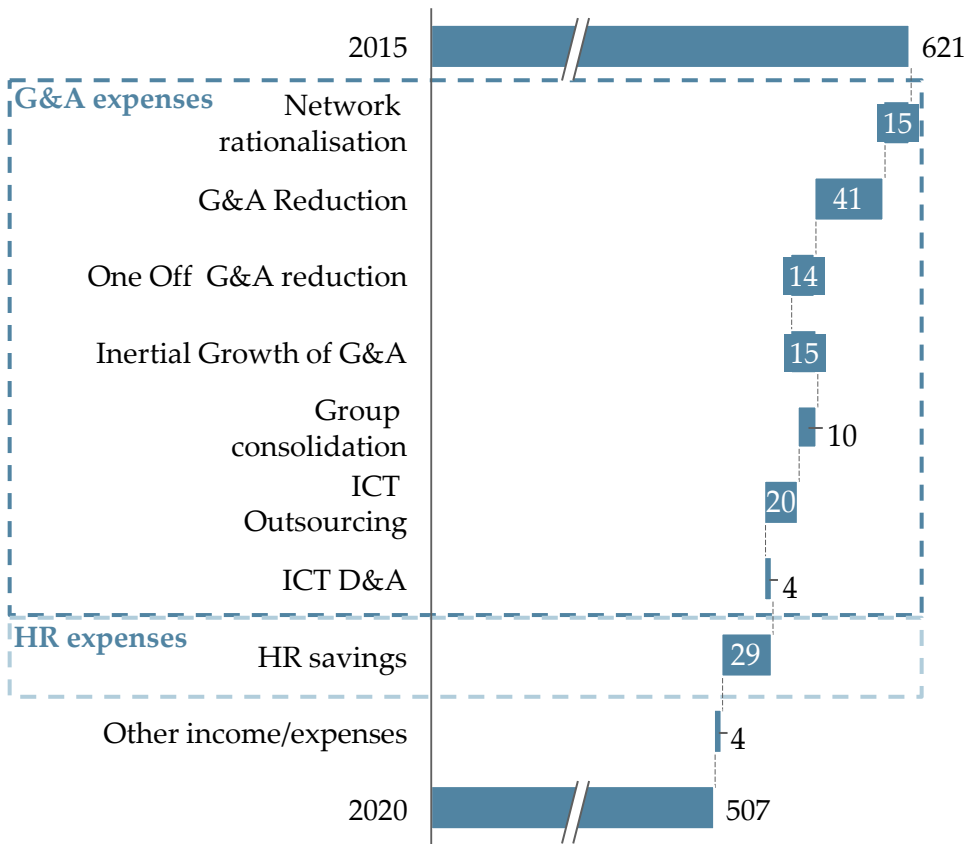


1. Data as of 01/01/2016 | 2. Variable component | 3. Including the review of personnel agreements

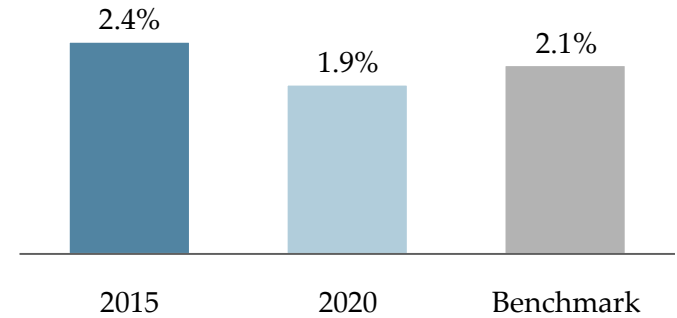
② Improved efficiency

Actions implemented on G&A and Personnel costs will realign Carige's cost structure to benchmark levels

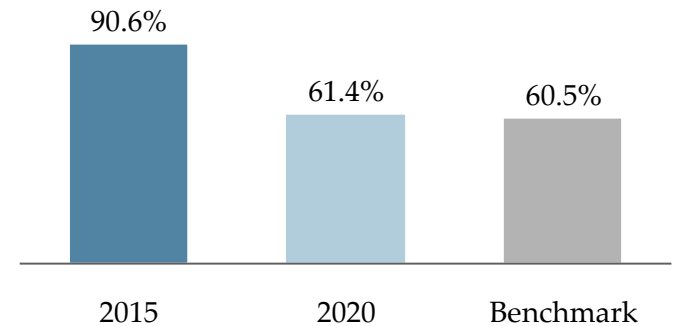
Operating costs evolution
2015-2020, €MM



