

PRESS RELEASE

**Mediocredito Centrale: the Board of Directors approves 2022 – 2024 Business Plan**

**Strategic targets of 2022 – 2024 Business Plan:**

- Expected growth in loans to customers in the years of the plan, with a stock of more than **€ 11 billion** of loans in 2024
- Speeding up of derisking process, with an **NPL ratio of 5.9%** in 2024
- Significant reduction in loans to banks, thanks to the massive reduction of excess liquidity placed in ECB by BPB and CRO (**€ 0.6 billion** expected in 2024) and the new funding aimed to cover structural shortage
- Significant increase in the bond portfolio, with low capital absorption investments (**€ 3.2 billion** expected in 2024)
- **Cost-income** alignment to best practice, equal to 62.6% in 2024
- Growth in profitability, with a **ROE of +8%** in 2024
- Increase in regulatory capital, consistently with the expected growth in profitability, with a **TCR fully loaded of 13.7%** in 2024

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*Rome, 18 February 2022* – The Board of Directors of Mediocredito Centrale approved in the current meeting the 2022-2024 Business Plan.

A Plan that defines a Banking Group supporting families and enterprises, focusing even more on SME segment of Southern Italy with a solid and enforceable strategy.

In details, the Plan foresees:

**for Mediocredito Centrale**

- quali-quantitative growth of the Parent Company role, enforcing the structures of governance and control;
- confirmation of the strategy regarding Southern Italy Financial District;
- focus on mid-long term banking, centered on distinctive sectors, factoring and supply chain finance, also through the creation of an innovation hub supporting technology

transfer to Southern Italy SMEs and favoring access to credit, subsidized loans and advisory services;

- enforcement of Group positioning in subsidy sector, (i) managing the end of Temporary Framework of Fondo di Garanzia per le PMI (the “Guarantee Fund for SMEs”), focusing on the expertise acquired, also proposing a similar model to other subsidized funds; (ii) creating a positioning to assist the Public Administration in the SMEs subsidized funds management, also with reference to the opportunities offered by PNRR;
- empowerment of the role of Group synergies engine: technology and services, finance and treasury management, creation of Group corporate centers, specialized on critical sectors for the Southern Italy, to guide enterprises to twin transitions.

#### **for Banca Popolare di Bari**

a sound and clear retail bank, relevant for local communities in chosen areas, oriented to families, to micro, small and medium enterprises and to Mid Corporate:

- with tactical initiatives regarding reduction of excess liquidity and remaking of core processes, increasing attractiveness of the key products;
- with strategic initiatives aimed to a rationalization of the existing partnerships with product factories, oriented to share the risk of commercial development and to expand the range of products.

#### **for Cassa di Risparmio di Orvieto**

the positioning as:

- Group point of reference for a potentially wide area of the Central Italy;
- vector of the Group strategy of contrast of economic marginalization of served territories.

*For further information:*

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