Operating costs¹ / Total assets
%



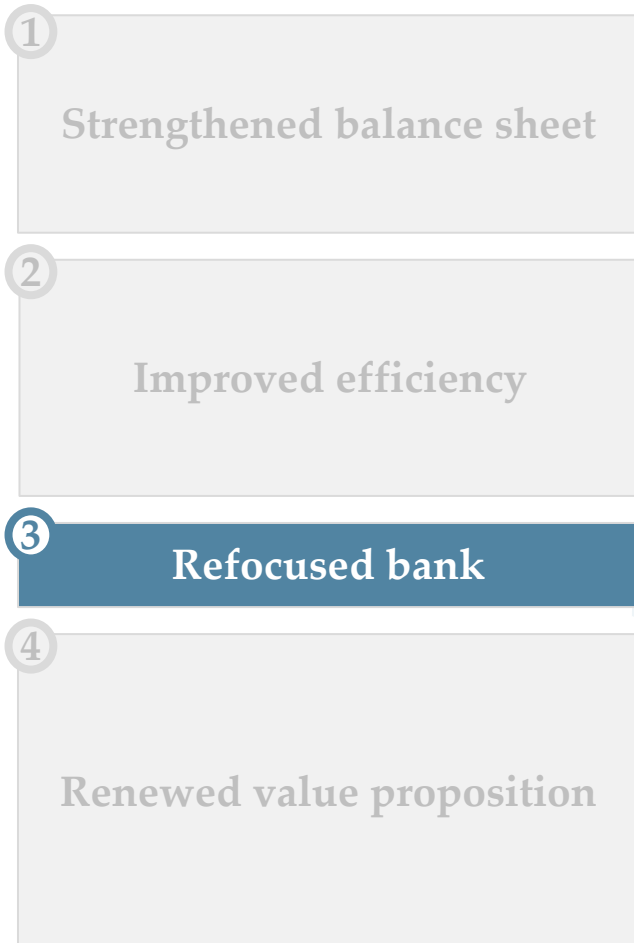
Cost / Income ratio
%



1. Does not include other operating income / expenses

These strategic objectives will be achieved through a series of well defined initiatives

Strategic initiatives



Levers

- 3.1 Regional geographical footprint
- 3.2 Well-defined portfolio segmentation
- 3.3 Refocus on Retail and Small business

③ Refocused bank

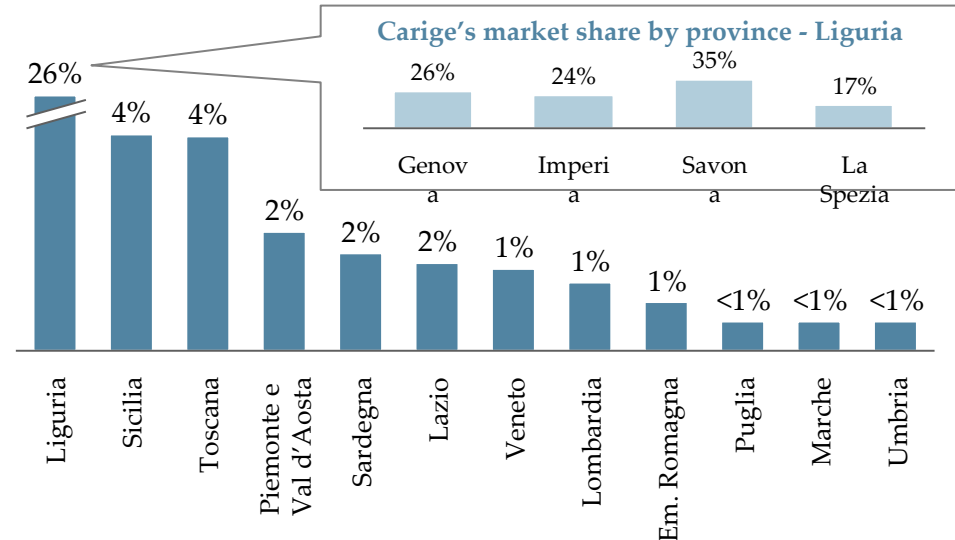
Regional geographical footprint

Main actions

Geographical refocus

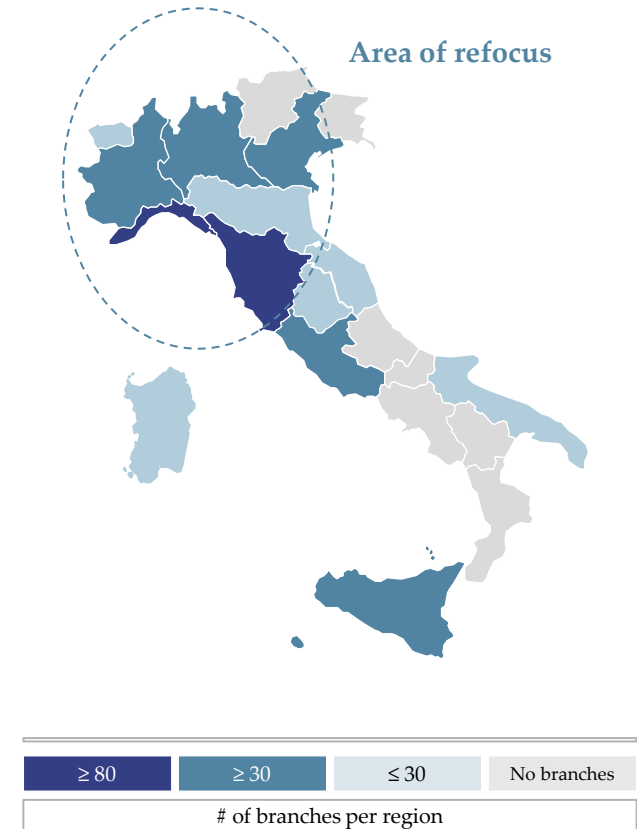
- Focus on Liguria and Northern Tuscany, which represent Carige's main customer base
- Renewed focus on Northern Italy regions
- Renew the bank's geographical footprint, exiting non core regions, based on:
 - Low market share
 - Sub-scale operations

Carige's market share by region



Note: Market share based on # branches

Current geographical presence



③ Refocused bank
Well-defined portfolio segmentation

Macro-segments	Segments	# Clients (thousands)
Retail	Mass	830
	Affluent	120
	Small Business	43
Private	Private	18
Corporate	Mid Corporate	14
	Large Corporate	0.1
Total Customers¹		1,025

1. Not includes ~220 "Institutionals" customers and ~6K "Non portafogliati".

③ Refocused bank

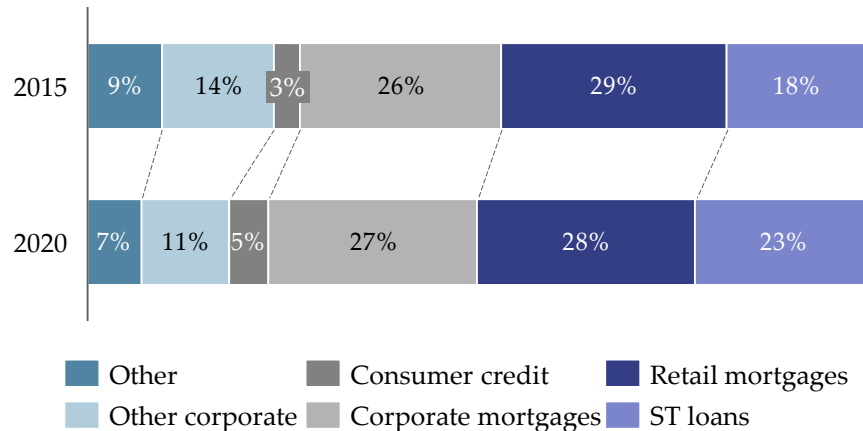
Refocus on Retail and Small Business

Main actions

Segment strategy	<ul style="list-style-type: none"> Focus on key customer segments: <ul style="list-style-type: none"> Retail customers through a strengthened service model based on stronger coverage to meet customer needs Small Business and SMEs through a renewed product offering Reduce exposure to less profitable segments, such as Large Corporate Strengthen wealth management with new products and an integrated offering
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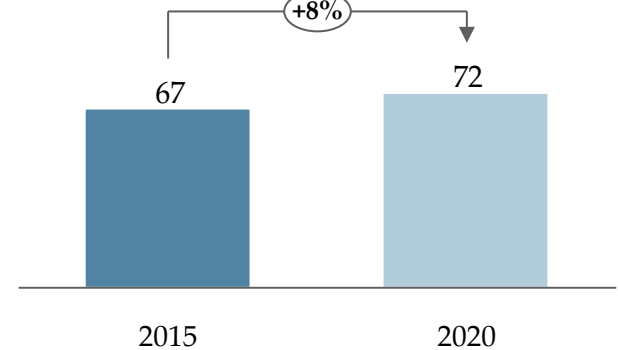
Business mix evolution by product¹

%



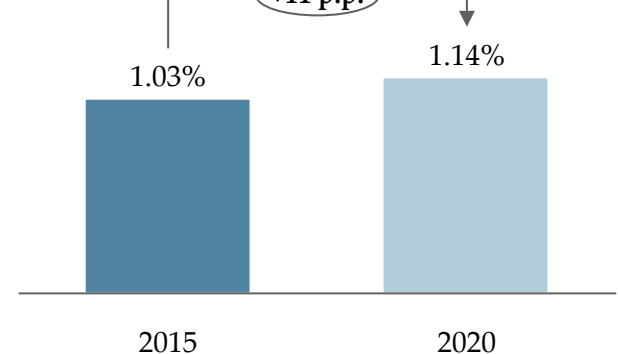
Evolution of total GBP²

€BN



Net Banking Income / GBP³

%

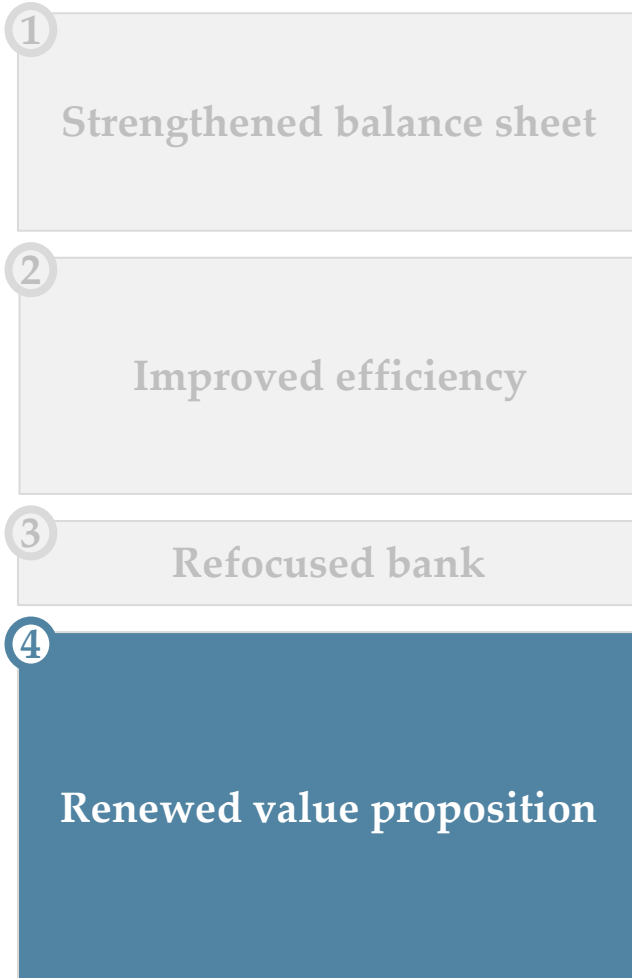


1. Includes performing, past-due and unlikely-to-pay exposure | 2. Gross Banking Product. Loans to customers + direct funding + indirect funding

3. Net banking income / GBP

These strategic objectives will be achieved through a series of well defined initiatives

Strategic initiatives



Levers

- 4.1 Reinforced delivery model on key segments supported by a strengthened multichannel offer
- 4.2 Enhanced digital offering
- 4.3 Improved cross selling and wealth management offer
- 4.4 Strengthened consumer credit offer
- 4.5 Increased penetration in Small Business
- 4.6 Focus on Mid-cap and reduced Large Corporate exposure

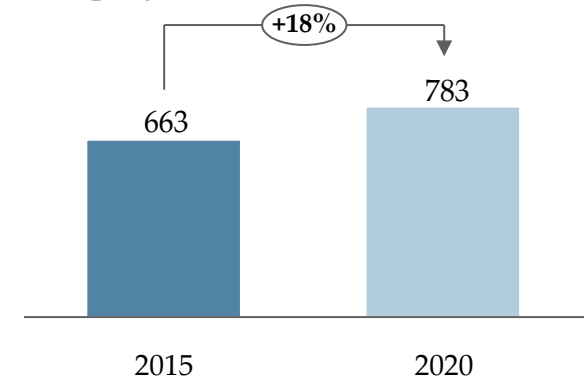
④ Renewed value proposition

Reinforced delivery model on key segments supported by a strengthened multichannel offer

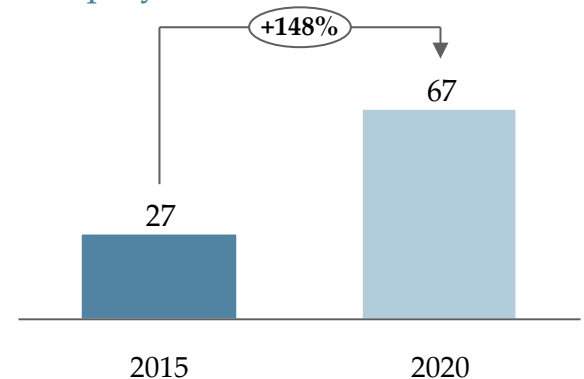
Main actions

Reinforce delivery model	<ul style="list-style-type: none"> • Strengthen level of service to customers through additional RMs focusing on new customers • Increase branch resources allowing RMs to dedicate more time to business activities through network rationalization • Improve coverage of Mass Market and Small Business segments
Multi-channel offer	<ul style="list-style-type: none"> • Improve multi-channel services offered, through the strengthening of the contact center, in line with the renewed distribution model • Strengthen the contact center by adding ca. 40 resources in order to: <ul style="list-style-type: none"> – bring current service level to best practice – support multichannel development focusing on after-sale service through digital channels – support physical network in business development • Develop multichannel offering and strengthen CRM capabilities to maximize cross-selling • Improve analytics to launch web-based initiatives • Evolve mobile payments offer (P2P, wallet for M-commerce and M-payments) • Implement new selling processes supported by digital signature • Set up a digital innovation unit

Mass Market RM evolution # employees



Contact center employees # employees







1. Includes 50% of branch referents who act as mass market RMs

④ Renewed value proposition Enhanced digital offering

Main actions

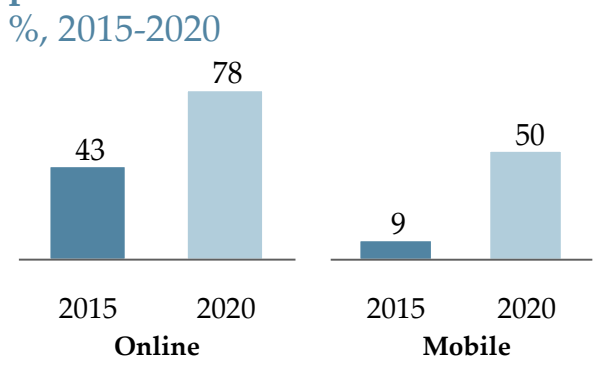
Strengthen digital offer	<ul style="list-style-type: none"> • Create a unique one-stop shop for online offer • Develop multi-device digital offer enabling sale of banking products to captive customers • Open digital products to non-captive customers allowing to directly open online accounts • Improve current Carige's Small Business offering to provide specific functionalities and products fitting the segment's needs (e.g. treasury, advisory, risk & credit assessment) • Further enhance cyber security • Develop social customer service • Design and implement training programs focused on digital
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Products offered on the digital platform

<p>Savings account</p> 	<p>Consumer loans</p> 	<p>Credit cards</p> 	<p>Current accounts</p> 
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Carige internet & mobile penetration¹



Online app



1. Retail customers only

④ Renewed value proposition Improved cross selling and wealth management

Main actions

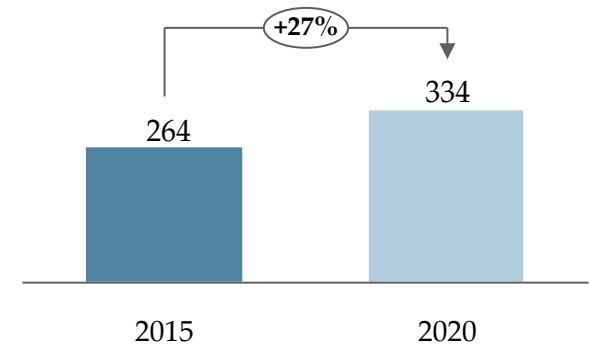
Improve cross selling

- Increase cross selling on retail segments through:
 - Extra time to be dedicated to new product selling
 - Targeted Product Campaigns
- Activate multi-channel platform that enables selling services according to customers needs (and post-selling activities)
- Boost offering of credit cards with focus on on-line channel and ATM services

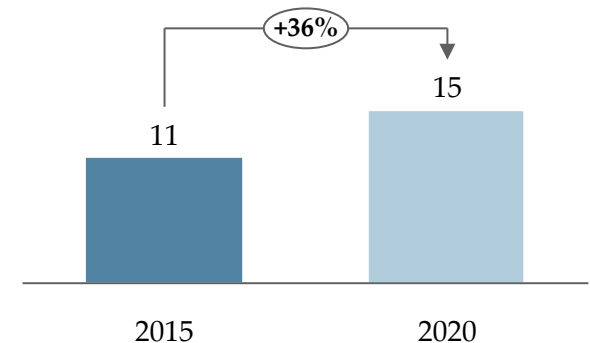
Develop wealth management

- Renew focus on Private segment portfolios
- Expand offered product range
- Refocus Private Bankers on high value added customers

Evolution of commission income €MM



Evolution of Assets under management €BN

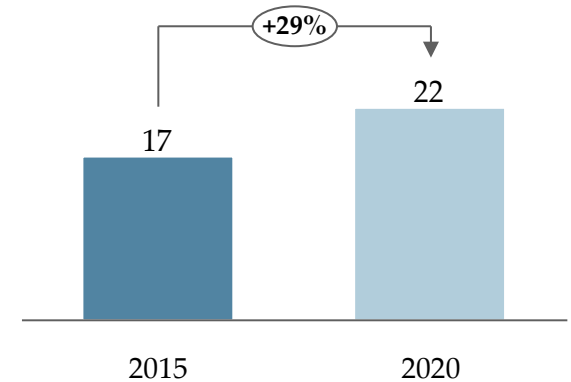


④ Renewed value proposition Strengthened consumer credit offer

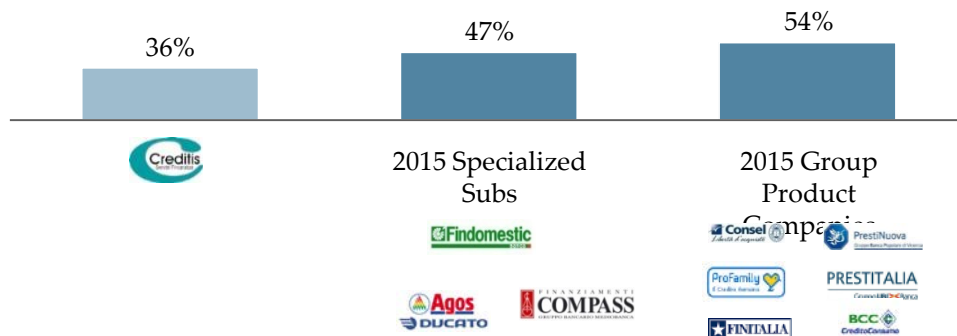
Main actions

Consumer credit actions	<ul style="list-style-type: none"> • Increase penetration in current clients: <ul style="list-style-type: none"> – Commercial momentum with focus on products coupled with careful monitoring of Carige's Mass and Affluent network performance • Acquire new clients: <ul style="list-style-type: none"> – Strengthen financial advisors network with a focus on SMEs to offer consumer credit to employees and new solutions for clients (e.g. finalized loan) • There actions are underway
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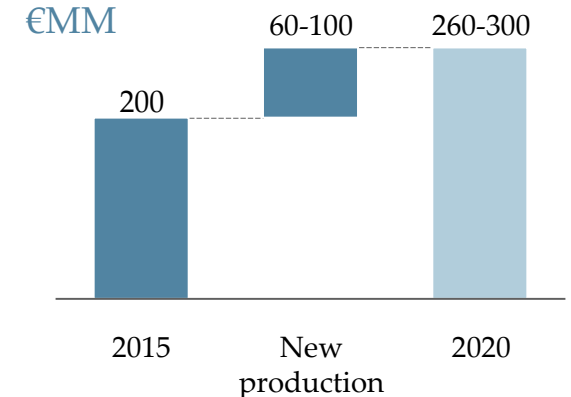
New consumer finance tickets / RM¹ # of new tickets



Consumer finance new flows/total stock (2010-2015, %)



New consumer finance production dynamic



1. Includes mass RMs and affluent RMs as well as well as 50% of branch referents who act as mass market RMs – size average new ticket .ca €10K

④ Renewed value proposition Increase penetration in Small Business

Main actions

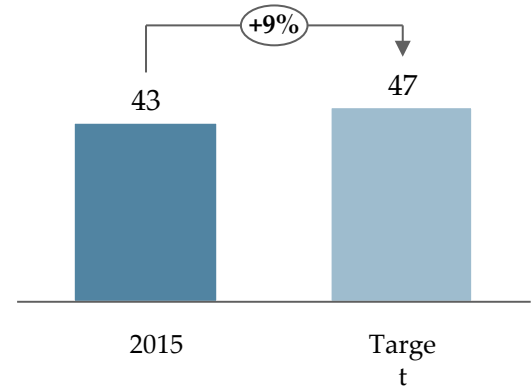
Increase Small Business coverage

- Redesign end-to-end processes to relieve the operational workload of Small Business RMs, with time freed up for commercial activities
- Increase commercial push, leveraging support of the contact center and the remote banking platform for the Small Business segment

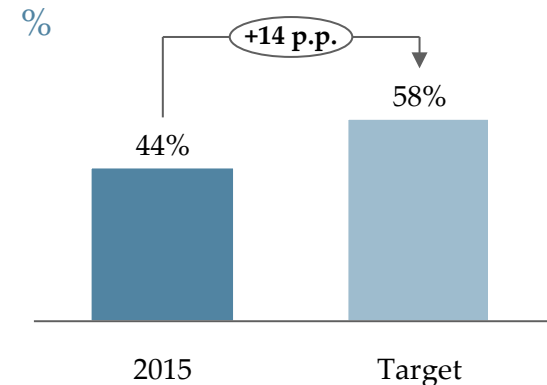
Automated credit

- Set up an automated credit process for Small Business and SMEs simplifying access to credit, reducing credit application time
- Grant credit based on a rating model more accurately assessing riskiness of counterparty

Number of Small Business clients #K of clients



Credit lines penetration



④ Renewed value proposition

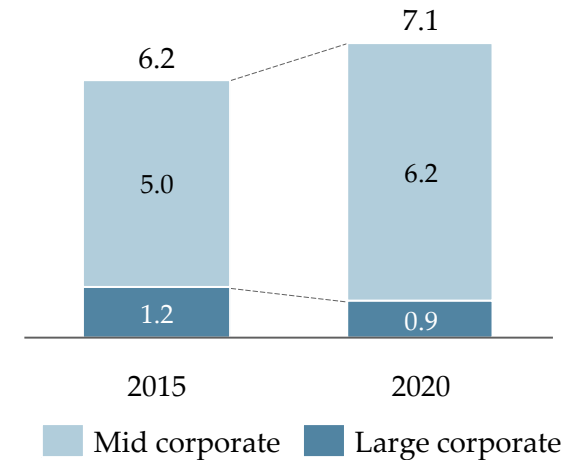
Focus on Mid-Cap while reducing Large Corporate exposure

Main actions

Focus on Mid-Cap	<ul style="list-style-type: none">• Increase commercial focus on Mid corporate, through increased credit production and introduction of automated credit process for credit lines• Increase participation in syndicated loans• Restore the trade finance capabilities of the corporate center• Expand product offering to cover currently unserved clients' needs• Leverage synergies with Private Banking targeting entrepreneurs
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Shrink Large Corporate	<ul style="list-style-type: none">• Reduce large corporate portfolio limiting new production to low risk counterparties focusing on pool financing solutions
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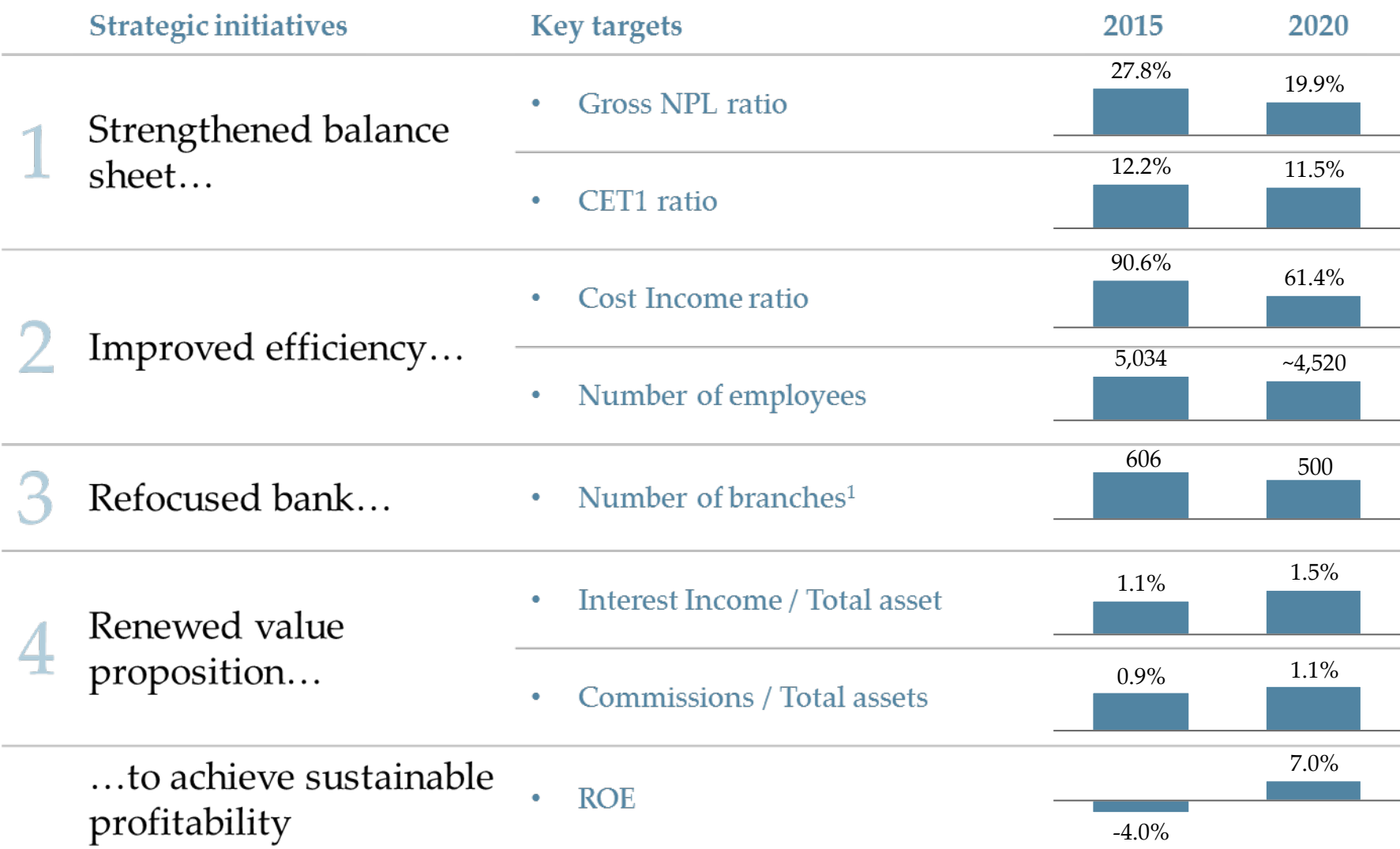
Corporate portfolio evolution
Performing gross loans, €BN



Section 7

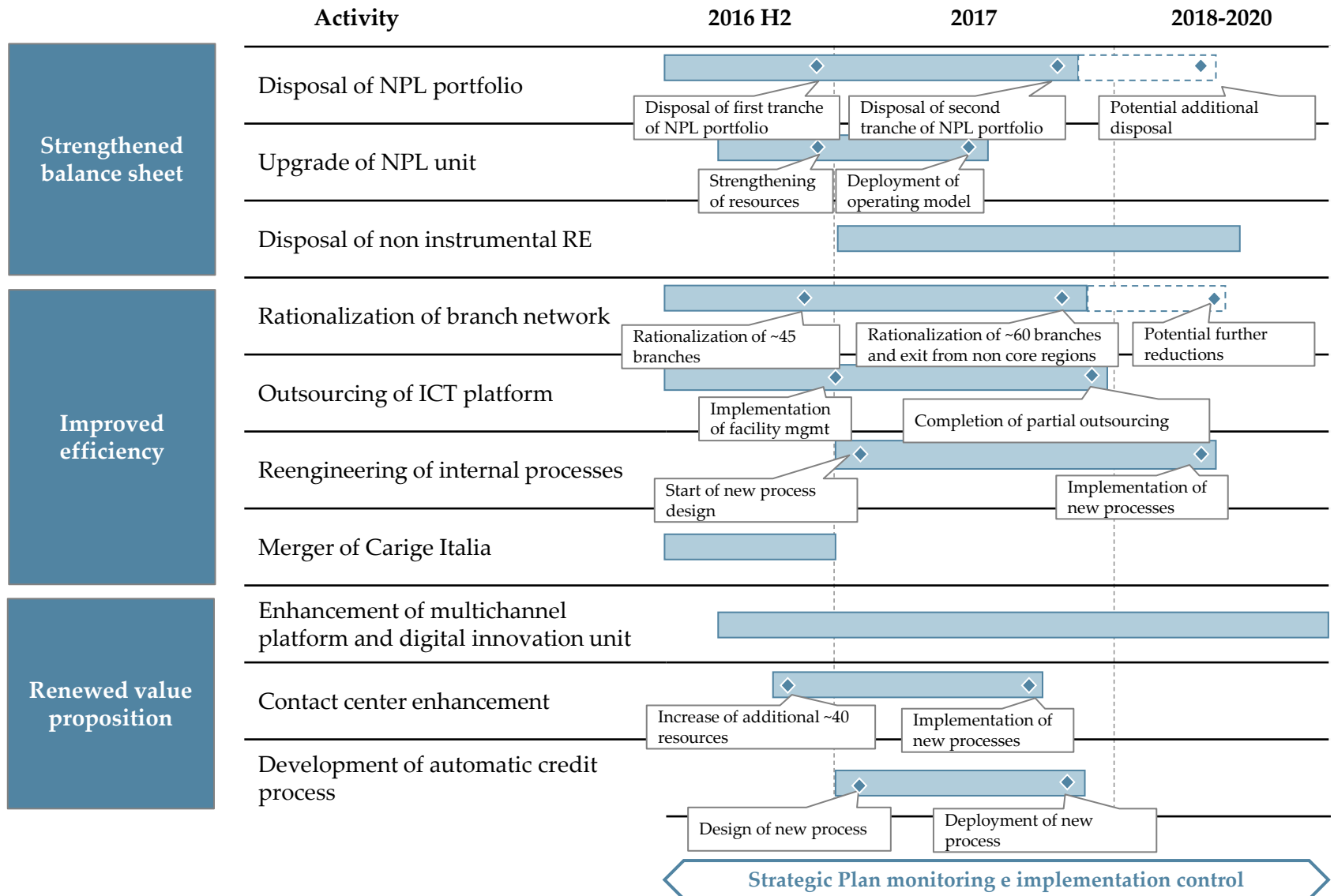
Financial targets and implementation plan

Implementing the strategic initiatives will help the bank return to profitability and achieve a stronger balance sheet position



1. Excluding 11 branches that do not carry out full operating activity, the Nice branch and Banca Cesare Ponti's branches

Masterplan for the implementation of the Plan's main actions



Section 7

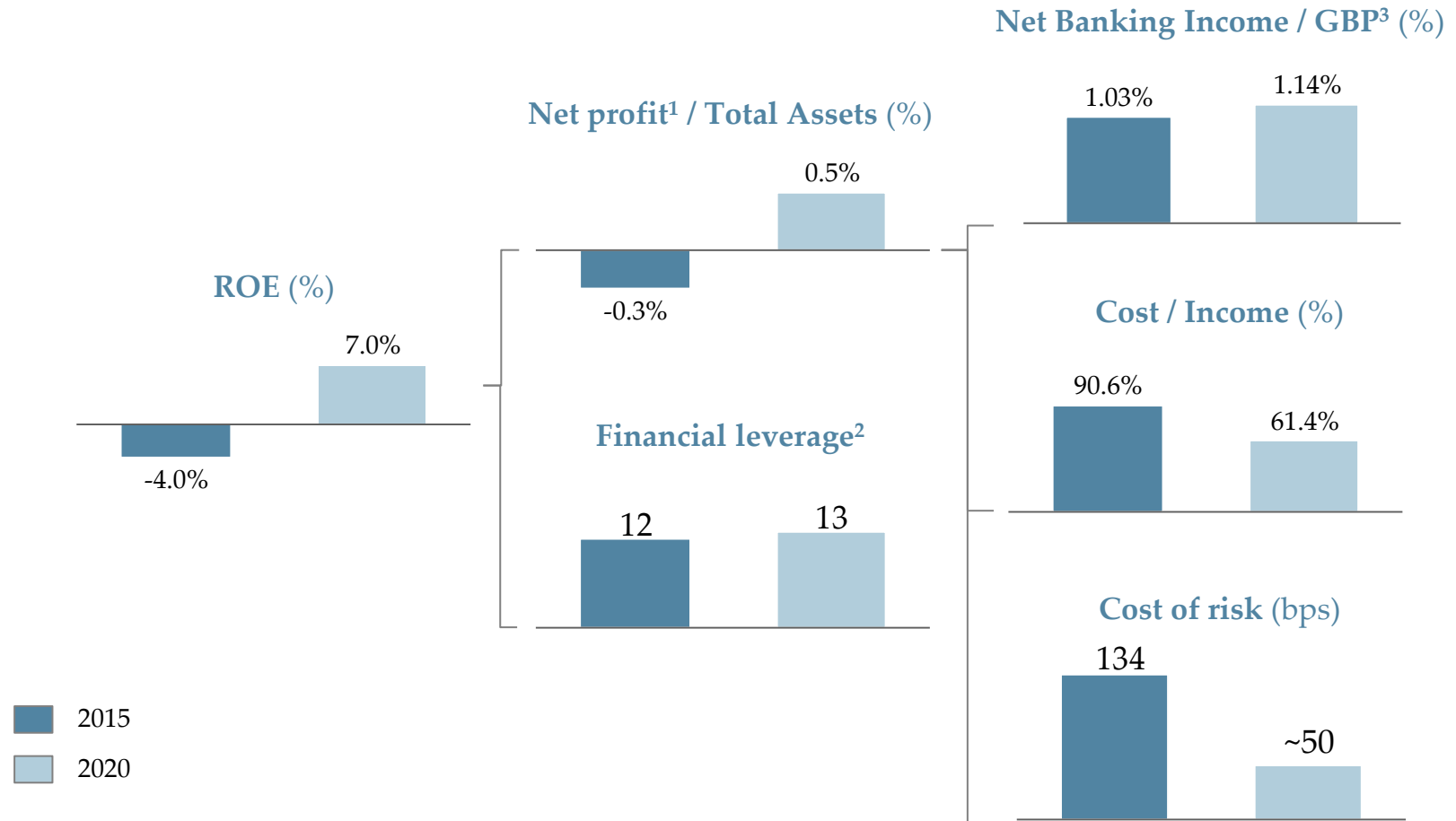
Financial projections

P&L and balance sheet

€MM, %		2015	2018	2020	Δ2015–2020 CAGR
P&L	Net interest income	334	418	456	6.50%
	Comm. Income	264	308	334	4.40%
	Other revenues	88	37	37	-15.80%
	Net interest and other banking income	686	763	827	3.70%
	Impairment / write-backs	-272	-172	-113	-17.40%
	Operating costs	-621	-527	-507	-4.00%
	Value adjustments on goodwill	-57	-	-	n.s.
	Profit (loss) before tax	-258	70	212	n.s.
	Taxes	83	-2	-49	n.s.
	Net profit (loss) after tax from discontinued operations	71	-	-	n.s.
	Net profit (loss) of the Parent company	-102	68	163	n.s.
BS	Net Loans	21,472	20,685	21,991	0.48%
	Direct funding	23,422	22,835	23,600	0.15%
	Equity	2,456	2,198	2,471	0.13%

Profitability tree

ROE tree, 2015-2020



1. Income attributable to parent company | 2. Total Assets / Own funds | 3. Gross Banking Product: loans to customers + direct funding + indirect funding



2016-2020 Strategic plan

Genoa, 29 June 2016

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